

Financial Statements

1 January – 31 December 2014

12 February 2015

Tapani Kiiski, President and CEO

Business environment

- Uncertainty relating to global economy and financial markets and political instability continued, construction remained at a low level.
 - Economic development took a turn for the worse in Russia and Europe.
 - Economic growth slowed down in Asia, including China, towards the end of the year.
 - North American economy already took a turn to promising growth, however, construction remained at a low level.
 - Customers in South America concentrated on ramping up large projects.
- Customers' operation mainly profitable. However, order books are short which meant the situation was not conducive to proceeding investments.
- Large projects in planning phase, but proceed slowly.
- Demand for maintenance and spare parts continued at a good level.
 - Production volumes and utilization rates of customer industries mainly remained at a good level.

Raute

- Q4 order intake at a good level without any new major individual orders.
- In 2014, order intake increased 77%
 - More than two thirds of new orders came from Europe.
 - In Q2, two new capacity-generating projects to Poland (and an additional order for the other in Q3), total MEUR 38.
 - 2014 order intake in project deliveries increased +154%. Project deliveries, excluding new capacity-generating projects, increased 21%.
 - Technology services up 12%, mostly from modernizations and spare parts.

	Q4	2014	2013
MEUR	2014	2014	2013
Order intake			
- Project deliveries	13	73	29
- Technology services	10	39	34
Total	23	112	63

MEUR	Q4 2014	Q4 2013
Net sales	34,0	24,5
Operating result	3,6	1,5
Order intake	23	22
Order book change in Q4	-12	

MEUR	2014	2013
Net sales	94,0	83,3
Operating result	2,6	1,8
Order intake	112	63
Order book	44	28

Q4

- Net sales and operating profit development strong in the fourth quarter.
 - Net sales increased 38% from Q3.
- Net sales and operating profit record-high.
- Order book declined MEUR 12.

2014

- Net sales up 13%.
 - Collected orders and timing of the order book.
 - Project deliveries +12%.
 - Technology services +14%.
- Operating profit improved 43 %.
 - Large variations in workload made it difficult to use resources efficiently and control costs.
 - Non-recurring, unforeseen additional costs incurred in two projects, totalling MEUR 1.7.

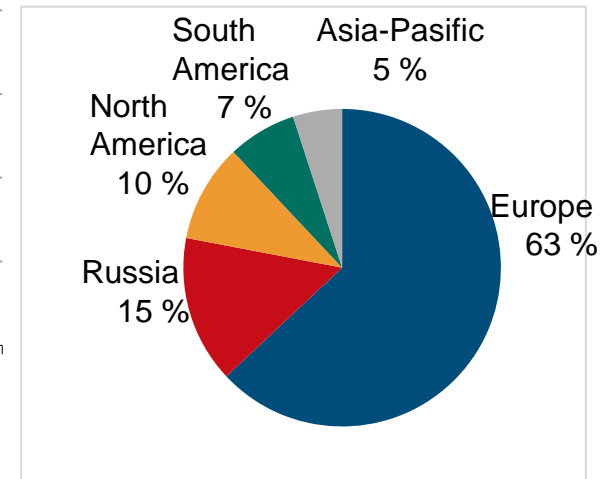
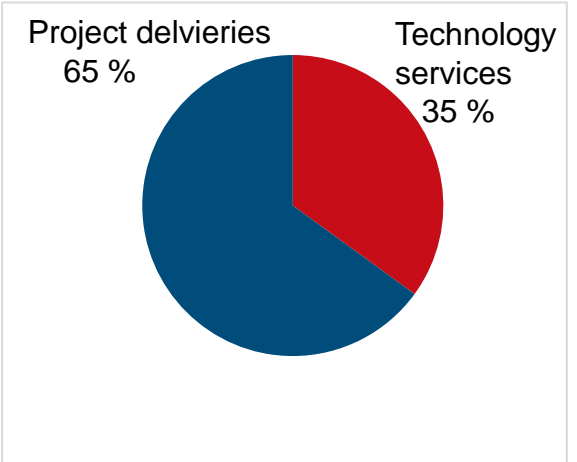
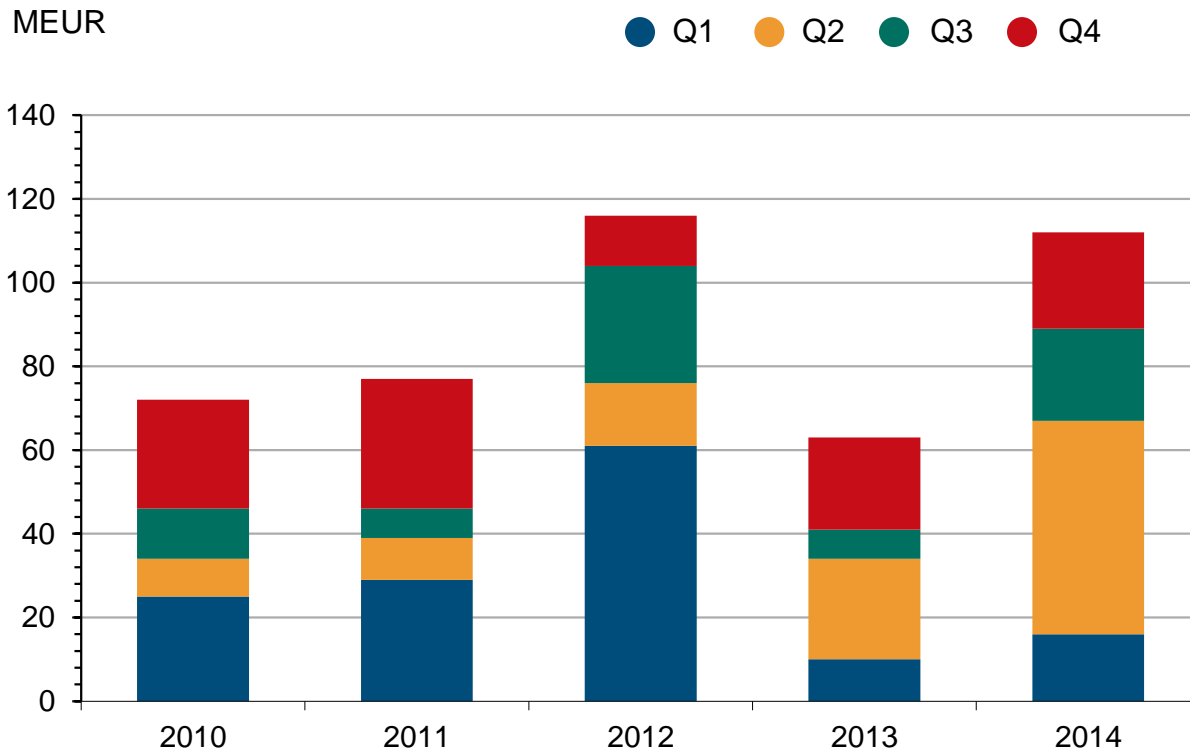
Income statement, balance sheet and key figures

Income statement, MEUR	2014	2013
Net sales	94,0	83,3
Operating profit	2,6	1,8
Financial income and expenses	0,2	-0,2
Profit before tax	2,8	1,6
Income tax	-0,4	-0,4
Profit for the period	2,4	1,2

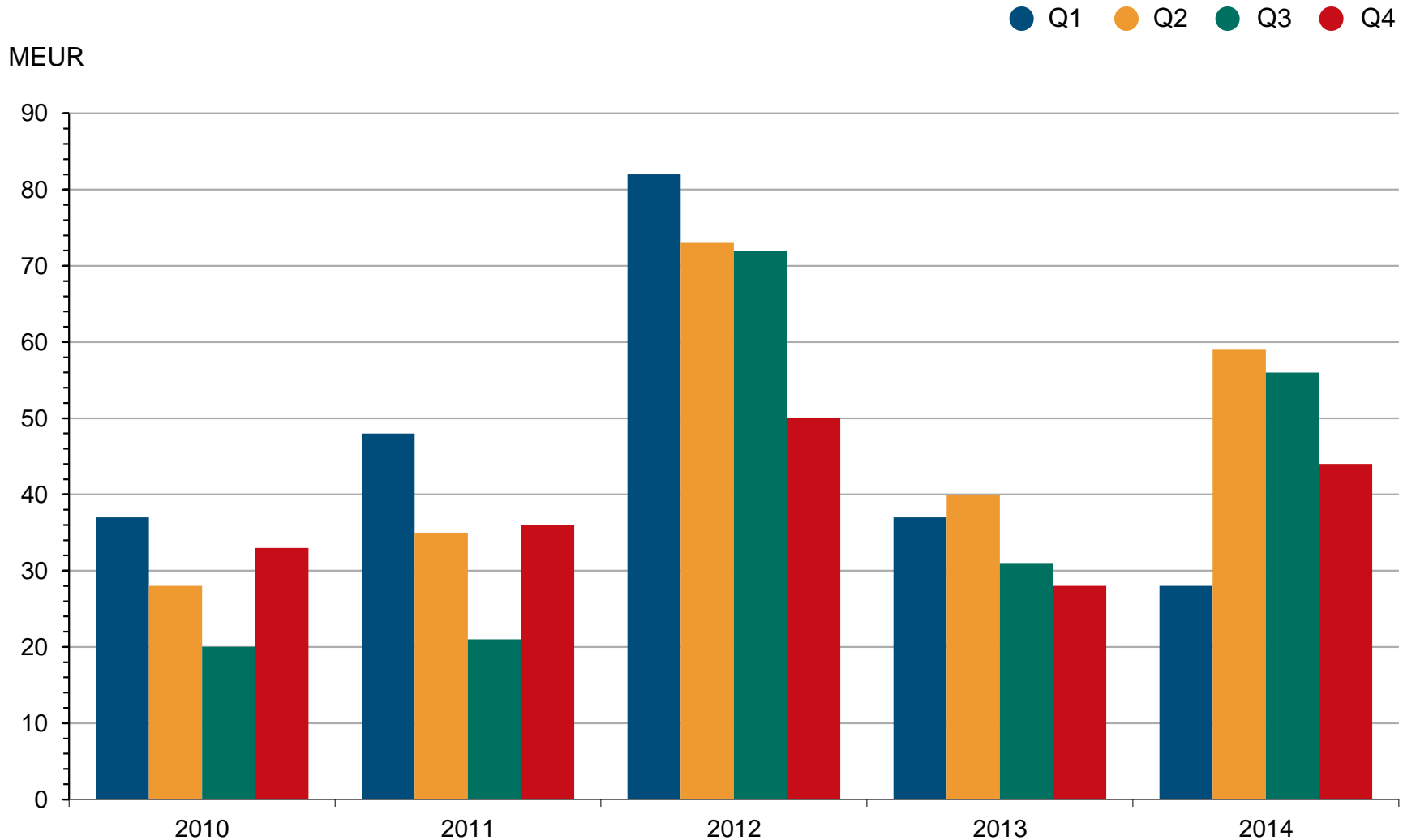
Key figures	2014	2013
Earnings per share, EUR	0,59	0,30
Operating cash flow, MEUR	-1,9	3,7
Return on investment (ROI), %	10,9	7,3
Gearing, %	-6,9	-28,3
Return on equity, %	55,8	56,6
Personnel, in books	587	534

Balance sheet, MEUR	31.12.2014	31.12.2013
Intangible assets	3,5	3,5
Property, plant and equipment	7,9	8,4
Other non-current assets	0,7	0,6
Inventories	7,9	5,0
Accounts receivables and other receivables	28,3	18,5
Cash and cash equivalents	4,4	12,7
Total assets	52,6	48,8
Equity	24,3	23,6
Non-current liabilities	1,8	3,4
Advance payments received	9,1	7,1
Current liabilities	17,4	14,7
Total equity and liabilities	52,6	48,8

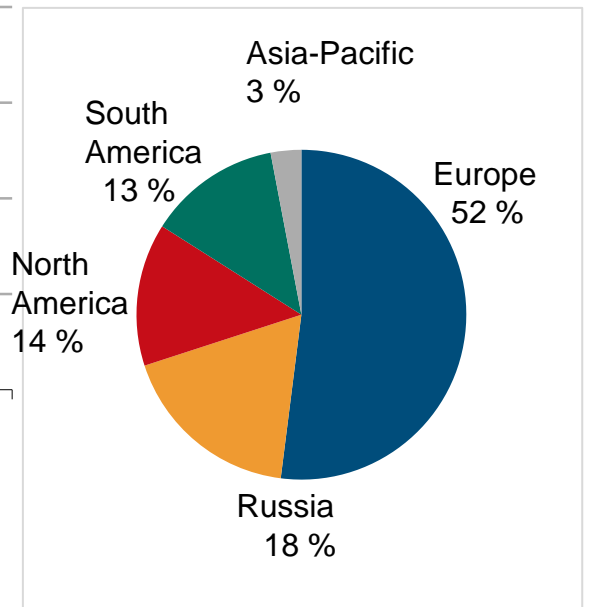
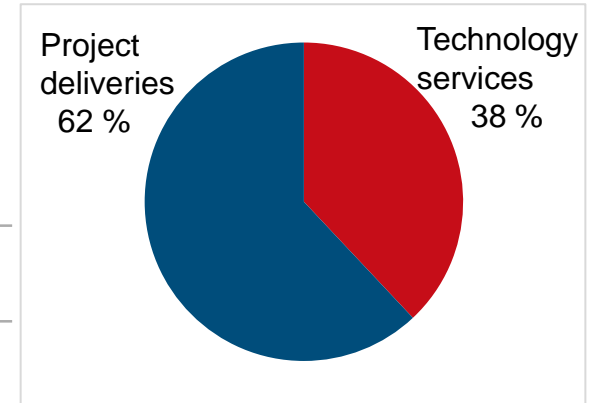
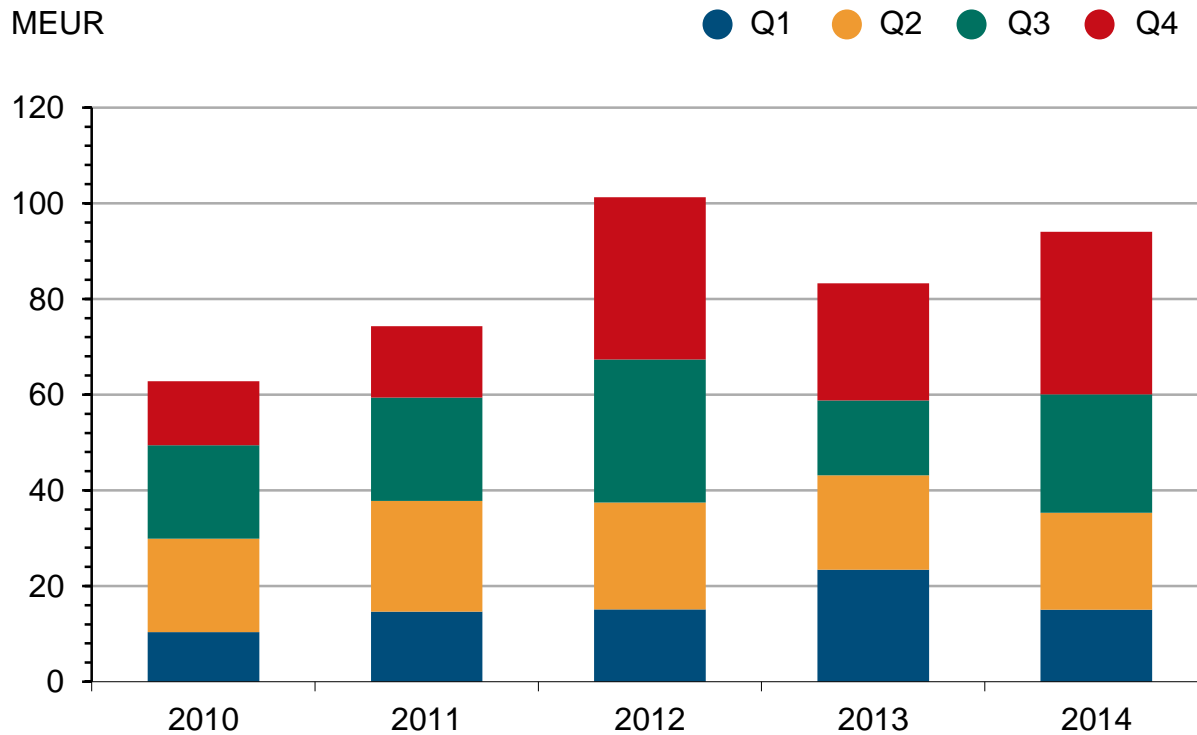
Order intake



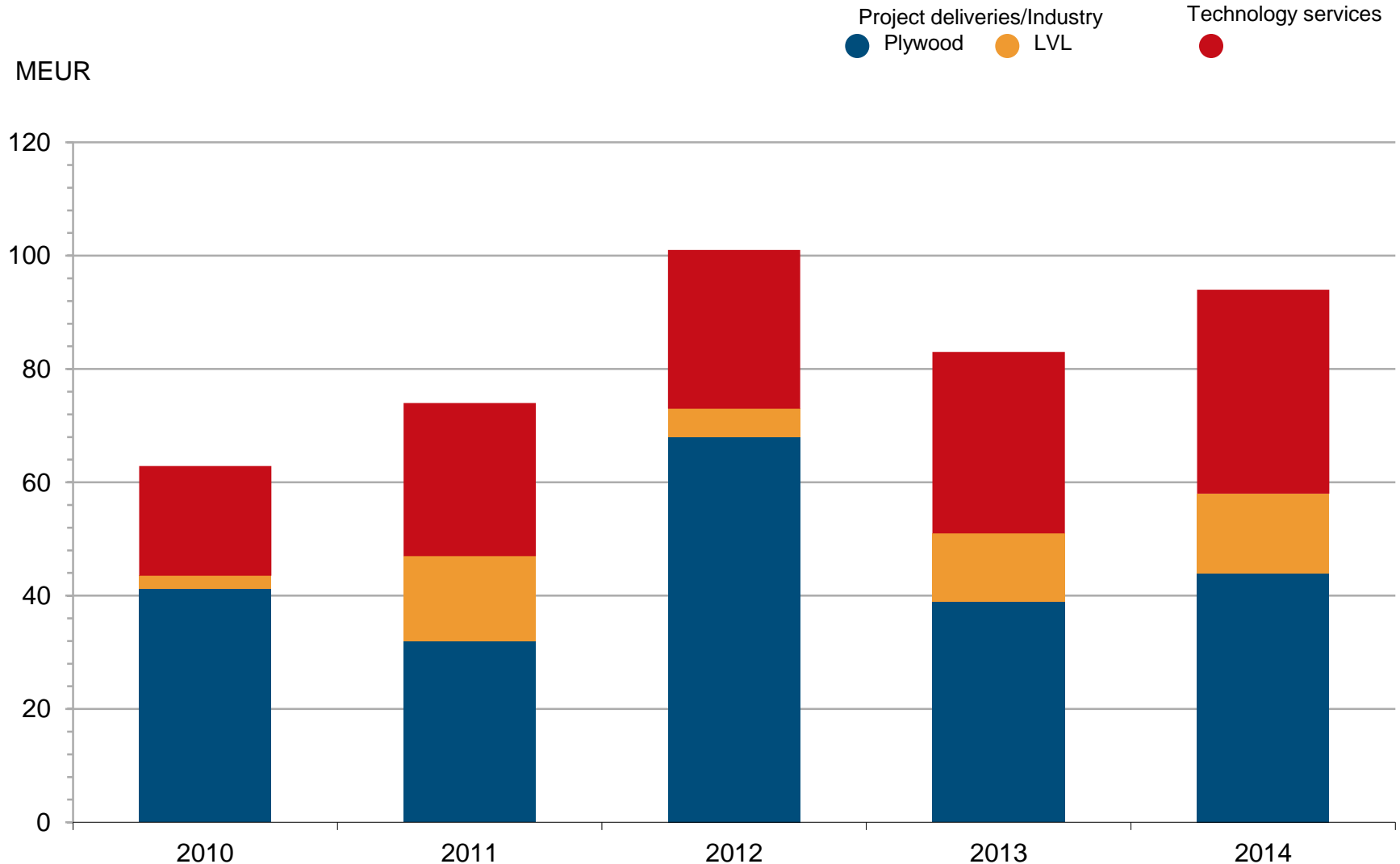
Order book



Net sales

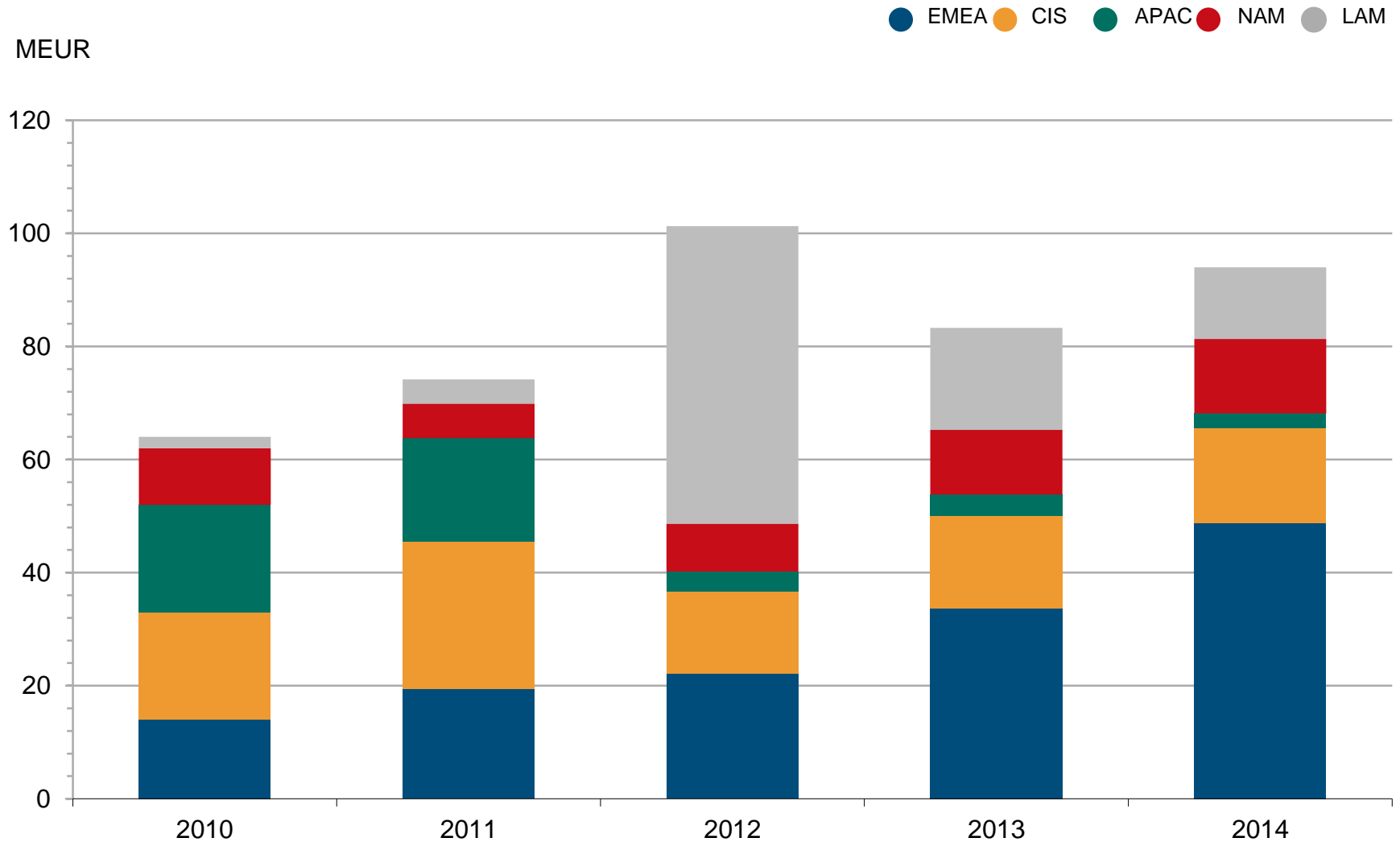


Net sales development, Project deliveries and technology services



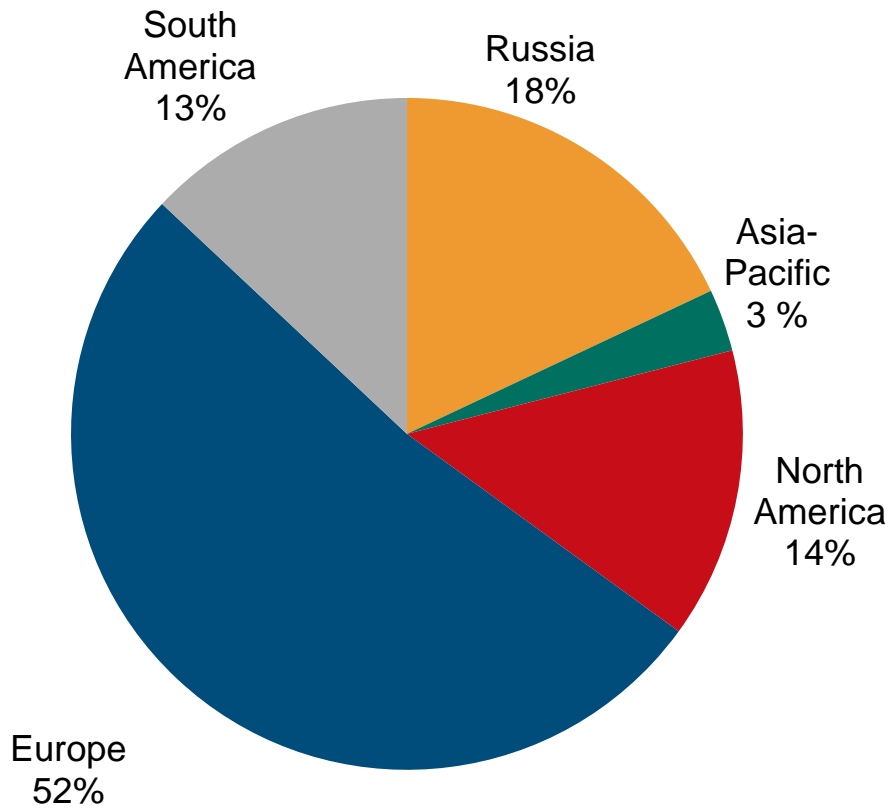
Net sales development

Market areas

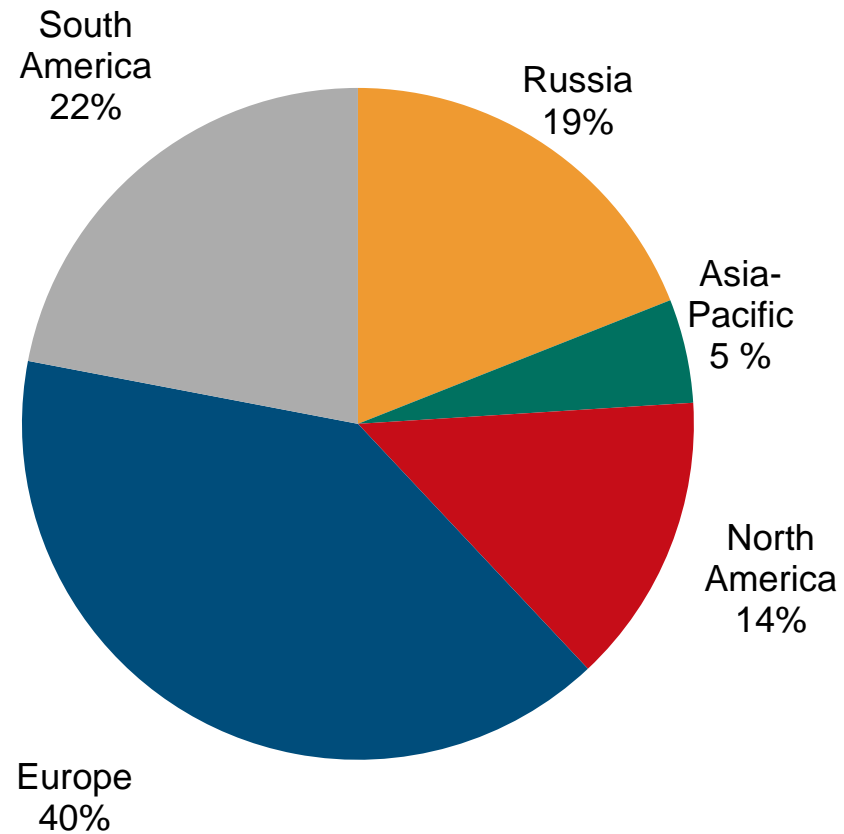


Net sales by market area, %

2014

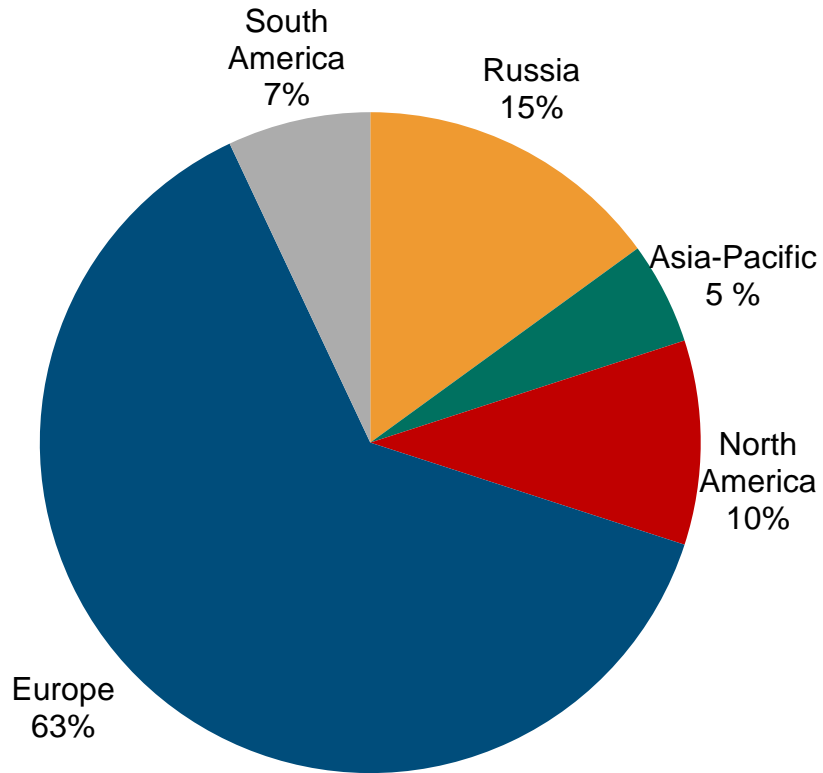


2013

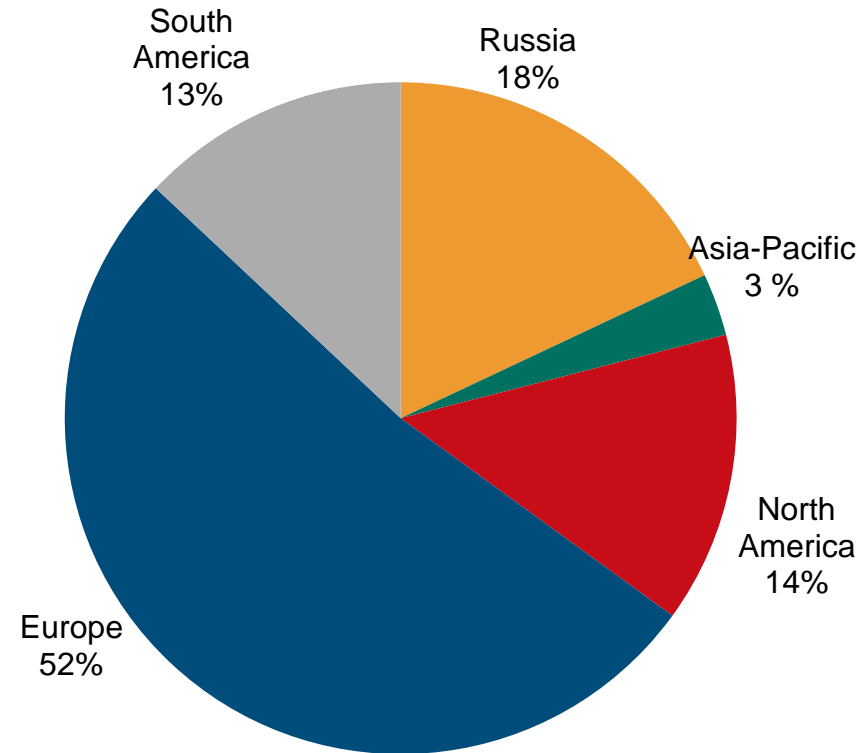


2014 by market area

Order intake

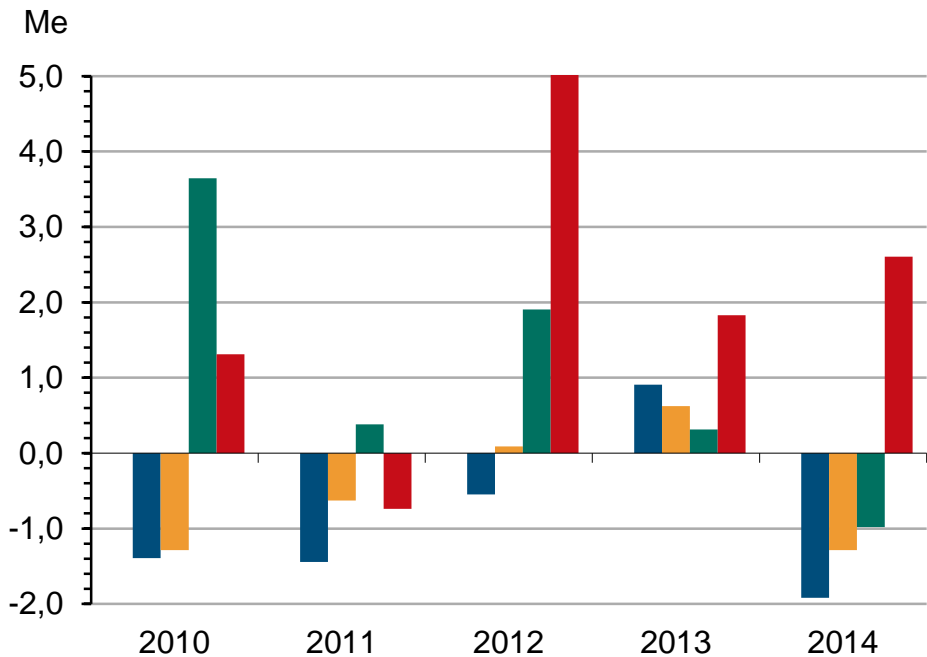


Net sales



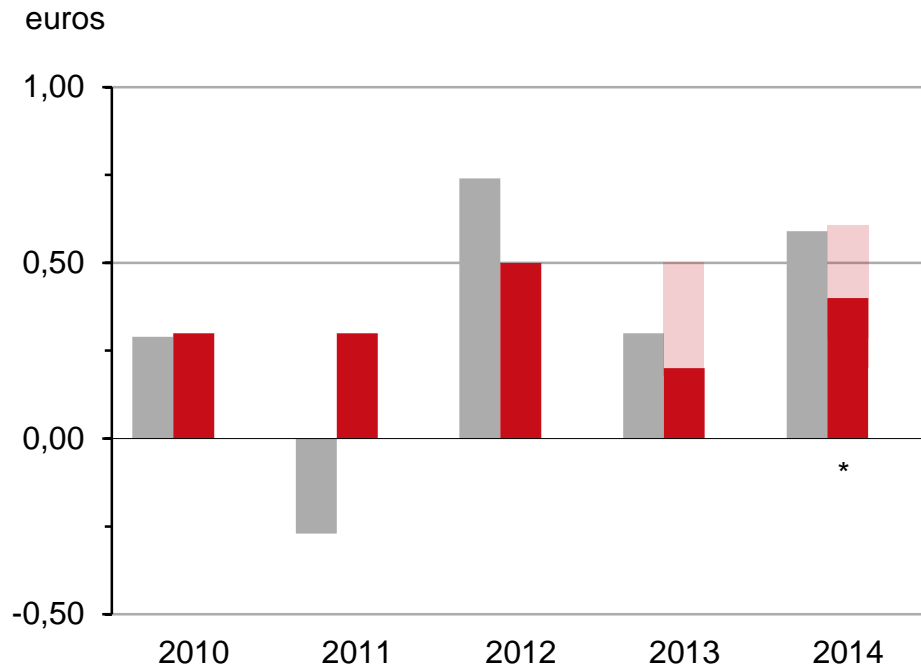
Operating result

● 1-3 ● 1-6 ● 1-9 ● 1-12



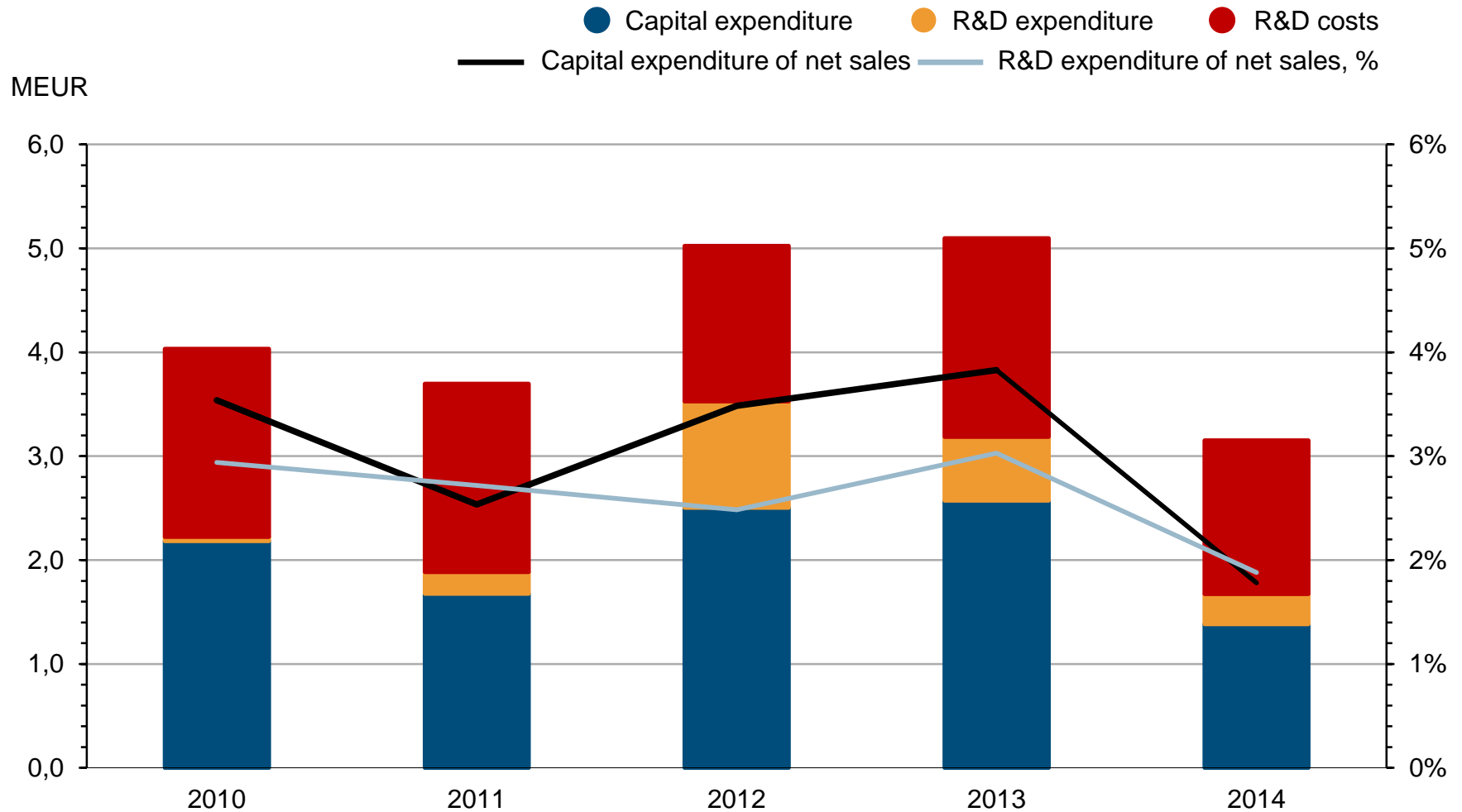
Earnings per share

● Earnings per share
● Dividend
● Repayment of equity



*Board of Directors' proposal to the AGM on March 24, 2015..

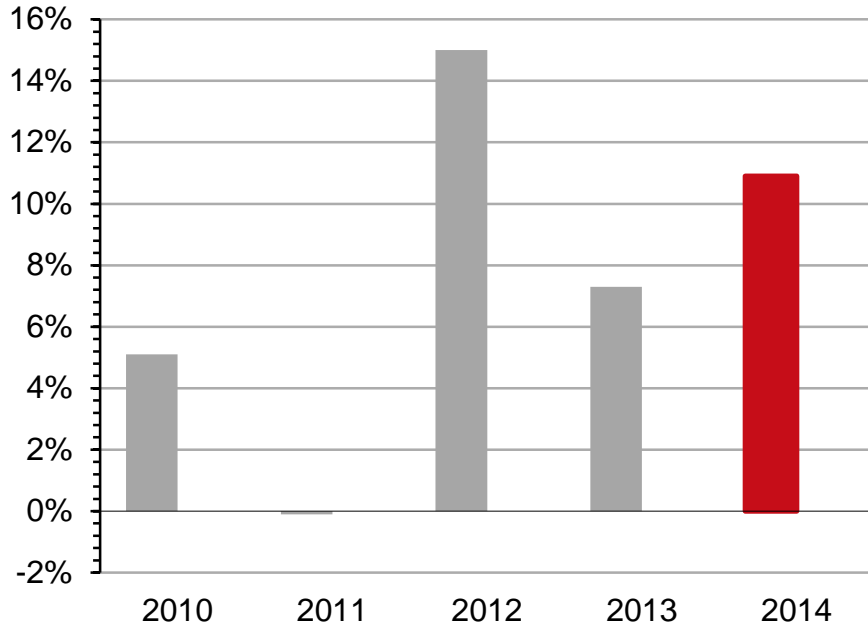
Investing in the future



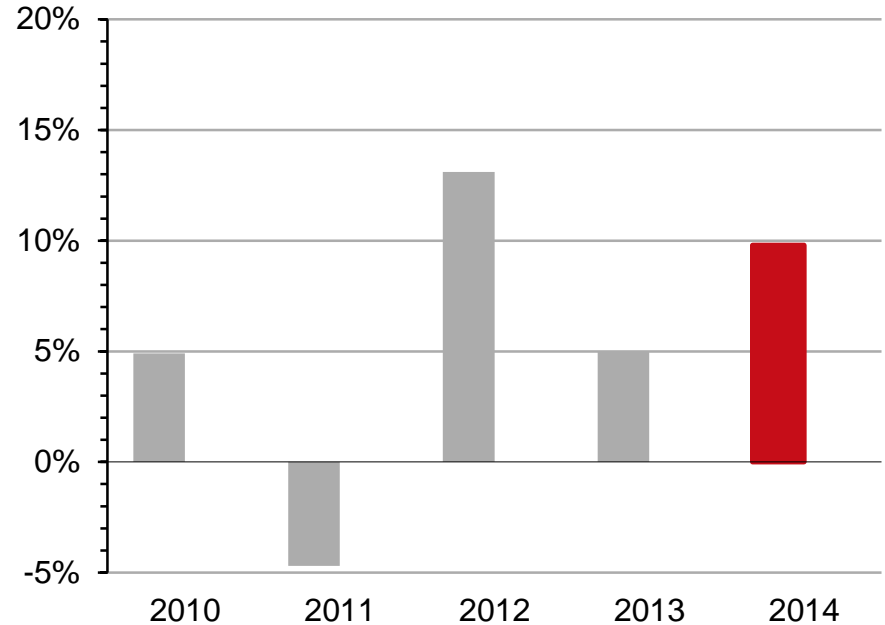
Return on investment (ROI)

Return on equity (ROE)

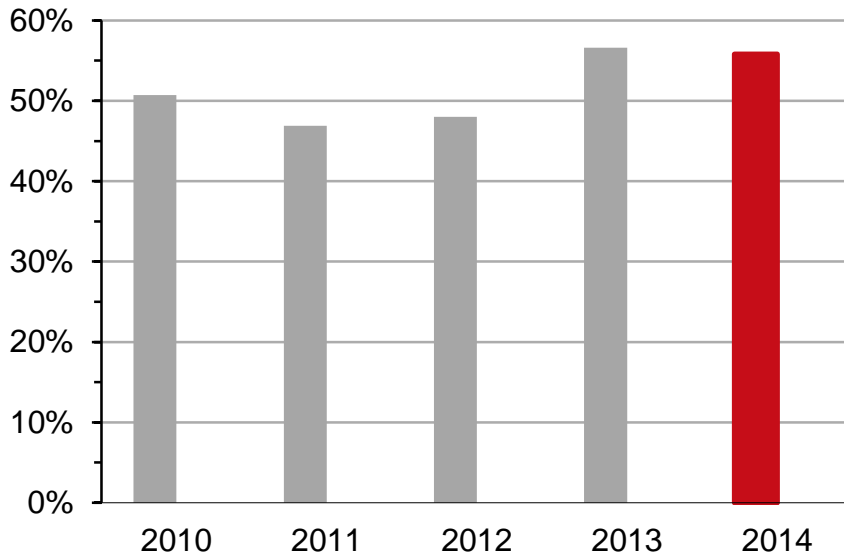
Return on investment (ROI)



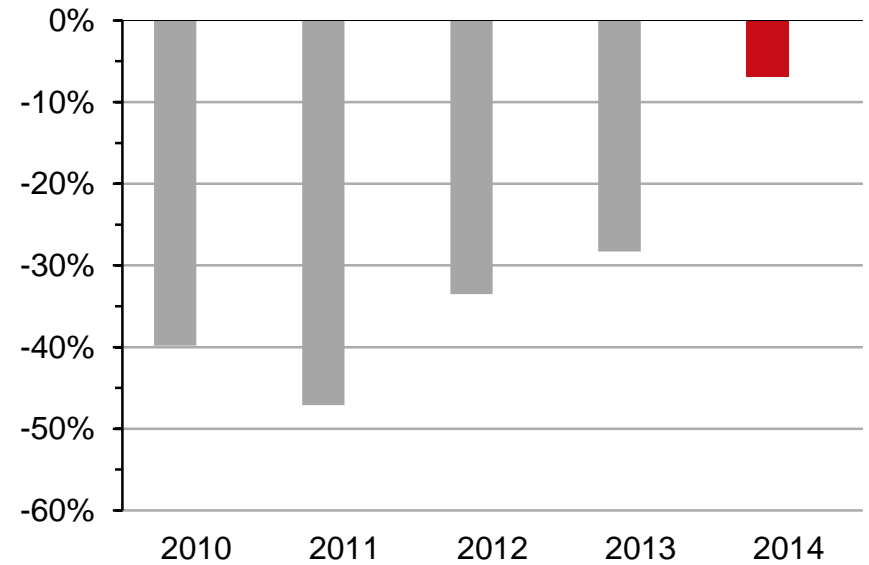
Return on equity (ROE)

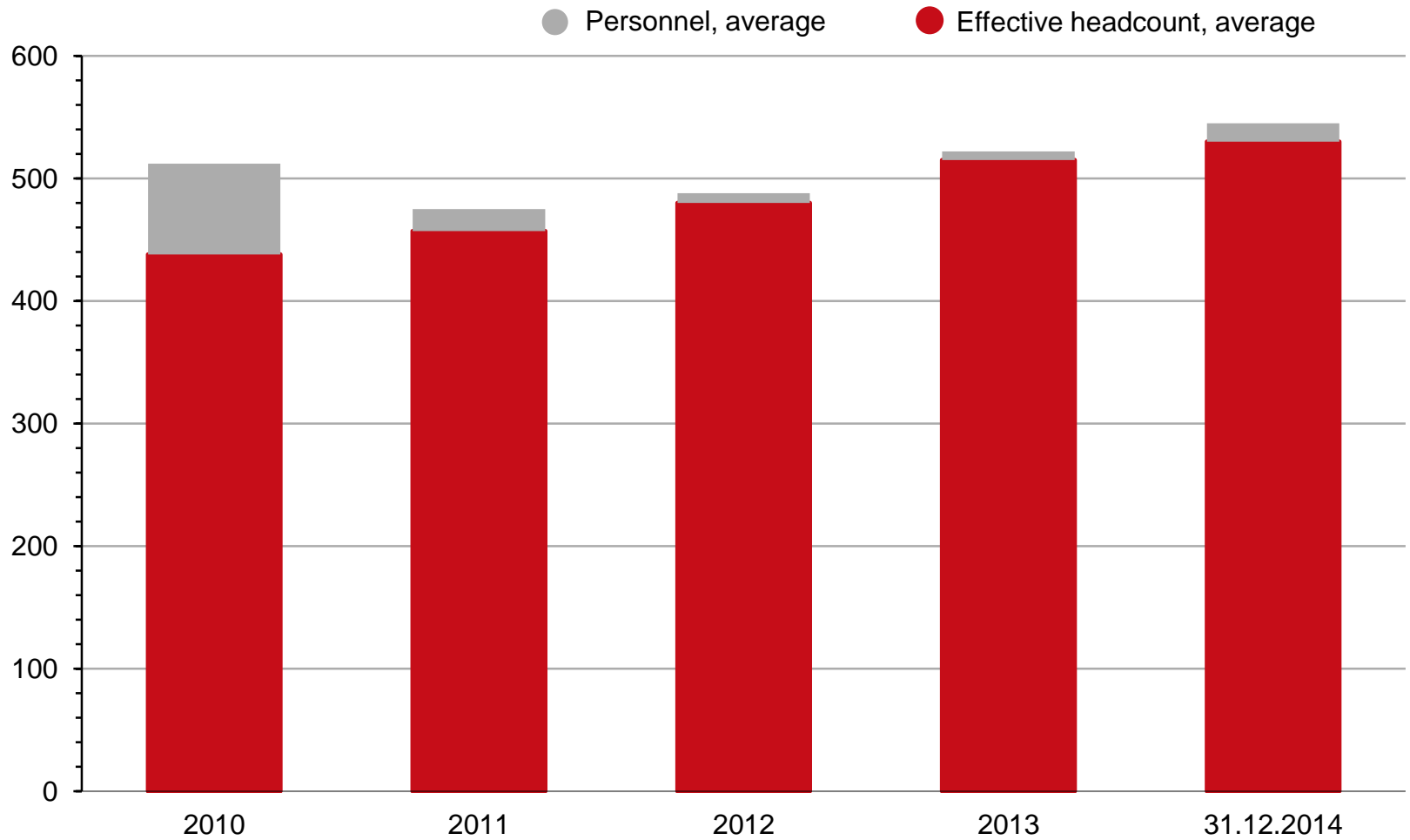


Equity ratio

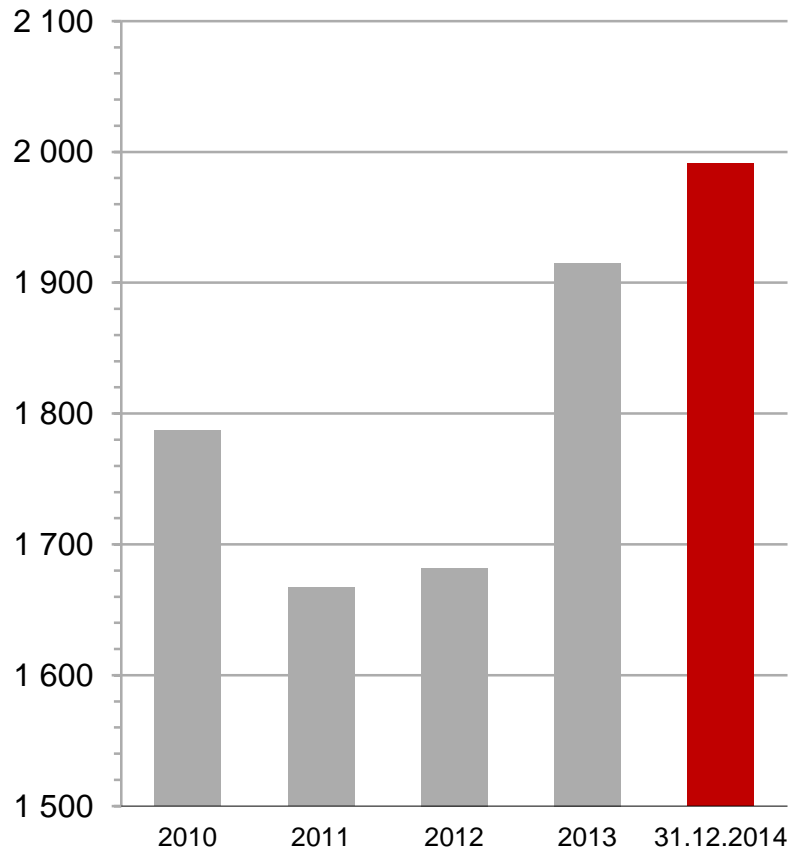


Gearing

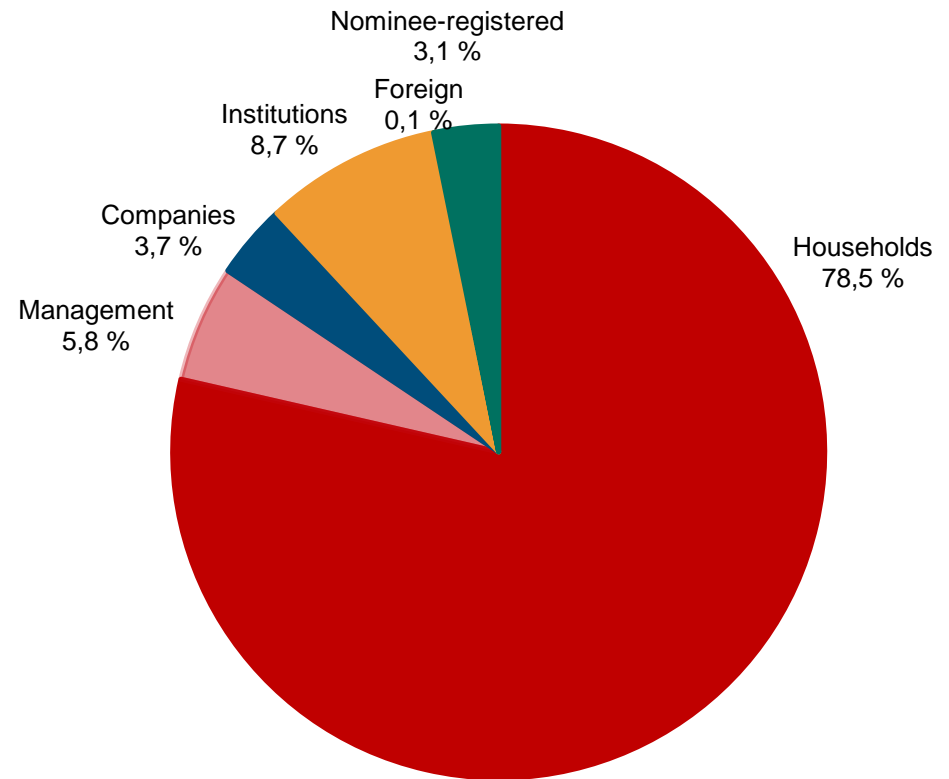




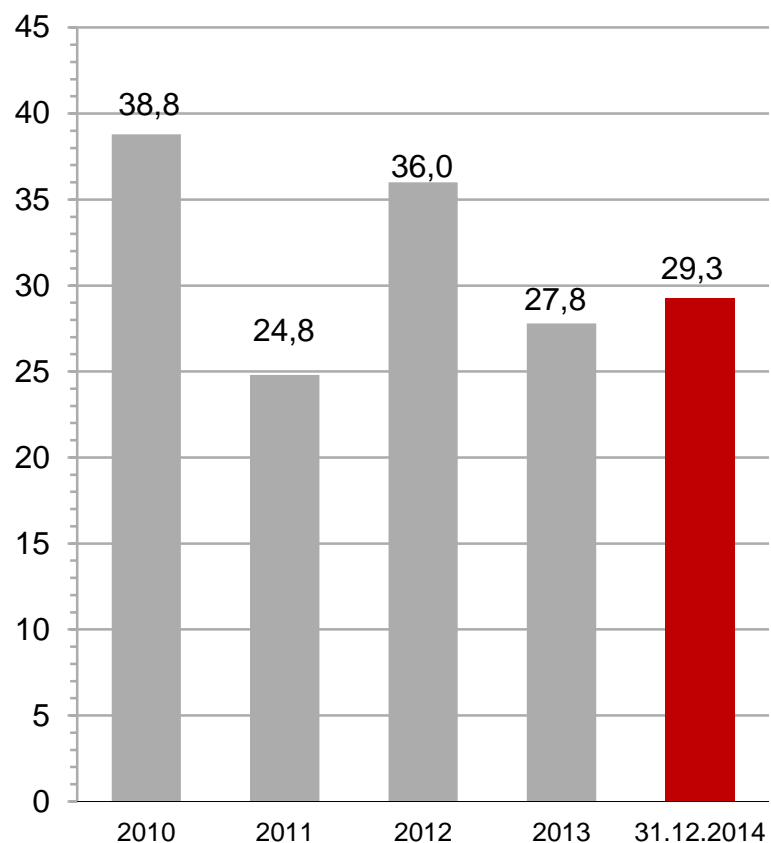
Number of shareholders



Ownership at Dec. 31, 2014

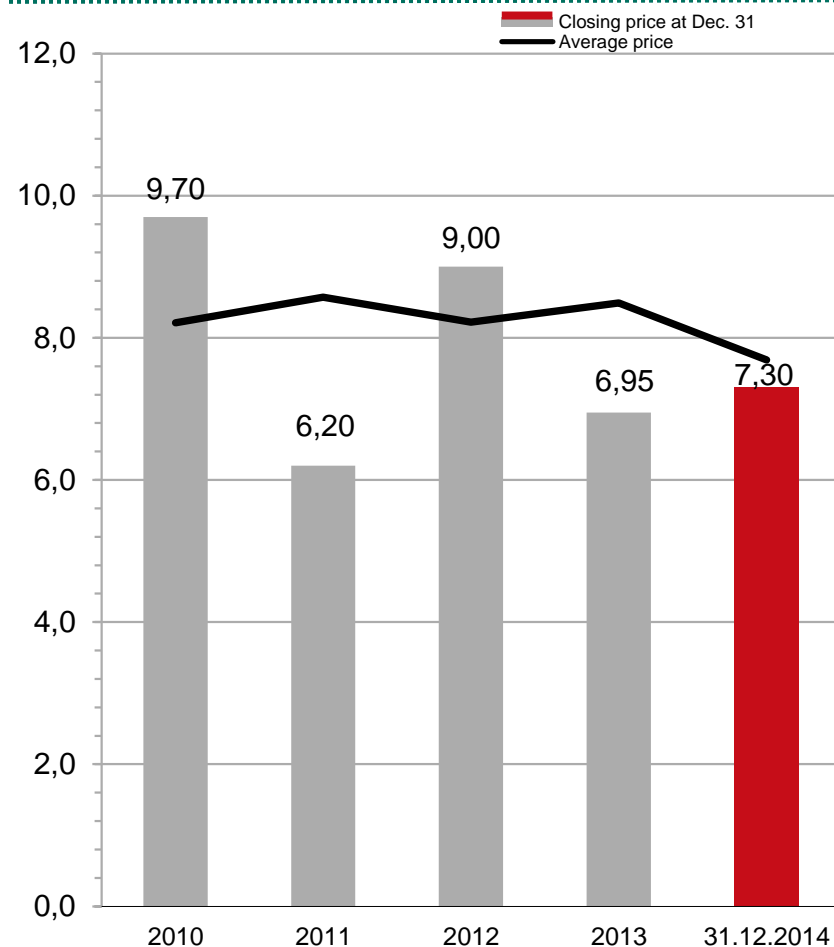


Market cap, MEUR



Series K shares valued at the value of series A shares..

Share price, EUR



Business environment:

- Uncertainty relating to the development of market situation continues and reflects to Raute's customers' investment decisions
- Several big projects further under preparation
- Improvement investments in the plywood industry at a reasonable level in the near future.

Raute:

- Opening order book higher than in the previous year.
- New major orders forecasted for the year 2015.
- In 2015, Raute's
 - net sales are expected to grow and
 - operating profit to improveover the previous year 2014.

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