

# ANNUAL REPORT 2006

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# ANNUAL REPORT

## **Board of Directors' Report**

# 2006 was a year of success for Olvi Group

Olvi Group continued its successful growth in all of its four geographical operating areas throughout 2006. New records were set for net sales, sales volume and operating profit. Olvi Group's operating profit improved by 43 percent on the previous year and doubled in comparison to the 2004 operating profit measured in euro. The success was made possible by simultaneous improvements in all of the units, expansion of product group competence, successful new products and efficient exploitation of the most important season, the summer.

Strategies were developed and made more specific, capacity in the Baltic companies was increased, and production planning and control systems were developed in close cooperation with the sales organisation in order to improve the capacity utilisation rate. Efforts were made to further improve work satisfaction and the working atmosphere in Finland. These results were reflected as favourable development of all crucial indicators in a working atmosphere survey covering the entire organisation. A multiple-year share-based bonus scheme was introduced for the members of Olvi's Management Groups with the intention to make key people committed to the company.

The value of the Olvi share almost doubled during 2005, and it was one of the best performers on the Helsinki Stock Exchange. The share value increased from 10.50 euro to 20.19 euro during the year. Olvi plc increased its share capital through a bonus issue in the spring of 2006, doubling the number of shares and improving share liquidity.

Olvi plc's market capitalisation increased by 89.3 percent during 2006 and stood at 207.3 (109.5) million euro at the end of 2006, excluding treasury shares held by the Group.

#### Non-alcoholic beverages increased the sales of the brewing industry in 2006

The member companies of the Finnish Federation of the Brewing and Soft Drinks Industry sold a total of 846.5 million litres of beer, cider, long drinks, soft drinks and mineral waters of their own manufacture in Finland in 2006. Total sales of beverages improved by 2.5 percent on the previous year. Non-alcoholic beverages – that is, soft drinks and mineral waters – accounted for a substantial share of the sales improvement. The sales of beer remained close to the previous year's level. The share of canned beers increased.

Total soft drink sales amounted to 281.6 million litres. Sales of soft drinks increased by 3.2 percent or 8.7 million litres. The sales of sugar-free soft drinks increased by 10.6 percent, and their proportion of total soft drink sales increased to 32.7 percent. The sales of mineral waters increased as well. Aggregate sales of non-flavoured and flavoured mineral waters amounted to 68.1 million litres, showing an increase of 7.7 percent or 4.9 million litres. Non-alcoholic beverages – that is, soft drinks and mineral waters – accounted for 66% of the sales improvement.

The sales of beer remained very close to the previous year's figures. Aggregate sales of beer amounted to 425.7 million litres, an increase of 0.05 percent.

In 2006, retail stores accounted for 77 percent, restaurants 20 percent and Alko stateowned alcohol outlets approximately three percent of beer sales. The retail sector increased its share, while sales declined in restaurants and Alko outlets.

61.1 percent of beer was sold in refillable bottles. Keg and tank sales – that is, the share of draft beer sold at restaurants – amounted to slightly less than 17 percent. The effects of amendments to packaging taxation were particularly evident in 2006 in the sales of canned beers, which rose from 12.5 to 22.1 percent of total beer sales.

The sales of long drinks grew by 5.2 million litres (20.9 percent). Aggregate sales of these beverages increased to 29.9 million litres. Long drinks account for slightly less than four percent of the sales of all brewery beverages. Cider sales increased by 1.8 million litres or 4.6 percent. Aggregate sales of these beverages amounted to 41.3 million litres. Ciders represent 5 percent of the industry's sales.

#### DOMESTIC SALES OF THE ENTIRE INDUSTRY IN 2006

Beverage	2006	2005	2004
(million litres)			
Beer	425.7	425.5	417.9
Cider	41.3	39.5	41.9
Long drinks	29.9	24.7	23.4
Soft drinks	281.6	272.9	274.9
Mineral waters	68.1	63.2	62.7

Source: Member companies of the Federation of the Brewing and Soft Drinks Industry. The statistics do not include sales by operators outside the Federation of the Brewing and Soft Drinks Industry, nor private imports of brewery products, which are not statistically recorded.

#### **Baltic states**

Total consumption in the Baltic markets is expected to continue to grow at a clearly faster rate compared to Finland. Olvi Group's Baltic subsidiaries pay special attention to cost control, particularly in order to put a damper on the increase of personnel costs in the operating area.

Production efficiency will be improved and the level of automation will be increased. The product range will be diversified particularly in Latvia and Lithuania. A crucial objective for increasing the number of packaging variations will be to reduce the emphasis on beers.

Crucial objectives also include further improvement in the company's value and maintaining a good dividend capacity.

#### OLVI GROUP'S FINANCIAL STATEMENTS 2006

Olvi Group achieved the best operating profit in its history. All of the Group companies also significantly improved their earnings. Olvi Group's net sales amounted to 170.3 (147.5) million euro, an increase of 15.5%. Operating profit for the accounting period was 18.5 (13.0) million euro or 10.9% of net sales. The Group's gross capital expenditure amounted to 20.9 (17.4) million euro, and its equity to total assets ratio stood at 49.6 percent (47.9%). The Group's market position strengthened in all of its geographical operating areas.

Olvi group's key indicators:

1-1	2/2006	1-12/2005	1-12/2004
Net sales, MEUR	170.3	147.5	128.9
Operating profit, MEUI	R 18.5	13.0	9.3
Gross capital			
expenditure, MEUR	20.9	17.4	18.4
Equity to total			
assets, %	49.6	47.9	45.1
Earnings per share, El	JR 1.43	0.95	0.58
Equity per share, EUR	7.46	6.48	5.94
Gearing, %	47.3	49.6	66.7

The calculation of per-share indicators in these financial statements takes into account the effect of Olvi plc's April 2006 bonus issue on the previous years' indicators, which means that the indicators for 2005 are comparable with those for 2006.

# SALES VOLUME, NET SALES AND EARNINGS

Olvi Group's sales in fiscal 2006 amounted to a total of 303.4 (272.0) million litres. This represents an increase of 31.4 million litres or 11.5 percent on the previous year.

The parent company's domestic sales in 2006 amounted to 110.1 (106.4) million litres. This represents an increase of 3.7 million litres or 3.5 percent.

The sales of Olvi's subsidiaries in the Baltic states in 2006 amounted to a total of 212.8 (181.7) million litres. This represents an increase of 31.1 million litres or 17.1 percent on the previous year.

Sales volumes by market area (million litres):

	1-12/2006	1-12/2005	1-12/2004
Olvi Group total	303.4	272.0	231.6
Finland	110.1	106.4	97.5
Estonia	127.8	113.7	100.6
Latvia	42.7	31.5	29.5
Lithuania	42.2	36.4	29.8
Sales between			
segments	-19.5	-16.0	-25.8

Olvi Group's consolidated net sales in 2006 amounted to 170.3 (147.5) million euro, representing an increase of 22.8 million euro or 15.5 percent.

Domestic net sales increased by 6.0 million euro or 8.1 percent in 2006. The total net sales of the Baltic subsidiaries in 2006 amounted to 98.3 (79.2) million euro, representing an increase of 19.1 million euro or 24.1 percent.

Net sales by geographical segments (million euro):

	1-12/2006	1-12/2005	1-12/2004
Olvi Group total	170.3	147.5	128.9
Finland	79.5	73.5	69.3
Estonia	61.5	50.8	42.2
Latvia	18.6	13.4	11.3
Lithuania	18.2	15.0	12.5
Net sales between			
segments	-7.5	-5.2	-6.5

Olvi Group's operating profit for fiscal 2006 stood at 18.5 (13.0) million euro, or 10.9 (8.8) percent of net sales. The operating profit improved by 5.5 million euro or 42.6 percent.

# Operating profit by geographical segments (million euro):

	1-12/2006	1-12/2005	1-12/2004
Olvi Group total	18.5	13.0	9.3
Finland	7.1	4.7	3.3
Estonia	9.3	7.7	6.6
Latvia	0.8	0.2	-0.2
Lithuania	1.2	-0.9	-0.1
Operating profit be	etween		
segments	0.1	1.3	-0.3

#### Parent company Olvi plc

Total sales of the parent company Olvi plc in 2006 amounted to 110.1 (106.4) million litres, which is 3.7 million litres or 3.5 percent more than a year earlier. Beers accounted for 63.6 (61.5) percent of total sales. The sales of beers increased by 7.1 percent during the year, while the sales of ciders increased by 10.5 percent.

The sales volume of soft drinks and long drinks also increased on the previous year. The sales of the TEHO energy drink almost doubled, while the sales of mineral waters declined on the previous year but relative profitability improved.

Tax-free sales and freighted work for the Baltic subsidiaries amounted to a total of 5.3 (5.0) million litres in 2006, which is 4.8 percent of total sales.

According to a study by A.C. Nielsen, Olvi plc's market share in the main product groups (beers, ciders and mineral waters) in grocery shops was 18.3 percent in October-December.

The parent company's net sales for fiscal 2006 amounted to 79.5 (73.5) million euro, representing an increase of 5.9 million euro or 8.1 percent.

Olvi plc's operating profit for fiscal 2006 was 7.1 (4.7) million euro or 8.9 percent of net sales. The operating profit improved by 2.3 million euro or 49.6 percent. The increase in operating profit was attributable to a more balanced distribution of sales between product groups, improved logistics and production efficiency and better control of costs. Furthermore, the warm and dry summer and successful new products contributed to the increased operating profit.

The packaging reform concerning the entire industry resulted in substantial increases in the scrapping of the current package inventory. Furthermore, the company made a clearly larger profit-sharing contribution to the personnel fund compared to previous years. Marketing efforts were clearly bigger than in the previous year.

#### AS A. Le Coq

The Estonian subsidiary AS A. Le Coq Tartu Õlletehas changed its name in late 2006. The new company name, AS A. Le Coq, was recorded in the trade register on 18 December 2006.

The total sales of the Estonian subsidiary AS A. Le Coq in 2006 increased to 127.8 (113.7) million litres. This represents an increase of 14.1 million litres or 12.4 percent. Sales volumes increased in all product groups but the greatest proportional growth was seen in long drinks, where the increase was almost 36 percent. The increase in sales of mineral waters was 23 percent, while ciders and juices improved by some 20 percent. The sales of beers increased by 3.5 percent in 2006.

AS A. Le Coq's market shares in 2006 have been 37 percent of the beer market on average, approximately 45 to 55 percent of the cider and long drink market, as well as approximately 30 to 36 percent of the soft drink, mineral water and juice markets.

Exports and sales to other Olvi Group companies in 2006 amounted to a total of 19.1 (16.5) million litres.

The net sales of the Estonian subsidiary in 2006 amounted to 61.5 (50.8) million euro, representing an increase of 10.7 million euro or 21.2 percent.

AS A. Le Coq's operating profit in 2006 amounted to 9.3 (7.7) million euro or 15.1 percent of net sales. This represents an increase of 1.6 million euro or 20.4 percent.

#### A/S Cēsu Alus

The total sales of A/S Cēsu Alus operating in Latvia amounted to 42.7 (31.5) million litres in 2006, representing an increase of 11.2 million litres or 35.6 percent. The sales volumes increased substantially in all product groups. The sales of ciders tripled, the sales of soft drinks almost doubled and the sales of long drinks increased by more than 43 percent. Beers represented 72 percent of A/S Cēsu Alus's total sales. The sales of beers increased by 23.5 percent in 2006. The company's market share in the Latvian beer market increased to approximately 20 percent.

A/S Cēsu Alus's net sales in 2006 amounted to 18.6 (13.4) million euro, representing an increase of 5.2 million euro or 38.6 percent.

The Latvian subsidiary's operating profit in 2006 amounted to 0.9 (0.2) million euro or 4.6 percent of net sales. This represents an increase of 0.7 million euro.

#### **AB Ragutis**

The total sales of AB Ragutis operating in Lithuania amounted to 42.2 (36.4) million litres in 2006. This represents an increase of 5.8 million litres or 15.9 percent. Sales improved in all main product groups but the greatest proportional increases were seen in ciders, 73 percent, and long drinks, 71 percent. The sales of functional beverages and well-being beverages doubled, and the sales of juices improved by one half. Beers accounted for 69.4 percent of the total sales of AB Ragutis. The sales of beers increased by 3.3 percent in 2006. The company has a market share of 11 percent in the Lithuanian beer market, approximately 50 percent in the cider market and 22 percent in the long drink market.

AB Ragutis's net sales in 2006 amounted to 18.2 (15.0) million euro, representing an increase of 3.2 million euro or 21.2 percent.

The Lithuanian subsidiary's operating profit in 2006 amounted to 1.2 (-0.9) million euro or 6.8 percent of net sales. The increase in operating profit was 2.1 million euro or 242.1 percent.

Factors contributing to the favourable sales and earnings development of the Baltic companies included expansion and reform of the product and package ranges, as well as efficient utilisation of increased capacity.

#### FINANCING AND INVESTMENTS

Olvi Group's balance sheet total at the end of the year 2006 was 156.0 (140.4) million euro. Shareholders' equity increased by 10.1 million euro on the previous year, standing at 77.4 million euro. Equity per share at the end of December 2006 stood at 7.46 (6.48) euro. The equity ratio improved from 47.9 percent to 49.6 percent.

The amount of interest-bearing liabilities at year-end was 38.7 (40.2) million euro, including current liabilities of 11.6 million euro. The amount of interest-free liabilities was 38.5 (31.3) million euro. Olvi Group's gross capital expenditure in 2006 amounted to 20.9 (17.4) million euro. The parent company Olvi plc accounted for 1.5 million euro and the subsidiaries in the Baltic states for 19.4 million euro of the total.

The Group's largest investment in 2006 was the construction of a logistics centre in Tartu, shared by the Estonian brewery and juice production plant. Other major investments included extensions to the tank cellars at the Latvian and Lithuanian breweries, as well as extensions to the storehouse and yeast cellar at the Latvian brewery. The holding company AS A. Le Coq Group acquired minority interests in AB Ragutis and A/S Cēsu Alus for 1.9 million euro. Olvi plc's largest investments concerned the can filling line. In addition to these investments, AS A. Le Coq Group increased the share capitals of AB Ragutis and A/S Cēsu Alus by a total of 10.9 million euro.

#### PRODUCT DEVELOPMENT, NEW PRODUCTS AND CO-OPERATION AGREEMENTS

Research and development includes projects to design and develop new products, packages, processes and production methods, as well as further development of existing products and packages. The research and development costs, 0.2 million euro in 2006, have been recognised as expenses. The research and development costs accounted for 0.1% of consolidated net sales.

During 2006 the parent company Olvi plc introduced new products and flavours to the market, for example in the product groups of ciders, flavoured mineral waters, soft drinks and energy drinks. Olvi plc introduced the first coffee-flavoured cider FIZZ Cappuccino, the Alko retail range was expanded with strong ciders having an alcohol content of 5.4 percent by volume, and sweet apple and pear ciders were introduced to grocery shops at the turn of the year 2007. The mineral water product group was supplemented by KevytOlo products sweetened with fructose.

In May 2006, Olvi plc signed an agency agreement concerning the Finnish market with Heineken Plc. The agreement covers the import, sales and distribution of Heineken beers in Finland. The co-operation with Heineken now covers the entire operating area of Olvi Group.

In early August 2006, Olvi plc and Sony BMG Music Entertainment Finland signed a licence agreement concerning LORDI COLA and LOR-DI COLA light soft drinks. Olvi plc has an exclusive right to produce, sell, market and distribute LORDI COLA and LORDI COLA light beverages in the Finnish market.

In December 2006, Olvi plc signed a licence production agreement with Disney Consumer Products (Nordic) A/S concerning the production, marketing and sales of Donald Duck soft drinks in Finland. The Donald Duck Raspberry soft drink has been available retail since the beginning of 2007.

The Baltic companies have also invested substantial effort in the development of new flavours and product packages for ciders, mineral waters, soft drinks and beers. The Safari Long Drink beverage was successfully launched in Estonia and Latvia. AS A. Le Coq's juices under the Aura brand were ranked as the highest-quality food and beverage products in the Estonian market. The Aura Mineral water containing a multitude of micronutrients was introduced to the mineral water product group, while the sports beverages group saw the introduction of Arctic Sport Slim Line. The share of beverages promoting well-being is on a clear upward trend within the soft drink, mineral water and juice product groups. Furthermore, AS A. Le Coq introduced new products such as the top-fermented English Ale.

In Latvia, strong efforts were made in the introduction of new long drinks to the market. In Lithuania, AB Ragutis has invested substantial effort in cider competence and the production of cider.

#### PERSONNEL

Olvi Group's average number of personnel during the accounting period:

	2006	2005	2004
Finland	346	333	334
Estonia	393	379	354
Latvia	195	180	164
Lithuania	192	182	180
Total	1,126	1,074	1,032

In 2006, the average number of personnel increased by 52 employees or 4.8 percent on the previous year. At the end of fiscal 2006, Olvi Group companies employed a total of 1,123 people.

In Finland, Olvi plc annually provides students with traineeships, orientation to working life and opportunities for thesis work. The brewery has as many as 100 summer employees each year. In 2006, the average number of part-time employees was 76 (79), which was 6.7 (7.4) percent of the total number of personnel. There were 166 (133) fixed-term employment contracts in force at the end of 2006.

Olvi plc established permanent posts for 31 fixed-term employees during 2006.

	2006	2005	2004
Wages, salaries and			
emoluments			
(EUR 1,000)	21,307	17,583	15,336

The aggregate amount of wages, salaries and emoluments increased by 3.7 million euro in 2006, representing an increase of 21.2 percent on the previous year.

#### **Bonus schemes**

All Olvi Group companies have a performancebased bonus scheme. Performance-based bonuses cover the entire personnel in Finland and Estonia, as well as senior management in Latvia and Lithuania. Furthermore, the parent company Olvi plc has a functional personnel fund with membership extending to all permanent and fixed-term employees of Olvi plc on the basis of their employment contracts, excluding senior management.

In the beginning of 2006, Olvi plc's Board of Directors decided on a new share-based incentive scheme for Olvi Group's key personnel. The share-based bonus scheme is a part of the incentive and commitment scheme for the members of Olvi Group companies' Management Groups.

The scheme includes two vesting periods, the first one extending from 1 January 2006 to 31 December 2007 and the second one from 1 January 2008 to 31 December 2010. The bo-

nuses will be paid in 2008 and 2011 partially in Olvi plc Series A shares and partially in cash. The proportion payable in cash covers the taxes and other statutory fees arising from the share-based bonus. The shares are associated with a ban on transfer valid for two years from receipt. The potential return on the scheme for the vesting period from 1 January 2006 to 31 December 2007 is based on Olvi Group's net sales and operating profit percentage. The target group of the scheme includes 21 key employees in the vesting period 2006-2007.

On the basis of this incentive scheme, a total of 32,000 Olvi plc Series A shares may become payable in 2008 for the first vesting period if the targets are achieved in full.

Olvi Group's financial statements for 2006 include costs for performance bonuses and sharebased bonuses for a total of 2.6 (0.6) million euro. The parent company Olvi plc's financial statements include a total of 1.5 million euro in performance bonuses, share-based bonuses and profit-sharing contribution to the personnel fund, representing more than 10 percent of the annual income of the personnel.

#### **CORPORATE GOVERNANCE**

Olvi plc has corporate governance guidelines approved by the Board of Directors that are in compliance with the recommendations of HEX, the Central Chamber of Commerce and the Confederation of Finnish Industries. The company maintains a public and company-specific insider register, as well as project-specific insider registers for individual projects. Public insiders comprise the members of the Board of Directors and Management Group, auditors and their closely related parties.

# CHANGES IN CORPORATE STRUCTURE

AS A. Le Coq Group increased its share of holding in the Latvian company A/S Cēsu Alus and the Lithuanian company AB Ragutis during 2006. At the end of 2006, the holding company's share of A/S Cēsu Alus was 97.89 (96.89) percent and its share of AB Ragutis was 99.56 (83.07) percent. In Estonia, the juice company AS Ösel Foods merged with AS A. Le Coq on 2 January 2006.

#### **MANAGEMENT AND AUDITORS**

Olvi plc's Annual General Meeting held on 4 April 2006 elected the following members to the Board of Directors: Heikki Hortling, M.Sc. (Econ), Iisalmi, Esa Lager, Chief Financial Officer, LL.M., M.Sc. (Econ), Kauniainen, Hannele Ranta-Lassila, Professor, LL.D., M.Sc. (Econ), Helsinki, Lauri Ratia, Managing Director, M.Sc. (Eng), Helsinki, and Heikki Sinnemaa, LL.M., Member of the Bar, Iisalmi. All of them have been in office during the fiscal year. Heikki Hortling has served as Chairman of the Board, while Esa Lager has served as Vice Chairman.

The company's ordinary auditor during the fiscal year has been Pekka Loikkanen, Authorised Public Accountant, Kuopio, and PricewaterhouseCoopers Oy, Authorised Public Accountants, have served as deputy auditors with Silja Komulainen, Authorised Public Accountant, Sotkamo, as the responsible auditor.

Lasse Aho, M.Soc.Sc., has served as Olvi plc's Managing Director.

#### **SHARE CAPITAL**

By virtue of a decision made by the General Meeting of Shareholders on 4 April 2006, Olvi plc increased its share capital through a bonus issue in April 2006. The bonus issue comprised 933,064 new Series K shares and 4,256,638 new Series A shares. The increase in share capital, 10,379,404 euro, was recorded in the Trade Register on 7 April 2006. The new shares entitle to full dividend for the accounting period that started on 1 January 2006, and to all other rights associated with the share since the registration of the increase in share capital in the Trade Register.

The effects of the bonus issue on Olvi Group's figures for the previous year has been taken into account in order to preserve the comparability of the figures.

Olvi plc's registered share capital on 31 December 2006 is 20,758,808 euro and the total number of shares is 10,379,404. There are 1,866,128 Series K shares and 8,513,276 Series A shares. The nominal value of both Series K and Series A shares is 2.00 euro. Each Series K share carries 20 votes at General Meetings, while each Series A share carries one vote. The shares entitle to equal dividend.

On 4 April 2006 Olvi plc's General Meeting of Shareholders decided to amend Olvi plc's Articles of Association to the effect that the company's minimum capital is 15,000,000 euro and the maximum capital is 60,000,000 euro, the minimum number of Series K shares is 1,500,000 and their maximum number is 6,000,000, the maximum number of Series A shares is 24,000,000 and the aggregate minimum number of Series K and Series A shares is 7,500,000.

Olvi plc's Articles of Association include a redemption clause concerning Series K shares.

#### **OLVI PLC SHARES**

A total of 3,052,970 Olvi plc Series A shares changed hands from January to December 2006 on the Helsinki Stock Exchange, totalling 60.5 million euro in trading volume. The traded shares represented 35.9 percent of the total number of Series A shares. The average share price was 14.70 euro, with a low of 10.50 euro quoted in January and a high of 20.19 euro quoted in December. The year's last trading price was 20.00 euro.

Olvi plc's market capitalisation increased by 89.3 percent during 2006 and stood at 207.3 (109.5) million euro at the end of 2006, excluding treasury shares held by the Group.

Olvi plc's Annual General Meeting on 4 April 2006 decided to annul the stock options 2002 granted by the General Meeting of Shareholders on 4 April 2002. There were 50,000 stock options 2002A and 50,000 stock options 2002B. All of the stock options 2002 were in the possession of Olvi plc's subsidiary Olvin Juomaa Oy.

#### **TREASURY SHARES**

Olvi plc's Annual General Meeting held on 4 April 2006 revoked all existing unused authorisations to acquire own shares and authorised the Board of Directors to acquire a maximum of 245,000 Olvi A shares using distributable funds within one year of the Annual General Meeting. The Board of Directors may also propose that any shares acquired on the company's own account be cancelled by reducing the share capital. The authorisation allows the Board of Directors to acquire the company's own shares for use as consideration in case of any upcoming corporate acquisitions, for the funding of investments, for the incentive and commitment scheme for key personnel or for cancellation.

The Annual General Meeting decided to revoke all existing unused authorisations for the transfer of own shares and authorise the Board of Directors to decide on the transfer of any A shares acquired on the company's own account within one year of the Annual General Meeting. The authorisation grants the Board of Directors with the power to decide on the transfer price and to whom and in what order the shares held by the company shall be transferred.

On the basis of the authorisation granted by the General Meeting of Shareholders, Olvi plc's Board of Directors decided to acquire a total of 16,000 Olvi plc Series A shares during 2006. The treasury shares were acquired through public trading on the Helsinki Stock Exchange at the current market price at the time of acquisition. 4,000 of the company's own Series A shares were acquired between 1 June and 14 June 2006 at an average price of 13.48 euro per share. The total consideration paid for the shares was 53,927.99 euro. 12,000 of the company's own Series A shares were acquired between 29 November and 15 December 2006 at an average price of 19.68 euro per share. The total consideration paid for the shares was 236,176.52 euro. The total consideration paid for treasury shares in 2006 was 290,104.51 euro.

The acquired Series A shares constitute 0.15 percent of the share capital and 0.03 percent of the aggregate number of votes. The acquired shares represent 0.19 percent of all Series A shares and associated votes.

The Board of Directors has not exercised the authorisation granted by the General Meeting of Shareholders to transfer the company's own Series A shares between January and December 2006, which means that all of the treasury shares acquired are in the company's possession.

#### **SHAREHOLDERS**

At the end of the accounting period, Olvi plc had a total of 5,149 (4,314) shareholders, 82.0 (77.8) percent of whom were Finnish (share of votes 93.8%). Nominee-registered holdings accounted for 12.6 (15.1) percent of the number of shares and 2.9 (3.4) percent of the votes, while registered foreign holdings accounted for 5.4 (7.1) percent of the shares and 3.4 (3.4) percent of the votes.

#### LARGEST SHAREHOLDERS ON 31 DECEMBER 2006

		Series K	Series A	Total	%	Votes	%
1	Olvi Foundation	1,181,952	354,408	1,536,360	14.8	239,934,448	52.35
2	Hortling Heikki Wilhel	m 450,712	85,380	536,092	5.16	9,099,620	19.85
3	The Heirs of Hortling						
	Kalle Einari	93,552	12,624	106,176	1.02	1,883,664	4.11
4	Hortling Timo Einari	82,912	17,592	100,504	0.97	1,675,832	3.66
5	Hortling-Rinne Marit	51,144	1,050	52,194	0.5	1,023,930	2.23
6	Ilmarinen Mutual Pens	sion					
	Insurance Company		518,748	518,748	5	518,748	1,13
7	Evli Select mutual fun	ld	224,400	224,400	2,16	224,400	0,49
8	Oy Autocarrera Ab		220,750	220,750	2.13	220,750	0.48
9	Veritas Pension Insura	ance					
	Company Ltd.		208,000	208,000	2	208,000	0,45
10	) Odin Forvaltnings AS		178,760	178,760	1.72	178,760	0.39

#### **MANAGEMENT'S INTERESTS**

The members of the Board of Directors and the Managing Director of Olvi plc hold a total of 450,712 Series K shares and 102,580 Series A shares on 31 December 2006, which represent 5.3 percent of the total number of shares and 19.9 percent of the votes.

The company's management does not hold any warrants or options.

# RISKS AFFECTING BUSINESS OPERATIONS

The aim of Olvi Group's risk management is to identify the threats and opportunities associated with the Group's business operations that affect the realisation of business strategies and targets, to prevent the realisation of risks and to prepare for controlled operations in exceptional situations.

Normal business risks are inherently associated with the brewing and soft drinks industry. The Group is not willing to take any additional risks that would endanger the continuity of operations, be uncontrollable or essentially hamper the company's business.

Operational risks refer to the risk of loss attributable to reasons such as inadequate or failed internal processes, personnel, systems or external factors. Operational risks are managed by actions such as developing internal processing, ensuring sufficient guidance, training and orientation, as well as ensuring sufficient internal controls and internal audit. Olvi Group's operations are covered for damage arising from accidents and unexpected events by means of insurance policies for property, liability, business interruption and environmental damage. External factors are prepared for by careful planning and active monitoring.

#### Management of financing risks

The objective of managing the Group's financing risks is to minimise any adverse and unexpected impacts of changes in the financial markets on the Group's earnings, balance sheet and cash flows, and to ensure sufficient liquidity. The Group's financing risks are divided into interest rate, credit and liquidity risk. The primary type of financing risk is interest rate risk. The general principles of the Group's financing risk management are approved by the Board of Directors of the parent company, and the parent company's management together with the management of subsidiaries is responsible for their practical implementation. Hedging transactions are carried out in accordance with risk management principles approved by Group management. The Group has no significant foreign exchange risks because it operates primarily within the EU.

#### Interest rate risk

The Group's short-term market investments expose its cash flow to interest rate risk but the overall impact is not substantial. Most of the Group's income and operational cash flows are independent of market interest rate fluctuations. The Group is primarily exposed to fair value interest rate risk, which is mainly related to the loan portfolio. The Group has diversified its borrowing between fixed- and variablerate loans. Furthermore, the Group uses interest rate swaps to reduce interest rate risk if required by the market conditions.

#### **Credit risk**

Creditworthiness requirements for the Group's customers are reviewed annually and always when entering into agreements with new customers. The Group only extends credit to businesses with flawless credit ratings. The Group does not have any significant concentrations of credit risk on receivables because its accounts receivable are distributed across a wide and geographically diversified customer base. The amount of credit losses recognised during the accounting period was not significant.

Investments related to cash management are made in liquid money market instruments having a fundamentally low risk.

#### Liquidity risk

Olvi Group continuously assesses and monitors the amount of funding required for business operations in order to maintain sufficient liquid assets to fund everyday operations and investments, as well as to repay any loans falling due. The Group aims to secure the availability and flexibility of funding by centralising the management of the Group's liquid assets with the parent company Olvi plc. The Group uses several banks and several forms of financing but does not use bank accounts with overdraft facilities. The parent company Olvi plc issued a 20 million euro commercial paper programme in 2002 in order to secure short-term liquidity needs.

#### **Commodity risk**

Within the scope of its operations, Olvi Group is exposed to commodity risk associated with the availability and price fluctuations of inputs in production. The Group aims to reduce these risks by entering into Group-level and local annual agreements concerning the most critical raw materials, packaging supplies and services with well-known and long-term contracting partners.

#### **ENVIRONMENTAL ISSUES**

Olvi Group observes environmental, health and safety considerations in its operations. The Group complies with the principles of sustainable development. Environmental protection in the parent company Olvi plc is based on the environmental policy of the Finnish brewing and soft drink industry, as well as the corporate values that include responsibility for the environment. Olvi Group cares for the environment by acting on its own initiative and by complying with laws and recommendations associated with its business, as well as policies prepared by co-operation bodies of the brewing industry. Olvi plc's operations are in compliance with the environmental permit granted by the North Savo Regional Environment Centre on 30 September 2003, which is valid until 2014.

Olvi Group companies have not been involved in any legal or administrative proceedings related to environmental issues, and the company is not aware of any environmental risks that would have a significant effect on the Group's financial position.

#### OUTLOOK

Olvi's overall market position continued to strengthen during 2006. Olvi Group's crucial objective is to outperform overall market growth and strengthen the Group's position and competence in all of its beverage product groups. In particular, the Group aims to ensure efficient utilisation of the substantial investments made to increase the capacity of the Baltic companies.

Another crucial objective is to ensure continuous improvement of the entire Olvi Group's profitability. In Finland, the company is preparing for new tax legislation concerning packages across the entire brewing and beverage industry that will enter into force on 1 January 2008, as well as changes arising from the increased use of single-use packages.

In 2007, a lot of effort will be put into diversifying the product ranges in Finland through product launches for new product segments. An amendment to the Finnish Alcohol Act will presumably become effective in the latter half of 2007 and is expected to have a positive effect on beer prices and diminish the role of beer as a product for attracting customers to retail stores. With regard to the total consumption of brewing industry products, beers are expected to remain at the previous year's level but the consumption of ciders, long drinks, well-being beverages and sports beverages is expected to increase.

We estimate Olvi Group's net sales in 2007 to increase on the previous year and the operating profit to be on a par with 2006 or slightly higher.

#### BOARD OF DIRECTORS' PROPOSAL FOR THE DISTRIBUTION OF PROFIT

Olvi plc continues to pursue an active and earnings-based dividend policy. The aim is to distribute at least 40 percent of the annual earnings per share as dividend to the shareholders.

At the end of 2006, the parent company Olvi plc had 44.0 (41.5) million euro of distributable funds, of which profit for the period accounted for 7.2 million euro.

The company's Board of Directors will propose to the Annual General Meeting that a dividend of 0.65 euro shall be paid for 2006 on each Series K and Series A share, representing 45.5 percent of the Olvi Group's earnings per share. The proposed dividend payment totals 6.7 million euro. The proposal calls for the payment of dividends on 16 April 2007.

In accordance with the Annual General Meeting's decision, a dividend of 0.425 euro on each Series K and Series A share, totalling 4.4 million euro, was paid for 2005. The date of dividend payment was 18 April 2006.

There have been no substantial changes in the company's financial position after the end of the accounting period. The company's liquidity is good and, according to the Board of Directors' understanding, the proposed distribution of profit does not endanger liquidity.

The financial statements from 1 January to 31 December 2006 have been prepared in accordance with International Financial Reporting Standards approved for use within the EU. The preparation has been carried out in compliance with the IAS and IFRS standards, as well as their official interpretations, valid on 31 December 2006.

An annual summary of disclosures made by the company in 2006 can be found at www.olvi.fi under "Financial reports".

#### **FINANCIAL REPORTS IN 2007**

Olvi Group's financial statements and Board of Directors' report for the year 2006 will be published on the company's Web site on 27 March 2007. The Annual General Meeting of the shareholders of Olvi plc will be held in Iisalmi, Finland, on 3 April 2007.

The following interim reports will be released in 2007:

- Interim Report 1Q/2007, January to March, on 26 April 2007
- Interim Report 2Q/2007, January to June, on 16 August 2007
- Interim Report 3Q/2007, January to September, on 25 October 2007

## **CONSOLIDATED FINANCIAL STATEMENTS 2006**

## **CONSOLIDATED BALANCE SHEET**

	Note	31 Dec 2006 EUR 1,000	%	31 Dec 2005 EUR 1,000	%
ASSETS					
Non-current assets					
Tangible assets	12	83 474		73 679	
Goodwill Intangible assets	13 13	10 675 1 640		8 706 2 439	
Financial assets available for sale Non-current assets	15	253		253	
held for sale	2	311		94	
Loans receivable	16	44		44	
Deferred tax receivables	17	65	<b>64 0</b>	47	<b>60</b> 7
Total non-current assets		96 462	61.8	85 262	60.7
Current assets					
Inventories Accounts receivable and	18	25 173		21 424	
other receivables	19	32 256		27 273	
Liquid assets	20	2 102		6 437	
Total current assets		59 531	38.2	55 134	39.3
TOTAL ASSETS		155 993	100.0	140 396	100.0
SHAREHOLDERS' EQUITY AND LIABILI Shareholders' equity held by	TIES				
parent company shareholders	21	20.750		10.270	
Share capital Other reserves	21	20 759 1 128		10 379 11 507	
Treasury shares	21	-290		11 507	
Accrued earnings		40 847		35 568	
Net profit for the period		14 822		9 808	
Total shareholders' equity held by parent company shareholders		77 266	49.5	67 262	47.9
Minority interest		101	0.1	0	0.0
Total shareholders' equity		77 367	49.6	67 262	47.9
Non-current liabilities	22			22.250	
Interest-bearing liabilities Interest-free liabilities	23	27 108 490		33 359	
Deferred tax liabilities	17	1 413		1 559	
Current liabilities					
Interest-bearing liabilities	23	11 562		6 872	
Interest-free liabilities Total liabilities	24	38 053 <b>78 626</b>	E0 4	31 344	52.1
TOTAL SHAREHOLDERS'		/8 020	50.4	73 134	52.1
EQUITY AND LIABILITIES		155 993	100.0	140 396	100.0

The notes constitute an essential part of the financial statements.

## **CONSOLIDATED INCOME STATEMENT**

Not	te	1 Jan - 31 De EUR 1,000	c 2006 %	1 Jan - 31 D EUR 1,000	ec 2005 %
<b>NET SALES</b> Increase (+)/decrease (-) in inventories	1	170 319	100.0	147 519	100.0
of finished and unfinished products Manufacture for own use		1 640 65	$1.0 \\ 0.0$	701 52	0.5 0.0
Other operating income	3	590	0.3	519	0.4
Materials and services Personnel expenses	6	63 727 25 870		53 104 21 196	36.0 14.4
Depreciation and impairment	5	10 851		11 807	8.0
Other operating expenses	4	53 685	31.5	49 722	33.7
OPERATING PROFIT		18 481	10.9	12 962	8.8
Financial income	8	188	0.1	159	0.1
Financial expenses	9	-1 432	-0.8	-1 885	-1.3
PROFIT BEFORE TAXES		17 238	10.1	11 236	7.6
Income taxes 1	10	-2 413	-1.4	-1 688	-1.1
NET PROFIT FOR THE YEAR		14 824	8.7	9 548	6.5
Attributable to:					
- Parent company shareholders		14 822	8.7	9 808	6.6
- Minority		2	0.0	-260	-0.2
Earnings per share calculated from profit belonging to parent company shareh	olde	rs:			
Undiluted earnings per share (EUR)			1.43		0.95
Earnings per share adjusted for dilution (EUR)			1.42		0.95

The notes constitute an essential part of the financial statements.

# **CONSOLIDATED CASH FLOW STATEMENT**

	Note	2006 EUR 1,000	2005 EUR 1,000
Cash flow from operations			
Net profit for the period		14 824	9 808
Adjustments:	27		
Depreciation and impairment	5	10 851	11 807
Financial income Financial expenses	8 9	-188 1 432	-159 1 885
Income taxes	10	2 413	1 688
Other adjustments	10	345	-832
Change in net working capital:			
Increase (-)/decrease (+) in current interest-free			
accounts receivable and other receivables		-5 762	-2 880
Increase (-)/decrease (+) in inventories		-3 718	-164
Increase (+)/decrease (-) in current interest-free liabilities		6 160	4 816
Interest paid		-1 529	-1 732
Interest received		188	159
Taxes paid		-1 080	-1 763
Cash flow from operations (A)		23 936	22 632
Cash flow from investments			
Investments in tangible and intangible assets		-22 064	-13 988
Capital gains on disposal of tangible and intangible asset	ts	145	122
Cash flow from investments (B)		-21 920	-13 866
Cash flow from financing			
Increase of share capital	21	0	1 106
Withdrawals of loans		7 000 -8 650	4 000 -8 613
Repayments of loans Acquisition of treasury shares	21	-8 650 -290	-0 013
Dividends paid	21	-4 411	-3 259
Cash flow from financing (C)		-6 352	-6 766
Increase (+)/decrease (-) in liquid assets (A+B+C	:)	-4 335	2 001
Liquid assets 1 January		6 437	4 436
Liquid assets 31 December	20	2 102	6 437
Change in liquid assets		-4 335	2 001

The notes constitute an essential part of the financial statements.

### **CHANGES IN CONSOLIDATED SHAREHOLDERS'** EQUITY

SHAREHOLDERS' EQUITY BELONGING TO PARENT COMPANY SHAREHOLDERS									
EUR 1,000	Α	В	С	D	E	F	G	н	I
Shareholders' equity 1 Jan 2005 10 Share subscription Change in translatio	028 0 351	10 482 755	127	0	143	0	38 827	260	59 867 1 106
difference Payment of dividend Net profit for	ls						-3 259		0 -3 259
the period Change in minority							9 808		9 808
interest Shareholders' equ	itv						-260	-260	
		11 237	127	0	143	0	45 376	0	67 262
SHAREHOLDERS' EQUITY BELONGING TO PARENT COMPANY SHAREHOLDERS									
	(	OMPAN	<b>SHARE</b>	IOLDER	S				
EUR 1,000	A	COMPAN B	( SHAREH C	IOLDER	S E	F	G	н	I
Shareholders' equity 1 Jan 2006 10 Bonus issue 10 Effect of increases in the share capital	<b>A</b> / ) 379			-		<b>F</b> 0	<b>G</b> 45 376		<b>I</b> 67 262 0
Shareholders' equity 1 Jan 2006 10 Bonus issue 10 Effect of increases in the share capital of subsidiaries on minority interest	<b>A</b> / ) 379	<b>B</b> 11 237	С	D	E		_		67 262
Shareholders' equity 1 Jan 2006 10 Bonus issue 10 Effect of increases in the share capital of subsidiaries on minority interest Change in minority interest	<b>A</b> / ) 379	<b>B</b> 11 237	С	D	E		45 376	0	67 262 0
Shareholders' equity 1 Jan 2006 10 Bonus issue 10 Effect of increases in the share capital of subsidiaries on minority interest Change in minority interest Acquisition of treasury shares	A 0 379 0 379	<b>B</b> 11 237	С	D	E		45 376	0	67 262 0
Shareholders' equity 1 Jan 2006 10 Bonus issue 10 Effect of increases in the share capital of subsidiaries on minority interest Change in minority interest Acquisition of	A 0 379 0 379 1 379 n ls riod	<b>B</b> 11 237	С	0	E		45 376	0	67 262 0 0

101 77 367

A = Share capital

B = Share premium account

C = Legal reserve

D = Treasury shares reserve

E = Other reserves

F = Translation differences

G = Retained earnings

H = Minority interest

I = Total

The notes constitute an essential part of the financial statements.

 Shareholders' equity

 31 Dec 2006
 20 758
 858
 127
 -290
 143
 -18
 55
 688

### Notes to the Consolidated Financial Statements

#### **Basic information on the Group**

Olvi Group manufactures beers, ciders, mineral waters, juices, soft drinks and other beverages. Olvi operates in four countries: Finland, Estonia, Latvia and Lithuania.

The Group's parent company is Olvi plc (Business ID 0170318-9), and its Series A shares are quoted on the Main list of the Helsinki Stock Exchange. The parent company is head-quartered in Iisalmi and its registered address is P.O. Box 16, 74101 Iisalmi.

A copy of the consolidated financial statements is available on the Internet at www.olvi.fi or from the headquarters of the Group's parent company at Olvitie I-IV, 74100 Iisalmi.

The accounting period of all Group companies corresponds to the calendar year and ended on 31 December 2006.

Olvi plc's Board of Directors has approved the disclosure of these financial statements at its meeting on 27 February 2007.

According to the Finnish Companies Act, shareholders have the option to approve or reject the financial statements at a General Meeting of Shareholders to be held after disclosure. The General Meeting of Shareholders may also amend the financial statements.

#### **Accounting policies**

#### **Basis of preparation**

The consolidated financial statements have been prepared in compliance with the International Financial Reporting Standards (IFRS), observing the IAS and IFRS standards as well as SIC and IFRIC interpretations valid on 31 December 2006. In the Finnish Accounting Act and regulations enacted by virtue of the Act, International Financial Reporting Standards refer to the standards approved for use in the European Union in accordance with the procedure specified in the EU regulation (EC) No 1606/2002. The notes to the financial statements are also in compliance with Finnish legislation concerning accounting and corporate law.

The consolidated financial statements have been prepared on the basis of original cost with

the exception of investments available for sale, financial assets and liabilities recognised at fair value through profit or loss, derivative contracts, as well as share-based transactions settled in cash, which have been recognised at fair value. The financial statement information is presented in thousands of euros (EUR 1,000).

Preparation of financial statements in accordance with IFRS standards requires the Group's management to make certain estimates and considerations with regard to application of the accounting policies. Information on considerations made by management with regard to application of the Group's accounting policies that have the most significant effect on the figures presented in the financial statements is presented in the Section "Accounting policies requiring consideration by management and crucial factors of uncertainty associated with estimates".

#### **Consolidated accounting policies**

#### **Subsidiaries**

The consolidated financial statements include the parent company Olvi plc as well as all Finnish and non-Finnish subsidiaries in which the Group directly or indirectly controls more than 50 percent of the voting rights associated with shares or otherwise has the right to define the principles of the entity's finances and business operations.

Intra-Group shareholdings have been eliminated using the purchase method. Acquired subsidiaries are included in the consolidated financial statements as of the date the Group has acquired a position of control, and divested subsidiaries are included until the date the Group's control is discontinued. All intra-Group business transactions, receivables, liabilities, unrealised gains and internal profit distribution are eliminated during the preparation of the consolidated financial statements. Unrealised losses are not eliminated if they are caused by impairment. The distribution of profit for the financial period between the parent company's shareholders and the minority is presented in connection with the income statement, and the share of equity belonging to the minority is presented as a separate item within shareholders' equity in the balance sheet. The maximum amount recognised in the consolidated financial statements as the minority's share of accrued losses is the amount of the investment.

#### Business combinations between enterprises under common control

Business combinations between enterprises under common control have been accounted for on the basis of original cost. The so-called Parent Company model applies to the acquisition of minority interests; the difference between the acquisition cost and acquired equity is recognised as goodwill.

#### **Conversion of items in foreign currency**

The figures indicating the earnings and financial position of Group entities are measured in the currency of each unit's primary operating environment ("functional currency"). The functional and presentation currency of the Group's parent company is the euro.

Transactions denominated in foreign currency have been converted into the functional currency at the exchange rate valid on the transaction date. The parent company's receivables and debts denominated in foreign currency have been converted into euro at the mean exchange rate quoted by the European Central Bank on the balance sheet date. Receivables and debts of non-Finnish consolidated companies denominated in foreign currency have been converted at the exchange rate of the country in question on the balance sheet date. Gains and losses originating from business transactions in foreign currency and the conversion of monetary items are recognised on the income statement. Foreign exchange gains and losses from operations are included in the corresponding items above operating profit. Foreign exchange gains and losses on loans denominated in foreign currency are included in financial income and expenses.

The income statements of non-Finnish consolidated companies have been converted into euro at the average exchange rate for the accounting period, which refers to the average of the mean exchange rates quoted by the European Central Bank on the last day of each month. Balance sheet items have been converted into euro at the mean exchange rate guoted by the European Central Bank on the balance sheet date. The different exchange rates applicable to the conversion of profit or loss on the income statement and balance sheet result in a translation difference recognised in shareholders' equity. Translation differences arising from the elimination of the acquisition cost of foreign Group companies, as well as translation differences arising from equity items accumulated after the acquisition, are recognised in shareholders' equity. When a subsidiary is divested in full or in part, accumulated translation differences are recognised in the income statement as part of the sales gain or loss.

#### Property, plant and equipment

Property, plant and equipment are recognised in the balance sheet at original cost deducted by accumulated depreciation and impairment losses.

Asset items are depreciated by the straight-line method over their estimated useful life. Depreciation is not booked on land areas. Estimated useful lives are the following:

Buildings	20 to 40 years
Underground shelter	4 years
Plant machinery and equipment	7 to 10 years
Other fixed assets	5 years

The residual value and useful life of asset items are reviewed upon each closing of the accounts and adjusted if necessary to reflect any changes in the expected economic benefit.

Depreciation on a property, plant or equipment item will be discontinued when the item is classified as available for sale in accordance with the standard IFRS 5 Non-current Assets Held for Sale and Discontinued Operations.

Sales gains and losses arising from the decommissioning and transfer of property, plant and equipment items are included in other operating income or other operating expenses.

#### **Borrowing costs**

Borrowing costs are recognised as expenses in the period during which they have arisen.

#### **Government grants**

Public subsidies such as government grants associated with the acquisition of property, plant and equipment items are recognised as deductions in the book values of property, plant and equipment items. The subsidies will be recognised as income through reduced depreciation over the useful life of the item.

Subsidies received as compensation for realised costs are recognised on the income statement at the same time as the associated costs are recognised as expenses. Such subsidies are presented in other operating income.

#### **Intangible assets**

#### Goodwill

The business combinations have been carried out before 1 January 2004. The goodwill for these corresponds to the book value in accordance with previous accounting standards, which has been used as the deemed cost under IFRS.

No regular amortisation is booked on goodwill but it is tested annually for impairment. For this purpose, goodwill is allocated to cash generating units. Goodwill is recognised at original cost deducted by impairment.

#### **Research and development costs**

Research costs are recognised as expenses in the income statement. Development costs arising from the design of new or more advanced products are capitalised as intangible assets in the balance sheet starting from the time the product is technically feasible, it can be utilised commercially, and future economic benefit is expected from the product. Development costs previously recognised as expenses will not be subsequently capitalised. Amortisation is booked on an item starting from the time it is ready for use. An item that is not yet ready for use is tested annually for impairment. Group companies do not have any capitalised development costs.

#### Other intangible assets

An intangible asset item is recognised in the balance sheet only if its acquisition cost can be reliably determined and it is probable that the expected economic benefit from the item will be to the Group's advantage. Patents, trademarks and licences with a limited useful life are booked in the balance sheet at original cost and recognised as expenses in the income statement by straight-line amortisation over their known or estimated useful life. No amortisation is booked on intangible assets with an unlimited useful life but they are tested annually for impairment.

The amortisation periods for other intangible assets are the following: Computer software 5 years Others 5 years

#### Inventories

Inventories are recognised at acquisition cost or a lower probable net realisable value. The acquisition cost of raw materials and supplies is determined by the weighted average method. The acquisition cost of finished and unfinished products according to standard cost accounting comprises raw materials, direct expenses due to work performed, other direct expenses, as well as the appropriate proportion of the variable and fixed overheads of manufacturing at the normal utilised capacity. Net realisable value refers to estimated sales price available through normal business operations, deducted by estimated costs of finishing the product and costs of sale.

#### Lease agreements

#### The Group as a lessee

Leases on tangible assets in which the Group has a significant part of the risks and benefits characteristic of ownership are categorised as finance lease agreements. Asset items acquired on finance lease agreements are recognised in the balance sheet at the fair value of the leased item in the start of the lease period or at a lower present value of minimum rents. Asset items acquired on finance lease agreements are depreciated over the useful life of the item or the lease period, whichever is shorter. Leasing rents payable are divided into financing cost and reduction of debt over the lease period so that the interest rate on the debt remaining in each accounting period is equal. Lease obligations are included in interest-bearing debt.

Lease agreements in which the risks and bene-

fits characteristic of ownership remain with the lessor are treated as other lease agreements. Leases payable on the basis of other lease agreements are recognised as expenses in the income statement in equal instalments over the lease period.

#### The Group as a lessor

Items leased out by the Group in which a significant part of the risks and benefits characteristic of ownership have been transferred to the lessee are treated as finance lease agreements and recognised as receivables in the balance sheet. The receivable is recognised at present value. The financial income on a finance lease agreement is recognised as income during the lease period so that the remaining net investment will produce the same percentage of yield over the lease period.

Assets leased out on agreements other than finance lease are included in property, plant and equipment items in the balance sheet. They are depreciated over their useful life just as similar property, plant and equipment items in own use. Lease income is recognised in the balance sheet as equal instalments over the lease period.

#### Impairment

On each balance sheet date, the Group estimates whether there is evidence that the value of an asset may have been impaired. If there is such evidence, the amount recoverable from the asset will be estimated. Furthermore, the recoverable amount will be estimated annually for the following assets regardless of whether there is evidence of impairment: goodwill, intangible assets with an unlimited useful life, as well as unfinished intangible assets. The need for impairment is reviewed at the level of cash generating units, which refers to the lowest level of unit that is mainly independent of other units and whose cash flows can be separated from other cash flows.

Recoverable amount equals to the fair value of an asset deducted by costs arising from its transfer, or value in use if this is higher. Value in use refers to estimated future net cash flows available from the asset or the cash generating unit discounted to present value. The recoverable amount of financial assets is either their fair value or the present value of expected future cash flows discounted at the original effective interest rate.

An impairment loss is recognised when the book value of an asset exceeds its recoverable amount. Impairment losses are immediately recognised in the income statement. If an impairment loss is attributable to a cash generating unit, it is first allocated to reduce the goodwill attributable to the cash generating unit and then to reduce other asset items within the unit on a pro rata basis. An impairment loss will be reversed if there is a change in the circumstances and the amount recoverable from an asset has changed since the recognition of the impairment loss. However, any impairment loss reversal may not exceed the amount that would be the book value of the asset if the impairment loss was not recognised. Impairment losses recognised on goodwill are not to be reversed in any circumstances.

#### **Employee benefits**

#### **Pension obligations**

The Group's pension schemes are defined contribution plans. Contributions paid to defined contribution pension plans are recognised in the income statement during the period to which the charge applies.

#### Share-based payments

The Group applies the standard IFRS 2 Sharebased Payments to all share-based business transactions.

Arrangements settled in equity instruments are measured at fair value on the date of granting and recognised as expenses in the income statement in equal instalments over the vesting period. Arrangements settled in cash are measured at fair value at each closing of the accounts, and changes in the fair value of the liability are recognised in the income statement.

#### **Provisions**

A provision is recognised when the Group has a legal or factual obligation based on a previous event, the realisation of a payment obligation is probable and the amount of the obligation can be reliably estimated. If there is a possibility to receive compensation for part of the obligation from a third party, the compensation is recognised as a separate asset item but this is only done once the possibility of receiving compensation is practically certain. Provisions are measured at the present value of the costs required to cover the obligation. The discounting factor used in the calculation of fair value is chosen to reflect the market opinion on the time value of money at the time of review and the risks associated with the obligation.

A restructuring provision is recognised when the Group has prepared a detailed restructuring plan and started its implementation or disclosed the matter. A restructuring plan includes at least the following information: the business operations associated with the arrangement, the principal sites affected by the arrangement, the locations, tasks and estimated number of the people that will receive compensation for termination of employment, the costs that will be realised and the time of implementing the plan. No provisions are recognised for costs associated with the Group's continuous operations.

A provision is recognised for onerous contracts if the costs necessary for fulfilling the obligations exceed the benefits available from the contract.

A provision for obligations associated with decommissioning and restoration is recognised when the Group has an obligation based on environmental legislation and the Group's environmental responsibility policy that is associated with the decommissioning of a production facility, remedy of environmental damage or transfer of equipment to another location.

No provisions of the specified types have been recognised in Olvi Group's IFRS financial statements.

#### **Income taxes**

The tax expenses in the income statement comprise tax based on the taxable income for the period and deferred tax. The tax based on the taxable income for the period is calculated on the basis of taxable income in accordance with the tax rate valid in each country. The tax is adjusted by any taxes associated with previous periods.

Deferred taxes are calculated on all temporary differences between book value and tax base. No deferred tax is recognised on impairment losses on goodwill that are not tax deductible, and no deferred tax is recognised on undistributed accrued profits of subsidiaries to the extent that the difference will probably not be eliminated during the foreseeable future.

The most substantial temporary differences arise from depreciation on property, plant and equipment, arrangements settled in equity instruments, as well as the fair valuation of derivative contracts.

Deferred taxes are calculated at tax rates enacted by the balance sheet date.

Deferred tax receivables are recognised up to the probable amount of taxable income in the future against which the temporary difference can be utilised.

# Principles for recognition of income

#### Goods sold and services produced

Income from the sale of goods is recognised once the significant risks and benefits associated with the ownership of the goods have been transferred to the purchaser. Income from services is recognised once the service has been rendered.

#### **Rental income**

Rental income is recognised in equal instalments over the rental period.

#### **Dividends and interest**

Interest income is recognised using the effective interest method, and dividend income is recognised once the dividend becomes vested.

#### Long-term assets held for sale and discontinued operations

Long-term assets held for sale and assets associated with discontinued operations are classified as assets held for sale and measured at book value or a lower fair value deducted by sales costs if the amount corresponding to the book value is going to be accrued mostly from the sale of the asset instead of continuous use. The prerequisites for classification as an item held for sale are considered to be fulfilled when a sale is highly probable and the asset can be immediately sold in its current condition on usual and conventional terms, management is committed to the sale, and it is expected to be carried out within one year of classification. Depreciation of these assets will be discontinued at the time of classification.

#### **Financial assets and liabilities**

#### **Financial assets**

The Group's financial assets are classified in accordance with the standard IAS 39 Financial Instruments: Disclosure and Presentation. The Group's financial assets are classified into the following categories: loans and receivables, and financial assets available for sale. The classification is based on the purpose of acquiring the financial assets and carried out upon original acquisition. Transaction costs are included in the original book value of financial assets if the item is not recognised at fair value through profit or loss. All purchases and sales of financial assets are recognised on the transaction date.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and not held for trading purposes. The basis for their measurement is amortised cost. On the balance sheet, they are included in accounts receivable and other receivables, either under current or non-current assets: in the latter group if the time to maturity is more than 12 months.

#### Financial assets available for sale

Financial assets available for sale are those non-derivative financial assets that are designated as available for sale or are not classified in any other group. They are included in non-current assets except if the intention is to hold them for less than 12 months from the balance sheet date, in which case they are included in current assets. Financial assets available for sale may comprise equities and interest-bearing investments. They are recognised at fair value or, if the fair value cannot be determined reliably, at purchase price. Changes in the fair value of financial assets available for sale are booked in the fair value reserve within shareholders' equity, taking the tax effect into account. Changes in fair value are transferred from shareholders' equity to the income statement when the investment is sold or its value has reduced so that an impairment loss must be recognised.

#### Liquid assets

Liquid assets comprise cash, bank deposits withdrawable on demand, as well as other short-term very liquid investments. Items classified as liquid assets have a maturity of no more than three months calculated from the date of acquisition. The Group has no bank accounts with overdraft facilities.

#### **Financial liabilities**

The Group's financial liabilities consist of other financial liabilities. Financial liabilities are initially recognised at fair value increased by transaction costs arising from the acquisition of debt. Financial liabilities will subsequently be measured at original amortised cost using the effective interest method. Financial liabilities are included in non-current and current liabilities and may be either interest-bearing or interest-free.

#### Impairment of financial assets

On each balance sheet date, the Group estimates whether there is objective evidence that the value of a financial asset item or financial asset group may have been impaired. A substantial and sustained reduction in the value of equity investments, which results in a fair value lower than purchase price, constitutes evidence of the impairment of an equity asset item available for sale. If there is evidence of impairment, the loss accumulated in the fair value reserve is transferred to the income statement. Impairment losses on equity investments classified as financial assets available for sale are not reversed through the income statement, while a subsequent reversal of an impairment loss associated with a fixed income instrument is recognised through profit or loss.

The Group recognises an impairment loss on accounts receivable when there is objective evidence that the receivable cannot be recovered in full. The debtor's substantial financial problems, the probability of bankruptcy, as well as default on payments or a payment delay exceeding 90 days constitute evidence of the impairment of accounts receivable. The amount of impairment loss recognised in the income statement is determined as the difference between the book value of the receivable and the present value of estimated future cash flows discounted at the effective interest rate. If the amount of impairment loss is reduced during a subsequent accounting period and the reduction can be objectively considered to relate to an event subsequent to the recognition of the impairment loss, the recognised impairment loss shall be reversed through profit or loss.

# Derecognition of financial assets and liabilities from the balance sheet

Financial assets are derecognised once the Group has lost its contractual right to the cash flows or it has transferred a significant portion of the risks and revenue out of the Group.

Financial liabilities are derecognised once the liability or a part thereof has ceased to exist – in other words, once the obligation specified in the contract has been fulfilled or annulled or it has ceased to be valid.

# Derivative contracts and hedge accounting

Olvi Group treats derivative contracts in the manner prescribed in the standard IAS 39 Financial Instruments: Disclosure and Presentation. All derivatives have been classified as assets held for trading because the Group does not apply hedge accounting in accordance with IAS 39. Derivatives held for trading are interest rate swaps recognised at fair value. The fair value of interest rate swaps is recognised in other current assets or liabilities. Both realised and unrealised gains and losses arising from changes in fair value are recognised in financial items within the income statement for the accounting period during which they arise.

#### Share capital

Outstanding Series K and Series A shares are presented as share capital. Costs associated with the issuance or acquisition of equity instruments are presented as a deduction of shareholders' equity. If Olvi plc reacquires its own equity instruments, the acquisition cost shall be deducted from shareholders' equity.

#### **Dividend distribution**

The dividend proposed by the Board of Directors to the General Meeting of Shareholders has not been recognised in the financial statements. Dividends will only be recognised on the basis of the General Meeting's decision.

#### **Operating profit**

The standard IAS 1 Presentation of Financial Statements does not define the concept of operating profit. The Group has defined it as follows: operating profit is the net amount created by adding other operating income to net sales, subtracting purchase costs adjusted by change in inventories of finished and unfinished products and costs of manufacture for own use, and subtracting costs of employee benefits, depreciation and amortisation, any impairment losses and other operating expenses. All income statement items other than the above are presented below operating profit. Exchange rate differences are included in operating profit if they arise from items associated with business operations; otherwise they are recognised in financial items.

#### **Earnings per share**

In IAS 33, undiluted earnings per share is calculated using the average weighted number of shares outstanding during the accounting period. When calculating the average, the number of treasury shares in the company's possession is deducted from the number of shares.

The average weighted number of shares used for the calculation of diluted earnings per share includes the dilution effect of options outstanding during the accounting period. The calculation of the dilution effect includes consideration for the number of treasury shares acquired using funds received from the exchange of options.

#### Accounting policies requiring consideration by management and crucial factors of uncertainty associated with estimates

Estimates and assumptions regarding the future have to be made during preparation of the financial statements, and the outcome may differ from the estimates and assumptions. Furthermore, the application of accounting policies requires consideration. The estimates are based on the management's best understanding on the balance sheet date. Any changes in the estimates and assumptions are recognised in the accounting period during which the estimates and assumptions are adjusted and in all subsequent accounting periods. This affects the amounts of assets and liabilities in the balance sheet, the presentation of contingent liabilities and assets in the financial statements, as well as income and expenses for the accounting period. Actual figures may differ from these estimates.

#### Impairment testing

Olvi Group carries out annual impairment testing of goodwill and unfinished intangible assets, and evidence of impairment is evaluated as presented above in the accounting policies. Recoverable amounts from cash generating units are determined through calculations based on value in use. The preparation of these calculations requires the use of estimates.

Cash flow estimates are based on forecasts approved by management covering a three-year period. The crucial variables used for the calculation of value in use are budgeted sales volume, budgeted net sales and operating profit. Estimated sales and production volumes are based on existing fixed assets.

#### Application of new or amended IFRS standards and IFRIC interpretations

The following obligatory amendments to IAS and IFRS standards and IFRIC interpretations valid as of 1 January 2006 have not caused any changes in the Group's accounting policies:

IAS 21 (Amendment), The Effects of Changes in Foreign Exchange Rates – Net Investment in a Foreign Operation

IFRIC 6, Liabilities Arising from Participating in a Specific Market – Waste Electrical and Electronic Equipment

IAS 39 (Amendment), Financial Instruments: Recognition and Measurement and IFRS 4 (Amendment), Insurance Contracts – Financial Guarantee Contracts

IFRS 1 (Amendment), First-time Adoption of International Financial Reporting Standards and IFRS 6 (Amendment), Exploration for and Evaluation of Mineral Resources

IAS 39 (Amendment), The Fair Value Option

IAS 39 (Amendment), Financial Instruments: Recognition and Measurement (Cash Flow Hedges of Forecast Intragroup Transactions)

IAS 19 (Amendment), Employee Benefits: Actuarial Gains and Losses, Group-level Arrangements and Financial Statement Disclosures

IFRS 6, Exploration for and Evaluation of Mineral Resources

IFRIC 4, Determining Whether an Arrangement Contains a Lease

IFRIC 5, Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds. The following obligatory IFRS standards and IFRIC interpretations have been published but the Group has not adopted them yet:

IAS 1 (Amendment), Presentation of Financial Statements – Capital Disclosures (effective for annual periods beginning on or after 1 January 2007)

IFRS 7 Financial Instruments: Disclosures (effective for annual periods beginning on or after 1 January 2007)

IFRS 8, Operating Segments (effective for annual periods beginning on or after 1 January 2009)\*

IFRIC 7, Applying the Restatement Approach under IAS 29 Financial Reporting in Hyperinflationary Economies (effective for annual periods beginning on or after 1 March 2006)

IFRIC 8, Scope of IFRS 2 (effective for annual periods beginning on or after 1 May 2006)

IFRIC 9, Reassessment of Embedded Derivatives (effective for annual periods beginning on or after 1 June 2006)

IFRIC 10, Interim Financial Reporting and Impairment (effective for annual periods beginning on or after 1 November 2006)\*

IFRIC 11 – IFRS 2, Group and Treasury Share Transactions (effective for annual periods beginning on or after 1 March 2007)\*

IFRIC 12, Service Concession Arrangements (effective for annual periods beginning on or after 1 January 2008)\*

\*) the standard or interpretation has not yet been approved by the EU

The Group will assess the effect of the adoption of new standards and interpretations on upcoming financial statements.

### **Notes to the Consolidated Financial Statements**

#### 1. Segment information

Segment information is presented in accordance with the Group's division into geographical and business segments. The Group's primary segment reporting format is based on geographical segments. The geographical segments are based on the Group's internal organisational structure and internal financial reporting.

The products and services of geographical segments are produced in a specific economic environment with risks and profitability deviating from the risks and profitability of the economic environment of other geographical segments. Business segments comprise groups of assets and business operations that have risks and profitability associated with their products and services deviating from other business segments.

A segment's assets and liabilities refer to business items that the segment uses in its business operations or that can be allocated to segments on reasonable grounds. Unallocated items include tax and financial items, as well as items common to the entire company. Investments include increases in property, plant and equipment items and intangible assets that are used during more than one period.

Pricing between segments is based on market terms.

#### **Geographical segments**

The Group's geographical segments are: Finland, Estonia, Latvia and Lithuania. In addition to the location of assets, the geographical segments are presented in accordance with the location of customers.

#### **Business segments**

The Group's business segments are: alcoholic beverages and non-alcoholic beverages. Alcoholic beverages include beers, ciders and long drinks manufactured and sold by Group companies. Non-alcoholic beverages include mineral waters, soft drinks and juices.

Geographical segments 2006 in accordance with asset locations							
EUR 1,000 INCOME	Finland	Estonia	Latvia	Lithuania	Elimination	Group	
External sales Internal sales	78 336 1 122	55 671 5 846	18 150 422	18 162 63	-7 453	170 319 0	
Total net sales	79 458	61 517	18 572	18 225	-7 453	170 319	
<b>EARNINGS</b> Operating profit for the segment	7 060	9 268	845	1 239	69	18 481	
Interest income Interest expenses Income taxes						188 -1 432 -2 413	
Net profit for the period						14 824	
OTHER INFORMATION Segment assets Unallocated company-le		115 277	25 065	22 755	-150 825	77 031 78 962	
Total consolidated asse	ts					155 993	
Segment liabilities Unallocated company-le	22 051 evel	9 267	3 743	2 844	-1 385	36 520	
liabilities Total consolidated liabil	ities					42 106	
		12 202	4.075	1.012			
Capital expenditure Depreciation Provisions	1 562 4 564 412	13 383 2 958	4 075 1 551	1 913 1 570	208	20 933 10 851 412	

Geographical segments	2005 in ac	cordance v	vith asset	locations		
EUR 1,000	Finland	Estonia	Latvia	Lithuania	Elimination	Group
INCOME External sales	73 278	45 931	13 360	14 950		147 519
Internal sales	232	16 099	43	14 930 92	-16 466	147 519
Total net sales	73 510	62 030	13 403	15 042	-16 466	147 519
Total het sales	/5 510	02 050	13 405	13 042	10 +00	147 519
EARNINGS						
Operating profit for						
the segment	4 720	7 720	146	-872	1 248	12 962
Interest income						159
Interest expenses						-1 885
Income taxes						-1 688
Net profit for the period						9 548
OTHER INFORMATION						
OTHER INFORMATION Segment assets	67 075	86 656	20 156	19 501	-131 273	62 115
Unallocated company-le		80 030	20 130	19 301	-131 273	78 281
Total consolidated asset						140 396
Iotal consolidated asset	.5					140 390
Segment liabilities	21 000	8 385	2 481	3 643	-3 705	31 804
Unallocated company-le						
liabilities						41 330
Total consolidated liabili	ties					73 134
Capital expenditure	4 106	7 212	4 817	1 307	0	17 442
Depreciation	4 734	2 746	1 251	2 899	177	11 807
	2006 in as		the sustau			
Geographical segments	2006 in ac	cordance v	vith custor	ner locatio	ns	
EUR 1,000	Finland	Estonia	Latvia	Lithuania	Elimination	Group
External sales	76 217	51 657	20 933	19 131	2 381	170 319
Internal sales	21	1 711	3 382	2 339	-7 453	0
Total net sales	76 238	53 368	24 315	21 470	-5 072	170 319
Coorrentiant	2005 in as		the sustain	ner le estie		
Geographical segments	2005 in ac	cordance v	vith custor	ner locatio	ns	
EUR 1,000	Finland	Estonia	Latvia	Lithuania	Elimination	Group
External sales	70 240	45 500	13 359	15 537	2 883	147 519
Internal sales	107	12 004	3 166	1 189	-16 466	0
Total net sales	70 347	57 504	16 525	16 726	-13 583	147 519
	_					
Business segments 200		halia N	n alachal'	-		
EUR 1,000	AICO bever		n-alcoholio beverages	-	ation	Group
External sales		ages 5 116	51 656		7 453	170 319
Segment assets		4 317	73 539	-	0 825	77 031
Unallocated company-le		- 51/	/5 55	-15	0 025	78 962
Total consolidated asset						155 993
Capital expenditure		4 500	6 432	2		20 933
cupital experiatore	1-		0 + 52	-		20 555
<b>Business segments 200</b>						
			n-alcoholio			
EUR 1,000	bever	-	beverages			Group
External sales		0 409	53 576		6 466	147 519
Segment assets		922	41 110	) -8	0 083	61 949
Unallocated company-le						78 281
Total consolidated asset		0.007	4.0.1	_		140 230
Capital expenditure	13	3 097	4 345	0		17 442

2. Non-current assets held for sale, EUR 1,000	2006	2005
Non-current assets held for sale	311	94
Total	311	94

Non-current assets held for sale consist of a packaging machine decommissioned by the parent company and the Latvian subsidiary's old brewery building.

3. Other operating income, EUR 1,000	2006	2005
Sales gains on property, plant and equipment	185	49
Rental income	83	100
Other	324	370
Total	590	519

Other operating income consists mostly of income received by the Estonian subsidiary from various kinds of events, as well as income from the sales of production waste.

4. Other operating expenses, EUR 1,000	2006	2005
Sales losses and scrapping of property, plant and equipment Rental costs External services Other Total	118 2 693 29 923 20 950 53 685	15 2 689 23 717 23 301 49 722

Other operating expenses consist mostly of energy and repair costs, the costs of administration, marketing and building maintenance, as well as other indirect personnel costs.

5. Depreciation and impairment, EUR 1,000	2006	2005
Depreciation on tangible assets: Buildings Machinery and equipment Other tangible assets Total depreciation on tangible assets	2 161 7 012 768 9 941	2 059 8 051 718 10 828
Depreciation on intangible assets: Intangible rights Other intangible assets Total depreciation on intangible assets Total	163 747 910 10 851	168 811 979 11 807

6. Costs of employee benefits, EUR 1,000	2006	2005
Wages and salaries Pension costs - defined contribution Pension costs - defined benefit Other personnel expenses	21 307 1 845 0 2 718	17 583 1 581 -600 2 632
Total	25 870	21 196
Group personnel on average during the period Finland Estonia Latvia Lithuania	346 393 195 192	333 379 180 182
Total	1 126	1074

Information on employee benefits and loans to management is presented in Note 30, Related party transactions.

#### 7. Research and development costs

The income statement includes 156 thousand euro of R&D costs recognised as expenses in 2006, corresponding to 0.1% of net sales.

Group-level comparison data for 2005 is not available.

8. Financial income, EUR 1,000	2006	2005
Dividend income Other interest and financial income Total	2 186 188	3 156 159
9. Financial expenses, EUR 1,000	2006	2005

Interest expenses	1 408	1 690
Other financial expenses	24	195
Total	1 432	1 885

Interest expenses include EUR -171 thousand of changes in the fair value of interest rate swaps used to hedge against interest rate risk.

10. Income taxes, EUR 1,000	Note	2006	2005
<b>-</b>		2 577	1.001
Tax based on the taxable income for the period		2 577	1 691
Deferred taxes, change in the fair value of derivatives	17	44	-47
Deferred taxes, change in depreciation difference	17	-156	-112
Deferred taxes, share-based bonuses		-62	0
Deferred taxes, finance leasing	17	10	0
Deferred taxes, change in pension liability		0	156
Total		2 413	1 688

Reconciliation between the tax expenses in the income statement and taxes calculated in accordance with the tax rate in the Group's home country (26%):

EUR 1,000	2006	2005
Earnings before tax	17 238	11 236
Taxes calculated at the home country's rate	4 482	57
Effect of different tax rates for foreign subsidiaries	-2 103	2 936
Tax effect of non-deductible items	24	-1 245
Taxes from previous accounting period	10	-3
Taxes in income statement	2 413	1 688

#### 11. Earnings per share

Undiluted earnings per share are calculated by dividing the profit for the accounting period belonging to the parent company's shareholders by the weighted average of shares outstanding during the accounting period. When calculating the weighted average, the number of treasury shares in the company's possession is deducted from the number of shares. Olvi plc acquired a total of 16,000 of its own Series A shares between 1 June and 14 December 2006, and their effect has been taken into account in the calculation of the weighted average number of shares.

	2006	2005
Profit belonging to parent company shareholders (EUR 1,000)	14 822	9 808
Weighted average number of shares during the period (1,000)	10 379	10 293
Effect of treasury shares (1,000)	-3	0
Weighted average number of shares for the calculation of EPS (1,000	0) 10 376	10 293
Undiluted earnings per share (euro per share)	1.43	0.95

In the calculation of earnings per share adjusted for dilution, the weighted average number of shares includes the diluting effect of the conversion of all potential options outstanding during theperiod. Stock options have a diluting effect if the exercise price of the stock options is lower than the fair value of the share. The dilution effect is the number of shares that have to be issued gratuitously as the Group could not issue the same number of shares at fair value using the funds received through the exercise of the options. The fair value of the share is based on the average share price during the period. When calculating the weighted average number of shares adjusted for dilution, the number of treasury shares in the company's possession is deducted from the number of shares.

Olvi plc had a total of 200,000 stock options granted by the General Meeting of Shareholders and directed to the Group's key employees that had an increasing effect on the number of shares but the General Meeting on 4 April 2006 decided to annul them. Thus the dilution effect of these options on the weighted average number of shares has been accounted for the period from 1 January to 6 April 2006.

Olvi plc acquired a total of 16,000 of its own Series A shares between 1 June and 14 December 2006, and their effect has been taken into account in the calculation of the weighted average number of shares.

	2006	2005
Profit belonging to parent company shareholders (EUR 1,000)	14 822	9 808
Net profit for the calculation of earnings per share		
adjusted for dilution (EUR 1,000)	14 822	9 808
Weighted average number of shares during the period (1,000)	10 379	10 293
Effect of stock options (1,000)	37	85
Effect of treasury shares (1,000)	-3	0
Weighted average number of shares		
for the calculation of earnings per share		
adjusted for dilution (1,000)	10 413	10 378
Earnings per share adjusted for dilution (euro per share)	1.42	0.95

#### 12. Property, plant and equipment

	Buildings	Machinery and eqpt	Other tangible assets	Advance payments and unfinished purchases	Total
1 832	53 274	103 571	5 025	2 146	165 848
24	7 942	5 854	730	7 329	21 878
٦r					
0	-441	0	-80	0	-521
-2	-87	-1 133	-149	-2 131	-3 502
-0	-8	-15	-3	-6	-33
5 1 854	60 679	108 277	5 523	7 338	183 671
nd					
0	19 293	69 794	3 082	0	92 169
0	2 161	6 911	769	0	9 840
0	-537	-1 054	-213	0	-1 804
	-1	-6	-2	0	-8
0	20 916	75 645	3 636	0	100 197
1 832 1 854	33 981 39 764	33 777 32 632	1 943 1 886	2 146 7 338	73 679 83 474
	and water properties 1 832 24 0r 0 -2 -0 5 1 854 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	and water         Buildings           1 832         53 274           24         7 942           0         -441           -2         -87           -0         -88           5 1 854         60 679           0         19 293           0         2161           0         -537           0         -1           0         20 916           1 832         33 981	and water propertiesBuildingsMachinery and eqpt $1\ 832$ $53\ 274$ $103\ 571$ $24$ $1\ 24$ $7\ 942$ $5\ 854$ or $0$ $-441$ $0$ $-2$ $-2$ $-87$ $-1\ 133$ $-0$ $-8$ $-15$ $5\ 1\ 854$ $60\ 679$ $108\ 277$ od $19\ 293$ $69\ 794$ $0\ 2\ 161$ $6\ 911$ $0\ -537$ $0\ 19\ 293$ $69\ 794$ $0\ 2\ 161$ $6\ 911$ $-6$ $0\ 20\ 916$ $75\ 645$ $645$ $1\ 832$ $33\ 981$ $33\ 777$	and water propertiesBuildingsMachinery and eqpttangible assets $1 832$ $53 274$ $103 571$ $5 025$ $24$ $7 942$ $5 854$ $730$ or $0$ $-441$ $0$ $-80$ $-2$ $-87$ $-1 133$ $-149$ $-0$ $-8$ $-15$ $-3$ $5 1 854$ $60 679$ $108 277$ $5 523$ od $0$ $19 293$ $69 794$ $3 082$ $0$ $2 161$ $6 911$ $769$ $0$ $-537$ $-1 054$ $-213$ $0$ $-1$ $-6$ $-2$ $0$ $20 916$ $75 645$ $3 636$ $1 832$ $33 981$ $33 777$ $1 943$	Land and waterOther MachineryOther tangible assetsIminished purchases1 83253 274103 5715 0252 146247 9425 8547307 329or $0$ $-441$ $0$ $-80$ $0$ $-2$ $-87$ $-11 133$ $-149$ $-2 131$ $-0$ $-8$ $-15$ $-3$ $-66$ 5 1 85460 679108 2775 5237 338on $0$ $19 293$ $69 794$ $3 082$ $0$ $0$ $2161$ $6 911$ $769$ $0$ $0$ $-2161$ $6 911$ $769$ $0$ $0$ $20 916$ $75 645$ $3 636$ $0$ $1 832$ $33 981$ $33 777$ $1 943$ $2 146$

Other tangible assets consist mainly of vehicles, equipment included in equipment service, as well as office furniture.

	Land nd water roperties	Buildings	Machinery and eqpt	Other tangible assets	Advance payments and unfinished purchases	Total
Acquisition cost 1 Jan 2005	1 512	49 848	93 235	4 635	4 992	154 222
Increase Transfer to non-current assets classified as held fo	320 r	3 445	11 159	844	4 364	20 131
sale	0	0	-6	-0	0	-6
Decrease	0	-7	-466	-680	-7 214	-8 367
Exchange rate differences	0	-13	-350	226	5	-132
Acquisition cost 31 Dec 2005	1 832	53 274	103 571	5 025	2 146	165 848
Accumulated depreciation and	d					
impairment 1 Jan 2005	0	17 224	64 007	2 861	0	84 092
Depreciation	0	2 059	8 050	718	0	10 827
Decrease	0	0	-2 033	-641	0	-2 674
Exchange rate differences Accumulated depreciation and	0 d	9	-230	144	0	-77
impairment 31 Dec 2005	0	19 293	69 794	3 082	0	92 169
Book value 1 Jan 2005	1 512	32 624	29 227	1 775	4 992	70 130
Book value 31 Dec 2005	1 832	33 981	33 777	1 943	2 146	73 679

Other tangible assets consist mainly of vehicles, equipment included in equipment service, as well as office furniture.

#### Finance lease contracts

Property, plant and equipment items include assets acquired on finance lease contracts as follows:

EUR 1,000	Machinery	Other tangible	Total
	and eqpt	assets	31 Dec 2006
Acquisition cost	1 888	1 751	3 639
Accumulated depreciation	-601	-818	-1 419
Book value	1 287	933	2 220
EUR 1,000	Machinery	Other tangible	Total
	and eqpt	assets	31 Dec 2005
Acquisition cost	1 096	1 563	2 658
Accumulated depreciation	-614	-589	-1 203
Book value	481	974	1 455

#### 13. Intangible assets, EUR 1,000

	Intangible	Other intangible		
	Goodwill	rights	Assets	Total
Acquisition cost 1 Jan 2006	13 683	9 546	7 940	31 169
Increase	1 969	1	115	2 085
Decrease	0	-5	0	-5
Exchange rate differences	0	0	-1	-1
Acquisition cost 31 Dec 2006	15 652	9 543	8 054	33 249
Accumulated depreciation and				
impairment 1 Jan 2006	4 977	9 048	5 999	20 024
Depreciation	0	163	747	910
Exchange rate differences	0	2	-1	1
Accumulated depreciation and				
impairment 31 Dec 2006	4 977	9 213	6 745	20 935
Book value 1 Jan 2006	8 706	498	1 942	11 145
Book value 31 Dec 2006	10 675	330	1 310	12 315

Intangible rights consist mainly of trademarks.

Other intangible assets consist mainly of computer software.

EUR 1,000	Goodwill	Intangible rights	Other intangible assets	Total
Acquisition cost 1 Jan 2005	13 683	9 548	7 418	30 649
Increase	0	27	519	546
Decrease	0	-5	0	-5
Exchange rate differences	0	-25	4	-20
Acquisition cost 31 Dec 2005	13 683	9 546	7 940	31 169
Accumulated depreciation and impairment 1 Jan 2005 Depreciation Exchange rate differences Accumulated depreciation and	4 977 0 0	8 934 168 -54	5 187 811 0	19 098 980 -54
impairment 31 Dec 2005	4 977	9 048	5 999	20 024
Book value 1 Jan 2005 Book value 31 Dec 2005	8 706 8 706	614 498	2 231 1 942	11 551 11 145

Intangible rights consist mainly of trademarks.

Other intangible assets consist mainly of computer software.

#### 14. Impairment testing of goodwill

The most significant goodwill item is goodwill allocated to the Estonian segment with a book value of 8,146 thousand euro. The book value of goodwill allocated to the Lithuanian segment is 2,238 thousand euro, while 292 thousand euro is allocated to the Latvian segment. The recoverable amount is based on value in use. The cash flow estimate is based on a three-year strategic plan approved by management.

The discount rate is weighted average cost of capital (WACC) before taxes, 9.3 percent (2005 9.3 percent). Estimated sales and production volumes are based on existing fixed assets.

#### **15. Financial assets available for sale**

Other financial assets consist mostly of unquoted equity investments contributing to the Group company's operations. Financial assets available for sale are recognised at fair value. If fair value cannot be reliably determined, the assets are recognised at original cost.

EUR 1,000	Note	2006	2005
Book value 1 January There have been no changes in fair value or disposals		253	253
Book value 31 December	26	253	253
16. Receivables, EUR 1,000	Note	2006	2005
	26	4.4	4.4
Loans receivable Total	26	44	44
iotai		44	44

The loan receivable consists mostly of a pledge given by the parent company to the association Ekopulloyhdistys ry.

17. Deferred tax receivables and liabilities, EUR 1,000	2006	2005
Deferred tax receivables 1 January Share-based bonuses to management,	47	0
change in deferred tax Fair valuation of derivatives, change in deferred tax	62 -44	0 47
Deferred tax receivables 31 December	65	47

The Group's unused tax losses for which no tax receivable has been recognised amounted to 14,106 thousand euro at the end of the accounting period.

EUR 1,000	2006	2005
Deferred tax liabilities 1 January	1 559	1 626
Property, plant and equipment, change in deferred tax	-156	-67
Finance leasing, change in deferred tax	10	0
Deferred tax liabilities 31 December	1 413	1 559

1,403 thousand euro of the deferred tax liabilities consist of items recognised in shareholders' equity (1,559 thousand euro in 2005).

18. Inventories, EUR 1,000	2006	2005
Materials and supplies	18 954	16 260
Unfinished products	1 064	848
Finished products/goods	4 978	3 581
Other inventories	177	735
Total	25 173	21 424

Non-marketability deductions on inventories have been booked for 1,984 thousand euro in 2006 (1,391 thousand euro in 2005).

19. Accounts receivable and other receivables, EUR 1,000	Note	2006	2005
Accounts receivable Prepayments and accrued income Other receivables	26 26 26	29 716 2 228 312	24 191 2 685 397
Total	20	32 256	27 273

Essential items included in prepayments and accrued income are associated with the accruals of rents and the costs of marketing and sales, insurance and administration, as well as discounts and marketing subsidies. During the accounting period, the Group has recognised 127 thousand euro of credit losses on accounts receivable (139 thousand euro in 2005). There are no significant credit risk concentrations associated with receivables.

20. Liquid assets, EUR 1,000	Note	2006	2005
Cash and bank accounts Certificates of deposit (1 to 3 months)	26	2 102 0	3 937 2 500
Total		2 102	6 437

The liquid assets presented in the cash flow statement comprise cash and bank deposits.

#### 21. Notes concerning shareholders' equity

The following is a reconciliation of numbers of shares:

EUR 1,000	Number of K shares (1,000)	Number of A shares (1,000)	Share capital	Share premium account	Treasury shares	Total
1 January 2005 Redemption of options	933	4 081 176	10 028 351	10 481 755		20 509 1 106
31 December 2005	933	4 257	10 379	11 236		21 616
Bonus issue Acquisition of treasury sh	933 ares	4257 -16	10 379	-10 379	-290	0 -290
31 December 2006	1 866	8 498	20 758	857	-290	21 326

The share capital was increased through a bonus issue in April 2006.

The maximum number of shares is 6.0 million K shares and 24.0 million A shares (1.5 million K shares and 6.1 million A shares in 2005). The par value of the shares is 2.00 euro per share, and the Group's maximum share capital is 60.0 million euro (15.3 million euro in 2005). All issued shares have been paid in full.

The following is a description of reserves in shareholders' equity:

#### Share premium account

The share premium account comprises any subscription price in excess of the par value of shares upon share issues.

#### Legal reserve

The legal reserve originates from reserve transfers made due to an obligation formerly included in the Articles of Association.

#### Translation differences

The Translation differences reserve includes translation differences arising from the conversion of the financial statements of foreign units.

#### **Treasury shares**

Treasury shares include the acquisition cost of treasury shares possessed by the parent company. Between 1 June and 14 June 2006, a total of 4,000 Series A shares were acquired for 53,982 euro. Between 29 November and 15 December 2006, a total of 12,000 Series A shares were acquired for 236,417 euro. The acquisition costs of treasury shares are presented as a deduction of shareholders' equity.

#### Dividends

After the balance sheet date, the Board of Directors has proposed a dividend of 0.65 euro per share.

#### 22. Share-based payments

Olvi plc's Board of Directors has decided on a new share-based incentive scheme for Olvi Group's key personnel. The share-based bonus scheme is a part of the incentive and commitment scheme for the Group's key personnel and its purpose is to combine the objectives of shareholders and key personnel to improve the company's value.

The scheme includes two vesting periods, the first one extending from 1 January 2006 to 31 December 2007 and the second one from 1 January 2008 to 31 December 2010.

The bonuses will be paid in 2008 and 2011 partially in Olvi plc Series A shares and partially in cash. The proportion payable in cash covers the taxes and other statutory fees arising from the sharebased bonus. The shares carry a ban on transferring them within two years of reception.

The potential return on the scheme for the vesting period from 1 January 2006 to 31 December 2007 is based on Olvi Group's net sales and operating profit percentage.

The target group of the scheme includes 21 key employees in the vesting period 2006-2007.

period if the targets are achieved in full.

Olvi plc's Annual General Meeting on 4 April 2006 decided to annul the stock options 2002 granted by the General Meeting of Shareholders on 4 April 2002. There were 50,000 stock options 2002A and 50,000 stock options 2002B. All of the stock options 2002 were in the possession of Olvi plc's subsidiary Olvin Juomaa Oy.

23. Interest-bearing liabilities, EUR 1,000	Note	2006	2005
	5	Balance sheet values	Balance sheet values
Non-current liabilities Loans from financial institutions Finance lease liabilities Other liabilities	26 26 26	25 434 1 646 28	32 243 928 188
Total		27 108	33 359
Current liabilities Loans from financial institutions Finance lease liabilities	26 26	11 012 550	6 412 460
Total		11 562	6 872

Most of the liabilities have a variable interest rate. Loans falling due in 2008-2009 with a balance sheet value of 7.3 (10.5) million euro on 31 December 2006 have been converted to fixed interest rates using interest rate swaps.

Ranges of interest rates on interest-bearing liabilit	ies	2006	2005
Loans from financial institutions Interest rate swaps Finance lease liabilities Other liabilities:	4.0	57% - 5.76% 01% - 4.05% 50% - 5.70%	2.57% - 5.76% 4.01% - 4.05% 3.20% - 8.75%
Convertible bond Other liabilities	2.3	31% - 3.22%	7.00% 1.60% - 1.98%
Non-current liabilities will fall due as follows: EUR	1,000	2006	2005
in 2007 in 2008 in 2009 in 2010 in 2011 Later Total		0 9 298 6 961 5 095 1 967 3 788 27 108	10 822 8 696 6 193 4 420 2 690 538 33 359
Finance lease liabilities, EUR 1,000	Note	2006	2005
The finance lease liabilities will fall due as follows: Finance lease liabilities - total of minimum rents Due within one year Within more than one but less than five years	26	764 1 432 2 197	460 928 1 388
Finance lease liabilities - present value of minimum rents Due within one year Within more than one but less than five years	26	764 1 432 2 197	460 928 1 388
Total amount of finance lease liabilities	26	2 197	1 388
24. Accounts payable and other liabilities, EUR 1,000	Note	2006	2005
Current Accounts payable Accrued expenses Other liabilities Total	26 26 26	17 968 6 511 13 574 38 053	14 383 4 728 12 233 31 344

Essential items included in accrued expenses are associated with subsequent remuneration and salary obligations.

#### 25. Management of financing risks

The objective of Olvi Group's financing risk management is to minimise the effects imposed by price fluctuations in the financial markets and other uncertainty factors on the earnings, balance sheet and cash flow, as well as to ensure sufficient liquidity. Responsibility for Olvi Group's financing tasks is centralised in the parent company Olvi plc. The Group's financing risks are divided into interest rate, credit and liquidity risk. The primary type of financing risk is interest rate risk. The Group uses interest rate swaps for risk management. The general principles of the Group's financing risk management are approved by the Board of Directors of the parent company, and the parent company's management together with the management of subsidiaries is responsible for their practical implementation. Group management will identify and assess the risks and acquire the instruments required for hedging against risks in close cooperation with operating units. Hedging transactions are carried out in accordance with risk management principles approved by Group management. The Group has no significant foreign exchange risks because it operates primarily within the EU. The adverse effects of potentially realised risks are prevented and managed through sufficient insurance cover. The most important types of insurance policies include property, liability and business interruption insurance.

#### Interest rate risk

The Group's short-term money market investments expose its cash flow to interest rate risk but the overall impact is not substantial. Most of the Group's income and operational cash flows are independent of market interest rate fluctuations. The Group is primarily exposed to fair value interest rate risk, which is mostly related to the loan portfolio. The Group has diversified its borrowing between fixed- and variable-rate loans. Furthermore, the Group uses interest rate swaps to reduce interest rate risk if required by the market conditions. On the balance sheet date, fixed-rate loans accounted for 25.3 percent of interest-bearing loans. 18.9 percent of variable-rate loans were converted to fixed-rate through interest rate swaps. Variable-rate loans accounted for 55.8 percent of all interest-bearing loans. The principal-weighted average maturity of interest-bearing loans was 4.7 years.

#### Credit risk

Creditworthiness requirements for the Group's customers are reviewed annually and always when entering into agreements with new customers. The Group only extends credit to businesses with flawless credit ratings. The Group does not have any significant concentrations of credit risk on receivables because its accounts receivable are distributed across a wide and geographically diversified customer base. The amount of credit losses recognised during the accounting period was not significant. Investments related to cash management are made in liquid money market instruments having a fundamentally low risk.

#### Liquidity risk

Olvi Group endeavours to continuously assess and monitor the amount of funding required for business operations in order to maintain sufficient liquid assets to fund the Group's everyday operations and investments, as well as to repay any loans falling due. The Group aims to secure the availability and flexibility of funding by centralising the management of the Group's liquid assets with the parent company. The Group uses several banks and several forms of financing but does not use bank accounts with overdraft facilities. The parent company Olvi plc issued a 20 million euro commercial paper programme in 2002 in order to secure short-term liquidity needs quickly and cost-efficiently. At the time of closing the accounts, Olvi plc had a 3.0 million euro short-term loan withdrawn under the commercial paper programme, which fell due in January 2007.

The Group does not apply hedge accounting in accordance with IAS 39.

#### Commodity risk

Within the scope of its operations, Olvi Group is exposed to commodity risk associated with the availability and price fluctuations of inputs in production. The Group aims to reduce these risks by entering into Group-level and local annual agreements concerning the most critical raw materials, packaging supplies and services with well-known and long-term contracting partners.

## 26. Fair values of financial assets and liabilities

The fair values of Olvi Group's financial assets and liabilities do not substantially deviate from their book values. The face value of interest rate swaps was 7.3 million euro in 2006 and 10.5 million euro in 2005.

## **Financial assets**

Unquoted equity investments are recognised at purchase price as they cannot be recognised at fair value using the valuation methods. The fair value of the investments could not be determined reliably and estimates vary significantly, or the probabilities of different estimates within the range of variation cannot be reasonably determined and used for the assessment of fair value. The original book value of receivables corresponds to their fair value.

#### Financial liabilities

The fair values of interest rate swaps have been determined using the method of present value of future cash flows, supported by market interest rates and other market information on the balance sheet date. The original book value of loans from financial institutions, finance lease liabilities, accounts payable and other liabilities corresponds to their fair value.

27. Adjustments to business cash flows, EUR 1,000	2006	2005
Transactions with no associated payment:		
Depreciation	10 851	11 807
Employee benefits	490	-444
Other adjustments	3 512	3 285
Total	14 853	14 648

Other adjustments consist mainly of income taxes, as well as financial income and expenses.

28. Other lease contracts, EUR 1,000	2006	2005
The Group as a lessee Minimum rents payable on the basis of other non-cancellable leases: Due within one year	1 408	1 381
Within more than one but less than five years After more than five years	1 943 19	1 962 14
Total	3 369	3 357

The Group has leased operating premises and storage terminal facilities in different parts of Finland, as well as production machinery and equipment.

The Group as a lessor, EUR 1,000	2006	2005
Minimum rents receivable on the basis of other non-cancellable leases: Due within one year Total	886 886	882 882

The Group rents out beverage distribution and refrigeration equipment to its customers. The amount of rental income received is not significant to the Group's overall business.

29. Collateral and contingent liabilities, EUR 1,000	2006	2005
	2000	2005
Pledges and contingent liabilities For own commitments	765	1 135
For others	1 055	1 278
Package liabilities	4 734	5 442
Other liabilities	1 980	2 016
Debts for which mortgages have been given as collateral Loans from financial institutions For own commitments For others	2 318 1 527	3 864 4 125

The package liability corresponds to Olvi plc's share of the entire stock of recyclable beverage packages in accordance with proportions determined by Ekopulloyhdistys ry, deducted by packages in Olvi plc's inventory on 31 December 2006.

Ekopulloyhdistys ry administers the stock of refillable beverage packages. Every member in the system maintains a stock of packages corresponding to the requirement declared to Ekopulloyhdistys ry for each type of package it uses.

# 30. Related party transactions

The Group's parent and subsidiary relationships are the following:					
	Holding (%)	Share of voting rights (%)			
Parent company Olvi plc, Iisalmi, Finland Olvin Juomaa Oy, Iisalmi, Finland AS A. Le Coq Group, Tartu, Estonia AS A. Le Coq, Tartu, Estonia AS Ösel Foods, Reola, Estonia AS Saare Õlu, Saaremaa, Estonia A/S Cēsu Alus, Cēsis, Latvia AB Ragutis, Kaunas, Lithuania	100.00 100.00 100.00 100.00 97.89 99.56	100.00 100.00 100.00 100.00 97.89 99.56			
Employee benefits to management Salaries and other short-term employee benefits to the Board of Directors and Managing Director, EUR 1,000	2006	2005			
Managing Director Chairman of the Board Other members of the Board Total	365 304 278 947	331 210 203 744			

Olvi plc's Board of Directors has decided on a share-based incentive scheme for Olvi Group's key personnel. This is described in more detail in Note 22. No loans have been granted to management.

31. Costs arising from audit, EUR 1,000	2006	2005
Fees for statutory audit Other services	107 30	101 32
Total	137	132

# **OLVI GROUP**

# **CONSOLIDATED FINANCIAL RATIOS,** 2002 TO 2006

## **BUSINESS VOLUME AND PROFITABILITY**

EUR 1,000	2006 IFRS	2005 IFRS	2004 IFRS	2004 FAS	2003 FAS	2002 FAS
Net sales	170 319	147 519	128 894	128 894	114 554	110 184
Change, %	15.5	14.4	12.5	12.5	4.0	9.4
Operating profit	18 481	12 962	9 274	7 925	8 014	7 643
% of net sales	10.9	8.8	7.2	6.1	7.0	6.9
Financial income and						
expenses	-1 244	-1 726	-1 996	-3 703	-2 062	-1 635
Profit before tax	17 237	11 236	7 279	4 223	5 952	6 008
% of net sales	10.1	7.6	5.6	3.3	5.2	5.5
Balance sheet total	155 993	140 396	132 753	132 369	128 356	119 425
Cash flow ratio, %	15.1	14.5	12.4	10.7	12.8	13.8
Return on investment,						
% (ROI)	16.7	12.4	9.3	7.9	8.8	8.8
Return on equity, % (RC	DE) 20.5	15.0	9.8	4.5	6.6	6.4
Equity to total assets, %	6 49.6	47.9	45.1	45.3	47.0	48.5
Current ratio	1.2	1.4	1.4	1.4	1.4	1.3
Gearing, %	47.3	49.6	66.7	66.6	64.9	57.8
Gross capital expenditur	re					
on fixed assets	20 933	17 442	18 361	18 361	13 513	16 284
% of net sales	12.3	11.8	14.2	14.2	11.8	14.8
Net investments in						
fixed assets	19 751	16 627	17 424	17 424	12 423	15 231
% of net sales	11.6	11.3	13.5	13.5	10.8	13.8
Average number of						
personnel:						
Olvi plc	346	333	334	334	341	350
Companies in Estonia,						
Latvia and Lithuania	780	741	698	698	653	527
Total employees	1 126	1 074	1 032	1 032	994	877

# **PER-SHARE RATIOS**

	2006 IFRS	2005 IFRS	2004 IFRS	2004 FAS	2003 FAS	2002 FAS
Earnings per share (EPS)	), euro 1.43	0.95	0.58	0.29	0.43	0.41
EPS adjusted for dilution						
from warrants, euro	1.42	0.95	0.56	0.29	0.42	0.41
Equity per share, euro	7.46	6.48	5.94	5.95	6.05	5.91
*) Pay-out ratio, %	45.5	89.2	56.1	110.7	81.7	152.44
Price/Earnings ratio (P/E	) 14.0	22.1	22.7	44.9	30.9	24.5

The doubled numbers of shares after bonus issues in 2006 and 2003 have been taken into account in the calculation

of per-share ratios.

\*) The amount of dividend used for calculating the 2006 ratio is the Board of Director's proposal to the Annual General Meeting.

# PARENT COMPANY'S BALANCE SHEET (FAS)

	Note	31 Dec 2006 EUR	%	31 Dec 2005 EUR	%
ASSETS					
NON-CURRENT ASSETS Intangible assets Tangible assets Shares in Group companies Other investments TOTAL NON-CURRENT ASSETS	12 12 13 13	1 048 20 086 11 791 248 <b>33 173</b>	25.2	1 593 22 483 11 791 248 <b>36 114</b>	28.6
CURRENT ASSETS Inventories Non-current receivables Current receivables Financial securities Cash in hand and at bank TOTAL CURRENT ASSETS	15 16 16 17	<b>10 952</b> 67 978 18 412 290 1 056 <b>98 689</b>	74.8	<b>9 938</b> 58 333 16 373 0 5 428 <b>90 072</b>	71.4
TOTAL ASSETS		131 862	100.0	126 186	100.0
SHAREHOLDERS' EQUITY AND LIAB SHAREHOLDERS' EQUITY Share capital	ILITIE	<b>s</b> 20 759		10 379	
Share premium account Legal reserve Other reserves Retained profit		857 127 290 36 812		11 236 127 0 36 991	
Net profit for the period TOTAL SHAREHOLDERS' EQUITY	18	7 151 <b>65 996</b>	50.1	4 489 <b>63 222</b>	50.1
ACCUMULATED APPROPRIATIONS	19	6 077	4.6	6 707	5.3
LIABILITIES Non-current liabilities Current liabilities TOTAL LIABILITIES	20	24 872 34 917 <b>59 789</b>	45.3	28 844 27 413 <b>56 256</b>	44.6
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES		131 862	100.0	126 186	100.0

# PARENT COMPANY'S INCOME STATEMENT (FAS)

	Note	1 Jan - 31 De EUR 1,000	c 2006 %	1 Jan - 31 D EUR 1,000	ec 2005 %
NET SALES	1	79 458	100.0	73 509	100.0
Increase (+)/decrease (-) in invento of finished and unfinished products Manufacture for own use Other operating income Materials and services	ries 2 3	-23 66 182 20 904	-0.0 0.1 0.2 26.3	117 55 215 20 499	0.2 0.1 0.3 27.9
Personnel expenses Depreciation and impairment Other operating expenses	3 4 8	15 237 4 464 32 066	19.2 5.6	13 577 4 734 30 966	18.5 6.4 42.1
OPERATING PROFIT		7 012	8.8	4 120	5.6
Financial income and expenses	9	2 099	2.6	1 557	2.1
PROFIT BEFORE APPROPRIATION AND TAXES	NS	9 111	11.5	5 678	7.7
Appropriations Income taxes	10 11	599 -2 559	0.8 -3.2	402 -1 591	0.5 -2.2
NET PROFIT FOR THE YEAR		7 151	9.0	4 489	6.1

# PARENT COMPANY'S CASH FLOW STATEMENT

		2006	2005
	Note	EUR 1,000	EUR 1,000
Cash flow from operations Profit before extraordinary items		9 111	5 678
Adjustments: Depreciation according to plan and impairment Financial income and expenses Other adjustments Cash flow before change in working capital	8 9	4 464 -2 099 -91 11 385	4 734 -1 557 -10 8 844
Change in net working capital: Increase (-)/decrease (+) in current interest-free receivables Increase (-)/decrease (+) in inventories Increase (+)/decrease (-) in current interest-free liabilities Interest paid Interest received Taxes paid <b>Cash flow from operations (A)</b>		-2 865 -1 014 2 506 -1 305 136 -1 062 <b>7 781</b>	-1 234 1 818 2 311 -1 297 132 -1 763 <b>8 810</b>
Cash flow from investments Investments in tangible and intangible assets Capital gains on disposal of tangible and intangible assets Expenditure on other investments Cash flow from investments (B)		-1 462 79 0 <b>-1 383</b>	-4 106 114 0 <b>-3 991</b>
Cash flow from financing Increase of share capital Withdrawals of loans Repayments of loans Acquisition of treasury shares Dividends paid Cash flow from financing (C)	18 18	0 7 000 -13 069 -290 -4 411 <b>-10 771</b>	1 106 4 000 -4 420 0 -3 259 -2 573
Increase (+)/decrease (-) in liquid assets (A+B+C)		-4 373	2 246
Liquid assets 1 January Liquid assets 31 December Change in liquid assets		5 428 1 056 -4 373	3 183 5 428 2 246

# **Parent Company's Accounting Policies**

Olvi plc's accounting period extends from 1 January to 31 December. The financial statements have been prepared in accordance with the Finnish Accounting Standards (FAS).

# **Fixed assets**

Fixed assets have been recognised on the balance sheet at their direct acquisition cost deducted by accumulated depreciation according to plan. Depreciation according to plan has been calculated on a straight-line basis over the expected economic life of the asset item concerned.

# Depreciation periods according to plan:

Buildings	20 years
Underground shelter	4 years
Plant machinery and equipment	8 years
Other fixed assets	5 years

## Inventories

Inventories have been recognised at direct manufacturing or acquisition cost or a lower probable net realisable value. The acquisition cost of raw materials and supplies is determined by the weighted average method. The acquisition cost of finished and unfinished products according to standard cost accounting comprises raw materials, direct expenses due to work performed, other direct expenses, as well as the appropriate proportion of the variable and fixed overheads of manufacturing at the normal utilised capacity.

## **Research and development costs**

Research and development costs have been booked as annual expenses for the year in which they are incurred.

#### Pension cover for personnel

Pension cover for personnel has been arranged through a statutory TEL (EPA) insurance policy with an external pension insurance company. Pension insurance contributions have been allocated to match the salaries booked on an accrual basis in the annual accounts.

#### **Derivative contracts**

The parent company's derivative contracts are interest rate swaps measured at fair value. Changes in fair value are recognised in financial items within the income statement.

#### Foreign currency items

Transactions denominated in foreign currency have been recognised during the accounting period at the exchange rate on the transaction date, and any foreign currency receivables and liabilities outstanding on the balance sheet date have been recognised at the mean exchange rate on the balance sheet date.

# NOTES TO THE PARENT COMPANY'S FINANCIAL STATEMENTS

# NOTES TO THE INCOME STATEMENT AND BALANCE SHEET (EUR 1,000)

1. Net sales by market area	2006	2005
Finland	76 100	70 176
Estonia	1 415	711
Latvia Lithuania	0 7	0 0
Other exports	1 936	2 622
Total	79 458	73 509
2. Other operating income	2006	2005
2. Other operating income	2000	2005
Capital gains on disposals of fixed assets Other	61 121	22 193
Total	182	215
3. Materials and services	2006	2005
Materials and supplies (goods):		
Purchases during the year Change in stocks	18 958 -1 037	13 840 1 935
Outsourced services	2 983	4 725
Total	20 904	20 499
4. Personnel expenses	2006	2005
Wages, salaries and emoluments	11 881	10 828
Profit-sharing contribution to personnel fund	149	13
Pension expenses	1 845 1 362	1 637 1 099
Other personnel expenses Total	15 237	13 577
5. Management salaries and emoluments	2006	2005
Managing Director and members of the Board	490	429
Total	490	429
6. Parent company's personnel on average during the period	2006	2005
Full-time	280	265
Part-time Total	66 346	68 333
	540	222
7. Auditors' fees	2006	2005
Fees for statutory audit	62	51
Other services	29	30
Total	91	81
8. Depreciation and impairment	2006	2005
Planned depreciation on tangible and		. == (
intangible assets Total	4 464	4 734 4 734
Iutui	7 704	4734

9. Financial income and expenses	2006	2005
Total income from long-term investments	2	3
Other interest and financial income From Group companies From others	3 186 119	2 903 102
Total	3 305	3 005
Total dividend income and other interest and financial income	3 307	3 008
Interest expenses and other financial expenses Payable to others Total	1 208	1 451
IOLAI	1 208	1 451
Total financial income and expenses	2 099	1 557
10. Appropriations	2006	2005
Difference between depreciation according to plan and depreciation applied in taxation Replacement reserve for fixed assets Total	599 0 599	434 -32 402
	555	702
11. Income taxes	2006	2005
Income tax on business operations Taxes from previous fiscal years Change in deferred tax liability	2 566 11 -18	1 638 -0 -47
Total	2 559	1 591

# 12. Fixed assets

Intangible assets			Other	
	Formation	Intangible	intangible	
	costs	rights	assets	Total
Acquisition cost 1 Jan 2006	6	8 775	7 238	16 019
Increase	0	0	107	107
Acquisition cost 31 Dec 2006	6	8 775	7 346	16 126
Accumulated amortisation and				
impairment 1 Jan 2006	6	8 775	5 646	14 426
Amortisation	0	0	652	652
Accumulated amortisation 31 D	ec 2006 6	8 775	6 298	15 078
Book value 1 Jan 2006	0	0	1 593	1 593
Book value 31 Dec 2006	0	0	1 048	1 048

Tangible assets					Advance payments	
	nd and water perties	Buildings	Machinery and eqpt	Other tangible assets	and unfinished purchases	Total
Acquisition cost 1 Jan 2006 Increase Decrease	1 078 0 0	22 163 222 0	60 949 1 365 -40	28 0 0	290 158 -290	84 508 1 745 -330
Acquisition cost 31 Dec 2006	1 078	22 385	62 274	28	158	85 923
Accumulated depreciation and	I					
impairment 1 Jan 2006 Depreciation Accumulated depreciation	0 0	12 934 1 077	49 091 2 735	0 0	0 0	62 025 3 812
31 Dec 2006	0	14 011	51 825	0	0	65 837
Book value 1 Jan 2006 Book value 31 Dec 2006	1 078 1 078	9 229 8 374	11 858 10 449	28 28	290 158	22 483 20 086
Book value of production machinery 31 December 2006 3 1 December 2005					mber 2005	

and equipment on 31 December

# 9 417

# 13. Investments

	Shares in Group companies	Other shares	Investments total
Acquisition cost 1 Jan 2006 Decrease	12 586 0	248 -0	12 834 -0
Acquisition cost 31 Dec 2006	12 586	248	12 834
	0	0	0
Impairment 1 Jan 2006	795	0	795
Impairment 31 Dec 2006	795	0	795
Book value 31 Dec 2005	11 791	248	12 039

# 14. Group companies

	Group's holding %	Parent company's holding %
Olvin Juomaa Oy, Iisalmi, Finland AS A. Le Coq Group, Tartu, Estonia AS A. Le Coq Tartu Õlletehas, Tartu, Estonia AS Ösel Foods, Reola, Estonia	100.00 100.00 100.00 100.00	100.00 100.00
AS Saare Õlu, Saaremaa, Estonia A/S Cēsu Alus, Cēsis, Latvia AB Ragutis, Kaunas, Lithuania	100.00 97.89 99.56	
15. Inventories	2006	2005
Materials and supplies Unfinished products Finished products/goods Total	9 184 417 1 352 10 952	8 146 299 1 493 9 938

16. Receivables	2006	2005
Non-current receivables Loans receivable from Group companies Loans receivable from others Deferred tax receivables	67 884 30 65	58 256 30 47
Total non-current receivables	67 978	58 333
Current receivables Receivables from Group companies Accounts receivable Total	82 82	51
Receivables from non-Group companies Accounts receivable Other receivables Prepayments and accrued income	17 430 8 892	14 926 2 1 394
Total	18 330	16 322
Total current receivables	18 412	16 373
Total receivables	86 391	74 705

# 17. Financial securities

Financial securities in 2006 amounted to 290,399.76 euro (0 euro in 2005). They consist of treasury shares, and their book value equals acquisition cost.

18. Shareholders' equity	2006	2005
Share capital 1 January	10 379	10 028
Increase of share capital	10 379	351
Share capital 31 December	20 759	10 379
Share premium account 1 January	11 236	10 481
Issue premium	0	755
Bonus issue	-10 379	0
Share premium account 31 December	857	11 236
Legal reserve 1 January and 31 December Other reserves 1 January Acquisition of treasury shares Other reserves 31 December	127 0 290 290	127
Retained profit 1 January	41 480	40 250
Dividend distribution	-4 411	-3 259
Acquisition of treasury shares	-290	0
Unpaid dividends	34	0
Retained profit 31 December	36 812	<b>36 991</b>
Net profit for the period	7 151	4 489
Total shareholders' equity	65 996	63 222

Olvi plc's share capital is divided into share series as follo
--

	2006 shares	2006 euro	2006 votes	2005 shares	2005 euro	2005 votes
Series K (20 votes/sł	nare),					
registered	1 866 128	3 732 256	37 322 560	933 064	1 866 128	18 661 280
Series K total	1 866 128	3 732 256	37 322 560	933 064	1 866 128	18 661 280
Series A (1 vote/sha	re),					
registered	8 513 276	17 026 552	8 513 276	4 256 638	8 513 276	4 256 638
Series A total	8 513 276	17 026 552	8 513 276	4 256 638	8 513 276	4 256 638
Total 31 December	10 379 404	20 758 808	45 835 836	5 189 702	10 379 404	22 917 918

## **19. Accumulated appropriations**

Accumulated appropriations consist of accumulated depreciation difference.

20. Liabilities	2006	2005
Non-current liabilities Loans from financial institutions Other liabilities	23 906 268	28 118 28
Total	24 174	28 146
Liabilities to Group companies: Other liabilities Total	698 698	698 698
Total non-current liabilities	24 872	28 844
Current liabilities Loans from financial institutions Accounts payable Accrued expenses Other liabilities Total	11 012 8 993 4 988 9 900 34 892	6 412 8 237 3 335 9 386 27 370
Liabilities to Group companies: Accounts payable Total	25 25	42 42
Total current liabilities	34 917	27 413
Total liabilities	59 789	56 256
Interest-free liabilities 31 December	24 843	21 699
Liabilities falling due later than five years from now: Loans from financial institutions	3 600	3 200

## **21. Share-based payments**

Olvi plc's Board of Directors has decided on a new share-based incentive scheme for Olvi Group's key personnel. The share-based bonus scheme is a part of the incentive and commitment scheme for the Group's key personnel and its purpose is to combine the objectives of shareholders and key personnel to improve the company's value.

The scheme includes two vesting periods, the first one extending from 1 January 2006 to 31 December 2007 and the second one from 1 January 2008 to 31 December 2010.

The bonuses will be paid in 2008 and 2011 partially in Olvi plc Series A shares and partially in cash. The proportion payable in cash covers the taxes and other statutory fees arising from the sharebased bonus. The shares carry a ban on transferring them within two years of reception.

The potential return on the scheme for the vesting period from 1 January 2006 to 31 December 2007 is based on Olvi Group's net sales and operating profit percentage.

The target group of the scheme includes 21 key employees in the vesting period 2006-2007.

On the basis of this incentive scheme, a total of 32,000 Olvi plc Series A shares may become payable in 2008 for the first vesting period if the targets are achieved in full.

Olvi plc's Annual General Meeting on 4 April 2006 decided to annul the stock options 2002 granted by the General Meeting of Shareholders on 4 April 2002. There were 50,000 stock options 2002A and 50,000 stock options 2002B. All of the stock options 2002 were in the possession of Olvi plc's subsidiary Olvin Juomaa Oy.

22. Pledges, contingent liabilities and other commitment	ts 2006	2005
Pledges and contingent liabilities		
For own commitments Mortgages on land and buildings	765	1 135
Mortgages on land and buildings	705	1 155
Other off-balance sheet liabilities Package liabilities	4 734	5 441
Other liabilities	1 980	2 016
Total pledges and contingent liabilities	7 479	8 592
Debts for which mortgages have been given as collateral		
Loans from financial institutions		
For own commitments	2 318	3 864
For others Total liabilities	1 528 3 846	4 125 7 989
23. Leasing liabilities	2006	2005
Due within one year	992	872
Due later	1 368	1 217
Total	2 360	2 089
24. Derivative contracts		
	Nominal value	Market value
Derivatives	7 318	7 309

The business significance of the derivative contracts is minor. The derivative contracts are interest rate swaps on loans and will reach maturity in 2007 and 2008.

# PARENT COMPANY'S FINANCIAL RATIOS, 2002 TO 2006

# **BUSINESS VOLUME AND PROFITABILITY**

EUR 1,000	2006	2005	2004	2003	2002
Net sales	79 458	73 509	69 299	70 258	71 183
Change, %	8.1	6.1	-1.4	-1.3	2.5
Operating profit	7 012	4 120	3 278	5 241	5 969
% of net sales	8.8	5.6	4.7	7.5	8.4
Financial income and expenses	2 099	1 557	2 406	1 713	2 010
Profit before extraordinary items	9 111	5 678	5 684	6 954	7 979
% of net sales	11.5	7.7	8.2	9.9	11.2
Profit before provisions and taxes	9 111	5 678	5 684	6 954	7 979
% of net sales	11.5	7.7	8.2	9.9	11.2
Balance sheet total	131 862	126 186	124 000	119 599	107 182
Cash flow ratio, %	13.9	12.0	12.5	14.7	16.7
Return on investment, % (ROI)	9.7	6.8	6.7	8.5	10.4
Return on equity, % (ROE)	9.5	6.1	5.6	6.7	8.9
Equity to total assets, %	53.5	54.0	53.3	54.2	58.0
Current ratio	0.9	1.2	1.2	1.1	1.2
Gearing, %	48.1	43.7	51.8	48.2	34.7
Gross capital expenditure on					
fixed assets	1 562	4 106	4 732	2 830	6 974
% of net sales	2.0	5.6	6.8	4.0	9.8
Net investments in fixed assets	1 522	4 002	4 727	2 802	6 825
% of net sales	1.9	5.4	6.8	4.0	9.6
Average number of personnel	346	333	334	341	350

PER-SHARE RATIOS					
	2006	2005	2004	2003	2002
Earnings per share (EPS), euro EPS adjusted for dilution	0.63	0.40	0.37	0.44	0.55
from warrants, euro	0.63	0.40	0.36	0.43	0.55
Equity per share, euro	7.11	6.91	6.96	6.57	6.43
*) Nominal dividend per share, e	uro 0.65	0.85	0.65	0.70	1.25
<ul><li>*) Effective dividend yield, %</li></ul>	3.3	4.0	4.9	5.3	6.0
<ul><li>*) Pay-out ratio, %</li></ul>	103.3	214.1	177.0	159.6	227.3
Price/Earnings ratio (P/E)	31.7	53.1	35.9	30.2	19.0
Price of A share - at year-end, euro	20.00 20.19	21.10 21.60	13.17 14.18	13.25 14.40	21.00 24.00
<ul> <li>high, euro</li> <li>low, euro</li> </ul>	10.50	13.30	14.18	14.40	19.65
- average price, euro	10.30	16.43	12.81	12.09	21.81
Market capitalisation of A shares	14.70	10.45	12.01	12.09	21.01
on 31 December, million euro	170.3	89.8	53.6	52.4	41.0
Trading volume of A shares	3 052 970	1 912 335	1 767 881	1 320 230	526 414
% of all A shares outstanding	35.9	44.9	43.3	33.0	27.0
Market capitalisation of K shares on 31 December, million euro	37.3	19.7	12.3	12.4	9.8
Number of shares - year's average number, adjusted for share issues - year's average number, adjusted for dilution	10 376 311	10 292 806	9 916 982	9 712 626	9 668 208
from warrants	10 413 050	10 378 178	10 210 004	9 966 906	9 797 048
<ul> <li>number at year-end, adjusted for share issues</li> </ul>	10 379 404	10 379 404	10 028 204	9 873 004	9 668 208

\*) The amount of nominal dividend has not been adjusted for the effect of the bonus issue. Nominal dividend refers to the dividends paid on each year's number of shares. The amount of dividend used for calculating the 2006 ratio is the Board of Director's proposal to the Annual General Meeting. The doubled numbers of shares after the bonus issues in 2006 and 2003 have been taken into account in the calculation of per-share ratios.

# DISTRIBUTION OF HOLDINGS AND INFORMATION ON SHAREHOLDERS

Largest shareholders on 31 December 2006						
	Series K	Series A	Total	%	Votes	%
1. Olvi Foundation 2. Hortling	1 181 952	354 408	1 536 360	14.80	23 993 448	52.35
Heikki Wilhelm *) 3. The Heirs of Hortling	450 712	85 380	536 092	5.16	9 099 620	19.85
Kalle Einari	93 552	12 624	106 176	1.02	1 883 664	4.11
4. Hortling Timo Einari	82 912	17 592	100 504	0.97	1 675 832	3.66
<ol> <li>Hortling-Rinne Marit</li> <li>Ilmarinen Mutual Pen</li> </ol>	51 144 sion	1 050	52 194	0.50	1 023 930	2.23
Insurance Company		518 748	518 748	5.00	518 748	1.13
7. Evli Select Mutual Fur	nd	224 400	224 400	2.16	224 400	0.49
<ol> <li>Oy Autocarrera Ab</li> <li>Veritas Pension Insura</li> </ol>	ance	220 750	220 750	2.13	220 750	0.48
Company Ltd.		208 000	208 000	2.00	208 000	0.45
10. Odin Forvaltnings AS		178 760	178 760	1.72	178 760	0.39
11. Thominvest Oy		152 700	152 700	1.47	152 700	0.33
<ol> <li>Kamprad Ingvar</li> <li>Finnish Broadcasting Company Pension</li> </ol>		150 000	150 000	1.45	150 000	0.33
Foundation		144 288	144 288	1.39	144 288	0.31
14. Dutch Nordic Insuran	ce Ltd	139 050	139 050	1.34	139 050	0.30
15. Vidgren Einari 16. Säästöpankki Kotimaa	а	118 220	118 220	1.14	118 220	0.26
mutual fund 17. Nordea Vakaa Tuotto		111 800	111 800	1.08	111 800	0.24
mutual fund		107 576	107 576	1.04	107 576	0.23
<ol> <li>18. Ikano Investment Ltd</li> <li>19. Pohjola Non-Life Insu</li> </ol>		100 000	100 000	0.96	100 000	0.22
Company Ltd		100 000	100 000	0.96	100 000	0.22
20. Lahti Ari		90 000	90 000	0.87	90 000	0.20
Others	5 856	4 169 576	4 175 432	40.23	4 286 696	9.35
Nominee-registered share		1 308 354	1 308 354	12.61	1 308 354	2.85
Total	L 866 128	8 513 276	10 379 404	100.00	45 835 836	100.00

\*) The figures include the shareholder's own holdings and shares held by parties in his control.

Olvi plc had 5,149 shareholders registered in the book-entry system on 31 December 2006, six of them nominee-registered.

## Insiders

Olvi plc adopted the insider guidelines drawn up and recommended by the Helsinki Stock Exchange on 1 September 2005.

# **Management's interests**

The members of the Board of Directors and the Managing Director of Olvi plc held a total of 450,712 K shares and 102,580 A shares on 31 December 2006, which represent 5.3 percent of the total number of shares and 19.9 percent of the votes.

The company's management does not hold any warrants or options.

# Breakdown of share capital on 31 December 2006

	Shares	%	Votes	%
Series K, registered	1 866 128	18.0	37 322 560	81.4
Series A, registered	8 513 276	82.0	8 513 276	18.6
Total	10 379 404	100.0	45 835 836	100.0

# Shareholders by size of holding on 31 December 2006

Number of book-entries	Number of shareholders	% of shareholders	Number of book-entries	% of book-entries	Number of votes	% of votes
1-100	1 308	25.40	80 769	0.78	80 769	0.18
101-1000	3 123	60.65	1 236 578	11.91	1 241 442	2.71
1 001-10 000	643	12.49	1 599 002	15.41	1 705 402	3.72
10 001-100 000	74	1.44	5 907 695	56.92	18 795 775	41.01
100 001-1 000 000	1	0.02	1 536 360	14.80	23 993 448	52.35
In collective book-entry	/ account		19 000	0.18	19 000	0.04
Total	5 149	100.00	10 379 404	100.00	45 835 836	100.00

# Shareholders by category on 31 December 2006

Number of share-		Number of book-	% of book-	Nominee- registered number of book-	% of book-	Number of	% of
holders	holders	entries	entries	entries	entries	votes	votes
Private businesses 237 Financial institutions and insurance	4.60	2 421 237	26.69	10 500	0.10	24 888 825	54.30
companies 33 Public sector	0.64	706 564	7.79	1 297 854	12.50	2 004 418	4.37
organisations 7 Non-profit o	0.14	931 876	10.27			931 876	2.03
rganisations 57	1.11	332 518	3.67			332 518	0.73
Households 4 788 Non-Finnish	92.99	4 096 441	45.16			16 124 049	35.18
shareholders 27 In collective	0.52	563 414	6.21			1 535 150	3.35
book-entry account	0.00	19 000	0.21			19 000	0.04
Total 5 149	100.00	9 071 050	100.00	1 308 354	12.61	45 835 836	100.00

# Foreign and nominee-registered holdings on 31 December 2006

Number of	% of shareholders	Number of	% of	Number of	% of
shareholders		book-entries	book-entries	votes	votes
Foreign total 27	0.52	563 414	5.43	1 535 150	3.35
Nominee-registered (Finnish) total 6	0.12	1 308 354	12.61	1 308 354	2.85
Total 33		1 871 768	18.03	2 843 504	6.20

## PRICE DEVELOPMENT OF OLVI A SHARES in 2006



# **CALCULATION OF FINANCIAL RATIOS**

ash flow ratio. % = 100		Operating profit + depreciation + financial income and expenses + extraordinary income and expenses-taxes
Cash flow ratio, %	= 100 X	Net sales
Return on investment, % (ROI)	= 100 x	Profit before taxes + interest and other financial expenses
		Balance sheet total - interest-free liabilities (average)
Return on equity, % (ROE)	= 100*	Profit before taxes - taxes
		Shareholders' equity + minority interest + voluntary provisions and depreciation difference deducted by deferred tax liability (average during the year)
Equity to total assets, %	= 100 *	Shareholders' equity+minority interest+voluntary provisions and depreciation difference
,,,,		deducted by deferred tax liability Balance sheet total - advance payments received
Current ratio	=	Liquid assets+inventories
		Current liabilities
Gearing, %	= 100 *	Interest-bearing liabilities+advance payments received+cash and other liquid assets
		Shareholders' equity+voluntary provisions and depreciation difference deducted by deferred tax liability
Earnings per share (EPS)	=	Profit before taxes - taxes +/- minority interest
		Average number of shares during the year, adjusted for share issues
Equity per share	=	Shareholders' equity+voluntary provisions and depreciation difference
		deducted by deferred tax liability and minority interest Number of shares on 31 December, adjusted for share issues
Dividend per share	=	Dividend per share for the fiscal year
		Share issue adjustment factor
Effective dividend yield, %	= 100*	Dividend per share, adjusted for share issues
		Last trading price of the year, adjusted for share issues
Price/Earnings ratio (P/E)	=	Last trading price of the year, adjusted for share issues
		Earnings per share
Pay-out ratio, %	= 100*	Dividend per share
		Earnings per share
Market capitalisation at year-end	=	Number of shares at year-end, adjusted for share issues ${\sf x}$ Price of A share at year-end

# **Board of Directors' Proposal for the Use of Retained Profits**

Olvi plc's profit for the fiscal year from 1 January to 31 December 2006 was 7.2 million euro. The Group's distributable shareholders' equity on 31 December 2006 amounted to 51.2 million euro.

Olvi plc's Board of Directors will propose to the Annual General Meeting of Shareholders that a dividend of 0.65 euro shall be paid for 2006 on each K and A share, representing 45.5 percent of Olvi Group's earnings per share. The proposed dividend payment totals 6.7 million euro.

The proposal calls for the payment of dividends in April 2007.

Date and Signatures

Signed in Iisalmi, this 1st day of March 2007

Here Herting

Heikki Hortling Chairman of the Board

Hannen Race. L

Hannele Ranta-Lassila Member of the Board

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Heikki Sinnemaa Member of the Board

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Esa Lager Vice Chairman of the Board

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Lauri Ratia Member of the Board

Moure.

Lasse Aho Managing Director

# **Auditor's Note**

The financial statements and the annual report have been prepared in accordance with generally accepted accounting principles. A report of the audit has been submitted today.

Signed in Iisalmi, this 2<sup>nd</sup> day of March 2007

Pier dur

Pekka Loikkanen Authorised Public Accountant

# **Olvi plc's Board of Directors 2006**

## Heikki Hortling, b. 1951

- Master of Science (Economics)
- Chairman of Olvi plc's Board of Directors since 1998
- Vice Chairman of Olvi plc's Board of Directors 1987–1997
- Member of the Iisalmi town council and executive board
- Member of the Board of Iisalmen Puhelin Oy
- Member of the Board in Ylä-Savon Pääomarahasto Oy

#### Esa Lager, b. 1959

- Master of Laws
- Master of Science (Economics)
- Chief Financial Officer of Outokumpu Oyj
- Member of Olvi plc's Board of Directors since 2002
- Vice Chairman of Olvi plc's Board of Directors since 14 April 2004
- Member of the Board of Okmetic Oyj

# Hannele Ranta-Lassila, b. 1959

- Doctor of Laws
- Master of Science (Economics)
- Professor of Fiscal Law (fixed term)
- Vice Chairperson of Olvi plc's Board of Directors 1999–2004 (until 14 April 2004)
- Member of Olvi plc's Board of Directors since 1996
- Member of the Central Tax Board
- Member of the Tax Appeals Board at the Tax Office for Major Corporations

## Lauri Ratia, b. 1946

- Master of Science (Engineering)
- CRH Europe Materials, Senior Advisor, 2007
- Member of Olvi plc's Board of Directors since 1999
- Chairman of the Board of Tecnomen Corporation 2001
- Chairman of the Board of Edita Plc 2005
- Vice Chairman of the Board of Kemira GrowHow Oyj 2004
- Chairman of the Board of Medifiq Healthcare Corporation 2007
- Member of the Board of Paloheimo Oy 2003
- Member of the Finnish Association of Professional Board Members 2002

## Heikki Sinnemaa, b. 1949

- Master of Laws, Member of the Bar
- Member of Olvi plc's Board of Directors since 2004
- Chairman of Olvi Foundation's Board of Directors since 2006
- Member of Olvi Foundation's Board of Directors 2002–2005
- Member of the Board of Iisalmen Puhelin Oy

## Managing Director Lasse Aho, b. 1958

- Master of Social Sciences
- Olvi plc's Managing Director since 2004