



*Tekla Corporation*  
*Annual Report 2005*

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[www.tekla.com](http://www.tekla.com)

# FIVE YEARS IN FIGURES 2001-2005

| (Million EUR)                                    | IFRS       |            | FAS        |            |            |            |
|--|------------|------------|------------|------------|------------|------------|
|  | 2005       | 2004       | 2004       | 2003       | 2002       | 2001       |
| <b>SCALE OF OPERATIONS:</b>                      |            |            |            |            |            |            |
| Net sales  | 37.95      | 37.89      | 37.89      | 39.81      | 41.47      | 39.20      |
| Change, %  | 0.2        | -          | -4.8       | -4.0       | 5.8        | 48.1       |
| Exports and international operations             | 27.29      | 21.49      | 21.49      | 20.73      | 21.36      | 22.44      |
| Change, %  | 27.0       | -          | 3.7        | -3.0       | -4.8       | 21.3       |
| % of net sales                                   | 71.9       | 56.7       | 56.7       | 52.1       | 51.5       | 57.2       |
| Balance sheet total                              | 28.59      | 33.53      | 32.91      | 35.71      | 43.11      | 50.61      |
| Research and development expenses                | 7.86       | 9.14       | 9.14       | 10.25      | 12.08      | 9.69       |
| % of net sales                                   | 20.7       | 24.1       | 24.1       | 25.8       | 29.1       | 24.7       |
| Investments in property, plant and equipment     | 1.30       | 0.84       | 0.84       | 1.34       | 5.58       | 14.31      |
| % of net sales                                   | 3.4        | 2.2        | 2.2        | 3.4        | 13.4       | 36.5       |
| Personnel, on average                            | 299        | 368        | 368        | 428        | 456        | 382        |
| Net sales / employee (1,000 euros)               | 126.9      | 103.0      | 103.0      | 93.0       | 90.9       | 102.6      |
| Personnel expenses / employee (1,000 euros)      | 66.3       | 58.5       | 58.3       | 54.7       | 54.7       | 54.5       |
| <b>PROFITABILITY:</b>                            |            |            |            |            |            |            |
| Operating profit (loss)                          | 6.39       | -0.80      | -1.47      | -9.45      | -3.50      | 2.50       |
| % of net sales                                   | 16.8       | -2.1       | -3.9       | -23.7      | -8.4       | 6.4        |
| Profit (loss) before extraordinary items         | 7.08       | -0.96      | -1.60      | -9.32      | -3.18      | 3.60       |
| % of net sales                                   | 18.7       | -2.5       | -4.2       | -23.4      | -7.7       | 9.2        |
| Profit/loss before appropriations and taxes      | 7.08       | -0.96      | -1.60      | -9.32      | -3.18      | 3.60       |
| % of net sales                                   | 18.7       | -2.5       | -4.2       | -23.4      | -7.7       | 9.2        |
| Return on equity (ROE), %                        | 28.3       | -0.1       | -4.6       | -33.0      | -8.2       | 7.9        |
| Return on investment (ROI), %                    | 32.7       | -3.2       | -5.8       | -29.9      | -8.0       | 12.0       |
| Operating profit (loss) / employee (1,000 euros) | 21.4       | -2.2       | -4.0       | -22.1      | -7.7       | 6.6        |
| <b>FINANCING AND FINANCIAL POSITION:</b>         |            |            |            |            |            |            |
| Equity   | 17.21      | 23.79      | 23.31      | 24.17      | 33.44      | 37.37      |
| Interest-bearing liabilities                     | 1.34       | 1.76       | 1.57       | 2.02       | 2.29       | 2.35       |
| Non-interest-bearing liabilities                 | 10.04      | 7.98       | 7.90       | 9.38       | 7.28       | 10.68      |
| Equity ratio, %                                  | 61.1       | 71.8       | 72.0       | 69.0       | 78.4       | 75.4       |
| Net gearing, %                                   | -81.2      | -78.5      | -89.2      | -50.6      | -40.0      | -45.2      |
| <b>SHARE RELATED DATA:</b>                       |            |            |            |            |            |            |
| Earnings per share (euros)                       | 0.26       | 0.00       | -0.05      | -0.42      | -0.13      | 0.12       |
| Equity per share (euros)                         | 0.76       | 1.06       | 1.04       | 1.07       | 1.49       | 1.66       |
| Dividend per share (euros)                       | 0.12       | 0.00       | 0.00       | 0.00       | 0.00       | 0.04       |
| Dividend to earnings ratio, %                    | 46.2       | 0.0        | 0.0        | 0.0        | 0.0        | 34.4       |
| Effective dividend yield, %                      | 3.5        | 0.0        | 0.0        | 0.0        | 0.0        | 1.2        |
| Price / earnings (P/E)                           | 13.2       | -          | -38.5      | -4.6       | -12.2      | 29.3       |
| Share prices, euros                              |            |            |            |            |            |            |
| - period's lowest                                | 1.85       | 1.71       | 1.71       | 0.98       | 1.50       | 2.62       |
| - period's highest                               | 3.60       | 2.80       | 2.80       | 2.15       | 4.12       | 5.15       |
| - period's average                               | 2.84       | 2.16       | 2.16       | 1.46       | 3.54       | 3.44       |
| - on December 31                                 | 3.42       | 1.87       | 1.87       | 1.93       | 1.58       | 3.40       |
| Market capitalization                            | 77.01      | 42.11      | 42.11      | 43.46      | 35.58      | 76.56      |
| Share turnover (in 1,000s)                       | 8,437      | 3,901      | 3,901      | 2,269      | 6,533      | 3,046      |
| Share turnover, %                                | 37.5       | 17.3       | 17.3       | 10.1       | 29.0       | 13.5       |
| No. of issue-adjusted shares at year's end       | 22,516,600 | 22,516,600 | 22,516,600 | 22,516,600 | 22,516,600 | 22,518,200 |
| Average no. of issue-adjusted shares             | 22,516,600 | 22,516,600 | 22,516,600 | 22,516,600 | 22,516,631 | 20,588,996 |

1) The calculation principles of research and development expenses were specified in 2003-2004.

2) The Board's proposal to the AGM

In calculating share related data, the company's own shares are deducted from the total number of shares and the value of treasury shares from shareholders' equity.

Calculation of financial indicators on page 57.

# REVIEW BY THE BOARD OF DIRECTORS 2005

## Financial year in brief

- Tekla Group's consolidated net sales were 37.95 (37.89) million euros. The comparable net sales in 2004 were 31.67 million euros. The comparable growth of net sales was nearly 20 percent.
- Operating result was 6.39 (-0.80) million euros.
- International operations accounted for 72% (57%) of net sales.
- The Extraordinary General Meeting on June 30, 2005, accepted the Board of Directors' proposal that the company's share premium account be decreased by 0.55 euros per each Tekla Corporation share. The return of capital amounted to 12,384,130 euros and it was paid to the shareholders on November 25, 2005.
- Tekla Corporation's Board will propose to the Annual General Meeting, to be held on March 16, 2006, that a dividend of 0.12 euros per share be distributed for the financial period 2005 for a total dividend payment of 2,701,992 euros.

## BUSINESS ENVIRONMENT

Tekla develops and markets software products and related services that make customers' core business more effective. The products are used in building and construction, in energy companies and water utilities as well as in municipalities. The ingenuity of Tekla's products is in their model-based technology; Tekla is an international forerunner in developing model-based technology in its customer segments. Tekla also has decades of experience in select customer industries.

Tekla's software solutions make customers' core business processes more effective, enable their further development and enhance customers' competitiveness.

The building industry grew throughout 2005, and the demand for software was brisk. Product offerings for the industry are still evolving, and there are a lot of players. The prospects of the implementation of product modeling are good in several countries. It seems that the product development carried out during the softer market situation is contributing to the strengthening of Tekla's market position.

As for the energy industry, structural changes in network companies continued in 2005. The high price of energy improves the profitability of the companies

and improves IT investment opportunities. In the Nordic countries, there was particular demand for network information systems that provide operative support due to storms and other failure situations. Tekla's market position grew in Sweden and remained strong in Finland and the Baltic states.

Demand for geographic information systems was steady in Europe, and its increase focused on the developing regions of Eastern Europe in particular. The requirements for operative efficiency in the public sector continue to increase in Finland. Information systems are in a central role, especially with increasing regional collaboration. Tekla's market position strengthened in large and medium-sized Finnish municipalities.

## NET SALES AND RESULT

Tekla's net sales were 37.95 (37.89) million euros. The comparable net sales in 2004 were 31.67 million euros. The comparable growth of net sales was nearly 20 percent.

Tekla's operating result was 6.39 (-0.80) million euros. Profit (loss) before taxes amounted to 7.08 (-0.96) million euros.

Tekla Group's net sales and operating result are shown in the following tables.

#### Net sales, million euros

| 1.1.- 31.12.            | 2005         | 2004         | Change      | % of net sales (2005) |
|-------------------------|--------------|--------------|-------------|-----------------------|
| Building & Construction | 25.19        | 17.76        | 7.43        | 66.4                  |
| Energy & Utilities      | 6.29         | 11.71        | -5.42       | 16.6                  |
| Public Infra            | 4.23         | 4.88         | -0.65       | 11.1                  |
| Defence                 | 2.24         | 2.30         | -0.06       | 5.9                   |
| Others*)                | 0.00         | 1.24         | -1.24       | 0.0                   |
| <b>Total</b>            | <b>37.95</b> | <b>37.89</b> | <b>0.06</b> | <b>100.0</b>          |

#### Operating result, million euros

| 1.1.-31.12.             | 2005        | 2004         | Change      |
|-------------------------|-------------|--------------|-------------|
| Building & Construction | 6.54        | 1.73**)      | 4,81        |
| Energy & Utilities      | -0.48       | -2.30**)     | 1,82        |
| Public Infra            | 0.28        | -0.53        | 0,81        |
| Defence                 | 0.14        | 0.23         | -0,09       |
| Others*)                | -0.09       | 0.07         | -0,16       |
| <b>Total</b>            | <b>6.39</b> | <b>-0.80</b> | <b>7,19</b> |

\*) Hardware sales were transferred over to E&U as of January 1, 2005.

\*\*\*) Incl. non-recurring items of some 0.5 million euros (B&C) and some 3 million euros (E&U).

#### Proforma net sales without sold businesses (2004), million euros

| 1.1.- 31.12             | 2005         | 2004         | Change      |
|-------------------------|--------------|--------------|-------------|
| Building & Construction | 25.19        | 17.76        | 7.43        |
| Energy & Utilities      | 6.29         | 6.43         | -0.14       |
| Public Infra            | 4.23         | 3.94         | 0.29        |
| Defence                 | 2.24         | 2.30         | -0.06       |
| Others                  | 0.00         | 1.24         | -1.24       |
| <b>Total</b>            | <b>37.95</b> | <b>31.67</b> | <b>6.28</b> |

## PROFITABILITY

Return on investment (ROI) was 37.2% (-3.2%) and return on equity (ROE) 28.3% (-0.1%). Earnings per share were 0.26 (0.00) euros and equity per share at the end of the period was 0.75 (1.06) euros.

15.31 (22.42) million euros, constituting 53.6% (66.9%) of the balance sheet total. Return of capital paid on November 25, 2005 decreased liquid assets by 12.38 million euros.

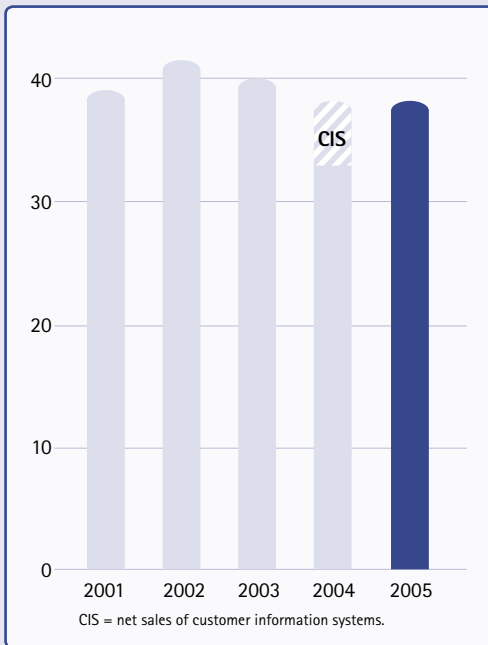
## FINANCIAL POSITION

The consolidated balance sheet totaled 28.59 (33.53) million euros. Equity ratio was 61.1% (71.8%). Liabilities totaled 11.38 (9.74) million euros. Liquid assets stood at

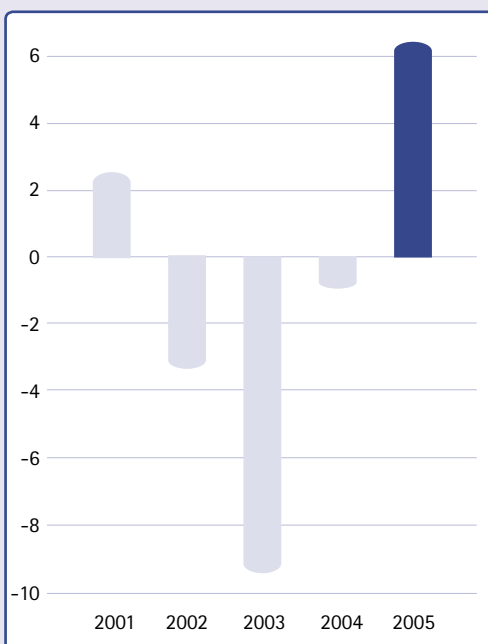
## INVESTMENTS

Gross investments amounted to 1.30 (0.84) million euros, mainly consisting of normal acquisitions of hardware, software and equipment.

Tekla net sales, million euros



Tekla operating result, million euros



## BUSINESS AREAS

### Building & Construction

The Building & Construction business area (B&C) develops and markets software products for model-based engineering as well as the management of building and fabrication of steel and concrete structures.

The net sales of B&C amounted to 25.19 (17.76) million euros for 2005. Net sales increased by approximately 42% compared to the previous year. Operating profit improved noticeably from the previous year, reaching 6.54 (1.73) million euros. International operations accounted for 94% (94%) of net sales. The last quarter of 2005 was the business area's all-time best; its net sales were 7.41 million euros, generating 2.27 million euros of operating profit.

In B&C's main market area, North America, growth in sales was strong throughout the year. This market area accounted for approximately one fourth of the business area's sales. Almost all market areas were growing, especially Australia, Southeast Asia and India.

Most of B&C's sales in 2005 were due to Tekla Structures' offering for structural steel engineering. The expanded product offering, covering the engineering of concrete structures, for instance, was successful in the Nordic countries.

The product development project between Tekla and the PCSC (Precast Concrete Software Consortium) kicked off in 2003 was completed, as final testing of the Tekla Structures software was approved in the fall. As a result of the project, Tekla Structures was localized for the North American precast concrete industry. The software could be adopted by PCSC companies, and further product development will be continued with these customer companies under normal circumstances.

In September, Tekla signed a cooperation agreement with the Finnish company Lujabetoni Oy in order to develop the Tekla Structures software for precast concrete structural design. In June, Tekla acquired minority interests in the Finnish companies Tocoman Group Oy and Tocosoft Oy.

The building industry trends remained good throughout the year 2005, and seem to be the same for the start of 2006 as well. However, B&C's annual growth is not expected to be as strong as it was in 2005. In order to facilitate long-term growth, B&C's resources are being increased, and the business area's profitability is expected to continue at a good level.

### Energy & Utilities

The Energy & Utilities business area (E&U) supplies energy distribution companies and water utilities with solutions that improve their business and operative efficiency and competitiveness.

The net sales of E&U amounted to 6.29 (11.71) million euros in 2005. Excluding the CIS business, net sales for 2004 amounted to 6.43 million euros. E&U's operating result was -0.48 (-2.30) million euros. The operating result for 2004 included non-recurring costs in the amount of some 3 million euros. International operations accounted for 51% (36%) of net sales. The comparable figure for 2004 excluding the CIS business was 57%.

E&U's business comprises mostly of sales of additional licenses and services to existing customers. Customer interest in system extensions continued since the spring 2005. This could be seen in a slight recovery in net sales and growth in the order backlog since the fall.

In December, E&U announced a cooperation agreement signed with the German company SHH - SystemHaus Hemminger on the resale of Tekla Xpower in Germany and Poland.

Tekla Xpower orders were delivered to new customers in Sweden. Interest in Tekla's offering continued, as there are still several companies in Sweden that plan to renew their network information systems in the next few years. The use of Tekla Xpower continued expansion in Malaysia. China's pilot project was implemented during the year.

Latvia's national energy company Latvenergo ordered an expansion of the Tekla Xpower network information system in May.

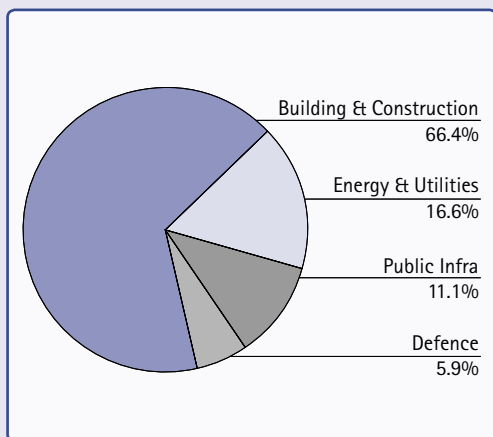
**Building & Construction** offers the building industry the first structural Building Information Modeling (BIM) system, Tekla Structures. The model-based 3D software covers the entire structural design process from conceptual design to detailing, fabrication and construction. Its innovative tools provide possibilities to design and create an intelligent building model of any size or complexity. Tekla Structures allows also for real-time collaboration between users across industries and project phases. Tekla Structures has thousands of users in nearly 80 countries.

**Energy & Utilities** provides software solutions for energy distribution companies and water utilities. Tekla Xpower and Tekla Xpipe network information systems offer users versatile tools for network planning, documentation, operation and maintenance. E&U's clientele consists of some 70 energy distribution companies in Northern Europe and almost 20 water utilities in Finland and Sweden.

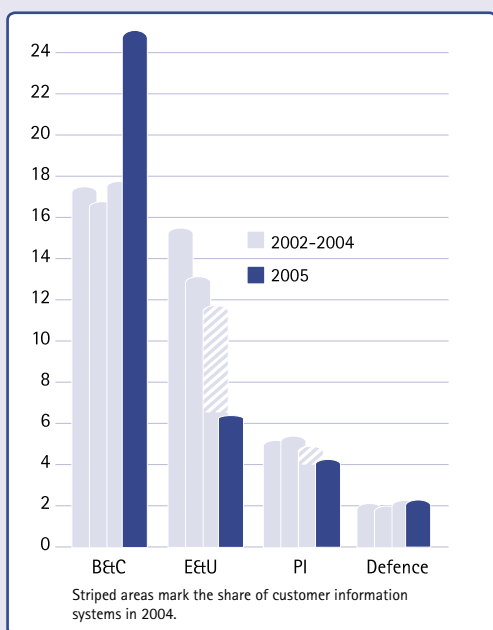
**Public Infra** provides software solutions for the municipality sector and infrastructure consultants. With the Tekla Xcity -solution, local administrations can improve their effectiveness and provide the inhabitants with eGovernment services. The Tekla Xstreet -solution and the land property management of Tekla Xcity support the life cycle of infrastructure from planning to maintenance. Public Infra's products are used in over 60 organizations, mainly in Finland and Sweden.

**Tekla Defence** works in close cooperation with the Finnish Defence Forces providing supremacy in situation awareness and decision-making with the development of integrated C4SRI systems.

Net sales 2005 by business area, %



Net sales by business area, million euros



Since the beginning of 2005, E&U's product range has also included the Tekla Xpipe network information system for water utilities, and systems were delivered to several Finnish municipalities.

### Public Infra

The Public Infra business area (PI) offers municipalities information systems for the technical sector.

The net sales of PI amounted to 4.23 (4.88) million euros in 2005. Excluding the CIS business, net sales for 2004 were 3.94 million euros. The net sales of PI's Tekla Xcity and Tekla Xstreet products increased by more than 20%. PI's operating result was 0.28 (-0.53) million euros. International operations accounted for 5% (6%) of net sales.

The market position of Tekla Xcity strengthened in the field of municipal information systems, and its implementation proceeded in several Finnish municipalities. The UKTJ (new land property information system) project was completed as a result of close collaboration with customers at the beginning of the year. Development of operational management systems of municipalities' public spaces proceeded according to plan in cooperation with customers. Several regional implementations of the Tekla Xcity system commenced towards the end of the year.

### Defence

The Defence business area develops reconnaissance, command and control systems in close cooperation with the Finnish Defence Forces.

The business area's net sales for 2005 amounted to 2.24 (2.30) million euros. Its operating result was 0.14 (0.23) million euros. The development of business and prospects are stable in this business area.

In 2001, Tekla signed a command and control system delivery agreement with the Finnish Defence Forces Materiel Command on the development of the AHJO fire control and battlefield management system. In addition to the original agreement, the system project also contained the AMOS-AHJO fire control system and weapon terminal project for mortar vehicles. The AHJO



system was approved for military use on December 30, 2005. For Defence, this system development project has been a significant part of long-span collaboration with the Finnish Defence Forces and the Army in particular. During the project, a nationally significant center of expertise in indirect fire control systems has developed within Tekla.

## RESEARCH AND PRODUCT DEVELOPMENT

Around a third of Tekla's personnel are engaged in product development.

Product development of Tekla Structures focused on the next main version of the software in the latter part of the year. The steel segment was more emphasized than in the previous versions, which focused on the needs of new segments. Focus was put on the usability of the product both by increasing the number of Tekla personnel and through collaboration with Finnish and foreign universities. Completing the PCSC project was a significant milestone.

Significant renewed printing functionality was added to the Tekla Xpower network information system during the year. The focus of development for 2006 is on renewing the user interface.

New versions of the Tekla Xcity software's municipal information system and WebMap service were completed by the end of the year. Development will continue with regard to operational management of public spaces, for instance.

Product development also prepared for 64-bit processors becoming significantly more widespread in the near future.

## BUSINESS RISKS

Tekla takes business risks connected primarily with strategy and objectives. These risks are managed and decreased in several ways. The company aims to avoid risks that jeopardize or damage the continuity of operation. Risk management responsibilities are decentralized to the business units, and a separate risk management organization does not exist.

Intellectual property rights are protected primarily with copyrights, registration of trademarks, business secrets and non-disclosure agreements.

## ENVIRONMENT

The direct environmental consequences of Tekla's operation are minor. Nor are the direct environmental effects arising from the use of the company's products considered to be significant.

## PERSONNEL

The Group personnel averaged 299 (368) in 2005; on average 95 (98) worked outside Finland. In these figures, the number of part-time staff has been converted to correspond to full-time work contribution. At the end of 2005, Tekla personnel totaled 324 (309) including part-time staff, of them 100 (99) worked outside Finland.

The average age of Tekla's employees was 37.9 years. Of the personnel, 66% had a higher academic degree or university-level studies. 27% of Tekla employees were female, 73% male. The turnover of personnel in 2005 was 7.5%.

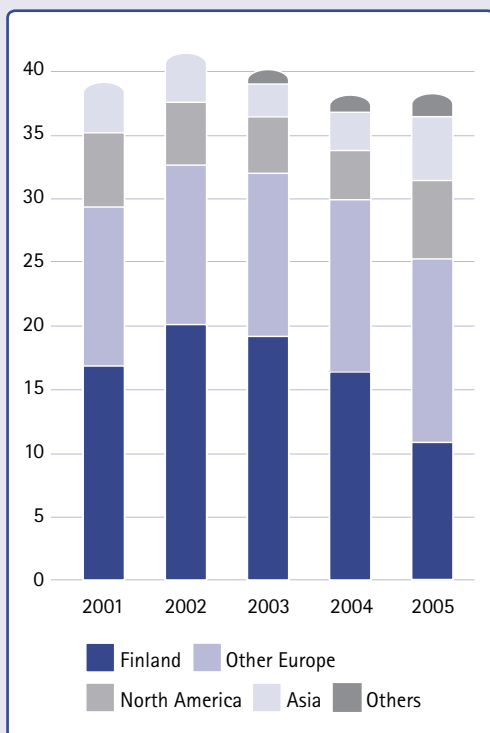
The entire personnel participated in the "Tekla Spirit" value and leadership project during 2005. The long-term aim of the project is to develop the work community and corporate culture.

## CHANGES IN OWNERSHIP

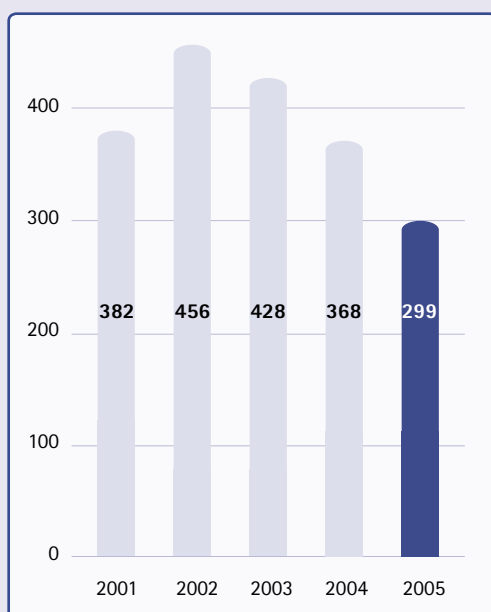
There were no significant changes in the ownership of Tekla Corporation in 2005. However, worth of noticing was the share of nominee-registered owners, which grew from 0.13 percent to 4.48 percent during 2005.

In January 2006 one of the world's largest investment funds, Fidelity International and its subsidiaries, became owners of Tekla. According to their notification the Fidelity funds acquired 10 percent of Tekla shares. In this connection Gerako Oy, Tekla's long-time majority owner sold its Tekla shares whereby its ownership at Tekla decreased from over 50 percent to approximately 38 percent.

Net sales by market area, million euros



Personnel (average)



## CORPORATE GOVERNANCE

Corporate Governance in Tekla Corporation complies with the provisions of the Finnish Companies Act, Tekla's Articles of Association and, as of July 1, 2004, the Corporate Governance Recommendation prepared by the Helsinki Stock Exchange, the Central Chamber of Commerce of Finland and the Confederation of Finnish Industry and Employers.

Further information on Corporate Governance at Tekla can be found on the Internet at [www.tekla.com](http://www.tekla.com) > Investors > [Corporate Governance](#).

## MANAGEMENT

Tekla Management Team consisted of following members in 2005: Ari Kohonen (President and CEO), Heikki Multamäki (Director responsible for Energy & Utilities and Public Infra), Leif Granholm (Director of Tekla's subsidiaries in Sweden and Norway), Risto Rätty (Building & Construction), Harri Nurmi (Corporate Planning), Petri Raitio (Software Production) and Timo Keinänen (CFO).

## GENERAL MEETINGS

Tekla Corporation's Annual General Meeting on March 17, 2005 adopted the financial statements for 2004 and discharged the CEO and the Board from liability. The AGM accepted the Board's proposal whereby no dividend was to be distributed. The AGM decided to carry over the parent company's operating loss of 164,958.07 euros for the financial period in shareholders' equity and reduce the share premium account in order to cover the loss.

## Board of Directors

Pauli Heikkilä, Heikki Marttinen (Chair), Ari Kohonen and Olli-Pekka Laine (Vice Chair) were re-elected Board members and Timo Keinänen as deputy Board member. Esa Korvenmaa was elected as a new Board member. Kaija Komulainen-Laakso was the Tekla personnel representative on the Board and Juha Kajanen her personal deputy.

## Auditors

The AGM re-elected PricewaterhouseCoopers Oy auditors, with Jukka Ala-Mello, Authorized Public Accountant, as the responsible auditor.

## Authorizations

The AGM gave the Board the following authorizations:

- The AGM authorized the Board to decide on offering of option rights to the personnel of Tekla Corporation and its subsidiaries ("Company") and the CEO of Tekla Corporation in 2006 - 2009.
- The Board was authorized to decide on the increase of the company's share capital in one or several tranches of new shares so that a maximum of 4,500,000 new shares with a nominal value of 0.03 euros may be subscribed. The authorization gives the right to waive the pre-emptive rights of shareholders in the event that there is a compelling financial reason.
- The AGM authorized the Board to decide on the increase of the company's share capital in a directed issue of new shares for the Board and personnel of the company and the personnel of its subsidiaries so that a maximum of 500,000 new shares with a nominal value of 0.03 euros may be subscribed.
- The AGM authorized the Board to decide on the transfer of the company's own shares. The maximum number of shares that may be transferred is 69,600 and their total nominal book value is 2,088 euros.

The Board did not use the authorizations given by the AGM during 2005.

## EXTRAORDINARY GENERAL MEETING

Tekla Corporation's Extraordinary General Meeting on June 30, 2005, accepted the Board of Directors' proposal that the company's share premium account be decreased by a minimum of 12,384,130.00 and maximum of 13,247,410.00 euros by decreasing the share premium account 0.55 euros per each Tekla Corporation share, and that the sum be distributed entirely to shareholders as return of invested restricted capital in relation to each

shareholder's ownership in the company. The permission to decrease the share premium fund pursuant to the Companies Act, Section 6 (5) was registered with the Trade Register on October 19, 2005.

The exact amount by which the share premium fund was decreased was determined by the number of shares on the record date (November 22, 2005): 22,516,600. No return of capital was paid to shares held by Tekla Corporation (69,600 shares). The payment date of the return of capital was November 25, 2005.

The plan to decrease the share premium account and distribute funds to shareholders, including its reasons, was published in a stock exchange release dated June 9, 2005.

## DIVIDEND

Tekla Corporation's Board will propose to the Annual General Meeting, to be held on March 16, 2006, that a dividend of 0.12 euros per share be distributed for the financial period 2005 for a total dividend payment of 2,701,992 euros.

## IMPACTS OF ADOPTING IFRS

Tekla adopted the International Financial Reporting Standards (IFRS) in its financial reporting as of the beginning of 2005. The date of transition for calculating comparative information was January 1, 2004, for which Tekla prepared an opening balance sheet according to the IFRS principles.

Tekla reported the effects of the adoption of the IFRS on financial information on April 7, 2005.

## PROSPECTS FOR YEAR 2006

Tekla's net sales for 2006 are expected to increase by more than ten percent. Operating profit is expected to reach the previous year's level at the least.

According to the Board's estimate, the increase in the net sales of the main business area, Building & Construction, will be faster than in other business areas. However, in total they are expected to improve their profitability and grow moderately.

## SHARES AND SHARE CAPITAL

The total number of Tekla Corporation shares at the end of 2005 was 22,586,200, of which the company owned 69,600. The total nominal value of those was 2,088 euros, representing 0.3% of the total share capital and the total number of votes. A total of 220,702.46 euros had been used for acquiring the company's own shares, and their market value was 238,032.00 euros on the last record date of the year (December 30, 2005). The nominal value of the share is 0.03 euros. At the end of the period, share capital stood at 677,586 euros.

## SHARE PRICE TRENDS AND TRADING

A total of 8,026,165 Tekla shares changed hands at Helsinki Stock Exchange during 2005, amounting to 35.5% (in 2004 17.3%) of the entire share capital. The highest quotation of the share was 3.60 (2.80) euros,

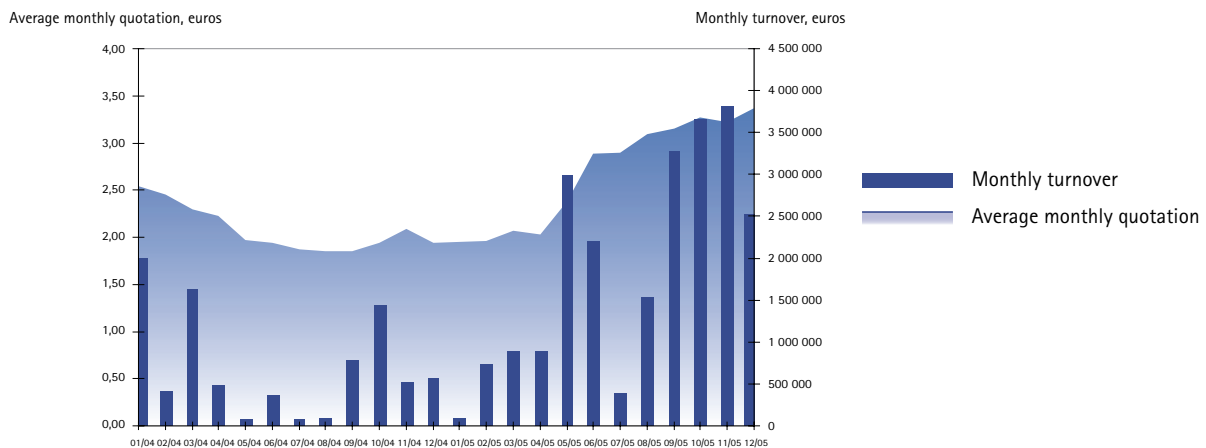
the lowest 1.85 (1.71) euros. The average quotation was 2.87 (2.16) euros. On the last trading day of the year, trading closed at 3.42 (1.87) euros. The taxation value of Tekla share was 2.41 in 2005.

## OWNERSHIP

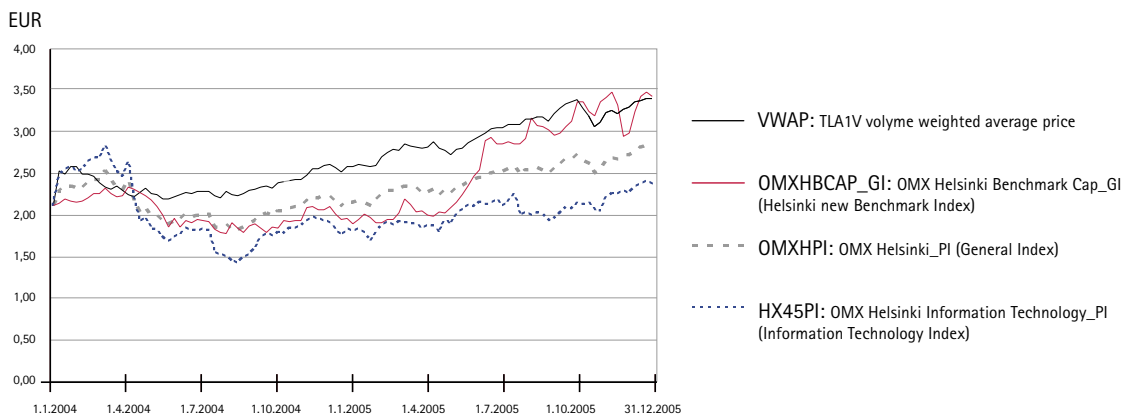
Tekla Corporation's largest shareholder Gerako Oy owned 50.53% of the capital stock, and its ownership remained unchanged in 2005. Other significant owners included several investment funds and insurance companies. There were no major changes in the status of their ownerships during 2005.

The Board of Directors and the CEO owned or controlled 11,430,120 shares of Tekla Corporation at year's end. These shares represented 50.8% of share capital and votes.

## Tekla share trading and average quotation 2004 - 2005



## OMX-indices (adjusted) and share price 2004 - 2005



## SHARES AND SHAREHOLDERS

### The largest shareholders 31.12.2005

|  | No of shares      | % of shares and votes |
|--|-------------------|-----------------------|
| Gerako Oy                                | 11,412,020        | 50.53                 |
| Tapiola Pension                          | 1,029,000         | 4.56                  |
| Tapiola General                          | 884,600           | 3.92                  |
| Etera Mutual Pension Insurance Company   | 816,400           | 3.61                  |
| Nordea Bank Finland (nominee-registered) | 707,502           | 3.13                  |
| Mutual Fund FIM Forte                    | 500,000           | 2.21                  |
| Tapiola Life                             | 480,550           | 2.13                  |
| Ereka Oy                                 | 475,000           | 2.10                  |
| Mutual Fund FIM Fenno                    | 375,500           | 1.66                  |
| Mutual Fund Pohjola Finland Growth       | 307,800           | 1.36                  |
| Ten largest, total                       | 16,988,572        | 75.21                 |
| Others                                   | 5,597,628         | 24.79                 |
| <b>Total</b>                             | <b>22,586,200</b> | <b>100.00</b>         |

### Ownership breakdown by sector 31.12.2005

|                                      | Shares, %     | Votes, %      |
|--------------------------------------|---------------|---------------|
| Companies                            | 54.76         | 54.76         |
| Financial and insurance institutions | 13.98         | 13.98         |
| Public-sector corporations           | 8.88          | 8.88          |
| Non-profit organizations             | 2.97          | 2.97          |
| Households                           | 14.12         | 14.12         |
| Foreign shareholders                 | 0.81          | 0.81          |
| Nominee-registered                   | 4.48          | 4.48          |
| <b>Total</b>                         | <b>100.00</b> | <b>100.00</b> |

### Ownership breakdown by number of shares, 31.12.2005

|                   | No. of shareholders | %             | No. of shares     | %             |
|-------------------|---------------------|---------------|-------------------|---------------|
| 1-1,000           | 1,248               | 70.59         | 545,005           | 2.41          |
| 1,001-10,000      | 445                 | 25.17         | 1,447,698         | 6.41          |
| 10,001-100,000    | 50                  | 2.83          | 1,268,830         | 5.62          |
| 100,001- 500,000  | 20                  | 1.13          | 4,475,145         | 19.81         |
| 500,001-1,000,000 | 3                   | 0.17          | 2,408,502         | 10.67         |
| 1,000 001 -       | 2                   | 0.11          | 12,441,020        | 55.08         |
| <b>Total</b>      | <b>1,768</b>        | <b>100.00</b> | <b>22,586,200</b> | <b>100.00</b> |

## CONSOLIDATED INCOME STATEMENT, IFRS

1000 euro

|  | Note | 1.1. - 31.12.2005 | 1.1. - 31.12.2004 |
|--|------|-------------------|-------------------|
| Net sales  | 1, 2 | 37,950            | 37,893            |
| Other operating income   | 3    | 485               | 510               |
| Change in inventories of finished goods and work in progress   |      | -208              | 125               |
| Raw materials and consumables used   |      | -1,627            | -2,434            |
| Employee compensation and benefit expense  | 4    | -19,811           | -21,534           |
| Depreciation   | 5    | -1,092            | -1,601            |
| Other operating expenses   | 6    | -9,307            | -10,723           |
| Loss due to disposal of operation  | 8    | 0                 | -3,039            |
| <b>Operating profit</b>  |      | <b>6,390</b>      | <b>-803</b>       |
| Financial income   | 9    | 1,156             | 678               |
| Financial expense  | 9    | -470              | -834              |
| <b>Profit before taxes</b>   |      | <b>7,076</b>      | <b>-959</b>       |
| Income taxes   | 10   | -1,275            | 928               |
| <b>Net profit for the period</b>   |      | <b>5,801</b>      | <b>-31</b>        |
| Attributable to  |      |                   |                   |
| Equity holders of the parent   |      | 5,801             | -31               |
| Earnings per share calculated from the profits attributable to equity holders of the parent company: |      |                   |                   |
| Earnings per share (EUR)   |      | 0.26              | 0.00              |
| There is no dilution effect on the earnings.   |      |                   |                   |

## CONSOLIDATED BALANCE SHEET, IFRS

| 1000 EUR   | Note | 31.12.2005    | 31.12.2004    |
|--|------|---------------|---------------|
| <b>Assets</b>  |      |               |               |
| <b>Non-current assets</b>  |      |               |               |
| Property, plant and equipment  | 12   | 1,857         | 1,712         |
| Goodwill   | 13   | 101           | 101           |
| Intangible assets  | 13   | 452           | 594           |
| Other financial assets   | 14   | 300           | 1,999         |
| Receivables  | 17   | 0             | 21            |
| Deferred tax assets  | 15   | 675           | 1,883         |
|  |      | <b>3,385</b>  | <b>6,310</b>  |
| <b>Current assets</b>  |      |               |               |
| Inventories  | 16   | 33            | 241           |
| Trade and other current receivables  | 17   | 9,799         | 6,500         |
| Current income tax assets  |      | 3             | 5             |
| Other financial assets   | 14   | 11,704        | 16,374        |
| Cash and cash equivalents  | 18   | 3,661         | 4,102         |
|  |      | <b>25,200</b> | <b>27,222</b> |
| <b>Assets total</b>  |      | <b>28,585</b> | <b>33,532</b> |
| <b>Equity and liabilities</b>  |      |               |               |
| <b>Capital and reserves attributable to the equity holders of the parent</b> |      |               |               |
| Share capital  | 19   | 678           | 678           |
| Share premium account  | 19   | 8,893         | 21,442        |
| Legal reserve  | 19   | 1,325         | 1,323         |
| Treasury shares  | 19   | -221          | -221          |
| Translation differences  | 19   | -46           | -85           |
| Fair value reserve   | 19   | 36            | 63            |
| Retained earnings  |      | 6,545         | 586           |
|  |      | <b>17,210</b> | <b>23,786</b> |
| <b>Non-current liabilities</b>   |      |               |               |
| Pension benefit liabilities  | 21   | 0             | 87            |
| Provisions   | 22   | 492           | 579           |
| Interest-bearing liabilities   | 23   | 690           | 1,266         |
|  |      | <b>1,182</b>  | <b>1,932</b>  |
| <b>Current liabilities</b>   |      |               |               |
| Trade and other payables   | 24   | 9,346         | 7,159         |
| Current income tax liabilities   |      | 10            | 21            |
| Provisions   | 22   | 188           | 142           |
| Current interest-bearing liabilities   | 23   | 649           | 492           |
|  |      | <b>10,193</b> | <b>7,814</b>  |
| <b>Liabilities total</b>   |      | <b>11,375</b> | <b>9,746</b>  |
| <b>Equity and liabilities total</b>  |      | <b>28,585</b> | <b>33,532</b> |

## CONSOLIDATED CASH FLOW STATEMENT, IFRS

| 1000 EUR   | Note | 1.1. - 31.12.2005 | 1.1. - 31.12.2004 |
|--|------|-------------------|-------------------|
| <b>Cash flows from operating activities</b>                |      |                   |                   |
| Profit (loss) before income taxes                          |      | 7,076             | -959              |
| Adjustments for:   |      | 0                 | 0                 |
| Depreciation   |      | 1,092             | 1,601             |
| Employee benefits  |      | -87               | -238              |
| Financial income and expenses                              |      | -89               | 156               |
| Other adjustments  |      | 45                | 3,099             |
| Cash flow before working capital changes                   |      | 8,037             | 3,659             |
| Changes in working capital:                                |      |                   |                   |
| Change in trade and other current receivables              |      | -3,770            | 2,102             |
| Change in inventories                                      |      | 208               | -125              |
| Change in trade and other payables                         |      | 2,186             | -1,565            |
| Change in provisions                                       |      | -42               | 0                 |
| Net cash from operating activities                         |      | 6,619             | 4,071             |
| Interest paid  |      | -31               | -73               |
| Interest received  |      | 161               | 108               |
| Income taxes paid  |      | -80               | -12               |
| <b>Net cash flows from operating activities</b>            |      | <b>6,669</b>      | <b>4,094</b>      |
| <b>Cash flows from investing activities</b>                |      |                   |                   |
| Investments in property, plant and equipment               |      | -1,004            | -842              |
| Proceeds from sale of property, plant and equipment        |      | 16                | 99                |
| Proceeds from disposal of operation                        | 8    | 0                 | 5,400             |
| Change in loans receivable                                 |      | 0                 | -21               |
| Purchases of available-for-sale financial assets           |      | -50,014           | -47,170           |
| Proceeds from sale of available-for-sale financial assets  |      | 56,415            | 38,531            |
| Interest received from available-for-sale financial assets |      | 431               | 268               |
| Investments in subsidiaries                                |      | 0                 | 0                 |
| <b>Net cash flow from investing activities</b>             |      | <b>5,844</b>      | <b>-3,735</b>     |
| <b>Cash flows from financing activities</b>                |      |                   |                   |
| Return of capital  |      | -12,384           | 0                 |
| Proceeds from borrowings                                   |      | 0                 | 46                |
| Repayments of borrowings                                   |      | -374              | -495              |
| Payment of finance lease liabilities                       |      | -136              | -424              |
| <b>Net cash used in financing activities</b>               |      | <b>-12,894</b>    | <b>-873</b>       |



|   |              |              |
|---|--------------|--------------|
| <b>Net decrease in cash and cash equivalents</b>      | -381         | -514         |
| Cash and cash equivalents at beginning of the period  | 4,102        | 4,616        |
| <b>Cash and cash equivalents at end of the period</b> | <b>3,721</b> | <b>4,102</b> |

#### Reconciliation of cash and cash equivalents in the balance sheet and cash flow statement

|   |       |       |
|---|-------|-------|
| Cash and cash equivalents according to balance sheet at beginning of the period       | 4,102 | 3,819 |
| Available-for-sale financial assets, cash equivalents                                 | 0     | 797   |
| Cash and cash equivalents according to cash flow statement at beginning of the period | 4,102 | 4,616 |
| Cash and cash equivalents according to balance sheet at end of the period             | 3,661 | 4,102 |
| Available-for-sale financial assets, cash equivalents                                 | 60    | 0     |
| Cash and cash equivalents according to cash flow statement at end of the period       | 3,721 | 4,102 |

## STATEMENT OF CHANGES IN EQUITY, IFRS

1000 EUR

#### Equity attributable to equity holders of the parent

|   | Share capital | Share premium account | Treasury shares | Reserve fund | Fair value reserves | Acc. transl. differences | Retained earnings | Total         |
|---|---------------|-----------------------|-----------------|--------------|---------------------|--------------------------|-------------------|---------------|
| <b>Balance December 31, 2003</b>        | <b>678</b>    | <b>31,680</b>         | <b>134</b>      | <b>1,323</b> | <b>0</b>            | <b>-159</b>              | <b>-9,354</b>     | <b>24,302</b> |
| Effects of transition to IFRS           | 0             | 0                     | -355            | 0            | 51                  | 0                        | -432              | -736          |
| <b>Adjusted balance January 1, 2004</b> | <b>678</b>    | <b>31,680</b>         | <b>-221</b>     | <b>1,323</b> | <b>51</b>           | <b>-159</b>              | <b>-9,786</b>     | <b>23,566</b> |
| Translation differences                 |               |                       |                 |              |                     | 74                       | 165               | 239           |
| Available-for-sale investments          |               |                       |                 |              | 12                  |                          |                   | 12            |
| Transfer from reserves                  |               | -10,238               |                 |              |                     |                          | 10,238            | 0             |
| Net profit for the period               |               |                       |                 |              |                     |                          | -31               | -31           |
| <b>Balance December 31, 2004</b>        | <b>678</b>    | <b>21,442</b>         | <b>-221</b>     | <b>1,323</b> | <b>63</b>           | <b>-85</b>               | <b>586</b>        | <b>23,786</b> |
| <b>Balance January 1, 2005</b>          | <b>678</b>    | <b>21,442</b>         | <b>-221</b>     | <b>1,323</b> | <b>63</b>           | <b>-85</b>               | <b>586</b>        | <b>23,786</b> |
| Translation differences                 |               |                       |                 | 0            |                     | 39                       | -5                | 34            |
| Available-for-sale investments          |               |                       |                 |              | -27                 |                          |                   | -27           |
| Transfer to / from retained earnings    |               | -165                  |                 | 2            |                     |                          | 163               | 0             |
| Return of capital                       |               | -12,384               |                 |              |                     |                          |                   | -12,384       |
| Net profit for the period               |               |                       |                 |              |                     |                          | 5,801             | 5,801         |
| <b>Balance December 31, 2005</b>        | <b>678</b>    | <b>8,893</b>          | <b>-221</b>     | <b>1,325</b> | <b>36</b>           | <b>-46</b>               | <b>6,545</b>      | <b>17,210</b> |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Tekla Corporation (the parent company) is a Finnish public limited company, domiciled in Espoo, and its registered address is Metsänpojankuja 1, 02130 Espoo, Finland.

Tekla is an international software company whose software solutions are developed for making customers' core business more effective in building and construction, energy distribution and the public sector. The company's model-based software products and related services are used in more than 70 countries.

The Board of Directors of Tekla Corporation has authorized the 2005 financial statements for issue on 16 February 2005.

Tekla is part of the Gerako Group. Copies of the Gerako Group's financial statements can be obtained from Gerako Oy, Koronakatu 2, 02210 Espoo, Finland.

## BASIS OF PREPARATION

Tekla Corporation adopted the International Financial Reporting Standards (IFRS) in its financial reporting as of January 1, 2005, the date of transition being January 1, 2004. The financial statements for the financial period ending December 31, 2005, are the Tekla Group's first IFRS financial statements. In preparing the financial statements, the IAS and IFRS standards and SIC and IFRIC interpretations effective on December 31, 2005 were observed. International Financial Reporting Standards refer to the standards defined in the Finnish Accounting Act and related regulations approved for application in the EU and their interpretations in accordance with the EU regulation (EC) 1606/2992.

Tekla makes use of the IFRS 1 transition standard and its exemptions with regard to business combinations and employee benefits.

The financial statements have been prepared based on historical cost conventions, excluding available-for-sale investments and derivative instruments, which are measured at fair value.

The financial statements are presented in thousands of euros.

The following new standards and interpretations and amendments to previous standards were published by December 31, 2005:

- > IFRIC 8, Scope of IFRS 2
- > IAS 21 (Amendment) Net Investment in a Foreign Operation (effective January 1, 2006)
- > IFRIC 7, Applying the Restatement Approach under IAS 29, Financial Reporting in Hyper-inflationary Economies (effective March 1, 2006)
- > IFRIC 6, Liabilities Arising from Participating in a Specific Market – Waste Electrical and Electronic Equipment (effective December 1, 2005)
- > IFRS 7, Financial Instruments: Disclosures, and a Complementary Amendment to IAS 1 (effective January 1, 2007)
- > IAS 39 and IFRS 4 (Amendment), Financial Guarantee Contracts (effective January 1, 2006)
- > IFRS 1 (Amendment), First-time Adoption of

International Financial Reporting Standards, and IFRS 6 (Amendment), Exploration for and Evaluation of Mineral Assets

- > IAS 39 (Amendment), Fair Value Option (effective January 1, 2006)
- > IAS 39 (Amendment) Cash Flow Hedge Accounting of Forecast Intragroup Transactions (effective January 1, 2006)
- > IAS 19 (Amendment), Employee Benefits (effective January 1, 2006)
- > IFRS 6, Exploration for and Evaluation of Mineral Assets (effective January 1, 2006)
- > IFRIC 4, Determining Whether an Arrangement Contains a Lease (effective January 1, 2006)
- > IFRIC 5, Rights to Interests Arising from Decommissioning, Restoration and Environmental Rehabilitation Funds (effective January 1, 2006)

Tekla has not adopted new or amended standards in its financial statements for 2005. According to the management's view, their adoption will not have a significant effect on the consolidated financial statements for 2006.

## USE OF ESTIMATES

When preparing the financial statements, the Group's management is required to make estimates and assumptions influencing the content of the financial statements, and it must exercise its judgment regarding the application of accounting policies. Although these estimates are based on the management's best knowledge, actual results may ultimately differ from the estimates used in the financial statements.

## PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the parent company Tekla Corporation and the subsidiaries in which the parent company holds directly or indirectly more than half of the votes or in which the parent company directly or indirectly has the right to decide on

the principles of the company's finances and business activity. Subsidiaries acquired during the financial year are included in the financial statements from the date of acquisition, and divested subsidiaries up to the date when control has been relinquished.

Acquired subsidiaries are included in the financial statements using the purchase method of accounting, i.e. the assets, liabilities and contingent liabilities are measured at fair value at the time of acquisition. The acquisition cost less the fair value of specifiable assets, liabilities and contingent liabilities constitutes goodwill. In accordance with the IFRS 1 standard, business acquisitions preceding the IFRS transition date are not adjusted to the IFRS principles; they remain in the pre-transition date values based on the Finnish Accounting Standards.

All intragroup transactions, unrealized margins of internal deliveries, internal liabilities and receivables, and internal profit distribution are eliminated.

Intragroup holding is eliminated using the purchase method of accounting. The exchange differences arising from elimination of intragroup holdings are entered under consolidated shareholders' equity.

## FOREIGN CURRENCY TRANSACTIONS

The figures on Group units' results and financial standing are measured in the currency that is the currency of the primary operating environment of each unit ("functional currency"). The consolidated financial statements are presented in euros, which is the parent company's functional and presentation currency.

Transactions in foreign currencies are recorded at the exchange rate on the date of transaction. At the end of the financial period, foreign currency monetary items are translated to the functional currency using the exchange rate at the balance sheet date. Non-monetary items are carried at the exchange rate at the date of the transaction.

Foreign exchange gains and losses are entered as exchange rate differences in the income statement under

financial income and expenses. Exchange differences arising from a monetary item that forms a part of the company's net investment in a foreign operation is recognized in shareholders' equity.

In the consolidated financial statements, the income statements of foreign subsidiaries are translated into euros at the weighted average rate for the year and balance sheets at the average exchange rate of the balance sheet date. An exchange difference resulting from translation of the income statement and balance sheet at different rates is entered under consolidated retained earnings.

## **FINANCIAL ASSETS AND LIABILITIES**

The Group's financial assets are classified as follows: financial assets at fair value through profit or loss, loans and other receivables, and available-for-sale financial assets. The categorization is based on the purpose of the acquisition of the financial assets, and it is performed in connection with the original acquisition. The classification is always re-evaluated at the balance sheet date.

Transaction costs are included in the original book value of the financial assets, when the item in question is not recognized as income at fair value. The financial assets measured at fair value are originally recognized at fair value, and the transaction costs are entered in the income statement. All purchases and sales of financial assets are recorded on the date of the transaction.

Derecognition of a financial asset is done when the Group has lost its contractual right to cash flow or when it has, for a significant extent, transferred risks and rewards to outside the group.

### **Financial assets and liabilities at fair value through profit or loss**

Derivatives that do not meet the requirements of hedge accounting, are categorized as held for trading and they are measured at fair value through profit or loss. Profit

and loss, both realized and unrealized, from fair value changes is recognized in the income statement for the period during which they arise.

### **Available-for-sale financial assets**

Available-for-sale financial assets are non-derivative financial assets specifically designated to this group or not classified otherwise. Available-for-sale financial assets are measured at fair value, using quoted market prices.

The unlisted securities whose fair value cannot be reliably determined are measured at cost with impaired losses. Fair value changes on available-for-sale financial assets are recognized directly in equity, in the fair value reserve. When such an asset is sold, the cumulative fair value changes are recognized in profit or loss.

Available-for-sale financial assets are included in non-current assets excluding those that are meant to be held for less than 12 months after the balance sheet date, in which case they are included in current assets.

### **Cash and cash equivalents**

Cash and cash equivalents include cash and bank deposits that can be withdrawn on demand. In the cash flow statement, cash and cash equivalents contain the liquid investments whose remaining maturity at date of purchase is below 3 months. Such investments are originally recognized in accounting as belonging to available-for-sale financial assets.

### **Financial liabilities**

Financial liabilities are initially recognized at fair value based on the consideration received. Subsequently, (interest-bearing) loans are measured at amortized cost using the effective interest method. The amount of financial liabilities that is to be settled within 12 months of the balance sheet date is presented as a current liability. Other liabilities are presented as non-current liabilities.

## **DERIVATIVE CONTRACTS AND HEDGE ACCOUNTING**

The Group uses derivative contracts to hedge against the exchange rate risks of prospective sales agreements. Hedge accounting as defined in IAS 39 is not in use in the Group.

Derivatives are initially recognized at cost, corresponding to their fair value. After this, derivatives are measured at fair value. All fair value changes of derivatives are recognized directly in financial income and expenses. In the balance sheet, the fair value of derivatives is presented in non-current receivables or liabilities, based on whether their fair value is positive or negative.

The fair value of foreign exchange forward contracts is calculated by valuing the forward contract at the forward rate on the balance sheet date and by comparing it with the equivalent value calculated through the forward rate when the forward contract was entered into.

## **REVENUE RECOGNITION**

Revenue is recognized when risks and rewards connected with ownership of the goods have been transferred to the buyer. Usually, the revenue is recognized upon delivery. When net sales are calculated, indirect sales taxes and discounts, for instance, are deducted from sales revenue.

Revenue from goods or services sold is recognized at the time of delivery, except for revenue on significant (> 0.2 million euros) long-term (generally lasting more than 6 months) projects, which is recognized on the percentage of completion method. The percentage of completion method is also applied to projects with a value of > 0.2 million euros that take place during two interim report periods.

The percentage of completion is defined as the proportion of costs incurred for work performed to date compared to the total estimated project costs. When it is likely that the total costs required for completing the project exceed the total revenue from the project, the expected loss is recognized as an expense immediately.

When the outcome of a long-term project cannot be reliably estimated, project-related costs are recognized as an expense in the period in which they are incurred, and revenue from the project is recognized only to the extent of recoverable expenses. Loss on the project is recognized as an expense immediately.

Should the estimates on the outcome of the project change, recognized sales and profit will be adjusted in the period in which the change first becomes known and can be estimated.

As available for sale financial assets are measured at their fair value, interest income related to these is not accrued.

## **INCOME TAXES**

The Group income statement taxes include the current taxes corresponding to the Group companies' profit for the financial year, based on each company's taxable income and tax adjustments for earlier financial years, in accordance with the tax legislation of each company's local domicile, as well as changes in deferred tax assets and liabilities.

Deferred tax liabilities and assets are calculated on temporary differences between the book and tax base of assets and liabilities with the tax rate enacted by the balance sheet date. The most significant temporary differences arise from property, plant and equipment, appropriations, provisions, unused tax losses, financial instruments and defined benefit pension plans. A deferred tax asset is recognized to the extent that it is probable that it can be utilized for future taxable income.

## **GOODWILL AND OTHER INTANGIBLE ASSETS**

In calculating goodwill, the net fair value of the acquiree's assets, liabilities and contingent liabilities is deducted from the cost of the transaction. Goodwill is not amortized. Instead, goodwill is tested for impairment at least annually whenever there is an indication of impairment.

Other intangible rights comprise trademarks and patents, other intangible assets software licenses, for instance. Patents and software licenses are recognized in the balance sheet at cost and amortized on a straight-line basis during an expected useful life of from five to fifteen years. Trademarks are amortized over ten years.

#### **RESEARCH AND DEVELOPMENT EXPENSES**

Research and development expenses are recognized in the period in which they are incurred, except for development costs capitalized based on IAS 38, which are capitalized and charged to expense during the useful life. So far, the company has not capitalized development expenses in the balance sheet.

#### **DISPOSED OPERATIONS**

Held-for-sale non-current assets and assets associated with discontinued operations are classified as held for sale and measured at the lower of book value and fair value less costs to sell, if their amount corresponding to the book value will mostly be recovered through the sale of the asset instead of continued use. Depreciation of these assets is discontinued upon classification. Tekla applies the IFRS 5 standard as of January 1, 2005.

#### **PROPERTY, PLANT AND EQUIPMENT**

Property, plant and equipment are recorded at cost. Property, plant and equipment are depreciated using the straight-line method over their useful lives. The depreciation period of machinery and equipment is 2 to 5 years. The useful life of an asset is reviewed at each financial year-end and, if necessary, any change in expectations for financial benefit is reflected as an adjustment to the estimated useful life.

Property, plant and equipment are stated in the Notes at cost less accumulated depreciation and impairment loss. Cost includes only the commodities for which the acquisition cost has not yet been depreciated in full according to plan. Ordinary sales gains and losses

on machinery and equipment are included in other operating income and expenses.

#### **GOVERNMENT GRANTS**

The Group receives government grants, intended to, e.g., promote the companies' research and development activity. Such grants are reported as other income and recognized in proportion with the costs incurred in each project subject to the grant.

Grants relating to acquisition of assets (property, plant and equipment) are presented by deducting the grant from the tangible asset's carrying amount. Grants are recognized in the income statement through smaller depreciations over the useful life of the asset. So far, Tekla has not received government grants related to the acquisition of assets.

#### **IMPAIRMENT OF ASSETS**

With regard to assets subject to depreciation, it is reviewed whether there are indications that an asset's value may be impaired. If there are such indications, the recoverable amount of the item is estimated based on its net selling price or a higher value in use. The need for impairment is assessed at the level of cash generating units, i.e. at the lowest possible level largely independent of others, the cash flows of which can be separated from other units. If the carrying amount exceeds the recoverable amount, the difference is recognized in the income statement as an impairment loss.

Goodwill is not amortized. Instead, it is tested for impairment annually or whenever there is an indication of impairment.

A previously recognized impairment is reversed, if the assumptions used in estimating the recoverable amount change. The extent of impairment loss to be reversed should not be more than what the asset's carrying amount would have been if the impairment had not been recognized. Impairment loss for goodwill is not reversed.

Goodwill has been tested for impairment in accordance with the transition standard on the transition date to IFRS standards, January 1, 2004.

According to IAS 39, all financial assets are assessed at each balance sheet date by examining whether there is any objective evidence of impairment of the value of item or item group in the financial assets. Impairment losses recognized as income relating to investments in available-for-sale equity instruments are not reversed. If, in a subsequent period, the fair value of a debt instrument carried as available-for-sale increases due to an event occurring after the impairment was originally recognized, the previously recognized impairment loss is reversed through profit and loss.

## **LEASES**

Leases on property, plant and equipment are classified as finance leases if they transfer a substantial portion of the risks and rewards incident to ownership. Finance leases are recognized in the balance sheet as assets and liabilities at the lower of the fair value of the leased asset and the present value of the minimum lease payments at the inception of the lease. Assets held under finance leases are depreciated over the shorter of the useful life of the asset or the lease term. Finance lease payments are apportioned between finance charges and reductions of outstanding liability.

Leases where substantially all the risks and rewards of ownership are retained by the lessor and classified as other rental contracts. Other rental expenses based on a lease are recognized as expenses in the income statement on a straight-line basis over the lease term. Lease commitments are presented as off-balance sheet commitments in the Notes.

## **INVENTORIES**

Inventories are measured at the lower of cost or net realizable value. Cost is determined using the FIFO method. Cost of finished goods and work in progress includes

direct production related wages, other direct production expenses and the share of general production costs.

Net realizable value is the estimated selling price in the ordinary course of business, less estimated cost of completion and the estimated costs necessary to make the sale.

## **TRADE RECEIVABLES**

Trade receivables are measured at their expected net present value, which is the original invoice amount less expected impairment. A trade receivable is impaired when it is justifiably probable that the group will not collect all amounts due on the original terms. The impairment amount is classified as other expense.

## **SHARE CAPITAL AND TREASURY SHARES**

The entire share capital consists of ordinary shares. Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction from the proceeds, net of tax.

When purchasing Tekla Corporation's own shares, equity is deducted by the consideration paid for the shares including post-tax transaction costs. When treasury shares are sold, retained earnings are increased by the consideration received for the shares less direct costs, taking taxes into account.

## **PENSION BENEFITS**

The pension arrangements of the Group companies comply with local regulations and practices. Most pension plans are classified as defined contribution plans.

Contributions for defined contribution plans are recognized as expenses in the balance sheet for the period for which they are contributed. The present value of defined benefit pension plan obligations is measured using the projected unit credit method, and any plan assets are measured at their fair value on the balance sheet date.

Actuarial gains and losses are recognized in the income statement over the average remaining working life of the participating employees to the extent that it exceeds 10% of the present value of the defined benefit obligation or, if greater, the fair value of plan assets. In accordance with the exemption permitted by the IFRS standard, actuarial gains and losses were recognized in the opening IFRS balance sheet at the date of transition.

### **PROVISIONS**

A provision is recognized in the balance sheet when the Group has a present legal or constructive obligation as a result of a past event and it is probable that fulfilling the obligation requires payment or induces financial loss and the amount of the loss can be estimated reliably. Provisions can be related to restructuring, loss-making contracts and tax-related risks.

Provisions are measured at the present value of the expenditure required in order to cover the obligation.

### **SHARE-BASED PAYMENT**

Based on Tekla's stock option programs in 2000 and 2002, options were issued to employees of the company and its subsidiaries.

Each warrant entitled the holder to subscribe for one share, with a nominal value of 0.03 euros. The subscription period for all the warrants ended on October 31, 2005, but they were not used to subscribe for Tekla Corporation shares.

Tekla has applied the exemption compliant with the transitional regulations of the IFRS 1 standard and has not recognized options issued before November 7, 2002 through profit and loss, as the options of the option program were available prior to January 1, 2005.

### **DIVIDENDS AND RETURN OF CAPITAL**

Dividends distributed by the Group are recognized during the period in which shareholders have approved the dividend to be distributed.

Tekla Corporation's Extraordinary General Meeting in June 2005 accepted the Board of Directors' proposal that the company's share premium fund be decreased and that the sum be distributed entirely to shareholders as return on invested restricted capital in relation to each shareholder's ownership in the company. The return of capital took place in November 2005. The share premium account in the balance sheet was reduced by an amount corresponding to the return of capital.

No dividends or return of capital is paid on treasury shares held by the company.

### **EARNINGS PER SHARE**

Basic earnings per share are computed by dividing net profit or loss by the weighted average number of shares outstanding during the period.

Tekla has no options, so there has not been any need to compute the dilution effect of options.



## NOTES TO THE FINANCIAL STATEMENTS

In 1,000 euros unless otherwise noted.

### 1. Segment information

Segment information is presented based on the Group's business and geographical segments. The primary segment reporting form of the Group is based on business segments. The business segments are based on the Group's internal organizational structure and internal financial reporting.

**Building & Construction** develops and markets software products for product model-based engineering as well as management of building and fabrication of steel and concrete structures.

**Energy & Utilities** supplies energy distribution companies and water utilities with solutions that improve their business and operative efficiency and competitiveness.

**Public Infra** offers municipalities information systems for the technical sector.

**Defence** develops reconnaissance, command and control systems in close cooperation with the Finnish Defence Forces.

The business segments consist of asset groups and business operations, whose product and service-related risks and profitability differ from other business segments. The products and services of the geographical segments are sold in a certain economic environment where risks and profitability differ from the risks and profitability of the economic environment in other geographical segments.

Inter-segment pricing is based on fair market value.

The assets and liabilities of a segment are business items used by the segment in its business or which can be reasonably allocated to the segment. The non-allocated items include tax and financial items and items shared by the entire company. Investments consist of property, plant and equipment and intangible asset additions, which are used over more than one periods.

| Business segments            | 2005                       |                       |                 |         |                      | Group  |
|------------------------------|----------------------------|-----------------------|-----------------|---------|----------------------|--------|
|                              | Building &<br>Construction | Energy &<br>Utilities | Public<br>Infra | Defence | Unallocated<br>items |        |
| External sales               |                            |                       |                 |         |                      |        |
| License sales                | 15,547                     | 1,507                 | 709             | 0       | 0                    | 17,763 |
| Maintenance sales            | 8,646                      | 3,188                 | 1,536           | 76      | 0                    | 13,446 |
| Other sales                  | 996                        | 1,598                 | 1,983           | 2,164   | 0                    | 6,741  |
| External sales total         | 25,189                     | 6,293                 | 4,228           | 2,240   | 0                    | 37,950 |
| Net sales                    | 25,189                     | 6,293                 | 4,228           | 2,240   | 0                    | 37,950 |
| Operating profit             | 6,543                      | -485                  | 284             | 144     | -96                  | 6,390  |
| Unallocated items            |                            |                       |                 |         |                      | -589   |
| Profit (loss) for the period |                            |                       |                 |         |                      | 5,801  |

Consolidated Financial Statements, IFRS

|                          | <b>Building &amp;<br/>Construction</b> | <b>Energy &amp;<br/>Utilities</b> | <b>Public<br/>Infra</b> | <b>Defence</b> | <b>Unallocated<br/>items</b> | <b>Segments'<br/>int. items</b> | <b>Group</b> |
|--------------------------|--|-----------------------------------|-------------------------|----------------|------------------------------|---------------------------------|--------------|
| Segment assets           | 7,253                                  | 1,592                             | 1,101                   | 630            | 18,282                       | -273                            | 28,585       |
| Segment liabilities      | 5,273                                  | 1,428                             | 919                     | 504            | 3,524                        | -273                            | 11,375       |
| Segment depr. and amort. | 324                                    | 143                               | 71                      | 58             | 496                          | 0                               | 1,092        |
| Segment investments      | 229                                    | 210                               | 77                      | 39             | 589                          | 0                               | 1,144        |

**Business segments**                      **2004**

|                              | <b>Building &amp;<br/>Construction</b> | <b>Energy &amp;<br/>Utilities</b> | <b>Public<br/>Infra</b> | <b>Defence</b> | <b>Others</b> | <b>Eliminations</b> | <b>Group</b> |
|------------------------------|--|-----------------------------------|-------------------------|----------------|---------------|---------------------|--------------|
| External sales               |  |                                   |                         |                |               |                     |              |
| License sales                | 9,672                                  | 3,301                             | 834                     | 0              | 0             | 0                   | 13,807       |
| Maintenance sales            | 7,157                                  | 4,615                             | 1,934                   | 72             | 164           | 0                   | 13,942       |
| Other sales                  | 932                                    | 3,795                             | 2,116                   | 2,223          | 1,078         | 0                   | 10,144       |
| External sales total         | 17,761                                 | 11,711                            | 4,884                   | 2,295          | 1,242         | 0                   | 37,893       |
| Internal sales               | 0                                      | 0                                 | 0                       | 0              | 56            | -56                 | 0            |
| Net sales                    | 17,761                                 | 11,711                            | 4,884                   | 2,295          | 1,298         | -56                 | 37,893       |
| Operating profit             | 1,727                                  | -2,303                            | -529                    | 232            | 70            | 0                   | -803         |
| Unallocated items            |  |                                   |                         |                |               |                     | 772          |
| Profit (loss) for the period |  |                                   |                         |                |               |                     | -31          |

|                          | <b>Building &amp;<br/>Construction</b> | <b>Energy &amp;<br/>Utilities</b> | <b>Public<br/>Infra</b> | <b>Defence</b> | <b>Others</b> | <b>Segment<br/>int. items</b> | <b>Group</b> |
|--------------------------|--|-----------------------------------|-------------------------|----------------|---------------|-------------------------------|--------------|
| Segment assets           | 4,415                                  | 1,035                             | 1,175                   | 458            | 2,122         | -69                           | 9,136        |
| Unallocated assets       |  |                                   |                         |                |               |                               | 24,396       |
| Assets total             |  |                                   |                         |                |               |                               | 33,532       |
| Segment liabilities      | 3,603                                  | 662                               | 918                     | 367            | 2,470         | -69                           | 7,951        |
| Unallocated liabilities  |  |                                   |                         |                |               |                               | 1,795        |
| Liabilities total        |  |                                   |                         |                |               |                               | 9,746        |
| Segment depr. and amort. | 340                                    | 180                               | 60                      | 45             | 976           | 0                             | 1,601        |
| Segment investments      | 274                                    | 97                                | 41                      | 54             | 377           | 0                             | 843          |

The Group's operations are located in four geographical segments: Finland, Other Europe, North America, and Asia. The net sales of the geographical segments are presented based on the location of the customers or the resellers. Assets are presented based on the location of the assets.

#### **Geographical segments**

**2005**

|                | <b>Finland</b> | <b>Rest of<br/>Europe</b> | <b>North<br/>America</b> | <b>Asia</b> | <b>Others</b> | <b>Group</b> |
|----------------|----------------|---------------------------|--------------------------|-------------|---------------|--------------|
| Net sales      | 10656          | 14411                     | 6220                     | 4938        | 1725          | 37,950       |
| Segment assets | 6395           | 2675                      | 2468                     | 704         | 0             | 12,242       |
| Investments    | 895            | 204                       | 26                       | 19          | 0             | 1,144        |

#### **Geographical segments**

**2004**

|                | <b>Finland</b> | <b>Rest of<br/>Europe</b> | <b>North<br/>America</b> | <b>Asia</b> | <b>Others</b> | <b>Group</b> |
|----------------|----------------|---------------------------|--------------------------|-------------|---------------|--------------|
| Net sales      | 16,398         | 13,566                    | 3,826                    | 3,088       | 1,014         | 37,893       |
| Segment assets | 5,431          | 1,755                     | 1,500                    | 451         | 0             | 9,136        |
| Investments    | 646            | 85                        | 24                       | 88          | 0             | 843          |

## 2. Long-term projects

|   | 2005       | 2004       |
|---|------------|------------|
| Income recognized   | 141        | 312        |
| Not recognized  | 324        | 0          |
| Revenues recorded prior to billings, incl. in receivables | 141        | 312        |
| Advances received   | -222       | -171       |
| <b>Receivables / liabilities from long-term contracts</b> | <b>-81</b> | <b>141</b> |

In 2004, percentage of completion accounting was applied on one project in the Energy & Utilities business area. In 2005, long-term projects consisted of one project in the Energy & Utilities business area and one project in the Public Infra business area.

## 3. Other operating income

|  | 2005       | 2004       |
|--|------------|------------|
| Sales gains from property, plant and equipment | 7          | 7          |
| Product development grants                     | 269        | 426        |
| Rental income                                  | 130        | 13         |
| Others   | 79         | 64         |
| <b>Total</b>                                   | <b>485</b> | <b>510</b> |

Tekla Corporation's product development grants have been given by Tekes (National Technology Agency of Finland). The grants are meant to promote companies' research and development activities and share their risks, encourage commercializing the outcome of the projects, increase networking and make use of international collaboration.

Rental income is generated by the sublease of the Group's previous premises.

## 4. Employee benefits expense

|  | 2005          | 2004          |
|--|---------------|---------------|
| Salaries                                     | 15,791        | 17,479        |
| Pension expenses -defined contribution plans | 2,231         | 2,065         |
| Other personnel expenses                     | 1,789         | 1,990         |
| <b>Total</b>                                 | <b>19,811</b> | <b>21,534</b> |

### Group headcount

|  | 2005      | 2004      |
|--|-----------|-----------|
| Personnel, on average                          | 299       | 368       |
| Personnel, end of period,<br>of whom part-time | 324<br>33 | 309<br>28 |

Information on the executive compensation and benefits is presented in Note 27, Related party transactions.

## 5. Depreciation and amortization

|                         | 2005         | 2004         |
|-------------------------|--------------|--------------|
| Intangible assets       |              |              |
| Intangible rights       | 18           | 18           |
| Other intangible assets | 237          | 620          |
| Tangible assets         |              |              |
| Machinery and equipment | 837          | 963          |
| <b>Total</b>            | <b>1,092</b> | <b>1,601</b> |

## 6. Other operating expenses

|                    | 2005         | 2004          |
|--------------------|--------------|---------------|
| Rental expenses    | 2,271        | 2,594         |
| Travel expenses    | 1,272        | 1,510         |
| IT expenses        | 761          | 1,149         |
| Marketing expenses | 1,067        | 1,224         |
| Others             | 3,936        | 4,246         |
| <b>Total</b>       | <b>9,307</b> | <b>10,723</b> |

Rental expenses consist mainly of lease payments for the Group's offices.

The item 'others' consists of a number of expenses connected with administration and maintenance, which are not significant individually.

## 7. Research and development expenses

The income statement includes 7.86 million euros of research and development expenses recognized as expense in 2005 (9.14 million euros in 2004).

The research and development expenses are primarily comprised of expenses allocated to Tekla's own software development. More than half of these expenses are personnel related.

## 8. Disposed operations

Tekla sold its customer information systems for the energy industry and the municipal sector to TietoEnator Corporation in fall 2004. The agreement was signed in mid-September, and the business areas transferred to the buyer at the beginning of October. Net sales of the disposed business operations amounted to some 8.8 million euros in 2003 and 6.2 million euros in January-September 2004.

The deal included Tekla's customer information and billing systems Forum, Efekto and EDM products for the energy industry, and the Tekla Aqua and Community products for the municipal and water utility sector. In connection with this business sale, Tekla closed down its office in Kuopio, and 117 employees transferred to the buyer, most of them from the Kuopio office.

The loss due to disposal of operation presented in the income statement is comprised as follows:

|  | <b>2004</b>   |
|--|---------------|
| <b>Other operating income</b>  |               |
| Sales gains from property, plant and equipment   | 602           |
| <b>Other operating expenses</b>  |               |
| Sales losses from property, plant and equipment  | -3,458        |
| Other operating expenses   | -183          |
| <b>Loss due to disposal of operation</b>   | <b>-3,039</b> |
| <br>   |               |
| <b>Total consideration received and effect on cash flow</b>                                |               |
| The total disposal consideration   | 5,400         |
| The portion of the disposal consideration discharged by means of cash and cash equivalents | 5,400         |
| The amount of cash and cash equivalents in the operation disposed of                       | 0             |
| <br>   |               |
| <b>The amount of the assets in the operation disposed of</b>                               |               |
| Property, plant and equipment  | 270           |
| <br>   |               |
| <b>The amount of the liabilities in the operation disposed of</b>                          |               |
| Other current liabilities  | 648           |

## 9. Financial income and expenses

|   | 2005         | 2004        |
|---|--------------|-------------|
| <b>Financial income</b>                         |              |             |
| Interest income                                 |              |             |
| From available-for-sale investments             | 498          | 295         |
| Other interest income                           | 28           | 44          |
| Foreign exchange gains                          | 630          | 335         |
| Other financial income                          | 0            | 4           |
|   | <b>1,156</b> | <b>678</b>  |
| <b>Financial expense</b>                        |              |             |
| Interest expenses                               | -23          | -63         |
| Foreign exchange losses                         | -286         | -712        |
| Foreign exchange forward contract value changes |              |             |
| – not in hedge accounting                       | -43          | 0           |
| Other financial expenses                        | -118         | -59         |
|   | <b>-470</b>  | <b>-834</b> |

The Group's interest income derives mainly from the parent company's investments in commercial papers, municipal bonds, certificates of deposit and other negotiable debt instruments. (See Note 14 on available-for-sale financial assets)

## 10. Income taxes

|                         | 2005          | 2004       |
|-------------------------|---------------|------------|
| Current tax             | -69           | -65        |
| Taxes for prior periods | 1             | 0          |
| Deferred taxes          | -1,207        | 993        |
| <b>Total</b>            | <b>-1,275</b> | <b>928</b> |

Reconciliation of the tax expense in the income statement and the taxes calculated based on the tax rate of the Group's domicile:

|   |               |            |
|---|---------------|------------|
| Profit (loss) before income taxes                       | 7,076         | -959       |
| Taxes calculated with the domicile's tax rate           | -1,840        | 278        |
| Effect of change in tax rate                            | 0             | -2         |
| Utilisation of previously unrecorded tax losses         | 2,042         | 76         |
| Utilisation of deferred tax asset                       | -1,563        | 0          |
| Deferred tax asset recorded on previous years' losses   | 200           | 616        |
| Deferred tax asset recorded on provisions               | 177           | 0          |
| Tax losses for which no deferred tax asset was recorded | -292          | 0          |
| Effect of consolidation                                 | -43           | 13         |
| Effect of differing foreign tax rates                   | -11           | -7         |
| Effect of non-deductible expenses/non-taxable income    | 57            | -12        |
| Other   | -2            | -34        |
| <b>Income taxes in the income statement</b>             | <b>-1,275</b> | <b>928</b> |

Effect of change in tax rate was due to the decrease of Finland's corporate tax rate from 29% to 26% on January 1, 2005.

|                    |      |       |
|--------------------|------|-------|
| Effective tax rate | 18 % | -97 % |
|--------------------|------|-------|

## 11. Earnings per share

Earnings per share are computed by dividing the profits attributable to equity holders of the parent company by the weighted average number of shares outstanding during the period.

|   | 2005       | 2004       |
|---|------------|------------|
| Profits attributable to equity holders of the parent company    | 5,801      | -31        |
| Weighted average number of shares outstanding during the period | 22,516,600 | 22,516,600 |
| Basic earnings per share (EUR/share)                            | 0.26       | 0.00       |

There was no dilution effect on the company's equity during the period.

## 12. Property, plant and equipment

|   | 2005                        | 2004                        |
|---|-----------------------------|-----------------------------|
|   | <u>Machinery and equip.</u> | <u>Machinery and equip.</u> |
| Cost on January 1                           | 5,943                       | 6,298                       |
| Exchange differences                        | 42                          | -23                         |
| Additions                                   | 1,034                       | 525                         |
| Disposals                                   | -553                        | -857                        |
| <b>Cost December 31</b>                     | <b>6,466</b>                | <b>5,943</b>                |
| Accumulated depreciation January 1          | 4,231                       | 3,823                       |
| Exchange differences                        | 43                          | -24                         |
| Accumulated depreciation on disposals       | -502                        | -531                        |
| Depreciation for the year                   | 837                         | 963                         |
| <b>Accumulated depreciation December 31</b> | <b>4,609</b>                | <b>4,231</b>                |
| <b>Net book amount December 31</b>          | <b>1,857</b>                | <b>1,712</b>                |

In 2004, the disposals included the property, plant and equipment transferred in connection with the sale of the CIS business.

Property, plant and equipment include the following assets held under finance leases:

|                                      | 2005                        | 2004                        |
|--------------------------------------|-----------------------------|-----------------------------|
|                                      | <u>Machinery and equip.</u> | <u>Machinery and equip.</u> |
| Cost December 31                     | 351                         | 744                         |
| Accumulated depreciation December 31 | -197                        | -559                        |
| <b>Net book amount December 31</b>   | <b>154</b>                  | <b>185</b>                  |



### 13. Goodwill and intangible assets

#### Goodwill

|   | Goodwill | Goodwill on consolidation | Total      |
|---|----------|---------------------------|------------|
| Cost January 1, 2005                              | 0        | 494                       | 494        |
| <b>Cost December 31, 2005</b>                     | <b>0</b> | <b>494</b>                | <b>494</b> |
| Accumulated amortization January 1, 2005          | 0        | 393                       | 393        |
| <b>Accumulated amortization December 31, 2005</b> | <b>0</b> | <b>393</b>                | <b>393</b> |
| <b>Net book amount December 31, 2005</b>          | <b>0</b> | <b>101</b>                | <b>101</b> |
| Cost January 1, 2004                              | 16,129   | 494                       | 16,623     |
| Exchange differences                              | 1        | 0                         | 1          |
| Additions   | 0        | 0                         | 0          |
| Disposals   | -16,130  | 0                         | -16,130    |
| <b>Cost December 31, 2004</b>                     | <b>0</b> | <b>494</b>                | <b>494</b> |
| Accumulated amortization January 1, 2004          | 8,007    | 393                       | 8,400      |
| Exchange differences                              | 1        | 0                         | 1          |
| Accumulated amortization on disposals             | -8,008   | 0                         | -8,008     |
| <b>Accumulated amortization December 31, 2004</b> | <b>0</b> | <b>393</b>                | <b>393</b> |
| <b>Net book amount December 31, 2004</b>          | <b>0</b> | <b>101</b>                | <b>101</b> |

Goodwill allocated to the CIS business was 8.1 million euros on January 1, 2004. The goodwill was allocated to the sale price in connection with the sale of the CIS business in September 2004.

The goodwill on consolidation (in total 101 thousand euros) originates primarily in the acquisition of the Group's French subsidiary, where goodwill is also allocated in connection with testing for impairment.

The cash flow projections used for the test for impairment are based on budgeted sales approved by the management, covering a period of five years, during which the profit margin ratio as well as market position are expected to remain at the current level. Cash flows after this period have been extrapolated without a growth factor. The pre-tax discount rate used in the calculations is 9%. The management estimates that no reasonably foreseeable change of any of the key variables used in the calculations would lead to a situation where the recoverable amount of the subsidiary would be below its carrying amount.

## Intangible assets

|   | Intangible<br>rights | Other<br>intangible<br>assets | Total        |
|---|----------------------|-------------------------------|--------------|
| Cost January 1, 2005                              | 183                  | 2,965                         | 3,148        |
| Exchange differences                              | 0                    | 12                            | 12           |
| Additions   | 0                    | 110                           | 110          |
| Disposals   | 0                    | -16                           | -16          |
| <b>Cost December 31, 2005</b>                     | <b>183</b>           | <b>3,071</b>                  | <b>3,254</b> |
| Accumulated amortization January 1, 2005          | 111                  | 2,443                         | 2,554        |
| Exchange differences                              | 0                    | -1                            | -1           |
| Accumulated amortization on disposals             | 0                    | -6                            | -6           |
| Amortization for the year                         | 18                   | 237                           | 255          |
| <b>Accumulated amortization December 31, 2005</b> | <b>129</b>           | <b>2,673</b>                  | <b>2,802</b> |
| <b>Net book amount December 31, 2005</b>          | <b>54</b>            | <b>398</b>                    | <b>452</b>   |
| Cost January 1, 2004                              | 183                  | 2,844                         | 3,027        |
| Exchange differences                              | 0                    | -7                            | -7           |
| Additions   | 0                    | 317                           | 317          |
| Disposals   | 0                    | -189                          | -189         |
| <b>Cost December 31, 2004</b>                     | <b>183</b>           | <b>2,965</b>                  | <b>3,148</b> |
| Accumulated amortization January 1, 2004          | 92                   | 2,120                         | 2,212        |
| Exchange differences                              | 0                    | -8                            | -8           |
| Accumulated amortization on disposals             | 0                    | -288                          | -288         |
| Amortization for the year                         | 18                   | 620                           | 638          |
| <b>Accumulated amortization December 31, 2004</b> | <b>110</b>           | <b>2,444</b>                  | <b>2,554</b> |
| <b>Net book amount December 31, 2004</b>          | <b>73</b>            | <b>521</b>                    | <b>594</b>   |

## 14. Other financial assets

### Available-for-sale financial assets

Available-for-sale financial assets are mainly comprised of the parent's investments in commercial papers, municipal bonds, certificates of deposit and other negotiable debt instruments, which are measured at fair value.

A total of 498 thousand euros of interest income and sales gains were recognized for these investments in 2005 (295 thousand euros in 2004).

With an agreement signed on June 23, 2005, Tekla Corporation became a minority shareholder in Tocoman Group Oy and TocoSoft Oy, whose shares make up the Group's long-term shareholding. Unlisted equity instruments are measured at cost, since there is no market price defined by a functioning market and the fair value cannot be reliably determined.

Changes in the value of available-for-sale investments recorded in the fair value reserve have been detailed in the statement of changes in the group's equity.

| <b>Long-term</b>       | <b>2005</b>   | <b>2004</b>   |
|------------------------|---------------|---------------|
| Measured at fair value |               |               |
| Bonds                  | 0             | 1,999         |
| Measured at cost       |               |               |
| Shareholdings          | 300           | 0             |
| <b>Total</b>           | <b>300</b>    | <b>1,999</b>  |
| <br>                   |               |               |
| <b>Short-term</b>      | <b>2005</b>   | <b>2004</b>   |
| Measured at fair value |               |               |
| Bonds                  | 11,646        | 16,316        |
| Other shares           | 58            | 58            |
| <b>Total</b>           | <b>11,704</b> | <b>16,374</b> |

During the financial year 2005, Tekla Corporation returned capital to shareholders in the amount of 12.38 million euros. The return of capital was in part funded with available-for-sale financial assets.

## 15. Deferred tax liabilities and assets

Changes in deferred taxes in 2005:

|                                     | 31.12.04     | Recognized in<br>the income<br>statement | 31.12.05   |
|-------------------------------------|--------------|--|------------|
| Deferred tax assets:                |              |  |            |
| Tax losses                          | 1,893        | -1,364                                   | 529        |
| Provisions                          | 0            | 177                                      | 177        |
| Other items                         | 43           | -37                                      | 6          |
| <b>Total</b>                        | <b>1,936</b> | <b>-1,224</b>                            | <b>712</b> |
| Deferred tax liabilities:           |              |  |            |
| Accumulated depreciation difference | -53          | 16                                       | -37        |
| <b>Total</b>                        | <b>-53</b>   | <b>16</b>                                | <b>-37</b> |
| <b>Deferred tax assets, net</b>     | <b>1,883</b> | <b>-1,208</b>                            | <b>675</b> |

Change in deferred tax liabilities and assets in 2004:

|                                     | 31.12.03     | Recognized in<br>the income<br>statement | 31.12.04     |
|-------------------------------------|--------------|--|--------------|
| Deferred tax assets:                |              |  |              |
| Tax losses                          | 1,277        | 616                                      | 1,893        |
| Other items                         | 267          | -224                                     | 43           |
| <b>Total</b>                        | <b>1,544</b> | <b>392</b>                               | <b>1,936</b> |
| Deferred tax liabilities:           |              |  |              |
| Accumulated depreciation difference | -653         | 600                                      | -53          |
| <b>Total</b>                        | <b>-653</b>  | <b>600</b>                               | <b>-53</b>   |
| <b>Deferred tax assets, net</b>     | <b>891</b>   | <b>992</b>                               | <b>1,883</b> |

The Group companies had a total of 6.88 million euros of tax losses on December 31, 2005 (5.82 million euros in 2004) for which no tax asset is recognized as the Group is not likely to accumulate taxable income against which the losses could be used before the losses in question expire.

The balance sheet includes 0.71 million euros (1.94 million euros in 2004) of deferred tax assets in companies who made a loss in the current period or previous financial periods. Recognition of these deferred tax assets is based on profit estimates that show that it is probable that the losses in question can be utilized. The management estimates that most of the deferred tax assets recorded will be used during the following financial period, i.e. the nature of the asset is mostly short term.

## 16. Inventories

|                  | 2005      | 2004       |
|------------------|-----------|------------|
| Work in progress | 29        | 182        |
| Finished goods   | 4         | 59         |
| <b>Total</b>     | <b>33</b> | <b>241</b> |

## 17. Receivables

| <b>Current receivables</b>          | <b>2005</b>  | <b>2004</b>  |
|-------------------------------------|--------------|--------------|
| Trade receivables                   | 8,560        | 5,048        |
| Other receivables                   | 117          | 158          |
| Prepaid expenses and accrued income | 1,122        | 1,294        |
| <b>Total</b>                        | <b>9,799</b> | <b>6,500</b> |

|   |              |              |
|---|--------------|--------------|
| Prepaid expenses and accrued income     |              |              |
| Product development and other grants    | 486          | 333          |
| Receivables from long-term contracts    | 0            | 141          |
| Accrued sales income                    | 296          | 412          |
| Other prepaid income and accrued income | 340          | 408          |
| <b>Total</b>                            | <b>1,122</b> | <b>1,294</b> |

|   |     |     |
|---|-----|-----|
| Allowances for doubtful accounts<br>deducted from trade receivables | 142 | 176 |
|---|-----|-----|

| <b>Non-current receivables</b> | <b>2005</b> | <b>2004</b> |
|--------------------------------|-------------|-------------|
| Other receivables              | 0           | 21          |

The non-current receivable consisted of a long-term loan receivable.

Neither the current nor the non-current receivables bear any interest.

## 18. Cash and cash equivalents

|                          | 2005  | 2004  |
|--------------------------|-------|-------|
| Cash at bank and in hand | 3,661 | 4,102 |

## 19. Share capital and reserves

|                                    | Number of shares  | Share capital | Share premium account | Reserve fund | Treasury shares |
|------------------------------------|-------------------|---------------|-----------------------|--------------|-----------------|
| <b>1.1.2004</b>                    | <b>22,586,200</b> | <b>678</b>    | <b>31,680</b>         | <b>1,323</b> | <b>-221</b>     |
| Transfer to retained earnings      |                   |               | -10,238               |              |                 |
| <b>31.12.2004</b>                  | <b>22,586,200</b> | <b>678</b>    | <b>21,442</b>         | <b>1,323</b> | <b>-221</b>     |
| Translation differences            |                   |               |                       | 0            |                 |
| Transfer to/from retained earnings |                   |               | -165                  | 2            |                 |
| Return of capital                  |                   |               | -12,384               |              |                 |
| <b>31.12.2005</b>                  | <b>22,586,200</b> | <b>678</b>    | <b>8,893</b>          | <b>1,325</b> | <b>-221</b>     |

The maximum number of shares is 22,586,200 (22,586,200 in 2004). The nominal value of the share is 0.03 euros per share, and the Group share capital is 678 thousand euros (678 thousand euros in 2004). All issued shares have been fully paid. The maximum share capital of the Group is 1.8 million euros (1.8 million euros in 2004).

### Share premium account

The share premium account is used for entering share premium from share issues when the subscription price of the share exceeds its nominal value. The first time when share premium was entered in Tekla's share premium account was in 1999. The share premium account increased significantly in connection with the listing in the spring of 2000.

The share premium account has been reduced in 2003, 2004 and 2005 in order to cover retained losses in the balance sheet.

In November 2005, the share premium account was reduced by 12.38 million euros due to return of capital to shareholders.

### Reserve fund

The portion of equity transferred based on the decision of the General Meeting has been entered in the reserve fund.

### Fair value reserve

The fair value reserve includes fair value adjustments of available-for-sale investments.

### Translation differences

The translation differences include translation differences from the translation of foreign units' financial statements, and translation differences from the parent company's long-term receivables from the Group's foreign subsidiaries.

### Treasury shares

Treasury shares include the acquisition cost of the 69,600 treasury shares held by the parent company. The cost of the shares was 221 thousand euros, which is presented as a deduction from equity.

### Group distributable earnings

The Group's distributable earnings totalled 6.22 million euros on December 31, 2005:

|   |             |
|---|-------------|
| Retained earnings                         | 6,545       |
| Equity portion of depreciation difference | -104        |
| Treasury shares                           | <u>-221</u> |
|   | 6,220       |

The calculation of group distributable earnings is based on IFRS balance sheet and Finnish legislation.

## 20. Share-based payment

An Extraordinary General Meeting on May 16, 2000 and the Annual General Meeting on March 21, 2002 authorized the Board of Directors to decide on the issue of option rights to staff members of the company and its subsidiaries. A total of 1,500,000 option warrants were issued, divided into four 375,000 warrant tranches.

Each warrant entitled the holder to subscribe for one share, with a nominal value of 0.03 euros. The subscription period for all the warrants ended on October 31, 2005, but they were not used to subscribe for Tekla Corporation shares.

## 21. Pension benefit liabilities

In December 2004, the Ministry of Social Affairs and Health approved changes to the calculation principles of disability pension liabilities in the Finnish employment pension system (TEL), which took effect on January 1, 2006. According to the new practice, the disability pension part of TEL is classified as a defined contribution plan in IFRS financial statements. Due to this change, Tekla has recognized as income a previous provision made in 2004 and 2005 and included a non-recurring item in the amount of 72 thousand euros in the operating profit for 2005 (468 thousand euros in 2004).

In the Tekla Group's foreign subsidiaries, pensions are arranged in accordance with local, primarily defined contribution pension plans.

After the aforementioned calculation principle change took effect as of the beginning of 2006, the Group's essential pension plans are classified as defined contribution plans.

|  | 2005     | 2004      |
|--|----------|-----------|
| Present value of unfunded obligations                          | 0        | 87        |
| Present value of funded obligations                            | 0        | 0         |
| Fair value of plan assets                                      | 0        | 0         |
| Deficit  | 0        | 87        |
| Unrecognized actuarial losses                                  | 0        | 0         |
| Unrecognized past service cost                                 | 0        | 0         |
| <b>Accrued defined benefit pension obligations at year end</b> | <b>0</b> | <b>87</b> |

## 22. Provisions

|                                    | Loss-making<br>contracts | Provision for<br>pensions | Total      |
|------------------------------------|--------------------------|---------------------------|------------|
| <b>1.1.2005</b>                    | <b>500</b>               | <b>221</b>                | <b>721</b> |
| Additional provisions              | 100                      | 0                         | 100        |
| Utilized provisions                | 0                        | -58                       | -58        |
| Reversals of unutilized provisions | 0                        | -83                       | -83        |
| <b>31.12.2005</b>                  | <b>600</b>               | <b>80</b>                 | <b>680</b> |
| Non-current provisions             | 440                      | 52                        | 492        |

### Loss-making contracts

The Group has a non-cancellable lease agreement for a building that the Group no longer uses in its business. The Group has been able to sublet a part of the premises, but the rental income does not cover the rental expenses paid by the Group. The provision for loss-making contracts is based on an estimate of the net losses in the remaining period of lease. The provision will be utilized in full during the remaining period of lease, ending on September 30, 2009.

### Provisions for pension obligations

Provisions for pension obligations consist of provisions for unemployment pension obligations of employees dismissed in 2003. Reversals of unutilized provisions are due to changes in the calculation principles of unemployment pensions and Tekla Corporation's decreased share in the liability.



## 23. Interest-bearing liabilities

The Group's interest-bearing liabilities consist of product development loans granted by The National Technology Agency of Finland (Tekes) and finance lease liabilities. The book amounts of the liabilities correspond to their fair values.

|                           | 2005       | 2004         |
|---------------------------|------------|--------------|
| Non-current               |            |              |
| Other liabilities         | 606        | 1,197        |
| Finance lease liabilities | 84         | 69           |
| <b>Total</b>              | <b>690</b> | <b>1,266</b> |
| Current                   |            |              |
| Other liabilities         | 591        | 374          |
| Finance lease liabilities | 58         | 118          |
| <b>Total</b>              | <b>649</b> | <b>492</b>   |

The terms of the product development loans limit the use of the loan for reasons other than promoting research and development. Tekla Corporation has committed to pay an interest rate on the loans equal to the standing Bank of Finland interest rate less three percent, but at least one percent. The repayment obligation of the loans can be avoided as a result of a separate application only, if the funded project fails to result in profitable business or if the borrower is materially unsuccessful in achieving the technological goals presented in the project plan.

### The non-current liabilities mature as follows:

|              | 2005       | 2004         |
|--------------|------------|--------------|
| 2006         | -          | 660          |
| 2007         | 473        | 389          |
| 2008         | 217        | 217          |
| <b>Total</b> | <b>690</b> | <b>1,266</b> |

### The currency mix of the non-current interest-bearing liabilities is as follows:

|     | 2005 |
|-----|------|
| EUR | 606  |
| SEK | 84   |

### The currency mix of the current interest-bearing liabilities is as follows:

|     | 2005 |
|-----|------|
| EUR | 627  |
| SEK | 22   |

### The weighted average of the effective rates of interest of the non-current interest-bearing liabilities were, on December 31, 2005, as follows:

|                           |        |
|---------------------------|--------|
| Other liabilities         | 1.00 % |
| Finance lease liabilities | 5.46 % |

The weighted average of the effective rates of interest of the current interest-bearing liabilities were, on December 31, 2005, as follows:

|                           |        |
|---------------------------|--------|
| Other liabilities         | 1.00 % |
| Finance lease liabilities | 2.08 % |

The finance lease liabilities will mature as follows:

|   | 2005       | 2004       |
|---|------------|------------|
| Finance lease liabilities - total amount of minimum lease payments  |            |            |
| In one year   | 64         | 141        |
| 1-5 years   | 104        | 52         |
| After five years  | 0          | 0          |
| <b>Total</b>  | <b>168</b> | <b>193</b> |
| Finance lease liabilities - present value of minimum lease payments |            |            |
| In one year   | 58         | 118        |
| 1-5 years   | 84         | 69         |
| After five years  | 0          | 0          |
| <b>Total</b>  | <b>142</b> | <b>187</b> |
| Future finance charges  | 26         | 6          |

## 24. Trade and other payables

|   | 2005         | 2004         |
|---|--------------|--------------|
| Advances received                                     | 412          | 411          |
| Trade and other payables                              | 678          | 771          |
| Other liabilities                                     | 1,499        | 1,784        |
| Accrued liabilities and deferred income               |              |              |
| Accrued salaries and social expenses                  | 3,391        | 2,067        |
| Accrued sales income                                  | 2,748        | 1,729        |
| Accrued liabilities related to long-term contracts    | 81           | 0            |
| Financial assets at fair value through profit or loss | 43           | 0            |
| Other   | 494          | 397          |
| <b>Total</b>  | <b>6,757</b> | <b>4,193</b> |
| <b>Total</b>  | <b>9,346</b> | <b>7,159</b> |

The item 'Other liabilities' consists of payroll withholding tax, value added tax and other non-interest-bearing current liabilities. In 2004, the item included current liabilities due to the CIS business transaction in the amount of 677 thousand euros.

### Financial assets at fair value through profit or loss

The financial assets at fair value through profit and loss consist of derivative instruments. The Group uses derivative contracts to hedge against the exchange rate risks of prospective sales agreements. Foreign exchange gains and losses on forward contracts and currency options are recognized at fair value through profit or loss. The derivative contracts hedge US dollar-based sales.

## 25. Other lease agreements

### The Group as lessee

Minimum lease payments due to non-cancellable other lease agreements:

|                  | 2005         | 2004         |
|------------------|--------------|--------------|
| Premises         |              |              |
| In one year      | 1,665        | 1,930        |
| 1–5 years        | 2,698        | 3,712        |
| After five years | 146          | 0            |
| <b>Total</b>     | <b>4,509</b> | <b>5,642</b> |
| Others           |              |              |
| In one year      | 439          | 409          |
| 1–5 years        | 416          | 455          |
| After five years | 0            | 0            |
| <b>Total</b>     | <b>855</b>   | <b>864</b>   |

Tekla has a right to extend its current office lease by 3 years with current terms and conditions remaining effective, if the lessor is notified before a set date.

Most of the lease commitments under 'other' derive from car leasing contracts.

The income statement for 2005 includes rental expenses paid based on other lease agreements in the amount of 2.5 million euros (2.9 million euros in 2004).

The Group is still the lessee of its previous office premises. The minimum lease payments for these buildings amounted to 426 thousand euros in 2005 (426 thousand euros in 2004). The minimum lease payments of sublease contracts signed were 130 thousand euros in 2005 (13 thousand euros in 2004). The Group has a 600 thousand euros provision for these agreements (Note 22).

### The Group as lessor

Minimum lease payments to be received due to non-cancellable other lease agreements:

|                  | 2005       | 2004       |
|------------------|------------|------------|
| In one year      | 282        | 63         |
| 1–5 years        | 684        | 228        |
| After five years | 0          | 0          |
| <b>Total</b>     | <b>966</b> | <b>291</b> |

## 26. Other contingent liabilities

|  |             |             |
|--|-------------|-------------|
| <b>Collateral given for own commitments</b>                    | <b>2005</b> | <b>2004</b> |
| Business mortgages<br>(as collateral for bank guarantee limit) | 505         | 505         |
| Pledged funds  | 32          | 8           |
| <b>Other contingent liabilities</b>                            |             |             |
| Guarantees   | 264         | 296         |
| <b>Total</b>   | <b>801</b>  | <b>809</b>  |

A repayment liability is connected with the product development grants from Tekes, according to which the grants have to be returned only if they have been received in error, in excess or on apparently erroneous grounds, or if they have been used for a purpose significantly different from the one intended for.

## 27. Related party transactions

### The Group's subsidiary and parent company relationships

| <b>Company</b>                     | <b>Domicile</b> | <b>Ownership (%)</b> | <b>Share of votes (%)</b> |
|------------------------------------|-----------------|----------------------|---------------------------|
| Parent company of the Tekla Group  |                 |                      |                           |
| Tekla Oyj                          | Finland         | -                    | -                         |
| Subsidiaries of the Tekla Group:   |                 |                      |                           |
| Tekla Software (Shanghai) Ltd. Co. | China           | 100                  | 100                       |
| Tekla Sarl                         | France          | 100                  | 100                       |
| Tekla GmbH                         | Germany         | 100                  | 100                       |
| Tekla K.K.                         | Japan           | 100                  | 100                       |
| Tekla (M) Sdn Bhd                  | Malaysia        | 100                  | 100                       |
| Tekla AS                           | Norway          | 100                  | 100                       |
| Tekla Software AB                  | Sweden          | 100                  | 100                       |
| Tekla (UK) Limited                 | United Kingdom  | 100                  | 100                       |
| Tekla Inc.                         | U.S.A.          | 100                  | 100                       |

Tekla Corporation's largest shareholder is Gerako Oy, and the Tekla Group is its sub group. On December 31, 2005, Gerako Oy held 50.53% of Tekla Corporation, and it is domiciled in Finland.

**Transactions with related parties**

|   | <b>2005</b> | <b>2004</b> |
|---|-------------|-------------|
| Purchases and sales of goods and services         |             |             |
| Gerako Oy   |             |             |
| purchases of services                             | 46          | 33          |
| Outstanding liabilities for purchases of services |             |             |
| Gerako Oy   |             |             |
| trade payable                                     | 5           | 5           |

The terms and conditions of the related party transactions have been arm's length.

**Management remuneration\***

|   | <b>2005</b> | <b>2004</b> |
|---|-------------|-------------|
| Salaries and other short-term employee benefits | 1,232       | 1,204       |
| Termination benefits                            | 177         | 173         |
| Post-employment benefits                        | 72          | 8           |

\* Management herein refers to members of the Tekla Corporation Management Team and Directors of the business areas.

## **28. Financial risk management**

### **Currency risk**

Currency risks due to the Group's international business are managed by hedging the net payment flow in US dollars. Even though the hedge ratios meet the effective hedging requirements of the Group's risk management policy, they do not fully meet the hedging requirements of IAS 39. The Group uses forward foreign exchange contracts to hedge against the exchange rate risks of prospective sales agreements. Gains and losses of forward foreign exchange contracts are recognized in the income statement at the end of each reporting period. In general, the maximum tenor of the forward contracts is 12 months.

Foreign exchange risk arising from investments in foreign operations is not hedged, and it is included in the Group's net foreign currency position in accordance with the Group risk management policy.

### **Liquidity risk**

Investing the liquid assets of the company takes place according to principles dictated by the Board in certificates of deposit, bonds and similar securities where the risk is next to non-existent.

Due to the company's rather large amount of liquid assets, the liquidity risk is very low.

### **Credit risk**

Credit risks related to trade and other receivables are minimized with short terms of payment, efficient methods of collecting and by considering the contracting party's credit rating.

The credit risk related to investments and derivative contract parties is low, as the contracting party's credit rating has to be high according to the Group's risk management policy.

### **Interest rate risk**

The Group does not have significant liabilities. Items exposed to interest rate risk includes the fair value interest rate risk connected with the company's long-term product development loans, which is relatively low. The interest rate risk of available-for-sale investments is low as well, since their time to maturity is generally rather short.

The Group can raise both fixed and variable rate loans.

Due to the balance sheet structure of the Group, the management of interest rate risk is focused on investments. The Group's profit and cash flow from operating activities are essentially independent of market interest rate fluctuations.

## 29. Events after the balance sheet date

Gerako Oy's share of Tekla Corporation's votes and share capital decreased to under 50% due to a sale of shares on January 27, 2006.

After the sale of shares, holdings of Gerako Oy were as follows:

| Shares | Proportion of<br>stock and<br>voting rights |         |
|--------|---|---------|
|        | Number                                      |         |
|        | 8,596,020                                   | 38.06 % |

According to a flagging announcement, Fidelity's funds acquired 10% of Tekla Corporation shares on January 31, 2006.

The company's management is not aware of any other significant events after the balance sheet date that would have affected the financial statements data.

## 30. Adoption of IFRS financial standards

As mentioned under Basis of preparation, this is Tekla Group's first financial statements prepared in accordance with the IFRS principles. Prior to adopting the IFRS standards, the Tekla Group's financial statements have been prepared according to Finnish Accounting Standards.

The adoption of IFRS financial statements has changed the financial statements, notes and accounting principles compared to the previous financial statements. The principles presented under Basis of preparation of the financial statements have been adopted in preparing the financial statements for the period ended December 31, 2005, the comparison figures for the period ended December 31, 2004 and the opening IFRS balance January 1, 2004.

The reconciliations and descriptions presented hereinafter describe the differences between IFRS financial statements and the Finnish Accounting Standards (FAS) in 2004 and the IFRS standards on the date of transition, January 1, 2004.

### Reconciliation of equity January 1, 2004 and December 31, 2004

| Million euros                                 | Note | 1.1.<br>2004 | 31.12.<br>2004 |
|---|------|--------------|----------------|
| <b>Shareholders' equity according to FAS</b>  |      | 24.30        | 23.44          |
| Effects of transition to IFRS                 |      |              |                |
| IAS 19 Employee Benefits                      | 1    | -0.54        | -0.09          |
| IAS 16 Property, Plant and Equipment          | 2    | -0.33        | -0.22          |
| IFRS 3 Business Combinations                  |      |              |                |
| Cancellation of goodwill amort.               | 3    |              | 0.09           |
| IAS 12 Income Taxes                           | 4    | 0.27         | 0.69           |
| IAS 32 Treasury shares                        | 5    | -0.13        | -0.12          |
| IAS 39 Financial Instruments                  | 6    | 0.01         |                |
| IAS 17 Leases                                 | 7    | -0.01        |                |
| <b>Shareholders' equity according to IFRS</b> |      | 23.57        | 23.79          |

## Reconciliation of profit for the period

| Million euros                                  | Note | 31.12.2004 |
|--|------|------------|
| <b>Profit for the period according to FAS</b>  |      | -1.09      |
| IAS 19 Employee benefits                       | 1    | 0.45       |
| IAS 16 Property, Plant and Equipment           | 2    | 0.11       |
| IFRS 3 Business Combinations                   |      |            |
| Cancellation of goodwill amort.                | 3    | 0.09       |
| IAS 12 Income Taxes                            | 4    | 0.42       |
| IAS 39 Financial Instruments                   | 6    | -0.01      |
| <b>Profit for the period according to IFRS</b> |      | -0.03      |

## Consolidated balance sheet

| Million euros                       | Note | FAS<br>31.12.<br>2003 | Effects of<br>transition<br>to IFRS | IFRS<br>1.1.<br>2004 | FAS<br>31.12.<br>2004 | Effects of<br>transition<br>to IFRS | IFRS<br>31.12.<br>2004 |
|-------------------------------------|------|-----------------------|-------------------------------------|----------------------|-----------------------|-------------------------------------|------------------------|
| <b>Assets</b>                       |      |                       |                                     |                      |                       |                                     |                        |
| <b>Non-current assets</b>           |      |                       |                                     |                      |                       |                                     |                        |
| Property, plant and equipmen        | 2,7  | 1.55                  | 0.92                                | 2.47                 | 1.31                  | 0.40                                | 1.71                   |
| Goodwill                            | 3    | 8.22                  |                                     | 8.22                 | 0.01                  | 0.09                                | 0.10                   |
| Other intangible assets             | 2    | 1.47                  | -0.65                               | 0.82                 | 1.03                  | -0.43                               | 0.60                   |
| Other financial assets              | 6    |                       |                                     |                      |                       | 2.00                                | 2.00                   |
| Receivables                         |      |                       |                                     |                      | 0.02                  |                                     | 0.02                   |
| Deferred tax assets                 | 4    | 0.62                  | 0.27                                | 0.89                 | 1.19                  | 0.69                                | 1.88                   |
| Non-current assets, total           |      | 11.86                 | 0.54                                | 12.40                | 3.56                  | 2.75                                | 6.31                   |
| <b>Current assets</b>               |      |                       |                                     |                      |                       |                                     |                        |
| Inventories                         |      | 0.12                  |                                     | 0.12                 | 0.24                  |                                     | 0.24                   |
| Trade and other current receivables | 6    | 9.31                  | -0.11                               | 9.20                 | 6.57                  | -0.06                               | 6.51                   |
| Current income tax assets           |      |                       | 0.06                                | 0.06                 | 0.00                  |                                     | 0.00                   |
| Other financial assets              | 5,6  | 10.60                 | -0.08                               | 10.52                | 18.44                 | -2.07                               | 16.37                  |
| Cash and cash equivalents           |      | 3.82                  |                                     | 3.82                 | 4.10                  |                                     | 4.10                   |
| Current assets total                |      | 23.85                 | -0.13                               | 23.72                | 29.35                 | -2.13                               | 27.22                  |
| <b>Assets total</b>                 |      | <b>35.71</b>          | <b>0.41</b>                         | <b>36.12</b>         | <b>32.91</b>          | <b>0.62</b>                         | <b>33.53</b>           |



| Million euros                        | Note | FAS<br>31.12.<br>2003 | Effects of<br>transition<br>to IFRS | IFRS<br>1.1.<br>2004 | FAS<br>31.12.<br>2004 | Effects of<br>transition<br>to IFRS | IFRS<br>31.12.<br>2004 |
|--------------------------------------|------|-----------------------|-------------------------------------|----------------------|-----------------------|-------------------------------------|------------------------|
| <b>Equity and liabilities</b>        |      |                       |                                     |                      |                       |                                     |                        |
| <b>Equity</b>                        |      |                       |                                     |                      |                       |                                     |                        |
| Share capital                        |      | 0.68                  |                                     | 0.68                 | 0.68                  |                                     | 0.68                   |
| Share premium account                |      | 31.68                 |                                     | 31.68                | 21.44                 |                                     | 21.44                  |
| Other equity                         | 6    | 1.16                  | 0.05                                | 1.21                 | 1.23                  | 0.07                                | 1.30                   |
| Treasury shares                      | 5    | 0.13                  | -0.35                               | -0.22                | 0.13                  | -0.35                               | -0.22                  |
| Retained earnings                    |      | -9.35                 | -0.43                               | -9.78                | -0.04                 | 0.63                                | 0.59                   |
| <b>Equity total</b>                  |      | <b>24.30</b>          | <b>-0.73</b>                        | <b>23.57</b>         | <b>23.44</b>          | <b>0.35</b>                         | <b>23.79</b>           |
| <b>Non-current liabilities</b>       |      |                       |                                     |                      |                       |                                     |                        |
| Pension benefit liabilities          | 1    |                       | 0.54                                | 0.54                 |                       | 0.09                                | 0.09                   |
| Provisions                           |      | 0.72                  |                                     | 0.72                 | 0.72                  |                                     | 0.72                   |
| Interest-bearing liabilities         | 7    | 1.53                  | 0.23                                | 1.76                 | 1.20                  | 0.06                                | 1.26                   |
| Non-current liabilities total        |      | 2.25                  | 0.77                                | 3.02                 | 1.92                  | 0.15                                | 2.07                   |
| <b>Current liabilities</b>           |      |                       |                                     |                      |                       |                                     |                        |
| Trade and other payables             |      | 8.66                  | -0.01                               | 8.65                 | 7.18                  | -0.02                               | 7.16                   |
| Current income tax liabilities       |      |                       | 0.01                                | 0.01                 |                       | 0.02                                | 0.02                   |
| Current interest-bearing liabilities | 7    | 0.50                  | 0.37                                | 0.87                 | 0.37                  | 0.12                                | 0.49                   |
| Current liabilities total            |      | 9.16                  | 0.37                                | 9.53                 | 7.55                  | 0.12                                | 7.67                   |
| <b>Liabilities total</b>             |      | <b>11.41</b>          | <b>1.14</b>                         | <b>12.55</b>         | <b>9.47</b>           | <b>0.27</b>                         | <b>9.74</b>            |
| <b>Equity and liabilities total</b>  |      | <b>35.71</b>          | <b>0.41</b>                         | <b>36.12</b>         | <b>32.91</b>          | <b>0.62</b>                         | <b>33.53</b>           |

### Consolidated income statement January 1–December 31, 2004

| Million euros   | Note  | FAS 1.1.–<br>31.12.2004 | Effects of<br>transition<br>to IFRS | IFRS 1.1.–<br>31.12.2004 |
|---|-------|-------------------------|-------------------------------------|--------------------------|
| Net sales   |       | 37.89                   |                                     | 37.89                    |
| Other operating income *  |       | 0.51                    |                                     | 0.51                     |
| Change in inventories of finished goods and in work in progress |       | 0.12                    |                                     | 0.12                     |
| Raw materials and consumables used                              |       | -2.43                   |                                     | -2.43                    |
| Employee compensation and benefit expense                       | 1,8   | -21.45                  | -0.08                               | -21.53                   |
| Depreciation and impairment charges                             | 2,3,7 | -1.99                   | 0.39                                | -1.60                    |
| Other operating expenses*                                       | 3,7   | -11.59                  | 0.87                                | -10.72                   |
| Loss due to disposal of operation*                              | 3     | -2.53                   | -0.51                               | -3.04                    |
| Operating profit (loss)   |       | -1.47                   | 0.67                                | -0.80                    |
| % of net sales  |       | -3.88                   |                                     | -2.11                    |
| Finance costs (net)   | 6,7   | -0.13                   | -0.03                               | -0.16                    |
| Profit (loss) before income taxes                               |       | -1.60                   | 0.64                                | -0.96                    |
| % of net sales  |       | -4.22                   |                                     | -2.53                    |
| Income taxes  | 4     | 0.51                    | 0.42                                | 0.93                     |
| Profit (loss) for the period                                    |       | -1.09                   | 1.06                                | -0.03                    |
| Earnings per share  |       |                         |                                     |                          |
| Undiluted   |       |                         |                                     |                          |
| earnings per share (EPS), EUR                                   |       | -0.05                   |                                     | 0.00                     |
| Diluted   |       |                         |                                     |                          |
| earnings per share (EPS), EUR                                   |       | -0.05                   |                                     | 0.00                     |

\* The loss due to disposal of operation has been reclassified in the FAS 2004 income statement. The changes have no effect on the total loss nor the operating result.

**Cash flow statement**

| Million euros  | FAS 1.1.-<br>31.12.2004 | Effects of<br>transition<br>to IFRS | IFRS 1.1.-<br>31.12.2004 |
|--|-------------------------|-------------------------------------|--------------------------|
| Cash flows from operating activities   | 4.04                    | 0.05                                | 4.09                     |
| Cash flow from investing activities:   |                         |                                     |                          |
| Investments  | -0.87                   |                                     | -0.87                    |
| Sale of intangible assets,<br>disposed operation and<br>property plant and equipment | 5.40                    | 0.10                                | 5.50                     |
| Changes in available-for-sale<br>investments   | 6                       | -8.36                               | -8.36                    |
| Net cash from investing activities   | 4.53                    | -8.26                               | -3.73                    |
| Cash flows from financing activities:  |                         |                                     |                          |
| Proceeds from borrowings   | 0.05                    |                                     | 0.05                     |
| Repayments of long-term borrowings   | -0.50                   | -0.42                               | -0.92                    |
| Net cash used in financing activities  | -0.45                   | -0.42                               | -0.87                    |
| Net decrease/increase in cash and<br>cash equivalents                                | 8.12                    | -8.63                               | -0.51                    |
| Cash and cash equivalents at<br>beginning of the period                              | 6                       | 14.24                               | -9.63                    |
| Cash and cash equivalents at<br>end of the period                                    |                         | 22.36                               | -18.26                   |
|  |                         |                                     | 4.10                     |

**Financial indicators**

|                              | FAS<br>31.12.<br>2004 | IFRS<br>31.12.<br>2004 |
|------------------------------|-----------------------|------------------------|
| Equity/share, EUR            | 1.04                  | 1.06                   |
| Interest-bearing liabilities | 1.57                  | 1.76                   |
| Equity ratio, %              | 72.00                 | 71.80                  |
| Net gearing, %               | -89.20                | -78.50                 |
| Return on investment, %      | -5.80                 | -3.20                  |
| Return on equity, %          | -4.60                 | -0.10                  |
| Gross investments, MEUR      | 0.84                  | 0.84                   |
| % of net sales               | 2.22                  | 2.22                   |

The calculation of financial indicators has not changed.

## **Notes to the reconciliation of shareholders' equity January 1, 2004 and December 31, 2004 and the profit for the period January 1–December 31, 2004**

### **1. Pension obligations**

Tekla Group companies comply with pension plans of national requirements and practices. The majority of the plans are classified as defined contribution plans. The pension plans are reported in accordance with IAS 19 (Employee benefits).

The disability element of the Finnish TEL pension scheme has been accounted for as a defined benefit plan in the transition. The actuarially calculated disability obligation of 0.54 million euros has been recognized in the balance sheet on the date of transition. As a result of the TEL pension scheme changes, decided in December 2004, the TEL disability element is accounted for as a defined contribution plan under IFRS. The resulting material reduction in pension obligations has been recognized as a non-recurring gain in the 2004 IFRS income statement, amounting to 0.47 million euros. In the balance sheet of December 31, 2004, the disability obligation amounts to 0.07 million euros.

### **2. Intangible assets and property, plant and equipment**

In accordance with IAS 16 leasehold improvement expenses of rented premises has been transferred from intangible assets to the property, plant and equipment. Additionally, a software expense related to a product development project, which was booked as cost and capitalized in the FAS balance sheet, has been reduced from the intangible assets in the IFRS balance sheet. The change improves the 2004 profit before taxes by 0.11 million euros.

Research expenses are recognized in the period in which they are incurred. At the moment, there are no development expenses in accordance with IAS 38 that could be recognized and separated from normal product development, so that they would be recorded in the balance sheet.

### **3. Goodwill**

According to IFRS 3, goodwill is no longer amortized according to plan; instead, any impairment of value is tested for impairment annually in accordance with IAS 36. The change improves the profit before taxes for 2004 by 0.09 million euros.

The operations related to customer information systems for the energy industry and municipal sector were sold in fall 2004. The loss due to disposal of operation was higher according to IFRS by the amount of goodwill amortization booked according to FAS. The total net effect of the loss and goodwill amortization on operating profit is the same according to both IFRS and FAS.

### **4. Income taxes**

Income taxes include taxes based on the results of the Group companies (calculated according to the local tax rules of each country) and changes in deferred taxes arising from temporary differences.

A deferred tax asset in the amount of 0.62 million euros has been recognized for the parent company's tax losses. No deferred tax assets have been recognized for the subsidiaries, as their profit development has not yet made it possible.

The deferred tax assets for 2004 include tax effects of other IFRS adjustments in the amount of 0.07 million euros.

## **5. Treasury shares**

In accordance with the Finnish Accounting Standards, treasury shares are presented under investments in fixed assets and long-term investments at cost, or at fair value if below cost, and as a separate item in shareholders' equity. In the IFRS balance sheet, treasury shares are deducted from shareholders' equity.

## **6. Cash and cash equivalents**

Liquid assets include cash and bank balances. Marketable securities are categorized as available-for-sale financial assets, they are stated at fair value and the change is entered in the fair value reserve under shareholders' equity. Marketable securities are presented under cash flow from investing activities in the cash flow statement.

## **7. Leasing**

Finance leases are recognized in the balance sheet as assets and liabilities at fair value of the leased asset at the inception of the lease. Finance leasing causes a depreciation according to plan and finance expense recognized each financial period.

## **8. Employee benefits**

Employee benefits include also non-cash benefits to personnel, which under Finnish Accounting Standards have been classified as other operating expense.

**PARENT COMPANY INCOME STATEMENT, FAS 1.1.2005-31.12.2005**

| 1000 euro   | 2005          | 2004          |
|---|---------------|---------------|
| <b>Net sales</b>  | <b>29,600</b> | <b>31,615</b> |
| Change in inventories of finished goods and in work in progress (+/-) | -208          | 125           |
| Other operating income  | 1,057         | 1,271         |
| Materials and services  | -1,903        | -2,843        |
| Personnel expenses  | -13,710       | -16,115       |
| Depreciation and value adjustments                                    | -883          | -1,590        |
| Other operating expenses  | -6,409        | -14,451       |
| <b>Operating profit (loss)</b>  | <b>7,544</b>  | <b>-1,988</b> |
| Financial income and expenses   | 940           | -222          |
| <b>Profit (loss) before extraordinary items</b>                       | <b>8,484</b>  | <b>-2,210</b> |
| <b>Profit (loss) before appropriations and taxes</b>                  | <b>8,484</b>  | <b>-2,210</b> |
| Appropriations  | 62            | 2,049         |
| Income taxes  | -2            | -4            |
| <b>Net profit (loss) for the period</b>                               | <b>8,544</b>  | <b>-165</b>   |

PARENT COMPANY BALANCE SHEET, FAS 31.12.2005

| 1000 EUR  | 2005          | 2004          |
|---|---------------|---------------|
| <b>ASSETS</b>                                       |               |               |
| <b>Fixed assets and other long-term investments</b> |               |               |
| Intangible assets                                   | 1,028         | 970           |
| Tangible assets                                     | 981           | 1,028         |
| Long-term investments                               | 3,277         | 2,563         |
| <b>Total fixed assets and long-term investments</b> | <b>5,286</b>  | <b>4,561</b>  |
| <b>Current assets</b>                               |               |               |
| Inventories   | 33            | 241           |
| Long-term receivables                               |               | 21            |
| Short-term receivables                              | 9,604         | 6,570         |
| Marketable securities                               | 11,620        | 18,261        |
| Cash and cash equivalents                           | 993           | 1,061         |
| <b>Total current assets</b>                         | <b>22,250</b> | <b>26,154</b> |
| <b>TOTAL ASSETS</b>                                 | <b>27,536</b> | <b>30,715</b> |
| <b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>         |               |               |
| <b>Shareholders' equity</b>                         |               |               |
| Share capital                                       | 678           | 678           |
| Share premium account                               | 8,893         | 21,442        |
| Reserve for own shares                              | 221           | 130           |
| Legal reserve                                       | 1,323         | 1,323         |
| Net profit (loss) for the period                    | 8,544         | -165          |
| <b>Shareholders' equity total</b>                   | <b>19,659</b> | <b>23,408</b> |
| <b>Accumulated appropriations</b>                   | <b>141</b>    | <b>202</b>    |
| <b>Provisions</b>                                   | <b>679</b>    | <b>721</b>    |
| <b>Liabilities</b>                                  |               |               |
| Long-term liabilities                               | 606           | 1,197         |
| Short-term liabilities                              | 6,451         | 5,187         |
| <b>Liabilities total</b>                            | <b>7,057</b>  | <b>6,384</b>  |
| <b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>   | <b>27,536</b> | <b>30,715</b> |

## PARENT COMPANY CASH FLOW STATEMENT, FAS 1.1.-31.12.2005

| 1000 EUR   | 2005           | 2004          |
|--|----------------|---------------|
| <b>Cash flow from operating activities:</b>                                |                |               |
| Profit (loss) before extraordinary items:                                  | 8,484          | -2,210        |
| Adjustments:   |                |               |
| Depreciation according to plan   | 883            | 1,590         |
| Other operating income and expenses (not received/paid)                    | 142            | 2,603         |
| Financial income and expenses  | -940           | 222           |
| Other adjustments  | -20            | 2,852         |
| Cash flow before change in working capital                                 | 8,549          | 5,057         |
| Change in working capital:   |                |               |
| Increase (-) / decrease (+) in non-interest-bearing short-term receivables | -3,532         | -336          |
| Increase (-) / decrease (+) in inventories                                 | 208            | -125          |
| Increase (+) / decrease (-) in non-interest-bearing short-term liabilities | 1,046          | -1,647        |
| Cash flow from operations before financial items and taxes                 | 6,271          | 2,949         |
| Interest paid and payments of other financial expenses                     | -13            | -20           |
| Dividend received  | 156            | 195           |
| Interest received  | 522            | 388           |
| Other financial income and expenses  | 308            | -264          |
| Income taxes paid  | -2             | -11           |
| Cash flow before extraordinary items                                       | 7,242          | 3,237         |
| <b>Net cash provided by operating activities (A)</b>                       | <b>7,242</b>   | <b>3,237</b>  |
| <b>Cash flow from investing activities:</b>                                |                |               |
| Investments in tangible and intangible assets                              | -900           | -664          |
| Proceeds from sale of tangible and intangible assets                       | 7              | 4,804         |
| Increase (-) / decrease (+) in loans receivable                            | 0              | -21           |
| Other investments  | -300           | 0             |
| <b>Net cash (used in) provided by investing activities (B)</b>             | <b>-1,193</b>  | <b>4,119</b>  |
| <b>Cash flow from financing activities:</b>                                |                |               |
| Return of capital  | -12,384        | 0             |
| Proceeds from long-term debt   | 0              | 46            |
| Repayments of long-term debt   | -374           | -495          |
| <b>Net cash (used in) provided by financing activities (C)</b>             | <b>-12,758</b> | <b>-449</b>   |
| <b>Increase (+) / decrease (-) in cash and cash equivalents (A+B+C)</b>    | <b>-6,709</b>  | <b>6,907</b>  |
| Cash and cash equivalents at beginning of year                             | 19,322         | 12,415        |
| <b>Cash and cash equivalents at end of year</b>                            | <b>12,613</b>  | <b>19,322</b> |



## CALCULATION OF FINANCIAL INDICATORS

|                                 |   |
|---------------------------------|---|
| Equity ratio, % =               | $\frac{\text{Shareholders' equity}}{\text{Balance sheet total} - \text{Advances received}} \times 100$  |
| Net gearing, % =                | $\frac{\text{Interest-bearing liabilities} - \text{Cash and cash equivalents}}{\text{Shareholders' equity}} \times 100$   |
| Return on investment, % =       | $\frac{\text{Profit before extraordinary items} + \text{Financial expenses}}{\text{Balance sheet total} - \text{Non-interest-bearing liabilities (average for the year)}} \times 100$ |
| Return on equity, % =           | $\frac{\text{Profit before extraordinary items} - \text{Taxes}}{\text{Shareholders' equity (average for the year)}} \times 100$   |
| Earnings per share =            | $\frac{\text{Profit before extraordinary items} - \text{Taxes}}{\text{Average number of shares}}$   |
| Equity per share =              | $\frac{\text{Shareholders' equity}}{\text{Number of shares at the end of the year}}$  |
| Dividend to earnings ratio, % = | $\frac{\text{Dividend per share}}{\text{Earnings per share}} \times 100$  |
| Effective dividend yield, % =   | $\frac{\text{Dividend per share}}{\text{Share price at the end of the year}} \times 100$  |
| Price / earnings ratio =        | $\frac{\text{Share price at the end of the year}}{\text{Earnings per share}}$   |
| Market capitalization =         | Number of shares at the end of the year x share price at the close of the year  |

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# BOARD OF DIRECTORS' PROPOSAL FOR THE DISTRIBUTION OF PROFITS

Tekla Corporation's Board proposes to the Annual General Meeting, to be held on March 16, 2006, that a dividend of 0.12 euros per share be distributed for the financial period 2005 for a total dividend payment of 2,701,992 euros. No dividends shall be paid on the 69,600 shares held by the company.

Espoo, February 16, 2006

Heikki Marttinen, Chairman

Pauli Heikkilä

Ari Kohonen, President and CEO

Esa Korvenmaa

Olli-Pekka Laine

Kaija Komulainen-Laakso

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# AUDITORS' REPORT

## To the shareholders of Tekla Corporation

We have audited the accounting records, the financial statements and the administration of Tekla Corporation for the financial year 1.1. – 31.12.2005. The Board of Directors and the President have prepared the report of the Board of Directors and the consolidated financial statements prepared in accordance with International Financial Reporting Standards as adopted by the EU, and the parent company's financial statements prepared in accordance with prevailing regulations in Finland, that include the parent company's balance sheet, income statement, cash flow statement and the notes to the financial statements. Based on our audit, we express an opinion on the consolidated financial statements, the parent company's financial statements and on the administration of the parent company.

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

### Consolidated financial statements

In our opinion the consolidated financial statements give a true and fair view, as referred to in the IFRS as adopted by the EU and defined in the Finnish Accounting Act, of the consolidated results of operations as well as of the financial position. The consolidated financial statements can be adopted.

### Parent company's financial statements and administration

In our opinion the parent company's financial statements have been prepared in accordance with the Finnish Accounting Act and other rules and regulations governing the preparation of financial statements in Finland. The financial statements give a true and fair view, as defined in the Finnish Accounting Act, of the parent company's result of operations as well as of the financial position. The financial statements can be adopted and the members of the Board of Directors and the President of the parent company can be discharged from liability for the period audited by us. The proposal by the Board of Directors regarding the distributable funds is in compliance with the Companies' Act.

Espoo, 1 March 2006

PricewaterhouseCoopers Oy, Authorized Public Accountants

Jukka Ala-Mello, Authorized Public Accountant

# BOARD

**Heikki Marttinen**  
Chairman of the Board  
of Tekla Corporation;  
Strategic Management Consultant



**Olli-Pekka Laine**  
Deputy Chairman of the Board  
of Tekla Corporation;  
Managing Director of Tapiola Pension



**Pauli Heikkilä**  
Member of the Board  
of Tekla Corporation;  
Managing Director of Finnvera Plc



**Ari Kohonen**  
Tekla's President and CEO;  
Member of the Board  
Member of the Board of Gerako Oy



**Esa Korvenmaa**  
Member of the Board of Tekla Corporation;  
Senior Vice President of  
TeliaSonera Finland Oyj



**Timo Keinänen**  
Deputy Member of the Board  
of Tekla Corporation;  
Tekla Corporation's CFO



**Kaija Komulainen-Laakso**  
Personnel's Representative;  
Product Program Manager,  
Building & Construction



**Juha Kajanen**  
Deputy member of the  
Personnel's Representative;  
Group Manager, PI platform



## MANAGEMENT TEAM 2006



**Ari Kohonen**  
President and CEO;  
Member of the Board of Tekla  
Corporation



**Heikki Multamäki**  
Executive Vice President,  
Director of Energy & Utilities



**Anneli Bergström**  
Vice President  
Human Resources



**Leif Granholm**  
Executive Vice President, Director of  
Tekla's subsidiaries in Sweden and  
Norway



**Timo Keinänen**  
CFO, Deputy Member of the Board  
of Tekla Corporation



**Harald Lundberg**  
CIO  
Information Management



**Harri Nurmi**  
Vice President  
Corporate Planning



**Petri Raitio**  
Vice President  
Software Production



**Risto Räty**  
Executive Vice President  
Building & Construction

# CORPORATE GOVERNANCE

Governance in Tekla Corporation complies with the provisions of the Finnish Companies Act, Tekla's Articles of Association and, as of July 1, 2004, the Corporate Governance Recommendation prepared by HEX Plc, the Central Chamber of Commerce of Finland and the Confederation of Finnish Industry and Employers.

Governance and operation of Tekla are managed by the General Meeting, the Board of Directors and the President and CEO. The Board of Directors supervises the company's profit development, governance and organization on behalf of shareholders. Tekla's President and CEO is responsible for operative activity on the corporate level, assisted by the Tekla Management Team.

For a more detailed description of Tekla's Corporate Governance, please visit the company's web site at [www.tekla.com](http://www.tekla.com) > Investors > [Corporate Governance](#).

## GENERAL MEETING

The General Meeting is the highest decision-making body of the company. For instance, it adopts the company's income statement and balance sheet and decides on the distribution of profits, appoints Board members and auditors as well as decides on their fees. See also [Annual General Meeting](#).

Tekla Corporation's Annual General Meeting (AGM) 2005 was held on March 17, 2005. The Board was authorized to decide on the increase of the company's share capital to develop business operations, on a personnel issue, and on offering of option rights, and to transfer the company's treasury shares. For a more detailed description of the authorizations, please see [the stock exchange release](#) dated 17.3.2005 or page 11 in this report. The Board did not use the authorizations given by the AGM during 2005.

Tekla Corporation's Extraordinary General Meeting was held on June 30, 2005. The meeting accepted the Board of Directors' proposal of decreasing the company's share premium fund by 0.55 euros per each Tekla Corporation share, and that the sum be distributed entirely to shareholders as return on invested restricted capital in relation to each shareholder's ownership in the company. The payment date of the return of capital was November 25, 2005.

The plan to decrease the share premium account and distribute funds to shareholders, including its reasons,

was published in a stock exchange release dated June 9, 2005.

## BOARD OF DIRECTORS

Tekla's governance and proper organization of operation is the responsibility of the Board of Directors, consisting of a minimum of three and maximum of five actual members and one deputy member. The members of the Board are elected by the Annual General Meeting. The Board elects a Chairperson from among its members. According to the Articles of Association, a representative of the personnel plus a personal deputy may also be elected to the Board. See also introduction of the current [Tekla Board of Directors](#).

- > The Tekla Annual General Meeting 2005 elected the following five persons to the board: Heikki Marttinen (Chairman), Olli-Pekka Laine (Deputy Chairman), Pauli Heikkilä, Ari Kohonen and Esa Korvenmaa. Timo Keinänen was chosen as the deputy member. Additionally, Kaija Komulainen-Laakso had been chosen by Tekla's personnel as their representative and Juha Kajanen as her personal deputy.
- > Of the members Heikki Marttinen, Olli-Pekka Laine, Pauli Heikkilä and Esa Korvenmaa are

independent Board members.

- > The Board of Directors of Tekla Corporation held 11 meetings in 2005, and the average attendance was 89 percent. %.
- > According to the decision by the AGM of 2005, the members of Tekla Board were paid 2,200 euros (chairman) or 1,800 euros (member) per month. In addition, their travel expenses were reimbursed according to Tekla's travel policy.
- > The members of the Board, who are employed by the Tekla Group, were not paid any fees for their board work.
- > The members of the Board had no other benefits, nor were they paid any fees in the form of Tekla shares or share-related rights.

## BOARD COMMITTEES

Being rather small, the Board works effectively in close co-operation and meets regularly, whereby it has not been considered necessary to establish any separate committees.

## PRESIDENT AND CEO

The President and CEO manages the company's operative activity according to the instructions and orders given by the Board. He manages and controls the operation of Tekla and its business areas, prepares the issues to be discussed by the Board and is responsible for their execution. The President is also the Chair of the Tekla Management Team.

M.Sc.(Eng.), Bachelor of Econ. Ari Kohonen has been Tekla Corporation's President and CEO as of January 1, 2004. According to his employment contract, Ari Kohonen will retire at the age of 60, unless otherwise agreed. Should Tekla terminate Kohonen's employment, he is entitled to an extra pay corresponding to 12 months' salary.

President's fees and other benefits are reported by financial period. In 2005 Ari Kohonen was paid a total

of 178,663.44 euros in remuneration (mobile phone benefit included).

The President had no other benefits, nor was he paid any fees in the form of Tekla shares or share-related rights. The personnel's incentive system is applied also to the President.

## MANAGEMENT TEAM

The Management Team assists the President and CEO in e.g. preparing the company's strategy, operating principles and other issues shared by the business areas and the Group. The Tekla Management Team consists of the President and CEO and the Directors of the key business areas and support functions. The Management Team met regularly circa twice a month during 2005. See also Introduction of the current [Tekla Management Team](#).

## AUDIT

It is the purpose of the statutory audit to verify that the financial statements give true and fair information on the company's result and financial position in the financial period. The company's auditor gives a statutory auditor's report to the shareholders in connection with the company's financial statements. Reports on audits carried out during the financial period are given to the Board. The auditor is elected by the General Meeting.

The AGM of 2005 chose as Tekla Corporation's auditor PricewaterhouseCoopers Oy, with Jukka Alamo, A.P.A, as the responsible auditor.

The auditors of the parent company and subsidiaries were paid a total of 96,328 euros in 2005. The sum includes 35,012 euros for IFRS, taxation and other consulting.

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# OTHER INFORMATION

## RELEASES

All stock exchange and other releases Tekla Corporation has published in 2005, are available on the company's Internet site at [www.tekla.com](http://www.tekla.com) > Investors > Releases > 2005

Tekla published no notification releases (flaggings) in 2005.

## INTERIM REPORTS IN 2006

- > Financial Statements 2005 bulletin; 16.2.2006
- > Interim Report 1-3/2006; 27.4.2006
- > Interim Report 1-6/2006; 4.8.2006
- > Interim Report 1-9/2006; 27.10.2006

## ANNUAL GENERAL MEETING 2006

The Annual General Meeting of Tekla Corporation will be held on 16.3.2006 at Tekla headquarters in Espoo. The invitation to the meeting has been published as a stock exchange release on 27.2.06.

The decisions of the AGM will be found after the meeting on the company's Internet site at [www.tekla.com](http://www.tekla.com) > Investors > Corporate Governance > Shareholder meetings