

ANNUAL REPORT 2000





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## **DONE IN BRIEF**

Done consists of three business areas: Done Logistics Solutions, Done Information Solutions and Done Wireless Solutions.

Done Logistics Solutions focuses on procurement, production, warehouse and distribution management systems as well as on logistic outsourcing services. Done Information Solutions provides product development, design and multi-lingual documentation services as well as solutions for creation, management and distribution of technical information. Done Wireless Solutions provides services enabling the use of wireless terminals in product and information logistics solutions. In addition, Done Wireless Solutions develops personalization and positioning solutions and the related applications.

Done operates in selected customer segments in the Nordic countries, Central Europe and the United States, with industry leaders and international corporations as its typical customers.

#### **CUSTOMER SEGMENTS**

OUR KEY CUSTOMER SEGMENTS ARE:

- Food and brewery
- · Paper and energy
- · Machine construction and shipbuilding
- Distribution
- Electronics and telecommunications

#### PRESIDENT'S REVIEW

The year 2000 was a significant one for Done. We were listed on the NM List of the Helsinki Exchanges, we grew in size and became more international. We created our new Group structure based on three business areas.

In June. Done's shares were listed on the NM List of the Helsinki Exchanges. We acquired the financial resources needed to carry our growth and internationalization plan through, and we were able to add successful new companies to the Done Group through share exchanges.

Done's pro forma consolidated net sales amounted to EUR 73.8 million, and our pro forma consolidated operating profit was EUR 3.3 million, which corresponds to 4.5% of our net sales. Our pro forma consolidated net sales grew by 33.5% and our pro forma consolidated operating profit by 59.8%. At the end of the year, Done had 1,132 employees. For the sake of comparison: in 1999, Done's official net sales was EUR 1.6 million, its operating profit EUR 0.1 million, and its number of employees was 75. In 1999, all operations took place in Finland.

We have become more international by acquiring suitable companies in selected countries that are in line with Done's operating concept. We began operating in the United States in May, in the United Kingdom. Sweden, Hungary and Slovakia in June, in Estonia in September, and in Germany and Romania in November.

The pro forma consolidated net sales of our international subsidiaries amounted to EUR 12.0 million, and their pro forma consolidated operating profit was EUR 0.7 million, equalling 5.5% of the net sales of our international subsidiaries. At the end of the year, our international subsidiaries employed 341 people.

Done's Group structure is divided into three business areas: the Done Logistics Solutions business area supplies solutions and services for supply chain management. The Done Information Solutions business area provides solutions and services for the management of technical information. The Done Wireless Solutions business area integrates the aforementioned solutions into wireless environments, and is also focused on providing software platforms for wireless personalization and positioning solutions.

During the past year, we made significant investments in developing the Group structure, simultaneously training our personnel in the operating methods according to the renewed structure.

We singled out the food and brewery industry, paper industry and energy sector, machine construction and shipbuilding industry, distribution, as well as the telecommunications and electronics industries as our selected customer sectors.

Within these sectors, we wish to develop as frontrunner and partner to our customers. In order to achieve our objectives quickly, we will continue the comprehensive development of our products and solutions, so that they meet the supply chain management and technical information management challenges of the aforementioned sectors - even in wireless environment.

Jukka Salminen President and CEO

#### YEAR 2000 IN BRIEF

Done's pro forma consolidated net sales increased by 33.5 % and amounted to EUR 73.8 million.

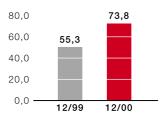
Pro forma consolidated operating profit was EUR 3.3 million, which corresponds to 4.5 % of the net sales.

The number of the Group's personnel at the end of the year 2000 was 1,132, of whom 341 persons were involved in the Group's operations abroad. The number of people employed by the Group on December 31, 1999 was 75.

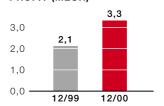
According to the consolidated income statement, where the companies acquired in 2000 are taken into account from the date of acquisition, net sales in 2000 were EUR 33.0 million (EUR 1.6 million in 1999).

According to the consolidated income statement, operating profit was EUR 2.1 million, equaling 6.3 % of the net sales.

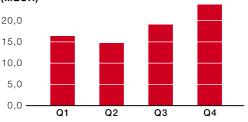
#### PRO FORMA NET SALES (MEUR)



#### PRO FORMA OPERATING PROFIT (MEUR)



#### PRO FORMA NET SALES BY QUARTER 2000 (MEUR)



#### PRO FORMA NET SALES



#### ACCOUNTING PRINCIPLES OF FINANCIAL STATEMENTS

Consolidated financial statement is presented in separate chapters in the annual report.

Since the Group structure during the report period has changed to the extent that consolidated financial statements as such are not adequate to provide a true and fair view of Done Group's financial performance and position, the Group has prepared consolidated pro forma income statements and balance sheets. In addition, the Group has calculated pro forma net sales and operating profit including the effect of the three

The presentation of the annual report corresponds to the presentation used in the prospectus drafted for the IPO, which took place in June, and in the Group's Interim Reports.

The figures in the following text are pro forma numbers excluding the report of the Board of Directors, the consolidated financial statement and the parent company financial statement (p. 17-52) in separate chapters unless otherwise stated. The percentage figures are calculated from unrounded figures.

#### **DESCRIPTION OF BUSINESS**

Done is a provider of comprehensive supply chain management solutions and technical information solutions for specific customer segments. Done's solutions include integrated software solutions and automation systems, as well as consulting and outsourcing services.

Done's selected customer sectors include food and brewing industry, the paper and energy industry, the machine construction and shipbuilding industry, distribution, and the electronics industry and the telecommunication. In accordance with Done's strategy, its customers are the leading international companies in their fields, for whom Done acts as a partner. Done supplies its customers with comprehensive solutions with which the customers' products and information are efficiently transferred from the procurement stage all the way to the end-user. Done's twenty most important customers represented 38.8 % of its net sales during the financial period.

Done's corporate structure, based on its business areas, has been developed and the focus of the company's strategy has been directed to the management of logistics chains and technical information as well as the supply of wireless products and solutions.

Done's business activities are divided into three business areas: Done Logistics Solutions, Done Information Solutions and Done Wireless Solutions. Done Logistics Solutions covers logistics control and supply chain management systems and services. Done Information Solutions provides solutions and services for product design, document management and after sales services. Done Wireless Solutions integrates solutions into wireless environments.

Mgine Technologies Oy, a part of Done Wireless Solutions business area, is an independent company that specializes in providing mobile operators with software platforms for personalization and positioning systems used in mobile environment.

#### **PERSONNEL**

At the end of the financial period, the Group employed 1,132 persons (75), of whom 341 were working in the company's international locations (0). Information about personnel's structure, skills and training, as well as activities and investments for personnel development are presented in a separate Human Resource Report.

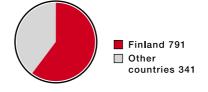
#### INTERNATIONALIZATION

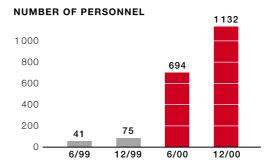
In accordance with its strategy, Done Group continued its internationalization process during the financial period, most significantly in its selected target markets. The net sales of foreign-based subsidiaries in the United States, the United Kingdom, Germany, Sweden, Estonia, Hungary, Slovakia and Romania during the financial period amounted to EUR 12.0 million, equaling 16.3 % of net sales. Finland accounted for EUR 61.8 million of the Group's net sales, the rest of Europe for EUR 6.9 million and the United States for EUR 5.1 million. The operating profit of foreign-based subsidiaries was 5.5 %.

#### **FUTURE OUTLOOK**

In the year 2001, the growth of the Group's net sales is expected to exceed that of its line of business. The Group's relative profitability as indicated by its operating profit is expected to increase clearly from the year 2000.

#### PERSONNEL DECEMBER 2000



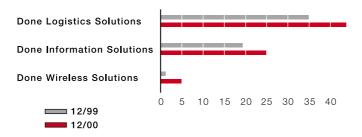




## **BUSINESS AREAS**

Done's business activities are divided into three business areas: Done Logistics Solutions, Done Information Solutions and Done Wireless Solutions. Done Logistics Solutions covers logistics control and supply chain management systems and services. Done Information Solutions provides solutions and services for product design, document management and after sales services. Done Wireless Solutions integrates solutions into wireless environments.

#### PRO FORMA NET SALES BY BUSINESS AREAS (MEUR)



Net sales and pro	ofitability	by busine	ess area		
	Net		Operating	% of	
	sales	share	profit	net	
	MEUR	of sales	MEUR	sales	
DONE LOGISTICS SOLUTIONS					
Software	10.8	14.6 %	0.6	5.2 %	
Systems	8.7	11.8 %	0.7	8.1 %	
Services	24.6	33.3 %	0.2	0.8 %	
Total	44.0	59.6 %	1.5	3.3 %	
DONE INFORMATIONS	N				
Software	7.0	9.5 %	0.5	7.1 %	
Engineering	6.4	8.7 %	0.3	4.5 %	
Services *	9.4	12.7 %	0.3	3.6 %	
Total *	22.8	30.9 %	1.1	4.9 %	
Services **	2.1	2.9 %	-0.6	-26.4 %	
Total	24.9	33.8 %	0.6	2.2 %	
DONE WIRELESS SOLUTIONS					
	4.9	6.6 %	1.3	26.9 %	
Total	73.8	100.0 %	3.3	4.5 %	

*	Excluding the divested Done Communications business operations that formed part of the
	Done Information Solutions business area's Services business unit at the end of the period.

The divested Done Communications business operations that formed part of the Done Information Solutions business area's Services business unit at the end of the period.

The organic growth of the Done Logistics Solutions business area totaled 27.6 % and accounted for 59.6 %of consolidated net sales. The Done Information Solutions business area grew by 29.8 % and accounted for 33.8 % of consolidated net sales. The Done Wireless Solutions business area grew by 224.8 %, accounting for 6.6 % of consolidated net sales.

Net sales of the Done Logistics Solutions business area, including corporate acquisitions, grew from EUR 1.6 million to EUR 44.0 million, while the number of personnel increased from 25 employees to 470 employees. Net sales of the Done Information Solutions business area grew from EUR 2.7 million to EUR 24.9 million, and the number of personnel increased from 50 employees to 566 employees. Consolidated net sales increased from EUR 4.3 million to EUR 73.8 million, and the number of personnel increased from 75 employees to 1,132 employees.

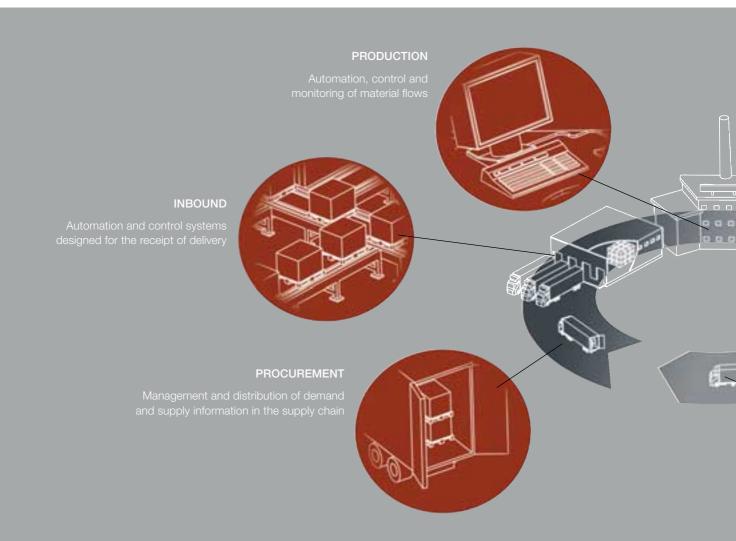
Organic growth from 1999 to 2000 by business area, and the number of personnel at the end of the year				
	Net sale	es	Change F	ersonnel
MEUR	2000	1999	%	2000
Done Logistics Solutions	44.0	34.5	27.6	470
Done Information Solutions	24.9	19.2	29.8	566
Done Wireless Solutions	4.9	1.5	224.8	96
Total	73.8	55.3	33.5	1,132

Growth between 1999 and tions, and the number of				
	Net sale	es	Personn	nel
MEUR	2000	1999	2000	1999
Done Logistics Solutions	44.0	1.6	470	25
Done Information Solutions	24.9	2.7	566	50
Done Wireless Solutions	4.9	0	96	0
Total	73.8	4.3	1,132	75

## **DONE LOGISTICS SOLUTIONS**

The Done Logistics Solutions business area provides integrated comprehensive solutions, which include software and system solutions for logistics management as well as consulting and outsourcing services. The solutions include demand and supply chain management, inbound and outbound logistics, factory operations logistics and distribution management.

The inbound and outbound logistics automation systems provided for companies and logistics centers consist of warehousing, order picking, conveying, and packaging systems as well as their control and management and integration into entire corporate logistics management systems. The solutions are operated in integrated systems consisting of intranet, extranet, factory networks and wireless networks.



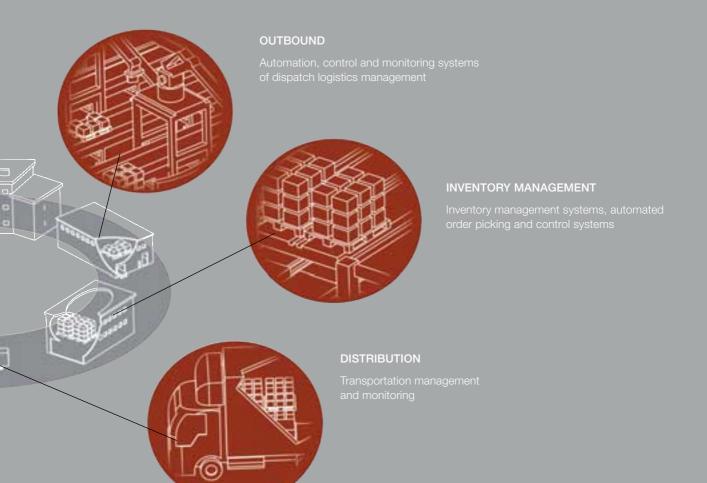


The business area has undergone major strengthening measures during the last quarter of the year. The most important corporate acquisitions included Fidaco Logistics Oy, a specialist in management and control systems for large logistics systems, and its sister company Fidaware Oy, as well as the majority holding of Providor Logistics Oy, a specialist in transport management. After the period, the parent company has increased its ownership of Providor Logistics Oy to 100 %.

In the year 2000, net sales of the Done Logistics Solutions business area totaled EUR 44.0 million (EUR 34.5 million in 1999) and its operating profit amounted to EUR 1.5 million. Its personnel at the end of the year consisted of 470 employees (Software 138, Systems 73, Services 259). The business area's personnel accounted for 41.5 % of the Group's total number of employees.





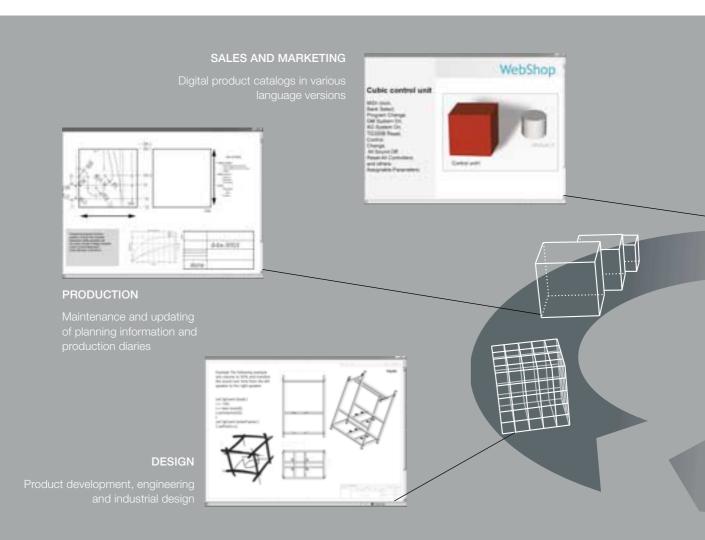


## **DONE INFORMATION SOLUTIONS**

The Done Information Solutions business area provides software solutions and services for product design, document management and after sales services. The solutions and services cover entire product lifecycle management from planning to after sales.

The solutions can also be used to complement the data management of the demand and supply chains provided by Done Logistics Solutions. The solutions utilize intranet, extranet, factory networks and wireless networks, and based on the customer's specific needs, can be integrated into the systems provided by Done Logistics Solutions.

Significant corporate acquisitions which have strengthened the business area in Finland included Projekti-



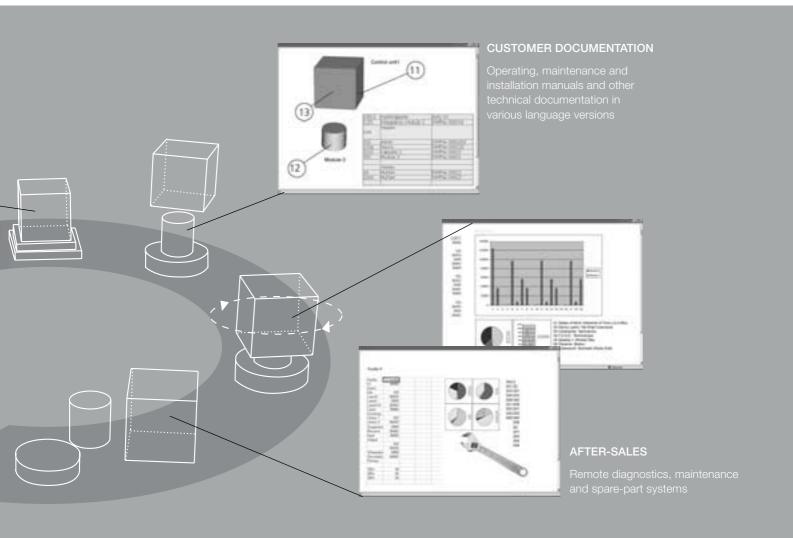




palvelu-yhtiöt, a specialist in the design of technical information and product management, and the Alpha Communications Group, a specialist in content production, document management and localization services.

In the year 2000, the net sales of the Done Information Solutions business area totaled EUR 24.9 million (EUR 19.2 million in 1999), and its operating profit amounted to EUR 1.1 million. Its personnel at the end of the year consisted of 566 employees (Software 186, Engineering 154, Services 226). The business area's personnel accounted for 50.0 % of the Group's total number of employees.





## **DONE WIRELESS SOLUTIONS**

The Done Wireless Solutions business area supports the other business areas by providing wireless solutions and their integration services for technical information and supply chain management systems.

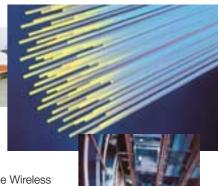
Mgine Technologies Oy (Mgine), which is an independent unit of the Done Wireless Solutions business area, is concentrating on providing teleoperators with software platforms for personalization and positioning systems used in mobile environment. In addition to this, Mgine develops and supplies commercialized applications as well as system integration and consulting services designed to support the implementation of these products. Mgine's customers include teleoperators, software companies and other service providers. Mgine's international distribution is mainly conducted through its partners.

**PERSONALIZATION** 

**POSITIONING** 

**APPLICATIONS** 





During the third quarter of the year, Done strengthened its expertise in mobile positioning by acquiring the Estonian company AS Regio, which is one of the world's most advanced manufacturers of positioning systems for mobile phone networks. During the fourth quarter of the year, Mgine started strategic cooperation with Estonia's largest mobile operator, AS Eesti Mobilitelefon (EMT). In conjunction with this, EMT obtained a 5 % holding of Mgine. In addition to EMT, the company's customers and partners include DNA Finland, Sonera, mobilePosition and EHPT.

In the year 2000, the net sales of the Done Wireless Solutions business area amounted to EUR 4.9 million (EUR 1.5 million in 1999), and its operating profit totaled EUR 1.3 million. Its personnel at the end of the year consisted of 96 employees. The business area's personnel accounted for 8.5 % of the Group's total number of employees. In 2000, the net sales of Mgine Technologies Oy, a part of the business area, totaled EUR 3.3 million, and its personnel at the end of the year

consisted of 50 employees.

# CONSOLIDATED PRO FORMA FINANCIAL STATEMENT

GROUP KEY FIGURES (PRO F	FORMA)		
MEUR	2000	1999	Change %
Net sales	73.8	55.3	33.5
Operating profit	3.3	2.1	59.8
Operating profit, %	4.5	3.8	
Profit before extraordinary items	3.1	1.9	62.0
Profit before extraordinary items, 9	% 4.2	3.5	
Net profit	1.2	0.8	37.4
Net profit, %	1.6	1.5	
Gross investments in fixed assets	6.7	3.3	103.0
Gross investments, % of net sales	9.0	5.9	
R&D expenses in fixed assets	1.6	0.0	
R&D expenses, % of net sales	2.1	0.0	
Gearing, %	-4.2	38.3	
Equity ratio, %	50.5	36.2	
Return on equity (ROE) %	10.6	10.9	
Return on investment (ROI) %	14.7	15.0	
Personnel at the end of the period	1,132	75	
Average number of personnel	632	75	

SHARE PERFORMANCE INDICA	TORS	
	2000	1999
Earnings per share, EUR	0.06	0.06
Equity per share, EUR	0.86	0.47
Price/earnings ratio	45	
Adjusted number of shares at the end of the period	24,733,742	18,788,958
Adjusted number of shares during the period	22,932,482	16,732,981
Lowest share price, EUR	1.68	
Highest share price, EUR	5.53	
Average share price, EUR	4.05	
Share price at the end of the period, EUR	2.60	
Market capitalization at the end of the period MEUR	64	
Trading volume, number of shares (19 Jun31 Dec. 2000)	2,534,471	

## CONSOLIDATED PRO FORMA INCOME STATEMENT (MEUR)

	2000	1999
NET SALES	73.8	55.3
OPERATING PROFIT	3.3	2.1
PROFIT BEFORE EXTRAORDINARY ITEMS	3.1	1.9
Extraordinary income Extraordinary expenses	0.0 -0.2	-0.2
Total extraordinary income and expenses	-0.2	-0.1
PROFIT BEFORE APPROPRIATIONS AND TAXES	3.0	1.8
Total direct taxes	-1.5	-1.0
Minority interest	-0.3	0.0
PROFIT FOR THE FINANCIAL PERIOD	1.2	0.8

## CONSOLIDATED PRO FORMA BALANCE SHEET (MEUR)

	2000	1999
ASSETS		
FIXED ASSETS		
Total intangible assets	7.3	3.2
Total tangible assets	6.0	5.5
Total investments	0.5	0.3
TOTAL FIXED ASSETS	13.8	9.1
CURRENT ASSETS		
Total inventories	1.5	1.4
Total receivables	19.8	10.8
Total marketable securities	5.0	0.1
Cash and cash equivalents	4.7	3.2
TOTAL CURRENT ASSETS	31.0	15.5
TOTAL ASSETS	44.8	24.6

#### PRO FORMA EQUITY/ SHARE (EUR)



#### SHAREHOLDERS' EQUITY AND LIABILITIES

SHAREHOLDERS' EQUITY		
Share capital	7.9	2.9
Share premium account	12.0	0.0
Other reserves	0.2	0.7
Retained earnings	0.0	4.3
Profit for the period	1.2	0.8
TOTAL SHAREHOLDERS' EQUITY	21.3	8.8
MINORITY INTEREST	0.7	0.0
GROUP RESERVE	1.9	0.0
PROVISIONS	0.1	0.2
LIABILITIES		
Total long-term liabilities	2.7	2.9
Total short-term liabilities	18.1	12.7
TOTAL SHORT-TERM AND LONG-TERM LIABILITIES	20.8	15.6
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	44.8	24.6

#### PRO FORMA EQUITY RATIO (%)



#### PRO FORMA INCOME STATEMENT INCLUDING ACQUIRED BUSINESSES (MEUR) 2000 1999 NET SALES 56.8 75.0 OPERATING PROFIT BEFORE AMORTIZATION OF GOODWILL 4.0 2.6 OPERATING PROFIT AFTER AMORTIZATION OF GOODWILL 3.9 2.5

## **ACCOUNTING PRINCIPLES USED** IN PRO FORMA CALCULATIONS

The Group has been formed during the years 1999 and 2000 from a total of 64 companies and businesses, of which a total of 53 joined the Group during the year 2000. The total number of foreign-based subsidiaries was 19 (0 in the year 1999). Of the companies within the Group, 29 (1 in the year 1999) were sister companies, holding companies and subsidiaries (of which 17 were of foreign origin), which have entered the Group in conjunction with acquired companies. In addition to above mentioned companies, Done has acquired two associated companies abroad during the year 2000. Since the Group structure during the report period has changed to the extent that consolidated financial statements as such are not adequate to provide a true and fair view of Done Group's financial performance and position, the Group has prepared consolidated pro forma income statements and balance sheets. In addition, the Group has calculated pro forma net sales and operating profit including the effect of the three acquired businesses. Group's pro forma income statement and balance sheet, pro forma net sales and operating profit including the acquired businesses, as well as the consolidated income statement and balance sheet are presented in this report. The manner of presentation used in this report corresponds to the practice used in the prospectus of the IPO carried out in June 2000 and in the Group's Interim Reports

Consolidated pro forma income statement and balance sheet provide a view of the Group's financial performance as if the acquisitions, implemented as exchange of shares during the financial period, were carried out at the beginning of the financial period. The acquired businesses, Oy Telia Infomedia Ab's Bisnet, Helsingin Päätepalvelu Oy and Nordic Adviser Group Oy's Data-Media-Mobile, are included as of the date of acquisition. These acquired businesses are included in the pro forma consolidated net sales and operating profit as if the business acquisitions were made at the beginning of the financial period. The acquired companies are included in the official consolidated income statement and balance sheet as of the date of acquisition.

All figures in this report are presented on a pro forma basis excluding the report of the Board of Directors, the consolidated financial statement, the parent company financial statement (p. 17-52) unless otherwise stated. All figures are calculated from unrounded figures. Product development contributions included in other operating income as well as capital gains on the sale of fixed assets and business operations are included in operating profit. Parent Company administrative services operating profit is divided in proportion to business area net sales in tables and reviews related to each business area. The number of personnel of the corporate administration at the end of the year is divided in proportion to the size of business areas in tables and reviews.

Group's formation expenses are capitalized as formation expenses in the balance sheet. Expenses incurred due to the IPO are capitalized as other long-term assets in the balance sheet in accordance with the resolution number 1635 issued by the Finnish Accounting Standards Board on November 27, 2000 governing "The treatment of listing expenses in financial statements" as distinct from the International Accounting Standards (IAS) used in Interim Reports, in which they were treated as items reducing share premium account. Direct expenses incurred due to the purchase of the subsidiaries' shares are treated as the acquisition cost of shares. Formation expenses, development expenses and expenses incurred due to the IPO will be depreciated as of 2001 when the Group and its structure have been formed and the development projects have been finalized and when the income corresponding the capitalized expenses begin to accrue.

When calculating share performance indicators in pro forma calculations, the number of shares used in calculations at the end of the period is 24.733.742. The figure includes 520.000 shares registered in January, 2001, based on the share purchase agreement on December 30, 2000 with the owners of Providor Logistics Oy.

The principles of calculating the key figures are compliant with the general guidelines of the Finnish Accounting Standards Board. The percentage figures are calculated from unrounded figures.

#### CALCULATIONS OF KEY FIGURES

Return on equity, ROE% =	Profit before extraordinary items - taxes Shareholders' equity + minority interest (average during the financial period) x 100
Return on investment, ROI% =	Profit before extraordinary items + financial expenses  Balance sheet total - non-interest bearing liabilities (average during the financial period ) x 100
Equity ratio, % =	Shareholders' equity + minority interest Balance sheet total – advances received x 100
Earnings per share =	Profit before extraordinary items – taxes +/- minority interest Adjusted number of shares during the financial period
Price/earnings ratio =	Share price at the end of the financial period Earnings per share
Equity per share =	Shareholders' equity Adjusted number of shares at the end of the financial period
Gearing, % =	Interest-bearing liabilities – cash and cash equivalents and marketable securities Shareholders' equity + minority interest x 100

# REPORT OF THE BOARD OF DIRECTORS

## **IMPORTANT FACTORS** CONCERNING BUSINESS DEVELOPMENT

In accordance with its strategy, Done Group continued its growth and internationalization process. During the financial period Done Group was joined by several companies specialized in supply chain management and technical information management. Done's corporate structure, based on its business areas, has been further developed.

#### **NET SALES AND PROFITABILITY**

In the year 2000, the Group's net sales according to the consolidated income statement, and including all the companies acquired by Done in the year 2000 from the date of acquisition, was EUR 33.0 million (EUR 1.6 million in 1999). The corresponding operating profit was EUR 2.1 million (EUR 0.1 million in 1999), equaling 6.3 % of the net sales (4.7 % in 1999).

In the year 2000, parent company net sales was EUR 3.2 million (EUR 0.4 million in 1999) and profit before extraordinary items was EUR 0.2 million (EUR 0.1 million in 1999) equaling 6.0 % of the net sales (27.9 % in 1999).

#### FINANCIAL POSITION

The consolidated balance sheet total at the end of the financial period was EUR 44.8 million (EUR 2.1 million 31.12.1999), and shareholders' equity totaled EUR 20.9 million (EUR 0.5 million). Interest-bearing net liabilities at the end of the financial period was EUR -1.0 million (EUR 0.6 million). The Group's liquidity remained good throughout the financial period. The equity ratio at the end of the financial period was 49.7 % (26.3 %) and gearing -4.5 % (114.7 %). The Group's liquid funds at the end of the financial period totaled EUR 9.8 million (EUR 0.2 million). Equity per share was EUR 0.84 (EUR

The parent company balance sheet total at the end of the financial period was EUR 21.8 million (EUR 1.1 million 31.12.1999), and shareholders' equity totaled EUR 20.2 million (EUR 0.6 million). Interest-bearing net liabilities at the end of the financial period was EUR -5.0 million (EUR 0.1 million). The parent company's liquidity remained good throughout the financial period. The equity ratio at the end of the financial period was 92.8 % (55.5 %) and gearing -25.0 % (25.2 %). The parent company's liquid

funds at the end of the financial period totaled EUR 5.1 million (EUR 0.0 million). Equity per share was EUR 0.82 (EUR 0.03).

Consolidated and parent company cash flow statements are presented on pages 25 and 36.

#### **INVESTMENTS**

The Group's gross investments in fixed assets during the financial period amounted to EUR 13.9 million. Group formation expenses EUR 1.2. million are capitalized as formation expenses in the Group's as well as parent company's balance sheet. Expenses incurred due to the IPO EUR 1.1 million are capitalized as other long-term expenditure in the balance sheet. Direct expenses incurred due to the purchase of the subsidiaries' shares are treated as the acquisition expense of shares.

#### **PERSONNEL**

At the end of the financial period, the Group employed 1,132 persons (75), of whom 341 were working in the company's international locations (0). The average number of personnel was 632 during the period (75).

At the end of the financial period, the parent company employed 21 persons (7), and the average number of personnel was 31 during the period (7).

#### **KEY FIGURES**

Key figures of financial development and share performance indicators are presented in appendix of report of the Board of Directors. The principles of calculating the key figures are compliant with the general guidelines of the Finnish Accounting Standards Board.

## BOARD OF DIRECTORS, PRESIDENT AND CEO, AND THE CORPORATE MANAGEMENT **GROUP**

Done's Board of Directors has five members. Ari Lehtonen acts as the Chairman of the Board, and other members are President and CEO Jukka Salminen, Jyri Merivirta, Tor-Björn Stenfors, and Kalle Heikkinen.

Done's Corporate Management Group comprises President and CEO Jukka Salminen, CFO Timo Liukko, the Group's Legal Counsel Juha Kujala, and Human Resources Manager Sanna Leppänen. Done's Business Areas have their own Management Groups, with the Business Area's Managing Directors acting as Chairperson: Veijo Pekkala (Done Logistics Solutions), Henrikki Palva (Done Information Solutions), Mauri Rantanen (Mgine Technologies) and Jussi Teeriaho (Done Wireless Solutions).

#### **AUDITORS**

The company's auditors were authorized public accountants PKF Finland Oy, with APA Eero Prepula as responsible auditor.

## MAJOR EVENTS DURING THE FINANCIAL YEAR

#### INTERNATIONALIZATION

In accordance with its strategy, Done Group continued its internationalization process during the financial period, most significantly in its selected target markets, the United States, Central Europe, and the Nordic countries. Done initiated its operations in the United States in May, when the parent company acquired the entire capital stock of Dialogue Marketing, Inc. In June, Done became the owner of Alpha Communications' subsidiaries in Sweden and Great Britain. In July, Done strengthened its service and client base in Central Europe by acquiring the Slovakian company Novitech a.s. In September, Done strengthened its expertise in mobile positioning by acquiring the entire capital stock of the Estonian company AS Regio. This became a foundation on which Mgine Technologies Oy's subsidiary, Mgine Technologies Oü Estonia, was created.

In November, Done acquired the entire capital stock of Fidaco Logistics Oy, a specialist in comprehensive management and control systems for large logistics systems. As a result of the acquisition, Done obtained ownership of Fidaco Logistics Oy's subsidiary shares in the German Fidaco Logistics GmbH and the English Fidaco Logistics Ltd. sales companies, S.C. Fidaware SRL, a Romanian subsidiary specialized in software development, and the Finnish sister company Fidaware Oy, as well as a 47.25 % minority share in the Swedish sales company Actipac AB.

Due to the Group's internationalization process operations exist in the United States, the United Kingdom, Germany, Sweden, Estonia, Hungary, Slovakia and Romania.

#### SHARE CAPITAL AND SHARES

On December 31, 2000, Done's share capital amounted to EUR 7,748,397.44. According to Done's Articles of Association, the company's minimum share capital is EUR 3,000,000 and its maximum share capital EUR 12,000,000. Within these limits, share capital can be increased or decreased without changing the Articles of Association. The nominal value of the share is EUR 0.32, and each share entitles to one vote.

A total of 656,750 company shares were nominee registered, representing 2.71 % of shares and voting

At the end of the financial period, the Board of Directors held 4,292,748 shares in unused issue authorizations (EUR 1,373,679.30).

The company's shares were listed on the Pre List of the Helsinki Exchanges on June 19, 2000, and on the NM list on June 21, 2000. In the Initial Public Offering (IPO) in total 2,500,000 shares were offered to Finnish and international institutional investors, retail investors and personnel of the Done Group in Finland. The subscription and purchase price of the shares in the institutional offering and the retail offering was EUR 5.40 per share, and in the employee offering, the subscription price was EUR 4.86 per share. The number of shares offered in the IPO was increased by 360,000 shares (over-allotment option). After the over-allotment option was exercised, the capital raised by the company in the IPO was EUR 10.6 million, and the number of shares issued in the IPO was 1.960.000.

Between June 19, 2000 and December 31, 2000, Done's shares were traded on the Helsinki Exchanges for a total of EUR 12,135,205.71. The highest trading price of the year was EUR 5.53 and the lowest EUR 1.68. The closing price of December 31, 2000 was EUR 2.60, and the average price of trades made in the financial period was EUR 4.05. On December 31, 2000, Done's market capitalization was EUR 64 million.

#### **CHANGES IN SHARE CAPITAL**

During the financial period from January 1 to December 31, 2000, the company increased its share capital from EUR 329,034.62 to EUR 7,748,397.44, equal to 24,213,742 shares. The increases in share capital presented below have also been reported in Done's Interim Reports dated August 24, 2000 and November 17, 2000.

Date (2000)	Increase (shares)	Directed issue
4 Feb.	54,000*	Koulutusyhtiö Humap Juoperi, Mäkitalo&Purokuru Oy
12 Feb.	50,000*	Tapani Savolainen and CAC-Reasearch Oy
6 March	240,000*	Oy Telia Infomedia Ab
23 March	258,928*	Conventum Oyj
14 Apr.	120,000*	Net Beacon Oy
14 Apr.	78,000*	Tietoliitos Oy
14 Apr.	540,000*	Remtec Systems Oy
14 Apr.	306,000*	AJG-Logistiikka Oy
27 Apr.	900,000	Osakeyhtiö Sarajärvi&Hellen
16 May	150,000	Nag Organizational Development Oy
16 May	1,950,000	Nag Media&Wireless Oy
16 May	900,000	Dialogue Marketing Inc.
30 May	238,000	Conventum Oyj
12 June	1,600,000	IPO investors
28 June	850,000	Alpha Communications Oy
30 June	187,000	Jetfix Oy
30 June	360,000	N-Nets Oy
30 June	250,000	Identia Oy
30 June	500,000	Novitech a.s.
11 July	360,000	IPO investors (over-allotment option)
4 Aug.	416,500	CXT-Huolto Finland Oy
4 Aug.	873,120	Unikko-Soft Oy
1 Sept.	480,000	Projectcadteam Oy
1 Sept.	60,000	Projektipalveluyhtiöt
		Tietotekniikkavuokraus Oy
8 Sept.	590,000	IT-Consulting Hämäläinen Oy, owner of Projektipalvelu-yhtiöt (Projectcadteam Oy and Projektipalveluyhtiöt Tietotekniikkavuokraus Oy)
22 Sept.	789,285	AS Regio
3 Nov.	1,950,000	Fidaco Logistics Oy
	(2000) 4 Feb. 12 Feb. 6 March 23 March 14 Apr. 14 Apr. 14 Apr. 16 May 16 May 16 May 30 May 12 June 28 June 30 June 30 June 30 June 31 June 4 Aug. 1 Sept. 1 Sept. 8 Sept.	(2000) (shares) 4 Feb. 54,000* 12 Feb. 50,000* 6 March 240,000* 23 March 258,928* 14 Apr. 120,000* 14 Apr. 540,000* 14 Apr. 306,000* 17 Apr. 900,000 16 May 1,950,000 16 May 1,950,000 17 June 1,600,000 28 June 360,000 30 June 360,000 30 June 360,000 30 June 360,000 30 June 360,000 31 June 360,000 32 June 360,000 33 June 360,000 34 Aug. 416,500 4 Aug. 416,500 4 Aug. 416,500 1 Sept. 60,000 8 Sept. 590,000

\*Equivalent to a three-fold number of shares based on the increase in the number of company shares (split 1:3) decided at the Extraordinary General Meeting on April 27, 2000.

The above-mentioned increases in share capital have been entered into the Trade Register.

More detailed company statement including increases in the share capital are presented on page 46.

#### **EXECUTIVE-LEVEL SHAREHOLDING**

On December 31, 2000, the members of Done's Board of Directors, and the President and CEO directly or indirectly held a total of 3,638,965 company shares. equal to 14.7 % of the company's share capital and voting rights. The total number of shares of Done used in calculation includes the 520,000 shares to be issued to the owners of Providor Logistcs Oy based on the share purchase agreement dated December 30, 2000. The figure also includes the Done shares owned by Enterprise Management Relationship Equity Oy, a company jointly owned by Chairman of the Board Ari Lehtonen and President and CEO Jukka Salminen.

#### **EMPLOYEE STOCK OPTIONS**

The total number of stock options placed with Done's personnel is 1,210,000. Done's Extraordinary General Meeting on April 27, 2000 decided to grant a total of 660,000 stock options, and on December 14, 2000 Done's Board decided to grant 550,000 stock options to be subscribed for by the personnel of Done and its subsidiaries. The stock options entitle the bearers to subscribe a total of 1,210,000 Done shares. The subscription price of shares is EUR 4.34. Dividends paid before the beginning of the subscription period will be deducted from the subscription price. The duration of the stock option plans is five years.

#### **INSIDER ISSUES**

At its meeting on June 2, 2000, Done's Board of Directors decided to start to apply the Guidelines for Insiders, prepared by the Confederation of Finnish Industry and Employers, the Central Chamber of Commerce in Finland and the Helsinki Exchanges. The Guidelines for Insiders entered into force when the company's share was listed on the Helsinki Exchanges.

## MAJOR EVENTS AFTER THE **FINANCIAL YEAR**

Mgine Technologies Oy and EHPT a leading billing & customer care company entered on February 19, 2001 into an extensive global sales and marketing agreement. According to the agreement, EHPT will package Mgine's personalization and positioning software with EHPT's NextGen Billing product portfolio and offer context billing solution through EHPT's sales and channel partners. The companies will also develop and market innovative applications in the area of context-based billing that integrate EHPT's billing and Mgine's personalization and positioning software.

On February 21, 2001 at the 3GSM World Congress in Cannes, Done's subsidiary Mgine Technologies Oy and the Swedish company mobilePosition AB signed a marketing and distribution agreement for wireless software platforms and applications. The contract also states that the companies will jointly develop technological solutions that guarantee their products' compatibility and enable personalized location information-based applications and more precise positioning.

## SCOPE OF RESEARCH AND **DEVELOPMENT ACTIVITIES**

The company has commercialized and integrated software and solutions into Done's overall supply chain and technical information management concept in wired and wireless environments.

Development expenses capitalized in the Group's balance sheet on December 31, 2000 amounted to EUR 1.6 million (EUR 0.0 million) corresponding to 4.7 % (2.0 %) of net sales.

Development expenses capitalized in the parent company's balance sheet on December 31, 2000 amounted to EUR 0.7 million (EUR 0.0 million) corresponding to 20.7 % (2.2 %) of net sales.

## **FUTURE OUTLOOK**

The Group is expected to continue its growth and internationalization profitably. The selected target markets are the Nordic countries, Central Europe, and the United States. All Done's international subsidiaries will function as sales channels and maintenance service providers for Done's solutions.

In the year 2001, the growth of the Group's net sales is expected to exceed that of its line of business. The Group's relative profitability as indicated by its operating profit is expected to increase clearly from the year 2000.

## THE BOARD'S PROPOSAL FOR PROFIT DISTRIBUTION

The Board of Directors proposes to the Annual General Meeting to be convened on 30 March 2001, that the profit 0.06 EUR for the financial period will be added in the retained earnings and that no dividend for the financial period shall be distributed.

# **CONSOLIDATED FINANCIAL STATEMENTS 2000**

CONSOLIDATED INCOME STATEMENTS	EUR 1 Jan31 Dec. 2000	EUR 1 Jan31 Dec. 1999
NET SALES	32 977 990.10	1 620 209.95
Increase (+) or decrease (-) in stocks of finished goods and work in progress	132 935.94	47 947.01
Manufacturing for own use	1 081 538.53	0.00
Other operating income	2 673 167.92	112 021.93
MATERIALS AND SERVICES:		
Materials and consumables		
Purchases during the financial period	-4 509 953.87	-96 518.45
Increase (+) or decrease (-) in inventories	119 987.44	1 573.40
External services	-2 968 410.53	-221 970.49
Materials and services, total	-7 358 376.96	-316 915.54
PERSONNEL EXPENSES:		
Wages and salaries	-15 098 096.59	-620 083.83
Social security costs		
Pension costs	-1 864 834.40	-119 079.91
Other social security costs	-1 783 312.43	-48 180.52
Personnel expenses, total	-18 746 243.42	-787 344.26
DEPRECIATION. AMORTIZATION AND VALUE ADJUSTMENTS		
Depreciation according to plan	-1 161 258.61	-87 391.89
Decrease in group reserve and amortization of goodwill	151 318.61	3 700.24
Other value adjustments	-15 136.91	0.00
Depreciation, amortization and value adjustments, total	-1 025 076.91	-83 691.65
Other operating expenses	-7 643 720.84	-516 716.25
OPERATING PROFIT	2 092 214.36	75 511.19
FINANCIAL INCOME AND EXPENSES:		
Income from other fixed asset investments	1 095.90	11.59
Other interest income and similar income	231 506.15	504.49
Interest expenses	-210 507.24	-26 571.12
Financial income and expenses, total	22 094.81	-26 055.04
PROFIT BEFORE EXTRAORDINARY ITEMS	2 114 309.17	49 456.15
EXTRAORDINARY ITEMS:		
Extraordinary income	15 089.17	4 074.89
Extraordinary expenses	-183 405.25	-24 472.69
Extraordinary income and expenses, total	-168 316.08	-20 397.80
PROFIT BEFORE TAXES	1 945 993.09	29 058.35
INCOME TAXES:		
Taxes from this and earlier financial periods	-961 761.04	-27 602.83
Calculated taxes	-39 515.94	0.00
Income taxes, total	-1 001 276.98	-27 602.83
PROFIT BEFORE MINORITY INTEREST	944 716.11	1 455.51
Minority interest	-182 253.14	0.00
PROFIT FOR THE FINANCIAL PERIOD	762 462.97	1 455.51

CONSOLIDATED BALANCE SHEET	EUR 31 Dec. 2000	EUR 31 Dec. 1999
ASSETS		
FIXED ASSETS		
INTANGIBLE ASSETS:		
Formation expenses	1 199 707.21	212 038.09
Development expenses	1 555 914.94	31 797.72
Intangible rights	228 194.77	18 952.98
Goodwill	974 801.64	0.00
Consolidated goodwill Other long-term expenditure	0.00 3 305 217.01	27 688.58 445 781.79
Intangible assets, total	7 263 835.57	736 259.16
NTANGIBLE ASSETS:		
Land	387 164.57	0.00
Buildings and structures	1 555 402.09	0.00
Machinery and equipment	3 098 977.41	169 027.32
Other tangible assets	410 409.72	0.00
Advance payments and investments in progress	544 800.05	0.00
Tangible assets, total	5 996 753.84	169 027.32
INVESTMENTS: Shares in associated companies	165 522 61	0.00
Other shares	165 533.61 270 126.54	504.56
Other receivables	69 846.76	3 243.96
Investments, total	505 506.91	3 748.52
FIXED ASSETS, TOTAL	13 766 096.32	909 035.00
CURRENT ASSETS		
INVENTORIES:		
Work in progress	410 204.70	25 456.08
Finished goods	313 590.05	47 947.01
Other inventories	719 621.86	2 354.63
Advance payments Inventories, total	52 086.26 <b>1 495 502.87</b>	0.00 <b>75 757.72</b>
	1 493 302.87	15 151.12
RECEIVABLES: Long-term receivables		
Trade accounts receivable	23 906.95	0.00
Other receivables	27 667.75	36 818.52
Prepaid expenses and accrued income	67 655.78	0.00
Long-term receivables, total	119 230.48	36 818.52
Short-term receivables		
Trade accounts receivable	13 108 126.98	639 122.95
Loan receivables	197 903.91	2 322.28
Other receivables	3 222 620.13	5 008.69
Prepaid expenses and accrued income Short-term receivables, total	3 102 941.28 19 631 592.30	238 803.62 885 257 54
Short-term receivables, total Receivables, total	19 750 822.78	885 257.54 922 076.06
Marketable securities:	10 100 022.10	322 010.00
Other securities	5 043 017.49	1 547.33
Marketable securities, total	5 043 017.49	1 547.33
Cash and cash equivalents	4 707 167.74	155 521.90
CURRENT ASSETS, TOTAL	30 996 510.88	1 154 903.01

CONSOLIDATED BALANCE SHEET	EUR 31 Dec. 2000	EUR 31 Dec. 1999
SHAREHOLDERS' EQUITY AND LIABILITIES		
SHAREHOLDERS' EQUITY		
Share capital	7 748 397.44	329 034.62
Share offering	166 400.00	0.00
Share premium fund	12 023 362.82	0.00
Reserve fund	192 260.50	192 260.50
Retained earnings (loss)	1 604.58	149.07
Profit for the financial period	762 462.97	1 455.51
Capital loans	37 000.00	0.00
SHAREHOLDERS' EQUITY, TOTAL	20 931 488.31	522 899.70
OBLIGATORY RESERVES	36 800.02	0.00
MINORITY INTEREST	668 007.19	0.00
GROUP RESERVE	2 328 636.65	0.00
LIABILITIES		
LONG-TERM LIABILITIES		
Loans from financial institutions	1 835 919.87	340 979.11
Pension loans	8 027.12	0.00
Advances received	114 369.98	0.00
Other liabilities	666 299.10	67 275.17
Imputed tax liability	46 253.21	0.00
Long-term liabilities, total	2 670 869.28	408 254.28
SHORT-TERM LIABILITIES		
Loans from financial institutions	1 337 427.58	22 426.18
Advances received	1 299 246.59	76 584.04
Trade liabilities	5 421 040.04	228 642.59
Other liabilities	4 776 640.46	326 208.43
Accrued expenses and prepaid income	5 292 451.08	478 922.79
Short-term liabilities, total	18 126 805.75	1 132 784.03
SHORT-TERM AND LONG-TERM LIABILITIES, TOTAL	20 797 675.03	1 541 038.31
SHAREHOLDERS' EQUITY AND LIABILITIES, TOTAL	44 762 607.20	2 063 938.01

CONSOLIDATED CASH FLOW STATEMENT	1 Jan 31 Dec. 2000 EUR
PROFIT BEFORE EXTRAORDINARY ITEMS Depreciation and impairment Financial income and expenses Increase in obligatory reserves	2 114 309 1 025 077 -22 095 36 800
CASH FLOW BEFORE CHANGE IN WORKING CAPITAL	3 154 091
CHANGE IN WORKING CAPITAL Increase in short-term receivables Increase in inventories Increase in short-term non-interest bearing liabilities	-8 156 688 -5 520 4 062 837
CASH FLOW FROM BUSINESS OPERATIONS BEFORE FINANCIAL ITEMS AND INTERESTS	-945 280
INTERESTS PAID AND OTHER FINANCIAL EXPENSES	-210 507
INTERESTS RECEIVED AND OTHER FINANCIAL INCOME	231 506
DIRECT TAXES	-955 024
CASH FLOW BEFORE EXTRAORDINARY ITEMS	-1 879 305
CASH FLOW DUE TO EXTRAORDINARY ITEMS (NET)	-71 898
CASH FLOW FROM BUSINESS OPERATIONS BEFORE FINANCIAL ITEMS AND INTERESTS	-1 951 203
CASH FLOW FROM INVESTMENTS Investments in tangible and intangible assets Investments in subsidiaries Income from other long-term investments Loan receivables Dividends	-4 902 293 -3 522 805 681 914 43 290 1 096
CASH FLOW FROM INVESTMENTS	-7 698 798
CASH FLOW FROM FINANCING Share issue Withdrawals of short-term loans Repayment of long-term loans CASH FLOW FROM FINANCING	19 609 125 485 990 -851 998 <b>19 243 117</b>
CHANGE IN LIQUID ASSETS	9 593 116
Liquid assets on 1 January Liquid assets on 31 December Change in liquid assets	157 069 9 750 185 9 593 116

## NOTES ON THE PREPARATION OF THE CONSOLIDATED FINANCIAL STATEMENTS

#### ACCOUNTING PRINCIPLES USED IN THE PREPARATION OF THE CONSOLIDATED FINANCIAL STATEMENTS

The consolidated Financial Statements have been prepared as a combination of the parent company's and its subsidiaries' Income Statements, Balance Sheets and the respective Notes to these documents. The combined Financial Statements have been prepared in accordance with the accounting principles of the Finnish Accounting Act. In the consolidated Financial Statements, assets acquired through financial leasing commitments have been on entered as if they were purchases. The depreciation and accumulated appropriations of the Group companies have been divided in the consolidated Income Statements and Balance Sheet between tax liability items and earnings/ shareholders' equity for the financial period.

The Group's internal earnings and expenses as well as its receivables and liabilities have been depreciated. The Group's internal profit distribution has been depreciated when preparing the consolidated Income Statements.

The subsidiaries' share ownership has been eliminated using the past equity method. The shareholders' equity for the acquisition period has been determined according to the closest monthly interim balance sheet prepared for each subsidiary company. In the case of the Income Statements of the subsidiaries acquired during the financial period, earnings and expenses accumulated by the companies prior to their acquisition into the Group have been depreciated. The goodwill value generated by the eliminations has been treated as goodwill that will be depreciated during five years in set depreciation amounts. Group liabilities have been treated as consolidation differences (liabilities), that will consequently be incorporated over a period of five years in set amounts.

The Financial Statement items of the Group's international subsidiaries have been converted into Finnish currency items (in the case of eurozone subsidiaries) using fixed conversion rates. In the case of the other subsidiaries, Financial Statement items have been converted using the average rate of the financial period and, in the case of Balance Sheet items, the rate of the closing date of the financial period.

In the consolidated Financial Statements, associated undertakings have been combined using the proportionate capital ownership method. The goodwill value generated by the associated undertakings will be depreciated and the negative consolidation difference incorporated over a period of five years in set amounts.

In the consolidated Financial Statements and Balance Sheet, the amounts corresponding to share ownership in non-Group companies included in the subsidiaries' profit for the financial period and shareholders' equity have been entered under minority shares.

#### COMPARABILITY WITH INFORMATION FOR THE PREVIOUS FINANCIAL PERIOD

The information corresponding to the financial period from 1 Jan. - 31 Dec. 1999 is not comparable with the information corresponding to the financial period from 1 Jan. - 31 Dec. 2000, because the consolidated Financial Statements for the latest financial period include combined information on 50 new subsidiaries.

## INFORMATION RELATED TO THE SUBSIDIARY COMPANIES

		Domicile	Percentage of shares
1	Oy Credere Ltd - sub-group	Korpilahti	100%
2	Network Partners Oy Nepa -as part of a sub-group	Kuopio	100%
3	Done Factory Oy	Jyväskylä	100%
4	AS Regio	Tartu, Estonia	100%
5	Mgine Technologies Oy - sub-group	Espoo	94.0 %
6	Mgine Techonologies Oü - as part of a sub-group	Tartu, Estonia	100%
7	Nag Media & Wireless Oy - sub-group	Helsinki	100%
8	Axentor Solutions Oy - as part of a sub-group	Helsinki	100%
9	N-nets Oy	Espoo	100%
10	Done Communication Oy	Korpilahti	100%
11	Osakeyhtiö Sarajärvi & Hellén	Helsinki	100%
12	Identia Oy	Helsinki	100%
13	Done Logistics Oy - sub-group	Helsinki	100%
14	AJG-Logistics Oü - as part of a sub-group	Tallinn, Estonia	100%
15	Handy Systems Oy	Kuopio	100%
16	Jetfix Oy	Espoo	100%
17	CXT-Huolto Finland Oy	Helsinki	100%
18	Tietoliitos Oy	Helsinki	100%
19	Unikko-Soft Oy - sub-group	Vaasa	100%
20	Unikko-Soft Jyväskylä Oy - as part of a sub-group	Jyväskylä	100%
21	Symix Finland Oy - as part of a sub-group	Vaasa	100%
22	Unikko-Soft Oü - as part of a sub-group	Tallinn, Estonia	100%
23	Pohjanmaan Tarvike Oy - as part of a sub-group	Vaasa	100%
24	Jatocom Oy - as part of a sub-group	Vaasa	100%
25	Projektipalveluyhtiö Tietotekniikkavuokraus Oy	Helsinki	100%
26	Fidaco Logistics Oy	Kauhajoki	100%
27	Fidaware Oy	Kauhajoki	100%
28	Fidaco Logistics GmbH	Hamburg, Germany	80%
29	Fidaco Logistics Ltd	Nottingham, Great Britain	90%
30	S.C. Fidaware Srl	Bacau, Rumania	84.8 %
31	Providor Oy - sub-group	Seinäjoki	100%
32	Seinäjoen Tulliterminaali Oy - as part of a sub-group	Seinäjoki	100%
33	Botnia Wheels Oy - as part of a sub-group	Seinäjoki	100%
34	UST-Datateam Oy	Turku	100%
35	Done Information Oy	Espoo	100%
36	Alpha Communications Oy	Tampere	100%
37	Alpha Communications Ab	Solna, Sweden	100%
38	Alpha Communications UK Ltd	Surrey, Great Britain	100%
39	Novitech a.s sub-group	Kosice, Slovakia	100%
40	Novitech Bratislava s.r.o as part of a sub-group	Bratislava, Slovakia	60%
41	Novisys s.r.o as part of a sub-group	Kosice, Slovakia	51%
42	Novitech Nové Zámky s.r.o as part of a sub-group	Nové Zámky, Slovakia	76%
43	Novisoft s.r.o as part of a sub-group	Kosice, Slovakia	81%
44	IBS s.r.o as part of a sub-group	Bratislava, Slovakia	50%
45	Novitech VUJE s.r.o as part of a sub-group	Trnava, Slovakia	51%
46	Novitech Zilina s.r.o as part of a sub-group	Zilina, Slovakia	50.5 %
47	SLK Informa a.s as part of a sub-group	Komarno, Slovakia	51%
48	Novitech Banská Bystrica s.r.o as part of a sub-group	Banská Bystrica, Slovakia	51%
49	Projectcadteam Oy	Helsinki	100%
50	Dialogue Marketing, Inc.	Detroit, USA	100%
51	Done One Oy - sub-group	Helsinki	100%
52	Done Two Oy - as part of a sub-group	Helsinki	100%
53	Done Transformation Oy	Helsinki	50%
54	Koulutusyhtiö Humap Juoperi, Mäkitalo & Purokuru Oy	Jyväskylä	100%

D	DRMANT SUBSIDIARIES:	Domicile	Percentage of shares
55	Oy Finhost Ltd	lisalmi	100%
56	Noir Production Oy	Jyväskylä	100%
57	Suprasoft Oy	Jyväskylä	100%
58	Xinotech Oy - as part of a sub-group	Helsinki	100%
59	Oy Crevire Ltd	lisalmi	100%

The consolidated Financial Statements do not include Pääkaupunkiseudun Tietohuolto Oy, a subsidiary fully owned by the Group, which has been inactive during the financial period. In the latest Financial Statements, Pääkaupunkiseudun Tietohuolto Oy's domicile is listed as Helsinki, its loss for the financial period as EUR 115.13 and its shareholders' equity as EUR 6,587.63.

#### INFORMATION ON THE GROUP'S ASSOCIATED UNDERTAKINGS

ASSOCIATED UNDERTAKINGS:	Domicile	Percentage of shares
Actipac Ab     Digital Dialogue, LLC	Kungälv, Sweden Detroit, USA	47.3 % 49%

#### ADJUSTMENTS MADE TO THE INFORMATION CORRESPONDING TO THE PREVIOUS **FINANCIAL PERIOD**

A depreciation of EUR 23,231.98 made for tax reasons in 1999 has been entered under depreciation items and divided between tax liability items and earnings/shareholders' equity for the financial period.

In the parent company's Balance Sheet, capitalized formation expenses have been transferred to holdings in Group companies (EUR 126,030.78) insofar as that these expenses were actual expenses caused by subsidiary acquisitions. This transfer has either increased the goodwill value of these subsidiaries or reduced their consolidation differences.

## NOTES TO THE CONSOLIDATED INCOME STATEMENTS

#### REVENUE DISTRIBUTION

MARKET AREAS	1 Jan31 Dec. 2000 EUR	Percentage
Finland	21 560 808.40	65.4 %
Rest of Europe	7 266 670.00	22.0 %
North America	4 150 511.70	12.6 %
Total	32 977 990.10	100.0 %

#### OTHER OPERATING PROFIT

The other operating profit consists mainly of contributions and capital gains on the sale of fixed assets.

#### DEPRECIATION OF CONSOLIDATED GOODWILL AND DEDUCTION OF CONSOLIDATION DIFFERENCE

	1 Jan31 Dec. 2000 EUR	
Depreciation of consolidated goodwill	-179 005.90	
Deduction of consolidation difference	330 324.51	
Deduction of consolidation difference in the consolidated Income Statements	151 318.61	

#### PLANNED DEPRECIATION

The Group companies' fixed asset acquisition costs and other long-term expenses will be depreciated as planned during the period of economic effectiveness of the assets.

CURRENT ASSETS	Depreciation method
Formation expenses	set depreciation 5 yrs.
Development expenses Intangible rights Goodwill Consolidated goodwill	set depreciation 3-5 yrs. set depreciation 2-5 yrs. set depreciation 5-20 yrs. set depreciation 5 yrs.
Other long-term expenses Expenses due to the IPO Others Buildings and structures Fixtures Machinery and equipment Other tangible assets	set depreciation 5 yrs. set depreciation 2-10 yrs. expenditure residue depreciation 4-7% or set depreciation 25-40 yrs. expenditure residue depreciation 25% or set depreciation 3-10 yrs. expenditure residue depreciation 25% or set depreciation 3-10 yrs. expenditure residue depreciation 25% or set depreciation 3-10 yrs.

The depreciation of capitalized formation expenses, development expenses and expenses due to the IPO will be initiated in 2001, when the Group and its structure have become established, development projects have been concluded, and profits corresponding to the capitalized expenses have begun to accumulate.

#### **EXTRAORDINARY ITEMS**

	1 Jan31 Dec. 2000	
	EUR	
Extraordinary income		
Sales profit from fixed assets	9 203.24	
Acquisition debt cancellation	5 885.93	
Extraordinary income, total	15 089.17	
Extraordinary expenses		
Paid remuneration	67 275.17	
Share of associated undertakings' loss	111 507.08	
Others	4 623.00	
Extraordinary expenses, total	183 405.25	

#### TAX LIABILITIES

	1 Jan31 Dec. 2000 EUR	
Tax liabilities based on untaxed reserves	39 515.94	
Tax liabilities in the consolidated Income Statements	39 515.94	

#### NOTES TO THE CONSOLIDATED BALANCE SHEET ASSET ITEMS

#### SPECIFICATION OF INTANGIBLE ASSETS

Expenses incurred by the parent company that have resulted from the formation of the Group have been entered under formation expenses in the Balance Sheet. The formation expenses consist mainly of external expert work as well as expenses due to corporate arrangements between the parent group and its subsidiaries and the formation of the Group.

Capitalized development expenses, or the type of expenses outlined in chapter 5 moment 8 of the Finnish Accounting Act, have resulted from the commercialization and integration of programs and solutions to Done's overall concept of logistics chain and technical data management in networks and wireless environments by the parent company and some of its subsidiaries.

The parent company's IPO expenses, totalling EUR 1,138,600.61, have been entered into the balance sheet under other long-term expenses in accordance with resolution 1635 issued by the Finnish Accounting Standards Board on 27 November 2000 on "the entry of listing expenses in financial statements" as opposed to the International Accounting Standards (IAS) applicable to interim reports, in which they were entered as items reducing the share premium account. The other long-term expenses also include the expenses caused by the development of Done's systems and concept, as well as the repairing expenses related to rented facilities.

#### CHANGES IN FIXED ASSETS BY BALANCE SHEET ITEM

The initial balance on 1 Jan. in the following specifications consists of fixed asset acquisition costs and other longterm expenses that had not been depreciated on 31 Dec. 1999.

	1 Jan31 Dec. 2000 EUR		1 Jan31 Dec. 2000 EUR
FORMATION EXPENSES	2011	MACHINERY AND EQUIPMENT	20
Initial balance on 1 Jan. Increases during the financial period Transfers to reduce the consolidation difference Depreciation for the financial period	212 038.09 1 113 699.90 -126 030.78 0.00	Initial balance on 1 Jan. Increases during the financial period Decreases during the financial period Depreciation for the financial period BOOK VALUE DEC. 31	169 027.32 3 826 208.67 -222 355.88 -673 902.70 3 098 977.41
BOOK VALUE DEC. 31	1 199 707.21	OTHER TANOIRIE ACCETO	
DEVELOPMENT EXPENSES Initial balance on 1 Jan. Increases during the financial period Adjusting entries Depreciation for the financial period	31 797.72 1 570 641.59 -8 444.67 -38 079.70	OTHER TANGIBLE ASSETS Initial balance on 1 Jan. Increases during the financial period Decreases during the financial period Depreciation for the financial period BOOK VALUE DEC. 31	0.00 464 098.62 -16 000.00 -37 688.90 <b>410 409.72</b>
BOOK VALUE DEC. 31	1 555 914.94	ADVANCE PAYMENTS AND	
INTANGIBLE RIGHTS		ACQUISITIONS IN PROGRESS	
Initial balance on 1 Jan. Increases during the financial period Adjusting entries Depreciation for the financial period	18 952.98 340 407.19 -56.60 -131 108.80	Initial balance on 1 Jan. Increases during the financial period Decreases during the financial period Depreciation for the financial period	0.00 558 800.05 -14 000.00 0.00
BOOK VALUE DEC. 31	228 194.77	BOOK VALUE DEC. 31	544 800.05
GOODWILL Initial balance on 1 Jan. Increases during the financial period Decreases during the financial period Depreciation for the financial period	0.00 2 124 350.74 -1 084 190.00 -65 359.10	HOLDINGS IN ASSOCIATED UNDERTAKINGS Initial balance on 1 Jan. Increases during the financial period Depreciation for the financial period BOOK VALUE DEC. 31	0.00 165 533.61 0.00 <b>165 533.61</b>
BOOK VALUE DEC. 31	974 801.64	BOOK WILDE BLO. 01	100 000.01
OTHER LONG-TERM EXPENSES Initial balance on 1 Jan. Increases during the financial period Decreases during the financial period Depreciation for the financial period Value adjustment of investments held as		OTHER SHARES AND HOLDINGS Initial balance on 1 Jan. Increases during the financial period Decreases during the financial period BOOK VALUE DEC. 31	504.56 270 060.43 -438.45 <b>270 126.54</b>
non-current assets BOOK VALUE DEC. 31	-15 136.91 <b>3 305 217.01</b>	OTHER RECEIVABLES	
LAND AND WATER AREAS Initial balance on 1 Jan.	0.00 416 054.67	Initial balance on 1 Jan. Increases during the financial period BOOK VALUE DEC. 31	3 243.96 66 602.80 <b>69 846.76</b>
Increases during the financial period Decreases during the financial period	-28 890.10		
Depreciation for the financial period  BOOK VALUE DEC. 31	0.00 <b>387 164.57</b>	ASSOCIATED UNDERTAKINGS' NEGATIVE CONSOLIDATION DIFFERENCE	1 Jan31 Dec. 2000 EUR
BUILDINGS AND STRUCTURES Initial balance on 1 Jan. Increases during the financial period Decreases during the financial period Depreciation for the financial period BOOK VALUE DEC. 31	0.00 1 961 690.75 -341 869.76 -64 418.90 <b>1 555 402.09</b>	Difference between associated undertakings' shares and corresponding shareholders' equity  KEY ITEMS IN PREPAYMENTS AND ACCRUED INCOME	25 390.25
		Project receivables Contribution receivables Tax receivables Other receivables	1 238 446.40 675 859.61 683 574.65 505 060.62

SHORT-TERM PREPAYMENTS AND ACCRUED INCOME, TOTAL

3 102 941.28

# NOTES TO THE CONSOLIDATED BALANCE SHEET LIABILITIES

CHANGES IN SHAREHOLDERS' EQUITY	1 Jan31 Dec. 2000 EUR	
CAPITAL STOCK		RETAINE
Capital stock at the start of the financial period Capital stock registration in 2000 Increases in capital stock using the	329 034.62 4 566 243.98	Retained financial p Profit for 1 Jan 3
share premium fund	2 853 118.84	BOOK V
BOOK VALUE DEC. 31	7 748 397.44	PROFIT
SHARE ISSUES		BOOK V
Share issues at the start of the		CAPITAL
financial period Share issue 4 Feb. 2000 directed issue Share issue 12 Feb. 2000 directed issue Share issue 6 Mar. 2000 directed issue Share issue 23 Mar. 2000 directed issue Share issue 24 Apr. 2000 directed issue Share issue 14 Apr. 2000 directed issue Share issue 16 May 2000 directed issue Share issue 16 May 2000 directed issue Share issue 30 May 2000 directed issue Share issue 19 June 2000 directed issue Share issue 28 June 2000 directed issue Share issue 30 June 2000 directed issue Share issue 4 Aug. 2000 directed issue Share issue 1 Sept. 2000 directed issue Share issue 8 Sept. 2000 directed issue Share issue 28 June 2000 directed issue Share issue 30 June 2000 directed issue Share issue 30 June 2000 directed issue Share issue 30 Dec. 2000 directed issue Share issue 30 Dec. 2000 directed issue	0.00 9 082.15 8 409.40 708 912.11 3 367 302.99 175 588.20 288 000.00 960 000.00 1 031 540.00 8 613 000.20 272 000.00 414 040.00 1 944 000.00 412 678.40 172 800.00 188 800.00 252 571.20 624 000.00	At the sta Increases BOOK V. SHAREH TOTAL DISTRIB CONSO AND G Consolida Consolida
Transfers into capital stock Transfers into share premium fund	-4 566 242.98 -14 876 481.66	LOANS YEARS
BOOK VALUE DEC. 31	166 400.00	Loans fro
SHARE PREMIUM FUND		
Share premium fund at the start of the financial period Share issues 2000	0.00 14 876 481.66	TAX LI
Bonus issues from the share premium fund	-2 853 118.84	Deferred untaxed
BOOK VALUE DEC. 31	12 023 362.82	DEFERR TOTAL
RESERVE FUND		IOIAL
Reserve fund at the start of the financial period	192 260.50	

192 260.50

1 Jan31 Dec. 200	
EL	OO IR
RETAINED EARNINGS	
Retained earnings at the start of the financial period 149.4 Profit for the financial period 1 Jan 31 Dec. 1999 1 455.  BOOK VALUE DEC. 31 1 604.4	51
PROFIT FOR THE FINANCIAL PERIOD 762 462.	97
BOOK VALUE DEC. 31 762 462.	97
CAPITAL LOANS	
At the start of the financial period 0.1 Increases during the financial period 37 000.1 BOOK VALUE DEC. 31 37 000.1	00
SHAREHOLDERS' EQUITY 31 DEC.,	JU
TOTAL 20 931 488.	30
DISTRIBUTABLE PROFIT 31 DEC. 0.	00
CONSOLIDATION DIFFERENCE 1 Jan31 Dec. 20 AND GOODWILL EL	
Consolidation difference 3 835 735. Consolidated goodwill -1 507 098. Consolidation difference in the consolidates Balance Sheet 2 328 636.	30
LOANS FALLING DUE AFTER FIVE 1 Jan31 Dec. 200 YEARS AT THE EARLIEST EL	
Loans from financial institutions 16 818.	79
TAX LIABILITIES 1 Jan31 Dec. 20	
Deferred tax liabilities based on untaxed reserves 46 253.	21
DEFERRED TAX LIABILITIES, TOTAL 46 253.	21

BOOK VALUE DEC. 31

KEY ITEMS IN ACCRUED LIABILITIES	1 Jan31 Dec. 2000 EUR
Salary liabilities Secondary salary expense liabilities Tax liabilities Other accrued liabilities	2 070 397.00 1 683 813.20 1 285 240.80 253 000.08
ACCRUED LIABILITIES, TOTAL	5 292 451.08

## NOTES TO THE PLEDGES AND OTHER **CONTINGENT LIABILITIES**

COLLATERAL	1 Jan31 Dec. 2000 EUR
PLEDGES GIVEN On own liabilities	507 967.77
PLEDGES GIVEN, TOTAL	507 967.77
MORTGAGES GIVEN On own liabilities Real estate mortgages Corporate mortgages MORTGAGES GIVEN, TOTAL	2 190 805.40 2 489 490.00 <b>4 680 295.40</b>

OTHER CONTINGENT LIABILITIES	1 Jan31 Dec. 2000 EUR
LEASING COMMITMENTS	
Leasing commitments maturing in 2001 Leasing commitments maturing later	1 426 558.40
than 2001	2 734 684.30
11011 2001	2 70 1 00 1.00
LEASING COMMITMENTS, TOTAL	4 161 242.70
LEASING COMMITMENTS, TOTAL	

#### **NOTES TO PERSONNEL AND** MANAGEMENT INFORMATION

AVERAGE NUMBER OF PERSONNEL DURING THE FINANCIAL PERIOD	1 Jan31 Dec. 2000
Management Clerical employees	52 580
TOTAL	632

SALARIES AND FEES	1 Jan31 Dec. 2000 EUR
President and Board of Directors Other salaries and fees	1 717 374.40 13 380 722.19
TOTAL	15 098 096.59

#### PERSONNEL AND EXECUTIVE-LEVEL STOCK OPTIONS

Information regarding the personnel and executive-level stock option programs is outlined in the Notes to the parent company's Financial Statements.

Information regarding the breakdown of the parent company's ownership is outlined in the Notes to the parent company's Financial Statements.

# PARENT COMPANY FINANCIAL STATEMENTS 2000

PARENT COMPANY INCOME STATEMENT	1 Jan31 Dec. 2000 EUR	1 Jan31 Dec. 1999 EUR
NET SALES	3,230,538.30	377,224.94
OTHER OPERATING INCOME	1,004,375.75	120,261.09
MATERIALS AND SERVICES		
Purchases during the financial period	32,824.77	0.00
ncrease (+) or decrease (-) in inventories	0.00	0.00
Materials and services, total	32,824.77	0.00
EXTERNAL SERVICES	1,170,948.55	12,916.46
PERSONNEL EXPENSES		
Nages and salaries	870,634.26	153,590.73
Social security costs		
Pension costs	168,548.46	25,496.85
Other social security costs	105,850.31	4,664.42
Personnel expenses, total	1,145,033.03	183,752.00
DEPRECIATION, AMORTIZATION AND VALUE ADJUSTMENTS		
Depreciation according to plan	100,605.63	5,519.95
OTHER OPERATING EXPENSES	1,938,085.60	188,560.66
OPERATING PROFIT	-152,583.53	106,736.97
FINANCIAL INCOME AND EXPENSES		
nterest income from fixed asset investments	0.00	11.59
Other interest income and similar income	352,581.20	8.88
nterest expenses	-7,553.51	-1,404.78
Financial income and expenses, total	345,027.69	-1,384.32
PROFIT BEFORE EXTRAORDINARY ITEMS	192,444.16	105,352.64
EXTRAORDINARY INCOME AND EXPENSES	-67,275.17	0.00
PROFIT BEFORE APPROPRIATIONS AND TAXES	125,168.99	105,352.64
APPROPRIATIONS	-94,405.57	-23,231.98
PROFIT BEFORE TAXES	30,763.42	82,120.66
NCOME TAXES	-30,763.36	-23,275.86
PROFIT FOR THE FINANCIAL PERIOD	0.06	58,844.80

PARENT COMPANY BALANCE SHEET	31 Dec. 2000	31 Dec. 1999
	EUR	EUR
100770		
ASSETS		
FIXED ASSETS		
INTANGIBLE ASSETS		
Formation expenses	1,199,461.49	229,109.00
Development expenses	668,342.38	8,249.07
Intangible rights	17,063.68	3,623.33
Goodwill	30,133.67	0.00
Other long-term expenditure	1,540,460.32	1,740.74

3,455,461.54

242,722.14

	1 Jan31 Dec. 2000 EUR	1 Jan31 Dec. 1999 EUR
TANGIBLE ASSETS		
Machinery and equipment	204,435.17	26,419.19
Computer programs	297,841.10	0.00
angible assets, total	502,276.27	26,419.19
NVESTMENTS		
hares in group companies	5,404,017.00	483,927.12
Receivables from group companies	0.00	41,710.61
NVESTMENTS, TOTAL	5,404,017.00	525,637.73
IXED ASSETS, TOTAL	9,361,754.81	794,779.05
CURRRENT ASSETS		
ONG-TERM RECEIVABLES		
Other receivables	0.00	36,818.52
SHORT-TERM RECEIVABLES		
rade account receivables	1,057.85	10,453.40
Receivables from group companies	5,557,012.56	156,122.72
oan receivables	0.00	0.00
Other receivables	794,647.36	0.00
repaid expenses and accrued income	976,371.75	76,434.22
	7,329,089.52	243,010.34
IARKETABLE SECURITIES	5,037,017.55	0.00
ASH AND CASH EQUIVALENTS	36,753.73	31,167.73
	30,733.73	01,101.110
CURRENT ASSETS, TOTAL	12,402,860.80	310,996.60
CURRENT ASSETS, TOTAL ASSETS, TOTAL		
SHAREHOLDERS' EQUITY AND LIABILITIES	12,402,860.80	310,996.60
SSETS, TOTAL  CHAREHOLDERS' EQUITY AND LIABILITIES CHAREHOLDERS' EQUITY	12,402,860.80 21,764,615.61	310,996.60 1,105,775.65
SSETS, TOTAL  HAREHOLDERS' EQUITY AND LIABILITIES  HAREHOLDERS' EQUITY  hare capital	12,402,860.80	310,996.60
HAREHOLDERS' EQUITY AND LIABILITIES HAREHOLDERS' EQUITY hare capital hare offering	12,402,860.80 21,764,615.61 7,748,397.44	310,996.60 1,105,775.65 329,034.62
HAREHOLDERS' EQUITY AND LIABILITIES HAREHOLDERS' EQUITY hare capital hare offering hare premium account	12,402,860.80 21,764,615.61 7,748,397.44 166,400.00	310,996.60 1,105,775.65 329,034.62 0.00
HAREHOLDERS' EQUITY AND LIABILITIES HAREHOLDERS' EQUITY hare capital hare offering hare premium account leserve fund	7,748,397.44 166,400.00 12,023,362.82	310,996.60 1,105,775.65 329,034.62 0.00 0.00
HAREHOLDERS' EQUITY AND LIABILITIES HAREHOLDERS' EQUITY hare capital hare offering hare premium account esserve fund etained earnings	12,402,860.80 21,764,615.61 7,748,397.44 166,400.00 12,023,362.82 192,260.50	310,996.60 1,105,775.65 329,034.62 0.00 0.00 192,260.50
HAREHOLDERS' EQUITY AND LIABILITIES HAREHOLDERS' EQUITY hare capital hare offering hare premium account leserve fund letained earnings rofit for the financial period	12,402,860.80 21,764,615.61 7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17	310,996.60 1,105,775.65 329,034.62 0.00 0.00 192,260.50 149.37
ASSETS, TOTAL  SHAREHOLDERS' EQUITY AND LIABILITIES SHAREHOLDERS' EQUITY Share capital Share offering Share premium account Reserve fund Retained earnings Profit for the financial period SHAREHOLDERS' EQUITY, TOTAL ACCUMULATED APPROPRIATIONS	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99	310,996.60 1,105,775.65 329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29
HAREHOLDERS' EQUITY AND LIABILITIES  HAREHOLDERS' EQUITY hare capital hare offering hare premium account leserve fund letained earnings rofit for the financial period  HAREHOLDERS' EQUITY, TOTAL  CCUMULATED APPROPRIATIONS	12,402,860.80 21,764,615.61 7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06	310,996.60 1,105,775.65 329,034.62 0.00 0.00 192,260.50 149.37 58,844.80
HAREHOLDERS' EQUITY AND LIABILITIES  HAREHOLDERS' EQUITY  Chare capital  Chare offering  Chare premium account  Deserve fund  Detained earnings  Profit for the financial period  CHAREHOLDERS' EQUITY, TOTAL  CCUMULATED APPROPRIATIONS  Depreciation reserves  IABILITIES	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99	310,996.60 1,105,775.65 329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29
HAREHOLDERS' EQUITY AND LIABILITIES  HAREHOLDERS' EQUITY hare capital hare offering hare premium account eserve fund etained earnings rofit for the financial period  HAREHOLDERS' EQUITY, TOTAL  CCUMULATED APPROPRIATIONS epreciation reserves  IABILITIES hort-term liabilities	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99	310,996.60 1,105,775.65 329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29 23,231.98
HAREHOLDERS' EQUITY AND LIABILITIES  HAREHOLDERS' EQUITY hare capital hare offering hare premium account eserve fund etained earnings rofit for the financial period  HAREHOLDERS' EQUITY, TOTAL  CCUMULATED APPROPRIATIONS epreciation reserves IABILITIES hort-term liabilities dvances received	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99  117,637.55	310,996.60 1,105,775.65  329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29 23,231.98
HAREHOLDERS' EQUITY AND LIABILITIES  HAREHOLDERS' EQUITY  hare capital hare offering hare premium account eserve fund etained earnings rofit for the financial period  HAREHOLDERS' EQUITY, TOTAL  CCUMULATED APPROPRIATIONS epreciation reserves  IABILITIES hort-term liabilities dvances received rade account liabilities	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99  117,637.55	310,996.60 1,105,775.65  329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29 23,231.98
HAREHOLDERS' EQUITY AND LIABILITIES HAREHOLDERS' EQUITY hare capital hare offering hare premium account eserve fund etained earnings rofit for the financial period HAREHOLDERS' EQUITY, TOTAL CCUMULATED APPROPRIATIONS epreciation reserves IABILITIES hort-term liabilities dvances received rade account liabilities abilities to group companies	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99  117,637.55  0.00 368,067.13 622,531.25	310,996.60  1,105,775.65  329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29  23,231.98  59,950.51 42,650.22 167,864.59
HAREHOLDERS' EQUITY AND LIABILITIES  HAREHOLDERS' EQUITY hare capital hare offering hare premium account eserve fund etained earnings rofit for the financial period  HAREHOLDERS' EQUITY, TOTAL  CCUMULATED APPROPRIATIONS epreciation reserves IABILITIES hort-term liabilities dvances received rade account liabilities iabilities to group companies other short-term liabilities	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99  117,637.55  0.00 368,067.13 622,531.25 29,106.63	310,996.60  1,105,775.65  329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29  23,231.98  59,950.51 42,650.22 167,864.59 177,643.70
SHAREHOLDERS' EQUITY AND LIABILITIES SHAREHOLDERS' EQUITY Share capital Share offering Share premium account Reserve fund Retained earnings Profit for the financial period SHAREHOLDERS' EQUITY, TOTAL ACCUMULATED APPROPRIATIONS Depreciation reserves LIABILITIES Short-term liabilities Advances received Trade account liabilities Liabilities to group companies Other short-term liabilities	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99  117,637.55  0.00 368,067.13 622,531.25	310,996.60  1,105,775.65  329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29  23,231.98  59,950.51 42,650.22 167,864.59
	12,402,860.80 21,764,615.61  7,748,397.44 166,400.00 12,023,362.82 192,260.50 58,994.17 0.06 20,189,414.99  117,637.55  0.00 368,067.13 622,531.25 29,106.63 437,858.06	310,996.60  1,105,775.65  329,034.62 0.00 0.00 192,260.50 149.37 58,844.80 580,289.29  23,231.98  59,950.51 42,650.22 167,864.59 177,643.70 54,145.37

PARENT COMPANY CASH FLOW STATEMENT	
	1 Jan 31 Dec. 2000
	EUR
Profit before extraordinary items	192,444
Planned depreciation	100,606
Financial income and expenses	-345,028
CASH FLOW BEFORE CHANGE IN WORKING CAPITAL	-51,978
CHANGE IN WORKING CAPITAL	
Increase in short-term receivables	-3,284,033
Increase in short-term non-interest bearing liabilities	869,889
CASH FLOW FROM BUSINESS OPERATIONS BEFORE FINANCIAL ITEMS AND INTERESTS	-2,466,122
Interests paid and other financial expenses	-7,554
Interests received and other financial income	250,010
Direct taxes	-22,201
CASH FLOW BEFORE EXTRAORDINARY ITEMS	-2,245,867
Cash flow due to extraordinary items (net)	-67,275
CASH FLOW FROM BUSINESS OPERATIONS	-2,313,142
CASH FLOW FROM INVESTMENTS	
Investments in tangible and intangible assets	-3,789,202
nvestments in subsidiaries	-4,833,607
Other long-term investments	-3,672,281
Loans receivable	41,711
CASH FLOW FROM INVESTMENTS	-12,253,379
CASH FLOW FROM FINANCING	
Share issue	19,609,125
CASH FLOW FROM FINANCING	19,609,125
CHANGE IN LIQUID ASSETS	5,042,604
Liquid assets on 1 January	31,168
Liquid assets on 31 December	5,073,772
Change in liquid assets	5,042,604

# NOTES TO THE PARENT COMPANY'S FINANCIAL STATEMENTS 31 DEC. 2000

# NOTES ON THE PREPARATION OF THE FINANCIAL STATEMENTS

#### VALUATION AND FREQUENCY PRINCIPLES USED IN THE FINANCIAL STATEMENTS

The fixed asset acquisition expenses include the variable expenses resulting from acquisitions. The expenses directly resulting from the subsidiary companies' acquisitions have been entered under the subsidiaries' share acquisition expenses. The fixed asset acquisition expenses and other long-term expenses will be depreciated during their period of effectiveness and according to a pre-established plan.

Foreign currency receivables and liabilities have been converted to EUROS according to the exchange rate of the closing date of the financial period.

# ADJUSTMENTS MADE TO THE INFORMATION CORRESPONDING TO THE PREVIOUS **FINANCIAL PERIOD**

For tax reasons, in 1999 the parent company's depreciations exceeded the planned depreciation value by EUR 23,231.98.

The financial statements for 1999 have been adjusted to take this into consideration.

A total of EUR 126,030.78 in activated formation expenses has been transferred to inter-company shares insofar that expenses were actual expenses caused by subsidiary acquisitions.

NOTES TO THE INCOME STATEMENTS		
	1 Jan31 Dec. 2000 EUR	1 Jan31 Dec. 1999 EUR
REVENUE DISTRIBUTION		
PRODUCT SALES OUTSIDE THE GROUP		
Finland	1,615,887.44	372,724.94
Rest of Europe	34,027.16	4,500.00
North America	589.00	0.00
Total	1,650,503.60	377,224.94
GROUP ADMINISTRATIVE EXPENSES		
Finland	1,441,616.05	0.00
Rest of Europe	84,262.14	0.00
North America	54,156.51	0.00
Total	1,580,034.70	0.00
OTHER OPERATING PROFIT		
Contributions and capital gains on the sale of fixed assets	1,004,375.75	120,261.09
INTEREST AND OTHER FINANCIAL EXPENSES		
Interest expenses	1,666.77	545.33
Other financial expenses	5,886.74	859.45
Interest and other financial expenses, total	7,553.51	1,404.78
EXTRAORDINARY ITEMS		
Extraordinary expenses		
Paid remuneration	67,275.17	0.00
Extraordinary items, total	67,275.17	0.00
APPROPRIATIONS		
Increase in depreciation reserves	94,405.57	23,231.98
INCOME TAXES		
Income taxes from actual operations	50,273.16	23,275.86
Income taxes from extraordinary items	-19,509.80	0.00
Income taxes, total	30,763.36	23,275.86

#### PLANNED DEPRECIATION

Fixed asset items	Depreciation method and depreciation time or percentage
Formation expenses	set depreciation 5 yrs. starting 2001
Development expenses	set depreciation 3 yrs. starting 2001

Intangible rights set depreciation 3 yrs. Goodwill set depreciation 5 yrs.

Other long-term expenses Expenses due to the IPO set depreciation 5 yrs. starting 2001

Repairing expenses of rented facilities set depreciation 3 yrs. Others set depreciation 5 yrs.

Fixtures Expenditure residue depreciation 25% Machinery and equipment Expenditure residue depreciation 25% Expenditure residue depreciation 25% IT programs

The depreciation of capitalized formation expenses, development expenses and expenses due to the IPO will be initiated in 2001, when the Group and its structure have become established, development projects have been concluded, and profits corresponding to the capitalized expenses have begun to accumulate.

# NOTES TO THE BALANCE SHEET ASSET ITEMS

# EXPLANATION OF THE CAPITALIZED FORMATION, DEVELOPMENT AND OTHER **LONG-TERM EXPENSES**

Expenses resulting from the formation of the Group have been entered under formation expenses in the Balance Sheet. The formation expenses consist mainly of external expert work as well as expenses due to corporate arrangements between the parent group and its subsidiaries and the formation of the Group.

Capitalized development expenses, or the type of expenses outlined in chapter 5 moment 8 of the Finnish Accounting Act, have resulted from the commercialization and integration of programs and solutions to Done's overall concept of supply chain and technical data management in networks and wireless environments.

The Group's IPO expenses, totalling EUR 1,138,600.61, have been entered into the balance sheet under other long-term expenses in accordance with resolution 1635 issued by the Finnish Accounting Standards Board on 27 November 2000 on "the entry of listing expenses in financial statements" as opposed to the International Accounting Standards (IAS) applicable to interim reports, in which they were entered as items reducing the share premium

The other long-term expenses also include the expenses caused by the development of Done's systems and concept, totalling EUR 359,880.16, and repairing expenses related to rented facilities amounting to EUR 41,979.55.

# CHANGES IN FIXED ASSET ACQUISITION EXPENSES AND OTHER LONG-TERM EXPENSES BY BALANCE SHEET ITEM

	1 Jan31 Dec. 2000 EUR	1 Jan31 Dec. 1999 EUR
FORMATION EXPENSES		
Acquisition expenses Jan. 1	229,109.00	0.00
Increases during the financial period	1,096,383.27	229,109.00
Decreases during the financial period	0.00	0.00
Transfers between items	-126,030.78	0.00
Acquisition expenses Dec. 31	1,199,461.49	229,109.00
Accumulated planned depreciation Jan. 1	0.00	0.00
Depreciation for the financial period	0.00	0.00
Accumulated planned depreciation Dec. 31	0.00	0.00
Book value Dec. 31	1,199,461.49	229,109.00
Accumulated difference between overall and planned depreciations on Jan. 1	18,143.29	0.00
Change in depreciation during the financial period	44,202.26	18,143.29
Accumulated difference between overall and planned depreciations on Dec. 31	62,345.55	18,143.29
DEVELOPMENT EXPENSES		
Acquisition expenses Jan. 1	13,024.51	13,024.51
Increases during the financial period	660,093.31	0.00
Decreases during the financial period	0.00	0.00
Acquisition expenses Dec. 31	673,117.82	13,024.51
Accumulated planned depreciation Jan. 1	-4,775.44	-4,775.44
Depreciation for the financial period	0.00	0.00
Accumulated planned depreciation Dec. 31	-4,775.44	-4,775.44
Book value Dec. 31	668,342.38	8,249.07
Accumulated difference between overall and planned depreciations on Jan. 1	4,943.63	0.00
Change in depreciation during the financial period	34,935.03	4,943.63
Accumulated difference between overall and planned depreciations on Dec. 31	39,878.66	4,943.63
INTANGIBLE RIGHTS		
Acquisition expenses Jan. 1	5,591.83	5,591.83
Increases during the financial period	17,666.86	0.00
Decreases during the financial period	0.00	0.00
Acquisition expenses Dec. 31	23,258.69	5,591.83
Accumulated planned depreciation Jan. 1	-1,968.50	-730.65
Depreciation for the financial period	-4,226.51	-1,237.85
Accumulated planned depreciation Dec. 31	-6,195.01	-1,968.50
Book value Dec. 31	17,063.68	3,623.33
GOODWILL VALUE		
Acquisition expenses Jan. 1	0.00	0.00
Increases during the financial period	36,160.40	0.00
Decreases during the financial period	0.00	0.00
Acquisition expenses Dec. 31	36,160.40	0.00
Accumulated planned depreciation Jan. 1	0.00	0.00
Depreciation for the financial period  Accumulated planned depreciation Dec. 31	-6,026.73 -6,026.73	0.00
Book value Dec. 31	30,133.67	0.00
	00,100.07	0.00
OTHER LONG-TERM EXPENSES		
Acquisition expenses Jan. 1.	1,740.74	0.00
Increases during the financial period	1,548,604.99	1,740.74
Decreases during the financial period	0.00	0.00
Acquisition expenses Dec. 31	1,550,345.73	1,740.74
A service de la la la conservación de la conservaci	0.00	0.00
Accumulated planned depreciation Jan. 1		
Depreciation for the financial period	-9,885.41	0.00
	-9,885.41 -9,885.41	0.00

	1 Jan31 Dec. 2000 EUR	1 Jan31 Dec. 1999 EUR
Accumulated difference between overall and planned depreciations on Jan. 1	145.06	0.00
Change in depreciation during the financial period	15,268.28	145.06
Accumulated difference between overall and		
planned depreciations on Dec. 31	15,413.34	145.06
MACHINERY AND EQUIPMENT		
Acquisition expenses Jan. 1	33,718.67	9,310.09
Increases during the financial period	224,841.68	24,408.58
Decreases during the financial period	0.00	0.00
Acquisition expenses Dec. 31	258,560.35	33,718.67
Accumulated planned depreciation Jan. 1	-7,299.48	-3,017.38
Depreciation for the financial period	-46,825.70	-4,282.10
Accumulated planned depreciation Dec. 31	-54,125.18	-7,299.48
Book value Dec. 31	204,435.17	26,419.19
IT PROGRAMS		
Acquisition expenses Jan. 1	0.00	0.00
Increases during the financial period	323,409.36	0.00
Decreases during the financial period	0.00	0.00
Acquisition expenses Dec. 31	323,409.36	0.00
Accumulated planned depreciation Jan. 1	0.00	0.00
Depreciation for the financial period	-25,568.26	0.00
Accumulated planned depreciation Dec. 31	-25,568.26	0.00
Book value Dec. 31	297,841.10	0.00
HOLDINGS IN GROUP COMPANIES		
Acquisition expenses Jan. 1	483,927.12	4,288.80
Increases during the financial period	4,794,059.10	479,638.32
Decreases during the financial period	0.00	0.00
Transfers between items	126,030.78	0.00
Acquisition expenses Dec. 31	5,404,017.00	483,927.12
Accumulated planned depreciation Jan. 1	0.00	0.00
Depreciation for the financial period	0.00	0.00
Accumulated planned depreciation Dec. 31	0.00	0.00
Book value Dec. 31	5,404,017.00	483,927.12
SHORT-TERM GROUP RECEIVABLES		
Sales receivables	1,504,094.28	123,113.56
Loan receivables	3,672,281.21	0.00
Other receivables	380,637.07	33,009.16
Group receivables, total	5,557,012.56	156,122.72
KEY TRANSFER RECEIVABLES		
Contribution receivables	450,333.50	0.00
Tax receivables	426,879.68	0.00
Project receivables	43,318.48	59,773.22
Other transfer receivables	55,840.09	16,661.00
Other transfer receivables	00,040.00	

# NOTES TO THE BALANCE SHEET LIABILITIES

	1 Jan31 Dec. 2000 EUR	1 Jan31 Dec. 1999 EUR
CHANGES IN SHAREHOLDERS' EQUITY		
CAPITAL STOCK		
Capital stock at the start of the financial period	329,034.62	2,522.82
Capital stock registrations in 1999	0.00	326,511.80
Capital stock registrations in 2000	4,566,243.98	0.00
Increases in capital stock using the share premium fund	2,853,118.84	0.00
Book value Dec. 31	7,748,397.44	329,034.62
	• •	· · · · · · · · · · · · · · · · · · ·
SHARE ISSUES		
Share issues 1999 directed issues	0.00	518,772.30
Share issue 4 Feb. 2000 directed issue	9,082.15	0.00
Share issue 12 Feb. 2000 directed issue	8,409.40	0.00
Share issue 6 Mar. 2000 directed issue	708,912.11	0.00
Share issue 6 Mar. 2000 directed issue	3,367,303.99	0.00
Share issue 14 Apr. 2000 directed issue	175,588.20	0.00
Share issue 27 Apr. 2000 directed issue	288,000.00	0.00
Share issue 16 May 2000 directed issue	960,000.00	0.00
Share issue 30 May 2000 directed issue	1,031,540.00	0.00
Share issue 19 June 2000 directed issue	8,613,000.20	0.00
Share issue 28 June 2000 directed issue	272,000.00	0.00
Share issue 30 June 2000 directed issue	414,040.00	0.00
Share issue 11 July 2000 directed issue	1,944,000.00	0.00
Share issue 4 Aug. 2000 directed issue	412,678.40	0.00
Share issue 1 Sept. 2000 directed issue	172,800.00	0.00
Share issue 8 Sept. 2000 directed issue	188,800.00	0.00
Share issue 22 Sept. 2000 directed issue	252,571.20	0.00
Share issue 3 Nov. 2000 directed issue	624,000.00	0.00
Share issue 30 Dec. 2000 directed issue	166,400.00	0.00
Transfers into capital stock	-4,566,243.98	-326,511.80
Transfers into reserve fund	0.00	-192,260.50
Transfers into share premium fund  Book value Dec. 31	-14,876,481.66 166,400.00	0.00 <b>0.00</b>
Book value Dec. 31	166,400.00	0.00
SHARE PREMIUM FUND		
Share premium fund at the start of the financial period	0.00	0.00
Share issues 2000	14,876,481.66	0.00
Issues from the share premium fund	-2,853,118.84	0.00
Book value Dec. 31	12,023,362.82	0.00
RESERVE FUND		
Reserve fund at the start of the financial period	192,260.50	0.00
Share issues 1999	0.00	192,260.50
Book value Dec. 31	192,260.50	192,260.50
RETAINED EARNINGS		
Retained earnings	58,994.17	108,966.96
Dividend distribution	0.00	-7,904.83
Bonus issue	0.00	-100,912.76
Book value Dec. 31	58,994.17	149.37
Profit for the financial period		E8 844 8U
Profit for the financial period	0.06	58,844.80 <b>58,844.80</b>
Book value Dec. 31	0.06	58,844.80
SHAREHOLDERS' EQUITY 31 DEC.	20,189,414.99	580,289.29
DISTRIBUTABLE PROFIT 31 DEC.	0.00	0.00

	1 Jan31 Dec. 2000 EUR	1 Jan31 Dec. 1999 EUR
GROUP LIABILITIES		
SHORT-TERM GROUP LIABILITIES		
Trade payables	612,905.42	115,300.95
Other liabilities	9,625.83	52,563.64
Group liabilities, total	622,531.25	167,864.59
ACCRUALS AND DEFERRED INCOME		
Vacation salary liabilities	104,309.62	5,409.93
Secondary salary expense liabilities	232,880.51	11,262.67
Tax liabilities	100,667.93	15,248.42
Other accruals and deferred income	0.00	22,224.35
Accruals and deferred income, total	437,858.06	54,145.37

NOTES TO THE PLEDGES AND OTHER CONTINGENT LIABILITIES	1 Jan31 Dec. 2000 EUR
COLLATERAL	
PLEDGES GIVEN	
Bank deposits on behalf of subsidiaries for use as bank security	336,375.85
Pledges given, total	336,375.85
SECURITIES GIVEN	
On behalf of subsidiaries, for use as collateral for lease obligations	12,980.74
Securities given, total	12,980.74
OTHER CONTINGENT LIABILITIES	
LEASING COMMITMENTS	
Leasing commitments maturing in 2001	34,946.80
Leasing commitments maturing later than 2001	64,424.88
Leasing commitments, total	99,371.68

NOTES TO PERSONNEL AND MANAGEMENT INFORMATION	1 Jan31 Dec. 2000	1 Jan31 Dec. 1999
NUMBER OF PERSONNEL DURING THE FINANCIAL PERIOD		
Management	5	1
Clerical employees	26	6
Total	31	7
	EUR	EUR
SALARIES AND FEES		
President and Board of Directors	144,155.89	49,312.70
Other salaries and fees	726,478.37	104,278.03
Total	870,634.26	153,590.73

# PERSONNEL AND EXECUTIVE-LEVEL STOCK OPTIONS

#### Personnel stock options

On 14 December 2000, Done's Board of Directors decided to exercise its authorization granted by Done's Extraordinary General Meeting on 16 November 2000 regarding the granting of stock options to the personnel of Done and its subsidiaries. The number of new stock options is 550,000 and they entitle the bearers to subscribe a total of 550,000 Done shares. The subscription price of the shares is EUR 4.34. The duration of the stock option plan is five years. Taking into consideration this decision by Done's Board, as well as the stock options authorized by the Extraordinary General Meeting of 27 April 2000, totalling 660,000 options, the overall number of stock options directed at Done's personnel is 1,210,000, corresponding to an equal number of new shares. The nominal value of the shares is EUR 0.32. The value of the shares to which the personnel stock options entitle their bearers is EUR 387,200.

THE SUBSCRIPTION PERIODS FOR THE STOCK OPTIONS BEGIN ACCORDING TO THE FOLLOWING TIMETABLE:			
A series	165,000 shares 20 June 2001	137,500 shares 30 Nov. 2001	
B series	165,000 shares 20 June 2002	137,500 shares 30 Nov. 2002	
C series	165,000 shares 20 June 2003	137,500 shares 30 Nov. 2003	
D series	165,000 shares 20 June 2004	137,500 shares 30 Nov. 2004	
Final subscription date	20 June 2005	30 Nov. 2005	

Shares and stock options held by Board members, the President, and the companies under their control on 31 Dec. 2000

	%	No. of shares
Shares	14.7 %	3,638,965.00
Stock options	0%	0.00

NOTES TO HOLDINGS IN OTHER COMPANIES	Domicile	Proportion of shares	Book value
GROUP'S HOLDINGS IN OTHER COMPANIES 31 DEC. 2000			
Xinotech Oy	Helsinki	100%	2,270.54
Oy Finhost Ltd	lisalmi	100%	104,597.01
Oy Crevire Ltd	lisalmi	100%	2,018.26
Oy Credere Ltd	Korpilahti	100%	17,087.89
Handy Systems Oy	Kuopio	100%	363,329.65
Done Factory Oy	Jyväskylä	100%	22,953.30
Noir Production Oy	Jyväskylä	100%	4,361.19
Done Communication Oy	Korpilahti	100%	23,885.10
Suprasoft Oy	Jyväskylä	100%	79,250.49
Koulutusyhtiö Humap Juoperi, Mäkitalo & Purokuru Oy	Jyväskylä	100%	10,178.59
Tietoliitos Oy	Helsinki	100%	17,752.68
Done Logistics Oy	Helsinki	100%	97,911.45
Mgine Technologies Oy	Espoo	94%	48,727.74
Done Information Oy	Espoo	100%	121,845.09
Osakeyhtiö Sarajärvi & Hellén	Helsinki	100%	312,549.40
Dialogue Marketing Inc.	Detroit, USA	100%	501,495.69
Done Transformation Oy	Helsinki	50%	49,503.93
Nag Media & Wireless Oy	Helsinki	100%	631,998.79
Alpha Communications Oy	Tampere	100%	315,029.12
Alpha Communications UK Ltd	Great Britain	100%	0.17
Alpha Communications Ab	Sweden	100%	63,462.91
Jetfix Oy	Espoo	100%	79,627.01
N-Nets Oy	Espoo	100%	130,291.02
Identia Oy	Helsinki	100%	94,485.88
Novitech S.A.	Kosice, Slovakia	100%	253,113.70
CXT-huolto Finland Oy	Helsinki	100%	160,975.11
Unikko-Soft Oy	Vaasa	100%	310,794.60
Projektipalveluyhtiö Tietotekniikkavuokraus Oy	Helsinki	100%	24,543.38
Projectcadteam Oy	Helsinki	100%	199,152.12
Done One Oy	Helsinki	100%	196,185.69
Regio a.s.	Tartu, Estonia	100%	291,732.68
Fidaco Logistics Oy	Kauhajoki	100%	617,336.71
Fidaware Oy	Kauhajoki	100%	70,400.33
Fidaco Logistics GmbH	Germany	84.8 %	0.17
Fidaco Logistics Ltd	Great Britain	90%	0.17
S.C. Fidaware Sarl	Romania	80%	2,345.78
Providor Logistics Oy	Seinäjoki	66.6 %	182,823.66
Book value 31 Dec. 2000			5,404,017.00

# SPECIFICATION OF INCREASE OF CAPITAL STOCK JAN. 1-DEC. 31 2000

### AS OF DECEMBER 31 1999:

No. of shares 1,956,351

Capital stock 1,956,351,00 mk (329,034.62 euros)

Date	Decided by	Board authorizations granted by	Increase (no.)	Nominal- value	Shares after increase	Increase in FIM/EUR	Capital stock after increase	Subscription price per share
Feb. 2	EGM		54,000	1.00 FIM	2,010,351	54,000.00	2,010,351.00 mk	1.00
Feb 12	EGM		50,000	1.00 FIM	2,060,351	50,000.00	2,060,351.00 mk	1.00
March 6	EGM		215,000	1.00 FIM	2,275,351	215,000.00	2,275,351.00 mk	1.00
March 6	AGM		25,000	1.00 FIM	2,300,351	25,000.00	2,300,351.00 mk	160.00
March 23	Board	EGM on March 6, 2000	258,928	1.00 FIM	2,559,279	258,928.00	2,559,279.00 mk	77.24
April 14	EGM		120,000	1.00 FIM	2,679,279	120,000.00	2,679,279.00 mk	1.00
April 14	AGM		78,000	1.00 FIM	2,757,279	78,000.00	2,757,279.00 mk	1.00
April 14	AGM		540,000	1.00 FIM	3,297,279	540,000.00	3,297,279.00 mk	1.00
April 14	AGM		306,000	1.00 FIM	3,603,279	306,000.00	3,603,279.00 mk	1.00
April 27	EGM		Bonus issu	e (split 1:3)	10,809,837		3,459,147.84 EUR	
April 27	EGM		900,000	0.32 EUR	11,709,837	288,000.00	3,747,147.84 EUR	0.32
May 16	Board	EGM on April 27, 2000	150,000	0.32 EUR	11,859,837	48,000.00	3,795,147.84 EUR	0.32
May 16	Board	EGM on April 27, 2000	1,950,000	0.32 EUR	13,809,837	624,000.00	4,419,147.84 EUR	0.32
May 16	Board		900,000	0.32 EUR	14,709,837	288,000.00	4,707,147.84 EUR	0.32
May 30	EGM		238,000	0.32 EUR	14,947,837	76,160.00	4,783,307.84 EUR	4.33
June 12	Board	EGM on May 30, 2000	1,600,000	0.32 EUR	16,547,837	512,000.00	5,295,307.84 EUR	5.40
June 28	Board	EGM on May 30, 2000	850,000	0.32 EUR	17,397,837	272,000.00	5,567,307.84 EUR	0.32
June 30	Board	EGM on June 29, 2000	187,000	0.32 EUR	17,584,837	59,840.00	5,627,147.84 EUR	0.32
June 30	Board	EGM on June 29, 2000	360,000	0.32 EUR	17,944,837	115,200.00	5,742,347.84 EUR	0.32
June 30	Board	EGM on June 29, 2000	250,000	0.32 EUR	18,194,837	80,000.00	5,822,347.84 EUR	0.32
June 30	Board	EGM on June 29, 2000	500,000	0.32 EUR	18,694,837	160,000.00	5,982,347.84 EUR	0.32
July 11	Board	EGM on June 29, 2000	360,000	0.32 EUR	19,054,837	115,200.00	6,097,547.84 EUR	5.40
Aug. 4	Board	EGM on June 29, 2000	416,500	0.32 EUR	19,471,337	133,280.00	6,230,827.84 EUR	0.32
Aug. 4	Board	EGM on June 29, 2000	873,120	0.32 EUR	20,344,457	279,398.40	6,510,226.24 EUR	0.32
Sept. 1	Board	EGM on Aug. 22, 2000	480,000	0.32 EUR	20,824,457	153,600.00	6,663,826.24 EUR	0.32
Sept. 1	Board	EGM on Aug. 22, 2000	60,000	0.32 EUR	20,884,457	19,200.00	6,683,026.24 EUR	0.32
Sept. 8	Board	EGM on Aug. 22, 2000	590,000	0.32 EUR	21,474,457	188,800.00	6,871,826.24 EUR	0.32
Sept. 22	Board	EGM on Aug. 22, 2000	789,285	0.32 EUR	22,263,742	252,571.20	7,124,397.44 EUR	0.32
Nov. 3	Board	EGM on Aug. 22, 2000	1,950,000	0.32 EUR	24,213,742	624,000.00	7,748,397.44 EUR	0.32

EGM - Extraordinary General Meeting AGM - Annual General Meeting

Subscription	Proportion of	Reason for	Subscribed by	Acquiree
price	shares of	deviating from		
total	stock capital	subscription right		
54,000.00 FIM	2.7 %	Acquisition	Owners/	Koulutusyhtiö Humap Juoperi, Mäkitalo & Purokuru Oy
50,000.00 FIM	2.4 %	Purchase of product rights	CAC-Reasearch Oy and its owners	CAC-Reasearch Oy:s product rights
215,000.00 FIM	9.4 %	Financial structure	Telia Infomedia Ab	Bisnet business
4,000,000.00 FIM	1.1 %	Acquisition	Telia Infomedia Ab	
20,000,000.00 FIM	10.1 %	Financial structure	Conventum Oyj	
120,000.00 FIM	4.5 %	Acquisition	Owners/	Net Beacon Oy
78,000.00 FIM	2.8 %	Acquisition	Owners/	Tietoliitos Oy
540,000.00 FIM	16.4 %	Acquisition	Owners/	Remtec Systems Oy
306,000.00 FIM	8.5 %	Acquisition	Owners/	AJG-Logistiikka Oy
288,000.00 EUR	7.7 %	Acquisition	Owners/	Osakeyhtiö Sarajärvi&Hellen
48,000.00 EUR	1.3 %	Acquisition	Owners/	Nag Organizational Development Oy
624,000.00 EUR	14.1 %	Acquisition	Owners/	Nag Media&Wireless Oy
288,000.00 EUR	6.1 %	Acquisition	Owners/	Dialogue Marketing Inc.
1,030,540.00 EUR	1.6 %	Financial structure	Conventum Oyj	
8,640,000.00 EUR	9.7 %	Financial structure	IPO investors	
272,000.00 EUR	4.9 %	Acquisition	Owners/	Alpha Communications Oy
59,840.00 EUR	1.1 %	Acquisition	Owners/	Jetfix Oy
115,200.00 EUR	2.0 %	Acquisition	Owners/	N-Nets Oy
80,000.00 EUR	1.4 %	Acquisition	Owners/	Identia Oy
160,000.00 EUR	2.7 %	Acquisition	Owners/	Novitech a.s.
1,944,000.00 EUR	1.9 %	Financial structure	IPO investors	(over-allocation option)
133,280.00 EUR	2.1 %	Acquisition	Owners/	CXT-Huolto Finland Oy
279,398.40 EUR	4.3 %	Acquisition	Owners/	Unikko-Soft Oy
153,600.00 EUR	2.3 %	Acquisition	Owners/	Projectcadteam Oy
19,200.00 EUR	0.3 %	Acquisition	Owners/	Projektipalveluyhtiöt Tietotekniikkavuokraus Oy
188,800.00 EUR	2.7 %	Acquisition	Owners/	Projectcadteam Oy and Projektipalveluyhtiöt Tietotekniikkavuokraus Oy
252,571.20 EUR	3.5 %	Acquisition	Owners/	AS Regio
624,000.00 EUR	8.1 %	Acquisition	Owners/	Fidaco Logistics Oy and Fidaware Oy

# OTHER NOTES

Т	THE LARGEST SHAREHOLDERS				
	Proportion of sh	ares and votes			
1	Conventum Limited	5.99%			
2	Nordic Adviser Group Oy	5.74%			
3	Kovalainen Mikko	3.90%			
4	Lehtonen Ari	3.71%			
5	Salminen Jukka	3.65%			
6	Telia Aktiebolag	2.78%			
7	Merita Pankki Oy (nominee registered)	2.71%			
8	Hämäläinen Ilkka	2.23%			
9	Sederholm Charles	2.09%			
10	Kyheröinen Jukka	2.09%			

SHAREHOLDERS BY SECTOR 31 DEC. 2000 Proportion of shares and votes			
Householdst	60.25%		
Companies	19.92%		
Foreign investors	11.00%		
Financial institutions and insurance companies	7.23%		
Non-profit organizations	0.84%		
Non-corporate public sector	0.74%		
Joint account	0.02%		
Total	100.00%		

A total of 656,750 company shares were nominee registered, representing 2.71% of shares and voting rights.

SHAREHOLDERS IN ORDER OF SIZE 31 DEC. 2000		
No. of shares	Owners	Proportion of shares and votes
1-1000	691	0.99%
1001-5000	108	0.92%
5001-10000	37	1.23%
10001-50000	81	8.55%
50000-	91	88.29%
4122 shares on joint account		0.02%
Total	1008	100.00%

On 31 Dec. 2000, the Board of Directors held 4,292,748 shares in unused issue authorizations, corresponding to EUR 1,373,679.30.

The Group did not hold any company shares.

	1 Jan 31 Dec. 2000	1 Jan. – 31 Dec. 1999
EY FIGURES INDICATING FINANCIAL DEVELOPMENT		
let sales EUR	32 977 990	1 620 210
Operating profit EUR	2 092 214	75 511
Operating profit, %	6.3	4.7
Profit before extraordinary items EUR	2 114 309	49 456
Profit before extraordinary items, %	6.4	3.
Profit before taxes EUR	1 945 993	29 058
Profit before taxes, %	5.9	1.8
let profit for the financial period EUR	762 463	1 456
let profit for the financial period, %	2.3	0.
Gross investments in fixed assets EUR	13 882 139	1 075 670
Gross investments, % of net sales	42.1	66.4
R&D expenses EUR	1 570 642	23 353
R&D expenses, % of net sales	4.8	1.4
Return on equity (ROE) %	10.1	6.9
Return on investment (ROI) %	13.7	10.8
Equity ratio, %	49.8	26.3
Gearing, %	-4.7	114.
werage number of personnel	632	75
SHARE PERFORMANCE INDICATORS		
arnings per share EUR	0.04	0.0
quity per share EUR	0.85	0.00
Dividend per share EUR	0.00	0.00
Dividend per profit, %	0.0	0.0
Effective dividends, %	0.0	0.0
P/E ratio	64	
djusted number of shares at the end of the financial period	24,733,742	5,869,050
djusted number of shares during the financial period	22,932,482	2,979,772
owest share price EUR	1.68	
lighest share price EUR	5.53	
werage share price EUR	4.05	
Share price at the end of the financial period EUR	2.60	
Market capitalization at the end of the financial period EUR	64 307 729	
rading volume, number of shares (19 Jun 31 Dec. 2000)	2,534,471	
rading volume % (19 Jun 31 Dec. 2000)	11.8	

### NOTES TO THE ACCOUNTING MATERIAL

### **BOOK-KEEPING SOURCES USED**

Daybook and main ledger as computer printouts

Purchase and sales ledgers as computer printouts

Bound balance sheet book

### LIST OF REFERENCE CATEGORIES

Reference categories Jan. 1 - Sept. 30, 2000: 01 sales invoices, 02 settlement of sales invoices, 03 purchase invoices, 04 settlement of purchase invoices, 05 bank receipts, 06 memo receipts, 07 pay-office receipts, 88 opened accounts.

Reference categories Oct. 1 - Dec. 31, 2000: B sales settlements, F sales invoices, I purchase invoices/entry, J purchase invoices/account entry K corrections, M memos, MP banking events, Q balance sheet, U payments.

## MAINTENANCE OF THE ACCOUNTING MATERIAL

The accounting material is kept at Digital Open Network Environment Oyj Done's head office in Espoo, in the original written format.

### SIGNATURES TO THE FINANCIAL STATEMENTS

Espoo, the 13th of March, 2001

Jukka Salminen President and CEO

Ari Lehtonen Chairman of the Board of Directors

Tor-Björn Stenfors Member of the Board of Directors

Jyri Merivirta Member of the Board of Directors

Kalle Heikkinen Member of the Board of Directors

### NOTES TO THE AUDIT

The Financial Statements contained herein are in accordance with the Finnish Standards on Auditing. The Auditor's Report has been submitted today.

Espoo, the 16th of March, 2001

PKF Finland Oy Authorized Public Accountants Eero Prepula APA

# AUDITOR'S REPORT

# TO THE SHAREHOLDERS OF DIGITAL OPEN NETWORK **ENVIRONMENT CORPORATION DONE**

We have audited the accounting, the financial statements and the administration of Digital Open Network Environment Corporation Done for the period from January 1 to December 31, 2000. The financial statements, which include the report of the Board of Directors, consolidated and parent company income statements, balance sheets and notes to the financial statements, have been prepared by the Board of Directors and the Managing Director. Based on our audit we express an opinion on these financial statements and on administration.

We have conducted the audit in accordance with Finnish Standards on Auditing. Those standards require that we perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining on a test basis evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by the management as well as evaluating the overall financial statement presentation. The purpose of our audit of administration is to examine that the members of the Board of Directors and the Managing Director have legally complied with the rules of the Finnish Companies' Act.

In our opinion the financial statements have been prepared in accordance with the Finnish Accounting Act and other rules and regulations governing the preparation of financial statements. The financial statements give a true and fair view, as defined in the Finnish Accounting Act, of both the consolidated and parent company's result of operations as well as of the financial position.

The financial statements with the consolidated financial statements can be adopted and the members of the Board of Directors and the Managing Director of the parent company can be discharged from liability for the period audited by us. The proposal by the Board of Directors regarding the measures necessary for the profit of the parent company is in compliance with the Finnish Companies Act.

Helsinki, the 16th of March, 2001

**PKF Finland Ov Authorized Public** Accountants

Eero Prepula APA

# SHARES AND SHAREHOLDERS

#### SHARE CAPITAL

On December 31, 2000, Done's share capital amounted to EUR 7,748,397.44. According to Done's Articles of Association, the company's minimum share capital is EUR 3,000,000 and its maximum share capital EUR 12,000,000. Within these limits, share capital can be increased or decreased without changing the Articles of Association. The nominal value of the share is EUR 0.32, and each share entitles to one vote.

#### LISTING ON THE HELSINKI EXCHANGES

The company's shares were listed on the Pre List of the Helsinki Exchanges on June 19, 2000, and on the NM list on June 21, 2000. In the Initial Public Offering (IPO) in total 2,500,000 shares were offered to Finnish and international institutional investors, retail investors and personnel of the Done Group in Finland. The subscription and purchase price of the shares in the institutional offering and the retail offering was EUR 5.40 per share, and in the employee offering, the subscription price was EUR 4.86 per share. The number of shares offered in the IPO was increased by 360,000 shares (over-allotment option). After the over-allotment option was exercised, the capital raised by the company in the IPO was EUR 10.6 million, and the number of shares issued in the IPO was 1,960,000.

#### TRADING VOLUME AND SHARE PRICE

Between June 19, 2000 and December 31, 2000, Done's shares were traded on the Helsinki Exchanges for a total of EUR 12,135,205.71. The highest trading price of the year was EUR 5.53 and the lowest EUR 1.68. The closing price of December 31, 2000 was EUR 2.60, and the average price of trades made in the financial period was EUR 4.05. On December 31, 2000, Done's market capitalization was EUR 64 million.

## **EXECUTIVE-LEVEL SHAREHOLDING**

On December 31, 2000, the members of Done's Board of Directors, and the President and CEO directly or indirectly held a total of 3,638,965 company shares, equal to 14.7% of the company's capital stock and voting rights. The total number of shares of Done used in calculation includes the 520,000 shares to be issued to the owners of Providor Logistcs Oy based on the share purchase agreement dated December 30, 2000. The figure also includes the Done shares owned by Enterprise Management Relationship Equity Oy, a company jointly owned by Chairman of the Board Ari Lehtonen and President and CEO Jukka Salminen.

At the end of the financial period, the Board of Directors held 4,292,748 shares in unused issue authorizations (EUR 1,373,679.30).

THE LARGEST SHAREHOLDERS ON DECEMBER 31, 2000  Shares and votes %				
1.	Conventum Limited	5.99		
2.	Nordic Adviser Group Oy	5.74		
3.	Kovalainen Mikko	3.90		
4.	Lehtonen Ari	3.71		
5.	Salminen Jukka	3.65		
6.	Oy Telia Infomedia Ab	2.78		
7.	Merita Pankki Oy (nominee registered)	2.71		
8.	Hämäläinen Ilkka	2.23		
9.	Sederholm Charles	2.09		
10.	Kyheröinen Jukka	2.09		

A total of 656,750 company shares were nominee registered, representing 2.71 % of shares and voting rights.

SHAREHOLDERS BY SIZE OF HOLDING					
Shares	Shareholders	Shares and votes %			
1-1000	691	0.99 %			
1001-5000	108	0.92 %			
5001-10000	37	1.23 %			
10001-50000	81	8.55 %			
50001-	91	88.29 %			
Total	1008	99.98 %			
Others (joint account)		0.02 %			
Total	1008	100.00 %			

SHAREHOLDERS BY SECTORS ON DEC	EMBER 31, 2000
Households	60.25 %
Companies	19.92 %
Foreign shareholders	11.00 %
Finance and insurance Institutions	7.23 %
Non-profit organizations	0.84 %
Public organizations	0.74 %
Others (joint account)	0.02 %
Total	100.00 %

# CORPORATE MANAGEMENT

### THE BOARD OF DIRECTORS, PRESIDENT AND CEO

The Board of Directors is selected annually for the term of one year in the Annual General Meeting. The Chairman of the Board and President and CEO are appointed by the Board. Division of duties and responsibilities of the Board of Directors and President and CEO are determined by the Finnish Companies Act.

In the year 2000 Done's Board of Directors had five members. Jukka Salminen, also a member of the Board of Directors, acted as the President and CEO.

Jukka Salminen (1955) is the Company's President, CEO and a member of the Board of Directors since the year 1999.

Ari Lehtonen (1955) has been the Chairman of the Board of Directors since the year 1999.

Kalle Heikkinen (1956) is the Managing Partner of Nordic Adviser Group Oy. Mr. Heikkinen has been a member of the Board of Directors since the year 2000.

Jyri Merivirta (1963) is Managing Director of Conventum Capital Limited. Mr. Merivirta has been a member of the Board of Directors since the year 2000.

Tor-Björn Stenfors (1945) is Managing Director of Eniro Finland Oy (former Oy Telia Infomedia Ab). Mr. Stenfors has been a member of the Board of Directors since the year 2000.

#### THE CORPORATE MANAGEMENT GROUP

Done's Corporate Management Group comprises President and CEO Jukka Salminen, CFO Timo Liukko, the Group's Legal Counsel Juha Kujala, and Human Resources Manager Sanna Leppänen. Done's Business Areas have their own Management Groups, with the Business Area's Managing Directors acting as Chairperson: Veijo Pekkala (Done Logistics Solutions), Henrikki Palva (Done Information Solutions), Mauri Rantanen (Mgine Technologies) and Jussi Teeriaho (Done Wireless Solutions).

#### **AUDITORS**

The company's auditors were authorized public accountants PKF Finland Oy, with APA Eero Prepula as principal auditor.

### **INSIDER ISSUES**

At its meeting on June 2, 2000, Done's Board of Directors decided to start to apply the Guidelines for Insiders, prepared by the Confederation of Finnish Industry and Employers, the Central Chamber of Commerce in Finland and the Helsinki Exchanges. The Guidelines for Insiders entered into force when the company's share was listed on the Helsinki Exchanges.

# INFORMATION FOR **SHAREHOLDERS**

The aim of Done's investor communications is to provide timely, open and truthful information regarding the group's operations, finances and objectives, so that those operating in the market are able to form a well-informed view of Done as an investment source.

The shares of Digital Open Network Environment Corporation Done are listed on the NM list of the Helsinki Exchanges, and the trading code is DON1V.

In 2001, Done will publish the following financial reports:

- Interim Report for January to March: May 18, 2001
- Interim Report for January to June: August 17, 2001
- Interim Report for January to September: November 16, 2001

The Annual General Meeting will be held on March 30, 2001.

The Board of Directors proposes to the Annual General Meeting to be convened on 30 March 2001, that the profit for the financial year be added to the retained earnings and that no dividend for the financial year be distributed.

The company's key reports are published in Finnish and in English on Done's Internet site at the address www.donesolutions.com.

In issues related to investor relations, please refer to the company's President and CEO Jukka Salminen and CFO Timo Liukko:

Jukka Salminen President and CEO Tel. +358 205 2525 jukka.salminen@donesolutions.com

Timo Liukko **CFO** Tel. +358 205 2525 timo.liukko@donesolutions.com

# MAJOR STOCK EXCHANGE RELEASES

#### 5.6.2000

#### Done has applied for listing on the Helsinki Exchanges

Done has submitted an application for listing to the Helsinki Exchanges today in order to commence listing of the company's shares on the Pre List on June, 19, 2000 and on the NM-List on June, 21, 2000.

#### 12.6.2000

### Offer price eur 5.40 in Done's initial public offering

The Board of Directors of Done and the selling shareholders have set the offer price at EUR 5.40 per share in the Institutional Offering and the Retail Offering, and at EUR 4.86 in the Employee Offering. The Institutional Offering and the Retail Offering were oversubscribed. The Employee Offering was fully subscribed.

#### 29.6.2000

# Done has acquired Alpha Communications Oy and it's subsidiaries

Done has acquired the entire share capital stock of Alpha Communications Oy and its subsidiaries, which are specialized in providing contents for information logistics its localization and document management

Furthermore, as a result of the acquisition the subsidiaries of Alpha Communications Oy, Alpha Communications Ab in Sweden and Alpha Communications UK Ltd in Great Britain, became owned by Done.

#### 3.7.2000

#### Done has acquired N-Nets Oy

Done has acquired the entire share capital stock of N-Nets, which is specialized in intelligent and self-improving methods, especially in neural networks. The acquisition increases the competences of Done Wireless Oy in analyzing and refining a large amount of data with help of the neural networks. Application areas for Done Wireless are especially personalization and customer analyses in electronic business.

#### 3.7.2000

#### Done has acquired 51% of Novitech a.s. in Slovakia

Done has acquired 51% of the share capital stock of an Internet-, extranet application integrator Novitech a.s.. The acquisition of Novitech a.s. strenghtens Done's services and customer base in Central Europe in the Done Factory business unit.

### 3.7.2000

#### Done has acquired Jetfix Oy

Done has acquired the entire share capital stock of Jetfix Oy, a company specialized for outsourcing services in the area of the information technology. The acquisition of Jetfix Oy strengthens the business area of Done Logistics

### 3.7.2000

# Done has acquired Identia Oy

Done has acquired the entire share capital stock of Identia Oy, which is specializing in e-business solutions and project management. The acquisition of Identia Oy strengthens the business area of Done Communication

#### 11.7.2000

#### Over-allotment option of 360,000 Done's shares exercised

Conventum Corporate Finance Limited, the Lead Manager of the Initial Public Offering of Done, has exercised according to the terms and conditions of the Initial Public Offering its option to increase the number of new shares by 360,000 shares to cover over-allotments. Thus, the aggregate number of shares offered in the Initial Public Offering totals 2,860,000 shares.

#### 7.8.2000

#### Done has acquired Unikko-soft Ov

Done has acquired the entire share capital stock of Unikko-Soft Oy, a company specializing in systems and solutions for operative logistics. The acquisition strengthens the business area of Done Logistics.

#### 7.8.2000

#### Done has acquired CXT-Huolto Finland Oy

Done has acquired the entire share capital stock of CXT-Huolto Finland Ov (CXT), a company specializing in outsourcing and maintenance services in information technology. The acquisition of CXT strengthens the business area of Done Logistics.

#### Decisions made by the extraordinary general meeting of Done

The Extraordinary General Meeting of Done decided on August 22, 2000 to withdraw the authorization by the General Meeting of Shareholders of June 29, 2000 to the extent it has not yet been exercised and authorized the Board of Directors of Done to decide, within a period of one year from the resolution of the Meeting, on an increase of the share capital by one or more new issues and/or by taking one or more convertible bond loans and/or by granting option rights so that in the new issues or when issuing convertible bond loans or option rights, a maximum amount of 4,068,891 new shares can be issued for subscription and the share capital can be increased by a maximum of 1,302,045.12 euros.

#### 24.8.2000 Done Interim Report 1-6/2000

Pro forma consolidated turnover increased by 38.5% and amounted to EUR 12.6 million. Pro forma consolidated operating profit was EUR 0.7 million, which corresponds to 5.4% of turnover.

#### Done's ownership in Projektipalvelu corporation to 100 %

Done has raised its ownership in Projektipalvelu Corporation to 100 % by acquiring 49.3 % of share capital stock of Projectcadteam Oy and 49.6 % of share capital stock of Projektipalveluyhtiöt Tietotekniikkavuokraus Oy. The companies act on the market as Projektipalvelu Corporation. Projektipalvelu Corporation will be a part of the Done Information business area. The acquisition strengthens and increases Done Information's IT-services and solutions.

#### 25.9.2000

## Stronger mobile positioning for Done by acquiring AS Regio

Done strengthens its competence in mobile positioning by acquiring the entire share capital of Estonian AS Regio. AS Regio is one of the world's leading suppliers of positioning systems for mobile networks

The Board of Directors of Done decided on September 22, 2000 to execute the acquisition through an exchange of shares based on the authorization given by the Extraordinary General Meeting of Done held on August 22, 2000. Done issued 789,285 new shares of Done to the sellers of AS Regio in a direct issue.

#### 19.10.2000

#### Done reorganizes its Wireless business into two companies

Done will reorganize its Done Wireless business area into two companies. Both have a clearly defined area of expertise. Done Wireless will change its name to Mgine Technologies. Mgine Technologies will focus on positioning and personalization software platforms. Mgine Technologies will also offer commercialized software and applications as well as additional services such as systems integration and consulting services. The target customer group of Mgine is teleoperators and other service providers globally. In research and development Mgine Technologies will focus especially in integrating positioning and personalization software platforms.

#### 27.10.2000

# Estonian Mobile Telephone joins Mgine Technologies as a strategic

Mgine Technologies Ltd, a subsidiary of Done starts strategic partnership with AS Eesti Mobiiltelefon (EMT), which is the largest mobile operator of Estonia. Mgine Technologies issued in a directed issue shares to EMT entitling EMT to a 5% ownership in Mgine Technologies

EMT is the largest mobile operator in Estonia and it specializes in positioning services. EMT is a subsidiary of Eesti Telekom. Major owners of Eesti Telekom are Sonera and Telia. EMT has installed and is testing products of Mgine Technologies in its networks. As a result of the strategic partnership EMT will provide Mgine Technologies access to its product development resources and provide testing facilities.

#### 3.11.2000

#### Done has acquired Fidaco group

Done has acquired the entire share capital stock of Fidaco Logistics Oy, a company specializing in logistics chain management systems as well as in entire systems for logistics centers. The simulation, management and control systems, modular logistics systems and existing export channels strengthen the Done Logistics business area considerably, forming a new core for the business area.

#### 16.11.2000

#### Decisions made by the extraordinary general meeting of Done

The Extraordinary General Meeting of Done decided on November 16, 2000 to withdraw the authorization by the General Meeting of Shareholders of August 22, 2000 to the extent it has not yet been exercised and authorized the Board of Directors of Done to decide, within a period of one year from the resolution of the Meeting, on an increase of the share capital by one or more new issues and/or by taking one or more convertible bond loans and/or by granting option rights so that in the new issues or when issuing convertible bond loans or option rights, a maximum amount of 4,842,748 new shares can be issued for subscription and the share capital can be increased by a maximum of 1,549,679.36 euros.

#### 17.11.2000 Done Interim Report 1-9/2000

Pro forma consolidated turnover increased by 26.4 % and amounted to EUR 32.9 million. Pro forma consolidated operating profit was EUR 0.4 million, which corresponds to 1.3 %of turnover. The number of the Group 's personnel on 30 September 2000 was 1,052,of which 350 persons were involved in the Group 's operations abroad. The number of people employed by the Group on 31 December 1999 was 75 and on 16 November 2000 1,132.

#### 30.11.2000

# Significant deals for Done Logistics business area

Done's Logistics business area's units have agreed on significant new deals during the last quarter of the year 2000. The total volume of new agreements by date of this release is EUR 8,7 million and they increase the volume of orders of the business area for next year to EUR 10,3 million. The corresponding volume of orders a year ago was EUR 4,1 million, equalling growth of 151 %.

#### 1.12.2000

# Done will start investigating potential listing of Mgine Technologies

The Board of Directors of Done has in its meeting on December 1, 2000 decided to start investigating the potential listing of Done's subsidiary Mgine Technologies Corporation. Conventum Corporate Finance Limited has been appointed as Done's adviser.

Maine specializes in personalization and mobile positioning software platforms. Mgine also develops and offers commercialized software

applications as well as additional services, such as systems integration and consulting services supporting implementation of its personalization and positioning software. Mgine's products and services are offered to mobile operators and other service providers. The international distribution is organized primarily through Mgine's partners.

#### 14.12.2000

#### New stock option plan for the personnel of Done

The Board of Directors of Done has decided on December 14, 2000 based on the authorization given by the Extraordinary General Meeting of Done held on November 16, 2000 on granting 550,000 options to be subscribed by the personnel of Done and its subsidiaries. The share options entitle the bearers to subscribe for a total of 550,000 shares of Done. The subscription price of the share is EUR 4.34. The duration of the share option plan is five years. Taking into account this decision of the Board of Directors of Done and the decision of Extraordinary General Meeting of Done held on April 27, 2000 the total amount of options granted for the personnel of Done is 1,210,000 options equal to the same amount of new shares. The nominal value of the shares is 0.32 euros.

# Mgine Technologies and EHPT team-up to offer context-based billing solutions

Mgine Technologies, a subsidiary of Done and EHPT, a globally leading billing and customer care company, have today signed a co-operation agreement regarding the packaging of market-driven solutions for the communications industry. The two companies will combine to offer context-based billing solutions that integrate the EHPT NextGen Billing product portfolio and Maine's personalisation and positioning software. The capabilities of the integrated solutions will be demonstrated at the Cannes 3GSM World Congress in February 2001.

#### 30.12.2000

## Done acquires majority of Providor Logistics Oy

Done acquires 66.6% of the share capital of Providor Logistics Oy (Providor), a company specializing in logistics chain management and Extranet solutions in this area. The acquisition will be exercised as an exchange of shares, where 520,000 new shares of Done are issued to the sellers of Providor. The acquisition still requires a decision of the Board of Directors of Done. The competencies of Providor in the area of fleet management strengthen and accomplish the overall concept of Done Logistics business area in a considerable way.

### Done's ownership in Novitech A.S. to 100 %

Done has acquired 49 % of the share capital of Slovakian Novitech a.s..

After the acquisition Done holds 100 % of the share capital of Novitech a.s.. The Acquisition was exercised by an arrangement where the real estate of Novitech a.s. will be transferred into a new company, the ownership of this new company transferred to sellers of Novitech a.s. and 49 % of the share capital of Novitech a.s. transferred to Done. The acquisition strengthens Done Information business area.

# **ADDITIONAL INFORMATION ABOUT DONE**

www.donesolutions.com

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