

# Interim report January 1 – June 30, 2012

July 31, 2012

Tapani Kiiski, President and CEO



## **Business environment:**

- Uncertainty continues in the financial markets and with the development of the global economy.
- Market situation for wood products industry remained uncertain in several market areas.
- Investment decisions delayed; investments during the first half of the year remained at a low level.
- Several production line and mill-scale project pending
  - Conditional to the confidence on permanent recovery and development of demand and success in arranging the financing for the projects.

## **Raute:**

- Order intake at a high level in the first half of the year
  - A EUR 50 million order received in January for the machinery and equipment of a plywood mill in Chile
  - Technology services up 13 %.
- Q2 order intake at a low level
  - Technology services increased by approximately a third from the first quarter.

# 1-6/2012 in brief

MEUR	Q2 2012	Q2 2011
Net sales	22,4	23,1
Operating result	0,6	0,8
Order intake:		
• project deliveries	8	4
• technology services	7	5

MEUR	1-6 2012	1-6 2011
Net sales	37,5	37,8
Operating result	0,1	-0,6
Order intake:		
• project deliveries	63	28
• technology services	13	11
Tilaukanta	73	35

## Q2:

- Net sales and profitability in line with estimates
  - Net sales increased from the first quarter by almost 50%
  - Positive operating result.

## 1-6 2012:

- Net sales equaled the level of the previous year.
- Operating result was positive.
- Profitability in line with our estimates relative to net sales.
- Strong order book
  - More than EUR 19 million will be recognized as net sales in 2013.

# Income statement and key figures

MEUR	1-6 2012	1-6 2011	2011
<b>Net sales</b>	<b>37,5</b>	<b>37,8</b>	<b>74,3</b>
<b>Operating result</b>	<b>0,1</b>	<b>-0,6</b>	<b>-0,7</b>
Financial income and expenses	+0,0	-0,2	-0,4
<b>Result before taxes</b>	<b>0,1</b>	<b>-0,8</b>	<b>-1,1</b>
Income taxes	-0,3	0,0	0,0
<b>Result for the period</b>	<b>-0,2</b>	<b>-0,7</b>	<b>-1,1</b>
Earnings per share, EUR	-0,05	-0,19	-0,27
Operating cash flow	4,4	-0,8	2,5
Return on investment (ROI), %	2,7	-0,6	-0,1
Gearing, %	-59,6	-35,9	-47,1
Equity ratio, %	44,9	49,5	46,9
Personnel (in books)	505	486	464

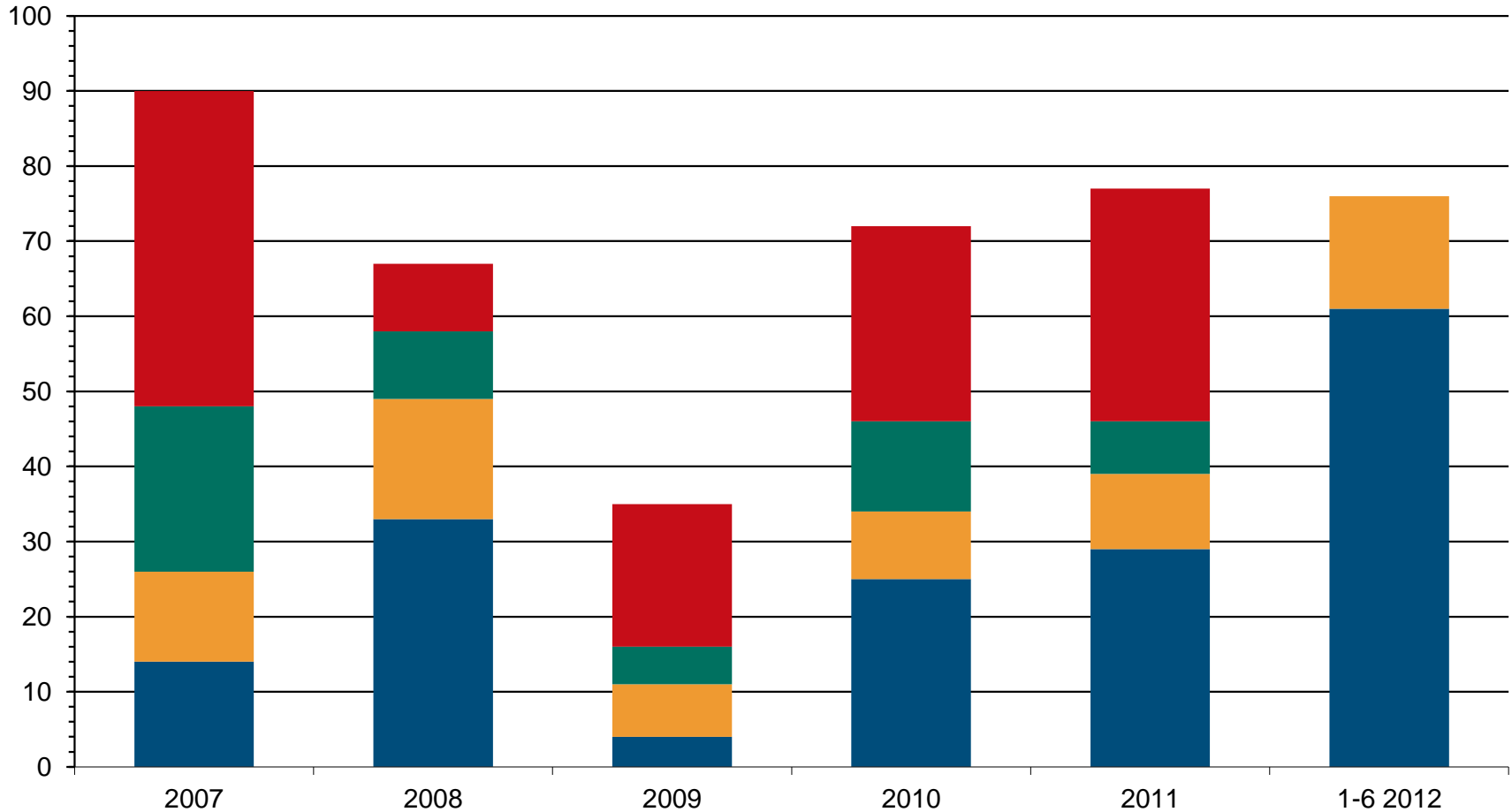
## Balance sheet

MEUR	30.6.2012	30.6.2011	31.12.2011
Intangible assets	2,4	1,1	1,4
Property, plant and equipment	8,2	8,3	8,2
Other non-current assets	2,3	2,9	2,9
Inventories	6,9	6,0	5,1
Accounts receivables and other receivables	18,8	15,1	9,3
Income tax receivable	0,2	0	0
Cash and cash equivalents	25,8	19,1	25,7
<b>Total assets</b>	<b>64,5</b>	<b>52,6</b>	<b>52,7</b>
Equity	20,8	22,3	22,1
Non-current liabilities	8,6	7,8	11,1
Advance payments received	18,2	7,6	5,6
Current liabilities	16,9	14,9	13,9
<b>Total equity and assets</b>	<b>64,5</b>	<b>52,6</b>	<b>52,7</b>

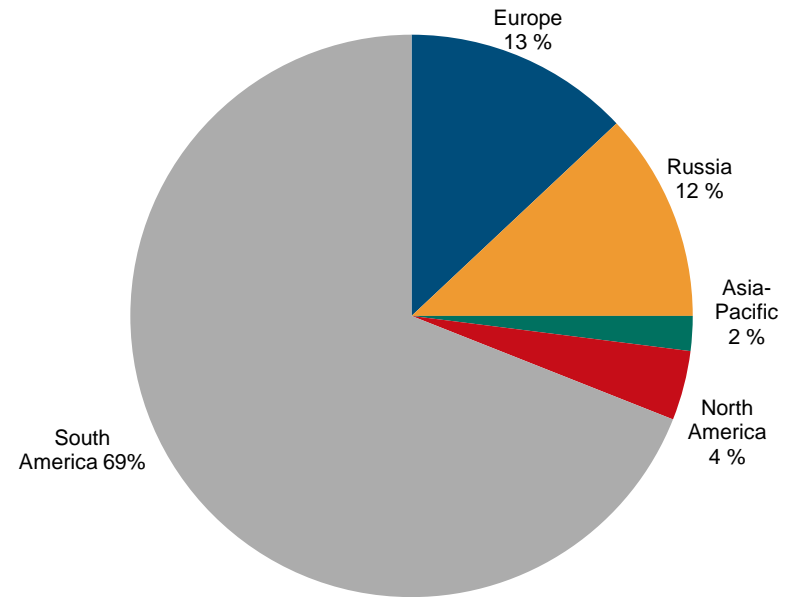
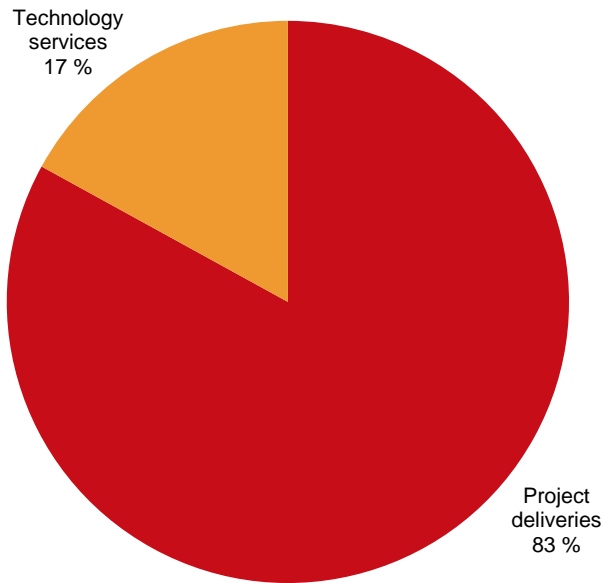
# Order intake

MEUR

● Q1 ● Q2 ● Q3 ● Q4



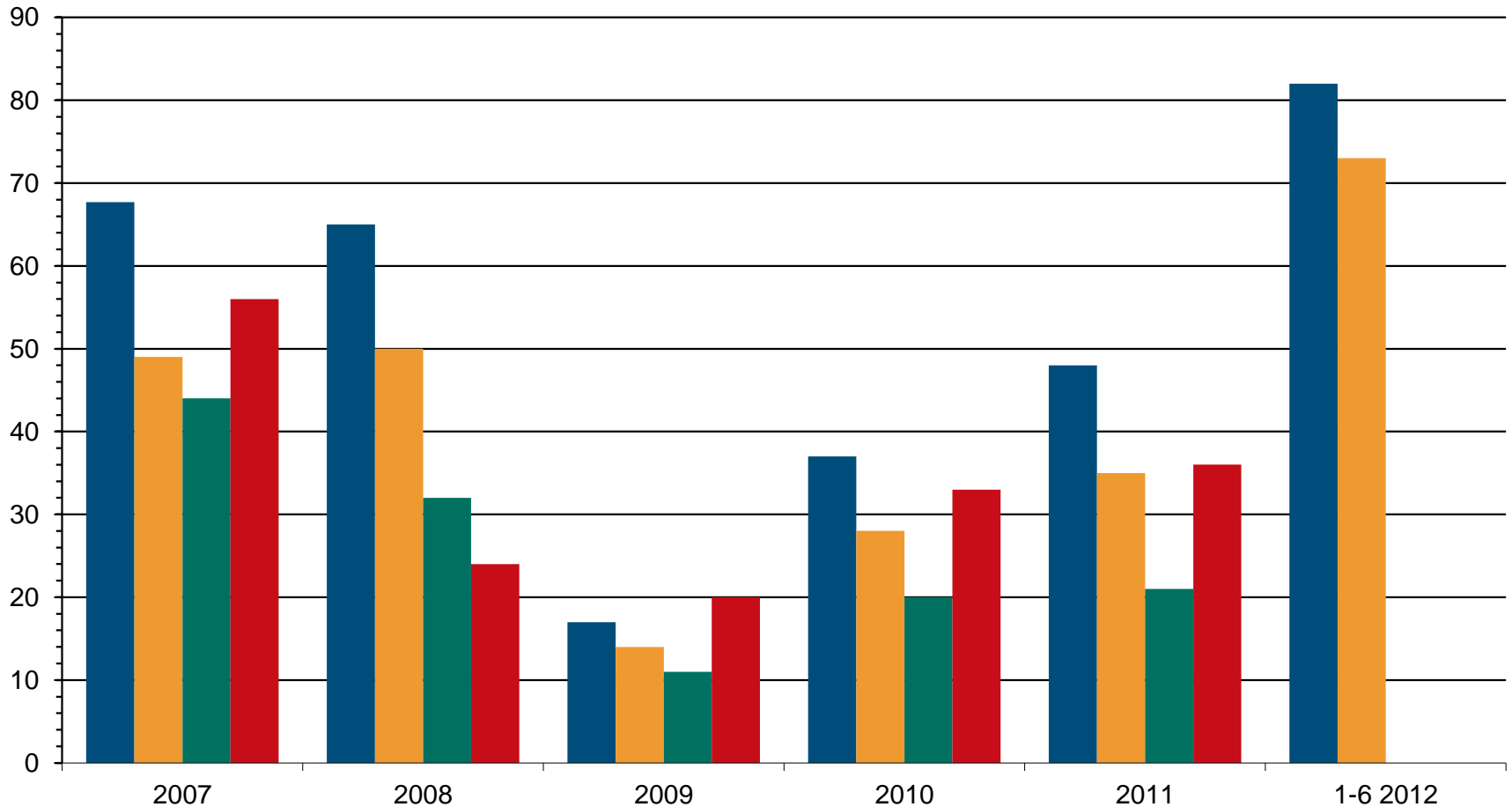
# Order intake 1-6 2012



# Order book

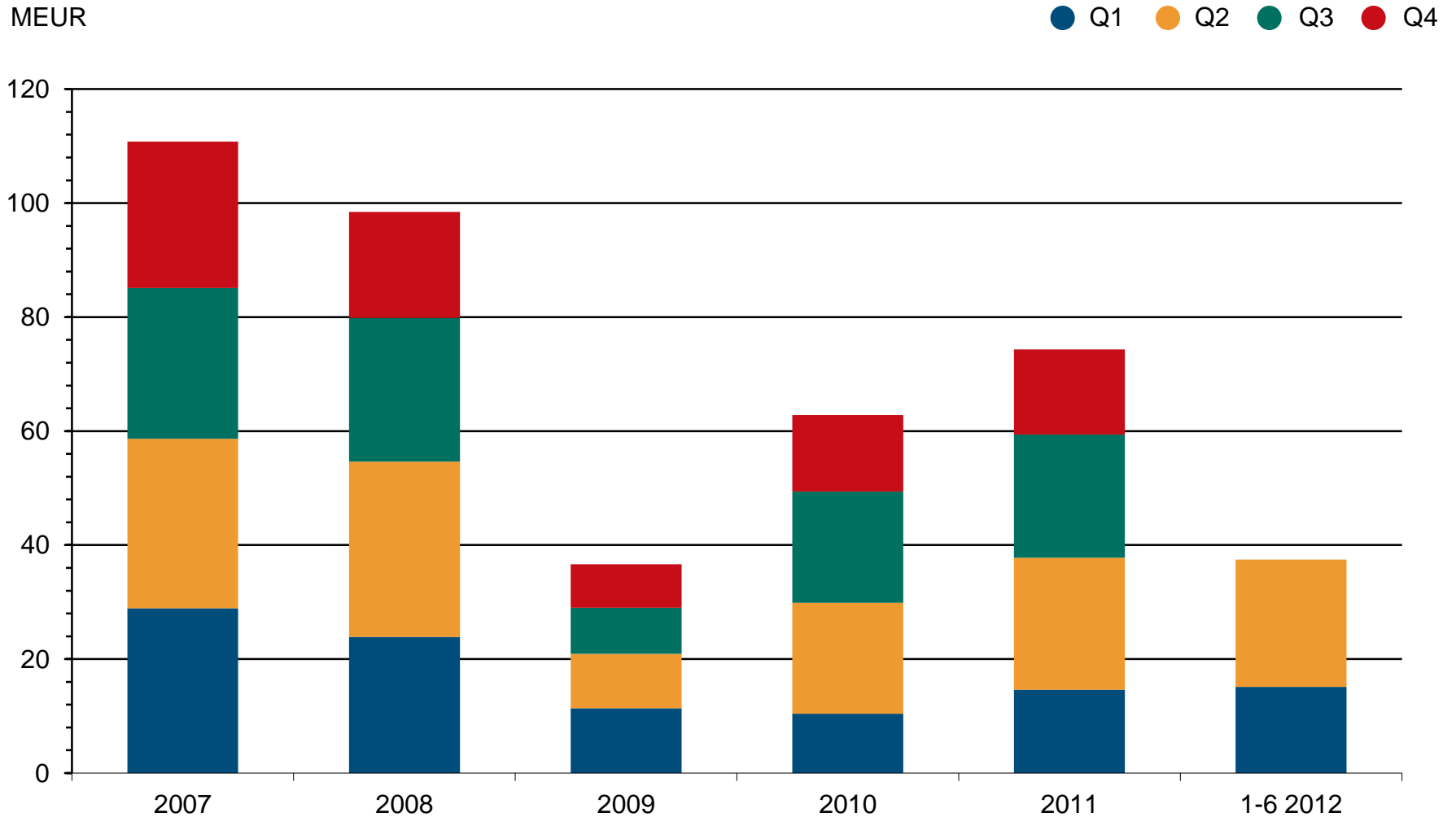
● Q1 ● Q2 ● Q3 ● Q4

MEUR

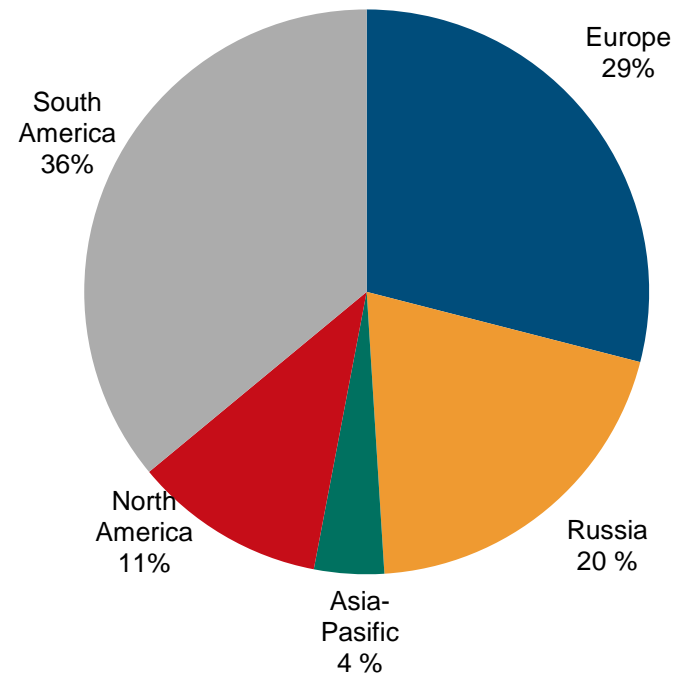
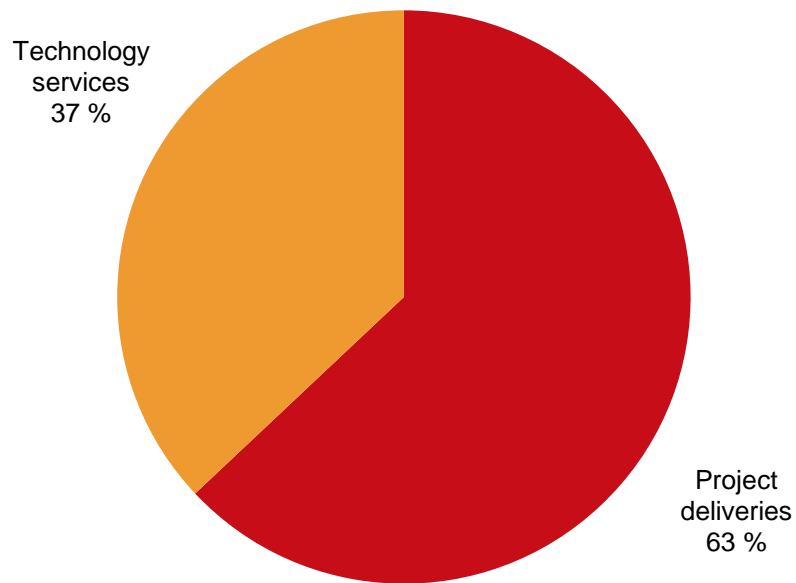




# Net sales



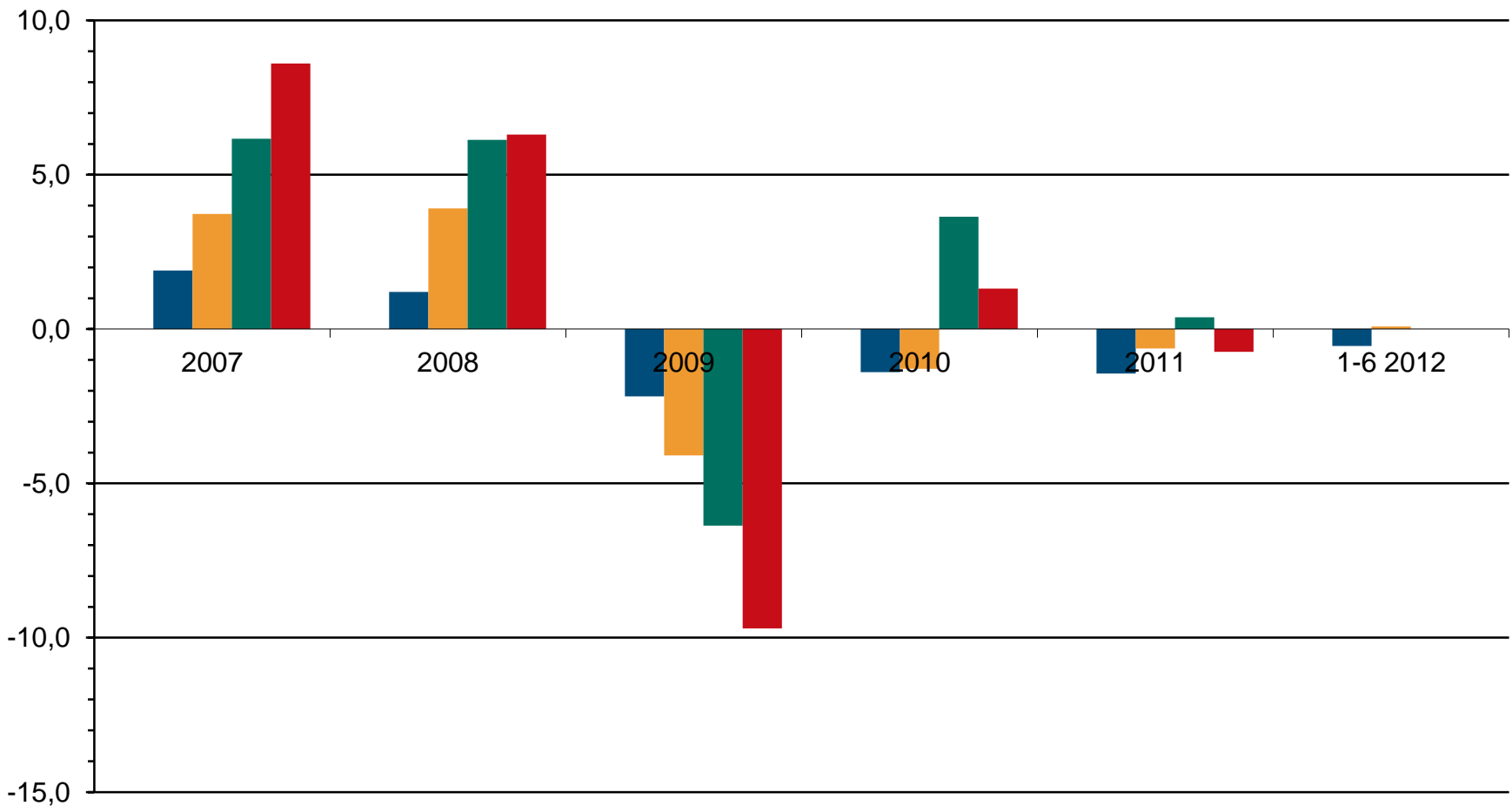
# Net sales 1-6 2012



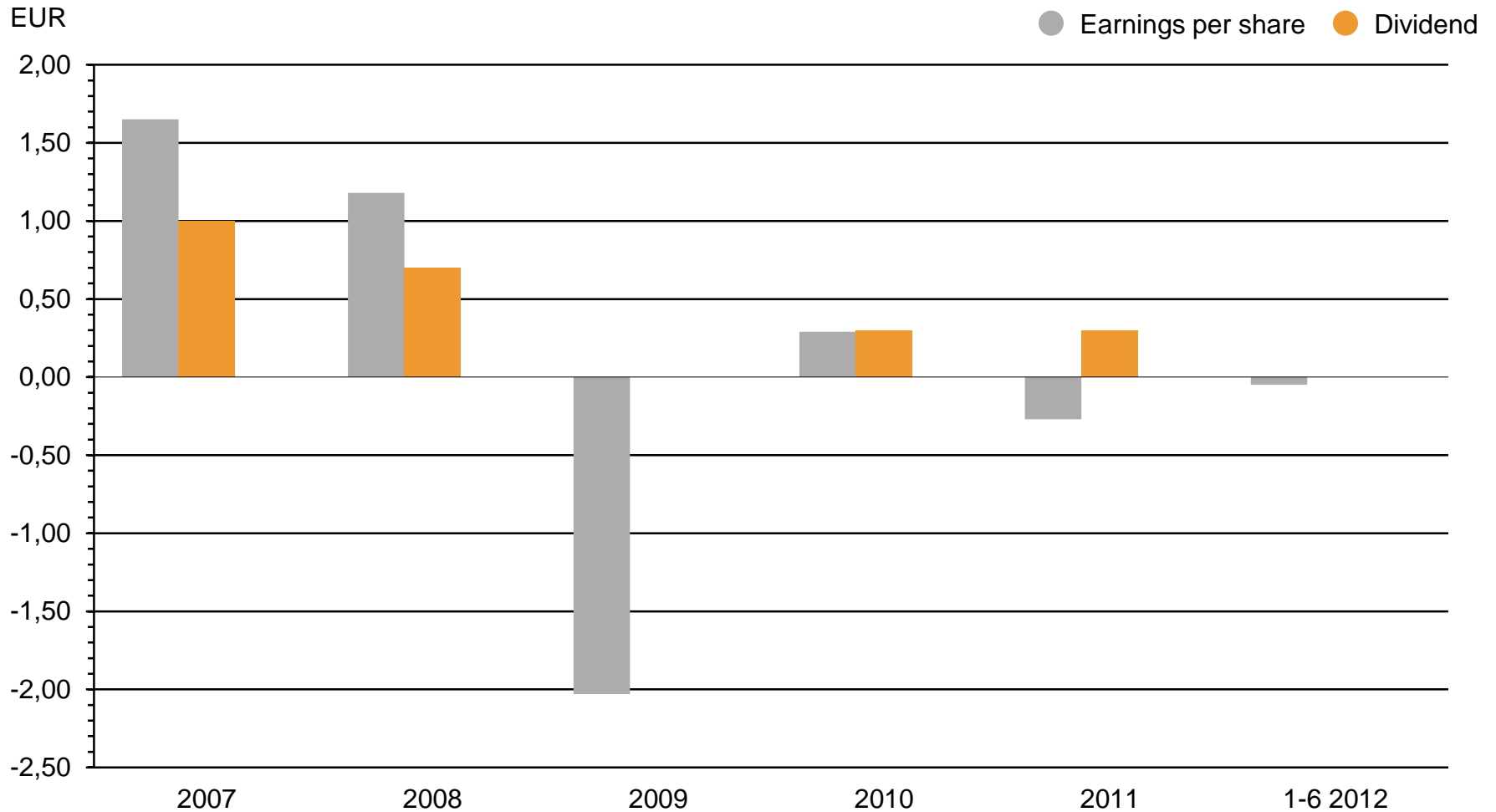
# Operating result

MEUR

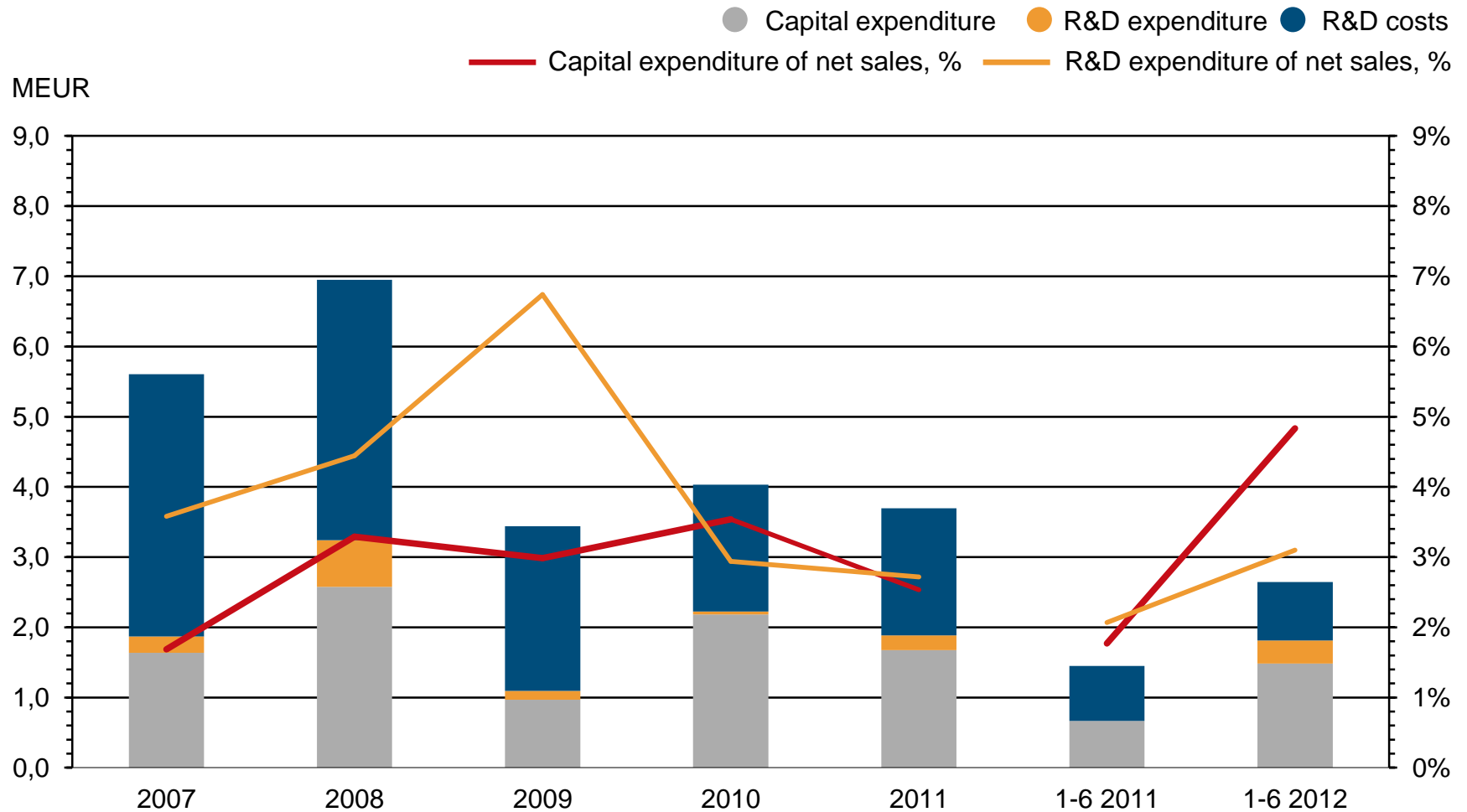
● 1-3 ● 1-6 ● 1-9 ● 1-12



# Earnings per share

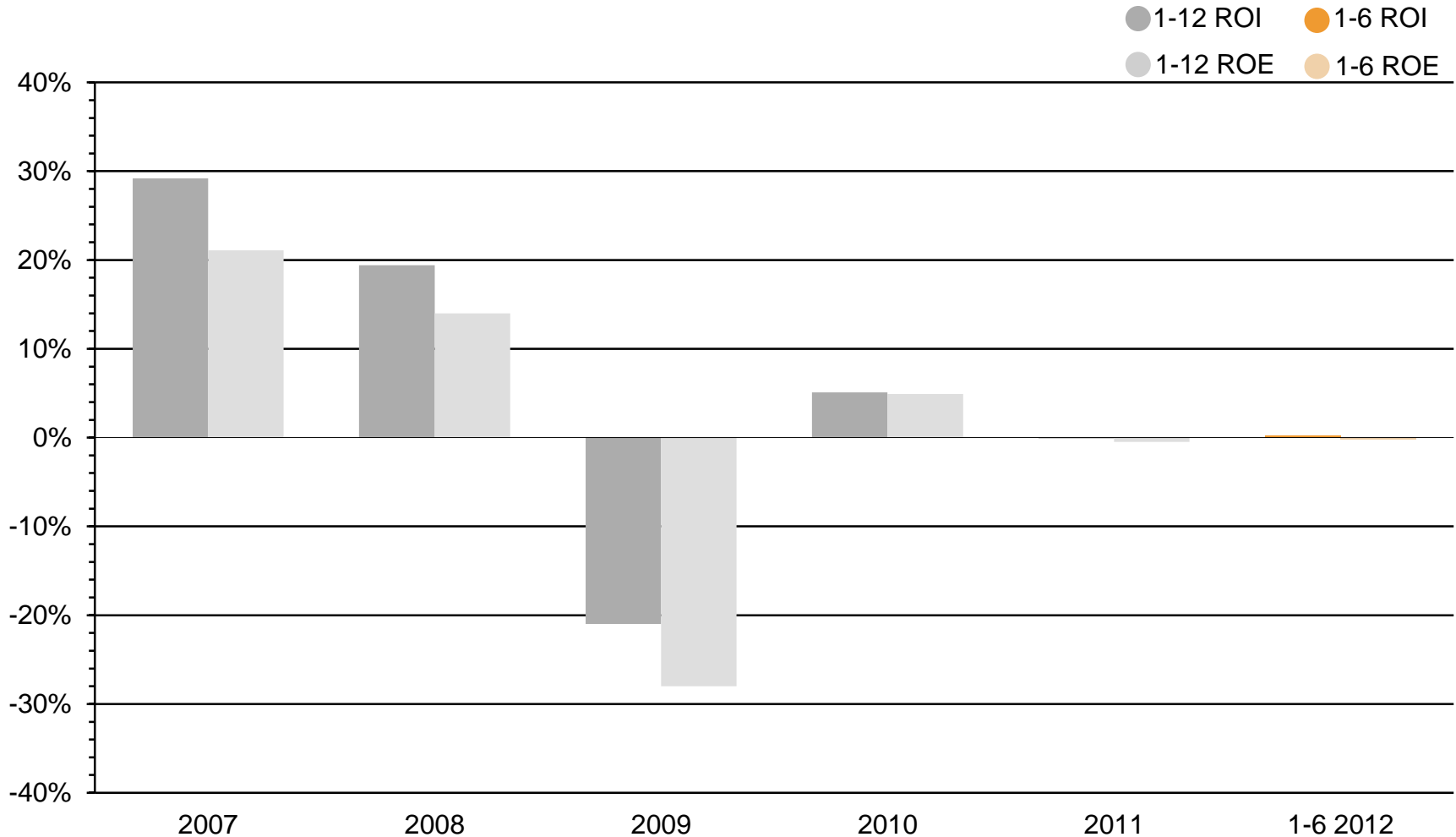


# Investing in the future

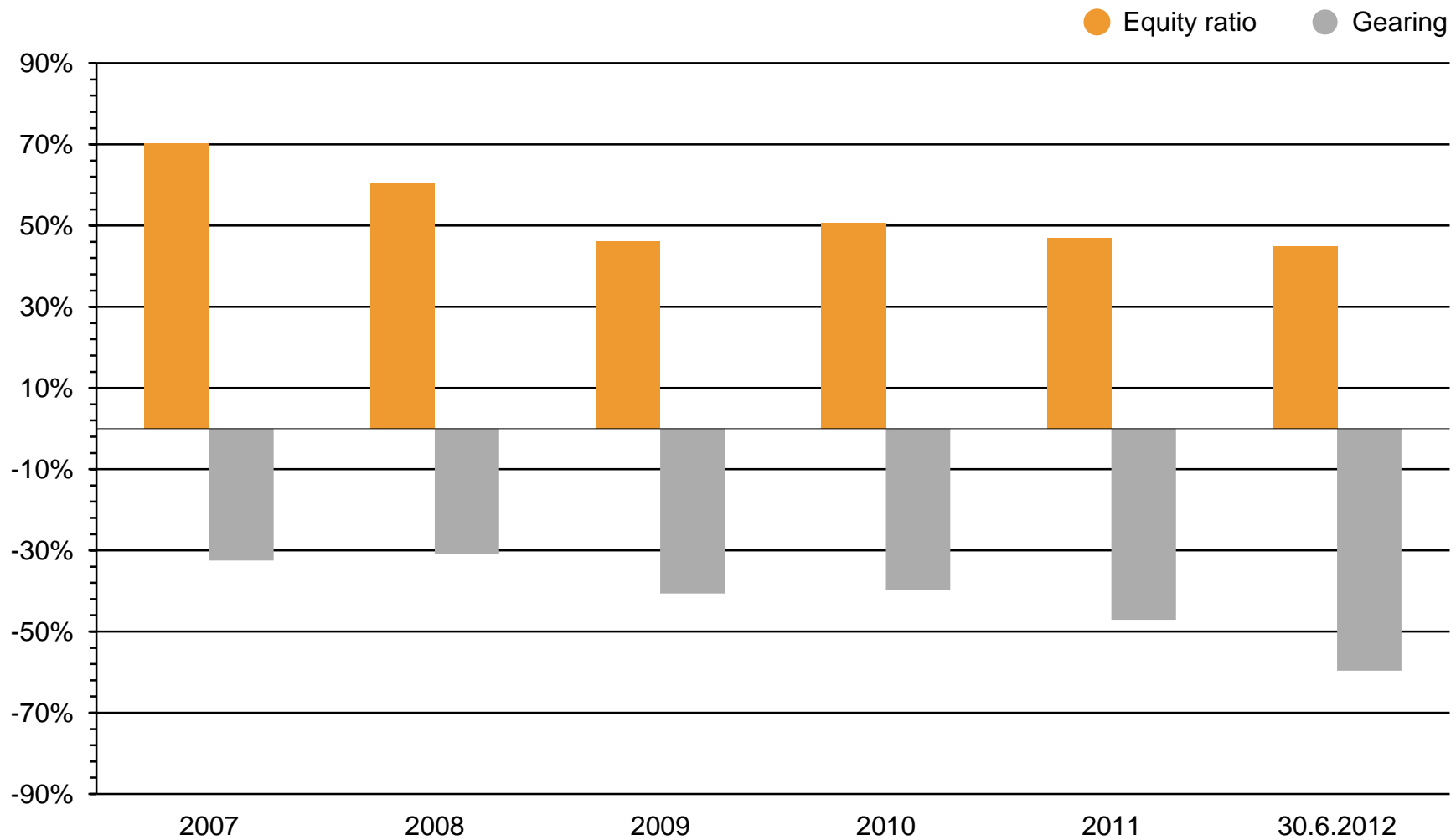


# Return on investment (ROI)

## Return on equity (ROE)

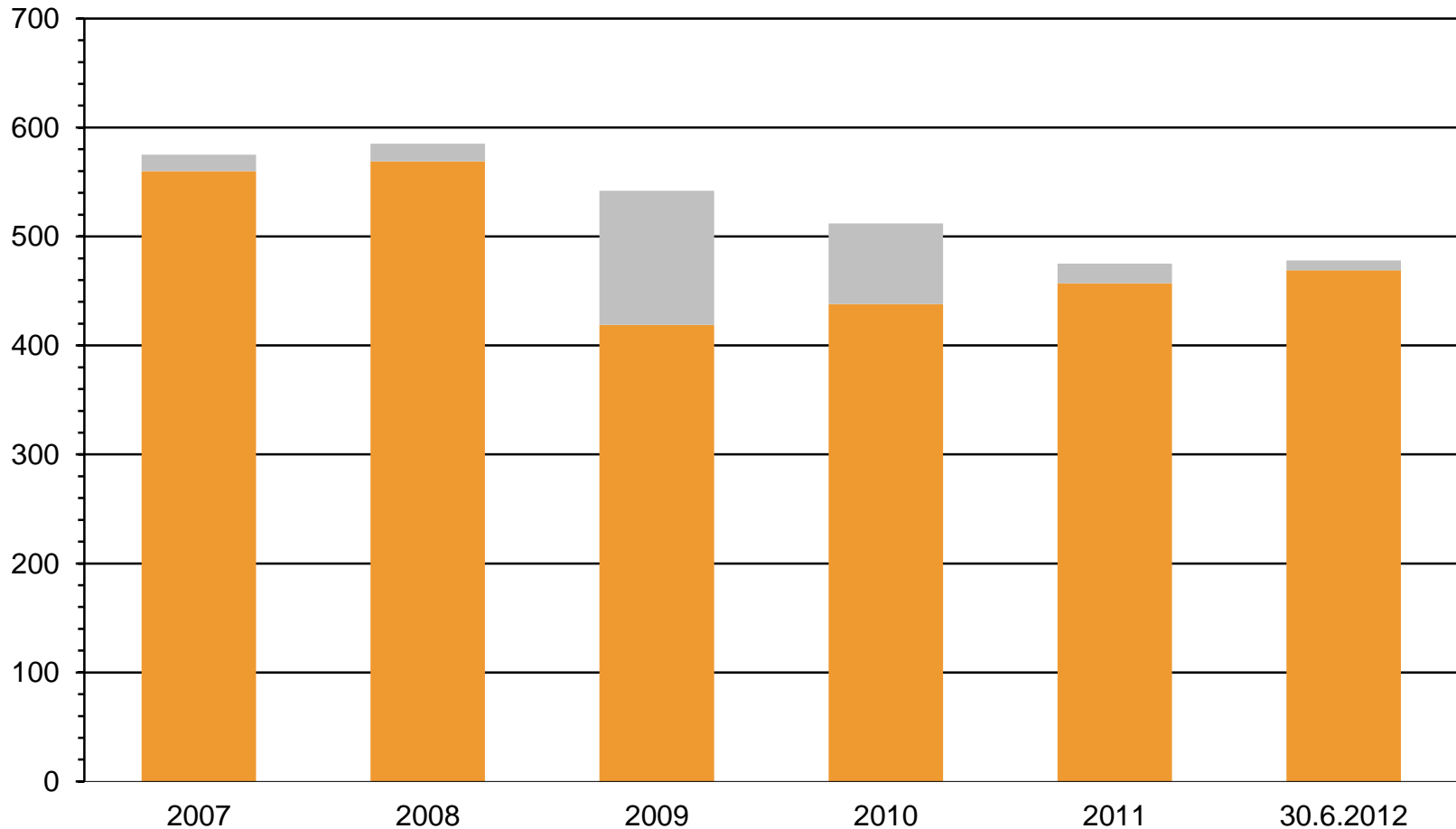


# Equity ratio and gearing



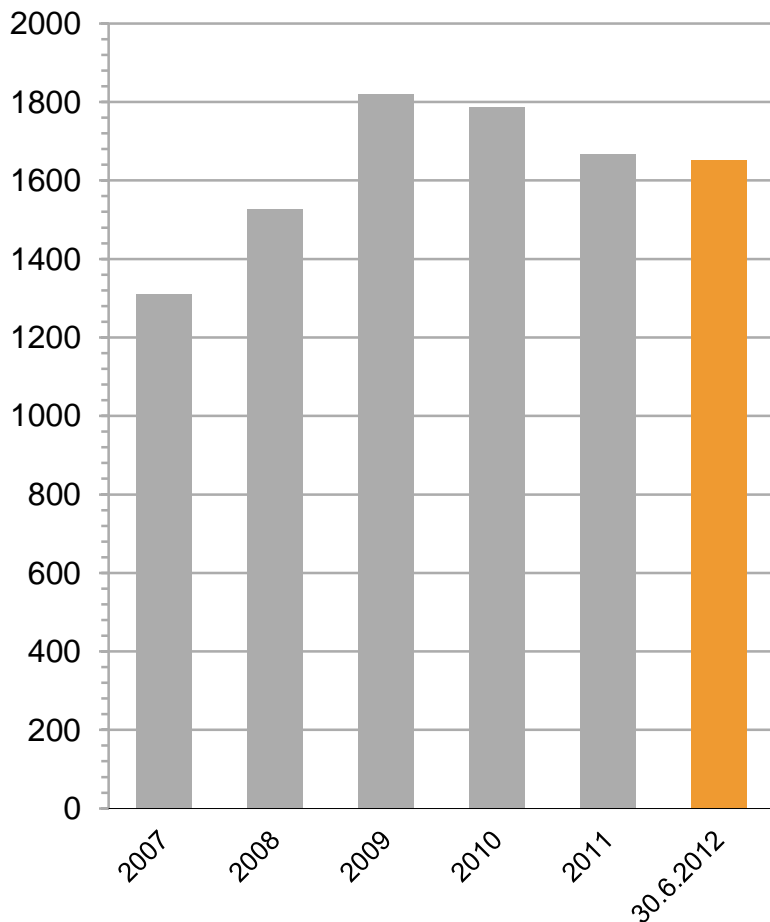
# Number of personnel

● Personnel, average    ● Effective, average

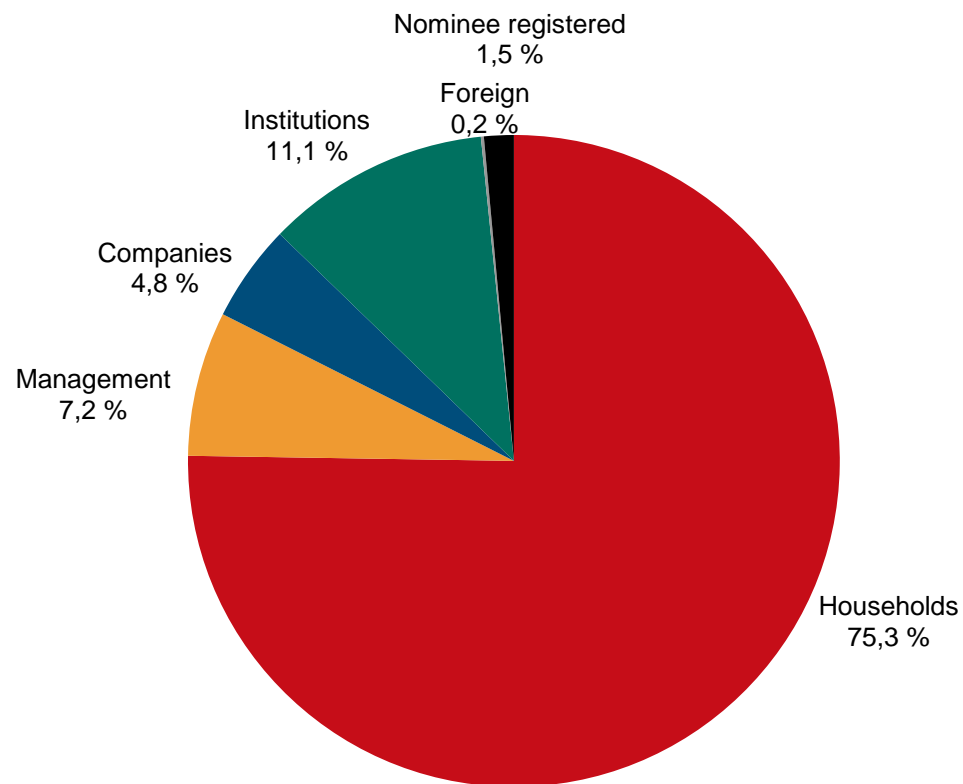




## Number of shareholders



## Ownership at June 30, 2012



## **Business environment:**

- Uncertainty still continues with the development of the global economy and financial markets.
- Market situation for Raute's customers estimated to continue uncertain.
- Improvement investments in the plywood industry at a reasonable level in the near future, provided that the economic uncertainty does not spiral into a new crisis.

## **Raute:**

- Strong order book.
- Outlook for 2012 unchanged
  - Net sales will increase significantly
  - Operating result clearly positive.

# Contacts

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