## HONKARAKENNE FINANCIAL STATEMENTS 2015

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### DIRECTORS' REPORT, 1 JANUARY TO 31 DECEMBER 2015

The Honkarakenne Group's net sales amounted to MEUR 39.1 (MEUR 45.5 in the previous year, MEUR 48.3 in 2013). The Group posted an operating loss of MEUR -1.1 (MEUR -2.2; MEUR -1.7). Profit before taxes was in the red at MEUR -1.7 (MEUR -2.5; MEUR -1.7). Earnings per share were EUR -0.23 (EUR -0.40; EUR -0.32). The Board of Directors will propose to the General Meeting that no dividends be paid for the financial year now ended.

#### Net sales and market overview

The Group's net sales were down 14 per cent on 2014. Net sales in Finland fell by 26 per cent on the previous year. A significant downswing in sales of Honkarakenne's Mainio product line in the S-Group's Terra stores contributed heavily to the fall in net sales in Finland. The general market situation is also very difficult in Finland, and this was directly reflected in net sales trends. Net sales saw a year-on-year decline of 16 per cent in Russia & CIS. Taking the market situation into account, our sales in Russia have weathered the financial crisis well thanks to Honkarakenne's strong market position. Although sales in Russia have fallen, Russia's net sales for 2015 were at the same level as in 2013, before the crisis in Ukraine. Net sales rose by 10 per cent in Global Markets. This was largely because project sales performed well compared to the previous year.

At the end of 2015, the Group's order book was 20 per cent larger than in the previous year.

In Finland & Baltics, Honkarakenne continued to invest in increasing sales of detached houses. Particular efforts were made in developing the collection. For the second year in a row, a Honkarakenne model was voted as Finland's best detached house in a competition on the rakentaja.fi website. Myrskytuuli won the competition in 2015 and Lounatuuli in 2014. At the Vantaa Housing Fair, Honkarakenne launched the Savu collection, which is especially designed for small urban plots. Towards the end of the fair, Honkara-

kenne also unveiled the new modular Pa-La collection, whose modifiability facilitates clients' house design. In 2015, Honkarakenne signed over 60 per cent more deals for detached homes than in the previous year. Sales of detached homes have been a significant contributing factor in order book growth.

Favourable trends were seen in advance sales of vacation homes towards the end of the year, and the order book for vacation homes ended the year on a higher level than in previous year.

In Russia & CIS, Honkarakenne continued to work on area development projects in Russia with a local dealer. In Russia, con-struction is increasingly focusing on area development projects in which several Honkarakenne houses are implemented in a single area.

Russia's economic situation, the price of oil, and exchange rate fluctuations were also reflected in the market for Honkarakenne products in Russia. Taking the market situation into account, Russian sales have weathered the financial crisis well due to our strong market position. Although sales in Russia have fallen, Russia's net sales for 2015 were at the same level as in 2013, before the crisis in Ukraine. Honkarakenne is keeping a close eye on developments in Russia.

In **Global Markets**, net sales were up on the previous year. The most significant factor contributing to this growth comprised successful project sales in Africa in particular.

Development work in a future growth area – China – continued. Honkarakenne has engaged widely in cooperation with the Chinese authorities to establish standards for log construction in China. The goal is to obtain an acceptance for Honkarakenne products sometime during the first half of 2016 – the company would then be the only accepted supplier of log buildings in China. Only accepted suppliers are allowed to participate in public sector projects. In September 2015, the Chinese government announced a programme in which China will be promoting wood construction for ecological reasons.

At the end of December, the Group's order book stood at MEUR 15.0, up 20 % on the corresponding period of the previous year, when it stood at MEUR 12.5. The order book refers to orders whose delivery date falls within the next 24 months. Some orders may include terms and conditions relating to financing or building permits.

#### Earnings and profitability

The operating loss in 2015 was MEUR -1.1 (MEUR -2.2) and the result before taxes MEUR -1.7 (MEUR -2.5). The operating loss without non-recurring items was MEUR -0.2 (MEUR -2.0). Non-recurring expenses totalling MEUR 0.8 were recognised for the 2015 financial year (MEUR 0.2).

Compared to the previous year the change in operating result without non-recurring items was negatively impacted by the decline of 6.4 million euros in net sales and positively impacted by the 3 million euros development programme implemented by the Group as well as benefits due to the modernization work at Karstula Mill carried out in previous years.

The Group's key figures are presented in Note 31.

#### Investments and financing

The financial position of the Group was satisfactory during the report period. The equity ratio stood at 37 % (37 %) and net financial liabilities at MEUR 6.5 (MEUR 8.2). MEUR 1.9 (MEUR 2.0) of the financial liabilities carries a 30 % equity ratio covenant term. Group liquid assets totalled MEUR 1.1 (MEUR 1.0). The Group also has a MEUR 7.8 (MEUR 8.0) bank overdraft facility, MEUR 2.5 of which had been drawn on at the end of the report period (MEUR 4.2). Gearing stood at 81 % (92 %).

The Group's capital expenditure on fixed assets totalled MEUR 0.1 (MEUR 0.9), while the Group's depreciations and amortisation totalled MEUR 2.0 (MEUR 2.2). The Alajärvi Mill property was transferred to non-current assets held for sale.

#### Products, research and development

R&D focused on the special characteristics of detached house sales. Honkarakenne introduced a corner solution for the urban environment that is a complete departure from the cross corners seen in traditional log houses. This will significantly increase Honka's sales opportunities.

In addition, the company's R&D continued to focus on the special features of the Chinese market in sales of Honkarakenne's log houses.

In the January–December period, the Group's R&D expenditure totalled MEUR 0.4 (MEUR 0.5), representing 0.9 % of net sales (1.0 %). The Group did not capitalise any development expenditure during the financial year.

#### Major operational risks

Russia is one of Honkarakenne's major business territories. The Ukrainian crisis, the trend in the price of oil and strong ex-change rate fluctuations currently cause instability in the Russian market. This might have major impacts on Honkarakenne's operations.

It is currently more difficult to acquire funding from financial markets. Some of the company's loans carry a 30 % equity ratio covenant term. At the end of the year the equity ratio stood at 37 % (37 %). If the company's sales do not develop as expected, it is possible that the terms of the covenant will be broken during the first half of the year. The company organizes measures programme to ensure the continuetity of its operations and has launched negotiations on new loan financing with banks and potential other financiers. The view of the board of directors and executives is that the company is able to organize its funding during the financial year 2016.

The assessment of amounts in the balance sheet is based on current assessment by the management. If these assessments are changed, this may result in changes to the Group's result.

Honkarakenne has one major dealer that generates a substantial share of the Group's net sales and earnings.

Deferred tax assets include MEUR 1.6 in tax losses carried forward. In Honkarakenne's opinion, these deferred tax assets can be utilised by using the company's estimated taxable income, which is based on Honkarakenne's business plans and budgets. If result does not progress as expected there is a possibility deferred tax assets cannot be utilised on time and impairment will be recognised.

More information on risks is provided in Note 28.

#### The environment

Ecology, longevity and energy efficiency are the key strengths of log house construction. Wood is a renewable resource and provides an ecological and sustainable choice of building material. A growing tree acts as a carbon sink, binding carbon dioxide from the atmosphere and locking it into the walls of a wooden house for hundreds of years to come. At the same time, new forests grow on solar energy, binding more carbon dioxide and slowing down climate change. Wood is a natural choice for responsible house builders and consumers who wish to be mindful of future generations.

At Honkarakenne, we build our environmental policy on sustainable, versatile forestry; careful use of all wood raw materials; saving energy; and recycling our waste and using recyclables. In our environmental policy, we are committed to the certification of Finnish forests (FFCS), and never procure wood from protected areas. Honkarakenne has PEFC certification, which indicates that the company employs a PEFC-approved mecha-nism for tracking the origin of timber.

New, ever more-stringent energy regulations call for new log products, which we continue to develop. Our manufacturing plants follow several procedures that respect nature, always striving to do what is best for the environment. Our investments in research and product development enable us to employ new, environmentally friendly production methods. ETA certification and the right to use the CE mark also ensure that Honkarakenne's operations always follow high quality and environmental standards.

We have put our environmental principles into practice in our effective production operations. We believe that careful and economical use of raw materials, saving energy, making use of by-products and recycling waste for further use all contribute to responsible environmental management. At Honkarakenne, we use our sawmilling by-products as packaging material, and label our recyclable, wooden packaging materials according to EU standard. We convert our log ends, second-grade timber and waste wood into wood chips and burn them for energy recovery. Our cutter chips are supplied for use as agricultural bedding, while spare log ends from the production process are used to make wood wool.

We sort and pre-process our plastic packaging films and plastic-based binding strips. We send all recyclable materials out for further processing. All other waste is sorted at the factory and sent for either recycling or storage. We have waste collection contracts with regional waste management companies.

The associated company Puulaakson Energia Oy produces all of the thermal energy required by the Karstula factory's drying plants. It also supplies thermal energy to the Karstula district heating system. By-products from the Karstula factory, such as bark, sawdust and dry chips, are used to fuel the power plant. Honkarakenne held a 26 per cent stake in the company at the end of the financial year.

#### Human resources

At the end of the financial year, the Group had 134 employees (148; 178) and the average number of employees during 2015 was 139 (161; 213). In terms of person-years, the Group had a total of 115 (146, 185) employees, a year-on-year decrease of 31.

At the end of the financial year, the parent company employed 127 (140; 166) people. On average, the company had 132 (151; 200) employees in 2015.

81 % of Honkarakenne Oyj's staff worked in the Karstula factory (82 %) and 20 % (18 %) at the head office in Tuusula. Salaried employees and work supervisors accounted for 52 % (51 %) of the parent company's personnel. The percentage of female employees at the parent company was 15 % (14 %). At the end of 2015, the percentage of parttime employees was 0.8 % (2.8 %). The share of temporary employees was 0.8 % (1.4 %).

The Group paid salaries and remunerations to a total of MEUR 6.1 for the financial year 2015. The sum was MEUR 6.8 in 2014 and MEUR 8.7 million in 2013.

During the last half of the year the Group conducted negotiations under the act on co-operation within undertakings and based on these negotiations the company decided on efficiency actions including temporary lay-offs of maximum 90 days for all employees in Finland until the end of May 2016.

#### Development of staff and competence

In competence development, Honkarakenne focused on job rotation, as it provides personnel with a better overall view of the company's operations and enables each employee to better understand the impact that their work has on the company's other operations. In addition the company built a new management system. The management system has ISO 9001 and ISO 14001 certifications.

#### Management and organisational changes

Honkarakenne streamlined its management during the third quarter. President and CEO Marko Saarelainen took greater re-sponsibility for customer work and is in charge for all sales areas.

Mika Koivisto, former Vice President of Business Area Finland and Peter Morinov, former Vice President of Business Area Russia and CIS, moved to Sales Manager positions inside the company but did not continue as members of the company's man-agement team. Pekka Elo, former Vice President of Business Area Global Markets, did not continue working with the company.

President and CEO Mikko Kilpeläinen was relieved of his duties at the end of March. The company's CFO Mikko Jaskari was the acting President and CEO until Marko Saarelainen was appointed as Honkarakenne's President and CEO at the end of the sec-ond quarter.

#### Group structure

Honkarakenne Group's parent company is Honkarakenne Oyj, and its registered office is in Tuusula. The other operating com-panies in the Group, as of 31 December 2015, were Honka Japan, Inc. (Japan), Honka Blockhaus GmbH (Germany) and Honkarakenne S.a.r.l. (France), and the associated company Puulaakson Energia Oy (25,9 % share). Puulaakson Energia concluded a directed share isuue to Karstulan Lämpöverkko Oy in December. After the share issue Honkarakenne's share of ownership in Puulaakson Energia is 25.9 % and the company is still reported as an associated company. Before the share issue the ownership was 41.1 %. Honka Management Oy, which is owned by the senior management of Honkarakenne Oyj, is included in the consolidated financial statements due to the terms and conditions of the shareholder agreement concluded between the two companies.

#### Management incentive scheme

In the second quarter of 2013, the Board of Directors decided on a long-term share-based incentive plan for members of the Executive Group. The performance period of the new plan began on 1 January 2013 and will end on 31 December 2016. The potential reward for the performance period is based on the cumulative earnings per share (EPS) for 2013 - 2016 and on the average return on capital employed (ROCE) for 2013 - 2016. Any rewards for the performance period 2013 - 2016 will be paid partly as B shares and partly in cash in 2017. The rewards to be paid on the basis of the performance period will correspond to a total maximum of about 340,000 B shares, including the amount to be paid in cash.

At the end of 2015, payouts from the share scheme were assessed as zero for the entire performance period 2013- 2016, and any amounts previously recognised for the scheme were cancelled. This resulted in a total cost reduction of EUR 33 thousand.

On 31 May 2010, the Board of Directors of Honkarakenne Oyj decided on an Executive Group incentive scheme with the aim of enabling significant long-term management shareholdings in the company. In connection with this scheme, a total of 286,250 Honkarakenne Oyj B shares were granted to Honka Management Oy in 2010-2011.

More information on the Executive Group incentive plan and management shareholdings is presented in Note 32. Information on the loan granted to Honka Management Oy, which is owned by the Executive Group, is provided in Note 30.

#### Number of shares

Honkarakenne has not acquired its own shares during the report period. At the end of the report period, the Group

# held 364,385 of its Honkarakenne B shares with a total purchase price of EUR 1,381,750.23. These shares represent 6.99 % of the company's all shares and 3.34 % of all votes. The purchase cost has been deducted from shareholders' equity in the con-solidated financial statements.

At the end of the financial year, the total number of Honkara-kenne Oyj shares amounted to 5,211,419, of which 300,096 were Series A shares and 4,911,323 Series B shares. Each B share carries one (1) vote and each A share carries twenty (20) votes. Hence, Honkarakenne's shares in aggregate carry a total of 10,913,243 votes. Profit will be distributed in such a way that first EUR 0.20 will be paid on each B share, followed by EUR 0.20 on each A share, and any remaining profits will be distributed equally on all shares. The company's share capital is EUR 9,897,936.00.

If a series A share is transferred to a non-shareholder otherwise than by inheritance, testament or matrimonial right, the Board of Directors must be informed of the transfer in writing. The Board has the right to redeem the series A shares within 30 days of receiving said notification at the book value of the share in the previous financial statements by using the reserve fund or other assets exceeding the share capital. If the A shares are not redeemed for the company, the Board of Directors must inform the other series A shareholders of this without delay. Series A shareholders have the right of redemption with the same terms as described above within another 30 days. If more than one shareholder wishes to exercise his/her right of redemption, the redeemable series A shares shall be split among them in proportion to their prior holdings of series A shares in the company. If this is not possible, lots will be drawn. Series B shares are not subject to redemption rights and there are no restrictions on their transfer.

Information on share classes and amounts is presented in Notes 21 and 32. For information on shareholders, the break-down of ownership and the shareholder agreement, see Note 32.

#### Authorisations of the Board

On 17 April 2015, the AGM decided that the Board of Directors will be authorised to acquire a maximum of 400,000 of the company's own B shares with assets included in the company's unrestricted equity. In addition, the AGM authorised the Board to decide on a rights issue or bonus issue and on granting special rights to shares referred to in Section 1 of Chapter 10 of the Limited Liability Companies Act in one or more instalments. By virtue of the authorisation, the Board may issue a maximum total of 1,500,000 new shares and/or relinquish old B shares held by the company, including those shares that can be issued by virtue of special rights. Both authorisations will remain in force until the next Annual General Meeting, however expiring at the latest on June 30, 2016.

#### Corporate governance

Honkarakenne Oyj abides by the Finnish Limited Liabilities Companies Act and the Finnish Corporate Governance Code of 1 October 2010 set by the Finnish Securities Market Association. The Group's Corporate Governance Statement for the period from 1 January to 31 December 2015 will be provided as a separate document, independently of the Board of Directors' Report, and may be found after the official financial statements on pages 66.

Up until the General Meeting on 17 April 2015, Honkarakenne Oyj's Board of Directors for the 2015 financial year consisted of: Arto Tiitinen, Chairman, Mauri Saarelainen, Debuty Chairman, Hannu Krook, Teijo Pankko, Anita Saarelainen.

As of the close of the Annual General Meeting of 17 April 2015, the Board has consisted of: Arto Tiitinen, Chairman, Mauri Saarelainen, Debuty Chairman, Hannu Krook, Kati Rauhaniemi, Anita Saarelainen and Jukka Saarelainen

The auditor has been the firm of authorised public accountants PricewaterhouseCoopers Oy, with APA Maria Grönroos as the principal auditor.

#### Future outlook

Honkarakenne expects net sales for 2016 to remain at the same level as in the previous year. Due to the development measures, the result before non-recurring items and taxes is expected to improve.

#### Events after the review period

No significant events.

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

The parent company has no distributable funds and no funds can be allocated as profits. The parent company posted a MEUR -1.6 loss for the financial year.

The Board of Directors proposes to the Annual General Meeting that no dividend be paid for the financial year ended 31 De-cember 2015.

Tuusula, 10 February 2016

#### **BOARD OF DIRECTORS**

This report contains forward-looking statements, which are based on information and assumptions held by the Management at the time of writing and on decisions and plans made by the Management at that time. While the Management believes that these forecasts are well grounded, it cannot pro-vide any absolute guarantee that the assumptions in question will be realised.

## HONKARAKENNE GROUP FINANCIAL STATEMENTS (IFRS) CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

EUR thousand	Note	1.131.12.2015	1.131.12.2014
Net sales	1 0	39 110	45 511
Other operating income	1, 2 3	39 110	<b>45 511</b> 509
Change in inventories of finished and unfinished goods	5	-632	-2 115
Production for own use		-052	-2 113
Materials and services		-24 768	-29 178
Employee benefit expenses	4	-7 522	-8 323
Depreciation and amortisation	6	-2 047	-2 197
Impairment	6	-280	-2 107
Other operating expenses	7	-5 255	-6 385
Operating profit / loss	,	-1 077	-2 169
Financial income	8	174	122
Financial expenses	8	-755	-459
Share of result of associated companies	Ũ	-65	-17
Profit / loss before taxes		-1 723	-2 523
Income taxes	9	628	581
Profit / loss for the year	0	-1 095	-1 942
Other comprehensive income:			
Translation differences		189	-18
Total comprehensive income for the year		-906	-1 960
Comprehensive income attributable to:			
Equity holders of the parent		-906	-1 954
Non-controlling interest		0	-7
		-906	-1 960
Earnings/share (EPS) calculated on the profit attributable to equity holders of			
the parent:	10		
Basic, EUR		-0,23	-0,40
Diluted, EUR		-0,23	-0,40

Honkarakenne Oyj has two series of shares: A shares and B shares, which have different right to dividend. Profit distribution of 0.20 EUR per share will be paid first for B shares, then 0.20 EUR per share for A shares, followed by equal distribution of remaining profit distribution between all shares.

## CONSOLIDATED BALANCE SHEET

#### EUR thousand

Assets	Note	31.12.2015	31.12.2014
Non-current assets			
Property, plant and equipment	11	11 385	14 505
Goodwill	12	72	72
Other intangible assets	12	220	338
Investments in associated companies	13	191	256
Available-for-sale financial assets	14	42	43
Receivables	15	195	183
Deferred tax assets	16	2 743	2 103
		14 849	17 501
Current assets			
Inventories	17	4 246	4 880
Trade and other receivables	18	3 769	4 549
Cash and cash equivalents	19	1 118	977
		9 134	10 406
Non-current assets held for sale	20	950	
Total assets		24 932	27 907

#### EUR thousand

Equity and liabilities	Note	31.12.2015	31.12.2014
Equity attributable to the equity holders of			
the parent company			
Share capital	21	9 898	9 898
Share premium account	21	520	520
Fund for invested unrestricted equity	21	6 534	6 534
Own shares	21	-1 382	-1 382
Translation differences	21	-27	-215
Retained earnings		-7 757	-6 639
		7 786	8 716
Non-controlling interests		204	204
Total equity		7 990	8 920
Non-current liabilities			
Deferred tax liabilities	16	34	30
Provisions	24	240	293
Financial liabilities	23	4 528	7 373
Other liabilities		97	109
		4 898	7 805
Current liabilities			
Trade and other payables	25	8 463	8 684
Current tax liabilities	25	56	46
Provisions	24	343	629
Current financial liabilities	23	3 096	1 821
		11 957	11 181
Liabilities of non-current assets held for			
sale	11, 20	86	
Total liabilities		16 942	18 986
Total equity and liabilities		24 932	27 907

## CONSOLIDATED STATEMENT OF CASH FLOWS

EUR thousand	Note	1.131.12.2015	1.131.12.2014
Cash flows from operating activities			
Profit / loss for the year		-1 095	-1 942
Adjustments for:			
Non-cash items	26	2 053	1 768
Financial income and expenses	8	581	337
Other adjustments		-5	-8
Taxes	9	-628	-581
Working capital changes:			
Change in trade and other receivables		795	719
Change in inventories		634	2 255
Change in trade payables and other			
liabilities		-83	-2 897
Interest paid		-332	-287
Interest received		30	16
Other financial expenses		-249	-168
Other financial income		129	101
Income taxes paid		-3	-74
Net cash flows from operating activities		1 826	-761
Cash flows from investing activities			
Purchase of property, plant and equipment		-103	-1 412
Purchase of intangible assets		-2	-126
Proceeds from sale of property, plant and			
equipment		16	195
Net cash used in investing activities		-89	-1 343

EUR thousand	Note	1.131.12.2015	1.131.12.2014
Cash flows from financing activities			
Proceeds from share issue		0	90
Proceeds from non-current borrowings		185	3 000
Repayment of non-current borrowings		-1 710	-3 145
Payment of finance lease liabilities		-71	-99
Net cash used in financing activities		-1 596	-154
Net change in cash and cash equiva-			
lents		141	-2 258
Cash and cash equivalents at the beginning of the year Cash and cash equivalents at the	19	977	3 235
close of the year	19	1 118	977

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY, 31 DEC 2015

		Equ	lity attributa	ble to the equity l	nolders of	the parent com	ipany			
			Share	Fund for in-					Non-	
	Note	Share	premium	vested unre-		Translation	Retained	<b>-</b>	controlling	<b>-</b>
EUR thousand		capital	account	stricted equity	shares	differences	earnings	Total	interests	Total equity
Total equity 1 Jan 2014		9 898	520	6 444	-1 382	-197	-4 710	10 573	211	10 784
Comprehensive income										
Profit / loss for the year							-1 936	-1 936	-7	-1 942
Other comprehensive income										
Translation differences						-18		-18		-18
Total comprehensive income for										
the year		0	0	0	0	-18	-1 936	-1 954	-7	-1 960
Transactions with the equity										
holders of the parent company										
Directed share issue	21			90				90		90
Management incentive plan	22						7	7		7
Transactions with the equity										
holders of the parent company		0	0	90	0	0	7	97	0	97
Total equity 31 Dec 2014		9 898	520	6 534	-1 382	-215	-6 638	8 7 1 6	204	8 920
Total equity 1 Jan 2015		9 898	520	6 534	-1 382	-215	-6 638	8 716	204	8 920
Comprehensive income										
Profit / loss for the year							-1 095	-1 095		-1 095
Other comprehensive income										
Translation differences						189		189		189
Total comprehensive income for										
the year		0	0	0	0	189	-1 095	-906	0	-906
Transactions with the equity										
holders of the parent company										
Management incentive plan	22						-23	-23		-23
Transactions with the equity										
holders of the parent company		0	0	0	0	0	-23	-23	0	-23
Total equity 31 Dec 2015		9 898	520	6 534	-1 382	-27	-7 757	7 786	204	7 990

Equity attributable to the equity holders of the parent company

#### ACCOUNTING POLICIES USED IN THE CONSOLIDATED FINANCIAL STATEMENTS

#### Basic information on the Group

Honkarakenne Oyj is a public limited liability company founded in accordance with Finnish laws and domiciled in Tuusula. The address of its registered office is PO Box 31 (Lahdentie 870), FI-04401 Järvenpää, Finland. The company manufactures and sells log houses in Finland and abroad.

A copy of the consolidated financial statements is available on the company website at www.honka.com or from Honkara-kenne Oyj's head office at the above address. These consolidated financial statements were authorised for issue by the Board of Directors of Honkarakenne Oyj on 10 February 2016. According to the Finnish Companies Act, shareholders are entitled to approve or reject the financial statements at the Annual General Meeting held after their publication. The Annual General Meeting may also decide on amendments to the financial statements.

#### **Basis of preparation**

These Honkarakenne consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) and in conformance with IAS and IFRS standards and SIC and IFRIC interpretations valid on 31 December 2015. IFRSs, referred to in the Finnish Accounting Act and in ordinances issued based on the provisions of this Act, refer to the standards and their interpretations adopted in accordance with the procedure laid down in regulation (EC) No. 1606/2002 of the EU. The notes to the consolidated financial statements are also in compliance with Finnish accounting principles and corporate legislation.

Comparison year information of non-current loans has been adjusted to correspond with information on 2015.

The figures in the consolidated financial statements are based on original acquisition costs unless otherwise stated, and are presented in thousand euros.

Preparation of financial statements requires making forward-looking estimates and assumptions that may or may not occur in the future. Discretion is also required in applying the accounting principles of the consolidated financial statements.

#### Principles of consolidation

The consolidated financial statements include the parent company Honkarakenne Oyj and all its subsidiaries where over 50% of the subsidiary's voting rights are controlled directly or indirectly by the parent company, or the parent company is otherwise in control of the company.

The company established for the incentive plan of the members of the Executive Group, Honka Management Oy, is pre-sented in the consolidated financial statements. Based on the shareholder agreement, the parent com-pany is in control of Honka Management Oy, and the latter is thus included in the consolidated financial statements. Parent company shares owned by Honka Management Oy are eliminated from consolidated equity. This elimination is disclosed under own shares. The investments of the owners of Honka Management Oy in the company are presented in the consoli-dated balance sheet as non-controlling interest.

Mutual ownership has been eliminated according to the acquisition method. Acquired subsidiaries are included in the consolidated financial statements from the date when the Group has obtained control, and divested subsidiaries up to the date when control ceases. All intercompany transactions, receivables, liabilities and unrealised profits, as well as distribution of profits within the Group, are eliminated. Unrealised losses are not eliminated if they result from impairment.

Associated companies in which Honkarakenne holds between 20% and 50% of voting rights and exercises significant influence, but no control, are included in the consolidated financial statements using the equity method. When Honkara-kenne's share of losses exceeds the carrying amount of an associate, the carrying amount is reduced to nil and recognition of further losses is discontinued except to the extent that the Group has incurred obligations in respect of the associate.

#### Use of estimates

Preparation of the consolidated financial statements in accordance with IFRS requires management to make estimates and assumptions. Discretion is also required in applying the accounting principles of the consolidated financial statements. Even though the estimates and assumptions made represent management's best knowledge at the time, the actual results can differ from these estimates and assumptions. Management has considered the following areas of the financial statements to be the most critical, because the principles involved in preparing them require the most estimations and assumptions:

- determining the useful life and total depreciation/amortisation periods for non-current intangible and tangible assets;
- recoverable amounts for intangible and tangible non-current assets (Notes 11-12);
- probability of future taxable profits against which tax deductible temporary differences can be utilised;
- net realisable value of inventories (Note 17),
- measurement of trade receivables (Note 18),
- amount of provisions (Note 24);
- presentation of contingent assets and liabilities.

#### Foreign currency translation

Figures on the financial performance and standing of Group companies are presented in the currency of each company's primary operating environment ("functional currency"). The consolidated financial statements are presented in euros, which is the parent company's functional and presentation currency.

Foreign currency transactions are translated into the functional currency at the exchange rates valid on the date of transaction. Monetary assets and liabilities are translated into euro amounts at the exchange rate valid on the balance sheet date. Gains and losses from foreign currency transactions and from the translation of monetary items have been recognised in the statement of comprehensive income. Exchange rate gains and losses are presented in financial income and expenses in the statement of comprehensive income.

The statements of comprehensive income of Group companies that do not use the euro as their functional currency have been translated into euros using the average exchange rate for the financial year, while their balance sheets have been trans-lated using the exchange rate for the balance sheet date. The result for the financial year is translated with different ex-change rates in the statement of comprehensive income and the balance sheet, resulting in translation differences that are recognised in shareholders' equity in the balance sheet. Changes in translation differences are disclosed in other com-prehensive income.

Translation differences from the elimination of the acquisition cost of subsidiaries that do not use the euro as their func-tional currency as well as from the translation of equity items accumulated after acquisition are recognised in the statement of comprehensive income. When such a subsidiary is divested, accumulated translation differences are recognised in the statement of comprehensive income as part of the gain or loss on sale.

#### Net sales and entry principles

Net sales comprise the fair value of income from the sale of products and services, less indirect taxes on sales and cash discounts as adjustment items.

#### Sold goods and services

The Group sells and manufactures log house packages, and also sells the process wastes from the production process for recycling. Income from sale of products is recognised when the material risks, benefits and control associated with the ownership of the goods have been transferred to the buyer. As a rule, this occurs when the products are handed over in accordance with the terms of the agreement. The Group provides erection and design services. Income from services is recognised when the service has been rendered and it is probable that the service rendered will result in economic benefits.

#### Long-term projects

Projects in which the Group sells both house packages and erection services, and the duration of the project is over one year, are treated as long-term projects. Honkarakenne Group's income from long-term projects is recognised on the basis of the percentage of completion when the final result of a long-term project can be reliably measured. The stage of completion of such projects is determined on the basis of proportion of costs incurred for work performed to date, compared to the total estimated costs, i.e. the cost-tocost method.

Net sales are itemised in Note 2.

#### Other operating income and expenses

Other operating income includes gains from disposal of assets and regular income not generated from primary activities, such as rental income and government grants not appropriated for the acquisition of intangible assets or property, paint and equipment.

#### **Employee benefits**

#### Pensions

Honkarakenne Group's pension plans are classified as defined contribution plans. Payments made into defined contribution pension plans are expensed in the statement of comprehensive income in the period to which they apply.

#### **Operating profit**

Operating profit is the net sum calculated from net sales and other operating income, deducting or adding the change in inventories of finished goods and work in progress, adding production for own use, deducting materials and services, employee benefit expenses, depreciation and impairment as well as other operating expenses.

#### Income taxes and deferred taxes

Accrual-based taxes that are based on the taxable income calculated in accordance with the local tax legislation and present tax rate in force for each Group company, tax adjustments for prior years and changes in deferred taxes are recognised as income taxes in the consolidated statement of comprehensive income.

Deferred tax assets and liabilities are recognised using the liability method for all temporary differences between the taxable values of assets and liabilities and their carrying amounts. Deferred tax is recorded using the tax rates valid at the balance sheet date.

Principal temporary differences arise from fixed assets and tax losses carried forward. Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the asset can be utilised. Deferred tax is not recognised on goodwill, which is non-tax-deductible.

#### Intangible assets

#### Goodwill

Goodwill is measured as the excess of the cost of an acquisition over the acquirer's share of the net fair values of the acquired company's identifiable assets, liabilities and contin-gent liabilities at the date of acquisition.

Goodwill is recognised at original cost. Goodwill is not amortised, but tested annually for any impairment. To this end, goodwill is allocated to cash-generating units. Goodwill is measured at original acquisition cost less any impairment after the acquisition. Note 12.

#### Research and development expenses

Research expenses are recognised in the statement of comprehensive income in the year in which they have been incurred. Expenditure on development activities related to new products and processes has not been capitalised because the income they are expected to generate in the future is not certain until the products enter the market.

#### Other intangible assets

Patents, trademarks, licences and other intangible assets with a limited useful life are recognised in the consolidated balance sheet and amortised on a straight-line basis over their expected useful lives. Intangible assets with an indefinite useful life are not subject to depreciation, but are tested for any impairment annually or more often as required. The Group does not currently possess any intangible assets with an unlimited useful life.

Intangible assets are amortised from the date they are ready for utilisation. The amortisation period is determined by the estimated useful life of the asset. An asset that is not ready for utilisation is tested for any impairment annually or more often as required.

Periods of amortisation used for intangible assets:

Software 3-5 years Other intangible rights 5-10 years

The acquisition cost of intangible assets consists of the purchase price, including any directly attributable costs of preparing the assets for their intended use.

Capital gains or losses resulting from the divestment of intangible assets are entered as other operating income or expenses.

Subsequent expenditure on other intangible assets is capitalised only when it increases the company's future economic benefit from the assets in question over what has originally been estimated. All other expenditure is recognised when it is incurred.

#### Property, plant and equipment

Property, plant and equipment consist mainly of land, buildings, machinery, tools and equipment. They are valued in the balance sheet at original acquisition cost less accumulated depreciation and any impairment losses. The acquisition cost of self-constructed assets includes materials, direct labour and the other direct costs of completing the asset for its intended purpose. When an asset includes several components with different useful lives, the components are accounted for as separate items. Expenditure incurred to replace a separately-recognised component in a tangible asset is capitalised. Other subsequent expenditure is capitalised only if it will generate future economic benefits to the company from the asset. All other expenditure, such as normal maintenance and repairs, is recognised as an expense through profit or loss when it is incurred.

Depreciation is recognised on a straight-line basis over the expected useful lives of property, plant and equipment. Land is not depreciated.

The estimated useful lives of property, plant and equipment are (years):

Buildings and structures	20 - 30
Machinery and equipment	3 - 12
Other tangible assets	3 - 10

Gains or losses arising from the sale or disposal of tangible assets are recognised in the statement of comprehensive income under other operating income or expenses.

#### Government grants

Government grants received as compensation for incurred expenses are recognised through profit or loss in the period during which the right to the grant arises. Such grants are disclosed in other operating income. A government grants for the acquisition of intangible assets or property, plant and equipment is recognised as a deduction to the carrying amounts of assets when there is reasonable certainty that the group meets the terms and conditions of the grant and will receive it. Such grants are recognised as smaller depreciations over the service life of the asset item.

#### Impairment

The carrying amounts of assets are tested at each balance sheet date to determine whether there is any indication of impairment. If such indication exists, the asset's recoverable amount is estimated. An impairment loss is recognised whenever the carrying amount of an asset or cashgenerating unit exceeds its recoverable amount. Impairment losses are expensed through profit or loss. An impairment loss on a cash-generating unit is allocated first as a reduction to the carrying value of goodwill allocated to the cash-generating unit and thereafter as a reduction to the carrying amounts of other assets in the unit on a pro rata basis.

For intangible and tangible assets, the recoverable amount is the higher of their fair value less costs of selling and their value in use. When assessing value in use, estimated future cash flows are discounted to their present value based on the average cost of capital rate (pre-tax) of the cash-generating unit, adjusted for risks specified for the assets.

With respect to tangible assets and other intangible assets excluding goodwill, impairment losses are reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is not, however, reversed beyond what the carrying amount of the asset would have been (less depreciation and amortisation) if no impairment loss had been recognised in previous years. An impairment loss on goodwill is never reversed.

More information on impairment testing is provided in Note 12.

In calculating the recoverable amount of financial instruments, such as available-for-sale assets or receivables, the estimated future cash flows are discounted to their present value based on the original effective interest rate. Current receivables are not discounted. An impairment loss on trade receivables is recognised when there is objective evidence that the Group will be unable to collect the receivable in full. Default of payments and/or payment delays are indications of impairment on trade receivables. Impairment losses on trade receivables that are over 90 days overdue are recognised on a case-by-case basis. An impairment loss is reversed if a later realised addition to the recoverable amount can be reliably attributed to an event that takes place after the impairment loss was recognised.

#### Leases

In accordance with the criteria set out in the IAS 17 Leases standard, lease contracts under the terms of which the Group substantially assumes all the risks and rewards of ownership are classified as finance leases. Assets obtained under finance leases, less accumulated depreciation, are recognised under tangible assets and the associated obligations are recognised in interest-bearing liabilities. Lease payments under finance leases are divided into financial expense and a reduction of a liability. Rents paid or received under other lease agreements are recognised through profit or loss in equal instalments over the period of the lease.

Assets financed with leasing contracts defined as finance leases under IAS 17 are recognised in the balance sheet and are measured at an amount equal to the lower of their fair value at the inception of the lease and the present value of the minimum lease payments. Assets financed with finance leases are depreciated on the basis of their economic life and any impairment losses are recognised. The assets are depreciated according to the schedule specified for tangible assets, however not exceeding the lease period.

#### Inventories

Inventories are valued at the lower of acquisition cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and estimated necessary selling expenses.

The value of inventories is determined using the first-in, first-out (FIFO) principle and includes all direct expenses incurred in acquiring the inventories and other indirect attributable expenses. The cost for finished goods and work in progress represents the purchase price of materials, direct labour, other direct costs and related production overheads excluding selling and financial costs. An allowance is established for obsolete items.

#### Financial assets and liabilities

The Group's financial assets are classified into the following groups: financial assets at fair value through profit or loss, loans and other receivables, and available-for-sale financial assets.

The classification is carried out based on the purpose for which each financial asset was acquired and is done in conjunction with the original acquisition. Transaction expenses are included in the original carrying amount of financial assets in the case of an item that is not measured at fair value through profit or loss. All purchases and sales of financial assets are recognised on the transaction date. Financial assets are derecognised if the Group loses the contractual right to cash flows or if it transfers substantial risks and income outside the Group.

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

Financial assets held for sale have mainly been acquired to gain profit from short-term changes in market prices. Assets held for sale as well as financial assets expiring within 12 months are presented in current assets. The items in this group are measured at fair value using quoted market prices in an active market, i.e. the purchase rates at the balance sheet date. Any realised and unrealised gains or losses from changes in fair value are recognised in the statement of comprehensive income for the period in which they occur.

Currency derivatives are used to hedge foreign currency cash flows from sales. They do not meet the requirements of hedge accounting defined in IAS 39. Hedge accounting is not applied to them, but the related changes in fair value are recognised through profit or loss.

Interest rate swaps are recognised in the financial items of the statement of comprehensive income on the expiry dates of the loans, and are measured at market value.

#### Fair value hierarchy levels

In fair value hierarchy level 1, values are based on the prices of fully equivalent assets or the quoted prices of debt in active markets.

In fair value hierarchy level 2, values are largely based on input data other than the quoted prices included in hierarchy level 1.

In fair value hierarchy level 3, fair values are based on input data that are not derived from verifiable market information, but largely from management estimates and generally accepted valuation models for the use of such estimates.

Currency derivatives and interest rate swaps are classified at level 2 in the fair value hierarchy.

#### Loans and other receivables

Loans and other receivables are non-derivative assets with fixed or determinable payments that are not quoted in an active market and not held for sale. This group of assets includes the Group's financial assets resulting from the delivery of cash, goods or services to a debtor. They are carried at amortised cost and are presented as current or non-current financial assets depending on their nature; assets expiring after 12 months are presented in noncurrent assets.

This class also includes trade receivables. Trade receivables due within a year are recognised at their original value, while trade receivables falling due after over a year are discounted to their present value. An impairment loss on trade receivables is recognised when there is objective evidence that the Group will be unable to collect the receivable in full. Default of payments or payment delays are indications of impairment on trade receivables. Impairments are recognised in the statement of comprehensive income as an expense.

#### Available-for-sale financial assets

Available-for-sale financial assets are non-derivative financial assets that are specifically categorised in this group or that have not been categorised in any other group. They are presented as non-current financial assets except when they are expected to be sold within 12 months of the balance sheet date, in which case they are presented in current assets. Available-for-sale financial assets may include shares and interest-bearing investments, and are measured at fair value.

Changes in the fair value of available-for-sale financial assets are presented as other comprehensive income in fair value reserves under equity, taking the tax effect into consideration. Fair value changes are transferred from equity to the statement of comprehensive income when an investment is sold or its value has been impaired, so that a related impairment loss must be recognised. There are no transactions in the fair value reserve. Capital gains and losses on the disposal of available-for-sale financial assets whose fair

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value has not been changed are disclosed in financial items in the consolidated statement of comprehensive income.

#### Cash and cash equivalents and other financial assets

Cash and cash equivalents comprise cash on hand, demand deposits and other short-term highly liquid investments that have a low risk of changing in value and which can be easily converted to a known amount of cash. Items in cash and cash equivalents have a maximum maturity of three months from the date of acquisition. Credit accounts connected to the Group accounts are offset, as the Group has a legal contractual right of set-off to make payment or otherwise eliminate the amount owed to creditors either in whole or in part.

#### **Financial liabilities**

Financial liabilities are initially recognised at fair value based on the consideration received. Financial liabilities are included in current and non-current liabilities, and they are mainly interest-bearing.

#### Provisions

Provisions are recognised when the Group has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate of the amount of the obligation can be made. Provisions arise from guarantees, onerous contracts, litigation, environmental or tax risks or restructuring plans.

Warranty provisions are recognised when a product under warranty is sold. The amount of the warranty provision is set on the basis of experience of actual warranty costs. A provision is recognised for an onerous contract when the expenditure required to fulfil the obligations exceeds the benefits that may be derived from it. Obligations arising from restructuring plans are recognised when detailed and formal plans have been established and the parties involved in the restructuring have been informed, thus giving a valid expectation that such plans will be carried out. The recognised provision is the best estimate of costs required for the fulfilment of the existing obligation on the balance sheet date.

#### Equity, dividends and own shares

Dividends proposed by the Board of Directors are recorded in retained earnings in the consolidated balance sheet for the financial period during which the Annual General Meeting approves them.

When Honkarakenne Oyj's own shares are repurchased, the amount of the consideration paid, including directly attributable costs, is recognised as a deduction in equity.

#### Earnings per share

Earnings per share (EPS) are calculated by dividing the profit or loss for the period attributable to equity holders of the parent company by the weighted average number of outstanding shares. Treasury shares are not included in the number of outstanding shares. Diluted earnings per share (EPS) are calculated by dividing the profit or loss for the period attributable to equity holders of the parent company by the weighted average number of outstanding shares, taking into account the number of shares potentially acquired through the conversion of options.

#### Non-current assets held for sale and discontinued operations

#### Non-current assets held for sale

The Group classifies non-current assets (or disposal group) as held for sale if the sum corresponding to their carrying amount is to be accrued mainly from the sale of the assets instead of continuous operation. For an asset (or disposal group) to be classified as held for sale, the asset must be available for immediate sale in its present condition under conventional terms, the management must be committed to a plan to sell the asset, the asset must be actively marketed for sale, and the sale must be highly probable within one year of the date of classification.

Non-current assets held for sale and assets related to discontinued operations that are classified as held for sale are measured at the lower of carrying amount and fair value less selling costs. Once classified as held for sale, these assets are no longer depreciated.

The Group has classified Alajärvi Mill property as noncurrent assets held for sale.

#### **Discontinued** operations

A part of the Group is classified as discontinued operation based on discontinuetion of operations or after classification of being held for sale if it meets any of following requirement:

- 1. It is a significant separate business unit or a unit representing geographic area
- 2. It is a part of coordinatedbusiness plan concerning discontinuation of separate significant business unit or geografic operation area
- 3. It is a subsidiary acquired only for reselling purposes

Discontinued operations are presented separately in consolidated statement of comprehensive income. Assets and items included in other comprehensive income and liabilities connected to assets held for sale connected to discontinued operations are presented separately in the balance sheet.

The Group did not have any assets classified as discontinued operations on the closing date.

## Adoption of new and amended IFRS standards and IFRIC interpretations

As from the beginning of 2015, Honkarakenne has applied the following amended standards that have come into effect. These had no significant impact on the consolidated financial statements for the financial year 2015.

Annual Improvements to IFRSs 2010-2012 cycles (effective on 1 July 2014): The improvements lead to amendments in the following standards:

- IFRS 2 Share-based Payment
- IFRS 3 Business Combinations
- IFRS 8 Operating Segments
- IFRS 13 Fair Value Measurement
- IAS 16 Property, Plant and Equipment and IAS 38 Intangible Assets
- IAS 24 Related Party Disclosures

The effects of these amendments vary according to the standards in question, but are not significant. These amendments are not expected to have a material impact on Honkarakenne's consolidated financial statements.

Annual Improvements to IFRSs 2011-2013 (effective on 1 July 2014): The improvements lead to amendments in the following standards:

- IFRS 3 Business Combinations
- IFRS 13 Fair Value Measurement
- IAS 40 Investment Property

The effects of these amendments vary according to the standards in question, but are not significant. These amendments are not expected to have a material impact on Honkarakenne's consolidated financial statements.

IFRIC 21, Levies (effective on 17 June 2014); This is an interpretation of IAS 37, 'Provisions, contingent liabilities and contingent assets.' IAS 37 sets out criteria for the recognition of a liability, one of which is the requirement for the entity to have a present obligation as a result of a past event (known as an obligating event). The interpretation addresses what the obligating event is that gives rise to the payment of a levy and when a liability should be recognised. This amendment is not expected to have a material impact on Honkarakenne's consolidated financial statements.

#### Forthcoming requirements of IFRS Standards, interpretations and amendments

IFRS 9 Financial Instruments and associated amendments to various other standards instruments (effective on 1 Janu-

ary 2018, not yet endorsed by EU): IFRS 9 replaces the multiple classification and measurement models in IAS 39 *Financial instruments: Recognition and* measurement with a single model that has initially only two classification categories: amortised cost and fair value.

Classification of debt assets will be driven by the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets. A debt instrument is measured at amortised cost if: a) the objective of the business model is to hold the financial asset for the collection of the contractual cash flows, and b) the contractual cash flows under the instrument solely represent payments of principal and interest.

All other debt and equity instruments, including investments in complex debt instruments and equity investments, must be recognised at fair value.

All fair value movements on financial assets are taken through the statement of profit or loss, except for equity investments that are not held for trading, which may be recorded in the statement of profit or loss or in reserves (without subsequent recycling to profit or loss).

For financial liabilities that are measured under the fair value option entities will need to recognise the part of the fair value change that is due to changes in the their own credit risk in other comprehensive income rather than profit or loss.

The new hedge accounting rules (released in December 2013) align hedge accounting more closely with common risk management practices. As a general rule, it will be easier to apply hedge accounting going forward. The new standard also introduces expanded disclosure requirements and changes in presentation.

In December 2014, the IASB made further changes to the classification and measurement rules and also introduced a new impairment model. With these amendments, IFRS 9 is now complete. The changes introduce:

- a third measurement category (FVOCI) for certain financial assets that are debt instruments
- a new expected credit loss (ECL) model which involves a three-stage approach whereby financial assets move through the three stages as their credit quality changes. The stage dictates how an entity measures impair-

ment losses and applies the effective interest rate method. A simplified approach is permitted for financial assets that do not have a significant financing component (e.g. trade receivables). On initial recognition, entities will record a day-1 loss equal to the 12 month ECL (or lifetime ECL for trade receivables), unless the assets are considered credit impaired.

#### All new rules must be adopted in their entirety.

The evaluation of effects of the IFRS 9 project is still in progress in the company, but the changes are estimated to have effect on impairment of sales receivables.

IFRS 15 Revenue from contracts with customers (effective on 1 January 2018, not yet endorsed by EU): The IASB has issued a new standard for the recognition of revenue. This will replace IAS 18 which covers contracts for goods and services and IAS 11 which covers construction contracts.

The new standard is based on the principle that revenue is recognised when control of a good or service transfers to a customer – so the notion of control replaces the existing notion of risks and rewards. A new five-step process must be applied before revenue can be recognised:

- identify contracts with customers
- identify the separate performance obligation
- determine the transaction price of the contract
- allocate the transaction price to each of the separate performance obligations, and
- recognise the revenue as each performance obligation is satisfied.

#### Key changes to current practice are:

- Any bundled goods or services that are distinct must be separately recognised, and any discounts or rebates on the contract price must generally be allocated to the separate elements.
- Revenue may be recognised earlier than under current standards if the consideration varies for any reasons (such as for incentives, rebates, performance fees, royal-ties, success of an outcome etc.) minimum amounts

must be recognised if they are not at significant risk of reversal.

- The point at which revenue is able to be recognised may shift: some revenue which is currently recognised at a point in time at the end of a contract may have to be recognised over the contract term and vice versa.
- There are new specific rules on licenses, warranties, non-refundable upfront fees and, consignment arrangements, to name a few.
- As with any new standard, there are also increased disclosures.

These accounting changes may have flow-on effects on the entity's business practices regarding systems, processes and controls, compensation and bonus plans, contracts, tax planning and investor communications. The evaluation of effects of implementation is still in progress in the company.

## NOTES TO THE HONKARAKENNE GROUP CONSOLIDATED FINANCIAL STATEMENTS CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (1-10)

#### 1. Segments

Honkarakenne has three geographical operating segments that have been combined into one segment for reporting purposes in accordance with IFRS 8.12. Geographically, sales are divided as follows: Finland & Baltics, Russia & CIS and Global Markets. Honkarakenne has combined geogphic sales areas as one reporting segment because of similarity of economic characteristics and sold products. Chief Executive Officer is the highest operative decision-maker of the company.

The internal management reporting is in line with the IFRS accounting principles and for this reason seperate reconciliations are not presented. Internal management reporting monitors the development of operations in terms of geographical business areas. This type of reporting facilitates the setting of targets and budget monitoring, and should thus be seen as a management tool, not as a financial accounting measurement method.

Geographically, the Group's sales are divided as follows: Finland & Baltics, Russia & CIS and Global Markets.

Finland & Baltics includes Finland, Latvia, Lithuania and Estonia. It also includes Process Waste Sales for Recycling.

Russia & CIS includes Russia, Azerbaijan, Kazakhstan, Ukraine and other CIS countries.

Global Markets includes all other business countries.

Net sales are reported by the location of the customer and assets by their location.

The external revenue of the Honkarakenne Group is generated by a wide customer base. In accordance with IFRS 8, revenue from significant individual customers amounted to EUR 12.0 million in 2015 and EUR 13.7 million in 2014.

#### Geographical distribution:

Distribution of net sales, %	2015	2014	
Finland & Baltics	42 %	48 %	
Russia & CIS	31 %	31 %	
Global Markets	28 %	20 %	
Total	100 %	100 %	
Net sales EUR thousand	2015	2014	% muutos
Finland & Baltics	16 247	21 961	-26 %
Russia & CIS	12 029	14 271	-16 %
Global Markets	10 834	9 279	17 %
Total	39 110	45 511	-14 %
Non-current assets EUR thousand	2015	2014	
Finland & Baltics	11 645	14 931	
Russia & CIS			
Global Markets	418	424	
Total	12 064	15 354	

Net sales generated in Finland in 2015 was EUR 16 247 thousand and in 2014 it was EUR 21 751 thousand.

Assets located in Finland in 2015 were EUR 11 645 thousand and in 2014 they were EUR 14 926 thousand.

2. Net sales EUR thousand	2015	2014
Sales of goods	36 720	42 673
Rendering of services	2 390	2 838
Total	39 110	45 511
On the balance sheet dates in 2015 and 2014, there were no in	ncomplete long-te	erm projects.
3. Other operating income EUR thousand	2015	2014
Rental income	88	55
Gain on disposal of property, plant and equipment	2	168
Received government grants	191	247
Sale of round timber	1	0
Other operating income	27	38
Total	309	509
4. Employee benefit expenses EUR thousand	2015	2014
Wages and salaries	6 113	6 760
Pension expenses, defined contribution plans	1 122	1 169
Other personnel expenses	287	393
Total	7 522	8 323
Personnel in person-years, average	2015	2014
Clerical and managerial employees	63	81
Workers	51	66
Total	113	146
Average number of personnel	2015	2014
Clerical and managerial employees	71	90
Workers	68	71
WORKERS	00	/ 1

#### 5. Research and development expenses EUR thousand

Expensed R&D expenditure totaled EUR 362 thousand in 2015 (EUR 476 thousand in 2014).

6. Depreciation, amortisation and impairment EUR thou- sand		
Depreciation and amortisation	2015	2014
Intangible assets		
Immaterial rights	118	245
Property, plant and equipment		
Buildings and structures	621	625
Machinery and equipment	1 182	1 173
Other tangible assets	126	149
Total	1 930	1 948
Impairment		
Land and water	64	
Buildings and structures	177	0
Machinery and equipment	31	4
Other tangible assets	7	
Total	280	4
Total depreciation, amortisation and impairment	2 327	2 197

In 2015, impairment losses amounted to EUR 280 thousand due to the measurement of property, plant and equipment at their recoverable amount, determined at fair value less costs to sell.

In 2014, impairment losses amounted to EUR 4 thousand due to the measurement of property, plant and equipment at their recoverable amount, determined at fair value less costs to sell.

7. Other operating expenses EUR thousand	2015	2014
Non-mandatory employee benefit expenses	189	157
Rents	713	581
Bad debt	100	37
Sales and marketing expenses	984	1 612
Professional services	767	930
Costs for premises	308	515
IT costs	768	730
Paid compensations for damages	70	22
Insuarance contributions	134	6
Other operating expenses	1 222	1 795
Total	5 255	6 385
Audit fees	2015	2014
- Audit	51	44
- Tax consulting	0	0
- Other services	52	27
Total	104	71
	104	/1
8. Financial income and expenses EUR thousand	2015	2014
Financial income		
Change in value of financial assets at fair value through		
profit or loss:		
Currency derivatives, not in hedge accounting		
Interest swap, not in hedge accounting	92	37
Other interest and financial income	33	17
Total	125	54
Financial expenses		
Interest expenses on financial liabilities at amortised cost	385	336
Change in valule of financial assets at fair value through profit	or loss	
Currency derivatives, not in hedge accounting	14	10
Other financial expenses	6	54
Total	405	400

Foreign exchange gains	141	106
Foreign exchange losses	-441	-96
Total	-300	10
Total financial income and expenses	-581	-337
All interest expenses are recognised as expenses in statement o	f comprehensive	income.
9. Income taxes EUR thousand	2015	2014
Current tax expense	509	457
Income taxes from previous years	41	104
Deferred taxes		
Origination and reversal of temporary differences	78	20
Total	628	581
Income tax reconciliation againts local tax rates EUR thousand		
Profit/loss before taxes	-1 723	-2 523
Tax calculated at parent company tax rate	345	505
Effect of different tax rates in the foreign subsidiaries	21	-34
Income not subject to tax	131	22
	-6	-18
Use of tax losses for which no deferred tax assets was recog-		134
Use of tax losses for which no deferred tax assets was recog- nised	85	
Use of tax losses for which no deferred tax assets was recog- nised Temporary differences for which no deferred tax assets was		11/
Use of tax losses for which no deferred tax assets was recog- nised Temporary differences for which no deferred tax assets was recognised	-7	-114
Use of tax losses for which no deferred tax assets was recog- nised Temporary differences for which no deferred tax assets was recognised Share of profit of associated companies deducted by income	-7	
Expenses not deductible for tax purposes Use of tax losses for which no deferred tax assets was recog- nised Temporary differences for which no deferred tax assets was recognised Share of profit of associated companies deducted by income taxes Income taxes from previous years	-7 13	3
Use of tax losses for which no deferred tax assets was recog- nised Temporary differences for which no deferred tax assets was recognised Share of profit of associated companies deducted by income	-7	-114 3 104 -20

In 2015 the tax rate for the parent company is 20 % (in 2014 it was 20%).

#### 10. Earnings per share EUR thousand

Basic earnings per share is calculated by diving the profit attributable to owners of the parent company by the weighted average number of outstanding shares.

	2015	2014
Profit / loss for the year	-1 095	-1 942
Attributable to non-controlling interest	0	-7
Attributable to equity holders of the parent	-1 095	-1 936
Basic average number of shares (1 000 pcs)	4 838	4 838
Diluted average number of shares (1 000 pcs)	4 838	4 840
Basic earnings per share (EPS), EUR	-0,23	-0,40
Diluted earnings per share (EPS), EUR	-0,23	-0,40

Honkarakenne Oyj has two series of shares: A shares and B shares, which have different right to dividend. Profit distribution of 0.20 EUR per share will be paid first for B shares, then 0.20 EUR per share for A shares, followed by equal distribution of remaining profit distribution between all shares.

## NOTES TO THE HONKARAKENNE GROUP CONSOLIDATED FINANCIAL STATEMENTS, ASSETS (11-20)

#### 11. Property, plant and equipment EUR thousand

					Advance payments	
		Buildings and	Machinery and	Other tangible as-	and work in pro-	
Property, plant and equipment 2015	Land and water	structures	equipment	sets	gress	Total
Cost Jan 1	1 253	23 476	38 200	2 931	0	65 861
Translation differences (+/-)		14	12			26
Increase			50		21	71
Transferred to non-current assets held for sale	-412	-5 877	-8 081	-488		-14 858
Disposals	-83	-15	-32			-130
Cost Dec 31	758	17 599	30 149	2 444	21	50 970
Accumulated depreciation Jan 1	-222	-16 041	-32 401	-2 693	0	-51 356
Translation differences (+/-)		-6	-7			-12
Transferred to non-current assets held for sale	303	5 121	8 026	458		13 908
Accumulated depreciation of disposals and reclassifi-						
cations	69	15				83
Depreciation for the year		-621	-1 182	-126		-1 930
Impairment	-64	-177	-31	-7		-279
Accumulated depreciation 31 Dec	86	-11 709	-25 595	-2 367	0	-39 586
Carrying amount 31 Dec 2015	844	5 890	4 554	76	21	11 385

In 2015, impairment losses of EUR 279 thousand were recognized under impairmet EUR 233 thousand of those is connected to Alajärvi Mill property. In 2015 Alajärvi Mill property was classified as non-current assets held for sale. The carrying amout of Alajärvi Mill property is EUR 949 thousand. The recoverable amount is measured at fair value less costs to sell and it is based on management's estimates.

Property, plant and equipment EUR thousand

roperty, plant and equipment for thousand		Buildings and	Machinery and	Other tangible as-	Advance payments and work in pro-	
Property, plant and equipment 2014	Land and water	structures	equipment	sets	gress	Total
Cost Jan 1	1 253	23 302	35 020	2 758	3 319	65 653
Translation differences (+/-)						
Increase		237	481	94		812
Disposals		-411	-192			-603
Reclassifications		349	2 891	79	-3 319	0
Cost Dec 31	1 253	23 476	38 200	2 931	0	65 861
Accumulated depreciation Jan 1	-222	-15 637	-31 399	-2 543	0	-49 800
Translation differences (+/-)		-180	1			-179
Accumulated depreciation of disposals and reclassifi-						
cations		401	174			575
Depreciation for the year		-625	-1 173	-149		-1 948
Impairment			-4			-4
Accumulated depreciation 31 Dec	-222	-16 041	-32 401	-2 693	0	-51 356
Carrying amount 31 Dec 2014	1 032	7 436	5 799	239	0	14 505

In 2014, impairment losses of EUR 4 thousand were recognised under Impairment for machinery and equipment. The recoverable amount is measured at fair value less costs to sell and it is based on management's estimates.

#### Finance lease agreements

Property, plant and equipment include assets acquired under finance lease agreements as follows:

	Machinery and equip- ment	
31 Dec 2015	mene	
Cost	180	
Accumulated depreciati-		
on	-103	
Carrying amount	77	
31 Dec <b>2014</b>		
Cost	263	
Accumulated depreciati-		
on	-141	
Carrying amount	121	

In 2015, increases in the cost of property, plant and equipment include EUR 26 thousand in assets acquired under finance lease agreements (EUR 90 thousand in 2014).

In 2015 decreases in the cost of property, plant and equipment include EUR 108 thousand in assets acquired under finance lease agreements (EUR 114 thousand in 2014).

#### 12. Intangible assets EUR thousand

12. Intaligiote assets con thousand			Other intangible	Advance payments	
Intangible assets 2015	Goodwill	Intangible rights	assets	for intangible assets	Total
Cost 1 Jan	72	5 056	2 148	49	7 325
Translation differences (+/-)					0
Increase		1			1
Disposals		-20			-20
Reclassifications		49		-49	0
Cost 31 Dec	72	5 087	2 148	0	7 306
Accumulated amortisation 1 Jan	0	-4 768	-2 148	0	-6 917
Accumulated amortisation of disposals		19			19
Amortisation for the year		-118			-118
Accumulated amortisation 31 Dec	0	-4 867	-2 148	0	-7 015
Carrying amount 31 Dec 2015	72	220	0	0	291

			Other intangible	Advance payments	
Intangible assets 2014	Goodwill	Intangible rights	assets	for intangible assets	Total
Cost 1 Jan	72	4 952	2 148	31	7 203
Translation differences (+/-)					0
Increase		107		18	125
Disposals		-4			-4
Reclassifications					0
Cost 31 Dec	72	5 056	2 148	49	7 325
Accumulated amortisation 1 Jan	0	-4 526	-2 148	0	-6 675
Accumulated amortisation of disposals		4			4
Amortisation for the year		-245			-245
Accumulated amortisation 31 Dec	0	-4 768	-2 148	0	-6 916
Carrying amount 31 Dec 2014	72	288	0	49	409

According to IAS 36, goodwill on consolidation is not amortised, but is instead tested annually for impairment. Goodwill is allocated to the 10% holding in Honka Blockhaus GmbH that Honkarakenne Oyj acquired in 2003. No goodwill impairment has been recognised in 2006-2015.

Goodwill impairment testing

EUR thousand	2015	2014
Honka Blockhaus	72	72

The estimated cash flows are based on strategies planned and approved by the management, covering a period of five years. The discount rate used in testing is 10.1%. Its sensitivity in relation to the calculationsis tested with different ranges. Calculation of the discounted cash flows requires forecasts and assumptions concerning factors such as market growth, prices and volume development.

Projection parameters applied	Honka Blockhaus 2015	Honka Blockhaus 2014	
Discount rate (pre tax WACC)	10.1 %	10.1 %	
Terminal growth Fixed operating expenses, average annual	2 %	2 %	
increase	2 %	2 %	
Sensitivity analysis *)	Honka Blockhaus 2015	Honka Blockhaus 2014	
Discount rate	1.0 %	12.0 %	
Terminal growth	-1.0 %	-9.0 %	

\*) Percentage point change in crucial projection parameters that makes the recoverable amount equal to the carrying amount. A single parameter has changed, the others remain unchanged.

13. Investments in associated companies EUR		
thousand	2015	2014
Cost 1 Jan	256	273
Share of result of associated companies	-65	-17
Cost 31 Dec	191	256
Associated companies	2015	2014
Puulaakson Energia Oy, Karstula		
Ownership (%)	25.9%	41.1 %
Assets	2 961	3 146
Liabilities	2 349	2 614
Net sales	1 038	1 105
Profit / loss	-170	-40
Pielishonka Oy, Lieksa		
Ownership (%)	39.3 %	39.3 %
Assets	94	91
Liabilities	2	2
Income	27	27
Profit / loss	3	-1
14. Available-for-sale financial assets EUR thousand		
Available-for-sale financial assets	2015	2014
Investment in unquoted shares	42	42
Available-for-sale financial assets	2015	2014
Cost 1 Jan	42	43
Disposals		-1
Carrying amount 31 Dec	42	42
Of which are non-current	42	42

The carrying amounts of available-for-sale financial assets correspond to the management's view of their fair value.

#### 15. Non-current receivables EUR thousand

Non-current receivables 2015	Non-current Ioan receiva- bles	Other non- current re- ceivables	Total
Cost 1 Jan	214	20	233
Translation differences (+/-)	13		13
Disposals	-2		-2
Cost 31 Dec	226	20	245
Kertyneet poistot 1.1.	-50		-50
Kertyneet poistot 31.12.	-50	0	-50
Carrying amount 31 Dec 2015	176	20	195

The carrying amount equals the management's view of the fair value and is the maximum amount of credit risk without accounting for the fair value of guarantees.

Non-current receivables 2014	Non-current Ioan receiva- bles	Other non- current re- ceivables	Total
Cost 1 Jan	265	20	284
Translation differences (+/-)	-2		-2
Disposals	-49		-49
Cost 31 Dec	214	20	233
Accumulated amortisation 1 Jan	-50		-50
Accumulated amortisation 31 Dec	-50	0	-50
Carrying amount 31 Dec 2014	164	20	183

The carrying amount equals the management's view of the fair value and is the maximum amount of credit risk without accounting for the fair value of guarantees.

#### 16. Deferred tax assets and liabilities EUR thousand

Deferred tax assets 2015

Total	2 103	637	3	2 743
Temporary differences	720	420	3	1 143
Tax losses carried forward	1 383	217		1 600
	1.1.2015	loss	differences	31.12.2015
		Recorded in profit or	Translation	

#### Deferred tax assets 2014

		Recorded in profit or	Translation	
	1.1.2014	loss	differences	31.12.2014
Tax losses carried forward	924	459		1 383
Temporary differences	557	163		720
Total	1 481	622	0	2 103

Management carefully reviewed the valuation of the deferred tax assets recognised for tax losses carried forward when preparing the financial statements. The recognised deferred tax assets are based on the management's view of future development.

Although the Honkarakenne Group has posted a loss in four consecutive years, the management believes that the company will turn a profit in the future. The estimate is based on the company's business plan. In particular, the view that the earnings trend will improve into the black is supported by the major efficiency measures carried out in 2012-2013, such as the closure of the Alajärvi production plant, expansion into new market areas.

In addition the fact that order book was at higher level on closing date corresponding previous year is considered as supporting evidence of future profits.

#### Expiring year of deferred tax assets

	2015	2014
Year 2019	541	541
Year 2021	2	2
Year 2023	194	194
Year 2024	496	366
Year 2025	110	
No expirity date	257	278
Total	1 600	1 383
Deferred tax assets are allocated in	2015	2014
Parent company	2 274	1 721
German subsidiary	276	298
Japanese subsidiary	192	84
Total	2 743	2 103

Temporary differences of EUR 387 thousand due to the closure of the Alajärvi plant have not been recognised in deferred tax assets (EUR 405 thousand in 2014).

Temporary differences of EUR 10 thousand due to efficiency measures implemented in 2013 have not been recognised in deferred tax assets (EUR 10 thousand in 2014).

A total of EUR 131 thousand in deferred tax assets remain unrecognised on Honka Management Oy's tax losses for 2012-2015.

#### Deferred tax liabilities 2015

Total	30	4	34
Temporary differences	26	3	29
Depreciation in excess of plan	4	1	5
	1.1.2015	loss	31.12.2015
		in profit or	
		Kecorded	

. .

#### Deferred tax liabilities 2014

		Recorded in profit or	
	1.1.2014	loss	31.12.2014
Depreciation in excess of plan	2	2	4
Temporary differences	68	-42	26
Total	70	-40	30

No deferred tax liabilities have been recognised for the undistributed profits of subsidiaries, because the investment is permanent.

17. Inventory EUR thousand	2015	2014
Unfinished goods	2 627	3 007
Finished goods	274	459
Other inventories	1 345	1 414
Total	4 246	4 880

During the reporting period, expenses of EUR 85 thousand were recognised, decreasing the carrying amount of inventories to equal their net realisable value (EUR 153 thousand in 2014).

Other inventories primarily comprise plots.

18. Trade and other current receivables EUR thousand	2015	2014
Loan and receivables		
Trade receivables	1 827	3 392
Receivables from associated companies	16	19
Loan receivables	30	14
Other receivables	1 001	568
Accrued income and prepayments		
Accrued income and prepayments	861	536
Tax receivable, income tax	33	20
Total	3 769	4 549

An impairment loss is recognised for trade receivables when there is objective evidence that the Group will not be able to collect the receivables in full. Default of payments and/or payment delays constitute indications of the impairment of trade receivables. Impairment losses for trade receivables that are overdue for more than 90 days are recognised on a case-by-case basis.

The carrying amount represents the management's view of fair value and the maximum amount of credit risk.

#### Trade receivables

by age	2015	Impairment	Netto	2014	Impairment	Netto
		recognised	2015		recognised	2015
Not due	921	2	918	1 509	9	1 500
Overdue less than						
30 days	204	1	202	629		629
Overdue 31 - 60						
days	36		36	207		207
Overdue 61 - 120						
days	100	2	98	316		316
Overdue 121 -						
180 days	93		93	247		247
Overdue 181 -						
365 days	171	1	171	168	5	163
Overdue more						
than 366 days	870	561	309	807	477	330
Total	2 395	567	1 827	3 883	491	3 391

Impairments of trade receivables have been recognised in Finland, Germany and Japan.

19. Cash and cash equivalents EUR thousand	2015	2014
Cash and cash equiva-		
lents	1 118	977
Total	1 118	977

20. Non-current assets held for sale

In 2015 Alajärvi Mill property was classified as non-current assets held for sale.

Alajärvi mill property classified as non-current assets held for sale included intangible rights, lan, several buildings and structures, machinery and equipment totalling EUR 950 thoudsand.

Transferred mill property was valued at fair value less costs to sell and it is based on management's estimates.

Intangible rights includes steering systems, land includes several plots, buildings and structures include manufacture buildings as well as office space and warehouses and machinery included in them permanently, machinery and equipment include manufacture machinery and equipment and other tangible assets include maintenance and fundamental improvment work such as asphalting and electricity work.

Breakdown of transferred property with plant stock is represented on table below:

		Previous depreciation, amortisation and impair-	Impairment linked to re- classification	Estimated fari value less
	Cost	ment		cost to sell
Intangible rights	20	- 19		1
Land and water	412	- 277	- 26	109
Buildings and structure	5 877	- 4 952	- 170	755
Machinery and equipment	8 081	- 7 995	- 31	55
Other tangible assets	488	- 452	- 7	29
Total	14 878	- 13 694	- 233	950

The management has commited to sell the mill property and has started sales actions. There has been negotiations with possible buyer and the property is expected to be sold during the first half of year 2016.

A provision of EUR 86 thousand due to Alajärvi mill maintenance costs has been recognized. The provision is based on management's estimates.

## NOTES TO THE CONSOLIDATED BALANCE SHEET, EQUITY AND LIABILITIES (21-27)

#### 21. Equity

	Number of A sha- res (1000)	Number of B sha- res (1000)	Total number of shares (1000)	Share capital	Share premium account	Fund for invested unrestricted equity	Total
31.12.2013	300	4 869	5 169	9 898	520	6 444	16 862
Directed share issue		42	42			90	90
31.12.2014	300	4 911	5 211	9 898	520	6 534	16 952
31.12.2015	300	4 911	5 211	9 898	520	6 534	16 952

Honkarakenne Oyj has two series of shares: A shares and B shares. There are minimum of 300,000 and maximum of 1,200,000 A shares and minimum of 2,700,000 and maximum of 10,800,000 B shares.

Each A share entitles to 20 votes and each B shares entitles one vote at the Annual General Meeting. Profit distribution of 0,20 EUR per share will be paid first for B shares, then 0,20 EUR per share for A shares, followed by equal distribution of remaining profit distribution between all shares.

The shares have no nominal value. All issued shares have been paid in full. The parent company had a total of 78 135 treasury B shares on 31 Dec 2015 (78 135 B shares on 31 Dec 2014). In 2014 a directed share issue was implemented and total of 42,451 new B shares were subscribed. The total subscription price of these new shares was 90,195.93 euros which is recorded in full in the invested non-restricted equity fund of the company.

After the balance sheet date, the Board of Directors proposed to the Annual General Meeting that no dividends be paid for the 2015 financial year. No dividends were paid for the 2014 financial year.

#### Share premium account

Share premium account under the old Limited Liability Coampanies Act (734/1978) and during or after the year 2003, monetary payments received for share subscriptions adjusted by any transaction expenses have been recognised in share capital and the share premium account in accordance with the terms and conditions of the scheme.

#### Fund for invested unrestricted equity

The fund for invested unrestricted equity includes all other equity investments and the subscription prices of shares when a separate decision has been made to not recognise them in share capital.

On the basis of the authorisation to issue shares granted to the Board of Directors of Honkarakenne Oyj at the Annual General Meeting of 5 April 2013, the Board decided, on 10 Jan 2014, to arrange a directed issue, based on which the company's employees were offered the opportunity to subcribe shares. The Board of Directors approved subscriptions for a total of 42,451 new Series B shares in the Directed Share Issue to Personnel. The total subscription price of the shares, EUR 90,195.93, is recorded in full in the invested non-restricted equity fund.

#### **Translation differences**

The translation difference fund includes the translation differences from the translation of the financial statements of foreign units.

#### 22. Share-based payment

Share-based incentive plans

#### Share-based incentive plan 2013-2016

In the second quarter of 2013, the Board of Directors of Honkarakenne Oyj decided on a new share-based incentive plan for key employees. The new long-term incentive plan seeks to align the objectives of the shareholders and the key employees in order to increase the value of the company and commit key employees to the company by offering them a competitive incentive plan based on the company's strategy and share performance.

The performance period of the share-based incentive plan began on 1 January 2013 and will end on 31 December 2016. The potential reward for the performance period is based on the cumulative earnings per share (EPS) for 2013-2016 and on the average return on capital employed (ROCE) for 2013-2016.

Any rewards for the performance period 2013-2016 will be paid partly as B shares and partly in cash in 2017. The cash component is intended to cover the key employee's taxes and tax-related costs arising from the reward. If a key employee's employment or service ends before the payment date of the reward, the reward is as a rule not paid.

The target group of the share-based incentive plan is the Executive Group. The rewards to be paid on the basis of the 2013-2016 performance period will correspond to a total maximum of about 340 000 B shares, including the amount to be paid in cash.

At the end of 2015, payouts from the share scheme were assessed as zero for the entire performance period 2013- 2016, and any amounts previously recognised for the scheme were cancelled.

Share-based incentive plan 2013-2016 The performance 20				
Basic information				
Grant date			20.6.2013	
Maximum number of share rewards			340 000	
Performance period begins, date			1.1.2013	
Performance period ends, date	31.12.2016			
Vesting conditions	employment commitment			
Criteria	EPS 2013-2016,			
	ROCE 2013-2016			
Form of payment	Shares and cash			
	2015	2014	2013	
Remaining commitment time, years	1	2	3	
Persons (at end of reporting period)	2	5	6	

Fair value measurement* Share price at grant date, EUR	<b>2015</b> 3.14	<b>2014</b> 3.14	<b>2013</b> 3.14
Share price at date of payment/end of financial period, EUR	1.60	1.70	2.70
Impact on earnings and financial position			
Employee benefit expenses recognised during period, EUR thousand	-36	5	31
Recognised in income taxes during period, EUR thousand	3	0	-3
Recognised in deferred tax assets iduring period, EUR thousand	-6	3	3
Recognised directed in retained earnings during period, EUR thousand	-23	7	16
Recognised in total in retained earnings during period, EUR thousand	-12	1	11
Debt from share-based payments at the end of the financial period,			
EUR thousand	0	12	14
Amounts **			
Amounts 1 Jan	14 675	10 484	
Changes			
Allocated during the period	-14 675	4 191	10 484
Amounts 31Dec	0	14 675	10 484

\* The per-share fair value of the portion to be settled in cash changes on each reporting date until the reward is paid. The fair value of share-based payments is recognised in the amount, which is based on the best estimate of the rewards that are expected to vest.

\*\* The share reward amounts presented in the table include both the share and cash components.

#### Honka Management Oy

On 31 May 2010, the Board of Directors of Honkarakenne Oyj decided on an Executive Group bonus scheme, with the aim of enabling significant long-term management shareholdings in the company. To this end, Honkarakenne Oyj carried out a directed rights issue of 220,000 shares, and in addition to this the Executive Group purchased 49,000 B shares in 2010. The per-share price of the shares subscribed for and acquired in the 2010 issue was EUR 3.71 to a total of EUR 997,990.

In the second quarter of 2011, the Board of Directors decided to transfer 17 250 of its own B shares to Honka Management Oy, a holding company set up by the management, by means of a directed issue so that the new member of Honkarakenne's Executive Group, Sanna Wester, could join the scheme. The purchase price of the shares was EUR 5.26 per share to a total of EUR 90,735.

As a result of these arrangements, Honka Management Oy owns a total of 286,250 Honkarakenne Oyj B shares. The shares were acquired with cash payments from Executive Group members, totalling EUR 242,499, and loans granted by Honkarakenne Oyj in 2010-2011, totalling EUR 851,000.

Esa Rautalinko, CEO on 1 January 2012, resigned in January 2012 and Honkarakenne Oyj redeemed his holding in Honka Management Oy on 29 March 2012 as set out in the shareholder agreement.

In accordance with the original plan, the loans granted by Honkarakenne Oyj should have been repaid in full by 1 August 2014 at the latest, but the dissolution of the arrangement has been deferred. Dissolution of the arrangement may be deferred by one year at a time, and the loan repayment date is then likewise deferred. Honka Management has the right to repay the loan prematurely at any time.

The arrangement can be dismantled by merging Honka Management Oy into Honkarakenne Oyj or by repaying the loan by selling Honkarakenne Oyj shares in an amount equal to the loan and the loan servicing costs. After the sale of said shares, the company shall pay off its debt to Honkarakenne. The remaining shares will then be distributed to the shareholders in proportion to their holdings and the shareholders shall dissolve Honka Management Oy without delay as set out in the Companies Act.

Any transfer of Honkarakenne shares held by Honka Management Oy has been limited during the plan period. In principle, the Executive Group's ownership of Honka Management shall remain in force until the plan is dismantled. If the employment or service of a member of Honkarakenne's Executive Group is terminated for reasons due to the member himself/herself prior to the dismantling of the plan, his/her holding in Honka Management may be bought out before the plan is to be dismantled, and without the member gaining any financial benefit from it.

In the Honkarakenne Group, the plan is treated as a share-reward plan paid out in cash. The plan is measured on each closing date on the basis of the fair value of Honkarakenne Oyj's B share.

In 2010-2015, no expenses related to Honka Management Oy's share ownership programme were recognised in the Group's result.

2015	2014
4 495	7 305
33	68
4 528	7 373
3 050	1 765
46	56
3 096	1 821
2 470	4 180
	4 495 33 4 528 3 050 46 3 096

The carrying amount represents the management's view of fair value.

The table below presents a contractual maturity analysis. The figures are undiscounted and include both interest payments and capital repayments.

Maturity of financial liabilities	31 Dec 2015							
	Carrying amount	Cash flow *)	2016	2017	2018	2019	2020	2021+
Loans from financial institutions	7 545	8 116	3 197	1 196	997	367	359	2 000
Finance lease liabilities	79	82	48	26	6	1		
Trade and other payables	8 560	8 560	8 560					
Total	16 184	16 758	11 805	1 222	1 003	368	359	2 000
Maturity of derivatives 31 Dec 2	2015							
Interest rate swaps								
Not included in hedge accountin Currency derivatives	g 228	195	111	84	0	0	0	0
Not included in hedge accounting	44	-154	-154					
Total	272	41	-43	84	0	0	0	0
) Contractual cash flow from agr								
	eements settled in 31 Dec 2014	gross amounts.				0010		
f) Contractual cash flow from agr	eements settled in		2015	2016	2017	2018	2019	2020+
f) Contractual cash flow from agr	eements settled in 31 Dec 2014	gross amounts.				<b>2018</b> 1 027	<b>2019</b> 688	<b>2020+</b> 3 903
f) Contractual cash flow from agr Maturity of financial liabilities Loans from financial institutions Finance lease liabilities	eements settled in 31 Dec 2014 Carrying amount 9 070 125	gross amounts. Cash flow *) 10 009 129	<b>2015</b> 1 931 71	2016	2017			<b>2020+</b> 3 903
f) Contractual cash flow from agr Maturity of financial liabilities Loans from financial institutions Finance lease liabilities	eements settled in 31 Dec 2014 Carrying amount 9 070	gross amounts. Cash flow *) 10 009	<b>2015</b> 1 931	<b>2016</b> 1 240	<b>2017</b> 1 220			
f) Contractual cash flow from agr Maturity of financial liabilitics i Loans from financial institutions	eements settled in 31 Dec 2014 Carrying amount 9 070 125	gross amounts. Cash flow *) 10 009 129	<b>2015</b> 1 931 71	<b>2016</b> 1 240	<b>2017</b> 1 220			3 903
f) Contractual cash flow from agr Maturity of financial liabilities Loans from financial institutions Finance lease liabilities Trade and other payables	eements settled in 31 Dec 2014 Carrying amount 9 070 125 8 781 17 976	gross amounts. Cash flow *) 10 009 129 8 781	<b>2015</b> 1 931 71 8 781	<b>2016</b> 1 240 39	<b>2017</b> 1 220 19	1 027	688	
f) Contractual cash flow from agr Maturity of financial liabilities in Loans from financial institutions Finance lease liabilities Trade and other payables Total	eements settled in 31 Dec 2014 Carrying amount 9 070 125 8 781 17 976	gross amounts. Cash flow *) 10 009 129 8 781	<b>2015</b> 1 931 71 8 781	<b>2016</b> 1 240 39	<b>2017</b> 1 220 19	1 027	688	3 903
f) Contractual cash flow from agr Maturity of financial liabilities Loans from financial institutions Finance lease liabilities Trade and other payables Total Maturity of derivatives, 31 Dec	eements settled in <b>31 Dec 2014</b> Carrying amount 9 070 125 8 781 17 976 <b>2014</b>	gross amounts. Cash flow *) 10 009 129 8 781	<b>2015</b> 1 931 71 8 781	<b>2016</b> 1 240 39	<b>2017</b> 1 220 19	1 027	688	3 903
f) Contractual cash flow from agr Maturity of financial liabilities is Loans from financial institutions Finance lease liabilities Trade and other payables Total Maturity of derivatives, 31 Dec Interest rate swaps	eements settled in <b>31 Dec 2014</b> Carrying amount 9 070 125 8 781 17 976 <b>2014</b>	gross amounts. Cash flow *) 10 009 129 8 781 18 919	<b>2015</b> 1 931 71 8 781 10 783	<b>2016</b> 1 240 39 1 279	<b>2017</b> 1 220 19 1 239	1 027	688	3 903
f) Contractual cash flow from agr Maturity of financial liabilities is Loans from financial institutions Finance lease liabilities Trade and other payables Total Maturity of derivatives, 31 Dec Interest rate swaps Not included in hedge accountir	eements settled in <b>31 Dec 2014</b> Carrying amount 9 070 125 8 781 17 976 <b>2014</b> g 320	gross amounts. Cash flow *) 10 009 129 8 781 18 919	<b>2015</b> 1 931 71 8 781 10 783	<b>2016</b> 1 240 39 1 279	<b>2017</b> 1 220 19 1 239	1 027	688	3 903

\*) Contractual cash flow from agreements settled in gross amounts.

Currency derivatives amounted to JPY 233 480 000 JPY on the balance sheet date in 2015 (2014; 284 800 000 JPY ).

#### Sensitivity analysis

The sensitivity analysis includes financial liabilities in the balance sheet dated 31 December 2015 (31 Dec 2014). It has been assumed that the change in the interest rate level is one percentage point. The interest rate position is assumed to include interest-bearing financial liabilities and receivables as well as interest rate swaps on the balance sheet date, assuming that all contracts would be valid and unchanged during the entire year.

	2015	2014
	Statement of	Statement of
	comprehensive	comprehensive
MEUR	income	income
Change in interest +/- 1 %	+/- 0.1	+/- 0.1

#### Range of interest expenses for interest-bearing liabilities, 31 Dec 2015

Loans from financial institutions 1.619–3.04 % (2014; 1.09–2.95 %).

Maximum interest for interest rate swaps 3.98 % (2014; 3.98 %).

Most of the Group's bank loans have variable interest rates. The average interest rate on financial liabilities was 2.45 % (2014; 1.80 %). Finance lease liabilities are discounted by using the interest rate of 3.72 % (2014; 3.88 %).

#### Assets and liabilities in foreign currency

The Group's functional currency is the euro. Significant foreign currency receivables and liabilities are in Japanese yen.

	2015	2014
Non-current assets		
Loans and receivables	236	121
Currrent assets		
Cash and cash equivalents	698	812
Trade and other receivables	265	279
Current liabililities		
Financial liabililities	0	0
Other liabilities	772	1 165
Assets and liabilities in foreign currency	426	48
Currency derivatives	1 781	1 713
Net currency risk	-1 355	-1 665
The following table presents the strengthening or weakening of the euro against the Japanese yen when all other factors remain unchanged. The change percentage is assumed to be +/- 10%. The sensitivity analysis is based on yen-denominated assets and liabilities on the balance sheet date. Currency derivatives are included, but other future items are left out. Additional yen derivatives are used to cover future net sales. Net investments in foreign subsidiaries are not included in the sensitivity analysis. Changes would have been mainly caused by exchange rate changes in yen-denominated assets and liabilities.

	20	15	20	14
Change percentage	+ 10 %	- 10 %	+ 10 %	- 10 %
Impact on post-tax result	-13	212	-114	140

Calculation and estimations of more or less possible changes are based on assumptions of regular market and business conditions.

Financial risks are defined and more information about them is presented in Note 28.

#### 24. Provisions EUR thousand

		Provisions	Restructu-	
	Warranty	due to	ring provisi-	
	provisions	disputes	on	Total
31 Dec 2014	200	130	592	922
New provisions	40	-120	111	31
Provisions used			-284	-284
Transferred			-86	-86
31 Dec 2015	240	10	332	582
31 Dec 2013	200	130	1 037	1 367
New provisions			196	196
Provisions used			-642	-642
31 Dec 2014	200	130	592	922
			2015	2014
Non-current provisions			240	293
Current provision			343	629
Total			583	922

#### Warranty provisions

The Group provides a warranty on its products. During the warranty period, any product defects are repaired at the Group's expense or the customer is provided with an equivalent new product. At the end of 2015, warranty provisions amounted to EUR 240 thousand (EUR 200 thousand on 31 Dec 2014). Warranty provisions are based on experience of defective products in earlier years.

#### Provisions due to disputes

The Group has two ongoing disputes on 31 December 2015. Provisions of EUR 10 thousand have been recognised for these disputes (31 Dec 2014: three ongoing, for which provisions of EUR 130 thousand were recognised). The provisions are expected to be realised in the next few years.

#### Restructuring provisions

The 2015 Financial Statements includes EUR 110 thousand in restructuring provisions relating to personnel reductions and efficiency measures carried out in 2015. It is expected that EUR 110 thousand of these provisions will be used during 2016. The 2013 Financial Statements contain EUR 340 thousand in restructuring provisions relating to lay-offs and the consolidation of production in Karstula. A total of EUR 7 thousand was added to these provisions in 2014 and in 2015 increase was EUR 87 thou-

sand. Prior to reclassification of Alajärvi Mill property as non-current assets held for sale the provision included EUR 86 thousand future maintence costs and in connection of reclassification these were reclassified as liabilities of non-current assets held for sale. Remainingrestructuring provision is EUR 332 thousand and it is expected to be realized in 2016. The remaining provision for consolidaton or production includes EUR 222 thousand expenses relating to lay-offs.

#### 25. Trade and other payables EUR thousand

Current financial liabilities	2015	2014
Trade payables	2 037	1 504
Other liabilities	343	542
Advances received from clients	3 388	3 809
Accruals and deferred income	2 466	2 509
Current financial liabilities at fair value through		
profit or loss		
Derivatives, not in hedge accounting	228	320
Total	8 463	8 684

The carrying amounts of liabilities correspond to their fair value. The payment terms for trade payables correspond to conventional corporate terms of payment. Essential items in accruals and deferred income include accrued employee-related expenses and interest expenses. The fair value of derivative instruments is determined using the totalmarket value of the interest rate swap. Currency derivatives and interest rate swaps are categorised in Level 2 in the fair value hierarchy.

Current tax liability EUR thousand	2015 56	2014 46
26. Adjustments to cash flows from operations EUR thousand		
Non-cash items	2015	2014
Depreciation and amortisation	2 047	2 193
Change in provisions	-339	-445
Impairment	280	4
Share of associated companies' result	65	17
Total	2 053	1 768

## 27. Contingent liabilities EUR thousand

Collaterals and guarantees for own commitments	2015	2014
Corporate mortgage	5 306	5 306
Property mortgages	20 410	20 410
Guarantees for own commitments	1 860	2 085
Total	27 576	27 801

Guarantees of EUR 25 716 thousand have been given to financial institutions for loans that will mature in 2016-2018.

Corporate and property mortgages have been pledged as guarantees for loans from financial institutions.

Guarantees for own commitments are guarantees for advance payments.

Liabilities for which mortgages or other collaterals ha	ve been given
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	2015	2014
Loans from financial institutions	7 545	9 070
Total	7 545	9 070
Electron la comp	2015	2014
Finance leases	2015	2014
Finance lease liabilities gross amount		
<ul> <li>Maturity of minimum lease payments</li> </ul>		
Maturing in less that one year	48	71
Maturing in 1-5 years	33	58
Total	82	129
Financial expenses maturing in future	-2	-4
Present value of finance lease liabilities	79	125
Maturity of present value of finance lease liabilities		
Maturing in less that one year	46	68
Maturing in 1-5 years	33	56
Total	79	125

Finance lease agreements have been used to acquire IT equipment and smartphones.

Operating leases	2015	2014
Operating lease payments maturing in less than one year	134	225
Operating lease payments maturing in 1-5 years	49	157
Premises lease payments maturing in less than one year	139	139
Premises lease payments maturing in 1-5 years	139	277
Total	460	798

Operating leases are for copy machines, printers and cars.

#### **Financial instruments**

The table below presents the nominal and fair values of derivative contracts. Derivatives mature during the next 12 months with the exception of interest rate derivatives, whose maturity dates are presented separately.

	2015 Pos. fair value	2015 Neg. fair value	2015 Fair value, net	2014 Fair value, net	2015 Nominal values	2014 Nominal values
Interest rate swaps						
Not in hedge-accounting						
Maturing 2017		-228	-228	-320	2 800	2 800
Total		-228	-228	-320	2 800	2 800
Forward exchange contracts						
Not in hedge-accounting	-44		-44	-30	1 781	1 737

Interest rate swaps are not included in hedge accounting, and the change in their fair values, EUR -92 thousand (EUR -37 thousand in 2014) is recognised through profit or loss.

Currency derivatives and interest rate swaps are classified in Level 2 in the fair value hierarchy.

## 28. The most significant risks and methods of risk management

The Group's risks are divided into strategic risks, operational risks, financial risks and the risks of damage. Risk assessment takes the probability and possible impact of these risks into consideration.

# Strategic risks

Strategic risks are associated with the nature of the business, and include factors such as changes in the operating environment; changes in the market situation and legislation; sourcing of raw materials; the company's business as a whole; the reputation of the company, its brands and raw materials; and large investments. The sustainability of the company's management structure and reporting principles can also be considered to pose strategic risks.

# Changes in the operating environment and market situation

Consumer purchasing power and behaviour are influenced by global economic fluctuations in all of the company's market areas. If the current level of demand drops, this could also impact on the company's advance sales and profitability. The company's response to such a situation would include boosting the efficiency of the flow of goods; adjusting the personnel headcount in different positions; boosting marketing efforts; closing down unprofitable business locations; changing prices; and enhancing operational efficiency in general. Although the company is proactively managing its expenses, failure to manage the above risks could significantly hinder Honkarakenne's business, financial position, results, future prospects, and share price. Russia currently poses the greatest risk of economic fluctuations.

Economic fluctuations may also threaten the solvency of the Group's customers and its subcontractors' operations. Honkarakenne focuses on understanding customers' needs and meeting these needs by continuously developing products for new customer segments. Any problems in distribution channels may have an effect on the demand for the company's products. This presents a particularly high risk in the Russian market, where operations rely on the performance of one single importer. Risk in Russia is also increased by overall market situation.

Problems may also arise when distribution channels are overhauled and competitors' products enter the same distribution channels used by Honkarakenne. The reasons for problems may also be due to the distribution businesses themselves.

Economic recession may also decrease the value of land, shares and property owned by the parent company.

## Risks associated with the sourcing of raw materials

As a matter of principle, the company seeks to rely on multiple suppliers in sourcing critical raw materials and subcontracted products in order to ensure smooth operations. Honkarakenne stretches the use of raw wood as far as possible, using every bit of wood as carefully as it can. The company's product development respects the special characteristics of raw wood. Honkarakenne manages the risks associated with competition for raw materials by continually developing its products and maintaining a strong brand and business concept.

## Legislative changes

The majority of Honkarakenne wooden houses are sold in Finland, Russia, and the CIS countries. Should any of these market areas pass new, unfavourable legislation; set unexpected taxes, customs duties or other fees payable on income from those markets; limit imports; or set any other statutory restrictions, this could have significant adverse consequences for the business operations, financial position and results of the company. The Ukrainian crisis is currently increasing this risk in Russia in particular.

Future building regulations and norms, particularly new energy and fire safety standards, may affect the profitability of the business. The company prepares for any risks associated with legislation by means of long-term product development to ensure that Honkarakenne products always comply with all local requirements. In all of its business countries, Honkarakenne acquires all the required approvals for its products. Product development keeps a close eye on developments in energy regulations, thus enabling the company to respond effectively to changes.

# Risks associated with the management structure and reporting principles

Strategic risks include the sustainability of the company's management structure and reporting principles. Honkarakenne abides by the Helsinki Stock Market Corporate Governance code for organising its management and business control systems. Honkarakenne believes that the Corporate Governance code provide a solid governance system that clearly defines the management system and the responsibilities, rights, accountabilities and reporting relationships of employees and is transparent about the essential characteristics and principles of the system. This serves to foster trust in the Honkarakenne Group and its management.

# **Operational risks**

Financial risks are associated with goodwill, intangible rights, deferred tax assets, the ability to pay dividends, and taxation. Operational risks relate to products, distribution channels, personnel, operations and processes.

# Risks associated with goodwill, deferred tax assets and intangible rights

Changes in market conditions may cause risks associated with goodwill and intangible rights. No regular amortisation is recognised for goodwill or other intangible assets with indefinite useful lives; instead, they are annually tested for impairment. Thus goodwill is allocated to cash-generating units or, in the case of an associated company, the goodwill is included in the cost of the company in question. Accord-

users. Honkarakenne hedges against product liability risks with Group-level insurance policies. Notwithstanding these measures, there are no guarantees that the materialisation

The cash flow projections used for goodwill impairment

testing and the assessment of the valuation of deferred tax

assets are based on the financial forecasts of the company's

management. According to the consolidated balance sheet

of 31 December 2015, the company had EUR 2.7 million in

deferred tax assets. It is possible that the assumptions be-

hind the cash flow forecasts will not hold true, as a result of

which the impairment of goodwill and deferred tax assets

could have an unfavourable impact on the company's re-

Deferred tax assets include MEUR 1.6 in tax losses carried

forward. In Honkarakenne's opinion, the company will be able to utilise these deferred tax assets in the future. The

company's estimated taxable income, which is based on

Honkarakenne's business plans and budgets, has been used

to make this assessment. MEUR 0.5 in tax receivables will

fall due in 2019. MEUR 0.2 in 2023. MEUR 0.5 in 2024. and

MEUR 0.1 in 2025. Tax receivables also contain a MEUR 0.3

If result does not progress as expected there is a possibility

deferred tax assets cannot be utilised on time and impair-

Should any future task inspection discover any discrepancies

leading to the amendment of a tax assessment, including

potential tax increases or fines, this could substantially

The company aims to minimise product liability risks by

developing products that are as safe as possible to their

affect the result and financial position of the company.

sults and financial position.

item with no due date.

ment will be recognised.

Product liability risks

Tax risks

ing to the consolidated balance sheet of 31 December 2015, the company has about EUR 0.1 million in goodwill remaining, which is not considered significant.

# Operational and process risks

Operational risks at Honkarakenne are associated with the consequences of human factors, failures in internal processes and external events. The company minimises operational risks related to factory operations by means such as systematic development efforts. The introduction of new manufacturing techniques and production lines involves cost and capacity risks. The company protects itself against them with meticulous design work and personnel training. Dependence on key suppliers of goods might increase the Group's material, machinery and spare part costs or have implications for production. Operational problems may also be associated with changes in the distribution channel and logistics systems. Operational risks include risks associated with contracts.

The Group's business operations are based on functional and reliable information systems. Honkarakenne seeks to manage the associated risks by duplicating critical information systems, carefully considering the selection of business partners and standardising workstation models, software and data security procedures. In line with the nature of the Group's business operations, trade receivables and inventories are significant balance sheet items. Honkarakenne manages the credit loss risk of trade receivables through the Group's advance payment procedures and the terms and conditions of letters of credit.

The Group's core competences are focused on its business processes, which include marketing, sales, design, product development, production and logistics, as well as related support processes, such as information management, finance, human resources and communications. Unpredictable loss of core competencies and the inability of personnel to develop pose a risk. The company continually strives to improve both the core and other significant competencies of its personnel by offering opportunities to learn at work and attend training, as well as recruiting skilled new personnel as and when required.

# Risks of damage

The Group manages property, plant and equipment and business interruption insurances in a centralised manner, aiming for comprehensive coverage in case of financial loss resulting from machinery breakdown, fire or other similar risks. In addition, automatic sprinkler systems have been installed on all critical production lines. Damage risks also consist of work health and occupational protection risks, environmental risks and accident risks. As part of overall risk management, the Group regularly assesses its insurance coverage. Honkarakenne uses insurance for all types of risks where it makes sound financial sense or is otherwise the best option.

# Financial risks

The Group's business operations expose it to different kinds of financial risks. Risk management aims to minimise any negative impacts of financial market changes on the Group's result. The main financial risks for the Group include currency, interest, credit and liquidity risks. The Group's financing has been centralised at the parent company. The parent company's finance department is responsible for the management of financial risks in accordance with the principles approved by the Board of Directors.

# Currency risks

Fluctuations in currency rates can have an unfavourable impact on Honkarakenne's results.

Honkarakenne operates in international markets, which exposes it to transaction and other risks due to foreign exchange positions. These risks arise when investments in subsidiaries made in different currencies are translated into the parent company's functional currency.

The Group hedges itself against currency risks by using the euro as the principal transaction currency for both sales and purchasing.

The Group's most significant foreign currency is the Japanese yen. In 2015, the share of the Group's net sales accounted for by yen was 10 % (11 % in 2014).

Yen-denominated receivables and liabilities as well as sensitivity analysis are presented in Note 23.

In the consolidated financial statements of 31 December 2015, the nominal value of the open forward exchange contracts in yen was EUR 1.8 million (EUR 1.7 million in 2014). Honkarakenne does not apply hedge accounting to its forward exchange contracts.

The company hedges before year change 0 - 60 % of estimated net sales denominated in yen. In addition the company has EUR 1.8 million Intra-Group loan granted by Japanese subsidiary to the parent company. Currency risk occurs with this loan.

Although Honkarakenne uses financial instruments to manage its currency risks, there can be no guarantees that future exchange rates could not significantly harm Honkarakenne's business operations, financial position, results, future prospects and share price.

#### Interest risk

Fluctuations in interest rates may have an unfavourable impact on Honkarakenne's results.

The Honkarakenne Group's income and operational cash flows are mostly independent of market rate fluctuations. The Group is exposed to fair value interest risks, which are mainly associated with the loan portfolio. The Group can take out loans either on fixed or variable interest rates and hedges against the impacts of interest rate fluctuations with interest rate swaps.

A significant increase in the interest rate may have a negative impact on private consumer spending. In addition, an interest rate rise may have a significant unfavourable effect on the price of borrowing and the company's current financing costs. Honkarakenne closely follows the trend in interest rates and seeks to proactively manage its interest risks. Although the company takes active steps to control its exposure, failure to manage these risks could significantly hinder Honkarakenne's business, financial position, results, future prospects and share price.

All loans from financial institutions have variable interest rates. In addition the company has interest rate swaps with nominal value of EUR 2.8 million which changes corresponding amout of loans into fixed interest rate loans.

The nominal value of interest rate derivatives is EUR 2.8 million (EUR 2.8 million in 2014).

More information on the interest rates and the impact of their fluctuations is presented in Note 23.

#### Credit risk

The consolidated financial statements of 31 December 2015 include EUR 0.5 million (EUR 0.5 million in 2014) in trade receivables that are more than 180 days overdue.

Trade receivables are presented by age in Note 18.

Credit loss risk is managed with advance payments, bank guarantees and letters of credit for exports. Sales regions are responsible for the credit risks of trade receivables. The maximum amount of credit risk associated with the Group's trade receivables is equal to their carrying amount on 31 December 2015. Although the company is proactively managing its credit risk, failure to manage these risks could significantly hinder Honkarakenne's business, financial position, results, future prospects and share price.

The company makes derivative contracts only with banks that have a good credit rating. The maximum amount of credit risk associated with financial assets other than trade receivables is equal to their carrying amounts on 31 December 2015.

## Liquidity risk

# To maintain its ability to pay back debt, Honkarakenne depends on strong cash flow

In order to be able to execute its strategy, Honkarakenne needs strong cash flow to support the implementation of company-set requirements, maintain its operations, finance its loan payments and secure sources of financing in the future. Increases in cash flow must be built on growth in the sales of current products and Honkarakenne's success in launching profitable new products and establishing distribution channels. If Honkarakenne does not succeed in generating sufficient cash flow to support these operations, or in obtaining sufficient financing under acceptable terms, its business, financial position, results, future prospects and share price could be significantly threatened.

## Credit facility arrangement

Honkarakenne has an EUR 7.8 million overdraft facility for short-term capital requirements. On the balance sheet date, 31 December 2015, EUR 2.5 million of this facility was in use. Banks have the right to terminate bank overdraft facility, if they suspect Honkarakenne's ability to pay has changed substantially, or other business reason. So there is a risk that the overdraft is terminated at short notice. Overdraft is recognized in non-current liabilities, as these are not short-term repayment obligation.

Honkarakenne might not obtain financing under competitive terms. The Group seeks to continually assess and monitor the amount of financing required to ensure that it has enough cash and cash equivalents to finance its business operations and repay maturing loans. The company seeks to ensure the availability and flexibility of financing by maintaining cash and cash equivalents, utilising bank credit facilities and relying on several financial institutions to obtain financing. Honkarakenne's view is that the risk of available financing has significantly increased during past last twelve months. Although the company is proactively managing its liquidity risk, failure to manage these risks could significantly hinder Honkarakenne's business, financial position, results, future prospects and share price.

There is also an increased risk associated with the availability of extra financing at the moment.

The financial liability table in Note 23 shows a maturity analysis. The figures have not been discounted and they include both interest payments and capital repayments.

#### Covenant risk

The Group's equity ratio is subject to a covenant risk. On 31 December 2015, EUR 1.9 million of the Group's financial liabilities carried a 30 % equity ratio covenant term. On 31 December 2015, Honkarakenne's equity ratio was 37 % (37 % in 2014).

Some of the company's loans carry a 30 % equity ratio covenant term. At the end of the year the equity ratio stood at 37 % (37 %). If the company's sales do not develop as expected, it is possible that the terms of the covenant will be broken during the first half of the year. The company organizes measures programme to ensure the continuetity of its operations and has launched negotiations on new loan financing with banks and potential other financiers. The view of the board of directors and executives is that the company is able to organize its funding during the financial year 2016.

#### Share price risk

The Group does not have any significant investments in quoted shares, and thus the risk associated with fluctuation in the market prices of these shares is not material.

#### 29. Management of capital

Honkarakenne's capital consists of its own equity and liabilities. Through the management of capital, the company aims to ensure the viability of business operations and increase shareholder value. The company's objective for its capital structure is to maintain an economic operating environment with an equity ratio of over 35%. The company's return of capital to its owners consists of dividends and the buyback of its own shares. The long-term objective for profit distribution is between 30 and 50% of the full-year result.

#### Capital structure and key indicators

	2015	2014
MEUR		
Net financial liabilities	6,5	8,2
Total equity	8,0	8,9
Total net financial liabilities and equity	14,5	17,1
Equity ratio (%) Gearing (%)	37,1 81,4	37,0 92,1

#### 30. Related party transactions

The Group's related parties consist of subsidiaries and associated companies; the company's management and any companies in which they exert influence; and those involved in the Saarelainen shareholder agreement and any companies controlled by them. The management personnel considered to be related parties comprise the Board of Directors, President & CEO, and the company's Executive Group.

# The Group's parent and subsidiary relationships are as follows

Company	Home count- ry	Group ownership and share of vot- ing rights (%)
Parent company Honkarakenne Oyj	Finland	
Honka Blockhaus GmbH	Germany	100
Honka Japan Inc.	Japan	100
Honkarakenne Sarl	France	87
Alajärven Hirsitalot Oy	Finland	100
Honka-Kodit Oy	Finland	100

#### Honka Management Oy

Honka Management Oy, which is owned by the members of executive group of Honkarakenne Oyj, is included in the consolidated financial statements due to the terms and conditions of the shareholder agreement concluded between the Honka Management Oy and Honkarakenne Oyj.

Honka Management Oy's share acquisitions were carried out with equity financing from the company's owners and a EUR 851,023 loan from Honkarakenne Oyj. Honkarakenne Oyj carried out a directed issue of 220,000 B shares in 2010 and a directed issue of 17,250 B shares in 2011. In addition, Honka Management Oy bought 49,000 Honkarakenne B shares from its shareholders in 2010. Honka Management Oy owns a total of 286,250 Honkarakenne B shares.

Associated companies	Domicile	Ownership (%)
Pielishonka Oy	Lieksa	39.3
Puulaakson Energia Oy	Karstula	41.1-25.9

At the beginning of the financial year the company's ownership of Puulaakson Energia Oy was 41.1 per cent and during the financial year the ownership decreased to 25.9 per cent.

Business transactions with related party and related party receivables and liabilities

EUR thousand	Sales	Purchases	Receivables	Liabilities
2015				
Associated companies	236	363	16	97
Key management	0	0	0	0
Related parties of key management	75	0	488	0
Other related party	98	52	29	0
2014				
Associated companies	261	426	19	97
Key management	0	0	0	0
Related parties of key management	0	0	508	0
Other related party	120	71	21	0

The pricing of goods and services in transactions with associated companies conforms to market-based pricing.

Receivables include a total of EUR 851 thousand non-current loans granted by the parent company in 2010 and 2011 to Honka Management Oy, which is owned by members of executive group. The loans matures at latest in 2016 and the interest payable until the repayment date is 12-month euribor + 1%. An impairment of EUR 29 thousand was recorded for this loan in 2015 (in year 2014; Eur 364 thousand).

No credit losses were recognised to related parties in 2015. EUR 10 thousand in credit losses were recognised to related parties in 2014.

#### Key management remuneration EUR thousand

	2015	2014
Salaries and other short-term employee benefits	1 050	1 208
Benefits paid upon termination	564	177
Post-employment benefits	319	275
Total	1 932	1 660

Post-employment benefits include the costs of both statutory and voluntary pension schemes. Pension schemes are defined contribution plans.

#### Spesification of post-employment benefits

	2015	2014
Statutory pension schemes		
President and CEO		
Mikko Kilpeläinen, CEO until 24 March 2015	88	46
Mikko Jaskari, acting CEO 24 March-25 June 2015	17	0
Marko Saarelainen, CEO since 25 June 2015	5	0
Senior vice president	0	0
Board members	25	22
Other executive group members	111	132
Total	246	201
Voluntary pension schemes		
President and CEO		
Mikko Kilpeläinen, CEO until 24 March 2015	15	23
Mikko Jaskari, acting CEO 24 March-25 June 2015	9	0
Marko Saarelainen, CEO since 25 June 2015	3	0
Board members	0	0
Other executive group members	46	51
Total	72	74

Total post-employment benefits Management remuneration EUR thousand	319 2015	275 2014
President and CEO	654	272
Senior vice president	0	0
Board members	141	152
Other executive group members	730	894
Total	1 525	1 318
President and CEO remuneration EUR thousand	2015	2014
Mikko Kilpeläinen, CEO until 24 March 2015	518	272
Mikko Jaskari, acting CEO 24 March-25 June 2015	32	0
Marko Saarelainen, CEO since 25 June 2015	104	0
Total	654	272
Board members remuneration EUR thousand	2015	2014
<b>Board members remuneration EUR thousand</b> Kurkilahti Lasse, chariman until 4 April .2014	<b>2015</b> 0	<b>2014</b> 15
Kurkilahti Lasse, chariman until 4 April .2014	0	15
Kurkilahti Lasse, chariman until 4 April .2014 Tiitinen Arto, chariman since 4 April 2014	0 49	15 33
Kurkilahti Lasse, chariman until 4 April .2014 Tiitinen Arto, chariman since 4 April 2014 Adlercreutz Anders	0 49 0	15 33 4
Kurkilahti Lasse, chariman until 4 April .2014 Tiitinen Arto, chariman since 4 April 2014 Adlercreutz Anders Krook Hannu	0 49 0 18	15 33 4 12
Kurkilahti Lasse, chariman until 4 April .2014 Tiitinen Arto, chariman since 4 April 2014 Adlercreutz Anders Krook Hannu Pankko Teijo	0 49 0 18 5	15 33 4 12 16
Kurkilahti Lasse, chariman until 4 April .2014 Tiitinen Arto, chariman since 4 April 2014 Adlercreutz Anders Krook Hannu Pankko Teijo Rauhaniemi Kati	0 49 0 18 5 14	15 33 4 12 16 0
Kurkilahti Lasse, chariman until 4 April .2014 Tiitinen Arto, chariman since 4 April 2014 Adlercreutz Anders Krook Hannu Pankko Teijo Rauhaniemi Kati Saarelainen Anita Saarelainen Jukka Saarelainen Marko	0 49 0 18 5 14 19	15 33 4 12 16 0 12
Kurkilahti Lasse, chariman until 4 April .2014 Tiitinen Arto, chariman since 4 April 2014 Adlercreutz Anders Krook Hannu Pankko Teijo Rauhaniemi Kati Saarelainen Anita Saarelainen Jukka	0 49 0 18 5 14 19 14	15 33 4 12 16 0 12 0

Saarelainen Marko was a board member early in the year 2014 and he has been paid monthly salary by the Group in 2015 and 2014. In above table is included only his remuneration during his board membership.

#### Management's pension commitments and termination benefits

No special agreements apply to the retirement age of the President and CEO of Honkarakenne Oyj. The basic pension scheme is defined contribution-based. In addition, the President and CEO as the members of the Executive Group are covered by a defined contribution plan which cost are defined on post-employment benefits specification table.

The President and CEO of Honkarakenne Oyj has a six-month period of notice, in addition to which the CEO will receive monetary compensation equal to 12 months' pay if the employ-

# 31. Key indicators

Key indicators of financial performance		IFRS 2015	IFRS 2014	IFRS 2013	IFRS 2012	IFRS 2011
Net sales Operating profit	MEUR MEUR % of	39,11 -1,08	45,51 -2,17	48,29 -1,69	46,23 -4,32	55,00 1,90
Profit/loss before taxes	net sales MEUR % of	-2,8 -1,72	-4,8 -2,52	-3,5 -1,65	-9,4 -4,41	3,4 1,09
Return on equity	net sales %	-4,4 -13,0	-5,5 -19,7	-3,4 -12,9	-9,5 -27,7	2,0 4,6
Return on capital employed Equity ratio	0/0 0/0	-1,9 37,1	-7,9 37,0	-4,3 38,2	-15,5 47,4	5,7 52,6
Net financial liabilities Gearing	MEUR %	6,5 81,4	8,2 92,1	6,1 56,6	1,5 11,1	6,1 34,5
Capital expenditure, gross	MEUR % of	0,1	0,9	3,7	0,9	1,0
R&D expenditure	net sales MEUR % of	0,2 0,4	2,1 0,5	7,7 0,4	1,9 0,4	1,8 0,5
Order book Average number of personnel	net sales MEUR	0,9 15,0 139	1,0 12,5 161	0,1 18,1 213	0,9 15,9 257	1,0 13,6 265
Key indicators per share						
Earnings/share (EPS) Dividend per share *) Dividend payout ratio, % Effective dividend yield Equity/share P/E ratio	euro euro % % euro	<b>2015</b> -0,23 0,00 0,0 0,0 1,61 neg.	2014 -0,40 0,00 0,0 0,0 1,80 neg.	<b>2013</b> -0,32 0,00 0,0 0,0 2,20 neg.	<b>2012</b> -0,90 0,00 0,0 0,0 2,69 neg.	<b>2011</b> 0,17 0,00 0,0 0,0 3,72 18,5

\*) as proposed by the Board of Directors

# Calculation of key indicators

Return on equity,	_	Profit/loss for the period	– x 100
0/0	-	Total equity, average	X 100
Return on capital employed, %	=	Profit/loss for the period + financial expenses Equity + financial liabilities, average	– x 100
cinployed, //		Equity + mancial nationales, average	
Equity ratio, %	=	Total equity	- x 100
		Balance sheet total – advances received	
Net financial liabilities	=	Financial liabilities – cash and cash equivalents	
Gearing, %	=	Financial liabilities – cash and cash equivalents	x 100
		Total equity	
Formingslahoro		Profit for the period attributable to equity holders of	
Earnings/share (EPS)	=	the parent	_
		Average number of outstanding shares	
Dividend payout	_	Dividend per share	– x 100
ratio, %	-	Earnings per share	x 100
Effective dividend		Dividend per share	100
yield, %	=	Closing share price at the balance sheet date	– x 100
E		Shareholders' equity	
Equity/share	=	Number of shares outstanding at the close of period	_
Price-earnings		Share price at the balance sheet date	
(P/E) ratio	=	Earnings per share	_

Share price trend						
		2015	2014	2013	2012	2011
Highest quotation during the yea	ar euro	2,50	2,95	3,32	3,60	5,86
Lowest quotation during the yea	r euro	1,52	1,68	2,11	2,07	3,13
Quotation on the balance sheet						
date	euro	1,60	1,70	2,70	2,12	3,16
Market capitalisation *)	MEUR	7,8	8,2	13,0	10,2	15,2
Shares traded	value of trading	1,2	1,3	2,2	1,1	4,5
	trading volume	702	549	821	420	972
	percentage of					
	total shares					
	value of trading	14,5	11,3	17,1	8,7	20,2
Adjusted number of shares **)						
	on the balance sheet					
	date	4 847	4 847	4 805	4 805	4 805
	average					
	during the year	4 847	4 840	4 805	4 805	4 805

\*) The price of B shares has been used as the value for A shares \*\*) Treasury shares are not included

# 32. Shares, shareholders and ownership breakdown

#### Major shareholders on 31 December 2015

najoi	shareholders on or becenioer 2010	By number of s	hares held	
	Name	HONAS	HONBS	Total
1	SAARELAINEN OY	139 100	676 810	815 910
2	NORVESTIA OYJ	155 100	451 739	451 739
3	HONKA MANAGEMENT OY		286 250	286 250
5	SIJOITUSRAHASTO NORDEA NORDIC		200 200	200 200
4	SMALL CAP		251 457	251 457
5	OP-SUOMI PIENYHTIÖT		250 000	250 000
6	KESKINÄINEN TYÖELÄKEVAKUUTUSYH-		200 000	200 000
U	TIÖ VARMA		222 812	222 812
7	AJP HOLDING OY		202 636	202 636
8	LIEKSAARE OY	18 500	142 700	161 200
Ũ	NORDEA PANKKI SUOMI OYJ, nominee	10 000	1.2700	101 200
9	reg.		132 269	132 269
10	OP-HENKIVAKUUTUS OY		125 000	125 000
11	RUUSKA PIRJO	5 950	88 482	94 432
12	HONKARAKENNE OYJ		78 135	78 135
13	RUPONEN SONJA HELENA		67 500	67 500
14	SAARELAINEN PAULA SINIKKA	3 851	55 261	59 112
15	MANDATUM LIFE UNIT-LINKED		50 000	50 000
16	LINDFORS JUHA ANTERO		47 493	47 493
17	NIIVA EERO		47 407	47 407
18	HENRY FORDIN SÄÄTIÖ		44 562	44 562
19	TUGENT OY		41 770	41 770
20	SAARELAINEN EERO TAPANI	10 456	30 123	40 579
21	SAARELAINEN ERJA ANNELI	10 456	29 129	39 585
22	SAARELAINEN MARKO TAPANI	1 742	32 248	33 990
23	SAARELAINEN MAURI OLAVI	10 456	23 460	33 916
24	LINDFORS ANTTI		30 000	30 000
25	SAARELAINEN ANITA	3 252	26 612	29 864
26	SAARELAINEN SOINTU SINIKKA	29 020	200	29 220
27	PRIVATUM OY		29 000	29 000
28	SAARELAINEN SARI AULIKKI		28 616	28 616
29	SAARELAINEN SIRKKA		26 714	26 714
30	SONKKILA INVESTMENT OY		25 980	25 980

## Nominee registered shares on 31 Dec 2015

	Amount of shares	Votes %	% of shares
NORDEA PANKKI SUOMI OYJ	132 269	1,2	2,5
SKANDINAVISKA ENSKILDA BANKEN AB			
(PUBL) HELSINGIN SIVUKONTTORI	20 000	0,2	0,4
CLEARSTREAM BANKING S.A.	5 500	0,1	0,1
DANSKE BANK OYJ	1 226	0,0	0,0
EUROCLEAR BANK SA/NV	220	0,0	0,0
NORDNET BANK AB	49	0,0	0,0

# Management shareholding on 31 Dec 2015

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The Board members and the President and CEO own 111,623 company shares, representing 2.1 % of all shares and 4.4 % of votes.

#### Ownership breakdown by amount of shares held on 31 Dec 2015

	Amount of shareholders	% of shareholders	Amount of shares	% of shares
1-100	425	27,1	24 011	0,5
101–500	623	39,7	168 937	3,2
501-1000	224	14,3	186 381	3,6
1001-5000	215	13,7	485 746	9,3
yli 5000	75	4,8	4 181 339	80,2
Total	1 562	99,6	5 046 414	96,8
Nominee registrations	6	0,4	159 264	3,1
On waiting list			2 300	0,0
On joint account			3 441	0,1
Number of shares on the ma	arket	100	5 211 419	100

#### Ownership breakdown by sector 31 Dec 2015

	Amount of sharehol- ders	% of share- holders	Amount of shares	% of shares
Companies	89	5,7	2 195 288	42,1
Financial and insurance institu-				
tions	7	0,4	967 028	18,6
Households	1 431	91,4	1 793 716	34,4
Non-profit organisations	6	0,4	51 462	1,0
Foreign registrations	26	1,7	38 920	0,7
Total	1 559	99,6	5 046 414	96,8
Nominee registrations	6	0,4	159 264	3,1
On waiting list			2 300	0,0
On joint account			3 441	0,1
Number of shares on the market		100	5 211 419	100

#### THE MANAGEMENT INCENTIVE SCHEME AND OWN SHARES

#### Share-based incentive plan 2013-2016

In the second quarter of 2013, the Board of Directors of Honkarakenne Oyj decided on a new share-based long-term incentive plan for key employees. The performance period of the share-based incentive plan began on 1 January 2013 and will end on 31 December 2016. The potential reward for the performance period is based on the cumulative earnings per share (EPS) for 2013-2016 and on the average return on capital employed (ROCE) for 2013-2016. Any rewards for the performance period 2013-2016 will be paid partly as B shares and partly in cash in 2017. The rewards to be paid on the basis of the 2013-2016 performance period will correspond to a total maximum of about 340,000 B shares, including the amount to be paid in cash.

At the end of 2015, payouts from the share scheme were assessed as zero for the entire performance period 2013- 2016, and any amounts previously recognised for the scheme were cancelled. In financial year 2014 the amount of allocated shares was 4,191.

#### Honka Management Oy

On 31 May 2010, the Board of Directors of Honkarakenne Oyj decided on an Executive Group bonus scheme, with the aim of enabling significant long-term management shareholdings in

the company. To this end, Honkarakenne Oyj carried out a directed rights issue of 220,000 shares, and in addition to this the Executive Group purchased 49,000 B shares in 2010. In the second quarter of 2011, the Board of Directors decided to transfer 17 250 of its own B shares to Honka Management Oy, a holding company set up by the management, by means of a directed issue so that the new member of Honkarakenne's Executive Group, Sanna Wester, could join the scheme.

In the directed issue carried out in 2011, Honkarakenne transferred a total of 17,250 of its own shares (HONBS) to Honka Management Oy as part of the Executive Group share owner-ship scheme. The purchase price of the shares was EUR 5.26 per share to a total of EUR 90,735. After the transaction, Honka Management Oy owned 286,250 B shares in Honkara-kenne Oyj.

Esa Rautalinko, CEO on 1 Jan. 2012, resigned in January 2012 and Honkarakenne Oyj redeemed his holding in Honka Management Oy on 29 March 2012 as set out in the shareholder agreement.

In accordance with the original plan, the arangement should have been effective until year 2014 and after that it was ment to be dissoluted. Depending on share price development the dissolution of the arrangement may be deferred by one year at a time. The arrangement was not dissoluted but it was deferred in 2014 and 2015.

#### Own shares

At the end of the report period, the Group held 364,385 of its Honkarakenne B shares with a total purchase price of EUR 1,381,750.23. These shares represent 6.99 % of the company's all shares and 3.34 % of all votes. The purchase cost has been deducted from shareholders' equity in the consolidated financial statements.

#### **AUTHORISATIONS**

The company's Board of Directors has an authorisation to acquire a maximum of 400,000 Honkarakenne shares with funds from unrestricted equity. These shares can be acquired to develop the company's capital structure, to finance or carry out acquisitions or other corporate arrangements, or otherwise to be conveyed or annulled. The authorisation also covers the option to acquire own shares to execute share-based incentive schemes and to accept the coampany's own B shares as a pledge. The authorisation will remain in force until the next Annual General Meeting, however expiring at the latest on June 30, 2016.

The company's Board of Directors has an authorisation to decide on a bonus or capitalisation issue of shares, as prescribed in Section 1, Chapter 10 of the Limited Liability Companies Act

regarding the issue of option rights in one or more batches, under the following terms and conditions:

- On the basis of the authorisation, the Board of Directors can issue new shares and/or transfer existing B shares held by the company in a total maximum amount of 1,500,000 shares, including shares that may be granted with special rights.
- The shares can also be issued to the company itself, within the confines of the law.
- The authorisation entitles the company to deviate, within legal provisions, from the shareholders' pre-emptive right to subscribe for new shares (directed issue).
- The authorisation may be used to carry out acquisitions or other arrangements as part of the company's business operations, to finance investments, to improve the company's capital structure, as part of the company's incentive scheme or for other purposes designated by the Board of Directors.
- The authorisation includes the right to decide on the manner in which the subscription price is recognised in the company's balance sheet. Apart from cash, other assets (assets given as subscription in kind) can be used to pay the subscription price, either in full or in part. Furthermore, claims held by the subcriber can be used to set off the subscription price. The Board of Directors is entitled to decide on any other matters concerning the share issue and the granting of special rights entitling their holders to shares.
- The authorisation will remain in force until the next Annual General Meeting, however expiring at the latest on June 30, 2016.

# **REDEMPTION CLAUSE**

If a series A share is transferred to a non-shareholder otherwise than by inheritance, testament or matrimonial right, the Board of Directors must be informed of the transfer in writing.

The Board has the right to redeem the series A shares within 30 days of receiving said notification at the book value of the share in the previous financial statements by using the reserve fund or other assets exceeding the share capital. If the A shares are not redeemed for the company, the Board of Directors must inform the other series A shareholders of this without delay. Series A shareholders have the right of redemption with the same terms as described above within another 30 days. If more than one shareholder wishes to exercise his/her right of redemption, the redeemable series A shares shall be split among them in proportion to their prior holdings of series A shares in the company. If this is not possible, lots will be drawn.

Series B shares are not subject to redemption rights and there are no restrictions on their transfer.

# SHAREHOLDER AGREEMENT

Saarelainen Oy and certain shareholders representing the Saarelainen family signed an amended shareholder agreement on 17 February 2009. The previous shareholder agreement was signed on 21 April 1990. The parties to the agreement agreed that the shareholders will strive to exercise their voting rights unanimously at company meetings. If they are unable to reach consensus, the shareholders will vote in favour of Saarelainen Oy's position. When members of the Saarelainen family are elected to the Board of Directors of Honkarakenne Oyj, the election will be subject to an agreement based on the shareholders' unanimous decision. If the parties are unable to reach a consensus the shareholders' meeting of Saarelainen Oy will decide on which family member is to be elected based on the majority of votes given at the meeting.

According to the shareholder agreement, the shareholders agree not to sell or assign the Honkarakenne Oyj A shares they own to anyone else except a shareholder who has signed the agreement, or to Saarelainen Oy, with certain exceptions, before making such shares available under the right of first refusal to Saarelainen Oy or a party designated by Saarelainen Oy.

In addition to Saarelainen Oy, the agreement covers the following shareholders: Saarelainen Sinikka, Saarelainen Reino estate, Saarelainen Erja, Saarelainen Eero, Saarelainen Mauri, Ruuska Pirjo, Saarelainen Anita, Saarelainen Kari, Saarelainen Paula, Ruponen Helena, Saarelainen Jukka, Saarelainen Sari and Saarelainen Jari. The total shareholding of those covered by the agreement, including their underage children, is 240,868 A shares and 1,044,311 B shares. They hold 24.66 % of all shares, representing 53.71 % of all votes.

Disclosures concerning shares and shareholders in accordance with the Decree of the Ministry of Finance on the Regular Duty of Disclosure of an Issuer of a Security (153/2007) are also presented in the Directors' Report.

# Parent company income statement (FAS)

EUR	1.131.12.2015	1.131.12.2014
NET SALES Change in inventories of finished goods and	37 076 481,89	43 039 387,24
increase (+) or decrease (-)	-372 563,53	-2 032 452,43
Production for own use (+)	6 971,05	8 688,82
Other operating income	281 578,44	471 011,34
Materials and services Materials, supplies and goods:		
Purchases during the financial year	-19 714 378,83	-22 616 837,41
Increase (-) or decrease (+) in inventories	-64 350,78	-14 783,41
External services	-4 597 041,07	-6 018 014,28
Personnel expenses	-7 115 385,06	-7 626 583,14
Depreciation, amorsation and imparment		
Depreciation and amorsation	-1 908 047,36	-2 017 168,48
Impairment	-279 385,09	0,00
Other operating expenses	-4 575 832,50	-5 500 825,29
OPERATING PROFIT/LOSS	-1 261 952,84	-2 307 577,04
	-1 261 952,84	-2 307 577,04
Financial income and expenses		
Financial income and expenses Other interest and financial income	151 616,66	54 187,79
Financial income and expenses		
Financial income and expenses Other interest and financial income Interest and other financial expenses	151 616,66	54 187,79
Financial income and expenses Other interest and financial income	151 616,66	54 187,79
Financial income and expenses Other interest and financial income Interest and other financial expenses PROFIT/LOSS BEFORE APPROPRIATIONS AND TAXES Appropriations	151 616,66 -624 898,34	54 187,79 -880 274,16
Financial income and expenses Other interest and financial income Interest and other financial expenses PROFIT/LOSS BEFORE APPROPRIATIONS AND TAXES	151 616,66 -624 898,34	54 187,79 -880 274,16
<ul> <li>Financial income and expenses         <ul> <li>Other interest and financial income</li></ul></li></ul>	151 616,66 -624 898,34 -1 735 234,52	54 187,79 -880 274,16 <b>-3 133 663,41</b>
<ul> <li>Financial income and expenses <ul> <li>Other interest and financial income</li> <li>Interest and other financial expenses</li> </ul> </li> <li>PROFIT/LOSS BEFORE APPROPRIATIONS <ul> <li>AND TAXES</li> </ul> </li> <li>Appropriations <ul> <li>Increase (-) or decrease (+) in depreciation difference</li> </ul> </li> </ul>	151 616,66 -624 898,34 -1 735 234,52	54 187,79 -880 274,16 <b>-3 133 663,41</b>
<ul> <li>Financial income and expenses Other interest and financial income Interest and other financial expenses</li> <li>PROFIT/LOSS BEFORE APPROPRIATIONS AND TAXES</li> <li>Appropriations Increase (-) or decrease (+) in depreciation difference</li> <li>Income taxes</li> </ul>	151 616,66 -624 898,34 -1 735 234,52 -3 388,92	54 187,79 -880 274,16 -3 133 663,41 -9 433,71

HONKARAKENNE FINANCIAL STATEMENTS 2015

# Parent company balance sheet (FAS)

EUR

Assets	31.12.2015	31.12.2014
NON-CURRENT ASSETS		
Intangible assets Intangible rights	221 124,84	288 169,67
Advance payments	0,00	49 441,50
	221 124,84	337 611,17
Tangible assets		
Land and water	976 704,86	1 142 057,92
Buildings and structures	6 895 975,75	7 870 491,30
Machinery and equipment	4 487 717,96	5 617 472,28
Other tangible assets	105 718,15	238 528,92
Advance payments and aquisitions		
in progress	21 045,49	0,00
	12 487 162,21	14 868 550,42
Investments		
Holdings in Group companies	367 218,16	367 218,16
Participating interests	439 425,63	439 425,63
Other shares and holdings	41 960,63	41 960,63
Other receivables from Group companies	2 058 000,00	2 086 625,00
	2 906 604,42	2 935 229,42
TOTAL NON-CURRENT ASSETS	15 614 891,47	18 141 391,01

# CURRENT ASSETS

	31.12.2015	31.12.2014
Inventories		
Work in progress	2 126 486,36	2 397 301,13
Finished products/goods	327 703,16	429 451,77
Other inventories	1 306 928,19	1 371 278,97
	3 761 117,71	4 198 031,87
Receivables		
Non-current receivables		
Loan receivables	19 500,00	19 500,00
	19 500,00	19 500,00
Current receivables		
Trade receivables	1 202 616,46	2 226 395,05
Receivables from Group companies	1 004 624,64	1 429 316,19
Receivables from associated		
companies	16 187,06	18 574,13
Other receivables	964 379,66	513 493,11
Accrued income	856 992,86	528 278,43
Deferred tax assets	1 242 486,02	1 093 206,42
	5 287 286,70	5 809 263,33
Cash and bank	193 906,12	9 231,72
TOTAL CURRENT ASSETS	9 261 810,53	10 036 026,92
Total assets	24 876 702,00	28 177 417,93

EUR Equity and liabilities	31.12.2015	31.12.2014
SHAREHOLDERS' EQUITY		
Share capital	9 897 936,00	9 897 936,00
Share premium account	520 000,00	520 000,00
Fund for Invested unrestricted		
equity	6 578 987,29	6 578 987,29
Retained earnings	-8 212 208,65	-5 219 181,41
Profit/loss for the period	-1 589 343,84	-2 683 805,36
TOTAL SHAREHOLDERS' EQUITY	7 195 370,80	9 093 936,52
ACCUMULATED APPROPRIATIONS		
Depreciation difference	21 161,60	17 772,68
PROVISIONS		
Other provisions	658 920,00	791 908,61
LIABILITIES		
Non-current		
Loans from financial institutions	4 494 915,37	7 304 675,64
Loans from Group companies	1 800 000,00	1 800 000,00
Loans from accosiated companies	96 978,26	96 978,26
	6 391 893,63	9 201 653,90
Current		
Loans from financial institutions	3 050 000,00	1 765 000,00
Advances received	2 766 790,04	2 817 497,36
Trade payables	1 850 496,47	1 144 894,65
Liabilities to Group companies	211 573,28	141 622,84
Other payables	156 330,21	443 840,81
Accrued liabilities	2 574 165,97	2 759 290,56
	10 609 355,97	9 072 146,22
TOTAL LIABILITIES	17 001 249,60	18 273 800,12
Total equity and liabilities	24 876 702,00	28 177 417,93

# Parent company cash flow statement

EUR thousand	2015	2014	
CASH FLOW FROM OPERATING ACTIVITIES			
Profit/loss for the period	-1 589	-2 684	
Adjustements for:	0.407	0.017	
Depreciation and reduction in value Other non-cash items	2 187	2 017	
Financial income and expenses	-133 473	-445 826	
Other adjustments	-150	-626	
Cash flow before working capital changes	788	-912	
WORKING CAPITAL CHANGES			
Change in current trade receivables	671	943	
Change in inventories	437	2 047	
Change in current liabilities	390	-2 587	
Cash flow before financial items and taxes	2 287	-509	
Paid interest and other financial expences	-623	-486	
Interest received	133	38	
Cash flow from operating activities	1 796	-957	
CASH FLOW FROM INVESTING ACTIVITIES			
Investments in tangible and intangible assets	-103	-1 196	
Capital gains on tangible and intangible assets	16	179	
Cash flow from investing activities	-87	-1 017	
CASH FLOW FROM FINANCING ACTIVITIES			
Share issue	0	90	
Proceeds from current loans	185		
Proceeds from non-current loans	0	4 800	
Repayment of non-current loans	-1 710	-3 107	
Cash flow from financing activities	-1 525	1 783	
Net change in cash and cash equivalents	185	-191	
Cash and cash equivalents, 1 Jan.	9	200	
Cash and cash equivalents, 31 Dec.	194	9	

# Notes to the financial statements of the parent company 2015

# ACCOUNTING POLICIES

Comparison year information of non-current loans has been adjusted to correspond with information on 2015.

## **Fixed assets**

Assets have been activated at the direct acquisition cost. The 'Buildings and structures' category includes revaluations made in accordance with the old Accounting Act, and the validity of the grounds for these revaluations are examined annually.

Planned depreciation has been calculated using the acquisition cost and determined on a straight-line basis over the estimated economic life of the asset. A period of 12 years has been set as the useful lifetime of new factory production lines in the 'Machinery and equipment' category.

#### Depreciation and amorsation periods according to plan are:

Immaterial rights	5–10 years
Goodwill	5 years
Buildings and structures	20–30 years
Machinery and equipment	3–12 years
Other tangibles	3–10 years

#### Inventories

The value of inventories has been determined using the first-in, first-out (FIFO) principle at the acquisition cost, or at the probable replacement or transfer price if this is lower.

#### Derivatives

The company's derivatives include forward exchange contracts and interest rate swap agreements. The company uses forward exchange contracts to hedge against predicted changes in foreign-currency sales. Forward exchange contracts are used to hedge against almost 50 per cent of the company's predicted foreign-currency cash flows for the upcoming 12 months.

Interest rate swap agreements are used to change the interest rates on the company's loans from financial institutions from variable to fixed rates. Interest rate swap agreements are made with a maximum original maturity of 10 years, and interest rates are redefined at three- to six-month intervals.

In the Financial Statements, derivatives are valued at their fair value. Changes in fair value have been recognised through profit and loss under other financial income and expenses.

#### Pension arrangements

Personnel's statutory pension obligations have been handled via pension insurance companies.

#### **Recognition of deferred taxes**

Deferred tax assets or liabilities have been calculated using the temporary differences between taxation and the Financial Statements, using the tax rate for the coming years that was confirmed on the closing date. The balance sheet includes deferred tax liabilities in their entirety, while deferred tax assets have been entered at their estimated value.

## Items in foreign currencies

Foreign-currency receivables and liabilities have been translated into euros using the exchange rate on the closing date.

# Notes to the income statement of the parent company

## 1.1. Net sales

	2015	2014
Distribution of net sales EUR thousand		
Finland & Baltics	16 247	21 961
Russia & CIS	12 029	14 271
Global Markets	8 800	6 807
Total	37 076	43 039

Finland & Baltics includes other than Finland EUR 0 thousand (EUR 312 thousand).

# 1.2. Other operating income

EUR thousand	2015	2014
Government grants	191	247
Rental income	88	55
Gain on disposal of fixed assets	1	168

# 1.3. Notes concerning personnel and members of administrative bodies

Personnel expenses EUR	2015	2014
Wages and salaries	5 766 863,41	6 228 158,85
Pension costs	1 107 039,82	1 152 125,89
Social costs	241 481,83	246 298,40
Total	7 115 385,06	7 626 583,14
Average number of personnel	2015	2014
Workers	68	71
Clerical and managerial employees	63	81
Total	132	151
Number of personnel in person-years,		
average	2015	2014
Workers	51	66
Clerical and managerial employees	56	71
Total	107	137

Management remuneration EUR	2015	2014
President and CEO and board members	790 076,18	389 959,95
President and CEO remuneration EUR		
Kilpeläinen Mikko	518 310,85	272 059,95
Saarelainen Marko	99 000,00	0,00
Jaskari Mikko (acting CEO)	31 765,33	0,00
Total	649 076,18	272 059,95
Board members remuneration EUR		
Tiitinen Arto, chairman	48 500,00	22 200 00
since 4 April 2014 Kurkilahti Lasse, chairman	40 500,00	32 800,00
until 4 April 2014	0,00	15 000,00
Adlercreutz Anders	0,00	3 600,00
Krook Hannu	18 000,00	12 300,00
Pankko Teijo	4 500,00	15 900,00
Rauhaniemi Kati	13 500,00	0,00
Saarelainen Anita	18 500,00	12 300,00
Saarelainen Jukka	13 500,00	0,00
Saarelainen Marko	0,00	3 600,00
Saarelainen Mauri	24 500,00	22 400,00
Total	141 000,00	117 900,00

Saarelainen Marko was a board member early in the year 2014 and he has been paid monthly salary by the company in 2015 and 2014. In above table is included only his remuneration during his board membership.

#### Business transactions with related party, EUR thousand

Dubinebb d'anbaedonb men relatea pareji =on an		
Purchases	415	497
Sales	409	381
Write-offs and impairments from loans		
and other receivables from related		
party	55	374
Loans to related party, granted this		
period	0	21
Loans to related party, granted earlier	458	487

Related parties consist of subsidiaries and associated companies; the company's management and any companies in which they exert influence; and those involved in the Saarelainen shareholder agreement and any companies controlled by them. The management personnel considered to be related parties comprise the Board of Directors, President & CEO, and the company's Executive Group.

Related-party transactions are ordinary business transactions on market-based terms.

# 1.4. Depreciation, amortisation and reduce of value EUR

of value con	2015	2014
		2014
Suu Depreciation and amortisation according	ng to plan	
Immaterial rights	117 791,32	244 351,37
Buildings and structures	574 766,06	575 357,05
Machinery and equipment	1 089 224,75	1 048 069,81
Other tangible assets	126 265,23	149 390,25
Total depreciation and amortisation ac-		
cording to plan	1 908 047,36	2 017 168,48
Reduction in value of non-current assets	279 385,09	0,00
Total depreciation, amortisation and		
reduce in value	2 187 432,45	2 017 168,48
1.5. Auditor's remuneration EUR	2015	2014
Actual auditing	44 000,00	44 145,00
Tax consulting	0,00	0,00
Other services	53 418,05	21 321,58
Total	97 418,05	65 466,58

1.6. Financial income and expenses EUR	2015	2014
Interest income	10 842,75	19 518,22
Impairment of non-current investments	-28 625,00	-392 516,00
Interest expenses	-333 397,76	-327 934,10
Other financial expenses	-5 641,00	-53 831,20
Exchange rate gains/losses	-102 342,67	-60 984,29
Value changes of currency derivatives	-14 118,00	-10 339,00
Total	-473 281,68	-826 086,37
1.7. Income taxes EUR	2015	2014
Change in deferred taxes	149 279,60	459 291,76
Total	149 279,60	459 291,76

# Notes to the balance sheet of the parent company

2.1. Parent company's intangible assets 2015

EUR	Immaterial rights	Other capitalised expenditures	Advance	Intangible assets total
-	0		payments	
Acquisition cost 1 Jan	5 054 679,06	2 148 314,76	49 441,50	7 252 435,32
Increase	1 450,20			1 450,20
Transfers between items	49 441,50		-49 441,50	0,00
Acquisition cost 31 Dec	5 105 570,76	2 148 314,76	0,00	7 253 885,52
Accumulated amortisation 1 Jan	-4 766 509,39	-2 148 314,76		-6 914 824,15
Accumulated amortisation of disposals				0,00
Amortisation for the period	-117 791,32			-117 791,32
Impairment	-145,21			-145,21
Accumulated amortisation 31 Dec	-4 884 445,92	-2 148 314,76		-7 032 760,68
Carrying amount 31 Dec	221 124,84	0,00	0,00	221 124,84

# 2.2. Parent company's tangible asset 2015

EUR	Land and water	Buildings and structures	Machinery and equipment	Other tangible assets	Advance payments and work in progress	Tangible assets total
Acquisition cost 1 Jan	1 352 034,44	21 843 939,37	37 420 588,24	2 931 478,71	0,00	63 548 040,76
Increase			22 865,55		43 911,04	66 776,59
Disposals	-83 048,22	-18 000,00	-63 147,07		-22 865,55	-187 060,84
Transfers between items						0,00
Acquisition cost 31 Dec	1 268 986,22	21 825 939,37	37 380 306,72	2 931 478,71	21 045,49	63 427 756,51
Accumulated depreciation 1 Jan	-320 291.33	-14 665 865,01	-31 803 115,96	-2 692 949.79		-49 482 222,09
Accumulated amortisation of disposals	-320 291,33	- 14 005 005,01 3 500,00	-31 803 115,98	-2 092 949,79		-49 462 222,09 34 165,62
Amortisation for the period		-567 838,37	-1 089 224,75	-126 265,23		-1 783 328,35
Impairment	4 500,10	-169 760,24	-30 913,67	-6 545,54		-202 719,35
Accumulated amortisation 31 Dec	-315 791,23	-15 399 963,62	-32 892 588,76	-2 825 760,56		-51 434 104,17
Revaluations	23 509,87	470 000,00				493 509,87
Carrying amount 31 Dec	976 704,86	6 895 975,75	4 487 717,96	105 718,15	21 045,49	12 487 162,21

The carrying amount of production machinery and equipment on 31 Dec 2015 was EUR 4 470 thousand (EUR 5 603 thousand in 2014). Revaluations are based on the assessment of the value of assets.

# 2.1. Parent company's intangible assets 2014

	Immaterial	Other capitalised	Advance	Intangible
EUR	rights	expenditures	payments	assets total
Acquisition cost 1 Jan	4 947 281,72	2 148 314,76	30 616,96	7 126 213,44
Increase	107 397,34		18 824,54	126 221,88
Acquisition cost 31 Dec	5 054 679,06	2 148 314,76	49 441,50	7 252 435,32
Accumulated amortisation 1 Jan	-4 522 158,02	-2 148 314,76		-6 670 472,78
Amortisation for the period	-244 351,37			-244 351,37
Accumulated amortisation 31 Dec	-4 766 509,39	-2 148 314,76		-6 914 824,15
Carrying amount 31 Dec	288 169,67	0,00	49 441,50	337 611,17

## 2.2. Parent company's tangible asset 2014

EUR	Maa- ja vesialueet	Rakennukset ja rakennelmat	Koneet ja kalusto	Muut aineelliset hyödykkeet	Ennakkomaksut ja keskeneräiset hankinnat	Aineelliset hyödykkeet yhteensä
Acquisition cost 1 Jan	1 352 034,44	21 879 728,42	34 185 695,92	2 758 230,93	3 319 156,55	63 494 846,26
Increase		26 197,14	345 359,87	94 425,71		465 982,72
Disposals		-411 017,19	-1 351,03			-412 368,22
Transfers between items		349 031,00	2 890 883,48	78 822,07	-3 319 156,55	-420,00
Acquisition cost 31 Dec	1 352 034,44	21 843 939,37	37 420 588,24	2 931 478,71	0,00	63 548 040,76
Accumulated depreciation 1 Jan	-320 291,33	-14 491 526,00	-30 755 203,77	-2 543 559,54		-48 110 580,64
Accumulated amortisation of disposals		401 018,04	157,62			401 175,66
Amortisation for the period		-575 357,05	-1 048 069,81	-149 390,25		-1 772 817,11
Impairment						0,00
Accumulated amortisation 31 Dec	-320 291,33	-14 665 865,01	-31 803 115,96	-2 692 949,79		-49 482 222,09
Revaluations	110 314,81	692 416,94				802 731,75
Carrying amount 31 Dec	1 142 057,92	7 870 491,30	5 617 472,28	238 528,92	0,00	14 868 550,42

The carrying amount of production machinery and equipment on 31 Dec 2014 was EUR 5 603 thousand (EUR 3 398 thousand in 2013). Revaluations are based on the assessment of the value of assets.

#### 2.3. Investments

Parent company's investments on 31 Dec 2015

	Holdings	Holdings		Other receivables	
	in Group	in associated	Other shares	from Group	Investments
EUR	companies	companies	and holdings	companies	total
Acquisition cost 1 Jan	367 218,16	439 425,63	41 960,63	2 086 625,00	2 935 229,42
Disposals				-28 625,00	-28 625,00
Acquisition cost 31 Dec	367 218,16	439 425,63	41 960,63	2 058 000,00	2 906 604,42
Carrying amount 31 Dec	367 218,16	439 425,63	41 960,63	2 058 000,00	2 906 604,42

Holdings in Group companies includes EUR 7 thousand of Honka Management Oy shares which are valued at acquisition costs less an impairment amounting EUR 28 thousand recognised in 2014.

The parent company has EUR 1 600 thousand non-current capital loan receivable from German subsidiary and that is valued at acquistion cost. On the closing date 2014 the German subsidiary equity totals negative EUR 586 thousand excluding the capital loan. Based on management's view the German subsidiary is expected to grow in future years. The balance sheet values of German subsidiary are valued on future cash flows according to business plan.

The parent company has EUR 458 thousand non-current loan receivable from Honka Management Oy which are valued at acquisition costs less an impairment amounting EUR 393 thousand recognised in 2014-2015.

Parent company's investments on 31 Dec 2014

	Holdings	Holdings		Other receivables	
	in Group	in associated	Other shares	from Group	Investments
EUR	companies	companies	and holdings	companies	total
Acquisition cost 1 Jan	395 336,16	439 425,63	42 960,63	2 451 023,00	3 328 745,42
Disposals	-28 118,00		-1 000,00	-364 398,00	-393 516,00
Acquisition cost 31 Dec	367 218,16	439 425,63	41 960,63	2 086 625,00	2 935 229,42
Carrying amount 31 Dec	367 218,16	439 425,63	41 960,63	2 086 625,00	2 935 229,42

Holdings in Group companies includes EUR 7 thousand of Honka Management Oy shares which are valued at acquisition costs less an impairment amounting EUR 28 thousand recognised in 2014.

The parent company has EUR 1 600 thousand non-current capital loan receivable from German subsidiary and that is valued at acquistion cost. On the closing date 2014 the German subsidiary equity totals negative EUR 673 thousand excluding the capital loan. Based on management's view the German subsidiary is expected to grow in future years. The balance sheet values of German subsidiary are valued on future cash flows according to business plan.

The parent company has EUR 487 thousand non-current loan receivable from Honka Management Oy which are valued at acquisition costs less an impairment amounting EUR 364 thousand recognised in 2014.

2.4. Shares in subsidiaries and associated companies held by the parent company

Group companies		ling and votes % parent company and the Group
Honka Blockhaus GmbH, Germany		100,00 %
Honka Japan Inc., Japan		100,00 %
Honkarakenne Sarl, France		87,00 %
Alajärven Hirsitalot Oy, Alajärvi, Finland		100,00 %
Honka-Kodit Oy, Tuusula, Finland		100,00 %
	controlling	g power based or
Honka Management Oy	the share	holder agreement
	Hold	ling and votes %
	of the	parent company
Associated companies		and the Group
Pielishonka Oy, Lieksa, Finland		39.3 %
Puulaakson Energia Oy, Karstula, Finland		41.1 % -25.9 %
In the beginning of the financial year the company's was 41.1 per ccent and during the financial year the		
2.5. Inventories		
Other inventories consist of EUR 106 thousand (EUR 1 201 thousand (EUR 1 266 thousand) in land and w at acquisition cost or at fair market value, whichever	ater. Other inventorie	
2.6. Receivables		
2.6.1. Non-current receivables EUR	2015	2014
Receivables maturing in more than one year		
Loan receivables	19 500,00	19 500,00
Loan receivables from the company owned by		
top management	458 000,00	486 625,00

The parent company has EUR 458 thousand loan receivable from Honka Management Oy, a company owned by senior management, an impairment amounting EUR 393 thousand was recognised on that loan in 2014-2015. The loan matured on 31 August 2014, but the dissolution of the company was delayed. The interest payable until the

repayment date is 12-month euribor + 1%. If the dismantling of Honka Management Oy is delayed by one year, the repayment date of the loan will be delayed correspondingly.

2.6.2. Current receivables EUR	2015	2014
Receivables from Group companies		
Sales receivables	883 425,45	1 318 065,64
Other receivables	121 199,19	111 250,55
Total	1 004 624,64	1 429 316,19
2.6.3. Accrued income	2015	2014
Material accrued income EUR thousand		
VAT on advances received	5	5
Capitalised sales provisions for uninvoiced orders	751	522
Accrued government grant (Tekes)	100	
Other accrued income	1	1
	857	528
2.6.4. Deferred tax assets and liabilities EUR thousand	2015	2014
Deferred tax assets	1 242	1 093

Defered tax assets recognised in financial year 2015 consists of parent company's confirmed tax losses carried forward and of tax loss calculated on taxable result for fiscal year 2015. Management carefully reviewed the valuation of the deferred tax assets recognised for tax losses carried forward when preparing the financial statements. The recognised deferred tax assets are based on the management's view of future development.

Although the Honkarakenne has posted a loss in four consecutive years, the management believes that the company will turn a profit in the future. The estimate is based on the company's business plan. In particular, the view that the earnings trend will improve into the black is supported by the major efficiency measures carried out in 2012-2013, such as the closure of the Alajärvi production plant, expansion into new market areas. Specification of most significant deferred tax assets which have not been recognised due to uncertainities in realization (EUR thousand):

	2015	2014
Reorganizing provision	222	292
Impairment recognised in fixed assets	1 763	1 781
2.7 Shareholders' equity EUR	2015	2014
Capital stock 1 Jan	9 897 936,00	9 897 936,00
Capital stock 31 Dec	9 897 936,00	9 897 936,00
Share premium 1 Jan	520 000,00	520 000,00
Share premium 1 Juli Share premium 31 Dec	520 000,00	520 000,00
	020 000,00	020 000,00
Restricted equity	10 417 936,00	10 417 936,00
Fund for invested unrestricted equity 1 Jan	6 578 987,29	6 488 791,36
Share issue	0,00	90 195,93
Fund for invested unrestricted equity 31 Dec	6 578 987,29	6 578 987,29
Retained earnings 1 Jan	-7 902 986,77	-5 219 181,41
Adjustment for profit of previous years	-309 221,88	
Profit/loss for the period	-1 589 343,84	-2 683 805,36
Retained earnings 31 Dec	-9 801 552,49	-7 902 986,77
Unrestricted equity	-3 222 565,20	-1 323 999,48
Total equity	7 195 370,80	9 093 936,52
Statement of distributable equity 31 Dec	2015	2014
Profit from previous financial years	-7 902 986,77	-5 219 181,41
Adjustment for profit of previous years	-309 221,88	
Profit/loss for the period	-1 589 343,84	-2 683 805,36
Fund for invested unrestricted equity	6 578 987,29	6 578 987,29
Loan to Honka Management Oy	-458 000,00	-486 625,00
Total	-3 680 565,20	-1 810 624,48

Statement of distributable earnings 31 Dec	2015	2014
Profit from previous financial years	-7 902 986,77	-5 219 181,41
Adjustment for profit of previous years	-309 221,88	
Profit/loss for the period	-1 589 343,84	-2 683 805,36
Loan to Honka Management Oy	-458 000,00	-486 625,00
Total	-10 259 552,49	-8 389 611,77
The parent company's shares are divided into share	classes as follows: votes	shares
A shares total (20 votes per share)	6 001 920	300 096
B shares total(1 vote per share)	4 911 323	4 911 323
A ja B shares total	10 913 243	5 211 419
2.8. Provisions EUR	2015	2014
Warranty provision	240 000,00	200 000,00
Restructuring provision, non-current	0,00	92 636,66
Restructuring provision, current	418 920,00	499 271,95
Total	658 920,00	791 908,61

EUR 260 thousand (EUR 347 thousand) of the restructuring provision is related to the closing of the Alajärvi factory, EUR 48 thousand (EUR 48 thousand) to redundancy and efficiency measures in 2013 and EUR 110 thousand to redundacy and efficiency measures in 2015.

Non-current restructuring provision includes EUR 0 thousand (EUR 48 thousand) in redundancy expenses and EUR 0 thousand (EUR 44 thousand) in Alajärvi property maintenance expenses. Current restructuring provision includes EUR 284 thousand (EUR 410 thousand) in redundancy expenses and EUR 86 thousand (EUR 88 thousand) in property maintenance expenses.

# 2.9. Liabilities

#### 2.9.1. Non-current liabilities

Liabilities maturing in five years or more EUR Loans from financial institutions	<b>2015</b> 0,00	<b>2014</b> 0,00
Loans from financial institutions includes bank overdrafts, EUR thousand	2 470	4 180
	2015	2014
Loans from Group companies EUR Other loans	1 800 000,00	1 800 000,00
Loans from assosiated companies EUR Other loans	96 978,26	96 978,26
2.9.2. Current liabilities		
Liabilities to Group companies EUR	2015	2014
Trade payables	154 397,00	2 682,56
Other payables	57 176,28	57 176,28
Accrued liabilities	0,00	81 764,00
Accrued liabilities Total	0,00 <b>211 573,28</b>	81 764,00 141 622,84
Total		
Total 2.9.3. Accrued liabilities	211 573,28	141 622,84
Total 2.9.3. Accrued liabilities Most significant accrued liabilities, EUR thousand	211 573,28 2015	141 622,84 2014
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs	<b>211 573,28</b> <b>2015</b> 1 012	<b>141 622,84</b> <b>2014</b> 1 102
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs         Accrued interest costs	<b>211 573,28</b> <b>2015</b> 1 012 94	<b>141 622,84</b> <b>2014</b> 1 102 88
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs         Accrued interest costs         Provisions	<b>211 573,28</b> <b>2015</b> 1 012 94 467	<b>141 622,84</b> <b>2014</b> 1 102 88 42
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs         Accrued interest costs         Provisions         Accrued derivates         Accrued purchase invoices         Accrued post costs for deliveries	<b>211 573,28</b> <b>2015</b> 1 012 94 467 272	<b>141 622,84</b> <b>2014</b> 1 102 88 42 350
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs         Accrued interest costs         Provisions         Accrued derivates         Accrued purchase invoices         Accrued post costs for deliveries         Accrued disbute costs	<b>211 573,28</b> <b>2015</b> 1 012 94 467 272 266	<b>141 622,84</b> <b>2014</b> 1 102 88 42 350 331
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs         Accrued interest costs         Provisions         Accrued derivates         Accrued purchase invoices         Accrued post costs for deliveries         Accrued disbute costs         Accrued transportations	<b>211 573,28</b> <b>2015</b> 1 012 94 467 272 266 340	<b>141 622,84</b> <b>2014</b> 1 102 88 42 350 331 545
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs         Accrued interest costs         Provisions         Accrued derivates         Accrued purchase invoices         Accrued post costs for deliveries         Accrued disbute costs         Accrued transportations         Accrued other costs	<b>211 573,28</b> <b>2015</b> 1 012 94 467 272 266 340 0	<b>141 622,84</b> <b>2014</b> 1 102 88 42 350 331 545 80
Total         2.9.3. Accrued liabilities         Most significant accrued liabilities, EUR thousand         Wages and salaries, including social costs         Accrued interest costs         Provisions         Accrued derivates         Accrued purchase invoices         Accrued post costs for deliveries         Accrued disbute costs         Accrued transportations	<b>211 573,28</b> <b>2015</b> 1 012 94 467 272 266 340 0 0	<b>141 622,84</b> <b>2014</b> 1 102 88 42 350 331 545 80 110

Accrued derivates include fair value of forward exchange contracts and intrest rate swaps on closing date. Change in fair value is recognised in income statement in other financial income and expenses. The fair value change in 2015 is EUR -14 thousand (EUR -10 thousand in 2014).

# 3. Contingent liabilities of the parent company

3. Pledges given EUR	2015	2014
Debts and liabilities secured with real estate mortgages, mortgages on company assets and pledged shares		
Loans from financial institutions	7 544 915,37	9 069 675,64
Total	7 544 915,37	9 069 675,64
Given to secure the above	2015	2014
Real estatem mortgages	20 409 394,99	20 409 394,99
Mortgages on company assets	5 306 323,97	5 306 323,97
Total	25 715 718,96	25 715 718,96
Guarantees given	2015	2014
Guarantees for own commitments	1 860 142,46	2 084 916,52
Total	1 860 142,46	2 084 916,52
Amounts payable on leasing contracts	2015	2014
Payable in the next financial year	182 114,59	296 650,52
Payable later	82 371,68	216 193,91
Total	264 486,27	512 844,43
Amonts payable on rented locations	2015	2014
Payable in the next financial year	138 695,52	138 695,52
Payable later	138 695,52	277 391,04
Total	277 391,04	416 086,56

# 4. Shares and shareholders of the parent company

Information about shares and shareholders is represented in Notes to Group, note 32 and in Directors' report.



# Auditor's Report (Translation from the Finnish Original)

To the Annual General Meeting of Honkarakenne Oyj

We have audited the accounting records, the financial statements, the report of the Board of Directors and the administration of Honkarakenne Oyj for the year ended 31 December 2015. The financial statements comprise the consolidated statement of financial position, statement of comprehensive income, statement of changes in equity and statement of cash flows, and notes to the consolidated financial statements, as well as the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements.

## Responsibility of the Board of Directors and the Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, as well as for the preparation of financial statements and the report of the Board of Directors that give a true and fair view in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors is responsible for the appropriate arrangement of the control of the company's accounts and finances, and the Managing Director shall see to it that the accounts of the company are in compliance with the law and that its financial affairs have been arranged in a reliable manner.

## Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements, on the consolidated financial statements and on the report of the Board of Directors based on our audit. The Auditing Act requires that we comply with the requirements of professional ethics. We conducted our audit in accordance with good auditing practice in Finland. Good auditing practice requires that we plan and perform the audit to obtain reasonable assurance about whether the financial statements and the report of the Board of Directors are free from material misstatement, and whether the members of the Board of Directors of the parent company or the Managing Director are guilty of an act or negligence which may result in liability in damages towards the company or whether they have violated the Limited Liability Companies Act or the articles of association of the company.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements and the report of the Board of Directors. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements and report of the Board of Directors that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements and the report of the Board of Directors.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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PricewaterhouseCoopers Oy, Authorised Public Accountants, P.O. Box 1015 (Itämerentori 2), FI-00101 HELSINKI Phone +358 20 787 7000, fax +358 20 787 8000, www.pwc.fi Reg. Domicile Helsinki, Business ID 0486406-8



#### **Opinion on the Consolidated Financial Statements**

In our opinion, the consolidated financial statements give a true and fair view of the financial position, financial performance, and cash flows of the group in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU.

# Opinion on the Company's Financial Statements and the Report of the Board of Directors

In our opinion, the financial statements and the report of the Board of Directors give a true and fair view of both the consolidated and the parent company's financial performance and financial position in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The information in the report of the Board of Directors is consistent with the information in the financial statements.

#### **Emphasis of matters**

We draw attention to the Directors' Report and Note 28 in the financial statements according to which it is possible that the company's covenant term is breached during the first half of the year if the company's sales do not develop as expected. The company is planning measures to safeguard the continuity of operations and the company has started negotiations with the banks and possible other financiers to obtain new financing.

We also draw attention to the Directors' Report and Note 28 in the financial statements according to which deferred tax assets include 1,6 million euro relating to tax loss carry forwards. According to Honkarakenne Oyj management the deferred tax assets can be utilised against estimated taxable income based on Honkarakenne Oyj business plans and budgets. If the company's result does not develop as expected it is possible that the tax assets cannot be utilised before expiration and have to be written down. Our opinion is not qualified in respect of these matters.

Helsinki 24 March 2016

**PricewaterhouseCoopers Oy** Authorised Public Accountants

Maria Grönroos Authorised Public Accountant

# **HONKARAKENNE OYJ**

Tilinpäätöksen ja toimintakertomuksen allekirjoitukset

Tuusulassa 10. päivänä helmikuuta 2016

Arto Tiitinen

puheenjohtaja

Kari Rauhaniemi

Jukka Saarelainen

Hannu Krook

Anita Saarelainen

Mauri Saarelainen

Marko Saarelainen toimitusjohtaja

Suoritetusta tarkastuksesta on tänään annettu tilintarkastuskertomus.

Helsingissä 24. päivänä

maali Skuuta 2016

PricewaterhouseCoopers Oy KHT-yhteisö Tilintarkashyhteisö

Maria Grönroos KHT

# Corporate governance CORPORATE GOVERNANCE STATEMENT

Honkarakenne Oyj observes the Finnish Limited Liability Companies Act and the Corporate Governance Code for listed companies issued by the Finnish Securities Market Association on 1 October 2010. The Corporate Governance Code is publicly available on the Finnish Securities Market Association's website, www.cgfinland.fi.

The information stipulated by the Corporate Governance Code is available for viewing on the company's website at http://www.honka.com/en/investors.

The Corporate Governance Statement is issued separately from the Report by the Board of Directors.

# 1. Board of Directors

The Board of Directors is responsible for the proper governance and organisation of the operations of Honkarakenne Oyj and, as set out by the Articles of Association, the Board has between three and eight members. The Annual General Meeting decides on the number of Board members and elects the members to the Board. The term of Board members expires at the end of the first Annual General Meeting following their election.

The Board members for the accounting period of 2015 were:

## Arto Tiitinen

Chairman and member of the Board since 2014

- Born in 1959 in Hankasalmi, Finland
- MBA
- CEO of the Isku Group 2011–, CEO of Keskisuomalainen 2008–2010, CEO of Ponsse 2004–2008, Various positions at Valtra 1985–2002
- Metsähallitus, Chairman of the Board 2008–; Tana Oy, Chairman of the Board 2009–2013 and Vice Chairman of the Board 2013–; Finland Chamber of Commerce, member of the Board 2012–.
- Independent of the company and its principal shareholders
- Holds 10,000 Honkarakenne Oyj Series B shares

# Hannu Krook

Board member since 2014

- Born in 1965 in Tammisaari, Finland
- M.Sc. (Econ.), Helsinki School of Economics and Business Administration, 1992

- Managing Director of Varuboden-Osla handelslaget 2013–, Managing Director of the Otto Brandt Group 2011–2013, CEO of Tiimari 2009–2011, Deputy Managing Director of the Otto Brandt Group 2006–2009, Managing Director of Oy Brandt Ab 2005–2006, various positions with the Sonera Group including subsidiary managing director 2001–2005, various positions with the Coca-Cola Group including managing director in Finland 1997–2001
- Varuboden-Osla handelslaget, member of the Board 2013-; SOK Council of Representatives, member 2013-; Itä-Uusimaa Chamber of Commerce, member of the Board.
- Independent of the company and its principal shareholders
- Does not hold any Honkarakenne Oyj shares

# Kati Rauhaniemi

Board member since 2015

- Born 1975 in Jyväskylä
- BBA with additional studies in leadership, design management, IT, journalism and communications
- Business development director, Vastavirta Oy, 2015–; Co-founder & managing director of Dot Design Oy, 1997–; design strategist and deputy managing director, Brand United Oy, 2011–2015; IT teacher, Jyväskylä Christian Institute, 1996; HR management duties at Valmet Oyj, 1995–1998; plus several freelance contracts in the media industry.
- National Woman Entrepreneur 2010, as well as Young Entrepreneur and Central Finland Woman Entrepreneur awards.
- Member of the Board, Dot Design Oy, 1997–, BBA
- Independent of the company and its principal shareholders
- Does not hold any Honkarakenne Oyj shares

# Anita Saarelainen

Board member since 2014

- Born in 1954 in Pielisjärvi, Finland
- D.Sc. (Econ.), University of Jyväskylä, 2014
- Kirjakauppa/Konsultointi Paavo ja Liisa Oy 2009–2012, various positions at Honkarakenne 1985–2009 including financial manager, project manager, communication manager
- Board and comparable memberships: Epira Oy, Chair 2005–; Karstula municipal counsellor, 2013–
- Holds 3,252 Honkarakenne Oyj Series A shares and 26,612 Series B shares

# Jukka Saarelainen

Board member since 2015

- Born in 1965 in Helsinki
- Construction entrepreneur since 1988, specialising in Honkarakenne log houses
- Holds 3,853 Honkarakenne Oyj Series A shares

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#### Mauri Saarelainen

Board member since 1994, Chairman of the Board 2004-2008

- Born in 1949 in Pielisjärvi, Finland
- Vocational Qualification in Business and Administration 1969; Engineer 1976
- Honkarakenne Oyj, Chief Executive Officer 1994–2004, Deputy Executive Officer 1986– 1994, various tasks since 1969: Sales Manager, Design Manager, Export Manager
- Board membership: Honkarakenne Oyj, Chairman 2004-2008, member since 1994
- Holds 10,456 Honkarakenne Oyj A shares, and 23,460 Honkarakenne Oyj B shares

The Board convenes as scheduled at the initial organisation meeting of the year (10–11 meetings per year). The Board may also hold additional meetings as required, making the total number of meetings between 12 and 15 annually. Scheduled meetings discuss the company's current situation and its future prospects based on information presented by the CEO. Themes shall be agreed on for the meetings, allowing the executives to prepare for these meetings.

The Annual General Meeting of 17 April 2015 decided that Board members shall be paid a monthly fee of EUR 1,500, the Vice Chairman a monthly fee of EUR 2,000 and the Chairman a monthly fee of EUR 4,000. In addition, the Board members are paid per diems and their travel costs are reimbursed against an invoice. If the Board establishes committees from amongst its members, the Board committee members will be paid EUR 500 per meeting. The Board of Directors elected at the Annual General Meeting on 17 April 2015 decided to establish the Remuneration and Nomination Committee amongst its members.

The Board has a responsibility to make decisions on company strategy, goals and objectives

- approve the Group's action plan and budget
- decide on company policies
- scrutinise and approve the financial statements and interim reports
- make decisions on business acquisitions and arrangements
- make decisions on and approve the Group's financial policies
- make decisions on significant investments, property transactions and contingent liabilities
- approve the Group's reporting procedures and internal audit
- make decisions on the Group's structure and organisation
- draft the Group's policy on payment of dividends
- appoint the CEO, the Deputy CEO and a substitute for the CEO, and make decisions on their compensation and other benefits
- make decisions on compensation and other benefits for the Executive Group
- make decisions on the Executive Group's reward and incentive systems
- assume responsibility for the growth of the company's value

• assume responsibility for all other duties prescribed for a company Board in the Limited Liability Companies Act, Articles of Association or other applicable sources

The Board held 13 Board meetings in 2015. The Board members' meeting attendance rate was 100 %.

The Remuneration and Nomination Committee established by the Board of Directors had one meeting and the meeting attendance rate was 100 %.

# 2. Chief Executive Officer

The Board of Directors appoints a CEO, who leads the company's operations according to the instructions and specifications supplied by the Board. The CEO is responsible for the legality of company accounts and the reliable management of company finances. The Board of Directors approves the key terms of the CEO's employment in a written contract of employment.

President & CEO Marko Saarelainen (25 June 2015-)

- Born 1967 in Lieksa
- Hokusei Gakuen University, Sapporo, 1987; Sapporo Int'l Language Institute, Sapporo, 1991
- CEO, Honkarakenne Oyj, 2015-; Honka Japan Inc, CEO, 1996-; Honka Japan Inc. 1991-
- Board membership: Honkarakenne Oyj, 2009–2014; Finnish Chamber of Commerce in Japan, Chairman, 2009–, Vice Chairman 2008–2009, member, 1996–2007; KK Finland Village, 1994–
- Holds 1,742 Honkarakenne Oyj Series A shares, and 32,248 Honkarakenne Oyj Series B shares

Marko Saarelainen has a CEO's employment contract with monthly salary and benefits amounting to EUR 17,500. Saarelainen also has a personal incentive bonus arrangement. If the annual performance targets approved by the Board of Directors are achieved, he receives a maximum bonus equating to 50% of his annual salary for that year. The President & CEO's retirement age complies with current legislation. A sum equivalent to one month's salary is paid into the CEO's pension fund annually. If separate performance targets are met, the Board of Directors may decide to pay an additional sum, equivalent to one month's salary, into the pension fund. Saarelainen's period of notice is six months.

President & CEO Mikko Kilpeläinen (1 Jan – 24 March 2015)

- Born in 1972
- Bachelor of Business and Administration, BBA 1997

- Honkarakenne Oyj, President and CEO 2012 2015. Karelia-Upofloor Oy, President & CEO 2007-2012, CFO 2006-2007. Finnforest Oyj, CFO and SVP 2004-2006, Business Controller, VP 2002-2004, Project Manager 2000-2004. Coca-Cola Juomat, Business Analyst 1999-2000, Cost Accounting Supervisor 1997-1999.
- Holds 10,000 Honkarakenne Oyj B shares

Mikko Kilpeläinen had a CEO's contract of employment with monthly salary and benefits amounting to EUR 22,928. In addition, Mr Kilpeläinen enjoyed a personal incentive bonus arrangement. If the annual performance targets approved by the Board of Directors were achieved, he would have received a maximum bonus of 60% of his annual salary that year. The CEO had the right to retire at the age of 63. A sum equivalent to one month's salary was paid into the CEO's pension fund annually. Moreover, if separate performance targets were met, the Board of Directors may have decided to pay an additional sum, equivalent to one month's salary, into the pension fund. Mr Kilpeläinen had a notice period of six months. If the company decided to terminate Mr Kilpeläinen's employment, he would have had the right to receive an additional severance payment equivalent to his salary for 12 months.

## 3. Executive Group

The CEO of Honkarakenne Oyj acts as the Chairman of the Executive Group, whose members include directors from different operational departments of the company. The Executive Group convenes 15–25 times per year. Members of the Executive Group in addition of President & CEO Marko Saarelainen were:

## Mikko Jaskari

Chief Financial Officer, acting President & CEO 24 March – 25 June 2015

- Born in 1969
- M.Sc. (Eng.)
- Honkarakenne Oyj, CFO since 2010. TeliaSonera Finland/Sonera Oyj, CFO 2008–2010, TeliaSonera Finland, Vice President, Business Control and Development, Mobility Services 2006–2010, Group Business Controller 2000–2005, Department Manager 1998–2000, Business Controller 1997–1998, Production Manager 1996–1997
- Holds 200 Honkarakenne Oyj B shares
- Owns 18.8% of Honka Management Oy, which holds 286,250 B shares

# Tanja Rytkönen

Vice President, Design

- Born in 1972
- Master of Laws 2007, Architect SAFA 2000, doctoral thesis (Tech.) 2002-
- Honkarakenne Oyj: Vice President, Design since 2013. Ministry of Justice: Premises Manager 2012-2013. Senate Properties: Senior Expert 2011-2013; Premises Manager 2003-2010. Arkkitehtitoimisto Rytkönen Oy, Architects: Office Manager 2000-2003, Project

Architect, Head Designer, Expert 1985-2001 and since 2003. University of Oulu: Project Manager, Head Designer 1997-2006. Arkkitehtitoimisto Jouni Koiso-Kanttila Oy, Architects: Project Architect 1999-2002, 1997. City of Iisalmi: Zoning Architect 2001. City of Kiuruvesi and Municipality of Vieremä: Assistant to Regional Architect 1995

• Holds 10,000 Honkarakenne Oyj B shares

# Erja Heiskanen

# Vice President, Operations

- Born in 1972
- M.Sc. (Tech) 1996
- Honkarakenne Oyj: Head of Supply Chain 2014, Head of Product Management 2013. Kährs/Karelia-Upofloor Oy: Group Logistics Manager 2013. Karelia-Upofloor Oy: Head of Supply Chain 2010–2012, Logistics Director 2008–2009. ABB Oy Motors: Delivery Control Manager 2007–2008, Contract Manufacturing/Development Engineer 2004–2007, Delivery Control Manager 2000–2003, Production Development Engineer 1998–2000, Purchaser 1995–1997
- Holds 1,000 Honkarakenne Oyj B shares

In addition members of the executive group were until 22 September 2015:

# Pekka Elo

# Vice President – Business Area Global Markets

- Born in 1973
- Master of Arts (MA)
- Honkarakenne Oyj since 2012, Karelia-Upofloor Oy: Global Sales Director 2012; Sales Director Finland & Baltics 2012. Nokia Oyj: Head of Sales, Europe 2010-2012; Head of Category Marketing and Sales, Consumer Smartphones, Europe/Eurasia 2009-2010; Head of Services & Software Go-To-Market and Portfolio 2008-2009; Customer Business Manager 2006-2008; Business Development Manager 2004-2006. Elisa Oyj: Market Analyst, Business Analyst, Business Manager 2000-2004. Finnet Oy: Development Manager 1999-2000. Council of Europe 1998-1999

# Peter Morinov

# Vice President, Business Area Russia & CIS

- Born in 1972
- Degree from the St. Petersburg University of Engineering and Economics 1993
- Honkarakenne Oyj since 2013. HUBER Packaging Group: CEO 2009-2013. URSA Eurasia, GRUPO URALITA: Sales Director 2006-2009; Sales and Trade Marketing Director 2005-2006. Vena Brewery: Trade-Marketing Manager 2004-2005; Business Manager 2003-2004; Off-Trade Manager 2002-2003; Sales Manager 2002; Key Account Manager 2002; On-Premise Manager 2000-2002; Head of Retail Sales 1999-2000.

Temp the First: Sales Manager 1999. Continental Beverages: Sales Manager, 1998-1999; Direct Sales Supervisor 1995-1998; Sales Representative 1994-1995

• Holds 400 Honkarakenne Oyj B shares

# Mika Koivisto

Sales Director – Finland and the Baltic

- Born in 1972
- B.Sc. (Tech.)
- Honkarakenne Oyj: Sales Manager 2008–2014; sales support 2002–2007; various positions in production and planning, 1997–2001
- Holds 200 Honkarakenne Oyj B shares

The members of the Executive Group receive compensation which consists of a fixed monthly salary and an incentive bonus scheme. In addition, a sum equivalent to one month's salary is paid annually into each member's pension fund. Moreover, if separate performance targets are met, the Board of Directors may decide to pay an additional sum, equivalent to one month's salary, into the members' pension funds.

Mikko Jaskari and Tanja Rytkönen belong to previous long-term incentive scheme in the form of a share bonus scheme. The earnings period began on 1 January 2013 and ends on 31 December 2016. The potential reward for the performance period is based on the cumulative earnings per share (EPS) for 2013-2016 and on the average return on capital employed (ROCE) for 2013-2016.

Any rewards for the performance period 2013-2016 will be paid partly as B shares and partly in cash in 2017. The cash component is intended to cover the key employee's taxes and tax-related costs arising from the reward. If a key employee's employment or service ends before the payment date of the reward, the reward is as a rule not paid. The maximum reward payable to a single Executive Group member under the scheme equals the value of 40,000 Honkarakenne Series B shares.

In addition, Mikko Jaskari is included in Honkarakenne's long-term incentive scheme through Honka Management, a company owned by the management. Honka Management owns a total of 286,250 Honkarakenne B shares. To obtain the shares, Honkarakenne issued 237,250 shares directly to Honka Management and acquired 49,000 shares from the market. The subscription and acquisition price was EUR 3.71 per share for the 220,000 shares issued in 2010. At the time, Honkarakenne issued a loan of EUR 800,000 to Honka Management Oy to cover part of the acquisition cost of the shares. The remainder of the acquisition price was collected from the CEO and the Executive Group. In addition, Honka Management subscribed for 17,250 shares at the acquisition price of EUR 5.26 per share in 2011, when Sanna Wester, Vice President, Marketing, became employed with Honkarakenne. Honkarakenne issued a loan of EUR 51,023 to cover part of the cost of this transaction, with Sanna Wester financing the remainder of the acquisition price.

The bonus scheme with Honka Management Oy was originally intended to run until 2014, after which it was to have been dissolved. Depending on the performance of the company's share, the scheme may be extended twice, for one year at a time.

Honka Management is owned by the following parties: Honkarakenne 47.0%, Mikko Jaskari 18.8%, Risto Kilkki 9.4%, Eino Hekali 9.4%, Reijo Virtanen 9.4% and Sanna Wester 6.0%. Mr Kilkki, Mr Hekali, Mr Virtanen and Ms Wester are no longer members of the Executive Group.

# 4. Auditors

Under the provisions of the Articles of Association, Honkarakenne Oyj must appoint one regular auditor and one deputy auditor. If the regular auditor is an auditing firm, no deputy auditor need be appointed. Following their election, the term of the auditors covers the remainder of the accounting period during which they were elected and expires at the end of the following Annual General Meeting.

The auditor has been the firm of authorised public accountants PricewaterhouseCoopers Oy, with APA Maria Grönroos as the principal auditor.

The auditing fee for the Group for financial year 2015 was EUR 44 thousand and EUR 38 thousand for year 2014.

5. Internal supervision, risk management and internal audit

## Internal supervision and risk management

One of the primary objectives of internal supervision at Honkarakenne Oyj is to ensure that financial reporting remains reliable at all times.

The CEO of Honkarakenne Oyj chairs the Executive Group, the members of which include directors from different operational departments of the company. The Executive Group convenes for general meetings between 10 and 15 times annually, and holds weekly follow-up meetings. In addition, other Honkarakenne operations have their own steering groups, which consist of key people and meet as required.

Honkarakenne's business strategy is updated and its targets are defined every year. The setting of Group-level targets must precede internal supervision, because those targets are used to derive individual targets for different companies, units, functions and managers. The company's business plan sets quantitative and qualitative targets for different business operations, and the progress of these targets is regularly monitored. Auditors and other external assessors evaluate control measures for the reliability of financial reporting.

The Board of Directors approves Honkarakenne's strategy, annual action plans and budgets.

The Executive Group produces reports separately and independently from the rest of the business operations. For monitoring and controlling its business activities, Honkarakenne uses an appropriate and reliable Enterprise Resource Planning (ERP) system, on which its other information systems and subsidiaries' own systems are based. Honkarakenne has a valid, up-to-date data security policy and supporting data security guidelines.

# 6. Insiders

Honkarakenne Oyj adheres to the Insider Guidelines prepared by NASDAQ OMX Helsinki Ltd. Permanent Insiders include the company's Board of Directors, the CEO, the Executive Group, auditors, and other company managerial and financial administration employees. The Chief Financial Officer acts as the Insiders' representative. Insiders are prohibited from trading in company shares for 14 days before any interim financial reports or financial statement releases are published.