# KASOLA OYJ 

## Annual Report

## 2000

## Financial Year in brief

Turnover, FIM m 109.2 ..... 92.9
Operating profit, FIM m 7.7 ..... 3.2
Profit before extraordinary items, FIM m 5.9 ..... 1.4
Profit before extraordinary items ./.tax, FIM m ..... 4.3 ..... 0.6
Investments, FIM m ..... 7.44.2
Shareholders' equity / share, FIM ..... 23.31 ..... 21.36
Earnings / share, FIM ..... 1.71 ..... 0.23
Share trading price on I list 29.12.2000, FIM ..... 8.92 ..... 7.73

## Contents

Review by the Managing Director ..... 3
Administration ..... 4
Group Key Figures ..... 5
Report by the Board of Directors ..... 6
Group Income Statement ..... 8
Group Balance Sheet ..... 9
Parent Company Income Statement ..... 11
Parent Company Balance Sheet ..... 12
Notes to Financial Statements ..... 14
Statement of Cashflows ..... 19
Key Figure Calculation Formulas ..... 20
Shares and Shareholders ..... 21
Board's Proposal for Distribution of Profits ..... 22
Auditors' Report ..... 22
Announcements to Shareholders ..... 23

## Review by the Managing Director

The past year has as a whole been most satisfactory for the Kaso Group. Turnover grew by almost twenty percent, while operating profit more than doubled. The security product and subcontracting sectors did well, but the plastic product sector's result showed a significant loss. Large investments in production were also started last year in the security product sector and are continuing this year.

Turnover for the security product sector grew as a result of good domestic sales. Our investments in the KASO brand have produced results in domestic markets. In addition, an active and systematic implementation of a new customer management system has been the key to more productive business. Our customer base has been extended, while our market share has grown. On the other hand, export activities have stagnated over the past years, and therefore changes are inevitable in export operations. Investments in product development are finally starting to bear fruit. The first official burglary and fire tests on the new generation of safes have been successfully accomplished. The safes will be in production in the autumn and more models will be introduced on the market at the turn of the year. We believe that we will achieve success with these products in new markets as well. Another significant new product is the clothes cabinet model with particular attention in design being paid to the requirements for cleaning in company staff facilities. It's marketing was started up during late winter. Development of production continued last year by investing in new sheet processing machinery and a new surface treatment line, which will start up in the beginning of March. Long-term considerations continue to be the cornerstone of our activities. Our competitiveness is based on active marketing as well as on new, more competitive products. All in all, investments in the future still continue to be large.

Our operations in the USA started to make a significant profit during the previous year. This positive trend was especially affected by two large one-off projetcs, which were carried out during the spring and summer. In addition, improved demand in the major customer sector substantially raised production quantities. During the autumn, however, profits were impaired by modifications to the models made by the principals, which caused breakdowns in our production. The customer base has been extended, but it will take some time before a large increase in production quantities and profit can be expected. During the first months of the present year the surface treatment equipment was renewed, which will enable an extension of the customer base. Investments in production will also continue during the present year.

The problem with the plastic product sector continues to be that growth in turnover has not been achieved. Our investments in marketing personnel have not met targets and we have had to adjust fixed costs. The strategy-based division of the product range into the Palaset line (hangers, baskets, desktop) and the Piggies campaign products (money boxes, key rings) continues to be the operating principle. Extending the customer base, developing the product range and upscaling automation constitute the chief means of turning the result into profit. Systematic development and more active marketing are the keys to extend the customer base and improve profitability. Several new products are being introduced to the market this year. The Palaset and Piggies lines are being supplemented with clothes hangers and new customer-oriented money box models. During the past years production machinery has been renewed and automation increased, and this will continue in the future as well.

Management of the three separate divisions continues to be a tough challenge in our Group. The pressures of change affecting our business environment have increased continuously. This requires a greater willingness from us to anticipate the future and the courage to implement the measures that are expected of us by the customers and shareholders. Continuous improvement only occurs through change. Our aim is to be the best alternative for the customer for the products in each of our sectors. This requires us to have a firm, positive attitude as well as the desire to strive towards this objective. The prerequisites are good, as basically things are in a good state in each sector. Our most essential aim still remains to focus on core competences and to simplify operating processes. Long-term, systematic operations are the key to success now and in the future.

Helsinki, March 2001
Jari Bachmann
Managing Director

## Administration

Kasola Oyj<br>Board of Directors<br>Heikki Bachmann<br>Claes Charpentier<br>Jaakko Mattila<br>Juha Oikarinen<br>Jari Bachmann

## Kaso Oy

Managing Director
Kaipio Oy
Managing Director
Jari Bachmann

## Fab-Tech Industries, Inc.

Managing Director
Jorma Härkönen

## MK-Tresmer Oy

Managing Director
Seppo Kalsta

## Auditors

Tilintarkastustoimisto Idman \& Vilén Oy,
Authorized public accountants
Principal Auditor Markku Uotinen, Authorized public accountant
Geo.G.Scott \& Co (USA)
James \& Cowper (UK)

## Group Key Figures

| Operations 8 | 1996 | 1997 | 1998 | 1999 | 2000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 8 months |  |  |  |  |
| Turnover, FIM k change \% | 62317 | 118384 | 114623 | 92881 | 109209 |
|  | $-42.4 \%{ }^{1)}$ | +90.0\% | -3.2\% | -19.0\% | +17.6\% |
| Operating profit, FIM k \% of turnover | 3411 | 9710 | 7172 | 3236 | 7748 |
|  | 5.5\% | 8.2\% | 6.3\% | 3.5\% | 7.1 \% |
| Profit before extraordinary items, FIM k \% of turnover | 1361 | 7284 | 4235 | 1415 | 5885 |
|  | 2.2\% | 6.2\% | 3.7\% | 1.5\% | 5.4\% |
| Profit before appropriations and taxes, FIM k \% of turnover | k 1361 | 7084 | 4235 | 1976 | 5885 |
|  | 2.2\% | 6.0 \% | 3.7\% | 2.1\% | 5.4\% |
| Profit before extraordinary items ./.taxes, FIM \% of turnover | M k 501 | 6657 | 3096 | 577 | 4323 |
|  | 0.8\% | 5.6\% | 2.7\% | 0.6\% | 4.0\% |
| Return of equity (ROE), \% | $1.1 \%^{1)}$ | 13.8\% | 6.0\% | 1.1\% | 7.6\% |
| Return of Investment (ROI), \% | $3.6 \%^{1)}$ | 10.4\% | 7.4\% | 3.1\% | 7.2\% |
| Equity ratio, \% | 43.4\% | 47.4\% | 45.5\% | 46.4\% | 48.4\% |
| Net gearing, \% | 89.0\% | 63.4\% | 68.7\% | 61.4\% | 53.4\% |
| Gross investments in fixed assets, FIM k $\%$ of turnover | 1836 | 2542 | 7688 | 4175 | 7398 |
|  | $2.9 \%{ }^{1)}$ | 2.2\% | 6.7\% | 4.5\% | 6.8\% |
| Consolidated balance sheet total, FIM k | 105095 | 109635 | 114197 | 117908 | 123262 |
| Average number of personnel | 210 | 230 | 231 | 182 | 183 |
| Share related 8 | 1996 | 1997 | 1998 | 1999 | 2000 |
|  | 8 months |  |  |  |  |
| Earnings / share (EPS), FIM | $0.19{ }^{\text {1) }}$ | 2.63 | 1.22 | 0.23 | 1.71 |
| Shareholders' equity / share, FIM | 17.88 | 20.05 | 20.50 | 21.36 | 23.31 |
| Dividend / share, FIM (adjusted) | 0.40 | 0.70 | 0.50 | 0.50 | 0.60* |
| Dividend / share, FIM (nominal) | 0.40 | 0.70 | 0.50 | 0.50 | 0.60* |
| Dividend / profit, \% | 210.5\% | 26.6\% | 41.0\% | 217.4\% | 35.1\% |
| Effective dividend yield, \% | 3.8\% | 4.8\% | 5.3\% | 6.5\% | 6.7\% |
| Price / earnings ratio, (P/E) | $56^{1)}$ | 5 | 8 | 34 | 5 |
| Issue-adjusted average no. of shares, k | 2530 | 2530 | 2530 | 2530 | 2530 |
| Issue-adjusted year end no. of shares, k | 2530 | 2530 | 2530 | 2530 | 2530 |
| Share performance 8 | 1996 | 1997 | 1998 | 1999 | 2000 |
|  | 8 months |  |  |  |  |
| A-share price on the I-list, FIM |  |  |  |  |  |
| -highest share price | 11.00 | 17.00 | 23.20 | 12.49 | 11.89 |
| -lowest share price | 7.50 | 10.90 | 8.50 | 6.84 | 7.43 |
| -average share price | 9.26 | 14.16 | 17.91 | 8.91 | 9.16 |
| -year end share price | 10.65 | 14.40 | 9.50 | 7.73 | 8.92 |
| Market capitalization, FIM k, A-share | 23.7 | 32.1 | 21.2 | 17.2 | 19.9 |
| Trading volume of shares during accounting period on the I-list | 192332 | 331820 | 543846 | 262850 | 208785 |
| Trading volume of shares, \% | 8.6\% | 14.9\% | 24.2\% | 11.8\% | 9.3\% |
| Number of shareholders | 469 | 442 | 422 | 387 | 361 |

* $=$ proposal

1) The figures have not been adjusted and are therefore not comparable.

Figures for 1996-1997 have been calculated in accordance with previously valid regulations.

## Report by the Board of Directors

For the accounting period 1.1.2000-31.12.2000

## GROUP STRUCTURE AND BUSINESS ACTIVITIES

The Kaso Group's operations are divided into three business sectors, which are:

Security Products (Kaso Oy, Kaipio Oy)
Subcontracting and automated storage systems (Fab-Tech Ind.Inc.)
Plastic Products (MK-Tresmer Oy)
The Parent Company, Kasola Oyj, is responsible for the Group's financial management.
The subsidiary of MK-Tresmer operating in the UK was closed down.

Consolidated turnover amounted to FIM 109.2 m, which represents a growth of FIM 16.3 m on the previous year. Turnover was increased by the USA operations and the strong dollar. Turnover by company was divided as follows:

|  | FIM, k |
| :--- | ---: |
| Kasola Oyj | $\mathbf{4 , 1 0 1}$ |
| Kaso Oy | $\mathbf{3 8 , 4 8 8}$ |
| Kaipio Oy | $\mathbf{1 0 , 7 1 1}$ |
| Fab-Tech Ind.Inc. | $\mathbf{3 9 , 0 7 6}$ |
| MK-Tresmer Oy | $\mathbf{2 2 , 6 3 3}$ |
| MK-Tresmer Ltd. | $\mathbf{1 , 0 1 0}$ |
| - internal turnover | $\mathbf{- 6 , 8 1 0}$ |
| Consolidated turnover total | $\mathbf{1 0 9 , 2 0 9}$ |

Operations abroad accounted for $58 \%$ of the turnover $(52 \%)$ and the orderbook at the close of the financial year amounted to FIM 11.6 m (FIM 11.5m).

## THE SECURITY PRODUCT SECTOR

Domestic markets showed a positive trend last year. Building continued to burgeon, which substantially raised the demand for our products. Targets were again not met in export markets. Apart from some Eastern European markets results remained poor. Turnover amounted to FIM 47.5 m (FIM 43.4 m ) and operating profit to FIM 6.3 m (FIM 5.2 m ). Average staff numbered 67 employees (66). Our aim continues to be to increase our market share in Finland. Domestic marketing activity has grown due to the new operating models and operations have become more systematic due to a customer management system. The number of co-operation partners has grown, while new financing alternatives have increased interest in our products among customers.

In spring 2000 we started an investment programme in production, the first stage of which was to renew

Kaso's sheet processing equipment. The next stage, starting in January 2001, was to renew the coating line. This caused a brief halt in production, but the new line was started up in the beginning of March. The initial burglary and fire tests for a new generation security product were successfully passed and our aim is to start marketing in the beginning of the autumn. Marketing of the new tested clothes cabinet model was started during the spring. The most important product improvement is the sloping roof of the cabinet, which facilitates cleaning in staff facilities. In addition it is simple to connect the cabinet to the building's airconditioning system. The main focus of product development remains to be on the new generation security product and our aim is to upgrade the model into higher burglary security classes.

## SUBCONTRACTING AND AUTOMATED STORAGE SYSTEMS

Turnover grew by over $70 \%$ on the previous year. This was due to improved markets for our main principal and to two major projects, which comprised supplying Fuji Film with an industrial carousel storage system as well as a demanding subcontracting job for National Gypsum. Offers were tendered much more vigorously last year, and several orders were won from new manufacturing principals. Our principals' product lines were renewed to a great extent during the previous year. Modifications made by customers accumulated during the second half of the year, thus weakening the profits. This will further affect our profit for the first third of the present year. Turnover amounted to FIM 39.1 m (FIM 22.6 m ) and operating profit to FIM 3.4 m (-FIM 2.1 m ). Staff numbered on average 56 (53).
This year installation of new surface treatment equipment was carried out. This investment will provide us with new potential for winning new customers. In addition, in February we acquired a new bevelling machine to improve our throughput times and increase capacity. The most important aim is to further extend the customer base and improve profitability.

## THE PLASTIC PRODUCT SECTOR

The past year was one of heavy loss for the plastic product sector. This was due to a drop in turnover, which was not possible to halt. Marketing efforts did not produce results, which meant that expenditure, despite reorganisations, is too large. The Palaset product line achieved a positive success in export markets. Domestic sales, however, did not meet targets. Sales for the Piggies product line continued to diminish. Turnover fell by $16 \%$ on the previous year to FIM 22.7 m (FIM 26.9 m).Profitability considerably weakened in relation to the previous year with operating loss
amounting to -FIM 1.5 m (FIM 0.7 m ). Staff was on average 56 (59). In marketing it was not possible to attain adequate results by increasing sales staff. Sales prospects for new products are, however, positive. Investments to improve production continued according to plan.

## PROFITABILITY AND FINANCING

Profitability based on operating profit showed a clear improvement during the previous year. Both the security product and the subcontracting sectors performed well. On the other hand, operating profit for the plastic product sector collapsed, considerably reducing the Group's profit. Operating profit amounted to FIM 7.7 m , whereas it was just FIM 3.2 m for the previous year. Depreciations amounted to FIM 6.6 m , increasing slightly on the previous year due to investments on machinery and equipment. Financing expenditure remained at the level of the previous year. Liquidity was good for the entire year. Interest-bearing liabilities stood at FIM 50.4 m (FIM 51.3 m ) at the end of the year. The equity ratio was $48.4 \%(46.4 \%)$.

## INVESTMENTS

Investments grew considerably on the previous year, amounting to FIM 7.4 m (FIM 4.2 m ). Investments in the security product sector were mainly directed at sheet processing machinery in production. There were no investments on machinery and equipment in the subcontracting sector last year. A new injectionmoulding machine with automation was aquired in the plastic product sector. Investments in production will remain at a high level during the present year as well, as investments on the coating line, started at the beginning of the year, will rise to FIM 5 m .

## PRODUCT DEVELOPMENT

The first safes in the new generation of the security product family have been burglary and fire tested. The safes will be introduced on the market at the beginning of the autumn. An extension of the product family will take place at the beginning of next year. Although we have had to be flexible with the schedule, we believe the products will fulfil the targets placed on them. A significant improvement in the new model of clothes cabinets is its air-conditioning capability to comply with building regulations. The cabinets can be connected to the buildings' automatic air-conditioning system. The new sloping roof model also facilitates cleaning the cabinets and facilities. Expenditure on product development for the security product sector amounted to FIM 2.2 m . Actual expenditure on product development in the subcontracting sector came to only FIM 0.6 m . Product development in this sector was
mainly focused on improving the design and functionability of customer products. The plastic product sector introduced a new clothes hanger and a key ring on the market.

There are several new projects in progress and new products will be on the market during the year. Expenditure on product development for the plastic product sector amounted to FIM 0.8 m .

## ADMINISTRATION

The Parent Company's Board of Directors comprise Heikki Bachmann (Chairman), Claes Charpentier, Jaakko Mattila, Juha Oikarinen and Jari Bachmann. Jari Bachmann is the corporate president. The auditors are Tilintarkastustoimisto Idman \& Vilén Oy, Authorized public accountants with Markku Uotinen, Authorized public accountant, as the auditor in charge.

## BOARD AUTHORISATION

The Board has no currently valid authorisation concerning increasing share capital, granting option rights, taking out convertible debentures or acquiring or transferring its own shares.

## FUTURE PROSPECTS

The market outlook for the beginning of the year has somewhat weakened in all sectors. Ongoing investments on coating lines at Kaso Oy and Fab-Tech Ind.Inc. are reducing our turnover and impairing our profit for the first third of the year. As a result profit for the entire first part of the year will show a loss. We nevertheless believe that both turnover and profit will improve substantially during the next two thirds of the year. In addition new products placed on the market and investments in production will enhance our competitiveness. Investments in developing the business have, however, been exceptionally large during the first part of the year, which will result in profit for the entire year being down on the previous year.

## Group Income Statement

|  | Ref. | 01.01.00-31.12.00 | 01.01.99-31.12.99 |
| :---: | :---: | :---: | :---: |
| Turnover | 1,2 | 109208674.35 | 92880685.40 |
| Variation in stocks of finished goods and in work in progress |  | - 628528.39 | - 30597.80 |
| Other operating income | 4 | 4000735.00 | 4148827.58 |
| Raw materials and services |  |  |  |
| Raw materials and consumables |  |  |  |
| Purchases during the financial year |  | 24483867.83 | 20352213.01 |
| Variation in stocks |  | - 179457.70 | 761833.43 |
| External services |  | 4009623.50 | 4022572.46 |
| Raw materials and services total |  | 28314033.63 | 25136618.90 |
| Staff expenses |  |  |  |
| Wages and salaries |  | 36485203.75 | 33017772.95 |
| Social security expenses |  |  |  |
| Pension expenses |  | 4473225.55 | 4651486.75 |
| Other social security expenses |  | 4213526.29 | 3892953.26 |
| Staff expenses total |  | 45171955.59 | 41562212.96 |
| Depreciation according to plan | 5 | 6637711.09 | 6122136.51 |
| Other operating charges |  | 24708694.18 | 20942294.29 |
| Expenses total |  | 104832394.49 | 93763262.66 |
| Operating profit | 3 | 7748486.47 | 3235652.52 |
| Financial income and expenses |  |  |  |
| Interest and financial income |  | 1283755.14 | 898784.82 |
| Interest and financial expenses |  | - 3147394.41 | - 2719660.36 |
| Financial income and expenses total | 6 | -1863639.27 | - 1820875.54 |
| Profit before extraordinary items |  | 5884847.20 | 1414776.98 |
| Extraordinary items: |  |  |  |
| Extraordinary income |  | - | 560781.50 |
| Extraordinary items total | 7 | - | 560781.50 |
| Profit before appropriations and taxes |  | 5884847.20 | 1975558.48 |
| Change in depreciation difference |  | - 858099.73 | - 1245611.01 |
| Income taxes | 8 | - 1562148.84 | -837993.51 |
| Minority interest |  | - | -4869.06 |
| Profit / - loss for the financial year |  | 3464598.63 | -112915.10 |

## Group Balance Sheet

## ASSETS

## NON-CURRENT ASSETS

Intangible assets
Intangible rights
Goodwill
Intangible assets total

Tangible assets
Land and waters
Buildings
Machinery and equipment
Other tangible assets
Advance payments
Tangible assets total
Investments
Shares and holdings
Investments total

## NON-CURRENT ASSETS TOTAL

## CURRENT ASSETS

## Stocks

Raw materials and consumables
Work in progress
Finished products
Advance payments
Stocks total
Receivables
Short-term receivables
Deferred tax receivable 5
Accounts receivable
Loan receivables
Prepaid expenses and accrued income
Receivables total

Cash in hand and at banks

CURRENT ASSETS TOTAL
ASSETS TOTAL

| 5725356.68 | 5372815.43 |
| ---: | ---: |
| 1347555.37 | 1333525.15 |
| 3255226.33 | 2845898.10 |
| - | 12688.00 |
| 10328138.38 | 9564926.68 |
|  |  |
|  |  |
|  |  |
| 842708.00 | 820641.00 |
| 11089557.66 | 11228728.11 |
| 164304.81 | 164304.81 |
| 1812791.88 | 953071.45 |
| 13909362.35 | 13166745.37 |
| 18781856.33 | 17969892.79 |
| 43019357.06 | 40701564.84 |
| 1826394.84 | 117908261.73 |

## Group Balance Sheet

LIABILITIES AND
SHAREHOLDERS'S EQUITY

## SHAREHOLDERS' EQUITY

Ref.
31.12.2000
31.12.1999
25300000.00
25300000.00
14385000.00
8220918.59
1653173.84
4783369.18
3464598.63
1167000.00
58974060.24
152546.52
14385000.00 5934257.70
795077.69
7746947.71

- 112915.10
54048368.00
153773.90
324745.00
39211497.08
39536242.08
12026700.33
16782604.52
1073328.68
4169445.79
1419919.01
6429101.05
29874399.05
64135788.08
123262394.84
1068614.96
3880556.70
1208700.14
5985305.62
24169877.75
63706119.83
117908261.73


## Parent Company Income Statement

|  | Ref. | 01.01.00-31.12.00 | 01.01.99-31.12.99 |
| :---: | :---: | :---: | :---: |
| Turnover | 1,2 | 4101328.63 | 4091477.24 |
| Expenses |  |  |  |
| Staff expenses |  |  |  |
| Wages and salaries |  | 1769087.59 | 1787346.08 |
| Social security expenses |  |  |  |
| Pension expenses |  | 776303.06 | 838840.15 |
| Other social security expenses |  | 148391.44 | 131876.53 |
| Staff expenses total |  | 2693782.09 | 2758062.76 |
| Depreciation according to plan | 5 | 886086.27 | 920623.12 |
| Other operating charges |  | 972677.29 | 914329.62 |
| Expenses total |  | 4552545.65 | 4593015.50 |
| Operating loss | 3 | - 451217.02 | - 501538.26 |
| Financial income and expenses |  |  |  |
| Income from stake in Group companies |  | - | 1388888.00 |
| Interest and financial income |  | 2515602.10 | 2696906.97 |
| Interest and financial expenses |  | - 1464588.50 | -1338113.41 |
| Financial income and expenses total | 6 | 1051013.60 | 2747681.56 |
| Profit before extraordinary items |  | 599796.58 | 2246143.30 |
| Extraordinary items |  |  |  |
| Extraordinary income | 7 | 3500000.00 | 1006686.50 |
| Extraordinary expenses |  | - 1600000.00 |  |
| Extraordinary items total |  | 1900000.00 | 1006686.50 |
| Profit before appropriations and taxes |  | 2499796.58 | 3252829.80 |
| Additional depreciation | 5 | - | - 1455307.40 |
| Change in depreciation difference |  | -292662.38 | 1455307.40 |
| Income tax | 8 |  |  |
| Extraordinary items |  | - 551000.00 | - 281872.00 |
| Normal business |  | - 90133.00 | - 210072.00 |
| Profit for the financial year |  | 1566001.20 | 2760885.80 |

## Parent Company Balance Sheet

| ASSETS | Ref. | 31.12.2000 | 31.12.1999 |
| :---: | :---: | :---: | :---: |
| NON-CURRENT ASSETS |  |  |  |
| Intangible assets |  |  |  |
| Intangible rights |  | 98968.76 | 75599.44 |
| Intangible assets total | 1 | 98968.76 | 75599.44 |
| Tangible assets |  |  |  |
| Land and waters |  | 3990380.00 | 3990380.00 |
| Buildings |  | 15323162.53 | 16161828.12 |
| Tangible assets total | 1 | 19313542.53 | 20152208.12 |
| Investments |  |  |  |
| Holdings in Group companies | 2 | 21057880.10 | 21057880.10 |
| Receivables from Group companies | 3 | 26194911.50 | 29426980.00 |
| Other shares and holdings |  | 70000.00 | 70000.00 |
| Investments total |  | 47322791.60 | 50554860.10 |
| NON-CURRENT ASSETS TOTAL |  | 66735302.89 | 70782667.66 |
| CURRENT ASSETS |  |  |  |
| Receivables |  |  |  |
| Short-term receivables |  |  |  |
| Receivables from Group companies | 3 | 2000000.00 | 2000000.00 |
| Prepaid expenses and accrued income | 3 | 3784721.55 | 1527072.73 |
| Receivables total |  | 5784721.55 | 3527072.73 |
| Cash in hand and at bank accounts |  | 14149825.34 | 12587341.70 |
| CURRENT ASSETS TOTAL |  | 19934546.89 | 16114414.43 |
| ASSETS TOTAL |  | 86669849.78 | 86897082.09 |

## Parent Company Balance Sheet

## LIABILITIES

Ref.
31.12.2000
31.12.1999

## SHAREHOLDERS' EQUITY

Share capital
Reserve fund
Accumulated profit from previous years
Profit for the financial year

## SHAREHOLDERS' EQUITY TOTAL

## ACCUMULATED APPROPRIATIONS

Depreciation difference

## ACCUMULATED APPROPRIATIONS TOTAL

## LIABILITIES

Long-term liabilities
Loans from financial institutions
Long-term liabilities total
Short-term liabilities
Loans from financial institutions
Accounts payable
Debt to Group companies
Other liabilities
Accruals and deferred income
Short-term liabilities total

LIABILITIES TOTAL
SHAREHOLDERS' EQUITY, ACCUMULATED APPROPRIATIONS AND LIABILITIES TOTAL
292662.38
25300000.00
14385000.00
8165799.13
1566001.20
49416800.33

| 24000000.00 | 31000000.00 |
| ---: | ---: | ---: |
| 24000000.00 | 31000000.00 |
|  |  |
| 5194911.50 | 2000000.00 |
| 39653.90 | 21409.07 |
| 6775000.00 | 3475000.00 |
| 213248.76 | 189804.70 |
| 737572.91 | 1095069.19 |
| 12960387.07 | 6781282.96 |

36960387.07
86669849.78
49115799.13
25300000.00
14385000.00
6669913.33
2760885.80
2000000.00
21409.07
189804.70
6781282.96
37781282.96
86897082.09

## Notes to Financial Statements

## ACCOUNTING PRINCIPLES

## Companies included in consolidated accounts

The Group comprises the parent company, Kasola Oyj, and the subsidiaries Kaso Oy, Kaipio Oy, MK-Tresmer Oy, the USA-based Fab-Tech Industries Inc. and MK-Tresmer Ltd. based in the UK.

## Consolidation principles

The consolidated accounts have been drawn up using the acquisition accounting method. The difference between the acquisition price of the shares in the subsidiaries and the shareholders' equity has been presented under Group goodwill. Minority interest has been recorded separately from Group shareholders' equity and profit and displayed as an item in itself.

Intragroup receivables and payables, internal margins included in inventories, sales and purchases and other incomes and expenditures between the companies have been eliminated.

## Transactions denominated in foreign currency

Receivables and liabilities denominated in foreign currency have been translated into Finnish marks using the exchange rates at balance sheet date.

The exchange rate differences for receivables and payables have been entered in the profit for the accounting period.
The translation difference in shareholders' equity between the balance sheet date and the moment of acquisition of the shares in subsidiaries has been entered as a separate item in shareholders' equity. The income statements of overseas subsidiaries have been translated into Finnish marks using the exchange rates at balance sheet date.

## Valuation of fixed assets

Fixed assets have been recorded in the balance sheet at acquisition cost less depreciation according to plan. Depreciation according to plan has been calculated on a straight-line basis according to the estimated useful life of the assets. The period for depreciation takes into account the first use of the asset. The book value of shares in subsidiaries based on acquisition cost have been reduced to comply when necessary with the going value.

The periods for depreciation are as follows:

## Buildings

30-40 years
Machinery and equipment 5-10 years
Other long-term expenditure 5-10 years
Goodwill 5-15 years

## Valuation of inventories

Items recorded under inventories have been valued according to FIFO principles at acquisition cost or at the lower of replacement cost or probable market price. The acquisition cost of own manufacture under inventories has been set according to acquisition or direct manufacturing costs.

The value of inventories for the subsidiary operating in the USA takes into account the share of indirect acquisition and manufacturing costs.

## Research and development expenses

Research and development expenditure has been entered as an annual expense for the year the expenditure was incurred.

## Accrued pension expenses

Pension cover for staff in Group companies has been managed by pension companies.

## Deferred taxes

Deferred tax liability or receivable has been calculated according to the timing differences between taxation and the annual accounts using the confirmed tax rate at balance sheet date.

## NOTES TO INCOME STATEMENT FIM k

| 2000 | GROUP | PARENT COMPANY |  |
| :---: | :---: | :---: | :---: |
| 47456 | 43380 |  |  |
| 39076 | 22635 |  |  |
| 22676 | 26866 |  |  |
|  |  | 1713 | 1703 |
|  |  | 2388 | 2388 |
| 109209 | 92881 | 4101 | 4091 |
| 46084 | 45260 | 4020 | 4020 |
| 20496 | 22178 |  |  |
| 42274 | 25257 | 81 | 71 |
| 354 | 186 |  |  |
| 109209 | 92881 | 4101 | 4091 |
| 6302 | 5216 |  |  |
| 3357 | -2 073 |  |  |
| - 1459 | 731 |  |  |
| - 451 | -638 |  |  |
| 7748 | 3236 |  |  |
| 2169 | 1620 |  |  |
| 1161 | 1115 |  |  |
| 671 | 1413 |  |  |
| 4001 | 4148 |  |  |
| 295 | 248 | 48 | 82 |
| 250 | 237 |  |  |
| 2619 | 2576 | 838 | 838 |
| 3422 | 3030 |  |  |
| 52 | 30 |  |  |
| 6638 | 6122 | 886 | 920 |
| - | 5555 | - | 1455 |
|  |  | - | 1389 |
| 1284 | 899 | 823 | 669 |
|  |  | 1693 | 2028 |
| 1284 | 899 | 2516 | 4086 |
| 3147 | 2720 | 1375 | 1301 |
| - |  | 89 | 37 |
| 3147 | 2720 | 1464 | 1338 |
| - | 7 | - | 7 |
| - | 554 | - | - |
| - | - | 3500 | 1000 |
| - | - | - 1600 | - |
| - | 561 | 1900 | 1007 |

8. Income tax
On normal business activities
On extraordinary items
Change in deferred tax liability
TOTAL
Maximum tax allowed by accounting ordinance $2: 6$ 3)

## NOTES TO BALANCE SHEET

## 1. Intangible and tangible assets

Intangible rights:
Acquisition cost 1.1.
Increases
Acquisition cost 31.12.
Accumulated plan depreciation 31.12.
Book value 31.12.

Goodwill:
Acquisition cost 1.1.
Acquisition cost 31.12.
Accumulated plan depreciation 31.12.
Book value 31.12.
Land:
Acquisition cost 1.1.
Written - down value 31.12.
Revaluations
Book value 31.12.
The revaluation is based on expert valuation of the going value of the land calculated according to the productive value method.

## Buildings:

Acquisition cost 1.1.
Increases
Acquisition cost 31.12.
Accumulated plan depreciation 31.12.
Book value 31.12.
Accumulated difference in total and plan depreciation before deferred tax 1.1.
Depreciation difference increase
Depreciation difference decrease
Accumulated difference in total and plan depreciation before deferred tax 31.12.

Machinery and equipment:
Acquisition cost 1.1.
Increases
Decreases
Acquisition cost 31.12.
Accumulated plan depreciation 31.12.
Book value 31.12.
Share of production machinery and equipment
Accumulated difference in total and plan depreciation before deferred tax 1.1.
Depreciation difference increase
Depreciation difference decrease
Accumulated difference in total and plan depreciation before deferred tax 31.12.

| 2358 | 2048 |
| ---: | ---: |
| 181 | 176 |
| 2539 | 2224 |
| 1644 | 1303 |
| 895 | 921 |

3563
3563

## 3749

3062

|  |  | GROUP | PARENT COMPANY |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 0}$ | $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ |
| Other tangible assets: |  |  |  |
| Acquisition cost 1.1. | 587 | 562 |  |
| Increases | 65 | 173 |  |
| Acquisition cost 31.12. | 652 | 735 |  |
| Accumulated plan depreciation 31.12. | 408 | 473 |  |
| Book value 31.12. | 244 | 262 |  |

## 2. Investments

| Group companies | Group <br> stake $\%$ |
| :--- | ---: |
| Kaso Oy, Helsinki | 100 |
| Kaipio Oy, Tampere | 100 |
| Fab-Tech Industries Inc. USA | 100 |
| MK-Tresmer Oy, Helsinki | 95 |
| MK-Tresmer Ltd. UK | 95 |

## 3. Receivables

Loans receivable from Group companies
Accrued receivables from Group companies

Accrued receivables essential items

- Group contribution


## 4. Shareholders' equity <br> rs equity

Share capital, K series
Share capital, A series

Share capital total
Reserve fund
Translation difference
Accumulated profits from previous years
Distributed dividends
Profit /-loss for the year
Share of allocations recorded in shareholders'
equity

| 3000 | 3000 |
| ---: | ---: |
| 22300 | 22300 |
| 25300 | 25300 |
| 14385 | 14385 |
| 8221 | 5934 |
| 6049 | 9012 |
| -1265 | -1265 |
| 3464 | -113 |
|  |  |
| 1653 | 795 |
| 1167 | - |
| 58974 | 54048 |

Share capital, K series
Share capital, A series

1167
TOTAL

58974 stake \%

100
100
100
95
95

## Parent company

 stake \%100
0
100
95
5

| 28195 | 31427 |
| ---: | ---: |
| 3637 | 1246 |
|  |  |
| 3500 | 1000 |

1000

| 3000 | 3000 |
| ---: | ---: |
| 22300 | 22300 |
| 25300 | 25300 |
| 14385 | 14385 |
| - | - |
| 9431 | 7935 |
| -1265 | -1265 |
| 1566 | 2761 |
|  | - |
| 49417 | 49116 |

Subordinated loan:
The subsidiaries have been granted a product development capital loan of FIM $1,850,000$, of which FIM $1,167,000$ has been raised. The company has a capital loan of FIM $1,167,000$. The principal terms are:

- the loan period is eight (8) years, of which the first three are exempt from repayments.
- the capital may only be otherwise returned if there is complete cover for restricted shareholders' equity in accordance with the company's confirmed balance sheet for the last completed accounting period.
- interest can only be paid if the amount payable can be used for distribution of profits in accordance with the company's confirmed balance sheet for the last completed accounting period.
The loan will be paid on an annuity basis within five years starting 2003 provided that the above mentioned terms are fulfilled. Interest rate for the loan is one percent below the base rate valid for the period, however at least 3.0 percent. Accumulated interest, not recorded as expenditure, amounts to FIM 27,961.30.

| Distributable assets: |  |  |
| :---: | :---: | :---: |
| Accumulated profits | 6049 | 9012 |
| Distribution of dividend | - 1265 | - 1265 |
| Profit for the year | 3464 | - 113 |
| Interest on the capital loan not recorded as expenditure | - 28 | - |
| TOTAL | 8220 | 7634 |
| 5. Deferred taxes |  |  |
| Deferred tax receivables | 843 | 821 |
| Deferred tax liabilities | 675 | 325 |

Confirmed losses incurred by the susidiary operating in the USA have not been regarded in preparing deferred tax receivables.

|  | 2000 | $\begin{array}{r} \text { GROUP } \\ 1999 \end{array}$ | PARENT COMPANY |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2000 | 1999 |
| 6. Long-term liabilities |  |  |  |  |
| Loans due in five years or more |  |  |  |  |
| Loans from financial institutions | 10000 | 10000 | 10000 | 10000 |
| Interest-bearing and non-interest-bearing liabilities |  |  |  |  |
| Interest-bearing | 50369 | 51238 | 35970 | 36475 |
| Non-interest-bearing | 13767 | 12468 | 990 | 1306 |
| TOTAL | 64136 | 63706 | 36960 | 37781 |
| 7. Short-term liabilities |  |  |  |  |
| Essential items for accrued liabilities: |  |  |  |  |
| Staff social expenditure periodisation | 5681 | 4426 |  |  |
| Other | 748 | 1559 |  |  |
| TOTAL | 6429 | 5985 |  |  |
| OTHER SUPPLEMENTARY INFORMATION |  |  |  |  |
| Pledges given by the Group |  |  |  |  |
| Loan for which real-estate has been mortgaged as collateral |  |  |  |  |
| Loans from financial institutions | 50369 | 51238 | 29195 | 33000 |
| Mortgages given | 56210 | 54371 | 15080 | 15080 |
| Other assets pledged |  |  |  |  |
| Pledged securities | 40 | 31 |  |  |
| Instalment agreements | 7692 | 5526 |  |  |
| Book value of fixed assets acquired through |  |  |  |  |
| Instalment agreements | 9885 | 6743 |  |  |
| The instalment agreement contains a condition for the retention of property. |  |  |  |  |
| Rental sales repurchase commitment | 231 | - |  |  |
| Amounts payable on leasing agreements |  |  |  |  |
| Payables for accounting period 2001 | 1244 | 1175 | 114 | 170 |
| Payable later | 2071 | 2209 | - | 114 |

Leasing agreements are 3-5 year contracts with no condition for redemption

## SUPPLEMENTARY INFORMATION ON STAFF AND CORPORATE BODIES

| Staff average number | $\mathbf{2 0 0 0}$ |
| :--- | ---: |
| Salaried staff | 49 |
| Wage earners | 134 |
| TOTAL | 183 |


| GROUP | PARENT COMPANY |  |
| ---: | :---: | ---: |
| $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ | $\mathbf{1 9 9 9}$ |
| 57 | 4 | 4 |
| 125 | - | - |
| 182 | 4 | 4 |

## Transaction details

The Group company, MK-Tresmer Oy, has signed a rental agreement with Kijar Oy concerning real estate owned by the latter. The rental figure is FIM $1,050 \mathrm{k}$ per year

| Management salaries and fees |  | GROUP | PARENT COMPANY |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 0}$ | $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ | $\mathbf{1 9 9 9}$ |
| Managing Directors | 1978 | 2299 |  | 110 |
| Board members | 193 | 181 | 135 |  |
| TOTAL | 2171 | 2480 |  |  |

## Retirement commitments for board members and managing director

The retirement age of the managing directors of Group companies is 60-65 years of age.

## Statement of Cashflows

FIM k
Operations cashflow
Sales revenues
Other income
Operational expenditur
TOTAL
Financial items
Taxes
TOTAL
Extraordinary items
Operations cashflow

## Investments cashflow <br> Investments <br> Investments decrease <br> Investments cashflow <br> Cashflow before financing

## Financing cashflow

Change in long-term loans
Change in short-term loans
Dividends paid
Financing cashflow

Change in liquid assets
Liquid assets 01.01.
Liquid assets 31.12.
2000
109353
4001
-98502
14852
-1830
-1286
11736
-
11736

7398

$$
\begin{array}{r}
-5275 \\
3014 \\
-1265 \\
-3526 \\
\\
812 \\
17970 \\
18782
\end{array}
$$

## Key Figure Calculation Formulas

## Key figures for operations:

| Return on equity $\%=100 \mathrm{x}$ | Profit before extraordinary items ./. taxes <br> Shareholders' equity + minority interest (ave.) |
| ---: | :--- |
| Return of investment $\%=100 \mathrm{x}$ | Profit before extraordinary items <br> + financial expenditure |
| Equity ratio $=100 \mathrm{x}$ | - non-interest-bearing liabilities (ave.) <br> Shareholders' equity + minority interest sheet total - advance payments received |
| Net gearing $=100 \mathrm{x}$ | Interest-bearing liabilities - cash and bank accounts |
| Shareholders' equity + minority interest |  |

## Key figures for shares:

Earnings $/$ share $=\quad$ Profit before extraordinary items
./. taxes +/- minority interest
Average of adjusted number of shares for the year

| Shareholders' equity $/$ share, FIM $=$ | $\frac{\text { Shareholders' equity }}{\text { Adjusted number of shares at balance sheet date }}$ |
| ---: | :--- |
| Dividend / share, FIM $=$ | $\frac{\text { Total Dividends }}{\text { Adjusted number of shares }}$ |

Dividend $/$ profit $\%=100 \times \quad$ Dividend per share
Profit per share
Effective dividend yield \% = 100 x
Dividend per share
Share trading price at balance sheet date
Price earnings ratio $(\mathrm{P} /$ E ratio $)=$
Share trading price at balance sheet date
Earnings per share for accounting period

## Shares and shareholders

Kasola Oyj's shares have been quoted since 16.12.1987 on the Helsinki Stock Exchange on the I list with ArosMaizels Oyj as market maker.

The nominal value of a share is FIM 10. K series shares entitle owner to 20 votes at the general meeting of the company and A series to 1 vote.


The company's board members and managing director owned $20.6 \%$ of the shares with $\mathbf{6 1 . 7}$ \% of votes on 31.12.2000. Board members and the managing director owned $40.9 \%$ of shares with $68.0 \%$ of votes through personal ownership and their authorised companies.

## Board's Proposal for Distribution of Profits

The company's disposable funds amount to FIM 8,220,000. The parent company's profit for the accounting period is FIM $1,566,001.20$. The board proposes to the annual general meeting that a dividend of FIM 0.60 per share, at a total of FIM 1,518,000, be distributed for the accounting period, and that the remainder of the profit for the accounting period be transferred to the accumulated profit from previous years account.

Helsinki, 21 March 2001

Heikki Bachmann
Juha Oikarinen

Claes Charpentier
Jari Bachmann
Managing Director

## Auditors' Note

The financial statements have been prepared in accordance with good accounting practice. An Auditors' Report will be submitted on the audit carried out.

Helsinki, 21 March 2001
Tilintarkastustoimisto Idman \& Vilén Oy
Authorized public accountants
Markku Uotinen, Authorized public accountant

## Auditors' Report

To the shareholders of Kasola Oyj
We have audited the accounting, the financial statement and the corporate governance of Kasola Oyj for the period 1.1.2000-31.12.2000. 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 corporate governance.

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 corporate governance is to examine that the members of the Board of Directors and the Managing Director have legally complied with the rules of the Companies 'Act.

In our opinion the financial statements have been prepared in accordance with the 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 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 adobted 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 distribution of retained earnings is in compliance with the Companies' Act.

Helsinki, 21 March 2001
Tilintarkastustoimisto Idman \& Vilén Oy
Authorized public accountants
Markku Uotinen, Authorized public accountant

## Announcements to Shareholders

## Annual General Meeting

The Annual General Meeting of Kasola Oyj will be held at the training facilities of Kaso Oy, Lyhtytie 2, 00750 Helsinki, on 11 April 2001 at 15.00.

Advance notification of attendance must be received by letter or by phone by 6 April 2001 at the latest:
Kirta Forsström, tel. 09-3468 228.

## Financial Information

Kasola Oyj will publish two interim reports on the business for four and eight months on 8 June 2001 and 5 October 2001, respectively, as well as an annual report in March 2002.

## Share register

A list of shareholding register for all shares and shareholders is kept by Suomen Arvopaperikeskus Oy. Shareholders must notify the particular register holding their book-entry account about any change of address, pledges and other such matters affecting their shareholding.

