

# SUOMINEN CORPORATION INTERIM REPORT 1 JANUARY - 30 JUNE 2006 (IFRS)

# PROFIT OF SUOMINEN IMPROVED BUT A LOSS WAS SHOWN

- Net sales: EUR 97.0 million (EUR 99.7 million 1 Jan. - 30 June 2005)
- > Operating profit: EUR 0.1 million (-2.0)
- Earnings/share: EUR -0.05 (-0.11)
- Cash flow from operations/share: EUR 0.12 (-0.17)
- > Return on invested capital (ROI): 0.3 % (-1.9 %)
- Prospects for the rest of the year: Net sales are expected to be on the level of 2005. Operating profit and profit for the financial year are expected to improve over 2005. However, loss after taxes is still expected.

#### Financial results

Net sales of Suominen Corporation's continuing operations for the second quarter were EUR 47.7 million (51.0) and operating profit EUR –0.5 million (-0.9). Loss before taxes was EUR 1.4 million (-1.7).

Net sales of the continuing operations for the first two quarters totalled EUR 97.0 million (99.7). The volume of sales declined by 3 per cent on the same period of the previous year due to falling sales of Nonwovens. Operating profit was EUR 0.1 million (-2.0), loss before taxes EUR 1.8 million (-3.9) and loss after taxes EUR 1.2 million (-2.6). Prices for oil-based raw materials were on a higher level than those of the same period in 2005. The cost reduction programme decided in the autumn has proceeded as planned, and savings during the first half of the year amounted to a good EUR 3 million.

During the period under review, the Wipes and Nonwovens business area recorded net sales of EUR 60.0 million or 8 per cent less than for the same period in 2005. The Wipes and Nonwovens business area recorded an operating loss of EUR 0.8 million (-1.3).

Net sales of Wet Wipes totalled EUR 33.6 million and rose 1 per cent on the previous year. The market for wet wipes in Europe continues to grow slowly; competition, however, has remained intense. Growth was below anticipated as start-up of some new customer development projects was delayed. New sales to retail chains proved to be more difficult than expected. Measures to improve production efficiency have proceeded according to plan, customer service was restored to normal level and operating costs were down from last year. There were 77 fewer employees than during the previous year. At the beginning of the year, the unit's sales were reorganised to reflect the division of customers between brand goods companies and retail chains

Net sales of Nonwovens decreased by 11 per cent and were EUR 32.2 million. Decline in the volume of sales was due to smaller sales of thermally bonded hygiene product material than that of the previous year. Deliveries of the nonwovens used in wipes to the Wet Wipes unit continued to grow while external sales declined due to sluggish demand for nonwovens during the second

quarter. Sales prices were on the level of the previous year. Alignment of the unit's costs to reflect reduced sales continued. Higher energy prices raised the costs of heating, electricity, and freight. The now operational heating plant will curb the rise in costs of process heat in the future.

Net sales of Flexible Packaging, which amounted to EUR 37.1 million, were up 6 per cent on the previous year. Flexible Packaging showed an operating profit of EUR 1.4 million (-0.4). The increase in net sales was due to higher sales prices and changes in the sales mix. In terms of quantity, deliveries fell by 4 per cent. Sales of hygiene product packaging rose on the previous year and sales of food packaging were on the level of the previous year. Deliveries of retail packaging declined clearly. Growth in the production volume of the Polish plant continued. Measures to adjust the production in line with the demand were taken in the retail sector. Negotiations between labour and management regarding closure of the Kauhava plant were brought to a conclusion on 17 July 2006; the plant concentrates on the manufacture of bread packaging. Closure of the plant will result in nonrecurring costs of about half million euros for the second half of this year. The annual savings beginning in 2007 will represent similar figure.

#### Financing

Interest-bearing liabilities totalled EUR 96.2 million or EUR 2.9 million less than at the beginning of the year. Liabilities include a capital loan of EUR 4 million. Net financial costs were EUR 1.9 million (EUR 2.0 million). They were 2.0 per cent (2.0 %) of net sales. EUR 1.4 million in working capital was tied up in the cash flow statement. The equity ratio was 31.2 per cent (28.2 %) and the ratio of interest-bearing net liabilities to shareholders' equity (gearing ratio) was 169.3 per cent (189.3 %). Cash flow per share from operations was EUR 0.12 (-0.17).

#### Investments

The Company's gross investments in production totalled EUR 1.4 million (4.3). Planned depreciation was EUR 7.4 million (7.7). Of total investments Wet Wipes accounted for EUR 0.3 million, Nonwovens EUR 0.4 million and Flexible Packaging EUR 0.6 million. Investments were replacements and in maintenance of machinery.

#### **Company shares**

The volume of Suominen Corporation's shares traded on Helsinki Exchanges from 1 January through 30 June was 4 045 493 shares or 17.1 per cent of the total. The trading price of the shares varied between EUR 2.98 and 3.85. The final trading price was EUR 3.18. Market capitalisation was EUR 75.4 million on 30 June 2006.

# Own shares of the company

On 1 January 2006, the Company held 15 129 of its own shares, with an acquisition value of EUR 5.22 per share. The Annual General Meeting held on 20 March 2006 authorised the Board of Directors to decide on the acquisition of the Company's own shares within one year

from the Annual General Meeting of Shareholders using assets available for distribution of profits, provided that the par value of the shares of the Company and it's subsidiaries thus acquired, combined with the par value of own shares acquired previously by the Company and its subsidiaries, does not exceed 5 per cent of the Company's total share capital at the moment of acquisition. The authorisation can be used in possible business acquisitions, to finance investments, to carry out incentive programmes and for other purposes.

The Annual General Meeting also authorised the Board of Directors to decide on the conveyance of the Company's own shares. Within the authorisation the Company has conveyed 14 008 of its own shares as emoluments to the Board of Directors in the period under review. The price of the conveyed shares was EUR 3.64 per share. On 30 June 2006 Suominen Corporation held a total of 1 121 of its own shares, accounting for 0.0 per cent of the share capital and votes.

In the period under review the Board of Directors did not exercise its authority to buy the Company's own shares.

#### Stock options 2006

The Annual General Meeting held on 20 March 2006 decided to issue stock options to the recruited President and CEO of Suominen Corporation. A maximum of 300 000 stock options shall be issued in the manners specified by the Board of Directors, which stock options entitle their holders to subscribe for a maximum of 300 000 Suominen Corporation's shares with an accounting equivalent value of EUR 0.50 each.

The Board of Directors decided to issue 100 000 stock options according to the 2006A stock option plan. The share subscription price for the 2006A stock options is the trade volume weighted average price of the Company share on the Helsinki Exchanges in May 2006 or EUR 3.40. The subscription period for the 2006A stock options is from 2 May 2008 until 30 October 2009.

#### Other authorisation for the board of directors

The Board of Directors is not currently authorised to issue shares or to launch a convertible bond or a bond with warrants.

#### Changes in group organisation and management

Heikki Bergholm was President and CEO of the Company until 4 May 2006, when he was succeeded by Kalle Tanhuanpää.

Petri Rolig has been appointed Vice President and General Manager of Flexible Packaging as of 1 October 2006. Juha Henttonen, currently holding the position, will then move to work on projects within the Group. Petri Rolig will start at Flexible Packaging on 1 August 2006.

Esa Palttala, Executive Vice President of the Wipes and Nonwovens business area, is going to retire at the end of July 2006. Vice President Pekka Rautala, General Manager of the Wet Wipes business unit and Vice President Sakari Santa-Paavola, General Manager of the Nonwovens business unit will report to Kalle Tanhuanpää, the President and CEO of Suominen Corporation, as of 1 August 2006.

#### Prospects for the rest of the year

On the basis of market forecast and use forecasts provided by customers, net sales for 2006 are expected to be on the level of 2005. Use of our own nonwovens in the manufacture of wet wipes will continue to grow as planned.

The cost cutting program, decided in autumn 2005, will realise as planned. Possible changes in prices for oil-based raw materials and energy will affect the anticipated financial performance. The Company's operating profit and profit for the financial year are expected to improve over 2005. However, loss after taxes is still expected.

#### SUOMINEN CORPORATION CONSOLIDATED 1 JANUARY - 30 JUNE 2006 (IFRS)

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. Suominen has adopted IFRS 2 standard, Share-based payment. Otherwise the principles for preparing the interim report are the same as used for preparing the financial statements for 2005. Changes to published accounting standards and interpretations as well as new accounting standards, which came into force on 1 January 2006, are presented in the financial statements for 2005. Suominen has not adopted the new options and changes in its accounting principles allowed by the new standards and interpretations. Adjustments were made to the principles of revenue recognition and presentation of exchange rate differences in the statement of income. They have also changed the comparative information but the effect on financial results and shareholders' equity is minor. The figures in this interim report have not been audited.

#### STATEMENT OF INCOME

EUR 1 000	4 - 6/2006	4 - 6/2005	1 - 6/2006	1 - 6/2005	1 - 12/2005
Net sales	47 656	51 040	96 958	99 698	195 161
Cost of goods sold	-45 050	-48 826	-90 919	-95 202	-185 077
Gross profit	2 606	2 214	6 039	4 496	10 084
Other operating income	185	451	357	609	1 754
Sales and marketing expenses	-942	-1 115	-1 827	-2 267	-4 419
Research and development	-506	-575	-1 026	-1 168	-2 468
Administration expenses	-1 709	-1 683	-3 182	-3 310	-6 595
Other operating expenses	-107	-176	-233	-319	-936
Operating profit	-473	-884	128	-1 959	-2 580
Interest and other financial income and expenses	-993	-971	-1 964	-2 054	-3 864
Fair value gains and losses	27	110	71	92	199
Profit before income taxes	-1 439	-1 745	-1 765	-3 921	-6 245
Income taxes	482	462	561	1 274	2 065
Profit/loss for the period,					
continuing operations	-957	-1 283	-1 204	-2 647	-4 180
Profit/loss from discontinued operations		93		135	1 075
Profit/loss for the period	-957	-1 190	-1 204	-2 512	-3 105
Earnings/share from continuing operations, EUR	-0.04	-0.05	-0.05	-0.11	-0.18
Earnings/share from discontinued operations, EUR				0.01	0.05
Earnings/share from continuing and discontinued operations, EUR	-0.04	-0.05	-0.05	-0.11	-0.13

Tax on the profit for the period under review is calculated according to Group's estimated average tax rate for 2006.

#### **KEY FIGURES ON STATEMENT OF INCOME**

	4 - 6/2006	4 - 6/2005	1 - 6/2006	1 - 6/2005	1 - 12/2005
Net sales, change, % *	-6.6		-2.7		
Gross profit, % **	5.5	4.3	6.2	4.5	5.2
Operating profit, % **	-1.0	-1.7	0.1	-2.0	-1.3
Financial income and expenses, % **	-2.0	-1.7	-2.0	-2.0	-1.9
Profit before income taxes, % **	-3.0	-3.4	-1.8	-3.9	-3.2
Profit from continuing operations, % **	-2.0	-2.5	-1.2	-2.7	-2.1
Profit from discontinued operations, % **		0.2		0.1	0.6
Profit for the period year, % **	-2.0	-2.3	-1.2	-2.5	-1.6

<sup>\*</sup> Compared with the corresponding period of the previous year.

<sup>\*\*</sup> As of net sales.

#### **BALANCE SHEET**

EUR 1 000	6/2006	6/2005	12/2005
Assets			
Non-current assets			
Goodwill	34 195	34 195	34 195
Intangible assets	987	1 024	1 022
Tangible non-current assets	80 899	95 248	88 129
Available-for-sale investments	978	347	878
Deferred tax assets	1 577	2 727	1 788
Non-current assets, total	118 636	133 541	126 012
Current assets			
Inventories	32 510	32 397	30 214
Trade receivables and other receivables	21 922	24 471	21 765
Interest-bearing receivables		270	270
Other current receivables	8 216	6 689	6 822
Cash at bank and in hand	277	1 320	1 166
Current assets, total	62 925	65 147	60 237
Assets, total	181 561	198 688	186 249
Shareholders' equity and liabilities			
Shareholders' equity			
Share capital	11 860	11 860	11 860
Share premium account	24 681	24 681	24 681
Fair value and other reserves	2 136	-179	368
Translation differences	484	325	760
Other shareholders' equity	17 512	19 328	18 735
Shareholders' equity, total	56 673	56 015	56 404
Liabilities			
Non-current liabilities			
Deferred tax liabilities	7 682	9 439	7 639
Pension liabilities	2 085	4 355	2 283
Provisions	200	460	200
Capital loans	2 000	4 000	4 000
Interest-bearing liabilities	70 338	71 254	68 864
Other non-current liabilities	31	50	30
Non-current liabilities, total	82 336	89 558	83 016
Current liabilities			
Interest-bearing liabilities	21 887	30 087	24 277
Provisions	200	140	200
Capital loans	2 000	2 000	2 000
Income tax liabilities	251	1 012	472
Trade payables and other current liabilities	18 214	19 876	19 880
Current liabilities, total	42 552	53 115	46 829
Liabilities, total	124 888	142 673	129 845
Shareholders' equity and liabilities, total	181 561	198 688	186 249

#### STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

EUR 1 000	Share capital	Share premium account	Own shares	Translation differences	Fair value reserves	Retained earnings	Total
Total equity at 1 January 2006 (restated)	11 860	24 681	-79	760	447	18 735	56 404
Cash flow hedges Hedge result deferred in equity Translation differences Deferred tax in equity				-276	2 290 -595		2 290 -276 -595
Share-based payment					-595	3	-595
Net income recognised directly in equity Net income for the period	0	0	0	-276	1 695	<b>3</b> -1 204	<b>1 422</b> -1 204
Total recognised income and expense for the period Conveyance of own shares	0	0	<b>0</b> 73	-276	1 695	<b>-1 201</b> -22	<b>218</b> 51
Balance at 30 June 2006	11 860	24 681	-6	484	2 142	17 512	56 673
EUR 1 000	Share capital	Share premium account	Own shares	Translation differences	Fair value reserves	Retained earnings	Total
Total equity at 1 January 2005 (restated)	11 860	24 681	-154	485	-442	21 840	58 270
Cash flow hedges Hedge result deferred in equity Translation differences				-160	463		463 -160
Deferred tax in equity  Net income recognised directly					-120		-120
in equity Net income for the period	0	0	0	-160	343	<b>0</b> -2 512	<b>183</b> -2 512
Total recognised income and expense for the period Conveyance of own shares	0	0	<b>0</b> 74	-160	343	-2 512	<b>-2 329</b> 74
Balance at 30 June 2005 (restated)	11 860	4 681	-80	325	-99	19 328	56 015
KEY FIGURES		6/2006	6/2005	12/2005			
Earnings/share, EUR, continuing oper Earnings/share, EUR, discontinued op Earnings/share, EUR, continuing and		-0.05	-0.11 0.01	-0.18 0.05			
discontinued operations Equity/share, EUR		-0.05 2.39	-0.11 2.36	-0.13 2.38			
Cash flow from operations/share, EUR Return on equity, % (ROE) Return on invested capital, % (ROI)	ξ	0.12 -4.2 0.3	-0.17 -9.3 -1.9	0.01 -5.4 -0.5			
Equity ratio, % Gearing, %		31.2 169.3	28.2 189.3	30.3 172.2			
Gross investments, EUR 1 000 Depreciation, EUR 1 000		1 429 7 373	4 257 7 718	7 714 15 561			

# **CASH FLOW STATEMENT**

EUR 1 000	1 - 6/2006	1 - 6/2005	1 - 12/2005
Operations			
Operating profit	128	-1 959	-2 580
Total adjustments	7 400	7 596	13 320
Cash flow before change in working capital	7 528	5 637	10 739
Change in working capital	-1 435	-5 739	-5 446
Financial items	-2 380	-2 608	-4 156
Taxes paid	-868	-1 317	-994
Cash flow from operations	2 845	-4 027	144
Investments			
Investments in tangible and intangible assets	-1 422	-4 576	-8 087
Cash flow from investing activities of discontinued			
operations		292	5 748
Proceeds from sale of fixed assets and other proceeds	665	195	399
Cash flow from investing activities	-757	-4 089	-1 940
Financing			
Non-current loans drawn	5 000	5 000	15 000
Repayments of non-current loans	-3 587	-12 887	-17 368
Capital loans	-2 000	-2 000	-2 000
Change in current loans	-2 329	16 887	4 964
Cash flow from financing	-2 916	7 000	596
Change in cash and cash equivalents	-828	-1 116	-1 200

# **SEGMENT REPORTING**

# **Wipes and Nonwovens**

EUR 1 000	1 - 6/2006	1 - 6/2005	Change, %	1 - 12/2005
Net sales - Wet Wipes - Nonwovens	33 586 32 203	33 155 36 340	1.3 -11.4	64 911 67 476
- eliminations Total	-5 815 59 974	-4 640 64 855	25.3 -7.5	-8 947 123 440
Operating profit % of net sales	-771 -1.3	-1 317 -2.0	41.4	-2 901 -2.3
Assets Liabilities Investments Depreciation Average personnel	120 387 12 751 748 4 429 450	127 854 17 250 2 586 4 740 542		123 858 14 027 4 893 9 682 532
Flexible Packaging				
EUR 1 000	1 - 6/2006	1 - 6/2005	Change, %	1 - 12/2005
Net sales	37 087	34 899	6.3	71 837
Operating profit % of net sales	1 353 3.6	-400 -1.1	438.3	72 0.1
Assets Liabilities Investments Depreciation Average personnel	55 221 7 723 617 2 917 600	59 388 7 205 1 664 2 922 610		59 552 7 901 2 784 5 812 607

#### **Consolidation Items**

EUR 1 000	1 - 6/2006	1 - 6/2005	Change, %	1 - 12/2005
Net sales	-103	-56		-116
Net Jaics	-100	00		110
Operating profit	-454	-242		249
Assets	5 953	11 446		2 839
Liabilities	104 414	118 218		107 917
Investments	64	7		37
Depreciation	27	56		67
Average personnel	10	11		11

# **NET SALES BY MARKET AREA**

EUR 1 000	1 - 6/2006	1 - 6/2005	1 - 12/2005
Finland	16 296	17 267	34 649
Scandinavia	10 688	10 096	20 299
The Netherlands	12 032	14 142	23 302
Other Europe	47 329	49 648	98 932
Other Countries	10 613	8 545	17 979
Net sales, continuing operations, total	96 958	99 698	195 161

# **INFORMATION ON RELATED PARTIES**

Members of the Board of Directors and the President and CEO of the parent company are related parties. The Company has no investments in associates.

# **QUARTERLY FIGURES**

EUR 1 000	III/2005	IV/2005	1/2006	II/2006	III/2005 -II/2006
Net sales					
Wipes and Nonwovens					
- Wet Wipes	17 537	14 219	16 813	16 773	65 342
- Nonwovens	17 373	13 763	16 922	15 281	63 339
- eliminations	-2 217	-2 090	-2 991	-2 824	-10 122
Total	32 693	25 892	30 744	29 230	118 559
Flexible Packaging	18 288	18 650	18 596	18 491	74 025
Consolidation items and eliminations	-107	47	-38	-65	-163
Net sales, continuing operations, total	50 874	44 589	49 302	47 656	192 421
0					
Operating profit	000	4 004	000	400	0.055
Wipes and Nonwovens	-283	-1 301	-338	-433	-2 355
% of net sales	-0.9	-5.0	-1.1	-1.5	-2.0
Flexible Packaging	561	-89	991	362	1 825
% of net sales	3.1	-0.5	5.3	2.0	2.5
Consolidation items and eliminations	-204	695	-52	-402	37
Operating profit from continuing operations	74	-695	601	-473	-493
% of net sales	0.1	-1.6	1.2	-1.0	-0.3
Net financial expenses	-837	-866	-927	-966	-3 596
Profit before income taxes, continuing	·	·			
operations	-763	-1 561	-326	-1 439	-4 089

# **CHANGES IN FIXED ASSETS**

Maturity 2 - 5 years

Total

EUR 1 000	1 - 6/2006		1 - 6/2005		1 - 12/2005	
EUR 1 000	Tangible	Intangible	Tangible	Intangible	Tangible	Intangible
Book value at the beginning of the						
period	88 129	1 022	98 878	1 064	98 878	1 064
Investments	1 270	59	4 200	57	7 557	157
Decreases	-678		-51	-10	-3 608	
Depreciation and impairments	-7 275	-98	-7 622	-96	-15 362	-199
Translation differences and other						
changes	-547	4	-157	9	664	
Book value at the end of the period	80 899	987	95 248	1 024	88 129	1 022
CONTINGENT LIABILITIES						
EUR 1 000		6/2006	6/2005	12/2005		
For own debt						
Real estate mortgages		5 046				
Corporate mortgages		1 177	2 006	1 177		
Other own commitments		0.470	0.040	0.000		
_easing payments and commitments		2 172	3 942	2 268		
Rent commitments		11 892	10 283	10 206		
Guarantee commitment for financial least discontinued operations	se of	1 682		1 721		
EUR 1 000		6/2006	6/2005	12/2005		
Currency derivatives						
Intended for trading		11 631	9 896	11 791		
Interest rate derivatives						
Intended for hedge accounting		C 0C7	200	0.007		
Maturity under 1 year Maturity 2 - 5 years		6 967 55 333	300 47 300	6 967 50 633		
Maturity 6 - 10 years		55 333	47 300	5 000		
Total		62 300	47 600	62 600		
ntended for trading						
Maturity 2 - 5 years		5 000	5 000	5 000		
Total		5 000	5 000	5 000		
Electricity derivatives						
Intended for hedge accounting			=			
Maturity under 1 year		611	788	912		
Maturity 2 - 5 years		4 506	3 703	2 529		
Total		5 117	4 491	3 441		
Intended for trading		000	606	4.005		
Maturity under 1 year Maturity 2 - 5 years		908 69	606 65	1 905 69		

69

977

65

671

69

1 974

#### FAIR VALUES OF DERIVATIVE FINANCIAL INSTRUMENTS

EUR 1 000	6/2006	6/2005	12/2005
Currency derivatives Intended for trading	-68	35	-84
Interest rate derivatives Intended for hedge accounting Intended for trading	971	-1 336	-304
	-33	-219	-104
Electricity derivatives Intended for hedge accounting Intended for trading	1 939	1 217	909
	215	86	282

Suominen uses derivatives only to hedge against operating risks. In line with IAS standards, derivatives are divided into contracts that qualify for hedge accounting and into other derivatives i.e. derivatives held for trading. The Company applies cash flow hedge accounting to interest swap contracts to fix the interest flow of floating rate loans in accordance with IAS 39. Cash flow hedge accounting is also applied to the procurement of electricity, whereby the fluctuations in the price of electricity are fixed for the desired period. Hedging must be effective in both prospective and retrospective testing. The effectiveness of the hedge is documented at the inception of the hedge transaction and tested during the hedging period. The effective portions of interest rate derivatives and electricity derivatives are recognised in fair value reserve under equity.

Suominen Corporation does not apply hedge accounting according to IAS 39 for its currency risk hedging. The outstanding currency forward deals are valued at fair value, and changes in fair value are entered in the statement of income as other operating income and expenses. Fair values of derivative contracts are recognised in balance sheet under receivables and payables.

Helsinki, 24 July 2006

SUOMINEN CORPORATION

**Board of Directors** 

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