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# LASSILA & TIKANOJA PLC INTERIM REPORT 1 JANUARY – 30 SEPTEMBER 2009

- Net sales for the third quarter EUR 140.7 million (EUR 151.2 million); operating profit EUR 16.9 million (EUR 17.6 million); operating profit excluding non-recurring and imputed items EUR 16.6 million (EUR 16.3 million); earnings per share EUR 0.30 (EUR 0.31)
- Net sales for January-September EUR 434.3 million (EUR 452.9 million); operating profit EUR 41.8 million (EUR 50.6 million); operating profit excluding non-recurring and imputed items EUR 42.6 million (EUR 36.4 million); earnings per share EUR 0.71 (EUR 0.99)
- Revised prospects: Full-year net sales will fall slightly from the previous year. Meanwhile, operating profit excluding non-recurring and imputed items will show slight improvement.

### **GROUP NET SALES AND FINANCIAL PERFORMANCE**

### Third quarter

Lassila & Tikanoja's net sales for the third quarter totalled EUR 140.7 million (EUR 151.2 million), showing a decrease of 6.9% from the previous year. Operating profit was EUR 16.9 million (EUR 17.6 million), representing 12.0% (11.6%) of net sales, and operating profit excluding non-recurring and imputed items was EUR 16.6 million (EUR 16.3 million). Earnings per share were EUR 0.30 (EUR 0.31).

Net sales for the third quarter fell from the previous year due to the sustained low demand for wood-based fuels and the decline in raw material volumes in recycling services. Despite the fall in net sales, profitability remained at the previous year's level thanks to effective efficiency-boosting measures.

### January-September

Nine-month net sales amounted to EUR 434.3 million (EUR 452.9 million); down by 4.1%. Operating profit was EUR 41.8 million (EUR 50.6 million), representing 9.6% (11.2%) of net sales. Operating profit excluding non-recurring and imputed items rose to EUR 42.6 million (EUR 36.4 million). Earnings per share were EUR 0.71 (EUR 0.99). The capital gain of EUR 14.3 million from the sale of Ekokem shares boosted the operating profit and result in the comparison period.

The decrease in net sales could be primarily attributed to the weak demand for L&T Biowatti's wood-based fuels as well as for secondary raw materials, and their low market prices in the first half. The net sales of Property and Office Support Services and Industrial Services almost reached their previous year's level.

Operating profit excluding non-recurring and imputed items saw an improvement thanks to efficiency enhancement measures, particularly in the Finnish operations of the Property and Office Support Services division.

Financial summary

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	7-9/	7-9/	Change	1-9/	1-9/	Change	1-12/
	2009	2008	%	2009	2008	%	2008
Net sales, EUR million	140.7	151.2	-6.9	434.3	452.9	-4.1	606.0
Operating profit excluding non-recurring and							
imputed items, EUR million*	16.6	16.3	1.8	42.6	36.4	17.0	45.0
Operating profit, EUR million	16.9	17.6	-3.8	41.8	50.6	-17.5	55.5
Operating margin, %	12.0	11.6		9.6	11.2		9.2
Profit before tax, EUR million	15.7	16.2	-3.5	37.6	47.2	-20.3	50.7
Earnings per share, EUR	0.30	0.31	-3.2	0.71	0.99	-28.3	1.03
EVA, EUR million	8.2	9.7	-15.5	16.6	28.3	-41.3	25.0

<sup>\*</sup> Breakdown of operating profit excluding non-recurring and imputed items is presented below the division reviews.

### **NET SALES AND FINANCIAL PERFORMANCE BY DIVISION**

#### **Environmental Services**

### Third quarter

The net sales of Environmental Services (waste management, recycling services, L&T Biowatti, environmental products) in the third quarter shrank by 11.9% to EUR 64.9 million (EUR 73.7 million). Operating profit was EUR 9.4 million (EUR 9.7 million), and operating profit excluding non-recurring and imputed items was EUR 9.4 million (EUR 9.7 million).

The net sales of waste management remained at the same level as last year and profitability rose as a result of improvements in cost-efficiency. In the recycling services business, net sales declined due to shrinking volumes of raw materials but profitability improved thanks to the recovering of the price level of secondary raw materials as well as production efficiency enhancement measures.

At the Kerava recycling plant, the new recycled timber unit was brought on line and the construction of additional capacity continued.

L&T Biowatti recorded a considerable decrease in net sales due to the continued weak demand for wood-based fuels. Factors contributing to the weak demand included the lower operating rates in the industry and the low wholesale price of electricity. Furthermore, the industrial use of sawdust was considerably lower than generally in the summer season. Energy wood procurement proceeded according to plans, resulting in a significant increase in raw material stocks.

The international operations of Environmental Services continued to show a healthy profitability thanks to production efficiency improvement measures.

### January-September

Environmental Services' net sales for January–September decreased by 7.8% to EUR 208.3 million (EUR 225.9 million). Operating profit was EUR 25.2 million (EUR 26.3 million), and operating profit excluding non-recurring and imputed items was EUR 26.4 million (EUR 26.3 million).

In waste management, net sales remained at the previous year's level despite the reduction in waste volumes resulting particularly from the slowdown in new construction. Active renovation operations, however, helped to offset the decline in waste volumes. Cost-efficiency contributed to the profitability improvement in the waste management business.

The market prices of secondary raw materials (plastics, fibres, metals) and their demand remained low in the first half, but showed slight improvement in the third quarter. The investment programme covering the construction of additional capacity at the Kerava recycling plant was cut. The second stage of the investment involves the construction of a combined plant that will be able to handle both construction waste and trade and industrial waste. The plant is scheduled to be completed in autumn 2010.

The demand for biofuels supplied by L&T Biowatti decreased sharply, particularly as a result of the lower wholesale price of electricity and lower operating rates in the forest industry, and the profitability declined. The price of emission rights continued to be low, which eroded the competitiveness of wood-based fuels against coal and oil. A forestry services organisation focusing on energy wood procurement launched operations in January and was able to exceed its procurement targets during the period. The Luumäki pellet plant was closed in May.

In April, waste management operations in Russia were extended to cover the city of Noginsk. The construction of a recycling plant in Dubna began with completion scheduled for the first half next year. In Latvia, the growing uncertainty of the country's economy posed challenges for business development, but at the same time it has improved the availability of labour and lowered labour costs.

Net sales for environmental products declined while profitability remained at a good level.

### **Property and Office Support Services**

### Third quarter

The net sales of Property and Office Support Services (property maintenance and cleaning services) amounted to EUR 60.0 million (EUR 60.1 million) in the third quarter. The operating profit grew to EUR 7.2 million (EUR 5.0 million), and operating profit excluding non-recurring and imputed items was EUR 7.3 million (EUR 5.0 million).

Net sales from Finnish operations showed slight growth from the previous year, and the sales of additional services in the summer were successful. Efficiency boosting measures improved profitability.

Net sales from international operations declined from last year primarily as a result of the weakening of the Swedish krona and the Russian rouble. In response to growing economic uncertainty, customers have downsized their cleaning services programmes, particularly in Latvia. The result from international operations improved and showed a small profit.

### January-September

The January–September net sales of Property and Office Support Services totalled EUR 181.7 million (EUR 180.4 million). Operating profit grew to EUR 14.9 million (EUR 7.9 million). Operating profit excluding non-recurring and imputed items was EUR 15.2 million (EUR 7.8 million).

Contract revenue in Finland in both product lines reached the previous year's level despite tough competition. Additional services sold well even though the slowdown in construction reflected on the demand for maintenance services for technical systems. A few sizeable damage repair projects were carried out in the first half, ensuring a constant workflow. New partnership agreements were signed with insurance companies.

Efficiency improvement measures continued, resulting in a significant improvement in profitability. Prolonged economic uncertainty resulted in considerably lower employee turnover, particularly in cleaning services, which also helped raise production efficiency.

Loss from international operations decreased. The Russian and Latvian operations recorded a positive result. In Sweden, the reorganisation programme proceeded as planned and targets were met, but operations continued to make a loss. In March, the Russian cleaning services were awarded a certificate for compliance with the ISO 9001 quality standards.

### **Industrial Services**

### Third quarter

The net sales of Industrial Services (hazardous waste management, industrial solutions, wastewater services, L&T Recoil) were down by 7.3% to EUR 17.7 million (EUR 19.1 million). Operating profit was EUR 1.4 million (EUR 3.5 million), and operating profit excluding non-recurring and imputed items was EUR 1.0 million (EUR 2.2 million).

The division's net sales fell due to lower operating rates in the industry and a decrease in hazardous waste volumes. Profitability of the hazardous waste management and industrial solutions business was boosted by improvements in waste sorting efficiency and in the waste recovery rate. Considering the market environment, operational adjustment measures were successful even though the organisational changes associated with divisional combinations caused some disruptions, particularly in the production control of waste water services.

Production start-up at the joint venture L&T Recoil's re-refinery for used lubricating oil began. Transition to production phase has been further delayed, which has increased the loss of the joint venture. The objective is to reach production stage by the end of the year.

A non-recurring sales gain of EUR 0.4 million from the soil washing services business divested last year was recorded for the quarter.

### January-September

The January–September net sales of Industrial Services amounted to EUR 50.1 million (EUR 51.0 million). Operating profit was EUR 3.4 million (EUR 3.7 million), and operating profit excluding non-recurring and imputed items was EUR 3.1 million (EUR 3.8 million).

The low operating rates in the industry had the expected impact on Industrial Services, particularly on hazardous waste volumes. Maintenance service volumes decreased as the financial uncertainty prolonged, and rapid fluctuation in demand continued. Similarly, the demand for recovered fuels remained low during the whole period.

The division, except for wastewater services and L&T Recoil, was nevertheless able to improve its profitability thanks to successful production efficiency enhancement measures. In addition, large individual projects were carried out in the first half. New industrial partnerships were launched in industrial solutions in the first half.

Transition to production phase of the joint venture L&T Recoil's re-refinery has not proceeded as planned. The production target set for this year will not be reached. The objective is to reach production phase by the end of the year.

BREAKDOWN OF OPERATING PROFIT EXCLUDING NON-RECURRING AND IMPUTED ITEMS							
	7-9/	7-9/	1-9/	1-9/	1-12/		
EUR million	2009	2008	2009	2008	2008		
Operating profit	16.9	17.6	41.8	50.6	55.5		
Non-recurring items							
Impairment loss on goodwill of business in Sweden					3.1		
Discontinuation of soil washing services	-0.4		-0.4		2.6		
Loss on sale of business in Norway					1.1		
Gain on sale of the shares of Ekokem				-14.3	-14.3		
Oil derivatives		-1.3		0.1	-3.0		
Restructuring expenses	0.2		1.4				
Discontinuation of wood pellet production in Luumäki	-0.1		0.3				
Refund of supplementary insurance fund of former							
Lassila & Tikanoja			-0.5				
Operating profit excluding non-recurring and imputed items	16.6	16.3	42.6	36.4	45.0		

### **FINANCING**

At the end of the period, interest-bearing liabilities amounted to EUR 17.8 million more than a year earlier. Net interest-bearing liabilities, totalling EUR 129.3 million, increased by EUR 11.6 million from the comparison period and by EUR 8.7 million from the beginning of the year.

The amount of net finance costs in the third quarter was below that of the comparison period by EUR 0.1 million while in January–September the amount exceeded that of the comparison period by EUR 0.7 million. Interest expenses decreased by EUR 0.4 million in the third quarter and increased by EUR 0.2 million in January–September. The decrease in the third quarter resulted from the decline in the interest rate level and the decrease in the interest-bearing liabilities, though the amount of the liabilities exceeded that of the comparison period. Net finance costs were 1.0% (0.8%) of net sales and 10.0% (6.8%) of operating profit.

In January–September, a total of EUR -0.4 million (less than EUR -0.1 million) arising from the changes in the fair values of interest rate swaps to which hedge accounting under IAS 39 is applied was recognised in other comprehensive income, after tax.

In January–September, new long-term loans totalling EUR 24.0 million were drawn and a total of EUR 19.0 million of short-term loans were converted into long-term loans. EUR 24.2 million were repaid. During the last three months of the year, repayments of long-term loans totalling EUR 5.0 million (EUR 4.2 million) will fall due. At 30 September, the weighted average of effective interest rates of long-term loans was 3.1% (5.4%). At the end of the period, the amount of liquid assets was EUR 21.0 million (EUR 14.9 million). A committed limit of EUR 15.0 million was not in use.

The equity ratio was 43.3% (44.9%) and the gearing rate 61.2 (57.3). Cash flows from operating activities amounted to EUR 45.9 million (EUR 41.8 million). EUR 16.5 million were tied up in the working capital (EUR 8.5 million). The high amount of working capital at the end of September was mainly attributable to increase in the inventories of L&T Biowatti.

#### **DIVIDEND**

The Annual General Meeting held on 24 March 2009 resolved on a dividend of EUR 0.55 per share. The dividend, totalling EUR 21.3 million, was paid to the shareholders on 3 April 2009.

#### **CAPITAL EXPENDITURE**

Capital expenditure totalled EUR 34.1 million (EUR 52.2 million). The largest construction projects were L&T Recoil re-refinery and the extension of the Kerava recycling plant.

In the second quarter, the property maintenance services business of Valkeakosken Talohuolto Ky was acquired into Property and Office Support Services. The net sales of the acquired business totalled EUR 0.7 million.

In the beginning of June, the business of Environmental Services' unit in Virrat was sold.

### **PERSONNEL**

In January–September, the average number of employees converted into full-time equivalents was 8,254 (8,177). At the end of the period, the total number of full-time and part-time employees was 9,101 (9,625). Of them 6,885 (7,326) people worked in Finland and 2,216 (2,299) people in other countries.

### **NEW DIVISIONS**

As of 1 June 2009, Lassila & Tikanoja's business operations were regrouped into three divisions: Environmental Services, Property and Office Support Services and Renewable Energy Sources (L&T Biowatti). The Industrial Services division was combined with the Environmental Services division.

By the regrouping L&T aims at a more cost-efficient and customer orientated operating model. The combining of the organisations of Environmental Services and Industrial Services allows more efficient use of resources.

The company's internal reporting, as well as the segments reported externally, will be changed to reflect the new divisions at the beginning of 2010. In 2009, the financial reporting segments are Environmental Services, Property and Office Support Services and Industrial Services.

### SHARE AND SHARE CAPITAL

### Traded volume and price

The volume of trading in Lassila & Tikanoja plc shares on NASDAQ OMX Helsinki from January through September was 8,512,836, which is 21.9 % (39.6 %) of the average number of shares. The value of trading was EUR 102.1 million (EUR 261.4 million). The trading price varied between EUR 9.16 and EUR 17.19. The closing price was EUR 16.40. During the review period the company repurchased 30,000 own shares. The market capitalisation was EUR 635.8 million (EUR 535.4 million) at the end of the period.

### Share capital and number of shares

The company's registered share capital amounts to EUR 19,399,437, and the number of the shares to 38,798,874 shares. In January–September, the average number of shares excluding the shares held by the company totalled 38,784,537.

### Share option scheme 2005

In 2005, 600,000 share option rights were issued, each entitling its holder to subscribe for one share of Lassila & Tikanoja plc. In the beginning of the exercise period, 32 key persons held 176,000 2005B options. 37 key persons hold 200,000 2005C options. L&T Advance Oy, a wholly-owned subsidiary of Lassila & Tikanoja plc, holds 24,000 2005B options and 30,000 2005C options and these options will not be exercised.

The exercise price for the 2005B options is EUR 16.98 and for 2005C options EUR 26.87. The exercise period for 2005B options is 3 November 2008 to 31 May 2010, and for 2005C options 2 November 2009 to 31 May 2011. The exercise period for the 2005A options ended on 29 May 2009.

As a result of the exercise of the outstanding 2005 share options, the number of shares may increase by a maximum of 376,000 new shares, which is 1.0% of the current number of shares. The 2005B options have been listed on NASDAQ OMX Helsinki since 2 January 2009.

### Share option scheme 2008

In 2008, 230,000 share option rights were issued, each entitling its holder to subscribe for one share of Lassila & Tikanoja plc. 38 key persons hold 199,000 options and L&T Advance Oy 31,000 options.

The exercise price for the 2008 options is EUR 16.27. The exercise price of the share options shall, as per the dividend record date, be reduced by the amount of dividend which exceeds 70% of the profit per share for the financial period to which the dividend applies. However, only such dividends whose distribution has been agreed upon after the option pricing period and which have been distributed prior to the share subscription are deducted from the subscription price. The exercise price shall, however, always amount to at least EUR 0.01. The exercise period will be from 1 November 2010 to 31 May 2012.

As a result of the exercise of the outstanding 2008 share options, the number of shares may increase by a maximum of 199,000 new shares, which is 0.5% of the current number of shares.

### **Share-based incentive programme**

Lassila & Tikanoja plc's Board of Directors decided at a meeting held on 24 March 2009 on a share-based incentive programme. The programme includes three earnings periods one year each, of which the first one began on 1 January 2009 and the last one ends on 31 December 2011. The basis for the determination of the reward is decided annually. Potential rewards to be paid for the year 2009 will be based on the EVA result of Lassila & Tikanoja group. Potential rewards will be paid partly as shares and partly in cash. The proportion paid in cash will cover taxes arising from the reward. In the starting phase the programme covers 28 persons.

A maximum total of 180,000 Lassila & Tikanoja plc shares may be paid out on the basis of the programme. The shares will be obtained in public trading, and therefore the incentive programme will have no diluting effect on the share value.

### **Shareholders**

At the end of the financial period, the company had 7,245 (5,978) shareholders. Nominee-registered holdings accounted for 9.3% (10.7%) of the total number of shares.

# Notifications on major holdings

On 30 April 2009, Ilmarinen Mutual Pension Insurance Company announced that its holding of the shares and votes in Lassila & Tikanoja plc had fallen to 7.6%.

On 12 May 2009, OP-Pohjola Group announced that its holding of the shares and votes in Lassila & Tikanoja plc had risen to 5.2%.

On 7 August 2009, OP-Pohjola Group announced that its holding of the shares and votes in Lassila & Tikanoja plc had fallen to 4.7%.

### **Authorisation for the Board of Directors**

The Annual General Meeting held on 24 March 2009 authorised Lassila & Tikanoja plc's Board of Directors to make decisions on the repurchase of the company's own shares using the company's unrestricted equity and on the issuance of these shares. Shares will be repurchased otherwise than in proportion to the existing shareholdings of the company's shareholders in public trading on the NASDAQ OMX Helsinki Ltd at the market price quoted at the time of the repurchase.

The Board of Directors is authorised to repurchase and transfer a maximum of 500,000 company shares, which is 1.3% of the total number of shares. The repurchase authorisation will be effective for 18 months and the share issue authorisation for four years.

The Board of Directors is not authorised to launch a convertible bond or share option rights.

#### **Own shares**

At the end of the period Lassila & Tikanoja plc held 30,000 of its own shares which represent 0.1% of shares and votes. The shares were repurchased based on the authorisation given by the Annual General Meeting on 20-26 May 2009 at a total price of EUR 356 thousand.

### **RESOLUTIONS BY THE ANNUAL GENERAL MEETING**

The Annual General Meeting of Lassila & Tikanoja plc, which was held on 24 March 2009, adopted the financial statements for the financial year 2008 and released the members of the Board of Directors and the President and CEO from liability. The AGM resolved that a dividend of EUR 0.55, a total of EUR 21.3 million, as proposed by the Board of Directors, be paid for the financial year 2008. The dividend payment date was resolved to be 3 April 2009.

The Annual General Meeting confirmed the number of the members of the Board of Directors six. The following Board members were re-elected to the Board until the end of the following AGM: Heikki Bergholm, Eero Hautaniemi, Matti Kavetvuo, Juhani Lassila and Juhani Maijala. Hille Korhonen was elected as a new member for the same term.

PricewaterhouseCoopers Oy, Authorised Public Accountants, were elected auditors with Heikki Lassila, Authorised Public Accountant, acting as Principal Auditor.

The Annual General Meeting approved the Board's proposals to amend article 11 of the Articles of Association and to authorise the Board of Directors to repurchase the company's own shares and to issue shares.

The resolutions of the Annual General Meeting were announced in more detail in a stock exchange release on 25 March 2009.

### **BOARD OF DIRECTORS**

The members of the Board of Directors are Heikki Bergholm, Eero Hautaniemi, Matti Kavetvuo, Hille Korhonen, Juhani Lassila and Juhani Maijala. In its constitutive meeting the Board re-elected Juhani Maijala as Chairman of the Board and Juhani Lassila as Vice Chairman. The Board decided to establish an audit committee. From among its members, the Board elected Juhani Lassila as chairman and Eero Hautaniemi and Hille Korhonen as members of the audit committee.

# SUMMARY OF STOCK EXCHANGE RELEASES PURSUANT TO ARTICLE 7, CHAPTER 2 OF THE SECURITIES MARKETS ACT

In a release published on 25 March 2009, the company announced that Lassila & Tikanoja plc's Board of Directors decided on a share-based incentive programme. More details of the programme are given above in the chapter Share and share capital.

In a release published on 12 May 2009, the company announced that as of 1 June 2009 its business operations will be regrouped into three divisions: Environmental Services, Property and Office Support Services and Renewable Energy Sources (L&T Biowatti). The Industrial Services division will be combined to the Environmental Services division. The company's internal reporting, as well as the segments reported externally, will be changed to reflect the new divisions at the beginning of 2010.

In a release published on 4 September 2009, the company announced that as of that date Director Arto Nivalainen leaves the Group Executive team of Lassila & Tikanoja plc. He will continue in the company until 31 August 2010. Nivalainen is responsible for certain development and investment projects and continues as a member of the Board of Directors of L&T Biowatti Oy. L&T's Group Executives are: Jorma Mikkonen, Vice President, Environmental Services; Anna-Maija Apajalahti, Vice President, Property and Office Support Services; Laura Aarnio, Accounting Director; Kimmo Huhtimo, Director responsible for product and process development, marketing communications and Contact Centre; Inkeri Puputti, HR Director; Ville Rantala, CFO.

### **NEAR-TERM UNCERTAINTIES**

A prolonged economic recession may reduce transport and recycling volumes and the number of assignments. The market price instability of secondary raw materials and low demand could have a negative effect on the profitability of recycling services. Rapid fluctuations in demand for services purchased by the industry and the lowering operating rates may hamper the planning and implementation of work.

If the operating rate target set for L&T Recoil's production will not be reached, this will have a pronounced impact on Industrial Services' performance. The division's result will also decline if the price of crude oil falls, because the price of base oil follows crude oil price developments with a slight delay.

Sustained low operating rates in the forest industry will hamper L&T Biowatti's procurement of by-products for raw material. The low prices of coal and oil will undermine the competitiveness of wood-based fuels. Similarly, the low wholesale price of electricity will weaken demand.

The uncertain outlook of the Latvian economy and more intense competition may prove detrimental to the profitability of Riga's waste management business.

If the H1N1 influenza epidemic expands further, potential consequences include higher sick day costs and production disruptions, which could weaken financial performance.

More detailed information on L&T's risks and risk management is available in the Annual Report 2008 in the Board of Directors' Report and consolidated financial statements.

### PROSPECTS FOR THE REST OF THE YEAR

In the Environmental Services division, waste material collection and recycling volumes are expected to remain stable towards the year-end. The demand and market prices of secondary raw materials are expected to recover at a moderate rate.

Demand for L&T Biowatti's wood-based fuels will grow as the heating season begins, but the low operating rates in the industry and the low wholesale price of electricity translate into weaker demand than in the same period a year earlier. Furthermore, the low price of emission rights will undermine the competitiveness of wood-based fuels. L&T Biowatti's operations will be adapted to the weaker demand.

In the Property and Office Support Services, outlook for the remainder of the year is stable. The customers' tight economies have resulted in increased competitive bidding and will probably reduce orders for additional services.

Low industrial operating rates will keep hazardous waste volumes low for the rest of the year and reduce demand for maintenance work. Measures to adjust production to the lower demand in the winter season will continue.

Full-year net sales will fall slightly from the previous year. Meanwhile, operating profit excluding non-recurring and imputed items will show slight improvement.

Prospects have been revised from the previous interim report, which stated as follows: "Full-year net sales are expected to reach the previous year's level and full-year operating profit, excluding non-recurring and imputed items, is expected to reach the same level or show slight improvement. This requires that production operations will be launched at the L&T Recoil plant in the early autumn."

# CONDENSED FINANCIAL STATEMENTS 1 JANUARY-30 SEPTEMBER 2009

# **CONSOLIDATED INCOME STATEMENT**

EUR 1000	7-9/ 2009	7-9/ 2008	1-9/ 2009	1-9/ 2008	1-12/ 2008
Net sales	140 739	151 243	434 265	452 938	605 996
Cost of goods sold	-117 933	-129 016	-373 212	-396 756	-533 681
Gross profit	22 806	22 227	61 053	56 182	72 315
Other operating income	652	2 016	1 996	17 888	21 708
Selling and marketing costs	-3 028	-3 491	-10 794	-11 711	-16 228
Administrative expenses	-3 006	-2 941	-8 538	-9 232	-12 105
Other operating expenses	-515	-228	-1 957	-2 510	-7 102
Goodwill impairment					-3 090
Operating profit	16 909	17 583	41 760	50 617	55 498
Finance income	237	373	1 066	1 189	1 931
Finance costs	-1 479	-1 719	-5 226	-4 625	-6 737
Profit before tax	15 667	16 237	37 600	47 181	50 692
Income tax expense	-4 152	-4 303	-9 964	-8 745	-10 724
Profit for the period	11 515	11 934	27 636	38 436	39 968
Addult and the dis-					
Attributable to:	44 500	44.000	27.020	20.422	20.000
Equity holders of the company	11 509	11 929	27 629 7	38 432	39 969
Minority interest	6	5	,	4	-1
Earnings per share for profit attributable t	o the equity h	olders of the	company.		
Basic earnings per share, EUR	0.30	0.31	0.71	0.99	1.03
Diluted earnings per share, EUR	0.30	0.31	0.71	0.99	1.03
CONSOLIDATED STATEMENT OF COMPR	REHENSIVE IN	COME			
	7-9/	7-9/	1-9/	1-9/	1-12/
EUR 1000	2009	2008	2009	2008	2008
Profit for the period	11 515	11 934	27 636	38 436	39 968
Other comprehensive income, after tax				00 .00	
Hedging reserve, change in fair value	-106	-417	-441	-46	-972
Current available-for-sale investments	.00			10	072
Gains in the period	-17	4	-24	5	29
Reclassification adjustments	-17	-	-24	-14 238	-14 238
Current available-for-sale investments	-17	4	-24	-14 233	
Currency translation differences					-14 209
	146	-278	124	-535	-1 862
Other comprehensive income, after tax	23	-691	-341	-14 814	-17 043
Total comprehensive income, after tax	11 538	11 243	27 295	23 622	22 925
Attributable to:					
Equity holders of the company	14 522	11 260	27 299	22 620	22 950
	11 533	11 268		23 620	
Minority interest	5	-25	-4	2	-25

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Non-current assets   Intangible assets   Goodwill   Interpretation   Int	EUR 1000	9/2009	9/2008	12/2008
Intangible assets   Goodwill   Customer contracts arising from acquisitions   6 052   6 692   7 346   Agreements on prohibition of competition   11 691   13 520   13 270   Other intangible assets arising from business acquisitions   3 685   5 869   5 158   Other intangible assets   13 187   12 270   11 402   150 429   157 849   152 627   Property, plant and equipment   Land   4 015   3 690   3 832   Buildings and constructions   70 581   38 218   43 958   Machinery and equipment   113 988   109 693   113 851   Other and equipment   113 988   109 693   113 851   Other and equipment   13 460   26 582   35 433   Other and equipment   13 460   26 582   35 433   Other and equipment   13 460   26 582   35 433   Other and equipment   13 460   26 582   35 433   Other non-current assets   20 2095   178 297   197 152   Other non-current assets   4 567   4 827   4 694   Other receivables   4 567   4 827   4 694   Other receivables   4 567   4 827   4 694   Other receivables   626   644   689   Other receivables   626   646   Other receivables   626	ASSETS			
Goodwill Customer contracts arising from acquisitions         115 814 6 052 6 692 7 346 6 692 7 346 Agreements on prohibition of competition Other intangible assets arising from business acquisitions Other intangible assets         11 691 1 3 520 1 3 270 1 1 402         13 520 5 158 6 5 158 5 869 5 158 0 5 158 0 6 90 0 7 11 1 402 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1				
Customer contracts arising from acquisitions       6 052       6 692       7 346         Agreements on prohibition of competition       11 691       13 520       13 270         Other intangible assets arising from business acquisitions       3 685       5 869       5 158         Other intangible assets       13 187       12 270       11 402         Property, plant and equipment       150 429       157 849       152 627         Property, plant and equipment       113 958       13 8 218       43 958         Machinery and equipment       113 958       109 693       113 851         Other       81       114       78         Advance payments and construction in progress       13 460       26 582       35 433         Other non-current assets       202 095       178 297       197 152         Other non-current assets       522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       3 301       84 827       74 634         Derivative receivables       83 031       84 827       74 634				
Agreements on prohibition of competition Other intangible assets arising from business acquisitions       11 691       13 520       13 270         Other intangible assets       13 187       12 270       11 402         Total ron-current assets       150 429       157 849       152 627         Property, plant and equipment Land       4 015       3 690       3 832         Buildings and constructions       70 581       38 218       43 958         Machinery and equipment       113 958       109 693       113 851         Other       81       114       78         Advance payments and construction in progress       13 460       26 582       35 433         Tother non-current assets       202 095       178 297       197 152         Other non-current assets       522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets       1 7 261       18 827         Trade and other receivables       1 747       2 994       986				
Other intangible assets arising from business acquisitions         3 685         5 869         5 158           Other intangible assets         13 187         12 270         11 402           Property, plant and equipment         150 429         157 849         152 627           Property, plant and equipment         4 015         3 690         3 832           Buildings and constructions         70 581         38 218         43 958           Machinery and equipment         113 958         109 693         113 851           Other         81         114         78           Advance payments and construction in progress         13 460         26 582         35 433           202 095         178 297         197 152           Other non-current assets         202 095         178 297         197 152           Other non-current assets         4 567         4 827         4 694           Deferred income tax assets         1 736         1 373         945           Other receivables         626         644         689           Total non-current assets         3 975         343 492         356 609           Current assets         29 274         17 261         18 827           Trade and other receivables         1 089		6 052	6 692	
Other intangible assets         13 187         12 270         11 402           Property, plant and equipment Land         4 015         3 690         3 832           Buildings and constructions         70 581         38 218         43 958           Machinery and equipment         113 958         109 693         113 851           Other         81         114         78           Advance payments and construction in progress         13 460         26 582         35 433           Other non-current assets         202 095         178 297         197 152           Other non-current assets         522         502         502           Finance lease receivables         4 567         4 827         4 694           Deferred income tax assets         1 736         1 373         945           Other receivables         626         644         689           Total non-current assets         359 975         343 492         356 609           Current assets         1 7 261         18 827           Trade and other receivables         8 3 031         84 827         74 634           Derivative receivables         1 069         112           Advance payments         1 747         2 994         986		11 691	13 520	13 270
Property, plant and equipment   Land	Other intangible assets arising from business acquisitions	3 685	5 869	5 158
Property, plant and equipment Land         4 015         3 690         3 832           Buildings and constructions         70 581         38 218         43 958           Machinery and equipment         113 958         109 693         113 851           Other         81         114         78           Advance payments and construction in progress         13 460         26 582         35 433           202 095         178 297         197 152           Other non-current assets         522         502         502           Finance lease receivables         4 567         4 827         4 694           Deferred income tax assets         1 736         1 373         945           Other receivables         626         644         689           Total non-current assets         359 975         343 492         356 609           Current assets         29 274         17 261         18 827           Trade and other receivables         83 031         84 827         74 634           Derivative receivables         83 031         84 827         74 634           Derivative receivables         1 069         112           Advance payments         1 747         2 994         986           Available-	Other intangible assets	13 187	12 270	11 402
Land       4 015       3 690       3 832         Buildings and constructions       70 581       38 218       43 958         Machinery and equipment       113 958       109 693       113 851         Other       81       114       78         Advance payments and construction in progress       13 460       26 582       35 433         202 095       178 297       197 152         Other non-current assets       522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149 <td>· · · · · · · · · · · · · · · · · · ·</td> <td>150 429</td> <td>157 849</td> <td>152 627</td>	· · · · · · · · · · · · · · · · · · ·	150 429	157 849	152 627
Land       4 015       3 690       3 832         Buildings and constructions       70 581       38 218       43 958         Machinery and equipment       113 958       109 693       113 851         Other       81       114       78         Advance payments and construction in progress       13 460       26 582       35 433         202 095       178 297       197 152         Other non-current assets       522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149 <td>Property, plant and equipment</td> <td></td> <td></td> <td></td>	Property, plant and equipment			
Machinery and equipment Other       113 958       109 693       113 851         Other Advance payments and construction in progress       81       114       78         Advance payments and construction in progress       13 460       26 582       35 433         Cother non-current assets       202 095       178 297       197 152         Other non-current assets       522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076		4 015	3 690	3 832
Other Advance payments and construction in progress         81 114 78 26 582 35 433           Advance payments and construction in progress         13 460 26 582 35 433           Cother non-current assets         202 095 178 297 197 152           Other non-current assets         522 502 502 502           Finance lease receivables         4 567 4 827 4 694           Deferred income tax assets         1 736 1 373 945           Other receivables         626 644 689           Total non-current assets         359 975 343 492 356 609           Current assets         29 274 17 261 18 827           Inventories         29 274 17 261 18 827           Trade and other receivables         83 031 84 827 74 634           Derivative receivables         1 069 112           Advance payments         1 747 2 994 986           Available-for-sale investments         10 989 5 988 20 368           Cash and cash equivalents         10 004 8 883 6 149           Total current assets         121 022 121 076	Buildings and constructions	70 581	38 218	43 958
Other Advance payments and construction in progress         81 114 78 26 582 35 433           Advance payments and construction in progress         13 460 26 582 35 433           Cother non-current assets         202 095 178 297 197 152           Other non-current assets         522 502 502 502           Finance lease receivables         4 567 4 827 4 694           Deferred income tax assets         1 736 1 373 945           Other receivables         626 644 689           Total non-current assets         359 975 343 492 356 609           Current assets         29 274 17 261 18 827           Inventories         29 274 17 261 18 827           Trade and other receivables         83 031 84 827 74 634           Derivative receivables         1 069 112           Advance payments         1 747 2 994 986           Available-for-sale investments         10 989 5 988 20 368           Cash and cash equivalents         10 004 8 883 6 149           Total current assets         121 022 121 076	Machinery and equipment	113 958	109 693	113 851
202 095       178 297       197 152         Other non-current assets       3522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	·	81	114	
Cother non-current assets         Available-for-sale investments       522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Advance payments and construction in progress	13 460	26 582	35 433
Other non-current assets       Available-for-sale investments       522       502       502         Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076		202 095	178 297	197 152
Finance lease receivables       4 567       4 827       4 694         Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Other non-current assets			
Deferred income tax assets       1 736       1 373       945         Other receivables       626       644       689         Total non-current assets       359 975       343 492       356 609         Current assets       Inventories         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Available-for-sale investments	522	502	502
Deferred income tax assets         1 736         1 373         945           Other receivables         626         644         689           Total non-current assets         359 975         343 492         356 609           Current assets         Inventories           Inventories         29 274         17 261         18 827           Trade and other receivables         83 031         84 827         74 634           Derivative receivables         1 069         112           Advance payments         1 747         2 994         986           Available-for-sale investments         10 989         5 988         20 368           Cash and cash equivalents         10 004         8 883         6 149           Total current assets         135 045         121 022         121 076	Finance lease receivables	4 567	4 827	4 694
Other receivables         626         644         689           7 451         7 346         6 830           Total non-current assets           Current assets           Inventories         359 975         343 492         356 609           Current assets           Inventories         29 274         17 261         18 827           Trade and other receivables         83 031         84 827         74 634           Derivative receivables         1 069         112           Advance payments         1 747         2 994         986           Available-for-sale investments         10 989         5 988         20 368           Cash and cash equivalents         10 004         8 883         6 149           Total current assets         135 045         121 022         121 076	Deferred income tax assets	1 736		
Total non-current assets       359 975       343 492       356 609         Current assets       Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076		626		
Total non-current assets       359 975       343 492       356 609         Current assets       29 274       17 261       18 827         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076				
Current assets         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076				
Current assets         Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Total non-current assets	359 975	343 492	356 609
Inventories       29 274       17 261       18 827         Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076				
Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Current assets			
Trade and other receivables       83 031       84 827       74 634         Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Inventories	29 274	17 261	18 827
Derivative receivables       1 069       112         Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Trade and other receivables	83 031	84 827	
Advance payments       1 747       2 994       986         Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076				
Available-for-sale investments       10 989       5 988       20 368         Cash and cash equivalents       10 004       8 883       6 149         Total current assets       135 045       121 022       121 076	Advance payments	1 747		986
Cash and cash equivalents         10 004         8 883         6 149           Total current assets         135 045         121 022         121 076		10 989		
Total current assets 135 045 121 022 121 076				
<b>TOTAL ASSETS 495 020</b> 464 514 477 685	Total current assets	135 045	121 022	121 076
	TOTAL ASSETS	495 020	464 514	477 685

EUR 1000	9/2009	9/2008	12/2008
EQUITY AND LIABILITIES			
Equity			
Equity attributable to equity holders of the company			
Share capital	19 399	19 399	19 399
Share premium reserve	50 673	50 673	50 673
Other reserves	-3 294	-757	-2 964
Retained earnings	116 773	97 556	97 799
Profit for the period	27 629	38 432	39 969
	211 180	205 303	204 876
Minority interest	158	189	162
Total equity	211 338	205 492	205 038
Liabilities			
Non-current liabilities			
Deferred income tax liabilities	33 233	29 952	32 898
Pension obligations	673	632	674
Long-term provisions	2 011	1 128	1 741
Long-term borrowings	131 025	78 425	102 487
Other liabilities	1 592	870	1 083
	168 534	111 007	138 883
Current liabilities			
Short-term borrowings	19 247	54 092	44 569
Trade and other payables	92 295	92 601	88 298
Derivative liabilities	1 205	1 078	610
Tax liabilities	2 320	244	273
Short-term provisions	81		14
	115 148	148 015	133 764
Total liabilities	283 682	259 022	272 647
TOTAL EQUITY AND LIABILITIES	495 020	464 514	477 685

# **CONSOLIDATED STATEMENT OF CASH FLOWS**

EUR 1000	9/2009	9/2008	12/2008
Cash flows from operating activities			
Profit for the period	27 636	38 436	39 968
Adjustments		00 100	00 000
Income tax expense	9 964	8 745	10 724
Depreciation, amortisation and impairment	29 916	28 067	40 985
Finance income and costs	4 160	3 436	4 806
Oil derivatives		81	-2 221
Gain on sale of shares		-14 258	-14 258
Discontinued operations			2 616
Other	953	-906	444
Net cash generated from operating activities before change in working			
capital	72 629	63 601	83 064
Change in working capital			
Change in trade and other receivables	-11 312	-14 113	3 502
Change in inventories	-10 456	-2 925	-4 492
Change in trade and other payables	5 275	8 525	3 152
Change in working capital	-16 493	-8 513	2 162
Interest paid	-5 398	-3 554	-5 953
Interest received	1 289	1 093	1 867
Income tax paid	-6 091	-10 858	-10 716
Net cash from operating activities	45 936	41 769	70 424
Cash flows from investing activities			
Acquisition of subsidiaries and businesses, net of cash acquired	-320	-420	-4 298
Proceeds from sale of subsidiaries and businesses, net of sold cash	197	•	23
Purchases of property, plant and equipment and intangible assets	-34 185	-53 285	-77 542
Proceeds from sale of property, plant and equipment and intangible			
assets	1 506	1 734	789
Purchases of available-for-sale investments	-48	-110	-200
Change in other non-current receivables	67	-6	-11
Proceeds from sale of available-for-sale investments	24	16 813	16 867
Dividends received	1	3	4
Net cash used in investing activities	-32 758	-35 271	-64 368
Cash flows from financing activities			
Proceeds from shares issued		206	206
Change in short-term borrowings	-14 636	7 365	-4 593
Proceeds from long-term borrowings	43 000	20 000	47 000
Repayments of long-term borrowings	-25 362	-11 864	-14 546
Dividends paid	-21 318	-21 315	-21 315
Repurchase of own shares	-356		
Net cash generated from financing activities	- 18 672	-5 608	6 752
Janes atta in the initiality won the to	.0 012	3 300	3 7 0 2

EUR 1000	9/2009	9/2008	12/2008
Net change in liquid assets	-5 494	890	12 808
Liquid assets at beginning of period	26 517	14 008	14 008
Effect of changes in foreign exchange rates	2	-35	-339
Change in fair value of current available-for-sale investments	-32	8	40
Liquid assets at end of period	20 993	14 871	26 517
Liquid assets			
EUR 1000	9/2009	9/2008	12/2008
Cash and cash equivalents	10 004	8 883	6 149
Certificates of deposit	10 989	5 988	20 368
Total	20 993	14 871	26 517

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR 1000	Share capital	Share premium reserve	Revaluation and other reserves	Retained earnings	Equity attributable to equity holders of the company	Minority interest	Total equity
Equity at 1.1.2009	19 399	50 673	-2 964	137 768	204 876	162	205 038
Expense recognition of share- based benefits				656	656		656
Repurchase of own shares				-356	-356		-356
Dividends paid				-21 295	-21 295		-21 295
Total comprehensive income			-330	27 629	27 299	-4	27 295
Equity at 30.9.2009	19 399	50 673	-3 294	144 402	211 180	158	211 338
Equity at 1.1.2008 Share subscriptions with	19 392	50 474	14 055	118 236	202 157	187	202 344
2005 options	7	199			206		206
Expense recognition of share- based benefits				643	643		643
Dividends paid				-21 323	-21 323		-21 323
Total comprehensive income			-14 812	38 432	23 620	2	23 622
Equity at 30.9.2008	19 399	50 673	-757	135 988	205 303	189	205 492

# **KEY FIGURES**

	7-9/	7-9/	1-9/	1-9/	1-12/
	2009	2008	2009	2008	2008
Earnings per share, EUR Earnings per share, EUR - diluted Cash flows from operating activities per share, EUR EVA, EUR million Capital expenditure, EUR 1000 Depreciation, amortisation and impairment, EUR 1000	0.30	0.31	0.71	0.99	1.03
	0.30	0.31	0.71	0.99	1.03
	0.25	0.41	1.18	1.08	1.82
	8.2	9.7	16.6	28.3	25.0
	9 676	20 817	34 132	52 238	84 249
	10 101	9 448	29 916	28 067	40 985
Equity per share, EUR Return on equity, ROE, % Return on invested capital, ROI, % Equity ratio, % Gearing, % Net interest-bearing liabilities, EUR 1000 Average number of employees in full-time equivalents Total number of full-time and part-time employees at end of period		0 1.0	5.45 17.7 16.0 43.3 61.2 129 278 8 254	5.29 25.1 21.0 44.9 57.3 117 646 8 177 9 625	5.28 19.6 17.1 43.2 58.8 120 539 8 363
Number of outstanding shares adjusted for issues, 1000 shares average during the period at end of period average during the period, diluted			38 785 38 769 38 785	38 795 38 799 38 820	38 796 38 799 38 817

#### **ACCOUNTING POLICIES**

This interim financial report is in compliance with IAS 34 Interim Financial Reporting standard. The same accounting policies as in the annual financial statements for the year 2008 have been applied. These interim financial statements have been prepared in accordance with the IFRS standards and interpretations as adopted by the EU.

The following new standards and amendments to standards that have become effective in 2009 have had an impact on the financial statements in this interim financial report:

### **IFRS 8 Operating Segments**

The IFRS 8 Operating Segments standard has replaced the Segment Reporting standard (IAS 14). IFRS 8 requires that segment information is prepared under the management approach. Segment information shall be presented on the same basis as that used for internal reporting provided to the management and using the accounting policies applied in that reporting. The adoption of IFRS 8 does not impose any significant changes on L&T's segment reporting as the previous segment reporting was based on the internal reporting structure. The internal reporting is consistent with the IFRS-standards. The reportable segments have remained unchanged, but a change has been made between Property and Office Support Services and Industrial Services, because damage repair services were transferred to Property and Office Support Services. To the rest of the segment information, to the basis of segment division and to the measurement of profit or loss the same principles have been applied as in the annual financial statements. As previously, operating profit is used as a measure of a segment's profit or loss. However, unlike in previous interim reports, the segments' net sales are divided into external net sales and inter-division net sales and a reconciliation of operating profit to the consolidated profit before tax is presented. The adoption of the standard will result in changes in the notes to the financial statements for the financial year as well.

### IAS 1 (Amendment) Presentation of Financial Statements

The revised standard has changed the presentation of the income statement and the statement of changes in equity. According to the revised standard, only owner changes in equity are presented in the statement of changes in equity. Changes in equity during the period resulting from transactions and other events other than those changes resulting from transactions with owners in their capacity as owners, are presented in a statement of comprehensive income. The income statement may be presented in a single statement of comprehensive income or in two statements. L&T has adopted two separate statements: a separate income statement displaying components of profit or loss and a second statement beginning with profit or loss and displaying components of other comprehensive income. The titles of two statements have changed: the balance sheet is now referred to as 'statement of financial position' and the cash flow statement as 'statement of cash flows'.

Income tax expense is based on the estimated average annual income tax rate.

The preparation of financial statements in accordance with IFRS require the management to make such estimates and assumptions that affect the carrying amounts at the balance sheet date for the assets and liabilities and the amounts of revenues and expenses. Judgements are also made in applying the accounting policies. Actual results may differ from the estimates and assumptions.

The interim financial statements have not been audited.

### **SEGMENT INFORMATION**

As of 2009, damage repair services was transferred from Industrial Services into Property and Office Support Services. Comparative figures have been restated accordingly.

### Net sales

		7-9/2009 Inter-			7-9/2008 Inter-		Total net sales,
EUR 1000	External	division	Total	External	division	Total	change %
Environmental							
Services Property and Office	64 478	463	64 941	73 333	407	73 740	-11.9
Support Services	59 349	675	60 024	59 510	614	60 124	-0.2
Industrial Services	16 912	786	17 698	18 400	691	19 091	-7.3
Eliminations		-1 924	-1 924		-1 712	-1 712	
L&T total	140 739	0	140 739	151 243	0	151 243	-6.9

		1-9/2009 Inter-			1-9/2008 Inter-		Total net sales,
EUR 1000	External	division	Total	External	division	Total	change %
Environmental Services Property and Office	206 387	1 877	208 264	224 632	1 227	225 859	-7.8
Support Services	179 643	2 055	181 698	178 432	1 928	180 360	0.7
Industrial Services	48 235	1 886	50 121	49 874	1 096	50 970	-1.7
Eliminations		-5 818	-5 818		-4 251	-4 251	
L&T total	434 265	0	434 265	452 938	0	452 938	-4.1

# 1-12/2008

		Inter-	
EUR 1000	<b>External</b>	division	Total
Environmental			
Services	298 260	1 810	300 070
Property and Office			
Support Services	240 549	2 672	243 221
Industrial Services	67 187	1 845	69 032
Eliminations		-6 327	-6 327
L&T total	605 996	0	605 996

# **Operating profit**

Operating profit										
	7-9/		7-9/		1-9/		1-9/		1-12/	
EUR 1000	2009	%	2008	%	2009	%	2008	%	2008	%
Environmental										
Services	9 425	14.5	9 723	13.2	25 165	12.1	26 298	11.6	32 255	10.7
Property and										
Office										
Support Services	7 208	12.0	5 048	8.4	14 909	8.2	7 852	4.4	5 907	2.4
Industrial Services	1 367	7.7	3 465	18.1	3 377	6.7	3 710	7.3	5 239	7.6
Group admin. and										
other	-1 091		-653		-1 691		12 757		12 097	
L&T total	16 909	12.0	17 583	11.6	41 760	9.6	50 617	11.2	55 498	9.2
Finance costs, net	-1 242		-1 346		-4 160		-3 436		-4 806	
Profit before tax	15 667		16 237		37 600		47 181		50 692	

# Other segment information

EUR 1000	9/2009	9/2008	12/2008		
Assets					
Environmental Services Property and Office	290 304	272 673	273 722		
Support Services	75 678	81 594	75 747		
Industrial Services	101 743	90 384	96 722		
Group admin. and other	37	443	458		
Non-allocated assets	27 258	19 420	31 036		
L&T total	495 020	464 514	477 685		
Liabilities					
Environmental Services	42 337	42 747	38 207		
Property and Office					
Support Services	32 839	32 377	35 524		
Industrial Services	18 330	18 607	15 440		
Group admin. and other	1 673	651	1 071		
Non-allocated liabilities	188 503	164 640	182 405		
L&T total	283 682	259 022	272 647		
EUR 1000	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
Capital expenditure					
Environmental Services	5 909	11 003	20 710	25 317	41 823
Property and Office					
Support Services	968	1 400	3 722	6 422	9 679
Industrial Services	2 798	8 335	9 678	20 420	32 657
Group admin. and other	1	79	22	79	90
L&T total	9 676	20 817	34 132	52 238	84 249
Depreciation and amortisation					
Environmental Services	6 171	5 738	18 706	17 067	23 122
Property and Office	0 17 1	3 7 30	10 700	17 007	23 122
Support Services	2 165	2 252	6 511	6 719	8 982
Industrial Services	1 766	1 457	4 699	4 278	5 788
Group admin. and other	-1		. 000	2	3
L&T total	10 101	9 447	29 916	28 066	37 895
Impairment					
Property and Office					
Support Services					3 090
L&T total					3 090

INCOME STATEMENT I	BY QUARTER
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INCOME CIAILMENT B	I WOAKIE	11						
EUR 1000	7-9/ 2009	4-6/ 2009	1-3/ 2009	10-12/ 2008	7-9/ 2008	4-6/ 2008	1-3/ 2008	10-12/ 2007
Net sales								
Environmental Services	64 941	71 008	72 315	74 211	73 740	76 639	75 480	74 788
Property and Office								
Support Services	60 024	60 531	61 143	62 861	60 124	60 983	59 253	58 458
Industrial Services	17 698	17 561	14 862	18 062	19 091	18 183	13 696	16 207
Group admin. and other	555			. 0 002		.0 .00	.000	1
Inter-division net sales	-1 924	-2 006	-1 888	-2 076	-1 712	-1 441	-1 098	-1 282
L&T total	140 739	147 094	146 432	153 058	151 243	154 364	147 331	148 172
La i total	140 700	147 004	140 402	100 000	101 240	104 004	147 001	140 172
Operating profit								
Environmental Services	9 425	8 932	6 808	5 957	9 723	8 151	8 423	8 372
Property and Office	3 420	0 332	0 000	3 337	3 7 2 3	0 101	0 423	0 37 2
Support Services	7 208	4 343	3 358	-1 945	5 048	1 178	1 626	4 112
Industrial Services	1 367	1 733	277	1 529	3 465	1 140	-895	83
Group admin. and other	-1 091	-142	-458	-660	-653	-271	13 681	-468
L&T total	16 909	14 866	9 985	4 881	17 583	10 198	22 835	12 099
La i total	10 303	14 000	9 900	4 00 1	17 303	10 196	22 033	12 099
Operating margin								
Operating margin	445	40.0	0.4	0.0	40.0	40.0	44.0	44.0
Environmental Services	14.5	12.6	9.4	8.0	13.2	10.6	11.2	11.2
Property and Office	40.0	7.0		2.4	0.4	4.0	0.7	7.0
Support Services	12.0	7.2	5.5	-3.1	8.4	1.9	2.7	7.0
Industrial Services	7.7	9.9	1.9	8.5	18.1	6.3	-6.5	0.5
L&T total	12.0	10.1	6.8	3.2	11.6	6.6	15.5	8.2
Finance costs, net	-1 242	-1 233	-1 685	-1 370	-1 346	-990	-1 100	-1 247
Profit before tax	15 667	13 633	8 300	3 511	16 237	9 208	21 735	10 852

### **BUSINESS ACQUISITIONS**

### **Business combinations in aggregate**

Fair values used	Carrying amounts
in consolidation	before consolidation
140	140
69	
101	
310	140
310	140
10	
320	
320	
320	
	in consolidation  140 69 101 310 310 10 320

On 1 June 2009, the property maintenance services business of Valkeakosken Talohuolto Ky was acquired into Property and Office Support Services. The net sales of the acquired business totals EUR 700 thousand. The aggregate acquisition cost was EUR 320 thousand, of which EUR 10 thousand was recognised in goodwill. All itemisations in accordance with IFRS 3 are not presented because the figures are immaterial.

The waste collection operations of Kuljetusliike Veli-Pekka Hiltunen Oy (annual net sales EUR 1.2 million) were acquired into Environmental Services On 1 October 2009, and, through an acquisition entering into force on 1 November 2009, the waste management operations of Raahen Kuljetus Maunula Ky (EUR 0.1 million).

The accounting policy concerning business combinations is presented in Annual Report 2008 under Note 2 of the consolidated financial statements and under Summary on significant accounting policies.

### **CHANGES IN INTANGIBLE ASSETS**

EUR 1000	1-9/2009	1-9/2008	1-12/2008
Carrying amount at beginning of period	152 627	162 117	162 117
Business acquisitions	183	294	3 057
Other capital expenditure	2 863	2 937	3 812
Disposals	-106	-122	-2 762
Amortisation and impairment	-6 579	-6 790	-12 147
Transfers between items	978		2
Currency exchange differences	463	-587	-1 452
Carrying amount at end of period	150 429	157 849	152 627

### CHANGES IN PROPERTY, PLANT AND EQUIPMENT

EUR 1000	1-9/2009	1-9/2008	1-12/2008
Carrying amount at beginning of period	197 152	151 870	151 870
Business acquisitions	140	116	2 050
Other capital expenditure	30 916	48 782	75 183
Disposals	-1 585	-1 009	-2 548
Depreciation and impairment	-23 337	-21 277	-28 838
Transfers between items	-978		-2
Currency exchange differences	-212	-185	-563
Carrying amount at end of period	202 095	178 297	197 152

# **CAPITAL COMMITMENTS**

EUR 1000	1-9/2009	1-9/2008	1-12/2008
			_
Intangible assets	350	1 122	1 021
Property, plant and equipment	8 790	16 739	10 868
Total	9 140	17 861	11 889
The Group's share of capital commitments			
of joint ventures	750	4 093	972

# **RELATED-PARTY TRANSACTIONS**

(Joint ventures)

EUR 1000	1-9/2009	1-9/2008	1-12/2008
Sales	773	766	990
Purchases			
Other operating income	57		
Interest income	480		202
Non-current receivables			
Capital loan receivable	13 396	7 646	8 396
Current receivables			
Trade receivables	41	79	62
Loan receivables	442		202

# **CONTINGENT LIABILITIES**

# Securities for own commitments

EUR 1000	9/2009	9/2008	12/2008
Real estate mortgages	42 179	19 192	10 192
Corporate mortgages	21 460	19 000	10 460
Other securities	234	191	200
Pank guarantoes required for environmental			
Bank guarantees required for environmental permits	3 551	4 163	4 126

Other securities are security deposits. The Group has given no pledges, mortgages or guarantees on behalf of outsiders.

# **Operating lease liabilities**

EUR 1000	9/2009	9/2008	12/2008
Maturity and later their and year	7 400	0.047	7.450
Maturity not later than one year  Maturity later than one year and not later than	7 422	6 917	7 459
five years	16 706	15 316	16 051
Maturity later than five years	6 422	7 188	7 281
Total	30 550	29 421	30 791

### **Derivative financial instruments**

### Interest rate swaps

EUR 1000	9/2009	9/2008	12/2008
Nominal values of interest rate swaps *			
Maturity not later than one year		15 000	15 000
Total		15 000	15 000
Fair value		220	112
Nominal values of interest rate swaps **			
Maturity not later than one year	4 629	4 629	4 629
Maturity later than one year and not later than			
five years	32 386	18 514	20 914
Maturity later than five years		9 000	5 000
Total	37 015	32 143	30 543
Fair value	-1 205	641	-610

<sup>\*</sup> Hedge accounting under IAS 39 has not been applied to these interest rate swaps. Changes in fair values have been recognised in finance income and costs.

### **Currency derivatives**

EUR 1000	9/2009	9/2008
Nominal values of forward contracts		
Maturity not later than one year		2 160
Fair value		24

Hedge accounting under IAS 39 has not been applied to the currency derivatives. Changes in fair values have been recognised in finance income and costs.

### Oil derivatives

•		
1000 bbl	9/2009	9/2008
Volume of crude oil put options		
Maturity not later than one year		226
Maturity later than one year and not later than five years		57
Total		283
Fair value, EUR 1000		184
Volume of sold crude oil futures		
Maturity not later than one year		42
Fair value, EUR 1000		-1 078

Hedge accounting under IAS 39 has not been applied to oil derivatives. Changes in fair values have been recognised in other operating expenses. The fair values of the oil options have been determined on the basis of a generally used valuation model. The fair values of other derivative contracts are based on market prices at the end of the period.

<sup>\*\*</sup> The interest rate swaps are used to hedge cash flow related to a floating rate loan, and hedge accounting under IAS 39 has been applied to it. The hedges have been effective, and the changes in the fair values are shown in the consolidated statement of comprehensive income for the period.

### **CALCULATION OF KEY FIGURES**

Earnings per share:

profit attributable to equity holders of the parent company / adjusted average basic number of shares

Earnings per share, diluted:

profit attributable to equity holders of the parent company / adjusted average diluted number of shares

Cash flows from operating activities/share:

cash flow from operating activities as in the statement of cash flows / adjusted average number of shares

FVA:

operating profit - cost calculated on invested capital (average of four quarters) before taxes

WACC 2008: 9.3% WACC 2009: 9.4%

Equity per share:

equity attributable to equity holders of the parent company / adjusted basic number of shares at end of period

Return on equity, % (ROE):

(profit for the period / equity (average)) x 100

Return on investment, % (ROI):

(profit before tax + finance costs) / (total equity and liabilities - non-interest-bearing liabilities (average)) x 100

Equity ratio, %:

equity / (total equity and liabilities - advances received) x 100

Gearing, %:

net interest-bearing liabilities / equity x 100

Net interest-bearing liabilities:

interest-bearing liabilities - liquid assets

Helsinki, 26 October 2009

LASSILA & TIKANOJA PLC Board of Directors

Jari Sarjo

President and CEO

For additional information please contact Jari Sarjo, President and CEO, tel. +358 10 636 2810 or Keijo Keränen, IR Manager, tel. +358 50 385 6957.

Lassila & Tikanoja specialises in environmental management and property and plant support services and is a leading supplier of wood-based biofuels, recovered fuels and recycled raw materials. With operations in Finland, Sweden, Latvia and Russia, L&T employs 9,100 persons. Net sales in 2008 amounted to EUR 606 million. L&T is listed on NASDAQ OMX Helsinki.

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