









# A FINANCIALLY STRONG IT AND TELECOMMUNICATIONS TECHNOLOGY GROUP



Yomi's software and system solutions, based on information technology and telecommunications, enhance the operations of its customer companies and improves their competitiveness. Yomi's competitive advantages are based on its unique role in a lookout spot of the value chain of the ICT business. The wide-ranging customer and interaction interface with corporate and private customers, operators serving them, and the industry manufacturing the equipment and software gives Yomi a solid foundation for developing customer-oriented solutions.

Yomi, listed at the Helsinki Exchanges, is a centre of expertise of the Elisa Group and a strong regional telecommunications operator based in Central Finland.

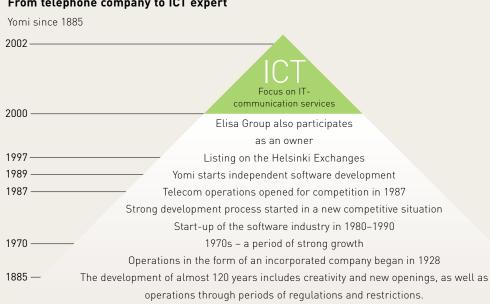
#### Information and Communications Technology – ICT

The central application areas in Yomi's ICT expertise are real-time business, software for intelligent terminals, multi-channel communication solutions and management of information networks, as well digital, mobile and network services.

#### **Growth-oriented Yomi**

The Yomi Group is growing through development of its technological expertise and resources, as well as organic growth and acquisitions. The weight of IT operations is being increased in the Group, and internationalisation is being implemented through partnerships. The objective is to achieve the status of a major European ICT software house.

- The Group's structure was determinedly modified to correspond to the strategy, and IT operations were strengthened through business acquisitions complementing the company's expertise and range of products. Business operations that were not part of the core business were divested.
- The company's market position, based on the strong IT and telecommunication expertise was further strengthened, particularly in the telecom-segment. The product offering by the Software Products business area to mobile operators and OEM customers was supplemented.
- The company successfully launched new software products into the telecom operator environment.
- During the year, the company established several new customer relations and partnerships. The OEM agreement with Samsung opens up wide international opportunities.
- The number of broadband and cable network subscriptions in the Telecom Operations business area grew substantially, which boosted network traffic.



#### From telephone company to ICT expert

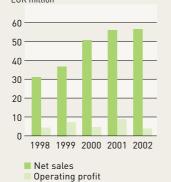
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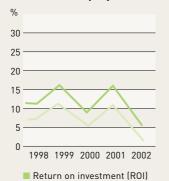
## THE YEARS 1998-2002 IN GRAPHS

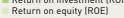
Net sales and operating profit 1998–2002





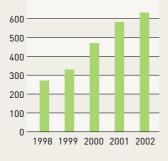
## Return on investment and return on equity 1998–2002

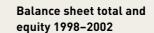


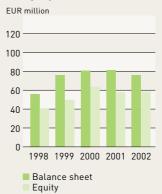


Personnel on average 1998-2002

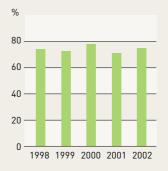
Persons



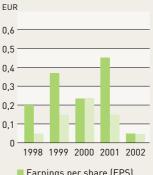




#### Equity/assets ratio 1998–2002



## Earnings and dividends per share 1998–2002



Earnings per share (EPS)
 Dividends per share (2002 the Board's proposal)

## KEY FIGURES 1998–2002

	1998	1999	2000	2001	2002
Economic development of the Group					
Income statement information					
Net sales, EUR million	30.8	37.4	50.3	57.8	57.9
Change in net sales, %	14.5	21.7	34.3	14.2	0.2
Operating profit, EUR million	4.5	7.3	4.7	9.3	3.9
as % of net sales	14.7	19.4	9.4	16.1	6.7
Profit before extraordinary items, EUR million	4.3	7.7	5.5	10.5	2.7
as % of net sales	14.1	20.6	10.9	18.3	4.6
Profit before taxes, EUR million	4.7	12.6	22.5	10.5	2.7
as % of net sales	15.1	33.6	44.7	18.3	4.6
R & D expenditures	-	2.4	3.4	2.3	4.0
as % of net sales	-	1.1	1.1	0.7	6.9
Balance sheet information					
Balance sheet total, EUR million	54.9	67.1	81.6	81.7	77.7
Shareholders' equity, EUR million	40.8	49.3	64.7	59.0	58.6
Minority share	0.1	0.1	-	0.5	0.6
Liabilities, total, EUR million	14.1	17.7	16.9	22.2	18.5
Share of subscriber loan, EUR million	0.6	-	-	-	-
Loans from financial institutions, EUR millior		2.1	1.6	1.3	1.2
Deferred tax liability, EUR million	3.4	3.5	3.4	2.6	2.6
Other long-term debts	-	-	-	1.2	1.2
nterest-free debts, EUR million	10.6	15.6	15.3	19.7	16.1
Short-term liabilities, EUR million	7.1	12.1	12.0	17.0	14.1
nvestments, EUR million	8.2	12.0	10.9	19.5	8.3
as % of net sales	26.6	32.1	21.8	33.9	14.3
Key indicators					
Return on investment (ROI), %	11.7	16.4	9.5	16.4	5.8
Return on equity (ROE), %	7.4	11.8	5.9	11.1	1.7
Equity ratio, %	74.4	73.6	79.3	72.8	76.2
Quick Ratio	1.8	1.5	1.7	1.7	1.3
Personnel on average	277	327	471	581	621
Dividend payments, EUR million	0.6	2.1	3.5	2.2	0.6*
<b>Key indicators, per share data</b> Earnings/share, EUR	0.20	0.37	0.23	0.45	0.05
Dividend/share, EUR	0.20	0.37	0.23	0.45	0.05
Dividend/earnings, %	20.2	27.0	54.2	31.1	80.0*
Dividend yield, %	0.9	1.6	2.1	2.5	1.5
Equity/share, EUR	2.85	3.45	4.48	3.86	3.71
Price earnings ratio (P/E)	2.85	3.45	4.48	3.86	51
-	14,317,370		14,434,120		15,785,405
Adjusted number of shares Number of shares					
	2,863,474		14,434,120		15,804,456
Price of share on 31 Dec, EUR	4.71	9.38	6.10	5.65	2.80
Market capitalisation, EUR million	67.4	134.2	88.0	86.5	44.3
Turnover of shares, number	14,202,145	5,225,210	4,387,882	1,307,244	897,165
Turnover of shares, % *The Board's proposal	99.1	37.01	30.8	8.5	5.7

\*The Board's proposal

Yomi's new strategy has been constructed phase by phase over several years. Development has been boosted by strengthening the share of IT operations with strong product development and acquiring companies that fit in the strategy and have finished products, technology, customer relationships and expertise.

Yomi is being built into an expert company specialising in telecom software, and having sufficient means for internationalisation.



## REPORT OF THE PRESIDENT AND CEO

## A software company in telecommunications

As a software company operating in the interface of information technology and telecommunications, Yomi has the flexibility and agility of a small player and the resources of a larger corporation. The latter include a solid background and a steady cash flow. With the support of these features, the company strengthens its IT operations in line with its strategy within the framework of its own resources. Focusing on telecom software and services offered to companies, operators, network and equipment manufacturers in the Telecom cluster, as well as corporate and community customers, is a determined choice. Investments have been measured against the background of the company's size and market possibilities. The benefits of this focus will become visible in 2003.

Yomi's new strategy has been constructed phase by phase over several years. Development has been boosted by strengthening the share of IT operations with strong product development and acquiring companies that fit in the strategy and have finished products, technology, customer relationships and expertise. Elisa Communications Plc's holding in the company has created the opportunity to carry out the strategic change faster than would otherwise be possible. A company the size of ours must specialise. Yomi is being built into an expert company specialising in telecom software, and having sufficient means for internationalisation.

#### On the terms of the market

The development is based on various market trends leading to inevitable growth. Operators want to serve their existing customers better than before, as well as to expand their customer base. With Yomi's software, the operators can implement new services. Companies want their operations to be carried out in real time in a controlled manner. The same can be said of the society as a whole. The mobile phone has become a part of an information system, and the number of intelligent terminals is growing substantially. The need for suitable software for this equipment is increasing the demand for Yomi's products and expertise. Companies and their customers want to use network services independently of time and place. Companies and service providers are looking for solutions for managing electronic data flows.

The growth in the demand for telecom software and expertise opens great opportunities. With these prospects, both profit expectations and risks increase. Success can be attained through growth and expertise and skilful management of market-oriented product development. Although Yomi is undergoing a phase of major changes and investments, the operational result of the financial year 2002, before non-recurring items, showed a profit.

I would like to thank our customers, employees, partners and investors for their confidence in Yomi. Particularly pleasing last year were new customer relationships, which enable growth, and software solutions, which improve competitiveness and have been completed through long-term development and co-operation, and have been well-received by the customers. Internal cooperation in Yomi, for its part, has enabled resources to be allocated profitably, producing benefits for the customers. Yomi's opportunities to achieve its challenging targets were strengthened during the financial year 2002.

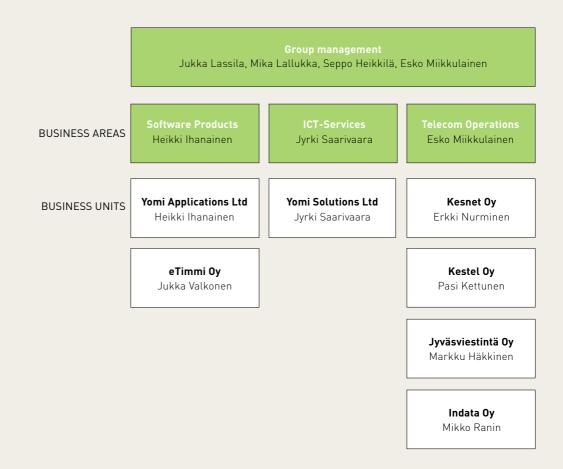
Jyväskylä, February 2003

Jukka Lassila

## BUSINESS STRUCTURE

The business areas of the Yomi Group are Software Products, ICT-Services and Telecom Operations. The business units in these areas, operating in the form of incorporated companies, offer services to their customers by providing software products, system solutions and telecom services. The customer base consists of mobile and fixed network operators, manufacturers of telecommunications equipment, companies constructing communication and data systems, and organisations and public administration, as well as telecommunications end-users.

#### Corporate structure 31 December 2002



## OPERATING ENVIRONMENT

## Revolution in the communications technology market

Communications technology - information technology and data communications - offers efficient ways of improving operating capacity and competitiveness for companies and organisations. The traditional telephone network, in its time, became the "largest machine of the world", connecting enterprises and citizens worldwide. The information highway, the Internet, supplemented traditional telecommunications services by interconnecting global data transfer in the same way that the telecom network connected voice transfer. New services developed for these networks, and for operating and integrating them have, in practice, revolutionised the way in which enterprises and individuals communicate and do business. A new market environment has emerged, offering openings for new types of players in the information and communication technologies, players that can combine the services of mobile terminals, the Internet, information systems and the traditional telecom network. It has been anticipated that the greatest revolution in this market yet remains to be seen.

#### **Growing market**

The communication technology market is undergoing strong growth. Corporations and individuals are demanding better services, personalised features and, in particular, accessibility regardless of geographical position and time zones. This presents new requirements with regard to the real-time quality of companies' information systems and processes, and opens new channels for the users of telecommunications connections.

Expansion of real-time operations requires, among other things, the construction of multi-

channel communication systems to meet the needs of a mobile office. Advanced customer and product support services demand that connection service functions be developed and implemented with solutions such as Help Desk, Call Center and the like. In order to expand the customer base and maintain customer loyalty, telecommunications operators are required to widen their range of products with more and more new added-value services.

#### Yomi solutions

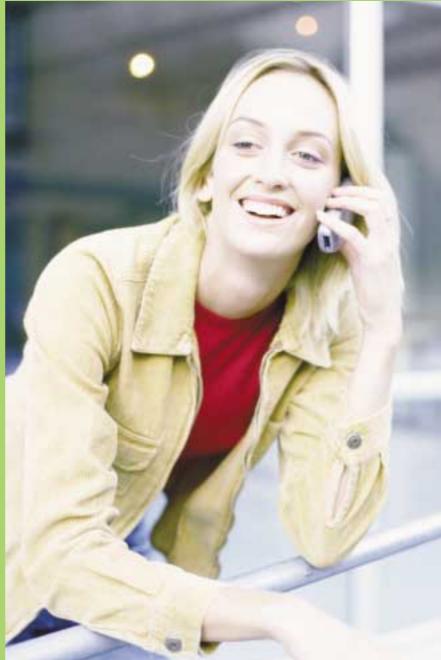
Yomi's strategy is adapted to this market environment. The direction of growth is clear and Yomi's solutions are designed for participating in selected special segments and focus area markets. For Software Products, the operations are global, the focus area of ICT-Services is in Finland, and Telecom Operations are concentrated in Central Finland.

Yomi has centralised its business in three business areas. Software Products serves mobile operators by offering them new value-added services. Multi-channel communication solutions enable the saving of e-mail messages, voice mail and fax messages in one single electronic mailbox, from which they can be downloaded with different terminals - for example, by listening to e-mail messages over the phone. ICT-Services offers software applications and system solutions utilising Yomi's software products to corporate customers, organisations and public administrations. Services based on new technology improve the utilisation of telecommunications networks and thus have a direct impact on the demand for the Telecom Operations business. This demand is also boosted through the new broadband and digital TV services offered to consumers.



### SOFTWARE PRODUCTS GROWTH THROUGH INTERNATIONALISATION

The ICT-software developed by Yomi allows mobile operators and service providers to offer their customers versatile value-added services and companies to carry out real-time communication in their business processes. The Yomi Mobile Communication Center (mobile office) product family is designed for the operator's business customers. With MCC, the operator can offer a mobile connection from different terminals to the customer company's private office systems. The Yomi Chat system offers private customers a real-time mobile chat service. Yomi's Universal Messaging software enables multichannel communication solutions for companies.





Key figures	2002	2001	Change, %
Invoicing, EUR million	4.3	2.1	109.8
Personnel	85	63	34.9

Share of net sales 2002



#### **Increased mobility**

Increasing mobility and the simultaneously growing need for constant accessibility support strong growth in the demand for the sector's products. Yomi's customer base is comprised of operators that have a nationally leading position and are internationally acknowledged. The weight of references and the proven performance of software products are Yomi's strongest sales arguments.

Yomi completed and expanded its range of product offering through two acquisitions during 2002: the purchase of the shares of Votek Oy strengthened resources in the area of Universal Messaging, and the purchase of the LPG business in the area of mobile office solutions. These new corporate products complemented Yomi's mobile solutions and strengthened human resources in the Pori and Helsinki offices.

#### **Growing markets**

In the global market, the number of users of Yomi's mobile office solution (Yomi Mobile Communication Center) is expected to grow strongly from today's figure of approximately 15,000 end users. The growth of the market is based on both the increase of intelligent terminals and companies' interest in enhancing their business through mobile office solutions. The Yomi Communication Centre solution is offered through customer operators to endusers, not only in Finland but also in Great Britain and Switzerland. The number of potential users in Europe alone is estimated to be over 3.5 million, of which approximately 1.5 million customers can already be reached through Yomi's current customer operators.

According to estimates, quick messaging

features will be integrated into 50 per cent of all business-supporting applications in the next few years. In Europe, the number of users of these features is currently about 3.6 million, and the number of users is expected to grow rapidly to exceed 60 million. SMS and chat services will develop into quick message services including voice features, such as teleconference functions, and open a whole new growth area for mobile operators.

Multi-channel communication solutions (Universal Messaging) enable one shared electronic mailbox for e-mail messages, voice messages and faxes, and the retrieval of these with different terminals – for example, through listening to e-mail messages over the phone. The multi-channel feature in Samsung's Contact 8.0 e-mail software is implemented by Yomi. The number of potential end-users of this OEM product created by Yomi through Samsung SDS is ten million.

#### **Favourable platform**

The main events in product business in 2002 were related to new customer relationships, strong growth in the demand for mobile office solution services, and the OEM agreement with Samsung SDS that opened a considerable international potential. The bases for future prospects are the worldwide growth in the demand for Yomi's services, the opening of new sales channels, and increasing sales forces. In producing mobile services, the major equipment manufacturers of the world invest in both mobile phone and PDA-systems. In this competitive situation, Yomi's advantage is its competence in both fields and, furthermore, the flexibility, agility and potential for growth as an internationally small player.



## ICT-SERVICES CUSTOMER-SPECIFIC COMPETITIVE EDGE



The ICT-Services business offers for major customers and software organisations and public network services and comprehensive software for the manufacturers of communications terminals and solutions, are a strong competitive orientation, high quality of project

Key figures	2002	2001	Change, %
Invoicing, EUR million	12.7	12.8	-0.5
Personnel	247	221	11.8

Share of net sales 2002





#### Agility advantage

The central challenge of the ICT-Service business, which started operating in its current form at the beginning of 2002, was to refine the structure and competitiveness of the versatile organisation and to direct the service supply to sectors corresponding to the strategy. Complementing the basis of competence to meet the service needs of the key customer groups required clear focusing of functions and rearrangement of operations. In 2002 the market environment was marked by cautiousness in starting new projects. This particularly resulted from the insecurity related to the direction of the development of the economy. Even in this situation, corporate customers expressed keen interest in introducing ICT-services, thanks to their business-enhancing qualities. Competition for new projects, however, proved to be extremely tight, as all competitors focusing on the domestic market operated in the same demand situation.

In the competitive biddings carried out, Yomi's main advantages included management of the comprehensive architecture of ICTsystems, strategic customer relationships, flexible operating methods, increasing costefficiency and, in comparison with the traditional players, the capacity for rapid renewal. Owing to its size and background, Yomi has the resources to serve its customers with a wide area of expertise, from software products, system integration, testing and subcontracting services to telecom operations.

#### **Clear focus**

As a consequence of the changes in the corporate structure and streamlining conducted during the year, the operating efficiency of the ICT-Services business has continued to improve. Through focusing operations on strategic customer segments and comprehensive services, Yomi has maintained its strong market position, regardless of general insecurity and fluctuation in the telecommunications business. Strong competence and the high quality of deliveries have further strengthened Yomi's position as a major ICT-player among telecommunications equipment manufacturers. Broad-based knowledge of the operations of telecommunications manufacturers and operators has been an advantage for Yomi as companies and organisations have been looking for new competitive edges in order to develop their processes by means of information and telecommunications systems.

New service concepts supporting companies in the sectors of industry, commerce and service in their efforts to develop customer service and aftermarket functions, for example through technical support, remote system diagnostics and electronic management of the flow of goods, have considerable potential for growth. Information systems independent of geographical location and time zones are characteristic of these projects. Yomi's comprehensive expertise in ICT is a strong competitive edge in solutions needed for this.

#### **Prospects for growth**

Growth prospects in the ICT-Services business are associated with the increasing significance of information and data communication technologies as a competitive tool among corporate customers. More and more advanced terminals enable new services and transfer an ever-increasing share of the processes supporting business operations into the wireless environment. The growth of electronic commerce and the increasing significance of different customer management systems also add to the demand for advanced software solutions. Promising long-term prospects are mainly overshadowed by the atmosphere of general insecurity that still prevails in the market at the beginning of 2003.



## TELECOM OPERATIONS INCREASING DEMAND FOR BROADBAND



Yomi's history in telecom operations dates back to the year 1885 when telephone operations started in the Jyväskylä region. The business, which was long subject to regulation, was opened for competition in 1987. The following rapid development made Yomi, earlier known as KSP Group Plc, which had been operating as a limited liability company since 1928, the first telecom company in Finland to be listed at the stock exchanges in 1997. Elisa's participation as the main owner of Yomi added to resources and increased cooperation with Elisa's network and telecom operator companies. In the corporate structure of the Yomi Group's telecom operations, business units operating in the form of companies take care of producing and supplying telecommunications and cable television services, as well as the constructing and maintenance of the network.

Key figures	2002	2001	Change, %
Invoicing, EUR million	43.3	43.1	0.6
Personnel	249	264	-5.7

Share of net sales 2002





#### **Competitive basic network**

The demand for telecommunications services has continued to be strong for a number of years. This is due to the strongly developing technologies of the business that show particularly in the increase of electronic communications and digital services. A versatile telecom network covering Yomi's own operating environment, as well as extensive market coverage, have given Yomi excellent opportunities to increase and diversify network services. Yomi's telecom services cover 90,000 different telecommunications connections, mainly in the Jyväskylä region. The services extend to almost 50,000 households and approximately 40,000 employees in workplaces.

The utilisation rate of the telecom network, which required substantial basic investments, is growing through the additional services enabled by new technologies. The transition into a mobile environment reduces the number of fixed line subscriptions but, at the same time, the use of the fixed network for broadband connections in order to utilise information technology is growing strongly. Also mobile networks are essentially based on the utilisation of the fixed network.

#### A year of broadband subscriptions

Broadband services showed a strong growth in Yomi's product supply in 2002. As a consequence of the strong increase in the number of subscriptions, Yomi is planning to create new value-added services for the broadband network. In addition, Yomi's network services are also offered to other operators. The increase in Cable TV subscriptions remained at a high level following the development of the Jyväskylä region as a growth centre in Central Finland. In practice, cable TV facilities have become standard in new buildings, which also results from preparations for the service channel possibilities inherent in digital television.

Corporate customers are developing their electronic commerce as well as different

customer service functions enabled by telecom networks. Customer support and service centres lean on well-functioning telecommunications. The service capacity and system competence required for major companies were strengthened by the acquisition of Indata Oy, a company specialising in developing Contact Centre operations. Directory and security businesses that were not part of the core business were divested.

#### Network in a key role

Yomi leases antenna services, telecom network and data transfer capacity to other operators. In addition Yomi constructs networks in Central Finland, Ostrobothnia, the province of Savo and the Oulu region. The share of external operators in the use of Yomi's network capacity already approaches one-third. The increase in the number of mobile terminals and the introduction of new network technologies require a substantial expansion of the base station network, which also adds to the demand for regional network services, thus improving the utilisation rate of the network. Telecom operations as a business is not susceptible to cyclical fluctuation, and new networks with new services will continue to support moderate growth.

#### New operating methods

For enterprises, the benefit from telecommunications primarily manifests itself in enhanced operating processes and improved customer service. Therefore, the integration of information technology and telecommunications continues to flourish. The importance of national customer relationships and added-value services is highlighted in the tightening competition for market shares. The convergence of telecommunications and information technology is believed to be changing the traditional categorisation of telecom operators into service operators and network operators. Yomi has assumed its market position with this in mind.



## REPORT OF THE BOARD OF DIRECTORS

#### Strategy

On 17 May 2000, the Board of Directors of the Yomi Group confirmed as its strategic intent to powerfully expand and increase the weight of IT operations and especially software products in the Group. The magnitude of the input over the next few years was to be approximately EUR 16 million (FIM 100 million). The emphasis would be on the sector where the expertise areas of information technology and telecom operations intertwine and the significance of mobile communications is highlighted. In compliance with the letter of intent drafted with the Elisa Group on 9 May 2001, Yomi will be built into a competence centre for this market segment and a highly specialised, listed software company.

Yomi's business operations are grouped into three business areas: Software Products, ICT Services and Telecom Operations. In each of these areas, incorporated business units serve their customers by providing systems and software solutions and telecom services based on the advanced communications technology products developed by the Group and the telecommunications network it has constructed. The key businesses have been enforced during the year and the Group's competence and customer base have been expanded through corporate restructuring. Non-core businesses have been divested. Through its structural change, Yomi has speeded up its development towards its targeted position as a significant European software company. Expanding the operator business is not regarded as a suitable strategic alternative for Yomi.

Yomi's strategic objectives are profitability, growth and internationalisation. The major expectations of the future are on the Software Products business. ICT Services and Telecom Operations represent a more stable development with regard to growth and profitability.

#### **Corporate restructuring**

At the beginning of 2002, Yomi acquired software businesses and related expertise to support its strategy. The acquired companies were Votek Oy, Indata Oy and the software business of LPG Innovations Oy.

During the third quarter of 2002, Yomi divested the directory business, a none-core business, and sold it to Fonecta Oy (formerly known as Sonera Info Communications). Also, the security business of Oy Atec-Security Ltd was sold to Estera Oy, a part of the Elisa Communications Corporation.

The Board makes the following special remarks regarding these transactions:

The acquisition of Votek Oy in December 2001 and January 2002 followed a Yomi initiative

and was a result of detailed negotiations. The value assigned to Votek was set by an external appreciation company in the summer of 2001. The financial- and due diligence-procedures were also carried out by an external party. Votek was sold to Yomi by 29 different owners. The biggest seller was Elisa Communications Oyj's subsidiary Soon Communications Oyj, that sold a 62.75% share of the company's stock for a price of EUR 3.3 million. The price was reduced by EUR 0.5 million on December 31, 2001 on the basis of the net worth and inventory valuation and on December 31, 2002 by EUR 1.1 million in line with the terms of the purchase agreement. In payment Yomi presented 10% of the shares in its formerly wholly-owned subsidiary Jyväsviestintä Oy to Soon at a price of EUR 0.8 million. The balance of the purchase sum was settled in cash. The shares of Jyväsviestintä were valued at market price following a determination by an external appreciation company.

Yomi acquired the balance of the shares in Votek from the other owners of the company in January 2002. In payment Yomi's Board decided on a directed new share issue in which 266,419 new Yomi shares at a subscription price of 5.52 euros/share were issued. For details, refer to the section changes in the share capital on page 31 of this Annual Report. The purchase price is to be adjusted by a maximum of EUR 1.9 million should the results for 2002–2003 exceed estimates. In 2002 that was not the case.

Yomi Applications Ltd acquired the product rights, other brands and copyrights of LPG Innovations Oy on April 16, 2002. For details, refer to the section Development activities on page 17 of this Annual Report.

Votek's net sales in the fiscal year 2001 were EUR 1.7 million and its operating loss in the same year was EUR 2.5 million. The combination of Votek's products with Yomi's product offering is a major move in the implementation of Yomi's published IT- strategy: The acquisitions of the share capital of Votek and the business operations of LPG have built a base for Yomi's current product range, customer relationships and software products business.

The acquisition of Indata Oy took place in the form of an exchange of shares. For details, refer to the section Changes in the share capital on page 31 of this Annual Report.

In the case of the security business the Board considered that it stood outside the core of Yomi's IT-operations and thus it authorised the sale of this business. The security business was sold on September 1, 2002 to Estera Oy, a subsidiary of Elisa Communications Plc, at a price of EUR 1.2 million. An external appreciation company carried out an evaluation of the sales price of the security business in the form of a Fairness Opinion -statement.

#### **Group structure**

The figures for the Software Products business for the year 2002 include Yomi Applications Ltd (formerly known as Votek Oy) and Yomi Vision Oy, which will be merged into it during 2003, as well as Fonetic Oy and Stemca Solutions Oy, fully owned subsidiaries of Yomi Applications Ltd. The figures for the year 2001 are those of the then product company Yomi Vision Oy.

The figures for the ICT Services business have been presented so that the figures for the year 2001 include both of the project companies owned by the Group at that time: Yomi Solutions Ltd and Yomi Fusion Oy. In 2002, the ICT services business is reported as a single entity for the entire year.

The Telecom Operations business comprises Kestel Oy, a fixed-network service operator in Central Finland, the network operator Kesnet Oy, and Lancom Solutions Oy, a company specialising in LAN solutions and installation (formerly known as Oy Atec Security Ltd), as well as Indata Oy, a company producing contact centre services. Cable TV operations include the cable TV operator Jyväsviestintä Oy and Jyväskylän Keskusantenni Oy, its fully owned subsidiary.

At the turn of the year, the structure has been further developed. Yomi Vision Oy's operations were integrated into Yomi Applications Ltd. Lancom Solutions Oy's operations were integrated into Kestel, and Fonetic Oy's operations into Indata Oy. Stemca Solutions Oy's name will be changed to eTimmi Oy, and the Timmi booking software business, formerly managed by Yomi Vision, has been transferred to the company. The changes carried out have no essential impact on the comparability of the figures of the business areas.

A decision was made to spin off the product development business of Yomi Applications Ltd to form a separate unit in Yomi Solutions Ltd. The transfer will be carried out on 1 April 2003 and it concerns approximately 40 employees. In the future, Yomi Applications Ltd will increase its focus on sales and product management in sectors defined by the strategy.

#### Market development

Yomi operates in a growth sector where information technology and telecommunications meet. Companies and organisations continue to build up their advanced information and telecom technologies in order to improve their competitiveness and ability to react in a global market environment. Business processes need to be carried out in real time and independently of time and place. Yomi's customers, telecom manufacturers and operators, support this development by offering their end users increasingly intelligent terminals with systems and services for operating in a mobile environment. To make full use of these, there is a need for advanced software applications and functioning information systems where telecommunication has a central role. Yomi's business areas and units serve precisely this purpose.

In 2002, Yomi invested even more than before in this market segment. Software Products complemented its services for mobile operators and concluded new, significant customer relationships. ICT Services streamlined its organisation and strengthened its position as a telecomoriented software supplier. Telecom Operations successfully launched new services and built up new business like network and antenna leasing, contracting and broadband data connections.

#### **DEVELOPMENT BY BUSINESS AREAS**

#### Software Products

Yomi expanded its software products business by combining the operations of the acquired Votek Oy and LPG-Innovations as well as Yomi Vision's operations into the Software Products business area. After acquisitions, the Group already has 50 operator customers. Corporate restructuring also generated products and technology that are in line with the strategy and already in the market, as well as the required competence. Furthermore, existing sales channels were strengthened. These measures considerably speeded up the start-up of operations according to the strategy and with a more intense focus. During 2002, the company could also demonstrate its proficiency for customers obtained through new sales. The international focus of Software Products during the latter part of the year was on software for mobile operators and on its cooperation with Samsung.

Sales were more than tripled during the fourth quarter, and the loss percentage reduced to less than half of that of the corresponding period of the previous year, even though the market was still marked by stagnation in making decisions, particularly in the case of telecom operators. In the Mobile Office product sector, for example, Yomi's customer potential with the existing mobile operator customers in Finland, the United Kingdom and Switzerland is estimated to be over 1.5 million, and the number of licences delivered more than 15,000. All in all, Yomi's software products have millions of users in twelve countries.

#### **ICT Services**

The central challenge of the ICT service business, which started operating in its current form at the beginning of 2002, was to refine the structure and competitiveness of the versatile organisation and to direct the service supply to sectors corresponding to the strategy. Complementing the basis of competence to meet the service needs of the key customer groups required clear focusing of functions and rearrangement of operations. In 2002 the market environment was typically cautious in starting new projects. This particularly resulted from the insecurity related to the direction in which the economy was developing. Even in this situation, corporate customers expressed keen interest in introducing ICT services, thanks to their business-enhancing qualities.

The ICT Services business area has been successful, in particular, in the Telecom business unit, whose growth is also believed to be continuing. The performance of the Corporate Customers unit is expected to improve after the completion of some loss-producing projects. The acquired businesses of Votek and LPG have, for their part, had an impact on the growth conditions of the Telecom business area. The rapid expansion of mobile and intelligent terminals increases the demand for the required software solutions. Yomi's status as a recognised expert in Symbian software generates a substantial competitive edge for the company.

#### **Telecom Operations**

Broadband services showed strong growth in Yomi's product supply in 2002. As a consequence of the marked increase in the number of subscriptions, Yomi is planning to create new added-value services for the broadband network. In addition to providing them through Yomi's network, services are also being offered to other operators. The increase in cable TV subscriptions remained at a high level following the development of the Jyväskylä region as a growth centre in Central Finland. Corporate customers are developing their electronic business as well as different customer service functions enabled by phone networks. The service capacity and system competence required for major companies were strengthened by the acquisition of Indata Oy, a company specialising in developing Contact Centre operations. Directory and security businesses that were not part of the core business were divested.

#### Net sales and results

The Yomi Group's net sales totalled EUR 57.9 million (57.8). Net sales grew by 0.2 per cent. The consolidated operating profit was EUR 3.9 million (EUR 9.6 million). During the financial year, Yomi

made substantial investments to develop and complement its IT operations and the implementation of the related acquisitions. Notwithstanding the extensive and demanding scheme of structural change, the net sales remained at the level of the previous year and the operating profit was positive.

#### Profitability

The Group's major investments in the development of its corporate structure and the related corporate restructuring are reflected in the profit and the key figures for profitability. Profit before taxes and extraordinary items was EUR 2.7 million (EUR 10.8 million) and the net profit for the financial year totalled EUR 0.9 million (EUR 7.3 million). Return on the Group's invested capital (ROI) was 5.8 per cent (16.4). Return on equity (ROE) amounted to 1.7% (11.1%). Earnings per share (EPS) totalled EUR 0.05 (EUR 0.45).

#### **Balance sheet**

At the end of 2002, the consolidated balance sheet total was EUR 77.7 million (EUR 81.7 million). The reduced sum total of the consolidated balance sheet was primarily due to the divestments carried out during the year. The growth in the share capital is a result of directed offerings implemented in conjunction with the acquisitions.

#### Investments and financing

The Group's investments during the financial year amounted to EUR 8.3 million, equalling to 14.3% of net sales (EUR 19.5 million and 33.7%). The investments are primarily related to the development of the telecom network of Kesnet Oy, part of the Telecom Operations business.

The net impact of financial income and expenses was EUR -1.2 million, of which the revaluation of investments in the financial statements was EUR -0.8 million and the share of Sofia Digital Oy's result and depreciation on goodwill EUR -0.4 million. Interest expenses accounted for EUR -0.2 million. Financial income totalled EUR 0.2 million.

The total amount of cash in hand and at banks was EUR 4.1 million (10.5 million) and interest-bearing debts totalled EUR 2.4 million (3.2 million). Gearing, net debt in relation to equity, stood at -2.8% at the end of the financial year (-12.3%). The Group makes use of the Group account of the Elisa Group. The balance of this account at the date of the financial statements was EUR 0.2 million positive. The credit limit is EUR 10.0 million.

Furthermore, Yomi Plc owns 556,870 shares in the Parent Company, Elisa Communications Corporation. These shares equal 0.4% of the Parent Company's shares and voting rights. The nominal value of the shares is EUR 278,435 and their market value on 31 December 2002 was EUR 3.2 million. The value has been deducted from assets and distributable equity.

Quick ratio stood at 1.3 (1.7) on 31 December 2002. The consolidated equity ratio stood at 76.2% (72.8%). The Group's long-term debts amounted to EUR 4.4 million (EUR 5.2 million), of which loans from financial institutions totalled EUR 0.6 million (EUR 1.4 million), other loans EUR 1.2 million (EUR 1.2 million), and deferred tax liability EUR 2.6 million (EUR 2.6 million).

#### **Development activities**

Product development expenses for the financial year totalled EUR 4.0 million, accounting for 6.9% of net sales (EUR 2.3 million and 3.4%). The Yomi Group does not capitalise its product development costs; instead, they are immediately expensed. Product development expenses mainly consisted of the acquisition of the product rights of LPG Innovations Oy. Following Yomi's accounting practice related to product development expenses, depreciations for a total of EUR 3.8 million have been written off from the acquisition as expenses.

In addition to expenses entered as product development expenses, Yomi's units also conduct significant product development in conjunction with the product and systems development related to its operations. This outlay mainly shows in personnel-related expenses and is included in salary expenses.

#### Personnel

At the end of the year, the Group had 616 employees (607), of which 580 (560) were permanent. On average, the Group employed 621 people during the financial period (581). The number of personnel increased during the financial year, mainly as a result of business and corporate acquisitions. In particular, expertise in the IT business in the Group was further strengthened as a consequence of these arrangements. As a result of co-determination negotiations related to the development of the organisation, 25 persons were given notice and 14 laid off in the summer of 2002.

#### **Annual General Meeting**

The Annual General Meeting of 26 March 2002 confirmed the financial statements for 2001 and discharged those responsible from liability. Deviating from the proposal of the Board of Directors, a decision was made to pay a dividend of EUR 0.14 per share. The record date of the distribution of dividend was 3 April 2002, and the dividend was paid to the shareholders on 10 April 2002.

Erkki Poranen, Managing Director, and Erkki Talvitie, Vice Municipal Manager were reelected as members of the Board for the next three years to replace those due to retire by rotation. Antti Aumo, Managing Director was elected as a new member. In its organising meeting, the Board of Director appointed Erkki Poranen as the Chairman and Heikki Salmenkangas as the Vice Chairman.

PricewaterhouseCoopers Oy was appointed as the auditor of the company, with Henrik Sormunen, APA, as the auditor with principal responsibility.

The new business name of the company, Yomi Oyj (Yomi Plc in English), was confirmed.

#### **Corporate Governance**

Yomi Plc's management has been arranged in a manner required from a public limited company as provided by the Companies Act. The Annual General Meeting has the ultimate power of decision. A Board of Directors appointed by the Annual General Meeting is in charge of operative supervision, and the operations are audited by auditors appointed by the shareholders in the Annual General Meeting.

Yomi Plc's Board of Directors has a separate compensation committee for the preparation of salary-related matters. This committee comprises the Chairman and Vice Chairman of the

#### Net sales and operating profit by business areas:

	Net sa	Net sales, EUR million			profit, l	EUR million
Business area	2002	2001	Change, %	2002	2001	Change, %
Software Products	4.3	2.1	109.8	-5.5	-2.1	-156.1
ICT Services	12.7	12.8	-0.5	-1.7	0.5	-415.5
Telecom Operations	43.4	43.1	0.6	11.2	14.3	-21.5
Parent Company	2.5	2.1	17.9	1.2	-2.4	147.7
Internal sales	-5.0	-2.3	118.8	-	-	
Depreciation of goodwill				-1.3	-0.7	-130.5
Total	57.9	57.8	0.2	3.9	9.6	-59.8

Board. No separate committees have been formed for other sectors of administration. In its administrative procedure, the Group follows the corporate governance recommendation issued by the Confederation of Finnish Industry and Employers, approved by the Helsinki Exchanges. Yomi Plc performs its task of public disclosure in a manner stipulated by the Securities Market Act, other related Acts and regulations, and the rules and regulations of the Helsinki Exchanges.

#### Legal proceedings

Yomi Plc has no pending legal proceedings and, to the knowledge of the Board of Directors, its operations do not include any other legal risks that would have an impact on the performance of the company.

#### **Environmental responsibility**

Yomi cares for natural resources and the environment. Environmentally friendly operations are ensured with clear planning, instructions and monitoring. Concern for the environment is a part of Yomi's continuous development. The environmental stress caused by ICT products as such is minimal, and the consumption of energy is low. They can be reused, recycled or disposed of safely. The increasing use of telecommunications reduces the environmental stress in comparison with many other forms of traffic, which promotes the principles of sustainable development.

Yomi's objective is to reduce the amount of mixed waste. This objective can be achieved by taking environmental aspects into consideration in material purchasing and enhanced waste separation. The generation, amount, quality and costs of waste are constantly monitored. Paper waste and waste metal are recycled and hazardous waste is disposed of in an appropriate manner. Collection of biological waste has already been started at some of Yomi's facilities. Environmental risks are evaluated in all of the Group's buildings. The company also pays attention to its consumption of energy and water.

### Shares, share capital and status of ownership

A detailed specification of shares, share capital, authorisations of the Board of Directors, option rights, status of ownership and market information on shares is provided on pages 31–33 of the Annual Report.

#### **Outlook for 2003**

The company will continue to focus its operations increasingly on the interface of information technology and telecommunications. The weight of Yomi's IT business and, in particular, software products, will grow in the Group, both organically and through partnerships and acquisitions. IT business will be strengthened without endangering the profitability and solvency of the operations. The refining of the distribution of work with the Elisa Group will progress so that the decisions related to the structure will be made in 2003. Yomi has announced that it is planning substantial corporate arrangements with the objective of acquiring more product business and increasing software-related service business in Finland. When implemented, the arrangements will increase the net sales of Yomi's IT business by several tens of percents.

Market development involves various market trends leading to growth. Operators want to serve their existing customers and find new ones by offering innovative solutions based on specialised software. Companies want their operations to be carried out in real time as much as possible. The same can be said of the society as a whole. A mobile phone becomes a part of an information system, not merely a terminal. The need for the appropriate software boosts the demand for Yomi's expertise and product supply.

The realisation of the market's growth prospects is hampered by continued insecurity, which affects enterprises' willingness to make investments. On the other hand, the high efficiency of software investments in comparison with the monetary outlay creates new opportunities to enhance operations considerably with moderate investments.

Against this background, Yomi expects its net sales to grow moderately during 2003 and profits to hold the level of 2002.

## INCOME STATEMENT

	Note	Group	Group	Parent company Pa	arent company
EUR thousands		2002	2001	2002	2001
NET SALES	1.	57,895	57,770	2,461	2,086
Change in inventory of finished and					
semi-finished products		-101	108	-	-
Other operating income	2.	9,961	5,308	84	1,432
Materials and services	3.	10,798	12,069	115	147
Personnel expenses	4.	25,737	22,865	2,283	1,842
Depreciation	5.	14,315	9,365	1,187	1,126
Other operating expenses	6.	13,023	9,265	3,366	2,835
		63,874	53,564	6,951	5,950
OPERATING PROFIT		3,880	9,621	-4,406	-2,432
Financial income and expenses	7.	-1,212	1,227	-943	836
Profit before extraordinary items		-	-	-5,349	-1,595
Extraordinary items	8.	-	-	10,441	8,165
PROFIT BEFORE APPROPRIATIONS					
AND TAXES		2,668	10,848	5,092	6,569
Income taxes	9.	-1,648	-3,572	-1,839	-2,073
Minority share		-157	-	-	-
NET INCOME FOR THE PERIOD		863	7,275	3,253	4,496

## BALANCE SHEET

#### Assets

		Group	Group	Parent company	Parent company
EUR thousands	Note	2002	2001	2002	2001
FIXED ASSETS					
Intangible assets	10.	5,793	7,083	1,248	1,326
Tangible assets	11.	41,173	41,441	4,875	5,052
Investments	12.	1,644	2,055	-	-
Shares in Group companies		-	-	25,797	25,394
Other shares and holdings		-	-	1,981	1,923
		48,610	50,578	33,901	33,695
CURRENT ASSETS					
Inventories	13.	879	1,433	-	-
Long-term receivables	14.	3,542	-	13,343	4,992
Short-term receivables	15.	20,586	19,193	26,159	16,792
Cash and bank deposits		4,098	10,521	3,058	8,042
		29,105	31,147	42,560	29,826
TOTAL		77,715	81,726	76,461	63,521

#### Shareholders' equity and liabilities

		Group	Group	Parent company	Parent company
EUR thousands	Note	2002	2001	2002	2001
EQUITY					
Share capital	16.	5,532	5,358	5,532	5,358
Premium fund		18,926	18,166	18,926	18,166
Retained earnings		33,243	28,238	12,841	10,615
Net income for the period		863	7,275	3,253	4,496
		58,564	59,038	40,551	38,635
MINORITY SHARE		618	461	-	-
MANDATORY APPROPRIATIONS	17.	56	-	-	-
LIABILITIES					
Long-term liabilities	18.	4,390	5,194	22,868	17,576
Short-term liabilities	19.	14,087	17,033	13,042	7,310
		18,477	22,226	35,910	24,886
TOTAL		77,715	81,726	76,461	63,521

## FUNDS STATEMENT

EUR thousands	Group 2002	Group 2001	Parent company 2002	Parent company 2001
	2002	2001	2002	2001
Business operations	2 / / 0	10.0/0		
Profit (loss) before taxes and minority share	2,668	10,848	-	-
Profit (loss) before extraordinary items			-5,349	-1,595
Adjustments:				
Depreciation according to plan	10,424	9,365	1,187	1,126
Other non-cash income and expenses	56	-	-	-
Financial income and expenses	1,212	-1,227	943	-836
Other adjustments	-160	-4,770	-78	305
Cash flow before change in net working capital	14,201	14,215	-3,298	-1,001
Change in net working capital:				
Increase(-)/decrease (+)		( 055		0 (50
in short-term interest-free receivables	-3,143	-4,855	529	-3,459
Increase (-)/decrease (+) in inventories	554	-280	-	-
Increase (+)/decrease (-) in				
short-term interest-free debt)	-1,203	5,713	-2,548	5,588
Change in net working capital,				
increase (-)/ decrease (+)	-3,792	577	-2,019	2,129
Cash flow from operations before	10 / 00	1/ 700	-5,317	1,127
financing and taxes	10,409	14,792	-5,317	1,127
Interests paid and other financial	400	1 - 7		
business expenses	-180	-157	-90	-64
Interest received in business operations	111	231	70	175
Direct taxes paid	-4,742	-3,650	-587	-1,016
Cash flow before extraordinary items	5,598	11,217	-	-
Cash flow from operations	5,598	11,217	-5,924	222
Investments				
Investments in tangible and intangible assets	-8,097	-11,489	-832	-515
Capital gains on tangible and intangible assets	397	11,096		-
Investments in subsidiary shares and	0//	11,070		
other assets	-642	-3,316	-642	-1,493
	339	637	-042	637
Capital gains on other investments			74	037
Kestel Oy network construction in progress	-1,003	-1,156	-	-
Dividends from investments Cash flow from investments	56 -8,950	-3,431	56 -1,324	797 -574
	-0,750	-3,431	-1,324	-574
Financing				
Increase (-)/decrease (+) in long-term	-71	-	-1,352	839
Increase (+)/decrease (-) in long-term loans	-14	-	5,898	8,100
Interests paid for Group companies	-	-	-643	-306
Interest received from Group companies	-	-	72	312
Acquisition of Yomi Plc shares	-	-303	-	-303
Amortisation on long-term loans	-717	-237	-605	-605
Dividends and other profit payments	-2,248	-3,540	-2,248	-3,540
Donations	-22	-34	-22	-34
	-22	-34		
Capital loan receivables paid	-	-	-7,000	-1,682
Group contributions paid/received	-	-	8,164	-165
Cash flow from financing	-3,072	-4,114	2,263	2,617
Change in liquid assets	-6,423	3,672	-4,984	2,264
Liquid assets, beginning of period	10,521	6,850	8,042	5,778
Liquiu asseis, veginining vi perioa	10,521	0,800	8,042	ວ,778
Liquid assets, end of period	4,098	10,521	3,058	8,042
Change in liquid assets		-3,672	-4,984	2,264

## ACCOUNTING PRINCIPLES

#### **Consolidated financial statements**

The consolidated financial statements include the parent company Yomi Plc (formerly KSP Group Plc) and its subsidiaries Jyväsviestintä Oy, and its subsidiary company Jyväskylän Keskusantenni Oy, Kestel Oy, and its subsidiary Lancom Solutions Oy (formerly known as Oy Atec-Security Ltd), Kesnet Oy, Fiaset Oy, Yomi Vision Oy, Yomi Solutions Ltd, Indata Oy, Yomi Applications Ltd (formerly known as Votek Oy) and its subsidiaries Stemca Solutions Oy, Fonetic Oy, and Votek UK Ltd. Sofia Digital Oy, an associated company, has been consolidated into the financial statements following the equity method.

Kestel Oy, established by the parent company, has been included in the Group since 1990, Jyväsviestintä Oy since 1992, Kesnet Oy since 1999, Fiaset since 2000, Jyväskylän Keskusantenni Oy, Yomi Applications Ltd (formerly known as Votek Oy), Stemca Solutions Oy, Fonetic Oy and Sofia Digital Oy since 2001. Indata Oy was acquired in 2002.

In 2002 Yomi Vision Oy (formerly known as Yomi Media Oy, a part of the Group since 1996) was divided and dissolved, which produced two new companies: KSP New Media Oy and Yomi Vision Oy. KSP New Media Oy changed its name to Yomi Solutions Ltd. Companies merged into this were Yomi Solutions Oy (formerly known as Relatech Oy, a part of the Group since 1999) and Yomi Fusion Oy (formerly known as Fincommerce Oy, a part of the Group since 1998).

The consolidated financial statements have been drafted as a combination of the income statements and balance sheets of the parent company and the subsidiaries. Mutual shareholding has been eliminated using the acquisition cost method.

#### **Entering of sales income**

In the Group companies, sales income is, as a rule, entered at the time the service is rendered.

#### Entering of cable-TV subscription fees

In the consolidated financial statements, subscription fees are entered in net sales, not equity, as of 2002, and the previous year has been altered accordingly.

#### **Fixed assets and depreciations**

Fixed assets have been entered into the balance sheet at direct acquisition cost less depreciation according to plan. Planned depreciations were calculated on the straight-line principle. The following service lives are used in calculating planned depreciations:

Consolidated goodwill	5 years
Buildings 2	5 years
Network and exchanges 10–1	5 years
(15 years applies to a small part of the invest	ments,
the last of which have been made in 1995)	
Machinery and equipment 3–	5 years
Other long-term expenditures	5 years

Software updates at exchanges are expensed annually. Expenses incurred from products and product development are also expensed.

#### **Non-recurring items**

Certain income and expense items have been defined as so-called non-recurring items in the financial statements. These include material capital gains from business operations and non-recurring entries of expenses. Defining an income and expense item as non-recurring is based on the estimate of the management.

#### Treatment of Elisa Communications Corporation's shares

The balance sheet value of the shares of Elisa Communications Corporation, the parent company of Yomi Plc, on 31 December 2000 has been deducted from assets and distributable shareholders' equity. The deducted amount has been adjusted with deferred tax receivables.

#### Inventory and fixed-asset stocks

The acquisition cost of subscriber equipment and supplies that will be transferred to the customer as such, or for direct use in connection with telecommunications and other business operations, are capitalised under inventories without tax.

Expenses related to equipment and supplies used for the construction and maintenance of the transmission network, exchange equipment and other fixed assets are capitalised under fixed-asset stocks at acquisition cost.

#### **Pension arrangements**

The pension security of Group personnel is covered through Finnish insurance companies.

#### Direct taxes

Direct income taxes for the financial year are entered in the income statement on an accrual basis. The change in deferred tax liability and receivables is entered in the consolidated financial statements and calculated on the basis of accrual differences. Deferred tax receivables related to the deduction of the shares of Elisa Communications Corporation, the parent company of Yomi Plc, from the company's assets and distributable shareholders' equity have been entered in the consolidated and parent company balance sheets. Deferred tax receivables have been entered based on the whole original acquisition cost of the shares. Deferred taxes have been calculated at the tax rate valid at the time the financial statements were prepared.

#### Comparability

Indata Oy, Yomi Applications Ltd (formerly known as Votek Oy), Fonetic Oy and Stemca Solutions Oy have been included in the consolidated financial statements from the beginning of the year. Furthermore, the business operations acquired from LPG Innovations in April have been included in the figures as of the date of the acquisition. The proceeds from the divestment of the directory and security businesses has been entered into other operating income in September.

#### Leasing and rent liabilities

The duration of the rental agreement for the Innova office building is fifteen years. Furthermore, the Group companies have liabilities for equipment and services delivered to customers on the basis of leasing agreements. The amount of the liabilities is specified in the notes to the financial statements.

## NOTES TO THE FINANCIAL STATEMENTS

	Group	Group	Parent company	Parent company
EUR thousands	2002	2001	2002	2001
1. Net sales				
Software projects	12,723	12,786	-	-
Software products	4,310	2,054	-	-
Service operator	27,330	28,985	-	-
Network operator	29,045	31,286	-	-
Cable television	4,140	2,945	-	-
Parent company	2,461	2,086	2,461	2,086
Inter-Group sales	-22,114	-22,371	-	-
	57,895	57,770	-	-

An amount of EUR 374,000 has been added to income for cable-television operations in 2001 due to a change of accounting practice. A comparable amount of EUR 554,000 is included in income for 2002.

2.	Other operating income				
	Rental income, insurance compensations and other incom	ne <b>572</b>	165	5	3
	Capital gains on business operations and fixed assets	9,389	5,143	78	1,429
	Total	9,961	5,308	84	1,432
	Meteoriele and commission				
3.	Materials and services				
	Materials, supplies and goods				
	Purchases during the period	3,717	4,527	70	66
	Change in inventories	342	7	-	-
		4,058	4,534	70	66
	External services	6,740	7,535	46	81
		10,798	12,069	115	147
4.	Personnel expenses				
	Salaries, social costs and fringe benefits				
	Salaries	22,222	19,362	1,818	1,422
	Pension costs	4,530	3,626	296	290
	Other personnel expenses	1,173	1,152	169	131
	Total	27,924	24,140	2,283	1,842
	Personnel expenses carried forward in		1.055		
	fixed assets	-2,187	-1,275	-	-
	Personnel expenses in the income statement	25,737	22,865	2,283	1,842
	Management and a size and success to an an an and success to a size of the size		_		
	Management salaries, emoluments, guarantees ar	na pension	15		
	Salaries and emoluments				
	Managing Directors	887	748	-	-
	Board members	57	47	52	42
	Loans, guarantees and commitments	Nalaan	s or commitme	anto	
	Pension eligibility		n age is set at 6		
		Felisioi	lage is set at o	o years.	
	Pension commitments				
	Managing Directors	Normal	prescribed pens	ion, in some cases e	xtra pensions
	Board members	No pen			·
	Average number of employees				
	M/		4.00		
	Wage-earning	91	102	-	-
	Salaried	530	479	40	33
		621	581	40	33

	Group	Group	Parent company	Parent company
	2002	2001	2002	2001
5. Depreciation				
Group goodwill	1,810	1,130	-	-
Depreciation of merger losses	-	-	311	462
Other long-term expenses	441	456	125	108
Buildings and structures	608	585	363	372
Network, switches and telecommunications equipment	5,359	5,130	-	-
Machinery and equipment	2,206	2,063	288	184
R & D depreciation	3,891	-	100	-
	14,315	9,365	1,187	1,126
6. Other operating expenses	13,023	9,265	3,366	2,835
7. Financial income and expenses				
Interest income from Group companies	-	-	356	247
Income from other investments in fixed assets	79	1,123	79	1,123
Other interest and financial income	111	336	70	175
Share of results in subsidiary companies	-467	-74	-	-
Interest expenses for Group companies	-	-	-602	-643
Depreciation on inventories	-756	-2	-756	-
Interest expenses and other financial expenses	-180	-157	-90	-64
	-1,212	1,227	-943	836
8. Extraordinary items				0.440
Extraordinary income	-	-	19,031	9,662
Extraordinary expenses	-	-	-8,590	-1,498
Non-monumin a in come	-	-	10,441	8,165
Non-recurring income:			10.001	0.(/)
Group contribution	-	-	19,031	9,662
Non-recurring expenses:				
Group contribution	-	-	-8,590	-1,498
9. Appropriations and income taxes				
Change in depreciation difference	-	-	-	-
Taxes				
Taxes on non-recurring items	-	-	-3,028	-2,368
Income taxes on ordinary business operations	-1,722	-4,319	1,189	295
Computed change in tax liability	73	746	-	-
	-1,648	-3,572	-1,839	-2,073

### NOTES TO THE FINANCIAL STATEMENTS

	Group 2002	Parent company 2002
. Intangible assets		
<b>Group</b> (Goodwill/merger loss)		
Acquisition cost 1 January	8,102	1,55
Additions	1,291	
Reductions	1,093	
Acquisition cost	8,300	1,55
Accumulated depreciation according to plan 1 January	1,792	463
Depreciation according to plan	1,810	311
Accumulated depreciation according to plan	3,602	77:
Book value	4,698	782
Intangible rights		
Acquisition cost 1 January	2,518	2,27
Additions	1	
Reductions	-	
Transfer within fixed assets	2,500	2,27
Acquisition cost	2,000	2,27
Accumulated depreciation according to plan 1 January	1,996	2,03
Accumulated depreciation according to plan i sandary	1,770	2,030
Depreciation according to plan	-	
Transfer within fixed assets	-1,996	2.020
	-1,770	-2,03
Accumulated depreciation according to plan	-	
Book value	20	
Other long-term expenses		
Acquisition cost 1 January	857	
Transfer within fixed assets	2,500	2,27
Items from acquisitions	53	
Additions	589	35'
Reductions	131	
Acquisition cost	3,868	2,62
Accumulated depreciation according to plan 1 January	371	
Transfer within fixed assets	1,996	2,03
Accumulated depreciation according to plan from divestments	16	
Depreciation according to plan	441	12
Accumulated depreciation according to plan	2,793	2,16
Book value	1,076	46
INTANGIBLE ASSETS TOTAL	5,793	1,24
. Tangible assets		
Land and water areas		
Acquisition cost 1 January	1,742	180
Additions	13	
Book value	1,755	180
Buildings and structures		
Acquisition cost 1 January	19,608	11,30'
Additions	178	
Reductions	2	
Acquisition cost	19,785	11,30
Accumulated depreciation according to plan 1 January	12,064	7,35
Accumulated depreciation according to plan roandary	2	7,00
Depreciation according to plan	608	36
Accumulated depreciation according to plan Book value	12,670 7,115	7,719

	Group 2002	Parent company 2002
Machinery and equipment		
Acquisition cost 1 January	125,168	1,018
Assets from acquisitions	50	-
Additions	7,081	371
Reductions	931	-
Acquisition cost	131,369	1,389
Accumulated depreciation according to plan 1 January	95,415	270
Accumulated depreciation according to plan from divestments	276	-
Depreciation according to plan	7,564	288
Accumulated depreciation according to plan	102,704	558
Book value	28,665	831
Work in progress		
Acquisition cost 1 January	2,401	168
Additions	1,237	103
Reductions	-	-
Book value	3,638	271
TANGIBLE ASSETS TOTAL	41,173	4,875
12. Investments		
Shares and holdings		
Acquisition cost 1 January	634	25,824
Additions	-	1,496
Reductions	22	1,115
	612	26,205
Shares in associated companies		
Acquisition cost 1 January	1,420	1,493
Additions	79	79
Depreciation on goodwill and share in results	467	-
	1,032	1,573
INVESTMENTS TOTAL	1,644	27,778
FIXED ASSETS TOTAL	48,610	33,901

Yomi Plc holds a total of 556,870 shares in Elisa Communications Plc. The market value of these shares at the closing of the books was EUR 3.2 million.

#### Group and parent company holdings, %

Parent company, Yomi Plc, Jyväskylä 🛛 🛛 🖸	Foup	Parent company	
Fiaset Oy, Jyväskylä	100	100	
Indata Oy, Espoo	100	100	
Jyväsviestintä Oy, Jyväskylä	90	90	
Kestel Oy, Jyväskylä	100	100	
Kesnet Oy, Jyväskylä	100	100	
Yomi Vision Oy, Jyväskylä	100	100	
Yomi Applications Oy, Pori	100	100	
Yomi Solutions Oy, Jyväskylä	100	100	
Shares held by subsidiary companies			
Kestel Oy, Jyväskylä			
Lancom Solutions Oy, Rural Municipality of Jyväskylä	i 100		
Jyväsviestintä Oy			
Jyväskylän Keskusantenni Oy, Jyväskylä	100		
Yomi Applications Oy, Pori			
Fonetic Oy, Pori	100		
Stemca Solutions Oy, Pori	100		
Votek Ltd. (UK)	100		
Associated companies, Yomi Plc, Jyväskylä			
	0 /		

73300		ipunico, i
Sofia	Digital Oy	, Helsinki

#### NOTES TO THE FINANCIAL STATEMENTS

CURRENT ASSETS	Group	Group	Parent company	Parent company
	2002	2001	2002	2001
13. Inventories				
Materials and supplies	873	1,325	-	-
Semi-finished goods	7	108	-	-
	879	1,433	-	-
14. Receivables				
Long-term receivables				
Computed tax receivable	1,722	-	-	-
Other long-term receivables	1,750	-	-	-
Loan receivables from associated company	71	-	71	-
Loan receivables from Group companies	-	-	13,273	4,992
	3,542	-	13,343	4,992

The computed tax receivable consists in its entirety of accounting period differences in accounting and taxation.

15. Short-term receivables				
Accounts receivable	8,882	9,123	-	26
Accounts receivable from Group companies	-	-	236	227
Deferred receivables from Group companies	-	-	19,386	9,909
Loan receivables	82	7	3	5
Other receivables	187	56	-	-
Prepaid expenses	11,434	10,007	6,533	6,625
	20,586	19,193	26,159	16,792

The deferred receivables from Group companies mainly consist of Group contributions receivable.

Specification of deferred receivables:				
Value-added tax receivable	463	519	197	361
Incomes adjusted to match transaction dates	2,139	1,445	75	6
Prepaid expenses	2,574	1,784	3	-
Computed tax receivable on reduction				
of Elisa Communications Plc shares	6,259	6,259	6,259	6,259
	11,434	10,007	6,533	6,625
Cash and bank deposits	4,098	10,521	3,058	8,042
CURRENT ASSETS TOTAL	29 105	31 147	42 560	29 826
16. EQUITY				
Share capital 1 January	5,358	5,052	5,358	5,052
Bonus issue	-	-	-	-
New share issue	173	376	173	376
Reduction of share capital	-	-70	-	-70
Share capital total	5,532	5,358	5,532	5,358
Premium fund 1 January	18,166	18,096	18,166	18,096
Bonus issue	-	-	-	-
New share issue	760	-	760	-
Reduction of share capital	-	70	-	70
Premium fund total	18,926	18,166	18,926	18,166

	Group	Group	Parent company	Parent company
	2002		2002	200
Retained earnings 1 January	35 514	41,570	15,111	23,573
CTV-subscription income	-	-374	-	
Reduction of Elisa Communications Plc shares	5 -	-12,769	-	-12,769
Tax receivable on the above	-	3,688	-	3,688
Dividend payments	-2,248	-3,540	-2,248	-3,540
Donations	-22	-34	-22	-34
Acqusition of Yomi Plc shares	-	-303	-	-303
Retained earnings 31 December	33,243	28,238	12,841	10,61
Net income for the period	863	7,275	3,253	4,49
Equity total	58,564	59,038	40,551	38,63
Minority share	618	461	-	
Distributable earnings				
Retained earnings 31 December	33,243	28,238	12,841	10,61
Net income for the period	863	7,275	3,253	4,49
	34,106	35,514	16,093	15,11
Computed tax receivable on the reduction				
of Elisa Communications Plc shares	-6,259	-6,259	-6,259	-6,25
Share of accumulated depreciation	0,207	0,207	0,207	0,20
entered in equity	-6,293	-6,472	-	
	21,554	22,783	9,834	8,85
The parent company's share capital				
by class of shares	2002	2002	2001	200
	shares	EUR	shares	EUI
A-shares (1 vote/share)		5,531,559.60	15,309,120	5,358,192.0
	,,	-,,	,,	-,,
7. MANDATORY APPROPRIATIONS				
Guarantee reserve	56	-	-	
LIABILITIES				
<b>3. Long-term liabilities</b> Computed tax liability on appropriations	2,571	2,644		
Loans from financial institutions	2,371	1,314	303	90
Other loans	1,222	1,314	303	70
Loans from Group companies	1,222	1,230	22,566	16,66
Loans from Group companies	4,390	5,194	22,388	17,57
	4,370	3,174	22,808	17,57
9. Short-term liabilities				
Accounts payable	2,126		165	
Amortisation on loans	607	652	605	60
Accounts payable to Group companies	-	-	115	8
Deferred liabilities to Group companies	-	-	9,192	
Other liabilities	2,241	2,141	112	
Prepaid income	9,112		2,854	3,35
	14,087	17,033	13,042	7,31

Prepaid income from Group companies consists mainly of Group contributions.

#### NOTES TO THE FINANCIAL STATEMENTS

	Group		Parent company	
	2002	2001	2002	2007
pecification of deferred liabilities				
Adjustments to match transaction dates	4,906	8,212	2,056	2,75
Vacation payroll	2,939	2,434	247	164
Dividend payables	416	325	416	32
Advances on income	93	39	9	
Interests	5	9	5	
Salaries and emoluments	753	661	120	9
	9,112	11,680	2,854	3,35
Receivables and liabilities, Group companies	2002	2002	2001	200
Group receivables				
Short-term	-	-	19,622	10,13
Long-term	-	-	13,273	
5	-	-	32,895	
Group liabilities				
Short-term	-	-	9,306	3,16
Long-term	-	-	22,566	16,66
Dessively and linkilities. Flice Crown compari	-	-	31,872	19,83
Receivables and liabilities, Elisa Group compani	es			
Group receivables				
Short-term	1,069	-	-	
Long-term	71	-	-	
	1,140	-	-	
Group liabilities				
Short-term	641	-	-	
Long-term	1,222	-	-	
	1,863	-	-	
Mortgages pledged as security for				
the company's own debt				
Loan mortgages	4,460	4,460	4,460	4,46
Loans mortgaged	908	1,514	908	1,51
Commitments				
Leasing agreement commitments	902	455	-	
Other commitments	988	505	-	
Leasing commitment on the Innova office building Leasing-rental commitment on the Innova office	15,384	16,482	15,384	16,48
building for 2003–2007	1,099	1,099	1,099	1,09

Based on the long-term leasing agreement made by the company for its office facilities Yomi is responsible for the capital amount EUR 15.4 million leasing commitment for the entire leasing period presented in the notes above and in addition also carries the responsibility for all operational and maintenance costs for these premises during the leasing period as well as for its proportionate share of the corresponding expenses for the office space that is rented out in the facility. In addition, and unless the company utilises its right to purchase the office facilities in line with the option available in the leasing contract, Yomi must at the latest at the end of the leasing period present a third party that will acquire the facilities in Yomi's place. The purchase price is 60% of the original total building investment.

## SHARES AND SHAREHOLDERS

#### Share capital and identifiers

According to the Bylaws, the minimum share capital of Yomi Plc is EUR 4,375,000, and the maximum share capital EUR 17,500,000. Within these limits, the share capital can be raised or reduced without amendments to the Bylaws. The company has one series of shares, the A Series, listed on the main list of the Helsinki Exchanges.

The trading code of the listed A Series shares is YOM1V, the trading lot is 50 shares, and the ISIN-code used in the international securities market clearance is FI00090007322. The shares have no nominal value, and their counter-value is EUR 0.35.

The paid and registered share capital of Yomi Plc on 31 December 2002 was EUR 5,531,559.60.

#### Changes in the share capital

To finance the acquisition of the Votek Oy shares the Board decided to use the authorisation it had been granted by the Extraordinary General Meeting on January 9, 2001 in January 2002 to raise the Yomi Plc share capital waiving the pre-emptive rights of shareholders. The share capital was increased by 266,419 shares equalling 1.7% of the capital and votes in Yomi Plc. The number and value of the shares, EUR 5.52, were based on trade weighted average quotations on the Helsinki Exchanges during 20 days prior to the signing of the agreement. The counter-value of 0.35 euros per share was entered in the accounts. In payment for the subscription Yomi received Votek Oy shares that represented 37.25% of the entire stock of the company. The value of this payment was set by an external appreciation firm.

To finance the acquisition of the Indata Oy shares the Board decided to use the authorisation it had been granted by the Extraordinary General Meeting on January 9, 2001 in January 2002 to raise the Yomi Plc share capital waiving the pre-emptive rights of shareholders. The share capital was raised by 228,917 shares equalling 1.4% of the capital and votes in Yomi Plc. The number and value of the shares, EUR 5.55, were based on trade weighted average quotations on the Helsinki Exchanges during 20 days prior to the signing of the agreement. A subscription price of 3.67 euros per share was entered in the accounts. In payment for the subscription Yomi Plc received Indata Oy shares that represented 100% of the share capital in the company. The valuation of the shares received was based on the net worth and profit prospects of the acquired company.

The new share subscriptions related to these acquisitions raised the total number of Yomi Plc shares from 15,309,120 to 15,804,456. The new shares were entered in the trade register and traded together with the old shares in January 2002.

#### **Authorisations**

Yomi Plc's Annual General Meeting on 26 March 2002 authorised the company's Board of Directors to decide upon the raise of the share capital, as well as the purchase and transfer of the company's shares.

The authorisation to raise the share capital concerned the issuing of a convertible bond, granting option rights and raising the share capital through a new share issue so that the authorisation allows the subscription of a maximum of 3,160,891 new shares, on the basis of which the maximum raise of the share capital would be EUR 1,106,311.85.

The authorisation to purchase and transfer the company's shares concerned a maximum of 790,222 shares, including the right to purchase shares through the public trading of the Helsinki Exchanges so that the voting rights of the shares do not exceed 5 per cent of the company's share capital.

The authorisations, which are valid for one year from the date of the decision of the Annual General Meeting, have not been executed to date (31 Dec 2002).

#### Division of holdings by sectors on 31 December 2002

Sector category	Number of shareholders	%	Number of shares	%
Companies	815	6.05	9,405,431	59.66
Financial and insurance institution	ns 16	0.12	1,229,046	7.78
Public corporations	14	0.10	860,265	5.44
Non-profit organisations	129	0.96	153,735	0.97
Households	12,482	92.67	3,392,889	21.27
Foreign shareholders	14	0.10	59,450	0.38
Total	13,470	100.00	15,101,666	95.55
Joint account			702,790	4.45
Number of shares issued			15,804,456	100.00

Yomi Plc's twenty largest shareholders on 31 December 2002		% of shares	
Shareholder	Number of shares	and votes	
Elisa Group			
1. Elisa Communications Plc	3,428,625	21.69	
2. WW Value Oy	2,897,455	18.33	
3. Soon Communications Plc	1,807,500	10.33	
Elisa Group, total	8,133,580	51.40	
	0,100,000	51.40	
Tapiola Group			
4. Tapiola Mutual Insurance Company	431,534	2.73	
5. Tapiola Mutual Pension Insurance Company	431,275	2.73	
8. Tapiola Mutual Life Insurance Company	195,786	1.24	
15. Tapiola Corporate Life Assurance Company	109,519	0.69	
Tapiola Group, total	1,168,114	7.39	
<ol><li>WIP Small Titans Special Mutual Fund</li></ol>	240,000	1.52	
7. Phoenix Mutual Fund	207,900	1.32	
9. State Treasury	160,050	1.01	
10. Ranin, Mikko	153,517	0.92	
11. Nordea Bank Finland Plc	147,605	0.93	
12. Kuismin, Raimo	136,849	0.87	
13. City of Jyväskylä	120 910	0.75	
14. Oravainen, Niku	119,455	0.76	
16. Smile Bay	84,250	0.53	
17. Finell, Sam	67,718	0.43	
18. Rural municipality of Jyväskylä	65,520	0.4	
19. Pensionsförsäkringsaktiebolaget Verdandi	52,500	0.33	
20. Evli Bank Plc	50,000	0.32	
20 largest, total	10,907,968	69.02	
Other shareholders	4,193,698	26.53	
Joint account	702,790	4.45	
Number of shares issued	15,804,456	100.00	

Holdings with nominee registration are included in the above numbers. The total number of shares with nominee registration is 180,105 and they account for a total of 1.14% of the company's share capital and voting rights.

#### Division of holdings by size on 31 December 2002

Number of shares	Shareholders	%	Number of shares	%
1–100	3,706	27.04	215,089	1.36
101–500	9,092	66.36	2,152,998	13.62
501–1,000	521	3.80	367,448	2.33
1,001–5,000	301	2.20	626,326	3.96
5,001–10,000	31	0.23	215,277	1.36
10,001–50,000	32	0.23	666,260	4.22
50,001-100,000	4	0.03	269,988	1.71
100,001-500,000	12	0.09	2,454,400	15.53
500,001-	3	0.02	8,133,580	51.46
Total	13,702	100.00	15,101,666	95.55
Joint account			702,790	4.45
Number of shares issued			15,804,456	100.00

#### **Option rights**

Yomi Plc has an effective option program for personnel from 2000, on the basis of which a total of 540,000 option rights were granted simultaneously with implementation of a news share issue. For each subscribed share, the subscriber will obtain two A-option rights, three B-option rights, and five C-option rights. Each of the option rights entitles subscription to one Series A share of Yomi Plc gradually during the period from 1 December 2002 to 31 January 2007 at EUR 15.26 per share. No subscriptions have been made.

Subscriptions made on the basis of the option rights may increase the company's share capital by a maximum of EUR 189,000, equalling 3.4%.

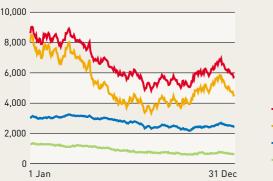
#### Share ownership

At the end of the financial year 2002, Yomi Plc had 13,696 shareholders registered in the bookentry securities system. A total of 702,790 of the company's shares are on a joint account in the book-entry securities system. These shares are owned by approximately 4,800 shareholders that are not included in the book-entry system. Thus the total amount of Yomi Plc's shareholders is approximately 18,500.

#### Share price performance 1 Jan-31 Dec 2002



HEX-index and share category indices 1 Jan-31 Dec, 2002



### Share ownership of the company and the Board of Directors

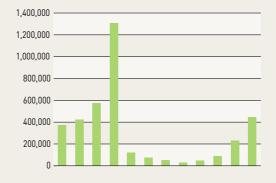
The company does not hold any of its own shares. The Members of the Board of Directors of the company, either in person or through companies owned by them, owned a total of 1,510 Yomi Plc's Series A shares at the turn of the year, accounting for 0.01% of the entire share capital and voting rights of the company.

#### Share performance and market value

The average price of Yomi PLc's share in 2002 was EUR 4.21. The highest price of the year was EUR 5.95 and the lowest EUR 2.57. The taxable value of the share is EUR 2.00. The market capitalisation of the company at the end of the fiscal year was EUR 44.3 million. The balance sheet total was EUR 76.5 million and shareholders' equity EUR 40.6 million. During 2002 the value of the trading of the company's shares on the Helsinki Exchanges amounted to EUR 3.8 million. The total number of shares traded was 897,165, equalling 5.7 per cent of the total number of shares.

The key ratios per share are presented in the five-year review on page 3 of this Annual Report.

#### Trading of shares by month 1 Jan-31 Dec 2002



HEX all share index

- HEX portfolio index
- Category index (telecommunications and electronics)

Yomi Plc share index

## KEY INDICATOR CALCULATING PRINCIPLES

Return on investment, %	=	Profit before extraordinary items + interest expenses and other financing expenses Balance sheet total – interest-free liabilities (on average during the year)
Return on equity, %	=	Profit before extraordinary items – taxes Shareholders' equity + reserves (on average during the year)
Equity ratio, %	=	Shareholders' equity + reserves Balance sheet total – advances received
Earnings/share	=	Profit before extraordinary items – taxes – minority share Average number of shares after share issue adjustment
Dividend/profit, %	=	Dividend per share Profit per share
Dividend yield, %	=	Dividend per share Share quotation on December 31
Shareholders' equity/share	=	Shareholders' equity + reserves Average number of shares after share issue adjustment at year-end
Price/Earnings ratio	=	Adjusted share quotation on December 31 Earnings per share
Market capitalisation	=	Number of shares x quotation on December 31
Share turnover, %	=	Number of shares exchanged during the financial year Average number of shares during the financial year

## BOARD OF DIRECTORS' PROPOSAL FOR THE ALLOCATION OF PROFITS

## Board of Directors' proposal for the allocation of profits

According to the consolidated balance sheet of 31 December 2002, the Group's shareholders' equity is EUR 58,563,888.06, of which distributable funds account for EUR 21,553,949.89. According to the balance sheet of 31 December 2002, Yomi Plc's shareholders' equity is EUR 40,550,965.71, of which distributable funds account for EUR 9,834,416.54.

The Board of Directors proposes to the Annual General Meeting convening on 27 March 2003 that Yomi Plc pay out a dividend of EUR 0.04 per share for 2002, totalling EUR 646,991.76 and that an amount of EUR 20,000 be reserved for the Board to be spent on generally useful purposes.

Jyväskylä, 20 February 2003

Erkki Poranen Chairman		Heikki Salmenkangas Vice Chairman
Antti Aumo	Pekka Kettunen	Erkki Talvitie
Timo Tiihonen	Vesa-Pekka Silaskivi	Esa Pennanen

## AUDITORS' REPORT

#### To the shareholders of Yomi Plc

We have audited the accounting, financial statements and corporate governance of Yomi Plc (formerly known as KSP Group Plc) for the financial period 1 January–31 December 2002. The financial statements drawn up by the Board of Directors and the CEO consist of the following: The Board's report on operations, consolidated and parent company income statements, balance sheets, and notes to the financial statements. Based on our audit we express an opinion on these financial statements and on corporate governance.

We have conducted the audit in accordance with generally accepted auditing standards. Those standards require a sufficiently comprehensive audit of the accounts, the principles underlying the financial statements, and their contents and pre-sentation, to establish whether the financial statements are materially correct. The purpose of our audit of corporate governance is to examine that the members of the Board of Directors and the CEO 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 adopted and the members of the Board of Directors and the CEO 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 distributable earnings is in compliance with the Companies Act.

Jyväskylä, 27 February 2003

PricewaterhouseCoopers Oy Authorised Public Accountants

Henrik Sormunen Authorised Public Accountant

# BOARD OF DIRECTORS

#### **Board of Directors**



Chairman of the Board **Erkki Poranen**, born 1946 Managing Director, Keskisuomalainen Oyj Appointed for the years 2002–2005



Vice Chairman of the Board Heikki Salmenkangas, born 1945 Commercial Counsellor Appointed for the years 2000–2003



**Pekka Kettunen**, born 1952 Mayor, City of Jyväskylä Appointed for the years 2001–2004



**Antti Aumo**, born 1963 Managing Director, Jyväskylä Science Park Appointed for the years 2002–2005



**Erkki Talvitie**, born 1946 Deputy Municipal Manager, Rural Municipality of Jyväskylä Appointed for the years 2002–2005



Timo Tiihonen, born 1948 Senior Advisor, CapMan Capital Management Oy Appointed for the years 2001–2004



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**Vesa-Pekka Silaskivi**, born 1966 Executive Vice President, Elisa Communications Corporation Appointed for the years 2001–2004



**Esa Pennanen**, born 1943 Member of the Board Appointed for the years 2000–2003

#### **Auditors**

PricewaterhouseCoopers Oy Henrik Sormunen, Authorised Public Accountant, Responsible auditor

## MANAGEMENT



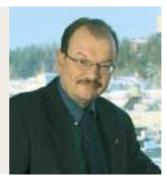
Jukka Lassila, born 1963, M. Sc. [Eng.] President and CEO With the company since 2001 Holding at the end of 2002: does not own any shares or option rights of Yomi Plc



Esko Miikkulainen, born 1952, M. Sc. [Eng.] Senior Vice President, Telecom Operations and Business Development With the company since 1990 Holding at the end of 2002: owns 2,015 Yomi Plc shares and 20,150 option rights



Mika Lallukka, born 1967, M. Sc. (Econ.) Vice President, Communications and Investor Relations With the company since 1996 Holding at the end of 2002: owns 5,200 Yomi Plc shares and 2,000 option rights



Seppo Heikkilä, born 1949, M. Sc. (Econ.) Vice President, Finance and Administration With the company since 1988 Holding at the end of 2002: owns 2,015 Yomi Plc shares and 20,150 option rights



Heikki Ihanainen, born 1955, M. Sc. (Econ.) Senior Vice President, Software Products With the company since 1997 Holding at the end of 2002: owns 450 Yomi Plc shares and 4,500 option rights



Jyrki Saarivaara, born 1962, M. Sc. (Econ.) Managing Director, Yomi Solutions Ltd With the company since 2002 Holding at the end of 2002: does not own any shares or option rights of Yomi Plc

## FINANCING AND RISK MANAGEMENT

#### Strong investment in core business

The structure of the Yomi Group was developed according to the adopted strategy in 2002. ICT business was expanded through acquisitions; on the other hand, operations that were not part of the Group's core business were divested. The arrangements had an impact both on the Group's financial performance and its cash flows. The original growth target of net sales set for the year was not achieved, and the relative performance was weaker than in the previous year owing to the phase of substantial investments in Software products and ICT services businesses. The development of the Telecom Operations business was stable, and the cash flow generated by it corresponded to the plans.

#### **Cash flow from business operations**

The Group's operating profit declined in 2002, amounting to EUR 3.9 million, whereas the corresponding figure of the previous year was EUR 9.6 million. The proportional share of operating profit of net sales declined from 16.7 per cent to 6.7 per cent. Cash flow from business operations before the change in working capital was EUR 14.2 million. The change in the net working capital was EUR -3.8 million, and the net cash flow from business operations amounted to EUR 5.6 million.

#### Investments, financing and dividends

Gross investments totalled EUR 9.7 million, of which Kesnet Oy's investments in network maintenance in progress accounted for EUR 1.0 million. Cash flow from divestments was EUR 0.7 million. Thus the net cash flow of investments was EUR 9.0 million.

The amount of dividends was EUR 2.2 million, compared to the EUR 3.5 million in the previous year.

Cash flow before financing was EUR -3.4 million. Financing was arranged by using the company's cash holdings. Repayments of long-term loans amounted to EUR 0.7 million. The net impact of financing was EUR -3.1 million.

At the end of 2002 the Group's long-term loans from financial institutions totalled EUR 0.9 million. These loans will fall due as follows:

2003 EUR 0.6 million

2004 EUR 0.3 million

Moreover, the Group has a loan of EUR 1.2 million with the Elisa Group. This loan will be amortised upon agreement.

Gearing at the end of the year stood at -2.8 per cent, whereas the corresponding figure at the end of the previous year was -12.3 per cent.

#### Liquidity

The Group aims to secure the sufficiency of financing by maintaining the necessary liquid cash and securities reserve. Financial assets at the beginning of the year amounted to EUR 10.5 million and EUR 4.1 million at the end of the year. At the end of 2002 the Group had an unused credit limit of EUR 10 million.

The securities reserve includes, among others, fixed-term deposits and fund shares. Furthermore, Yomi Plc owns 556,870 shares of Elisa Communications Plc. The market value of the shares at the end of the financial year 2002 was EUR 3.2 million.

Quick ratio, an indicator describing liquidity, stood at 1.3 at year-end (1.7).

#### Equity financing and solidity

Yomi Plc's share capital grew as a consequence of

directed share issues implemented in 2002. The new share issues were related to the Group's acquisitions and they increased the share capital by a total of EUR 173,367.60, so that the share capital now amounts to EUR 5,531,559.60. As a consequence of new share issues and profitable operations, the equity ratio rose from 72.8 per cent to 76.2 per cent.

#### **Risk management**

#### **Currency risk**

The Yomi Group's exposure to currency risks is very small. The majority of the Group's transactions are eurodenominated. To some extent, the US dollar and pound sterling are used in transactions between international business partners and Yomi. The Group aims to hedge itself from risks by preferring the use of euro as much as possible, even outside the euro currency zone, and by choosing other currencies of invoicing and purchase so that income and expenses nominated in foreign currencies have as high a parity level as possible. As and when necessary, futures contracts are used for hedging against currency risks. In the growing software products business, where international partnerships lead to licence agreements, it is probable that the company has to be prepared to manage profitability and financing risks greater than those currently existing through the exchange rate between the US dollar and the euro.

#### Interest-rate risk

The Group's debts are mainly based on fixed interest rates.

#### **Commercial risks**

The customer base of the Yomi Group does not involve considerable counter-party or credit loss risks. The customers of the Software Products business and ICT Service business comprise financially sound corporate customers and major companies operating internationally. Software deliveries include timerelated guarantees on functioning, according to the general practice of the business. Telecom operations customers are partly enterprises, partly domestic subscribers of telecom services. The customer category consisting of private customers has a very broad base, so individual credit risks do not have a material impact on the Group's overall economy. The company aims to hedge against credit losses by defining credit limits, by active supervision and, as and when necessary, by avoiding risks through credit insurances.

#### **Risks related to economic fluctuations**

Telecommunications and IT are growth areas, and the services offered are used daily by companies and consumers. In this regard, sensitivity to economic fluctuations is insignificant. Fluctuations based on economic cycles affect the investments of companies and telecom operators. However, software investments in information and telecom networks are small in comparison with the values of communication networks. Therefore, including additional features in the comprehensive services of existing traffic networks through software investments is not sensitive to economic fluctuations as such. On the contrary, value-added services offer network operators the opportunity to counter possible stagnation of demand during recessions with moderate investments.

# INVESTMENT OBJECT

#### **Growing market**

Yomi operates in a growing market, since the ongoing technological revolution prompts enterprises and organisations to create real-time operating methods and information systems. The ability to operate without interruptions in an international, wireless business environment that does not depend on location becomes a more and more noteworthy success factor for companies and organisations.

The growing potential of the market lies in the need for companies and organisations to continuously develop their IT and communication networks in order to enhance and speed up their operations. Also, at the individual level, the end users of communication networks are used to expecting IT-services to be constantly available, regardless of geographical position or time zones.

The development and rapidly expanding use of intelligent terminals increases the possibilities and capacity that allows Yomi's customers, equipment manufacturers, operators and companies, to offer new advanced real-time operating models that expand business operations for the end users and customers. This development strongly increases the future demand for real-time communication services offering multi-channel and other types of user services.

#### Yomi's competitive edge

Yomi offers software products and systems, representing international top standards, to corporate customers, telecom operators and its business partners. Through its customerorientation and its own skills and experience, Yomi has an extensive command of communications technology, stretching from the end users of data communication services and the operators serving them to the industry manufacturing telecommunications equipment. In-depth and versatile understanding of the market's developing communication needs is a strong competitive edge for Yomi.

#### **Solid tradition**

Yomi has more than one hundred years of experience in telecom operations in a demanding operating environment. Recently, the operations of the Yomi Group have grown and become more versatile to cover the central technologies of the ICT business. The average annual growth of net sales during the last years of the 1990s was approximately one-fifth, and the number of personnel has almost doubled since 1999. Yomi, which has operated as an incorporated company since 1928, was the first telecom company in Finland to be publicly listed in 1997. In the following year, Yomi Plc's Series A shares were listed on the main list of the Helsinki Exchanges.

## At the core of communications technology

Yomi operates in three business areas: Software Products, ICT-Services and Telecom Operations. The objective is to increase the expertise in communications technology with determination, both organically and through acquisitions, and to obtain a recognised position as a major European IT-player. To its parent company, the Elisa Group, Yomi is a centre of expertise and development in the IT-business.

The structure of Yomi's business and the Group's operating environment are described in more detail on pages 6–7 of this Annual Report.

#### **Investing in Yomi**

An investment in Yomi is an investment in a increasingly growing and international communication technology software company. The focus areas of growth are software products related to the services of mobile operators, software solutions developed for major equipment manufacturers in the telecom sector, and information system projects implemented for major corporate customers. Internationally, Yomi offers its partners competitiveness and software products enhancing service to end users on the basis of OEM. The growth is supported by the strong cash flow from the Telecom Operations business.

#### **Dividend policy**

In this phase of strong development Yomi Plc has not confirmed any specific dividend policy. Through organic growth and acquisitions, Yomi Plc aims at increasing the company's value and earnings potential. Cash flow from the telecom operations business is a strength factor in this development.

In 2001 the amount of Yomi PLc's dividend was EUR 0.14 per share, equivalent to a dividend ratio of 31.1% and an effective yield of 2.48%. Earnings per share amounted to EUR 0.45 and the equity/ share was EUR 3.86. For the financial year 2002, the Board of Directors of Yomi PLc proposes that a dividend of EUR 0.04 per share be paid. The Board's proposal for the distribution of dividend is published on page 35 of this Annual Report.

Detailed information of shares and ownership are included in the financial statements section on pages 31–33 of this Annual Report.

### STOCK EXCHANGE RELEASES AND ANNOUNCEMENTS

The Annual General Meeting of Yomi (formerly known as KSP Group Plc) on 26 March 2002 decided to change the company's name into Yomi Plc. The new name was registered in the Trade Register on 12 April 2002.

#### 4 January

KSP Group Plc announces the purchasing details of Votek Oy's shares, decided on and announced in December, and the directed share issue related to it. The holding of KSP Group Plc in Votek Oy will rise to 95.7%. Part of the purchase price will be paid by assigning shares of Jyväsviestintä Oy, a subsidiary of KSP, to the owners of Votek Oy. After the transaction, KSP's holding in Jyväsviestintä Oy will be 90% (release).

#### 4 January

KSP Group Plc announces that it will purchase all shares of Indata Oy. The purchase price will be paid through an exchange of shares (release).

#### 9 January

KSP Group Plc announces the implementation of share issues directed to the owners of Votek Oy and Indata Oy. After the share issue, KSP will own Votek Oy and Indata Oy completely (announcement).

#### 9 January

Helsinki Exchanges announces that trading of the Yomi Plc A Shares subscribed for in the first phase of the directed offering related to the purchasing of Votek Oy, together with KSP's old shares, will begin on 10 January 2002 (Trading News PKV).

#### 14 January

Helsinki Exchanges announces that trading of the Yomi Plc A Shares of the directed offering related to the purchasing of Indata Oy, together with KSP's old shares, will begin on 15 January 2002 (Trading News PKV).

#### 15 January

Helsinki Exchanges announces that trading of the Yomi Plc A Shares subscribed for in the second phase of the directed offering related to the purchasing of Votek Oy, together with KSP's old shares, will begin on 16 January 2002 (Trading News PKV).

#### 16 January

After the directed offerings related to the acquisitions of Votek Oy and Indata Oy, the share capital of KSP Group Plc entered in the trade register totals EUR 5,531,559.60, and the number of the company's A shares is 15,804,456 (announcement).

#### 14 February

KSP Group Plc announces the members of its management group (announcement).

#### 22 February

KSP Group Plc publishes its Financial Statement Bulletin for the financial year 2001. Net sales grew by 14.2 per cent, amounting to EUR 57.4 million. Operating profit totalled EUR 9.2 million. The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.08 per share be paid for the financial year 2001 (release).

## EVENTS IN 2002

#### Yomi selected as partner for Samsung

Samsung introduced Samsung Contact 8.0, a multi-channel communication solution including Yomi's multimessaging technology, on the market. The product is distributed globally through Samsung's sales channels, and through Yomi in the Nordic countries. The potential licence sales of Yomi's Unified Communication solution through Samsung's channels amount to 10 million licences. The companies published the product at the Comdex event in Las Vegas in November 2002. The cooperation between the companies was published in March 2002, when they signed an agreement on linking the software as a part of the Samsung Contact e-mail solution.

"We are convinced of Yomi's superior expertise in this sector. Our products are mutually complementing and it has been easy to combine them. Yomi's excellent technology and smooth cooperation guarantee our product to become the leading communication solution in the market," emphasises Stuart Barry, General Manager of Samsung Contact (right).



#### 22 February

KSP Group Plc publishes the call to the Annual General Meeting to be held on 26 March 2002 (release).

#### 6 March

It is confirmed that the record date of the distribution of dividend is 3 April 2002 and the date of the payment of dividend is 10 April 2002 (announcement).

#### 21 March

Samsung SDS contracts the integration work of Unified Communications from Yomi Applications Ltd, a subsidiary of KSP Group Plc. The product serves to integrate Yomi's product with the Samsung Contact e-mail software. Samsung will become a dealer in Yomi's product. The companies also agreed on cooperation in marketing (release).

#### 26 March

KSP Group Plc's Annual General Meeting adopts the financial statements for the year 2001 and discharges those responsible from liability. Deviating from the proposal of the Board of Directors, a decision was made to pay a dividend of EUR 0.14 per share. The new name of the company, Yomi Oyj (Yomi Plc in English), is confirmed. The Annual General Meeting authorises the Board of Directors to purchase and transfer a maximum of 790,222 shares, as well as to decide on increasing the share capital through issuing convertible bonds and/or granting options and/or a new share issue. The maximum number of shares with the authorisation of increase is 3,160,891. On the basis of this, the share capital may increase by a maximum of EUR 1,106,311.85 (release).

#### 3 April

Yomi Plc announces a change of management in its subsidiary Yomi Solutions Ltd (release).

#### 5 April

Yomi Applications Ltd, a subsidiary of Yomi Plc, strengthens its software offering by acquiring the software business of LPG Innovations Oy (release).

#### 10 April

Yomi Plc announces the members of the major Boards of Directors in its Group companies following the Annual General Meeting of spring 2002 (announcement).

#### 10 April

Yomi announces that the probable date for registering its new corporate name in the trade register is 12 April 2002. Specifications in the information systems of the Helsinki Exchanges related to the change of name are scheduled to be implemented in mid-April (announcement)

#### 12 April

Helsinki Exchanges announces that the new business name of Yomi Plc will enter into force in the HETI trading system as of 15 April 2002. The company's new trading code, YOM1V, will enter into force in the HETI system as of 16 April 2002. The ISIN code of Yomi Plc's listed A Share, FI0009007322, will remain unchanged (Trading News PKV).

#### 25 April

Yomi Plc announces that it will hold a briefing event on 2 May 2002 after its Interim Report of 30 April 2002 has been published (announcement).

#### 30 April

The net sales of the Yomi Plc Group in Q1 of 2002 amounted to EUR 13.9 million, a growth of 2.6 per cent. Operating losses totalled EUR 0.8 million. The result is burdened by the structural arrangements carried out during the first months of the year (release).

## Orange offers its customers Yomi's MCC solution in Switzerland

Orange, a Swiss mobile operator, offers its corporate customers mobile communication services, such as e-mail, indexes and a calendar, based on Yomi's Mobile Communications Centre solution. The service is delivered by End2End and Hewlett-Packard acts as the system integrator.

"We believe that mobile data services generate a substantial added value for companies, particularly in utilising broadband GPRS networks. Orange Pocket Office offers an excellent possibility for working mobile for companies of all sizes," said Antonio Annecchiarico, Mobile Solutions Manager of Orange Switzerland, in conjunction with the publishing in September 2002.

#### **Connect Austria chose Yomi and HP**

Yomi and HP have delivered an application of the Yomi Messaging product family to Connect Austria, an Austrian operator. With this application, the end customers of Connect Austria can utilise various content services, such as ringing tones, logos, icons and MMS messages, in their mobile phones.

"Our strategy is to go international with selected partners. The project implemented for Connect Austria was a positive experience, which, in its part, strengthened our good cooperation with HP," says Jani Vahvanen from Yomi in conjunction with the publishing in December 2002.

#### 10 June

The Yomi Group announces that it will begin codetermination negotiations in order to enhance its operations. The objective is to eliminate overlapping resulting from the structural changes, sharpen the business focus, and adjust costs to correspond to the market situation (release).

#### 12 June

Kestel Oy, a subsidiary fully owned by Yomi Plc, publishes a preliminary agreement on selling the security business of Atec Security Ltd to Estera Oy, a company fully owned by Elisa Communications Corporation. The arrangement concentrates similar operations within the Elisa Group to one company. Yomi is the company of the Elisa Group focusing on information technology (release).

#### 28 June

The Yomi Plc Group reduces its forecast for Q2 of 2002 owing to the fact that the software product business has grown more slowly than expected, credit losses were recorded during Q2, and acquisitionrelated expenses incurred. Co-determination negotiations started at the beginning of the month are nearing completion. Yomi Plc will arrange a briefing in conjunction with the publishing of its Interim Report on 31 July (release).

#### 29 July

Jyrki Saarivaara, M. Sc. (Econ.), is appointed Managing Director of Yomi Solutions Ltd, Yomi Plc's subsidiary responsible for ICT software projects (announcement).

#### 31 July

The net sales of the Yomi Plc Group during the two first quarters of 2002 amounted to EUR 28.4 million, a growth of 4.7 per cent. Operating profit totalled EUR -2.4 million. The result was burdened by the slower growth of the software product business than expected, credit losses booked during the period, and expenses related to acquisitions (release).

#### 12 September

Yomi Plc announces that it has made a preliminary agreement on selling its directory business to Fonecta Oy (release).

#### 13 September

Yomi Plc announces that the selling of its security business to Estera Oy of the Elisa Group has been implemented in accordance with the preliminary agreement published earlier (release).

#### 23 October

Yomi Plc announces that it will hold a briefing in conjunction with the publishing of its third Interim Report of 2002 on 30 October (announcement).

#### 30 October

Yomi Plc announces the sale of the Group's directory business to Fonecta Oy in accordance with the preliminary agreement signed in September. The agreement covers Kestel Oy's share of the regional telephone directory of Central Finland, as well as the directory-related minority holdings of the Group (release).

#### 30 October

The Yomi Group publishes its Interim Report for the first three-quarters of 2002. Net sales amount to EUR 42.4 million a growth of 4.3 per cent. Operating profit totalled EUR 3.4 million. The performance of Q3 was improved by sales profits from divesting the directory and security business operations and burdened by non-recurring depreciations related to product development (release).

#### 13 December

Yomi Plc announces the publishing dates of its Financial Statement Bulletin and other financial reports of 2003 (announcement).





## Communication technology is a force of transformation

Yomi invited executives from various sectors and the public administration to a meeting arranged in Helsinki in September 2002. The objective was to provide the participants with first-hand information about the development in the sector, as well as suggestions for improving an organisation's operations and competitiveness through enhanced communications.

Kimmo Sasi, Minister of Transport and Communications, gave a speech on the new legislation in the communications market. The reform is aimed at promoting network business, television and radio operations, as well as content production.

Juha Putkiranta, the leader of the Imaging business unit at Nokia Mobile Phones, presented his vision of the future of mobile communications. All players in the sector must understand the significance of mobility in modifying people's behaviour and the market:

"A fifteen-year-old will need thirty more mobile phones during his or her lifetime."

## CORPORATE SOCIAL RESPONSIBILITY (CSR)

The services of the Yomi Group are an essential part of the structure and functioning of the society of our time. Public service and security functions require undisturbed usability and a real-time feature from communication and information technologies.

## Significant connector and an ICT centre of excellence

Yomi's software services and products enhance the operations and competitiveness of enterprises and organisations in an environment that emphasises wireless functioning and availability regardless of geographical position or time zone. Telecommunications services secure the transfer of information and connect each subscriber to a global communications network.

In Central Finland, Yomi is a regional centre of excellence in information and communications technology that also has a central role in the expertise chain of the Elisa Group operating nationwide. Millions of people use Yomi's software in their everyday lives. The total number of data communication and cable connections is approximately 90,000.

Yomi's (formerly known as KSP Group Plc) traditions in communications have a history of more than 100 years; the first telephone call transferred over the newly established network in Central Finland was made 118 years ago, just eight years after the telephone had been invented.

#### **Economic responsibility**

Through profitability and growth, Yomi secures the financial foundation of its operations and its positive contribution to the increasing well-being of society. The efficiency and competitiveness of operations is secured by focusing on the core business: ICT technology and its development. Through active participation in the arrangements in the sector and by constructing partnerships, Yomi is boosting its competitiveness both in Finland and internationally. As a listed company, Yomi is a public investment object, which follows the principles of transparency required from a listed company. The total number of Yomi Plc's shareholders is approximately 18,500.

#### **Environmental responsibility**

Yomi cares for natural resources and the environment. Environmentally friendly operations are ensured with clear planning, instructions and monitoring. Concern for the environment is a part of Yomi's continuous development.

The environmental stress caused by IT and telecommunications as such is minimal, and the consumption of energy is low. They can be reused, recycled or disposed of safely. The increasing use of telecommunications reduces the environmental stress in comparison with many other forms of traffic, which promotes the principles of sustainable development.

Yomi's objective is to reduce the amount of mixed waste. This objective can be achieved by



#### CORPORATE SOCIAL RESPONSIBILITY

taking environmental aspects into consideration in material purchasing and enhanced waste separation. The generation, amount, quality and costs of waste are constantly monitored. Paper waste and waste metal are recycled and hazardous waste is disposed of in an appropriate manner. Collection of biological waste has already been started in some of Yomi's premises. Environmental risks are evaluated in all of the Group's facilities. The company also pays attention to the consumption of energy and water.

#### Social responsibility

As a company of communications technology, Yomi offers its employees challenging tasks in the field of high technology. The multiplier effects extend widely across the working environment, through cooperation partners as well.

Yomi takes care of the well-being and professional skills of its staff through regular surveys of job satisfaction and continuous training. Yomi takes responsibility for the quality of the products and services rendered, as well as the confidentiality of the information about its customers and cooperation partners. Locally, Yomi acts in close cooperation with its immediate surroundings and supports generally useful purposes. Yomi donated EUR 14,000 of its profits for 2001 for purposes promoting the common good. This donation was directed to substance abuse prevention among young people and to culture.



### INFORMATION FOR SHAREHOLDERS

#### Annual General Meeting

The Annual General Meeting of Yomi Plc will be held on Thursday, 27 March 2003, at 2 pm in Jyväskylän Paviljonki next to the company's headquarters, Messukatu 10, Jyväskylä.

Prior to the meeting, Yomi Plc will arrange an up-to-date briefing for the shareholders. The briefing will start at 12 noon in the same place.

A shareholder who, no later than Friday, 17 March 2003, has been registered as a shareholder in the company's shareholders' register kept by the Finnish Central Securities Depository has the right to participate in the Annual General Meeting. Also, a shareholder whose shares have not been transferred to the book-entry securities system is entitled to participate in the Annual General Meeting providing that the shareholder was registered in the company's shareholders' register before 28 September 1998. In this case, the shareholder shall present the share certificates, or a report stating that the right of ownership to the shares has not yet been entered into the book-entry securities account, at the Annual General Meeting.

In order to execute voting rights, the shareholder shall register at the company's offices no later than 4 pm on 24 March 2003 at the address Yomi Plc/AGM 2002, P.O. Box 354, Piippukatu 11, 40101 Jyväskylä, or by phone to the number +358 10 240 2023 (Helena Lähde), or by fax to the number +358 10 240 2059, or by e-mail to kokous@yomi.com. A registration made by mail shall be received at the close of the registration period at the latest. Individual powers of attorney to be used at the Annual General Meeting shall be submitted to the company within the period of registration. The shareholder or nominated delegate must be able to provide identity confirmation at the meeting.

#### **Payment of dividend**

The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.04 per share be paid for 2002. The dividend will be paid to shareholders registered in the company's shareholders' register kept by the Finnish Central Securities Depository (APK) on the record date, 1 April 2003. The Board of Directors proposes to the Annual General Meeting that the dividend be paid on 8 April 2003.

The Board of Directors' proposal for the distribution of profits is published in full on page 35 of the Annual Report.

#### Annual Report 2002 and Interim Reports 2003

The Annual Report is also available in Finnish. Yomi Plc's financial statement bulletin for the financial year 2002 was published as a stock exchange release on 20 February 2003. During 2003, Yomi will publish three Interim Reports:

The report for the period from January to March will be published on 28 April 2003, the report for the period January–June on 31 July 2003 and the report for the period January–September on 27 October 2003.

The Interim Reports will be published in the form of stock exchange releases in Finnish and English. They will be available from the Internet page of Yomi at http://www.yomi.com and from the website of Helsinki Exchanges at http://www.hex.fi/yhtiötiedotteet (YOM).

Printed material and press releases may also be ordered directly from Yomi Plc by sending e-mail to the address info@yomi.com

#### Yomi Plc

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