

A man with a beard and glasses, wearing a white lab coat and a white safety cap, is focused on working on a piece of electronic equipment. He is holding a green printed circuit board (PCB) with various components and wires. The equipment he is working on is a large, white, cylindrical device with a metallic finish. The background is slightly blurred, showing what appears to be a laboratory or industrial setting.

INCAP

Financial Statements **2010**

# Contents

|   |           |
|---|-----------|
| <b>Report of the Board of Directors for 2010</b>                | <b>3</b>  |
| <b>Consolidated Income Statement</b>                            | <b>10</b> |
| <b>Consolidated Balance Sheet</b>                               | <b>12</b> |
| <b>Consolidated Cash Flow Statement</b>                         | <b>13</b> |
| <b>Consolidated Statement of Changes in Equity</b>              | <b>14</b> |
| <b>Notes to the Consolidated Financial Statements</b>           | <b>15</b> |
| <b>Parent Company Income Statement</b>                          | <b>36</b> |
| <b>Parent Company Balance Sheet</b>                             | <b>37</b> |
| <b>Parent Company's Cash Flow Statement</b>                     | <b>38</b> |
| <b>Notes to the Parent Company Financial Statements</b>         | <b>39</b> |
| <b>Board of Directors' Proposal for the Disposal of Profits</b> | <b>46</b> |
| <b>Auditor's Report</b>   | <b>47</b> |
| <b>Five-year Key Figures</b>                                    | <b>48</b> |
| <b>Definitions of Key Figures</b>                               | <b>50</b> |

# Report of the Board of Directors for 2010

Incap has now completed the strategic structural change that started three years ago. The operations have been organised based on the chosen customer segments, the number of factories has been cut down, the focus of operation has been shifted to lower-cost areas and design services have become an integral part of the service portfolio.

Incap's revenue in 2010 decreased from the previous year because of the global recession and shortage of components. There was a clear turn in profitability: the operating loss (EBIT) contracted evenly during the first three quarters of the year and the EBIT for the final quarter of the year was in the black.

The company's most remarkable short-term risk is the financing of capital employed for future growth. Incap estimates that the company's working capital will be sufficient for the next 12 month if the Group achieves its budgeted goals for result and working capital. If the goals are not achieved, the gap must be covered with additional financing. The company management has initiated negotiations with various parties to ensure additional financing and is confident that it will be able to cover any needs for extra financing.

## Operating environment

The general market situation continued challenging in 2010. Due to the global recession both the investment activity and the demand for consumer products were lower than normal. Price competition between contract manufacturers continued tight because of the decreased total market. Variations in demand for end products shortened forecasting periods and required substantial flexibility from manufacturing companies. Weakened availability of certain components complicated the

planning of production and led to prolonged delivery times in whole industry.

## Revenue and earnings in 2010

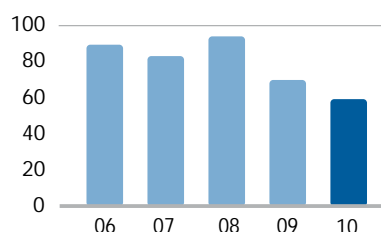
Incap Group's revenue for 2010 amounted to EUR 59.2 million, down about 15% year-on-year (2009: EUR 69.8 million). Because of the global recession, demand for Incap's services remained low, particularly in the first part of the year. Delivery volumes both for energy efficiency and well-being technology products clearly increased towards the end

of the year. However, revenue was held back by a global shortage of semiconductor components, which had a negative impact on the company's delivery capacity and led to delays in deliveries.

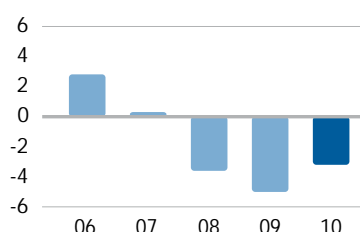
The Indian unit's revenue increased strongly year-on-year, amounting to EUR 12.0 million (EUR 7.9 million). Profitability of operations clearly improved from the previous year, but operating result still remained negative.

Incap Group's loss contracted clearly: full-year operating profit was EUR 3.2 million negative

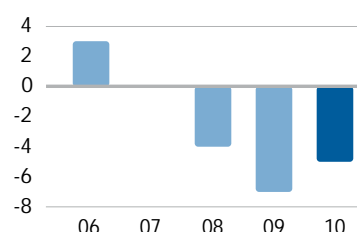
Revenue, EUR million



Operating profit, EUR million



Operating profit, % of revenue



(5.0 million negative), representing -5.4% of revenue (-7.1%). The result for the comparison year includes a non-recurring provision of about EUR 2.5 million for the closing down of the Vuokatti plant. Of the provision made for the closure of the Vuokatti plant in 2009, a provision of about EUR 1.0 million is recognised in the operating result for 2010, and the corresponding costs have not been entered into accounts. It was impossible to fully adjust production costs to match revenue, because the merger of two electronics factories required the Group to maintain partly overlapping resources. In addition, a global shortage of components led to higher component prices, which had an impact on profitability.

The cost-cutting programme to improve profitability continued. Personnel expenses and other operating expenses, for example, were about EUR 5.8 million lower than in 2009.

Net financial expenses stood at EUR 1.7 million (EUR 1.8 million) and depreciation and amortisation expenses at EUR 2.8 million (EUR 2.9 million). Losses before tax amounted to EUR 4.9 million (EUR 6.8 million). Loss for the period was EUR 4.9 million (6.7 million).

Return on investment was -11% (-16%) and return on equity -81% (-69%). Earnings per share were EUR -0.33 (EUR -0.55).

### Developing operations and implementing structural change

In 2010, development of operations focused on improving the efficiency of materials functions,

completing the change in production structure and honing processes.

In order to ensure parallel material management goals at Group and factory levels, the procurement organisation was reformed and purchasing operations for factories were included in the responsibilities of the director for sourcing and materials.

The value of inventories rose from EUR 11.4 million at the beginning of the year to EUR 13.1 million at year-end, reflecting the increase in demand seen early in 2011. In addition, the value of inventories was increased by the poor availability of components, which had a slowing effect on the entire material flow.

A major structural change was implemented in Incap Group's production by centralising the company's European electronics manufacturing in one manufacturing plant. Starting in the spring, the manufacturing of products at the Vuokatti plant was gradually transferred to Estonia, and manufacturing in Vuokatti ended in August. Most of the production equipment was taken to the Estonian and Indian plants.

The structural change was implemented to achieve cost savings, and the effects began to show in the result in the third quarter of 2010. Electronics production was centralised in order to improve operational efficiency and achieve annual cost savings of about EUR 3 million compared with 2009.

After the transfer of production, revenue from deliveries by the Kuessaare plant doubled, while only slightly more than ten new employees were recruited. The 124 employment relationships at

the Vuokatti plant were terminated as a result of co-operation negotiations. At the end of 2010, Incap still had 36 people at Vuokatti on notice but without an obligation to work.

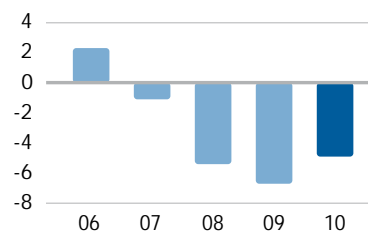
In order to further streamline the production structure, Incap wants to develop the Helsinki plant into a production unit that specialises in assembly. Toward this end, the company was engaged in negotiations with Lankapaja Corporation, a company specialising in mechanics manufacturing, to sell the Helsinki plant's sheet-metal business. However, the negotiations ended unsuccessfully after the end of the reporting period in February 2011.

Development of services focused on the honing of production processes and on design services. The Group's product design is centralised in Bangalore, India, where Incap has built up a competence centre for the design of energy efficiency products. The products designed for customers included, among others, charging systems for electric cars and UPS equipment for uninterrupted and undisturbed electrical current input in households.

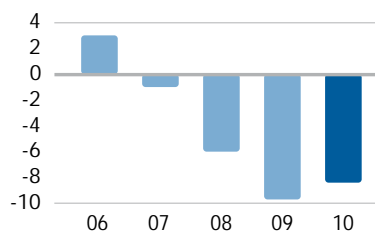
Incap continued target-oriented acquisition of new customers in Europe and Asia. The co-operation with a local partner in China, launched in 2009, did not yet bring us any significant new customers, but we continued studying business opportunities in the region. In addition, Incap is investigating into launching its own operations in China.

To boost customer acquisition in the company's strategic focus areas, Incap signed an agreement in June on participating in a venture capital fund

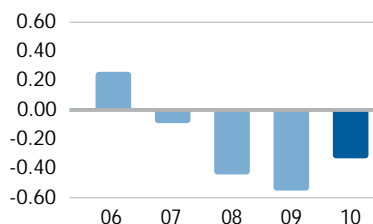
Profit before tax, EUR million



Profit before tax, % of revenue



Earnings per share (EPS), EUR



managed by Cleantech Invest Oy. The fund invests in Cleantech growth companies, to which Incap can offer various manufacturing services in Europe and Asia.

### Balance sheet

The balance sheet total rose by EUR 2.9 million from the end of 2009, amounting to EUR 42.6 million. The Group's equity at the close of the financial period was EUR 5.6 million (EUR 6.4 million). Debt totalled EUR 37.0 million (EUR 33.3 million), of which interest-bearing debt made up EUR 22.0 million (EUR 21.3 million). Of the total debt, EUR 27.4 million (22.2 million) were current liabilities. Equity of the parent company totalled EUR 15.2 million, representing 74% of share capital.

The Group's equity ratio was 13.2% (16.2%). Interest-bearing net liabilities totalled EUR 21.5 million (EUR 20.6 million) and the gearing ratio was 383% (320%). The earnings development and financing of the business operations acquisition in India in 2007 contributed to the high gearing ratio.

Incap Group did not take out any new loans in 2010. The amount of long-term loans fell by EUR 1.5 million and the amount of short-term loans increased by EUR 2.2 million year-on-year. On 31 December 2010, the Group's cash and cash equivalents totalled EUR 0.5 million, compared with EUR 0.7 million at year-end 2009.

At the end of 2010, EUR 2.0 million of the Group's long-term and short-term loans were guaranteed and the rest were unguaranteed. Of the loans, EUR 7.7 million were secured loans. The

securities for these loans are the EUR 8.1 million mortgages on company assets and a EUR 1.5 million mortgage on the Vuokatti factory property.

### Financing and cash flow

The Group's quick ratio was 0.6 (0.5) and the current ratio 1.0 (1.1). Cash flow from operations was EUR -4.4 million (EUR 0.5 million) and the change in cash and cash equivalents showed an increase of EUR 0.08 million (an increase of EUR 0.04 million).

Cash and cash equivalents remained at a low level because of the operating loss. The funds acquired through the directed share issues – about EUR 4.1 million – were used for the financing of working capital, repayment of a short-term loan and the development of international operations.

### Directed share issues

On 13 April 2010, Incap Corporation's Annual General Meeting decided on a directed share issue. A total of 2,000,000 new shares were, deviating from the pre-emptive right of shareholders, offered to the Board members, the President and CEO, the management team members and those shareholders who held at least 100,000 shares in the company at the beginning of the offering.

The subscription price was EUR 0.64, which was the volume-weighted average price of the company's share on the NASDAQ OMX Helsinki in March 2010. The subscription period was from 13 to 27 April 2010 and the subscription price was paid to the company by 30 April 2010. All the of-

fered 2,000,000 new shares were subscribed. The issued and subscribed new shares represented about 14.1% of the company's all shares and votes following the share issue. The new shares became available for public trading at NASDAQ OMX Helsinki on 30 June 2010 with similar conditions to the company's other shares.

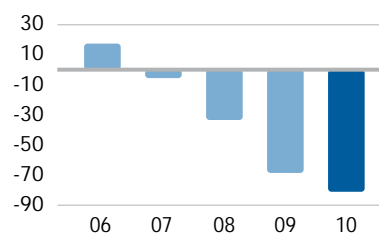
Incap's Extraordinary General Meeting on 9 September 2010 decided to carry out another directed share issue. A minimum of 4,000,000 and a maximum of 4,500,000 new shares were, deviating from the pre-emptive right of shareholders, offered to professional investors, the Board members, the President and CEO, the management team members and those shareholders who held at least 100,000 shares in the company on 14 September 2010.

The subscription price was EUR 0.64, which was the volume-weighted average price of the company's share on the NASDAQ OMX Helsinki in August 2010. The subscription period was from 20 to 28 September 2010 and the subscription price was to be paid by 28 September 2010. A total of 4,500,000 shares were subscribed. The issued and subscribed new shares represented about 24.1% of the company's total shares and voting rights following the share issue. The new shares became available for public trading on 16 December 2010.

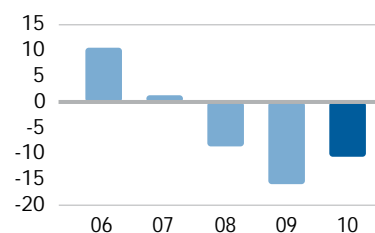
### Research and development

Incap's R&D expenses are connected to the development of the company's own processes. They amounted to EUR 0.05 million (EUR 0.1 million).

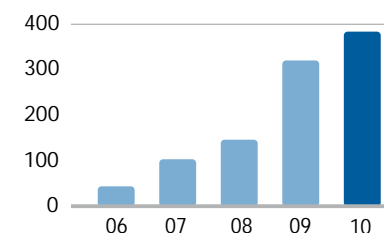
Return on equity (ROE), %



Return on investment (ROI), %



Gearing, %



### Capital expenditure

Investments amounted to EUR 0.5 million in 2010 (EUR 1.1 million) and included the sale of production equipment based on a customer contract. The Vaasa, Kuressaare and Tumkur plants modernised their machinery.

The most significant investment was the eccentric press production line for the Vaasa plant. It is used for the manufacturing of large generator and electric motor components and stressed-skin structures for various devices used in the energy industry.

### Quality assurance and environmental issues

All of Incap Group's plants have environmental management and quality assurance systems certified by Det Norske Veritas or TÜV Rheinland. The systems are used as tools for continuous improvement. In October 2010, the quality assurance and environmental management systems of the European plants were for the first time recertified simultaneously in accordance with the multisite principle. The goal of multisite certification is to standardise operational processes in the entire Group and efficiently enable flexible manufacturing of the same products at the company's different production plants.

Incap's environmental management system complies with ISO 14001:2004 and the quality assurance system with ISO 9001:2008. In addition, the Helsinki and Kuressaare plants have certifications in accordance with the ISO 13485:2003

quality standard for the manufacture of medical devices, and the Indian plant has a TS 16949 quality certification required by the automotive industry.

### Personnel

At the beginning of year, the Incap Group had a payroll of 783 employees, and at the end of the year it had 767 employees. In 2010, Incap employed 780 (751) people on average. The number of employees increased by nearly 50 in India and by 13 in Estonia. At the end of the year, about 49% of personnel worked in India, 27% in Estonia and 24% in Finland.

At the end of the year, 250 of Incap's employees were women and 517 men; 611 were permanently employed staff and 156 were fixed-term employees. There were five part-time employment contracts at the end of the year. The average age of the personnel is 40 years.

The closing down of the Vuokatti plant led to the termination of 124 employment contracts. In the European units, operations were adjusted to match demand mostly through temporary layoffs. However, some of the temporary layoffs were cancelled once demand picked up in late autumn.

### Company management and organisation

The company's President and CEO during the financial period was Sami Mykkänen, B.Sc. (Eng.). In addition to the CEO, the Group management team included Kimmo Akiander (Well-being), Mikko Hirvonen (operations), Jarmo Kolehmäinen (Energy Efficiency Asia), Jari Koppelo (Energy Efficiency

Europe), Hannele Pöllä (communications and HR) and Eeva Vaajoensuu (finance and administration).

At the end of 2010, the Asian and European operations of Energy efficiency were organised under joint business management. At the same time, a local director was appointed to the Indian subsidiary, and representatives from India were included in the Group's expanded management team. The purpose of the changes is to harmonise operations and improve Group management.

In addition to the members of the actual Management Team, the Extended Management team includes K.R. Vasantha (Managing Director and in charge of production at the Indian subsidiary), Sami Kyllönen (operations services), Murthy Munipalli (Energy Efficiency Asia), Pekka Laitila (materials management), Päivi Luotola (IT) and Riitta Pönniö (quality and environment).

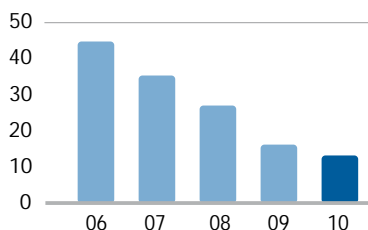
### Events after the end of the financial period

The negotiations initiated by Incap and Lankapaja Corporation in September 2010 on selling the sheet-metal business of Incap's Helsinki plant were unsuccessful and ended in February 2011.

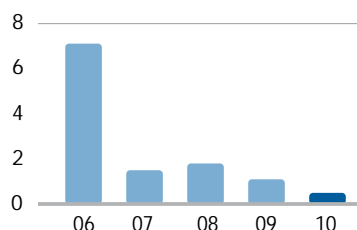
### Annual General Meeting 2010

Incap Corporation's Annual General Meeting was held in Helsinki on 13 April 2010. The Annual General Meeting approved the Group's financial statements for the financial period that ended on 31 December 2009 and decided, in accordance with the Board of Directors' proposal, that no dividend

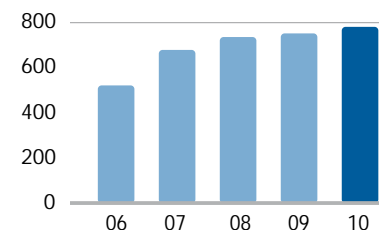
Equity ratio, %



Investments, EUR million



Average number of employees



be paid and the loss for the financial period (EUR 3,825,364.79) be left in equity.

The Annual General Meeting elected five members to the Board of Directors. Authorised Public Accountant Ernst & Young Oy was re-elected as the company auditor. The Annual General Meeting decided to amend the Articles of Association so that the notice of meeting is to be sent no later than 21 days before the Annual General Meeting.

### The Board's authorisation

At the end of the financial period, the Board of Directors held an authorisation granted by the Annual General Meeting on 13 April 2010 to decide on an increase in share capital, so that the aggregate number of shares subscribed on the basis of the authorisation will be up to 1,500,000 shares. The authorisation includes a right to deviate from shareholders' pre-emptive subscription right and to decide on the subscription price and other terms and conditions of subscription. It is possible to deviate from shareholders' pre-emptive subscription rights providing that there is a weighty economic reason for the company to do so, such as developing the company's business, financing business restructuring, making an arrangement in association with capital funding, or a reason related to HR policy. The Board of Directors has the right to decide that the share subscription price can be paid using property given as subscription in kind or subscriber-held claim or otherwise under specific conditions. The authorisation is valid for one year but no later than the next Annual General Meeting.

### Board of Directors and auditor

The Annual General Meeting re-elected Kalevi Laurila, Susanna Miekko-oja, Kari Häyrynen and Lassi Noponen as members of the Board of Directors. Raimo Helasmäki was elected to the Board as a new member. The Board elected from among its members Kalevi Laurila as Chairman and Susanna Miekko-oja as Deputy Chairman. The secretary of the

Board was Jari Pirinen, LL.M. The Board convened 20 times in 2010, and the average attendance rate of the Board members was 93%.

The auditor was auditing firm Ernst & Young Oy with Jari Karppinen, Authorised Public Accountant, as the principal auditor.

### Report on corporate governance

Incap releases a report on the company's corporate governance in compliance with the Securities Market Act as a separate document, in connection with the publication of the report of the Board of Directors and the Annual Report.

### Shares and shareholders

Incap Corporation has one series of shares and the number of shares at the end of the period is 18,680,880. During the financial period, the share price varied between EUR 0.49 and EUR 0.75 (EUR 0.43 and 0.99). The closing price for the year was EUR 0.57 (EUR 0.67). During the financial period, the trading volume was 39% of outstanding shares (25%).

At the end of the financial period, Incap had 1,085 shareholders (1,089). Nominee-registered owners held 0.6% (2.8%) of all shares. The company's market capitalisation on 31 December 2010 was EUR 10.6 million (EUR 8.2 million). The company does not hold any of its own shares.

Incap's share has been listed on Helsinki Stock Exchange (now NASDAQ OMX Helsinki) since 1997 with the trading code ICP1V. The sector classification on the OMX Nordic Exchange Helsinki is "Industrial products and services" and the sector code is 20104010 (Electrical supplies and equipment).

The company's share capital as recorded in the trade register on 31 December 2010 is EUR 20,486,769.50. The share has no nominal value. The company does not hold any of its own shares, and the Board of Directors is not aware of any shareholder agreements concerning holdings in company shares and the exercise of voting rights.

### Share-based incentive systems

Incap has two on-going option schemes:

#### Option scheme 2004:

The option scheme implemented in 2004 includes a maximum of 630,000 stock options. Of these, a total of 315,000 of 2004C stock options are currently valid. The maximum proportion of shares to be subscribed on the basis of them is 1.7% of company shares and votes after possible increase in share capital.

The subscription price for the 2004C stock options is the trade-weighted average price of Incap share on Helsinki Stock Exchange from 1 to 31 March 2006, i.e., EUR 2.05. The share subscription period is from 1 April 2009 to 30 April 2011. The option scheme is associated with a shareholding scheme, according to which option holders are obliged to acquire company shares with 20% of the gross income gained from realised stock options.

#### Option scheme 2009:

The option scheme implemented in February 2009 includes a total of 600,000 stock options entitling their holders to subscribe for an equal number of Incap shares. The stock options are broken into three categories: 2009A, 2009B and 2009C. There are 100,000 "A" options, 100,000 "B" options and 400,000 "C" options. The subscription price for all stock options is EUR 1. The subscription period is from 1 April 2010 to 31 January 2014 for 2009A stock options and from 1 April 2011 to 31 January 2014 for 2009B and 2009C stock options.

When the option scheme was implemented, the CEO received 100,000 "A" stock options and in February 2010 he received 25,000 "B" stock options. In February 2010, the company's key employees received a total of 100,000 "C" stock options.

The proportion of shares to be subscribed on the basis of stock options is up to 3.1% of the company's shares and votes after possible increase in share capital. Undistributed stock options will be given to Euro-ketju Oy, a subsidiary fully owned by

Incap. The Board of Directors will make a separate decision of distributing these.

### **Announcements in accordance with Chapter 2, Section 9, of the Securities Market Act on changes in holdings**

After the registration of the shares subscribed in the directed share issue in April, Göran Sundholm's holdings in Incap exceeded the notification limit of 5%. In Sampo Group, the holdings of Mandatum Life Insurance Company Ltd. in Incap Corporation's shares and votes exceeded 5%. The holdings of Oy Etra Invest Ab in Incap Corporation's shares fell below 25%. After the directed share issue's subscription in September and the registration of the new shares, the holdings of Finnish Industry Investment Ltd. exceeded 10%. After the directed share issue's subscription in September and the registration of the new shares, the holdings of JMC Finance Oy fell below 15%. According to the announcement made by OP Pohjola Group Central Cooperative, the combined holdings of OP Pohjola Group Central Cooperative and entities controlled by it as well as its subsidiaries and investment funds administered by such subsidiaries, based on Incap's convertible promissory notes, is below 5% if the subscription right based on the convertible promissory notes is realised.

### **Short-term risks and factors of uncertainty concerning operations**

The Risk Management Policy approved by the Incap Board classifies risks as risks connected to the operating environment, operational risks and damage and funding risks. Risk management at Incap is mainly focused on risks that threaten the company's business objectives and continuity of operations. In order to improve its business opportunities, Incap is willing to take on managed risks within the scope of the Group's risk management capabilities. Incap regularly reviews its insurance policies as part of the risk management system.

Demand for Incap's services and the company's financial position are affected by international economic trends and economic trends among Incap's customer industries. In 2011, the business environment is expected to develop favourably compared with 2010. Incap's sales are spread over several customer sectors, which balances out the impact of the economic trends in different industrial sectors.

In 2010, Incap's largest single customer accounted for 30% of the Group's revenue. The company will continue to expand its customer base so that dependence on a single customer or several customers in the same sector will not expose the company to a significant financial risk. The revival of the global economy is expected to increase revenue from many customers and in this way decrease dependence on a single customer. Risks associated with customer agreements are regularly reviewed and their combined effect is being monitored. Risks associated with customers are managed through contract terms and insurance policies. The recession has not had a negative effect on the solvency of Incap's customers.

Incap's sector, contract manufacturing, is highly competitive and there are major pressures on cost level management. Incap manages the risk through continuous monitoring and management of operational efficiency and cost levels. Flexibility of the cost structure has been improved by distributing production activities into several countries, and by managing manufacturing operations between Finland and other countries.

The company continuously assesses the organisation of different activities as well as the sufficiency and level of human resources in order to ensure that the organisation is efficient, the correct competencies are available and the company can provide its customers with the high-quality services they require without interruptions, and take care of its commitments to other stakeholders. An essential element for the company's competitive edge is the development of labour costs in the In-

cap countries. We manage the personnel risk with an efficient substitute system.

Material suppliers' quality, manufacturing and distribution problems, as well as changes in the market prices of materials, influence Incap's delivery ability and costs. Most material prices are linked to customer agreements to reduce material price risks. The availability of materials is considered to be the most significant material-related risk in the near future. Problems with availability can increase costs. We aim to influence the risk by signing framework agreements with parties we know well and by focusing on the predictability of business and capacity management. With critical suppliers, we aim to agree on buffer inventories within the limits set by agreements between Incap and the end customer.

The nature of Incap Group's business exposes the company to foreign exchange, interest rate, credit and liquidity risks. The aim of the Group's risk management policy is to minimise the negative effects of changes in the financing markets on the Group's earnings and cash flow. Forward exchange agreements, foreign currency loans and interest rate swaps are used for the management of financing risks as required. Subsidiaries' financing structures are planned, evaluated and directed, taking into account the management of financing risks.

The acquisition of the Indian business unit in 2007 has increased the Group's external financing and financial risks. The financing base of the operations in India was enforced in 2009 through a share capital investment of Finnfund in Incap's Indian subsidiary. The Group's interest and foreign exchange risks are managed by means of a selected financing structure based on both fixed and floating rate financial instruments in selected currencies. The Group's future earnings development affects equity and, consequently, the equity ratio, which is an important indicator in terms of financing.

In order to strengthen Incap Group's financial position, the company carried out directed share issues in spring and autumn 2010, and EUR 4.1 mil-



lion were recognised in the reserve for invested un-restricted equity.

In order to estimate its liquidity Incap has drawn up a cash flow forecast by quarter, expanding up to the financial statements for the year 2011. The cash flow forecast is based on the result estimate for 2011 as given in connection with the consolidated financial statements and on the actual turnover of sales receivables and accounts payable, as well as on the targeted turnover of inventories. Based on this cash flow forecast, Incap's need for working capital is increasing towards the year end. The company's existing working capital on the balance sheet date will be sufficient for the next 12 months if the Group achieves its budgeted result and inventory turnover rate. If the goals are not achieved, the gap must be covered with additional financing. The company management has initiated negotiations with various parties to ensure additional financing and is confident that it will be able to cover any needs for extra financing. Providing that the negotiations are successful, the company's working capital will be sufficient for the next 12 months. Furthermore, Incap has at the end of the financial period started actions to sell the factory real estate in Vuokatti. Real estate and the loans related to it have been described as non-current assets held-for-sale in the financial statements. Estimated price as given in the certificate of valuation of an external surveyor exceeds clearly the book value of the real estate.

Incap has a financing agreement in force until 31 May 2012 which covers the loans related to the financing of the Indian subsidiary (totalling about EUR 5.6 million) and Incap's credit line (EUR 1 million) and a factoring credit line (up to EUR 7 million), of which EUR 5.5 million were in use on 31 December 2010. The financing agreement contains covenants, which are described more in detail in note 26 to the financial statements. Of these covenants, net IBD/EBITDA was not met on the balance sheet date, but before the balance sheet date the financier informed Incap in writing that it will not

exercise its right to terminate the agreement on 31 December 2010. The covenants will be tested again on 30 June 2011. Should the financier call for immediate payment of the loans based on the covenants, Incap is not able to meet the obligation. More information on financing risks is available in the note 26 to the financial statements.

The deferred tax assets recognised in the consolidated balance sheet (EUR 4.2 million on 31 December 2010) are based on the Board of Directors' assessment of future earnings development at Incap Corporation and the Indian subsidiary. On 31 December 2010, confirmed tax losses for which no deferred tax asset was recognised amounted to EUR 8.0 million. Should future development not correspond to the Board's estimate, the ensuing write-down of deferred tax assets in the consolidated balance sheet would have a considerable impact on Incap Group's equity ratio and, consequently, on the Group's equity and, for example, the covenants in the above financing agreements.

#### Long-term objectives

In 2011, Incap aims for an increase in revenue and considerably improved profitability. Demand from the company's key customer segments is anticipated to develop favourably, and Incap is aiming to extend the scope of deliveries to current customers and establish new customer accounts in the chosen industries. Revenue is expected to grow most vigorously in Asia, where the company intends to expand its business into China. The offering of design services will be increased and their role emphasised. The means to boost profitability include more efficient material management and harmonisation of operating processes.

Incap estimates that it is with the present production structure capable of reaching revenue of approximately EUR 100 million by the year 2015. According to the company's view it is possible to reach an EBIT level of 4–6 percent with the present customer base and product assortment.

#### Outlook for 2011

Incap's estimates for future business development are based on its customers' forecasts and the company's own assessments. The general economic situation has improved, and the majority of Incap's customers are predicting that their revenue will increase in 2011, which has a positive effect on Incap's revenue. However, the shortage of components is predicted to continue, which can affect Incap's deliveries and revenue development.

Incap estimates that its revenue in 2011 will increase from the EUR 59.2 million achieved in 2010. The Group's full-year operating result (EBIT) in 2011 is expected to be positive and, thus, clearly higher than in 2010 (EUR -3.2 million).

#### **Board of Directors' proposal on measures related to the net profit/loss**

The parent company's loss for the financial period totalled EUR 1,561,513.95. The Board will propose to the Annual General Meeting on 13 April 2011 that no dividend be paid and the loss for the accounting period be recognised in equity.

#### **Annual General Meeting 2011**

Incap Corporation's Annual General Meeting will take place on Wednesday 13 April 2011 starting at 3:00 p.m. at Hotel Kämp, Pohjoisesplanadi 29, 00100 Helsinki.

Helsinki, 22 February 2011

INCAP CORPORATION  
Board of Directors

## Consolidated Income Statement

| 1,000 euros  | Note | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--|------|-------------------|-------------------|
| Revenue  | 3    | 59,162            | 69,767            |
| Other operating income   | 4    | 372               | 342               |
| Changes in inventories of finished goods and work in progress                            | 5    | 188               | -1,499            |
| Work performed by the enterprise and capitalised   |      | 0                 | 0                 |
| Raw materials and consumables used   | 5    | 40,828            | 45,654            |
| Personnel expenses   | 8    | 12,437            | 16,132            |
| Depreciation and amortisation  | 7    | 2,831             | 2,869             |
| Other operating expenses   | 6    | 6,849             | 8,924             |
| <b>Operating profit/loss</b>   |      | <b>-3,223</b>     | <b>-4,970</b>     |
| Financing income and expenses  | 10   | -1,724            | -1,780            |
| <b>Profit/loss before tax</b>  |      | <b>-4,947</b>     | <b>-6,750</b>     |
| Income tax expense   | 11   | 64                | 29                |
| <b>Profit/loss for the year</b>  |      | <b>-4,884</b>     | <b>-6,721</b>     |
| <b>Attributable to:</b>  |      |                   |                   |
| Equity holders of the parent company   |      | -4,884            | -6,721            |
| Non-controlling interests  |      | 0                 | 0                 |
|  |      | <b>-4,884</b>     | <b>-6,721</b>     |
| Earnings per share from profit for the year attributable to equity holders of the parent |      |                   |                   |
| Basic earnings per share   | 12   | -0.33             | -0.55             |
| Diluted earnings per share   | 12   | -0.33             | -0.55             |
| Average number of shares:  |      |                   |                   |
| - basic  |      | 14,682,250        | 12,180,880        |
| - diluted  |      | 14,682,250        | 12,180,880        |

| 1,000 euros   | Note | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|------|-------------------|-------------------|
| <b>CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME</b> |      |                   |                   |
| <b>Profit/loss for the year</b>                       |      | <b>-4,884</b>     | <b>-6,721</b>     |
| <b>Other comprehensive income:</b>                    |      |                   |                   |
| Translation differences from foreign units            |      | -24               | 19                |
| Other comprehensive income, net                       |      | -24               | 19                |
| <b>Total comprehensive income</b>                     |      | <b>-4,908</b>     | <b>-6,702</b>     |
| Total comprehensive income attributable to:           |      |                   |                   |
| Equity holders of the parent company                  |      | -4,908            | -6,702            |
| Non-controlling interests                             |      |                   | 0                 |
|   |      | <b>-4,908</b>     | <b>-6,702</b>     |

## Consolidated Balance Sheet

| 1,000 euros   | Note | 31 Dec 2010   | 31 Dec 2009   |
|---|------|---------------|---------------|
| <b>ASSETS</b>   |      |               |               |
| <b>Non-current assets</b>                                 |      |               |               |
| Property, plant and equipment                             | 13   | 6,026         | 10,247        |
| Goodwill  | 14   | 1,040         | 977           |
| Other intangible assets                                   | 14   | 705           | 1,008         |
| Other financial assets                                    | 15   | 314           | 14            |
| Deferred tax assets                                       | 16   | 4,209         | 4,156         |
| <b>Total Non-current Assets</b>                           |      | <b>12,294</b> | <b>16,402</b> |
| <b>Current assets</b>                                     |      |               |               |
| Inventories   | 17   | 13,062        | 11,381        |
| Trade and other receivables                               | 18   | 14,823        | 11,261        |
| Cash and cash equivalents                                 | 19   | 476           | 661           |
| <b>Total Current Assets</b>                               |      | <b>28,362</b> | <b>23,303</b> |
| Non-current assets held-for-sale                          | 1    | 1,936         |               |
| <b>Total Assets</b>                                       |      | <b>42,592</b> | <b>39,706</b> |
| <b>EQUITY AND LIABILITIES</b>                             |      |               |               |
| Equity attributable to equity holders of the parent       | 20   |               |               |
| Share capital   |      | 20,487        | 20,487        |
| Share premium account                                     |      | 44            | 44            |
| Exchange differences                                      |      | -483          | -459          |
| Reserve for invested unrestricted equity                  |      | 4,084         | 0             |
| Retained earnings   |      | -18,510       | -13,629       |
| <b>Total equity</b>                                       |      | <b>5,622</b>  | <b>6,443</b>  |
| <b>Non-current liabilities</b>                            |      |               |               |
| Deferred tax liabilities                                  | 16   | 0             | 70            |
| Interest-bearing loans and borrowings                     | 24   | 9,403         | 10,999        |
| <b>Current liabilities</b>                                |      |               |               |
| Trade and other payables                                  | 25   | 14,961        | 11,925        |
| Interest-bearing loans and borrowings                     | 24   | 12,007        | 10,269        |
| Liabilities relating to non-current assets held-fore-sale | 1    | 598           |               |
| <b>Total liabilities</b>                                  |      | <b>36,970</b> | <b>33,262</b> |
| <b>Total equity and liabilities</b>                       |      | <b>42,592</b> | <b>39,706</b> |

## Consolidated Cash Flow Statement

| 1,000 euros   | Note | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|------|-------------------|-------------------|
| <b>Cash flow from operating activities</b>            |      |                   |                   |
| Net income  |      | -3,223            | -4,970            |
| Adjustments to operating profit                       | 28   | 23                | 4,342             |
| Change in working capital                             |      | 644               | 2,929             |
| Interest paid   |      | -1,840            | -1,812            |
| Interest received                                     |      | 27                | 40                |
| <b>Cash flow from operating activities</b>            |      | <b>-4,369</b>     | <b>529</b>        |
| <b>Cash flow from investing activities</b>            |      |                   |                   |
| Capital expenditure on tangible and intangible assets |      | -486              | -1,064            |
| Proceeds from sales of tangible and intangible assets |      | 591               | 17                |
| Loans granted   |      | -5                | -9                |
| Repayments of loan assets                             |      | 0                 | 2                 |
| Other investments                                     |      | -159              | 0                 |
| <b>Cash flow from investing activities</b>            |      | <b>-59</b>        | <b>-1,054</b>     |
| <b>Cash flow from financing activities</b>            |      |                   |                   |
| Proceeds from share issue                             |      | 4,084             | 0                 |
| Drawdown of loans                                     |      | 5,825             | 5,683             |
| Repayments of borrowings                              |      | -4,338            | -3,868            |
| Repayments of obligations under finance leases        |      | -1,064            | -1,255            |
| <b>Cash flow from financing activities</b>            |      | <b>4,507</b>      | <b>560</b>        |
| <b>Change in cash and cash equivalents</b>            |      |                   |                   |
| Cash and cash equivalents at beginning of period      |      | 661               | 641               |
| Effects of changes in exchange rates                  |      | -228              | -17               |
| Changes in fair value (cash and cash equivalents)     |      | -36               | 2                 |
| <b>Cash and cash equivalents at end of period</b>     |      | <b>476</b>        | <b>661</b>        |

## Consolidated Statement of Changes in Equity

|                                      | Share capital | Share premium account | Reserve for invested unrestricted equity | Exchange differences | Retained earnings | Total equity |
|--------------------------------------|---------------|-----------------------|--|----------------------|-------------------|--------------|
| <b>Equity at 1 January 2010</b>      | <b>20,487</b> | <b>44</b>             | <b>0</b>                                 | <b>-459</b>          | <b>-13,629</b>    | <b>6,443</b> |
| Options and share-based compensation |               |                       |  |                      | 2                 | 2            |
| Total comprehensive income           |               |                       |  | -24                  | -4,884            | -4,908       |
| Share issue                          |               |                       | 4,160                                    |                      |                   | 4,160        |
| Transaction costs for equity         |               |                       | -76                                      |                      |                   |              |
| <b>Equity at 31 December 2010</b>    | <b>20,487</b> | <b>44</b>             | <b>4,084</b>                             | <b>-483</b>          | <b>-18,510</b>    | <b>5,622</b> |

|                                      | Share capital | Share premium account | Reserve for invested unrestricted equity | Exchange differences | Retained earnings | Total equity  |
|--------------------------------------|---------------|-----------------------|--|----------------------|-------------------|---------------|
| <b>Equity at 1 January 2009</b>      | <b>20,487</b> | <b>44</b>             | <b>0</b>                                 | <b>-478</b>          | <b>-6,864</b>     | <b>13,190</b> |
| Options and share-based compensation |               |                       |  |                      | -10               | -10           |
| Total comprehensive income           |               |                       |  | 19                   | -6,721            | -6,702        |
| Other changes                        |               |                       |  |                      | -35               | -35           |
| <b>Equity at 31 December 2009</b>    | <b>20,487</b> | <b>44</b>             | <b>0</b>                                 | <b>-459</b>          | <b>-13,629</b>    | <b>6,443</b>  |

# Notes to the Consolidated Financial Statements

## Corporate information

Incap Corporation is a Finnish public listed company under Finnish law which is domiciled in Helsinki and whose registered address is Valuraudankuja 6, 00700 Helsinki. The company is a contract manufacturer whose comprehensive service covers the entire life-cycle of electromechanical products, from design to repair and maintenance services.

The Group comprises the parent company, Incap Corporation, and the parent company's wholly-owned subsidiaries: Incap Electronics Estonia OÜ, Kuressaare, Estonia; Euro-ketju Oy and Incap Contract Manufacturing Services Pvt. Ltd., Bangalore, India, which is owned by the parent company by 67%. Incap CMS Pvt. Ltd. is however combined by 100% in the consolidated financial statements, because the control of the subsidiary stays in the parent company.

## Accounting policies applied in the consolidated financial statements

### Basis of preparation

These Incap Group financial statements have been prepared in accordance with International Financial Reporting Standards in conformity with the IAS and IFRS standards and SIC and IFRIC interpretations in force at the balance sheet date, 31 December 2010. The notes to the consolidated financial statements also comply with Finnish accounting and company legislation.

The financial statements in the official compiled version are presented in unabbreviated form to an accuracy of two decimals. In the Annual Report, the financial statement data is presented in thousands of euros.

The preparation of financial statements in accordance with IFRS calls for the making of certain estimates by Group management as well as for

management's judgement in applying accounting policies. The estimates having the greatest effect on the financial statement figures are presented in the note "Accounting policies requiring management's judgement and key sources of estimation uncertainty."

### Subsidiaries

The consolidated financial statements include the parent company, Incap Corporation, and its subsidiaries Incap Electronics Estonia OÜ, Incap Contract Manufacturing Services Pvt. Ltd. and Euro-ketju Oy.

Intra-Group share ownership has been eliminated by means of the purchase method. Acquired subsidiaries are included in the consolidated financial statements from the time when the Group has obtained control, and divested subsidiaries up to the time when control ceases. All intra-Group transactions, receivables, liabilities, unrealised gains and internal distribution of profits are eliminated when preparing the consolidated financial statements.

### Translation of items denominated in foreign currency

#### Separate companies

Transactions denominated in foreign currency are recorded in the functional currency using the exchange rate on the date of the transaction. Balance sheet items denominated in foreign currency are translated to the functional currency using the exchange rates at the balance sheet date.

Gains and losses resulting from transactions denominated in foreign currency and the translation of balance sheet items are recorded in the income statement. Exchange gains and losses resulting from operations are recorded under the corresponding items above operating profit. Exchange

gains and losses resulting from loans denominated in foreign currency are recorded under financial income and expenses.

#### Group

Figures relating to the profit and financial position of Group units are measured in the main functional currency of each unit. The Incap Group's financial statements are presented in euros, which is the functional and presentation currency of the Group's parent company.

The income and expense items in the income statements of foreign Group companies have been translated to euros using the average exchange rate during the year, and their balance sheets using the exchange rates at the balance sheet date. The translation of the profit for the financial year using different exchange rates in the income statement and the balance sheet results in an exchange difference, which is recorded in equity. The exchange differences arising from the elimination of the acquisition cost of foreign subsidiaries and equity items accumulated after the acquisition are recorded in equity.

### Property, plant and equipment

Property, plant and equipment are measured at original cost less accumulated depreciation and impairment losses. Property, plant and equipment are depreciated using the straight-line method over their estimated useful life. The estimated useful lives of assets are the following:

- Buildings 18–24 years
- Machinery and equipment 3–10 years
- Motor vehicles 3–5 years.

The residual value of assets and their useful lives are reviewed at each balance sheet date and, if necessary, are adjusted to reflect changes that have occurred in the expectations for an asset's economic benefits.

Subsequent costs are included in the carrying amount of an item of property, plant and equipment only when it is probable that future economic benefits from the asset will flow to the Group. Other repair and maintenance expenses are recognised as an expense as they arise.

Depreciation of an item of property, plant and equipment ceases when the asset is classified as for sale in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. Non-current assets held for sale are measured at the lower by carrying amount or by the fair value less the selling expenses.

Capital gains and losses on the retirements and disposals of property, plant and equipment are recorded either in other operating income or expenses.

### Borrowing costs

Borrowing costs are recognised as an expense in the period in which they are incurred.

Transaction expenses directly attributable to the obtaining of convertible debt are included in the original cost of the debt and amortised over the debt period using the effective interest method.

### Government grants

Government grants are recorded on a net basis as a deduction from property, plant and equipment, whereby the grants are recognised as income in the form of smaller depreciation charges over the useful life of an asset.

### Intangible assets

Goodwill is the proportion of the acquisition cost which exceeds the Group's share of the fair value, at the date of acquisition, of the net asset value of a company acquired after 1 January 2004. Other costs directly attributable to an acquisition, such as experts' fees, are also included in the acquisition cost.

Goodwill and other intangible assets with an indefinite useful life, such as the value of customer relationships, are not amortised but are tested annually for any impairment. The testing involves the allocation of goodwill to units generating cash flow and the measurement at cost less impairment losses. Research and development expenditure is recorded as an expense in the income statement.

An intangible asset is recorded in the balance sheet only if the cost of the asset can be determined reliably and it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity. Intangible assets are recorded in the balance sheet at cost and amortised in the income statement over their known or estimated useful life.

The Incap Group's intangible assets are amortised over 3–5 years.

### Inventories

Inventories are measured at the lower of cost or net realisable value. Cost is determined using the fifo method. The cost of finished and semi-finished products comprises raw materials, direct labour expenses, other direct expenses as well as fixed and variable production overheads, based on the normal capacity of the production facilities. The net realisable value is the estimated selling price of the asset less the estimated costs incurred in bringing the product to its present condition and selling expenses.

### Leases

#### The Group as lessee

Leases of property, plant and equipment where the lessee bears the risks and rewards of ownership are classified as finance leases. An asset obtained on a finance lease is recorded in the lessee's balance sheet at the start of the lease period at the lower of the fair value of the leased property and the present value of the minimum lease payment. An asset obtained on a finance lease is depreciated over the shorter of the useful life of the asset

and the lease term. Lease payments for items of property, plant and equipment are split between financial expenses and a reduction in lease liabilities for the period of the lease finance agreement. Finance lease liabilities are included in the Incap Group's interest-bearing liabilities.

When the lessor retains the risks and rewards of ownership, the agreement is treated as an operating lease. Lease payments paid on operating leases are recorded as an expense in the income statement.

### Impairment of assets

At each balance sheet date, the Incap Group assesses whether there is any indication that the value of an asset item may be impaired. If any such indication exists, the asset item is tested for impairment to assess its recoverable amount. Impairment testing is done at the lowest possible unit level which is independent of other units and whose cash flows can be distinguished from the other cash flows of the entity.

An impairment loss is recorded when the carrying amount of an asset item is greater than its recoverable amount. The recoverable amount is the higher of an asset's net selling price and its value in use. Value in use refers to the estimated discounted cash flows obtainable from said asset item or cash-generating unit.

An impairment loss is recognised in profit or loss. If an impairment loss is allocated to a cash-generating unit, it is allocated first to reduce the carrying amount of any goodwill allocated to the cash-generating unit and thereafter to the other assets of the unit pro rata on the basis of the carrying amount of each asset in the unit. An impairment loss is reversed if the recoverable amount of the asset has changed since the last impairment loss was recognised. An impairment loss is not, however, reversed to an extent greater than what the carrying amount of the asset would have been without the recording of the impairment loss.



The Incap Group's goodwill is tested annually. An impairment loss recorded on goodwill is not reversed under any circumstances.

### Employee benefits

#### Pension obligations

The Incap Group's pension plans are classified as defined-benefit and defined-contribution plans. Payments made for defined contribution plans are recognised as an expense in the income statement for the period which the debit concerns. The obligations of defined-benefit plans are calculated separately for each plan using the projected unit credit method. Pension costs are recorded as an expense for the duration of employees' period of service on the basis of calculations carried out by authorised actuaries.

#### Share-based payment

The Incap Group has applied IFRS 2 Share-based Payment to all share option plans. Warrants are measured at fair value at the time they are granted and entered as an expense in the income statement in even instalments during the vesting period. The expense determined at the moment of granting the options is based on the Incap Group's estimate of the number of options that will vest at the end of the vesting period. The fair value is determined on the basis of the Black-Scholes pricing model for share options.

The Incap Group updates the estimate of the final number of share options at each balance sheet date. Changes in the estimates are recorded in the income statement. When granted share options are exercised, the cash payments received on the basis of share subscriptions (adjusted for any transaction expenses) are recognised in equity and in the share premium fund.

### Provisions

Provisions are recognised when the Group has a legal or constructive obligation as a result of a past

event, it is probable that a payment obligation will be realised and the amount of the obligation can be estimated reliably. Provisions are measured at the present value of the obligation.

### Income taxes

Income tax in the income statement comprises taxes on taxable income for the period and deferred taxes. Taxes on the profit for the financial year are calculated on taxable income on the basis of the tax rate in force in Finland. Taxes are adjusted for taxes for previous periods.

Deferred taxes are calculated on all temporary differences between the carrying amount of an asset or liability and its tax base. In the Incap Group the largest temporary differences arise from finance leases, depreciation of buildings and other property, plant and equipment as well as unused tax losses.

Deferred taxes have been calculated by applying the tax rates in force by the balance sheet date.

A tax asset is recognised to the extent that it is probable that taxable profit will be available against which a deductible temporary difference can be utilised.

### Revenue recognition

#### Goods sold and services rendered

Revenue from the sale of goods is booked when significant risks and benefits connected with the ownership of the goods have been transferred from the seller to the purchaser. In calculating revenue, sales income has been adjusted for indirect taxes and discounts. Revenue from services is recorded when the service has been rendered.

### Financial assets and financial liabilities

The Incap Group's financial assets have been classified in accordance with the IAS 39 standard in the following groups: financial assets at fair value through profit or loss, held-to-maturity investments, loans and other receivables and available-

for-sale financial assets. The classification is made on the basis of the purpose for which the financial assets were acquired at the time they were originally acquired. Other financial assets presented in the financial statements are classified as available-for-sale financial assets. Available-for-sale financial assets consist mainly of unquoted shares and participations that are not entered in the balance sheet at fair value because their fair value cannot be determined reliably.

Cash and cash equivalents consist of cash on hand, demand deposits and other short-term, highly liquid investments. Items classified as cash and cash equivalents have a maximum of a three-month maturity from the time of acquisition.

Financial liabilities are originally entered in the accounts at fair value on the basis of the consideration received. The transaction expenses of convertible bonds are included in the original carrying amount of the bonds. The fair value of the debt component of convertible bonds has been determined using the market interest rate on similar debt at the time of issuance. The debt component is recorded at amortised cost until it is extinguished by converting the bonds to shares or by repayment of the bonds. Because the equity component of convertible bonds is not material, it has not been recorded separately in the invested non-restricted equity reserve.

### Accounting policies requiring management's judgement and key sources of estimation uncertainty

When financial statements are prepared, future scenarios and assumptions have to be made, the outcomes of which may differ from the original scenarios and assumptions. Judgement is also used in applying the accounting policies. In the consolidation of business operations, the Group has used external consultants when assessing the fair values of property, plant and equipment and intangible assets. Concerning property, plant and

equipment, Incap has made comparisons with the market prices of similar products and assessed any impairment resulting from the age and wear of the assets and other similar factors affecting them. The determination of the fair value of intangible assets is based on estimates of cash flows related to the assets. It is the view of the management that the estimates and assumptions used are sufficiently accurate as a basis for the determination of fair value. The Group furthermore examines any indications of impairment on property, plant and equipment and intangible assets at least at every balance sheet date.

Estimates made in connection with the preparation of the financial statements are based on management's best knowledge at the balance sheet date. The estimates take into account prior experiences and assumptions which concern the future, are considered the most probable at the balance sheet date and are related to the expected development of the Group's financial operating environment in terms of sales and cost levels. The management's judgement and estimates have been used when testing goodwill and deferred tax assets. Changes are monitored on a regular basis using internal and external information sources, and potential changes in estimates and assumptions are recorded during the financial year when they are revised, and during all financial years thereafter.

#### Impairment testing

In the Incap Group, goodwill is tested annually for any impairment. The testing is based on cash flow estimate which involves the budget confirmed by the management and the business plan for the forthcoming four years. As essential criteria, a discount rate of 19.1% after tax has been used as well as the estimated operating profit before depreciation and amortisation. The impairment of other asset items is estimated annually as discussed above in the accounting policies. The recoverable

amounts of cash-generating units are determined through calculations based on value in use. The preparation of these calculations requires the use of estimates.

#### Deferred tax asset

A deferred tax asset has been recognised in the companies in Finland and in India. A deferred tax asset has been recognised to the extent that the asset can be utilised against future taxable profits.

#### Segment information

The Incap Group does not have business or geographical segments which should be reported according to IFRS 8. The risks and profitability related to the Group's different business and geographical areas do not differ significantly from each other. The company's management regularly assesses future changes and, consequently, the possible formation of segments.

#### **Application of new or amended IFRS standards**

The Group has taken into consideration the new standards and interpretations published during the period by the IASB and will introduce them in future accounting periods as they enter into force. The Group estimates that the new standards and interpretations will not have a material effect on the Group's financial statements in coming years. The new standards, interpretations and contents are as follows:

#### Standards valid latest on 1 January 2010:

IFRS3 Business Combinations (renewed standard)  
IAS 27 Consolidated and Separate Financial Statements (change in standard)

IAS 39 Financial Instruments: Recognition and Measurement – items acceptable for hedging (change in standard)

IFRS 2 Share-based Payments – cash-settled share-based payment transactions in the Group (change in standard)

IFRIC 12 Service Concession Arrangements (new interpretation)

IFRIC15 Agreement for Construction of Real Estate (new interpretation)

IFRIC16 Hedges of a Net Investments in a foreign operation (new interpretation)

IFRIC17 Distribution on non-cash assets to owners (new interpretation)

IFRIC18 Transfer of assets from customers (new interpretation)

Annual changes in IFRS in 2009 (changes in several different standards)

#### Standards valid latest on 1 January 2011:

IAS 32 Financial Instruments: Presentation – classification of rights issues, share options and subscription rights (change in standard)

IFRIC 19 Extinguishing Financial Liabilities with Equity Instruments (new interpretation)

Amendment to IFRIC 14 IAS 19 - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction due to a employee benefit arrangement.

Revised IAS 24 Related Party Disclosures in the financial statement (change in standard)

Annual changes in IFRS (changes in several different standards)

#### Standards valid as from 1 January 2012 or later:

IFRS 7 Financial instruments: disclosures in the financial statement – transfer of financial assets (change in standard)

IAS 12 change - Deferred Tax: Recovery of Underlying Assets (IASB published the change on 20 December 2010) (change in standard)

IFRS 9 Financial Instruments: classification and measurement (change cannot be applied prior to the approval of EU)

### 1. Non-current assets held-for-sale

|  | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--|-------------------|-------------------|
| <b>Assets classified as held-for-sale</b>                        |                   |                   |
| Incap Corporation's plant property in Vuokatti                   | 1,936             | 0                 |
| <b>Liabilities concerning assets classified as held-for-sale</b> |                   |                   |
| Other non-current liabilities to others, interest-bearing        | 171               | 0                 |
| Current liabilities to others, interest-bearing                  | 427               | 0                 |
|  | <b>598</b>        | <b>0</b>          |

Measures to sell Incap Corporation's property in Vuokatti are continued. Further details are given in the report of the Board of Directors for 2010 in chapter Short-term risks and factors of uncertainty concerning operations. There were no sales of business operations in the Group in 2009 and 2010.

### 2. Acquired operations

No business acquisitions were made during financial years 2009 and 2010. Of the increase of goodwill in 2010, exchange difference amounts to EUR 63,119.29.

### 3. Revenue

|   | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|-------------------|-------------------|
| Revenue from the sale of goods                              | 59,162            | 69,752            |
| Revenue from the services                                   | 0                 | 14                |
|   | <b>59,162</b>     | <b>69,767</b>     |
| <b>Geographic division of customers external of revenue</b> |                   |                   |
| Europe  | 53,219            | 65,406            |
| North America   | 418               | 788               |
| Asia  | 5,525             | 3,573             |
|   | <b>59,162</b>     | <b>69,767</b>     |

Incap Group has one customer, whose revenue exceeds 10% of the entire Group's revenue. This customer's share of revenue is 30%.

### 4. Other operating income

|  | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--|-------------------|-------------------|
| Net gains on the disposal of property, plant and equipment | 295               | 23                |
| Lease income   | 0                 | 4                 |
| Other income   | 77                | 314               |
|  | <b>372</b>        | <b>342</b>        |

### 5. Raw materials and services

|                                      | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--------------------------------------|-------------------|-------------------|
| <b>Raw materials and consumables</b> |                   |                   |
| Purchases during the financial year  | 40,834            | 41,181            |
| Change in inventories                | -1,404            | 4,552             |
|                                      | <b>39,430</b>     | <b>45,733</b>     |
| <b>External services</b>             |                   |                   |
|                                      | 1,211             | 1,421             |
|                                      | <b>40,641</b>     | <b>47,154</b>     |

### 6. Other operating expenses

|   | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|-------------------|-------------------|
| Lease expenses  | 1,798             | 2,016             |
| Operating and maintenance expenses for property and machinery | 2,060             | 1,946             |
| Other expenses  | 2,990             | 4,961             |
|   | <b>6,849</b>      | <b>8,924</b>      |
| <b>Auditors' fees</b>   |                   |                   |
| Auditing fees   | 48                | 78                |
| Certificates and statements                                   | 0                 | 0                 |
| Tax advice  | 15                | 5                 |
| Other services  | 46                | 12                |
|   | <b>109</b>        | <b>95</b>         |

## 7. Depreciation and amortisation

|   | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|-------------------|-------------------|
| <b>Depreciation and amortisation by assets class</b>          |                   |                   |
| Intangible assets   | 359               | 345               |
| Tangible assets   |                   |                   |
| Buildings   | 331               | 322               |
| Machinery and equipment                                       | 2,053             | 2,124             |
| Other tangible assets   | 89                | 79                |
|   | <b>2,472</b>      | <b>2,524</b>      |
| <b>Total depreciation, amortisation and impairment losses</b> | <b>2,831</b>      | <b>2,869</b>      |

## 8. Employee benefits expense

|  | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--|-------------------|-------------------|
| Wages and salaries   | 10,196            | 13,146            |
| Pension costs – defined contribution plans                 | 1,598             | 1,773             |
| Pension costs – defined-benefit plans                      | 52                | -8                |
| Expense of share-based payments                            | 0                 | 0                 |
| Other statutory employer expenses                          | 592               | 1,221             |
|  | <b>12,437</b>     | <b>16,132</b>     |
| <b>Average number of Group personnel during the period</b> | <b>780</b>        | <b>751</b>        |

Information on management's employee benefits is presented in Note 31 Related-party transactions. Information on share options granted is presented in Note 21 Share-based payment.

## 9. Research and development costs

A total of EUR 0.05 million of research and development costs has been recorded as an annual expense in the income statement in 2010 (EUR 0.1 million in 2009).

## 10. Financial income and expenses

| Financial income   | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--|-------------------|-------------------|
| Dividend income from available-for-sale financial assets | 2                 | 1                 |
| Interest income from investments held until due date     | 0                 | 0                 |
| Interest income from other deposits                      | 11                | 21                |
| Interest income from trade receivables                   | 14                | 18                |
| Interest income from loan receivables                    | 0                 | 0                 |
| Foreign exchange gains on liabilities                    | 211               | 55                |
|  | <b>238</b>        | <b>96</b>         |

| Financial expenses  | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|-------------------|-------------------|
| Interest expenses from financial liabilities measured at amortised cost | -496              | -479              |
| Interest expenses from convertible promissory notes                     | -473              | -474              |
| Other interest expenses   | -281              | -293              |
| Exchange rate losses  | -155              | -50               |
| Other financial expenses  | -556              | -581              |
|   | <b>-1,962</b>     | <b>-1,876</b>     |
| <b>Total financial income and expenses</b>                              | <b>-1,724</b>     | <b>-1,780</b>     |

Interest expenses include variable lease payments of EUR 0.1 million (EUR 0.1 million in 2009) recorded as lease expenses from finance lease agreements.

## 11. Income tax

| Income tax in the income statement                     | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--|-------------------|-------------------|
| Current tax on profit for the year                     | 0                 | 0                 |
| Tax for previous accounting periods                    | 0                 | 0                 |
| <b>Total current tax based on income</b>               | <b>0</b>          | <b>0</b>          |
| Changes in deferred tax assets for previous years      | -6                | 0                 |
| Changes in deferred tax liabilities for previous years | 70                | 29                |
| <b>Total deferred tax</b>                              | <b>64</b>         | <b>29</b>         |
| Income tax expenses                                    | 64                | 29                |

### Reconciliation of tax expenses in the income statement and taxes calculated on the basis of the 26% tax rate applicable in the Group's home country

|  | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|--|-------------------|-------------------|
| Profit before taxes                            | -4,947            | -6,750            |
| Tax at the applicable rate in the home country | 1,286             | 1,755             |
| Divergent tax rates of foreign subsidiaries    | -578              | 55                |
| Tax-free income                                | 694               | 218               |
| Expenses that are not deductible               | -3                | -599              |
| Other temporary differences                    | 69                | -38               |
| Non-recorded deferred tax                      | -1,406            | -1,362            |
| <b>Tax expenses</b>                            | <b>64</b>         | <b>29</b>         |
| <b>Deferred taxes in the balance sheet</b>     |                   |                   |
| Deferred tax assets                            | 4,209             | 4,156             |
| Deferred tax liabilities                       | 0                 | -70               |
|  | <b>4,209</b>      | <b>4,086</b>      |

Deferred tax assets and liabilities are presented in Note 16.

## 12. Earnings per share

Undiluted earnings per share are calculated by dividing the profit attributable to equity holders of the parent by the weighted average number of shares outstanding during the period.

|  | 2010       | 2009       |
|--|------------|------------|
| Profit for the year attributable to equity holders of the parent | -4,884     | -6,721     |
| Weighted average number of shares during the period              | 14,682,250 | 12,180,880 |
| Undiluted earnings per share, EUR/share                          | -0.33      | -0.55      |

In calculating diluted earnings per share, share options are taken into account in the weighted average number of shares and convertible promissory notes. Share options have a dilutive effect when their subscription price is lower than the fair value of the share. The fair value of the share is based on the average price of the shares during the period. A right to subscribe for a maximum of 2,500,000 new shares in the company is attached to the convertible promissory notes. Options for the subscription of new shares related to the convertible promissory notes do not have a dilutive effect, because the shares' trading price is higher than the fair value of the share.

Convertible promissory notes are presented in Note 24 Interest-bearing liabilities.

|   | 2010       | 2009       |
|---|------------|------------|
| Profit for the year attributable to equity holders of the parent, continuing operations | -4,884     | -6,721     |
| Weighted average number of shares during the period                                     | 14,682,250 | 12,180,880 |
| Dilution effect of issued share options   | 0          | 0          |
| Share-weighted diluted average price used in calculating adjusted earnings per share    | 14,682,250 | 12,180,880 |
| Diluted earnings per share, EUR/share   | -0.33      | -0.55      |

### 13. Property, plant and equipment

|  | Land       | Buildings and advances | Machinery and equipment | Other tangible assets | Total          |
|--|------------|------------------------|-------------------------|-----------------------|----------------|
| <b>Acquisition cost, 1 Jan 2010</b>                                | <b>510</b> | <b>6,213</b>           | <b>44,336</b>           | <b>875</b>            | <b>51,935</b>  |
| Increase   | 0          | 519                    | 0                       | 0                     | 519            |
| Consolidation of operations  | 0          | 0                      | 0                       | 0                     | 0              |
| Disposals  | -8         | -447                   | -69                     | -24                   | -547           |
| Reclassifications between items                                    | 0          | -173                   | -234                    | 70                    | -337           |
| Sale of assets in Group companies                                  | 0          | 0                      | 0                       | 0                     | 0              |
| Exchange differences   | 54         | 138                    | 298                     | 40                    | 530            |
| Reclassification to non-current AFS assets                         | -56        | -4,633                 | 0                       | 0                     | -4,689         |
| <b>Acquisition cost, 31 Dec 2010</b>                               | <b>501</b> | <b>1,618</b>           | <b>44,331</b>           | <b>962</b>            | <b>47,412</b>  |
| <b>Accumulated depreciation and impairment losses, 1 Jan 2010</b>  | <b>0</b>   | <b>-2,651</b>          | <b>-38,398</b>          | <b>-639</b>           | <b>-41,688</b> |
| Depreciation   | 0          | -331                   | -2,053                  | -89                   | -2,472         |
| Increase   | 0          | 0                      | 0                       | 0                     | 0              |
| Decrease   | 0          | 0                      | 0                       | 0                     | 0              |
| Reclassifications between items                                    | 0          | 0                      | 0                       | 0                     | 0              |
| Cumulative depreciation on reclassifications and disposals         | 0          | 108                    | 37                      | 15                    | 160            |
| Exchange differences   | 0          | -9                     | -114                    | -15                   | -139           |
| Reclassification to non-current AFS assets cum. amortisation       | 0          | 2,753                  | 0                       | 0                     | 2,753          |
| <b>Accumulated depreciation and impairment losses, 31 Dec 2010</b> | <b>0</b>   | <b>-130</b>            | <b>-40,528</b>          | <b>-728</b>           | <b>-41,386</b> |
| Carrying amount, 1 Jan 2010  | 510        | 3,562                  | 5,939                   | 236                   | 10,247         |
| Carrying amount, 31 Dec 2010                                       | 501        | 1,488                  | 3,804                   | 233                   | 6,026          |

|  | Land       | Buildings and advances | Machinery and equipment | Other tangible assets | Total          |
|--|------------|------------------------|-------------------------|-----------------------|----------------|
| <b>Acquisition cost, 1 Jan 2009</b>                                | <b>499</b> | <b>6,236</b>           | <b>42,927</b>           | <b>766</b>            | <b>50,428</b>  |
| Increase   | 0          | 828                    | 884                     | 0                     | 1,712          |
| Consolidation of operations  | 0          | 0                      | 0                       | 0                     | 0              |
| Disposals  | 0          | -111                   | -88                     | 0                     | -200           |
| Reclassifications between items                                    | 4          | -758                   | 596                     | 105                   | -53            |
| Sale of assets in Group companies                                  | 0          | 0                      | 0                       | 0                     | 0              |
| Exchange differences   | 8          | 18                     | 18                      | 4                     | 47             |
| <b>Acquisition cost, 31 Dec 2009</b>                               | <b>510</b> | <b>6,213</b>           | <b>44,336</b>           | <b>875</b>            | <b>51,935</b>  |
| <b>Accumulated depreciation and impairment losses,</b>             |            |                        |                         |                       |                |
| <b>1 Jan 2009</b>  | <b>0</b>   | <b>-2,329</b>          | <b>-36,290</b>          | <b>-560</b>           | <b>-39,179</b> |
| Depreciation   | 0          | -322                   | -2,124                  | -79                   | -2,524         |
| Increase   | 0          | 0                      | 0                       | 0                     | 0              |
| Decrease   | 0          | 0                      | 0                       | 0                     | 0              |
| Reclassifications between items                                    | 0          | 0                      | 0                       | 0                     | 0              |
| Cumulative depreciation on reclassifications and disposals         | 0          | 0                      | 21                      | 0                     | 21             |
| Exchange differences   | 0          | -1                     | -5                      | -1                    | -7             |
| <b>Accumulated depreciation and impairment losses, 31 Dec 2009</b> | <b>0</b>   | <b>-2,651</b>          | <b>-38,398</b>          | <b>-639</b>           | <b>-41,688</b> |
| Carrying amount, 1 Jan 2009  | 499        | 3,907                  | 6,637                   | 207                   | 11,250         |
| Carrying amount, 31 Dec 2009                                       | 510        | 3,562                  | 5,939                   | 236                   | 10,247         |

### Finance leases

Property, plant and equipment includes assets obtained on finance leases as follows:

|                          | Machinery and equipment |
|--------------------------|-------------------------|
| <b>31 Dec 2010</b>       |                         |
| Acquisition cost         | 16,183                  |
| Accumulated depreciation | -14,154                 |
| <b>Carrying amount</b>   | <b>2,029</b>            |
| <b>31 Dec 2009</b>       |                         |
| Acquisition cost         | 16,520                  |
| Accumulated depreciation | -12,875                 |
| <b>Carrying amount</b>   | <b>3,644</b>            |

Increases on the acquisition cost of property, plant and equipment include assets leased on finance leases totalling EUR 0 in 2010 (EUR 0.7 million in 2009).

## 14. Intangible assets

|  | Goodwill      | Other intangible assets | Total         |
|--|---------------|-------------------------|---------------|
| <b>Acquisition cost, 1 Jan 2010</b>                                | <b>2,466</b>  | <b>4,484</b>            | <b>6,950</b>  |
| Increase   | 0             | 12                      | 12            |
| Decrease   | 0             | -16                     | -16           |
| Reclassifications between items                                    | 0             | 0                       | 0             |
| Exchange difference  | 63            | 127                     | 190           |
| <b>Acquisition cost, 31 Dec 2010</b>                               | <b>2,529</b>  | <b>4,607</b>            | <b>7,136</b>  |
| <b>Accumulated amortisation and impairment losses, 1 Jan 2010</b>  | <b>-1,489</b> | <b>-3,475</b>           | <b>-4,964</b> |
| Amortisation   | 0             | -359                    | -359          |
| Cumulative depreciation on sales of assets in Group companies      | 0             | 0                       | 0             |
| Exchange difference  | 0             | -68                     | -68           |
| <b>Accumulated amortisation and impairment losses, 31 Dec 2010</b> | <b>-1,489</b> | <b>-3,902</b>           | <b>-5,391</b> |
| Carrying amount, 1 Jan 2010  | 977           | 1,008                   | 1,986         |
| Carrying amount, 31 Dec 2010                                       | 1,040         | 705                     | 1,745         |
| <b>Acquisition cost, 1 Jan 2009</b>                                | <b>2,458</b>  | <b>4,434</b>            | <b>6,892</b>  |
| Increase   | 0             | 16                      | 16            |
| Decrease   | 0             | 0                       | 0             |
| Reclassifications between items                                    | 0             | 16                      | 16            |
| Exchange difference  | 9             | 18                      | 26            |
| <b>Acquisition cost, 31 Dec 2009</b>                               | <b>2,466</b>  | <b>4,484</b>            | <b>6,950</b>  |
| <b>Accumulated amortisation and impairment losses, 1 Jan 2009</b>  | <b>-1,489</b> | <b>-3,123</b>           | <b>-4,612</b> |
| Amortisation   | 0             | -345                    | -345          |
| Cumulative depreciation on sales of assets in Group companies      | 0             | 0                       | 0             |
| Exchange difference  | 0             | -6                      | -6            |
| <b>Accumulated amortisation and impairment losses, 31 Dec 2009</b> | <b>-1,489</b> | <b>-3,475</b>           | <b>-4,964</b> |
| Carrying amount, 1 Jan 2009  | 969           | 1,311                   | 2,279         |
| Carrying amount, 31 Dec 2009                                       | 977           | 1,008                   | 1,986         |

The recoverable amounts assessed when testing goodwill and other intangible assets with an indefinite useful life for impairment are determined on the basis of their value in use. Estimates of cash flows are based on the budget for the next financial year and on the four-year business plan made by the management and approved by the Board of Directors. Impairment testing has been carried out on the date of the financial statements, and the management's estimation and judgement were involved when testing. A discount rate of 19.05% and forecasted operating profit before depreciation as well as changes in working capital have been used as the key variables. The discount rate is comprised of industry risk, interest on liabilities and country-specific risk. The discount rate factors are updated annually in connection with the testing using information received from the market. In impairment testing of goodwill, the residual value of future cash flows is 33% of the cash flows in calculations for value in use. Based on the calculations, there are no indications of the impairment of goodwill and other intangible assets with an indefinite useful life.

Should the revenues used in the testing be decreased by 16% during each forthcoming year, this would not yet call for the impairment of goodwill. Should the discount rate used in the testing be increased by less than 14%, there would be no need for the impairment of goodwill.



## 15. Other financial assets

|  | 2010       | 2009      |
|--|------------|-----------|
| Publicly quoted shares   | 4          | 4         |
| Unquoted shares  | 10         | 10        |
| Capital investment fund  | 300        | 0         |
| <b>Total available-for-sale investments at the end of the year</b> | <b>314</b> | <b>14</b> |

The fair value of publicly quoted investments in shares does not differ materially from their carrying amount.

## 16. Deferred tax assets and liabilities

|                                     | 1 Jan 2010 | Recorded in<br>income statement | Exchange<br>differences | 31 Dec 2010 |
|-------------------------------------|------------|---------------------------------|-------------------------|-------------|
| <b>Deferred tax assets</b>          |            |                                 |                         |             |
| Tax losses carried forward          | 4,156      | 0                               | 53                      | 4,209       |
| <b>Deferred tax liabilities</b>     |            |                                 |                         |             |
| Accumulated depreciation difference | 70         | -70                             | 0                       | 0           |
|                                     | 1 Jan 2009 | Recorded in<br>income statement | Exchange<br>differences | 31 Dec 2009 |
| <b>Deferred tax assets</b>          |            |                                 |                         |             |
| Tax losses carried forward          | 4,148      | 0                               | 7                       | 4,156       |
| <b>Deferred tax liabilities</b>     |            |                                 |                         |             |
| Accumulated depreciation difference | 99         | -29                             | 0                       | 70          |

Amount of deferred tax assets is based on the Board of Directors' estimate on the development of the company during the next five years and on the taxable profit calculated on the basis of that estimate. Of the deferred tax assets, EUR 0.9 million refer to the Indian subsidiary and EUR 3.3 million to the parent company. Should the actual revenue of the parent company be more than 4% lower than the revenue target, deferred tax assets should be written down. The revenue of the Indian subsidiary can be 70% of the target before there is a need for write-down.

The non-recorded cumulative tax assets on tax losses carried forward totalled EUR 8.0 million in 2010 (EUR 6.4 million in 2009). Tax losses expire in years 2012–2020.

**17. Inventories**

|                            | 2010          | 2009          |
|----------------------------|---------------|---------------|
| Raw materials and supplies | 9,314         | 8,008         |
| Work in progress           | 1,454         | 1,023         |
| Finished goods             | 1,911         | 2,037         |
| Advance payments           | 384           | 313           |
|                            | <b>13,062</b> | <b>11,381</b> |

EUR 0.2 million was recorded as an expense for the financial year, and the carrying amount of inventories was lowered by this figure to bring it in line with the net realisable value (EUR 0.9 in 2009).

**18. Trade and other receivables**

|                                     | 2010          | 2009          |
|-------------------------------------|---------------|---------------|
| Trade receivables                   | 12,787        | 9,680         |
| Loan receivables                    | 31            | 23            |
| Prepaid expenses and accrued income | 1,512         | 1,294         |
| Other receivables                   | 492           | 265           |
|                                     | <b>14,823</b> | <b>11,261</b> |

Material items included in prepaid expenses and accrued income are related to leases. The fair values of receivables do not differ from their carrying amount. Receivables are not exposed to significant credit risks.

**Aging structure of trade receivables and items recorded as credit losses**

|                                 | 2010          | 2009         |
|---------------------------------|---------------|--------------|
| Not past due                    | 10,024        | 8,073        |
| Past due                        |               |              |
| Less than 30 days               | 1,933         | 1,287        |
| 30–60 days                      | 369           | 129          |
| 61–90 days                      | 56            | 69           |
| More than 90 days               | 404           | 122          |
|                                 | <b>12,787</b> | <b>9,680</b> |
| Items recorded as credit losses | 12            | 0            |

**Distribution of current receivables by currency, EUR**

|     | 2010          | 2009          |
|-----|---------------|---------------|
| USD | 1,303         | 1,028         |
| SEK | 0             | 0             |
| GBP | 0             | 0             |
| EEK | 292           | 110           |
| INR | 2,386         | 1,881         |
| EUR | 10,844        | 8,242         |
|     | <b>14,823</b> | <b>11,261</b> |

**19. Cash and cash equivalents**

|                        | 2010       | 2009       |
|------------------------|------------|------------|
| Cash and bank accounts | 328        | 534        |
| Short-term investments | 149        | 127        |
|                        | <b>476</b> | <b>661</b> |

The cash and cash equivalents according to the cash flow statement comprise same items.

**20. Notes to the statement of changes in equity**

|                  | Number of shares | Share capital | Share premium account | Total  |
|------------------|------------------|---------------|-----------------------|--------|
| 31 December 2010 | 18,680,880       | 20,487        | 44                    | 20,531 |
| 31 December 2009 | 12,180,880       | 20,487        | 44                    | 20,531 |

The maximum amount of the Incap Group's shares at the balance sheet date is 40 million shares, the same as in 2009. The nominal value of the share is EUR 1.68 and the Group's maximum share capital is EUR 67.2 million (EUR 67.2 million in 2009). The shares are fully paid in.

After the balance sheet date, the Board of Directors has proposed that no dividend be paid out.

## 21. Share-based payment

At the balance sheet date, the Group has two on-going option schemes.

Of the option scheme implemented in 2004 only the stock options 2004C are valid. There are a total of 315,000 stock options 2004C which entitle to subscribe for 315,000 shares of Incap Corporation. The subscription price for the 2004C stock options is EUR 2.05, and the subscription period is from 1 April 2009 to 30 April 2011. The option scheme is associated with a shareholding scheme, according to which option holders are obliged to acquire company shares with 20% of the gross income gained from realised stock options.

In 2009 Incap's Board of Directors launched an option scheme including a total of 600,000 stock options. The stock options are broken into three categories: 2009A, 2009B and 2009C, and they entitle to subscribe for a total of 600,000 Incap's shares. There are 100,000 "A" options, 100,000 "B" options and 400,000 "C" options. The CEO received 100,000 stock options A in 2009 and 25,000 stock options B in 2010. Further in 2010, the company's key personnel received a total of 100,000 stock options C. The subscription price for all stock options is EUR 1.00. The subscription period for option rights 2009A is 1 April 2010 to 31 January 2014 and for options rights 2009B and 2009C 1 April 2011 to 31 January 2014.

The main terms governing the determination of the fair value of granted equity instruments that were accepted earlier:

|  | 2010          | 2009    | 2006    | 2005   | 2004    | All share options |
|--|---------------|---------|---------|--------|---------|-------------------|
| Number of instruments granted, pcs               | 500,000       | 100,000 | 139,400 | 38,000 | 244,000 | 1,021,400         |
| Average (weighted) subscription price, euros     | 1.00          | 1.00    | 2.05    | 2.25   | 2.25    | 1.49              |
| Average (weighted) maturity, years               | 4.4           | 5.1     | 5.3     | 4.5    | 5.5     | 4.9               |
| Expected average (weighted) volatility, %        | 48.0          | 48.0    | 51.0    | 66.0   | 72.0    | 54.8              |
| Average (weighted) risk-free interest rate, %    | 2.4           | 2.4     | 3.3     | 2.5    | 3.7     | 2.8               |
| Expected personnel reductions (at grant date), % | 25.0          | 23.0    | 9.0     | 9.0    | 9.0     | 18.2              |
| Total fair value, euros                          | 48,546        | 16,344  | 139,818 | 27,104 | 234,926 | 466,738           |
| Valuation model                                  | Black-Scholes |         |         |        |         |                   |
| Actual   | In shares     |         |         |        |         |                   |

In determining the fair values of share options granted, the requirement of a market-determined minimum average price on the subscription date has also been taken into account. Because dividend payouts were not expected, dividends were not taken into account in calculating the fair value of share options.

| Changes during the share option period and weighted average strike prices | 2010                                       |                   | 2009                                       |                   |
|---|--|-------------------|--|-------------------|
|   | Average weighted strike price, euros/share | Number of options | Average weighted strike price, euros/share | Number of options |
| Beginning of year   | 1.39                                       | 151,100           | 2.18                                       | 76,100            |
| New options granted   | 1.00                                       | 500,000           | 1.00                                       | 100,000           |
| Share options forfeited   | 0  | 0                 | 2.25                                       | -25,000           |
| Share options outstanding at end of year                                  | 1.09                                       | 651,100           | 1.39                                       | 151,100           |

### Strike prices and expiry times of share options outstanding at end of period

| Year of expiry | Strike price, EUR | Number of shares |         | Number of shares |         |
|----------------|-------------------|------------------|---------|------------------|---------|
|                |                   | 2010             | 2010    | 2009             | 2009    |
| 2011           | 2.05              | 26,100           | 26,100  | 26,100           | 103,700 |
| 2014           | 1.00              | 600,000          | 100,000 |                  |         |

## 22. Pension obligations

The Group has both defined-contribution and defined-benefit pension plans. Defined-benefit pension plans are only employed in the subsidiary in India.

In defined-benefit pension plans, the amount of the pension benefit at the time of retirement is determined on the basis of certain factors, such as salary and years of employment.

| Defined-benefit pension liability in the balance sheet are determined as follows | 2010      | 2009      |
|--|-----------|-----------|
| Present value of unfunded obligations  | 0         | 0         |
| Present value of funded obligations  | 211       | 134       |
| Fair value of plan assets  | -126      | -98       |
| Underfunding/overfunding   | 85        | 36        |
| Unrecognised actuarial gains (+) and losses (-)                                  | 0         | 0         |
| Unrecognised past service expenses   | 0         | 0         |
| <b>Net liability</b>   | <b>85</b> | <b>36</b> |
| Amounts in the balance sheet:  |           |           |
| Liability  | 85        | 36        |
| Receivable   | 0         | 0         |
| <b>Net liability</b>   | <b>85</b> | <b>36</b> |

| <b>Defined-benefit pension expenses recognised in the income statement are as follows:</b> | <b>2010</b> | <b>2009</b> |
|--|-------------|-------------|
| Pension costs based on current period's service  | 9           | 10          |
| Benefit-related interest expense   | 12          | 8           |
| Expected return on plan assets   | -9          | -7          |
| Actuarial gains (+) and losses (-)   | 39          | -19         |
| Pension costs based on prior periods' service  | 0           | 0           |
| Gains/losses on plan curtailment   | 0           | 0           |
| <b>Total</b>   | <b>52</b>   | <b>-8</b>   |

Actual return on plan assets was 9 571 euros in 2010 (9 924 euros in 2009).

| <b>Changes in the present value of the defined benefit obligation are as follows:</b> | <b>2010</b> | <b>2009</b> |
|---|-------------|-------------|
| Defined benefit obligation at 1 January   | 150         | 132         |
| Current service cost  | 9           | 10          |
| Interest cost   | 12          | 8           |
| Actuarial losses/(gains) on obligation  | 40          | -17         |
| Gains (+) and losses (-) based on curtailment   | 0           | 0           |
| Business combination  | 0           | 0           |
| Exchange difference   | 0           | 0           |
| Benefits paid   | -44         | 0           |
| <b>Defined benefit obligation at 31 December</b>                                      | <b>168</b>  | <b>134</b>  |

| <b>Changes in the fair value of plan assets are as follows:</b> | <b>2010</b> | <b>2009</b> |
|---|-------------|-------------|
| Fair value of plan assets at 1 January                          | 109         | 88          |
| Expected return on plan assets                                  | 9           | 7           |
| Actuarial gains (+) and losses (-)                              | 1           | 3           |
| Contributions by employer                                       | 8           | 0           |
| Contributions by plan participants                              | 0           | 0           |
| Business combination  | 0           | 0           |
| Exchange difference   | 0           | 0           |
| Benefits paid   | -1          | 0           |
| <b>Fair value of plan assets at 31 December</b>                 | <b>126</b>  | <b>98</b>   |

| <b>Plan assets are comprised as follows:</b> | <b>2010</b> | <b>2009</b> |
|--|-------------|-------------|
| Insurer Managed Funds                        | 126         | 98          |

| <b>The principal actuarial assumptions used were as follows:</b> | <b>2010</b> | <b>2009</b> |
|--|-------------|-------------|
| <b>Asia</b>  |             |             |
| Discount rate  | 8.10%       | 7.95%       |
| Expected return on plan assets                                   | 7.50%       | 7.50%       |
| Future salary increases  | 7.00%       | 7.00%       |

| <b>Amounts for the current and previous two periods are as follows:</b> | <b>2010</b> | <b>2009</b> | <b>2008</b> |
|---|-------------|-------------|-------------|
| Present value of defined benefit obligation                             | 211         | 134         | 130         |
| Fair value of plan assets   | 126         | -98         | -86         |
| Surplus (+) / deficit (-)   | 85          | 36          | 44          |
| Experience adjustments on plan liabilities                              | 43          | 14          | 7           |
| Experience adjustments on plan assets                                   | 1           | 3           | 32          |

The Corporation expects to contribute EUR 0.03 million to its defined benefit pension plans in year 2011.

## 23. Provisions

### Expense reserve

|                         |            |                         |              |
|-------------------------|------------|-------------------------|--------------|
| <b>31 December 2009</b> | 2,611      | <b>31 December 2008</b> | 1,113        |
| Increase in provisions  | 0          | Increase in provisions  | 2,122        |
| Used provisions         | -2,325     | Used provisions         | -624         |
| <b>31 December 2010</b> | <b>285</b> | <b>31 December 2009</b> | <b>2,611</b> |

The company concentrated in 2010 its electronics manufacturing in Europe into one unit. In this connection, the factory in Vuokatti, Finland, was closed and the production was transferred to the company's factory in Kuressaare, Estonia. For the closure of the Vuokatti factory, a provision of EUR 2.6 million was made for the year 2009. Major part of the provision was used during 2010, and the amount exceeding the corresponding costs, a total of EUR 1.0 million, was recorded as a credit item.

## 24. Interest-bearing liabilities

### Non-current financial liabilities measured at amortised cost

|                              | 2010         | 2009          |
|------------------------------|--------------|---------------|
| Other loans                  | 1,899        | 1,870         |
| Convertible promissory notes | 6,697        | 6,660         |
| Pension loans                | 0            | 0             |
| Other loans, held-for-sale   | 171          | 513           |
| Finance lease liabilities    | 807          | 1,955         |
|                              | <b>9,574</b> | <b>10,999</b> |

### Current financial liabilities measured at amortised cost

|                            | 2010          | 2009          |
|----------------------------|---------------|---------------|
| Bank loans                 | 11,106        | 8,774         |
| Pension loans              | 0             | 0             |
| Other loans, held-for-sale | 427           | 342           |
| Finance lease liabilities  | 901           | 1,153         |
|                            | <b>12,435</b> | <b>10,269</b> |

The fair values of liabilities are presented in Note 27. Non-current bank loans amounting to EUR 3.1 million have been transferred to current financial liabilities due to the breach of covenants. Further information is given in the report of the Board of Directors in chapter Short-term risks and factors of uncertainty concerning operations as well as in Note 26 Management of financial risks, chapter Liquidity risk.

Of non-current financial liabilities, EUR 0 million are due to be paid off in more than five years (EUR 0 million in 2009). The Group's bank loans have both variable and fixed interest rates. The Group's average interest rate is 4.75% (6.09% in 2009).

### Forthcoming payable interest and instalments of loans

|                    | 2010          | 2009          |
|--------------------|---------------|---------------|
| Less than 6 months | 758           | 722           |
| 6–12 months        | 956           | 721           |
| 1–5 years          | 12,314        | 13,775        |
| More than 5 years  | 567           | 0             |
|                    | <b>14,595</b> | <b>15,218</b> |

The above table includes the forthcoming instalments and interests, and they have been calculated based on the present effective loan agreements. Because of the covenants, the non-current bank loan has in the balance sheet been described under current loans. The above table does not include finance lease liabilities, factoring credit line or credit line.

### Distribution of interest-bearing liabilities by currency, EUR

| Non-current liabilities | 2010         | 2009          |
|-------------------------|--------------|---------------|
| USD                     | 0            | 0             |
| EEK                     | 179          | 474           |
| INR                     | 0            | 0             |
| EUR                     | 9,395        | 10,524        |
|                         | <b>9,574</b> | <b>10,999</b> |

| Current liabilities | 2010          | 2009          |
|---------------------|---------------|---------------|
| USD                 | 2,026         | 1,580         |
| EEK                 | 300           | 320           |
| INR                 | 0             | 3,692         |
| EUR                 | 10,108        | 4,676         |
|                     | <b>12,435</b> | <b>10,269</b> |

### Convertible promissory notes

On 21 May 2007 Incap Corporation offered convertible promissory notes for subscription by a limited group of professional investors (Private Placement). The convertible promissory notes were used for financing of acquisitions in accordance with Incap's strategy. The maximum principal of the convertible promissory notes is EUR 6.7 million. The issue rate of the convertible promissory notes is 100%, and the annual fixed interest to be paid on the principal of the convertible promissory notes is 7.0%. The maturity is five years. The subscription period for the convertible promissory notes was 21 and 22 May 2007.

A right to subscribe for a maximum of 2,500,000 new shares in the company is attached to the convertible promissory notes. Each note unit in the amount of EUR 5,400 entitles the note unit holder to convert the note unit into 2,000 new shares. The conversion rate is EUR 2.70. The conversion period for the note units will commence on the date of the trade register entry concerning the issue of stock options attached to the convertible promissory notes and will end on 30 April 2012. Stock options cannot be detached from the note units. The conversion rate will be recorded in the invested non-restricted equity fund.

| <b>Due dates of finance lease liabilities</b>                              | <b>2010</b>  | <b>2009</b>  |
|--|--------------|--------------|
| <b>Finance lease liabilities – Minimum lease payments</b>                  |              |              |
| Less than 1 year   | 951          | 1,252        |
| 1–5 years  | 829          | 2,040        |
| Later than 5 years   | 0            | 0            |
|  | <b>1,780</b> | <b>3,292</b> |
| <b>Finance lease liabilities – Present value of minimum lease payments</b> |              |              |
| Less than 1 year   | 901          | 1,153        |
| 1–5 years  | 807          | 1,955        |
| Later than 5 years   | 0            | 0            |
|  | <b>1,708</b> | <b>3,108</b> |
| Future finance charges   | 72           | 184          |
| <b>Total finance lease liabilities</b>                                     | <b>1,780</b> | <b>3,292</b> |

### 25. Trade and other payables

| <b>Current</b>      | <b>2010</b>   | <b>2009</b>   |
|---------------------|---------------|---------------|
| Trade payables      | 9,000         | 5,295         |
| Cash proceeds       | 0             | 0             |
| Accrued liabilities | 3,090         | 5,259         |
| Other liabilities   | 2,871         | 1,371         |
|                     | <b>14,961</b> | <b>11,925</b> |

Material items in accrued liabilities and deferred income are related to salary expenses.

| <b>Distribution of non-interest-bearing liabilities by currency, EUR</b> | <b>2010</b>   | <b>2009</b>   |
|--|---------------|---------------|
| USD  | 1,089         | 440           |
| SEK  | 15            | 2             |
| CHF  | 118           | 31            |
| GBP  | 21            | 11            |
| NOK  | 1             | 1             |
| JPY  | 8             | 1             |
| SGD  | 0             | -4            |
| EEK  | 478           | 444           |
| INR  | 2,024         | 1,303         |
| EUR  | 11,207        | 9,698         |
|  | <b>14,961</b> | <b>11,925</b> |

## 26. Management of financial risks

### Organisation of risk management

The nature of the Incap Group's business exposes the company to currency, interest rate, credit and liquidity risks as well as risks related to materials prices. The objective of the Group's risk management policy is to minimise the adverse effects of changes in financial markets on its result and cash flow.

The company's financial department is responsible for the management of financial risks and reports to the President and CEO and the Board of Directors on these risks and any changes in them. The financial department identifies and assesses financial risks and obtains the necessary instruments for hedging these risks.

Hedging transactions are carried out in accordance with principles approved by the Group's Board of Directors. Currency forward contracts, currency loans and interest rate swaps are used in risk management, whenever necessary. The financial structure of subsidiaries is planned, assessed and controlled with a view to the management of financial risks.

### Currency risks

Incap has a written policy for currency risk management. The Incap Group operates in the euro zone and India. In the Finnish and Estonian companies, a part of material purchases is made in USD. The respective transaction position is taken into consideration when calculating the company-specific position and is hedged in accordance with the currency risk policy. The company does not apply hedge accounting in accordance with IAS 39.

The debt financing of the subsidiary in India has previously been mostly carried out using a local loan denominated in Indian rupees, while the short-term working capital financing of the subsidiary has been denominated in US dollars. Based on the new financing agreement signed in September 2010, this loan which is denominated in Indian rupees and serves the financing of the Indian subsidiary has been transferred to a EUR-denominated loan between the financier and Incap. Incap Corporation has made a corresponding long-term investment in the subsidiary in India. This investment has been hedged using two different currency derivatives. In this connection, the following hedging instruments have been used:

Currency products in use:

| Product                 | Quantity sold   | Quantity purchased | Market value | Nominal value |
|-------------------------|-----------------|--------------------|--------------|---------------|
| Non Deliverable Forward | 112,500,000 INR | 2,430,856 USD      | -37,290 EUR  | 1,880,956 EUR |
| Currency option         | 2,430,000 USD   | 1,786,765 EUR      | 31,813 EUR   |               |

Other currencies used in the business in India are not significant in terms of currency risk management.

In line with the Group's currency risk policy the euro-denominated investment made in the subsidiary in India was not hedged during the financial year. The currency exchange differences arising from the investment are presented under exchange differences in the Group's non-restricted equity. A change of +15%/-15% in the EUR/INR exchange rate results in a decrease of EUR 62,989.63 or an increase of EUR 85,221.27 compared with the exchange difference at 31 December 2010.

### Interest rate risk

At the balance sheet date, interest-bearing liabilities in the consolidated balance sheet totalled EUR 22.0 million, and this includes the loan connected with the real estate held-for-sale. Less than half of the interest-bearing liabilities have a fixed rate. The weighted average duration of the interest-bearing loan at the balance sheet date is 2.7 years. The calculation includes all loans, for which it is possible to define the payback period excluding leasing debt. The Group has not carried out special hedging measures against interest rate risks during the financial year.

The Group analyses its interest rate exposure by preparing alternative calculations, simulating different financing options and forms of financing and the updating of current exposures, and anticipating potentially necessary hedging. Based on these calculations, the Group determines the effect of a defined interest rate change on the company's result. Calculations are made only for the loans that have the largest impact on the overall interest rate exposure. A change of +1%/-1% in the market interest rates of variable rate loans would change the Group's annual interest rate expenses by EUR +/- 124,998.49.

### Credit risk

The principles and responsibilities of credit control are defined in the Group's documented operating methods.

The Group has significant receivables from several large Finnish and global customers. These customers are well-established, long-standing and creditworthy. The reported credit losses during the financial year amount to EUR 12,420. When a new customer relationship is established, the company assesses the annual volume generated by the new business, its share in revenue and the customer's creditworthiness. During the financial year, the Group did not renegotiate payment



terms for receivables that would otherwise have been due or that would have decreased in value. No credit insurance has been used to hedge trade receivables.

The aging structure of trade receivables is presented in section 18 of the notes.

### Liquidity risk

The Group continuously evaluates and monitors the amount of financing required by business operations, so that it has sufficient liquid funds to finance operations and repay due loans. The company strives to ensure the availability and flexibility of financing using credit facilities and other forms of financing. The amount of current liabilities is EUR 12.4 million. From this amount EUR 11.1 million is a bank loan, from which EUR 5.6 million is directed towards Indian subsidiary. In order to secure sufficient financing, a factoring financing was taken in use as to the parent company in Estonia and in Finland, and this financing is a part of current liabilities. Unused credit facilities and liquid funds at 31 December 2010 amounted to EUR 2.3 million. This includes the temporary credit facilities of EUR 1 million, which will not be used after March 2011.

In order to strengthen its financial position, Incap arranged two directed share issues in spring and autumn 2010. Accordingly, a total of EUR 4.1 million was registered in the reserve of invested unrestricted equity.

In order to estimate its liquidity Incap has drawn up a cash flow forecast by quarter, expanding up to the financial statements for the year 2011. The cash flow forecast is based on the result estimate for 2011 as given in connection with the consolidated financial statements and on the actual turnover of sales receivables and accounts payable, as well as on the targeted turnover of inventories. Based on this cash flow forecast, Incap's need for working capital is increasing towards the year end. The company's existing working capital on the balance sheet date will be sufficient for the next 12 months if the Group achieves its budgeted result and inventory turnover rate. If the goal for the inventory turnover rate is not achieved, the financing need increases by EUR 2 million. If the goals are not achieved, the gap must be covered with additional financing. The company management has initiated negotiations with various parties to ensure additional financing and is confident that it will be able to cover any needs for extra financing. Providing that the negotiations are successful, the company's working capital will be sufficient for the next 12 months. Furthermore, Incap has at the end of the financial period started actions to sell the factory real estate in Vuokatti. Real estate and the loans related to it have been described as non-current assets held-for-sale in the financial statements. Estimated price as given in the certificate of valuation of an external surveyor exceeds clearly the book value of the real estate.

Incap has a financing agreement in force until 31 May 2012 which covers the loans related to the financing of the Indian subsidiary (totalling about EUR 5.6 million) and Incap's credit line (EUR 1 million) and a factoring credit line (up to EUR 7 million), of which EUR 5.5 million were in use on 31 De-

ember 2010. The financing agreement can be terminated if the following covenants are not met:

| Incap Group  | Equity ratio | net IBD/<br>EBITDA | Net investment            |
|--------------|--------------|--------------------|---------------------------|
| 31 Dec 2010  | >7.4%        | < 20.6             | < EUR 1 million/12 months |
| 30 Jun 2011  | >11.6%       | < 4.1              | < EUR 1 million/12 months |
| 31 Dec 2011– | >10.9%       | < 5.6              | < EUR 1 million/12 months |

Furthermore, the Group's EBITDA on 1 January–31 March 2011 shall be at least EUR 150,000. When calculating the covenants, interest-bearing debt (IBD) does not include the factoring limit. Equity ratio on 31 December 2010 was 13.2% and net IBD/EBITDA -42.2. Of the covenant conditions, net IBD/EBITDA was not met on the balance sheet date, but before the balance sheet date the financier informed Incap in writing that it will not exercise its right to terminate the agreement on 31 December 2010. The covenants will be tested again on 30 June 2011. Should the financier call for immediate payment of the loans based on the covenants, Incap is not able to meet the obligation. In the financial statements the loans are treated in accordance with the valid agreement conditions. Forthcoming instalments and interests have been described in the notes 24.

### Materials risk

The material suppliers' eventual problems in quality, manufacturing and distribution as well as the changes in market prices for materials affect Incap's delivery ability and costs. Most of the material prices are connected with customer agreements, and this is lowering the material price risks. Most important short-term risk in materials is the availability of materials which can cause increase of price level. This risk is managed by signing framework agreements with renowned partners and by increasing efforts in business volume estimation and capacity management. The target is to agree on buffer stocks with the critical suppliers within the limits of the agreements between Incap and the final customer.

### Capital management

The aim of the Group's capital management activities is to support business operations with an optimal capital structure by ensuring normal resources for operations and increasing shareholder value with the goal of generating the best possible return. An optimal capital structure also guarantees smaller capital expenses.

The trend in the Group's capital structure is constantly tracked with gearing. At the close of 2010, the Group's interest-bearing net liabilities totalled EUR 21.5 million (EUR 20.6 at 31 Dec 2009) and its gearing was 383% (319.8% at 31 Dec 2009). Gearing is calculated by dividing interest-bearing net liabilities by equity. Net liabilities equal interest-bearing liabilities less interest-bearing receivables and cash and cash equivalents. Gearing increased during the financial year. During 2010, the equity ratio dropped to 13.2% (16.2% at 31 Dec 2009).

## 27. Fair values of financial assets and liabilities

The fair values of financial assets do not differ from their carrying amount.

| Financial liabilities        | Carrying amount 2010 | Fair value 2010 | Carrying amount 2009 | Fair value 2009 |
|------------------------------|----------------------|-----------------|----------------------|-----------------|
| Bank loans                   | 11,106               | 11,106          | 8,774                | 8,774           |
| Pension loans                | 0                    | 0               | 0                    | 0               |
| Convertible promissory notes | 6,697                | 6,820           | 6,660                | 6,838           |
| Other interest-bearing loans | 2,497                | 2,497           | 2,725                | 2,813           |
| Finance lease liabilities    | 1,708                | 1,708           | 3,108                | 3,144           |
| Trade and other payables     | 14,961               | 14,961          | 11,925               | 11,925          |

The fair values of current liabilities do not differ materially from their carrying amount.

| Discount rates applied in determining fair value: | 2010        | 2009        |
|---|-------------|-------------|
| Bank and other loans                              | 1.61–10.00% | 1.25–10.00% |

On the date of the financial statements, the company has no financial assets and liabilities at fair value through profit and loss.

## 28. Adjustments to cash flows from operations

|  | 2010      | 2009         |
|--|-----------|--------------|
| Non-cash transactions  | -2,622    | 1,497        |
| Depreciation and impairment losses   | 2,831     | 2,869        |
| Change in finance lease agreements due to IFRS adjustments                         | 0         | 0            |
| Lease payments in cash flow from financing activities                              | 0         | 0            |
| Employee benefits expense  | 2         | -10          |
| Transfer of capital gains on tangible assets to cash flow from investments         | 0         | 0            |
| Gains (-) and losses (+) of disposals of fixed assets and other non-current assets | -188      | -14          |
|  | <b>23</b> | <b>4,342</b> |

## 29. Operating leases

The Group has leased the production and office space it uses, except for the premises of the Vuokatti factory. Part of these agreements are in force until further notice, whereas the length of others is up to a maximum of five years. The termination periods of lease agreements in force until further notice vary from one to eighteen months. Lease agreements ending on a fixed date include an option of continuing the agreement after the original expiry date. The index, renewal and other terms of the agreements differ from each other. Non-cancellable operating leases also include equipment leases, which are not classified as finance leases under IFRS.

### The Group as lessee

Minimum lease payments under non-cancellable operating leases.  
(The amounts do not include value added tax.)

|                  | 2010         | 2009         |
|------------------|--------------|--------------|
| Less than 1 year | 1,283        | 1,356        |
| 1–5 years        | 1,079        | 1,863        |
|                  | <b>2,361</b> | <b>3,219</b> |

The income statement for 2010 includes EUR 1.8 million of lease expenses paid for operating leases (EUR 2.0 million in 2009).

### 30. Collateral and contingent and related liabilities

| Collateral given on behalf of own commitments   | 2010   | 2009   |
|---|--------|--------|
| Mortgages   | 3,340  | 0      |
| Business mortgages  | 12,028 | 12,028 |
| <b>Collateral given on behalf of others</b>   |        |        |
| Guarantees on behalf of subsidiaries  | 0      | 0      |
| Repurchase liability for trade receivables sold to finance companies  | 0      | 1,422  |
| Obligation to return value added tax in the situations set out in Section 33 of the Value Added Tax Act Value added tax deducted for a new building or basic improvement, for which there is a liability to refund the amount under Section 33, in respect of investments made in the financial years 2004–2009 | 0      | 0      |

### 31. Related-party transactions

| Management's employee benefits                        | 2010       | 2009       |
|---|------------|------------|
| Salaries and other current employee benefits          | 669        | 701        |
| Benefits in connection with termination of employment | 0          | 0          |
| Benefits after end of employment                      | 0          | 0          |
| Other long-term employee benefits                     | 0          | 0          |
| Share-based payment                                   | 0          | 0          |
|   | <b>669</b> | <b>701</b> |

The President and CEO's period of notice is six months, and if his contract is terminated by the company, he will be paid the salary during the period of notice. The pension benefits of the President and CEO and the other members of the Group Management Team are determined in accordance with the Employment Pensions Act (TEL).

| Wages and salaries | 2010 | 2009 |
|--------------------|------|------|
| President and CEO  | 176  | 168  |
| Board members      |      |      |
| Kalevi Laurila     | 48   | 49   |
| Susanna Miekk-oja  | 36   | 37   |
| Jukka Harju        | 0    | 25   |
| Kari Häyrinen      | 24   | 25   |
| Lassi Noponen      | 24   | 25   |
| Raimo Helasmäki    | 24   | 0    |

The wages and salaries for the Board of Directors cover the full term of office for Board members from 13 April 2010 until 13 April 2011. The members of the company's Board of Directors and the President and CEO and their related persons and the corporations in which they have a controlling interest owned a total of 3,388,510 shares, or 18,1% of the company's outstanding shares and voting rights.

During the financial period Incap signed an agreement, in which it committed to invest EUR 0.3 million to Cleantech Future Fund. A member of the Board, Lassi Noponen, is a partner of Cleantech Invest Ltd. The venture capital fund Cleantech Future Fund is managed by Cleantech Invest Ltd. and it is investing in cleantech business and technologies.

### 32. Events occurring after the balance sheet date

The negotiations between Incap Corporation and Lankapaja Oy which started in September 2010 regarding the sale of the sheet-metal business of Incap's Helsinki plant fell through in February 2011.

## Parent Company Income Statement

| 1,000 euros   | Note | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|------|-------------------|-------------------|
| Revenue   | 1    | 44,373            | 51,912            |
| Changes in inventories of finished goods and work in progress | 3    | -665              | -1,470            |
| Other operating income  | 2    | 606               | 252               |
| Raw materials and services                                    | 3    | 30,509            | 32,383            |
| Personnel expenses  | 4    | 8,962             | 13,377            |
| Depreciaton, amortisation and impairment losses               | 5    | 696               | 847               |
| Other operating expenses                                      | 6    | 4,343             | 7,082             |
| <b>Operating profit/loss</b>                                  |      | <b>-197</b>       | <b>-2,995</b>     |
| Financial income and expenses                                 | 7    | -1,035            | -944              |
| <b>Profit/loss before extraordinary items</b>                 |      | <b>-1,232</b>     | <b>-3,938</b>     |
| Extraordinary items   | 8    | 0                 | 0                 |
| <b>Profit/loss before appropriations and taxes</b>            |      | <b>-1,232</b>     | <b>-3,938</b>     |
| Appropriations  | 9    | 120               | 113               |
| Income taxes  | 10   | -450              | 0                 |
| <b>Profit/loss for the financial year</b>                     |      | <b>-1,562</b>     | <b>-3,825</b>     |

## Parent Company Balance Sheet

| 1,000 euros                              | Note | 31 Dec 2010   | 31 Dec 2009   |
|--|------|---------------|---------------|
| <b>ASSETS</b>                            |      |               |               |
| <b>Non-current assets</b>                |      |               |               |
| Intangible assets                        | 11   | 388           | 571           |
| Tangible assets                          | 11   | 2,492         | 3,146         |
| Investments                              | 12   |               |               |
| Holdings in Group companies              |      | 13,853        | 10,077        |
| Other investments                        |      | 311           | 11            |
| <b>Total non-current assets</b>          |      | <b>17,044</b> | <b>13,805</b> |
| <b>Current assets</b>                    |      |               |               |
| Inventories                              | 13   | 3,557         | 6,482         |
| Non-current receivables                  | 14   | 3,267         | 3,717         |
| Current receivables                      | 14   | 16,773        | 9,887         |
| Cash in hand and at bank                 |      | 131           | 196           |
| <b>Total current assets</b>              |      | <b>23,727</b> | <b>20,282</b> |
| <b>Total assets</b>                      |      | <b>40,771</b> | <b>34,088</b> |
| <b>LIABILITIES</b>                       |      |               |               |
| <b>Equity</b>                            |      |               |               |
| Share capital                            | 15   | 20,487        | 20,487        |
| Share premium account                    |      | 44            | 44            |
| Reserve for invested unrestricted equity |      | 4,160         | 0             |
| Retained earnings                        |      | -7,946        | -4,120        |
| Profit for the financial year            |      | -1,562        | -3,825        |
| <b>Total equity</b>                      |      | <b>15,184</b> | <b>12,585</b> |
| <b>Appropriations</b>                    | 16   | <b>149</b>    | <b>270</b>    |
| <b>Liabilities</b>                       |      |               |               |
| Non-current liabilities                  | 17   | 6,921         | 7,263         |
| Current liabilities                      | 18   | 18,517        | 13,970        |
| <b>Total liabilities</b>                 |      | <b>25,438</b> | <b>21,233</b> |
| <b>Total equity and liabilities</b>      |      | <b>40,771</b> | <b>34,088</b> |

## Parent Company's Cash Flow Statement

| 1,000 euros   | 1 Jan–31 Dec 2010 | 1 Jan–31 Dec 2009 |
|---|-------------------|-------------------|
| <b>Cash flow from operating activities</b>                        |                   |                   |
| Operating profit/loss   | -197              | -2,995            |
| Adjustments to operating profit/loss                              | -2,220            | 2,082             |
| Change in working capital   | -2,213            | 4,541             |
| Interest paid   | -1,022            | -987              |
| Interest received   | 30                | 19                |
| <b>Cash flow from operating activities</b>                        | <b>-5,622</b>     | <b>2,661</b>      |
| <b>Cash flows from investing activities</b>                       |                   |                   |
| Investments in tangible and intangible assets                     | -314              | -118              |
| Investment in subsidiary  | -3,776            | -3,000            |
| Disposal of subsidiaries  | -159              | 0                 |
| Proceeds from sales of tangible and intangible assets             | 323               | 19                |
| Repayments of loan receivables                                    | 0                 | 0                 |
| <b>Cash flow from investing activities</b>                        | <b>-3,926</b>     | <b>-3,099</b>     |
| <b>Cash flows from financing activities</b>                       |                   |                   |
| Proceeds from share issue   | 4,160             | 0                 |
| Drawdown of loans   | 5,579             | 3,500             |
| Loan repayments   | -256              | -3,232            |
| <b>Cash flow from financing activities</b>                        | <b>9,483</b>      | <b>267</b>        |
| <b>Change in cash and cash equivalents</b>                        | <b>-65</b>        | <b>-171</b>       |
| Cash and cash equivalents at the beginning of the financial year  | 196               | 368               |
| <b>Cash and cash equivalents at the end of the financial year</b> | <b>131</b>        | <b>196</b>        |
| <b>Change in working capital</b>                                  |                   |                   |
| Increase in current trade receivables                             | -6,420            | 4,343             |
| Increase in inventories   | 3,222             | 4,222             |
| Increase in current liabilities                                   | 985               | -4,024            |
|   | <b>-2,213</b>     | <b>4,541</b>      |

# Notes to the Parent Company Financial Statements

## ACCOUNTING POLICIES 2010

### Principles of measurement and periodisation

#### Non-current assets

Non-current tangible and intangible assets are recorded in the balance sheet at historical cost less depreciation according to plan and amortisation. Investment grants received have been entered as a credit to the corresponding asset item. Depreciation according to plan has been calculated according to the straightline principle on the basis of the useful life of the property, plant and equipment.

#### Intangible assets

|                           |           |
|---------------------------|-----------|
| Goodwill                  | 5–6 years |
| Goodwill on consolidation | 5 years   |
| Other intangible rights   | 3–5 years |

#### Tangible assets

|                          |             |
|--------------------------|-------------|
| Buildings and structures | 18–24 years |
| Machinery and equipment  | 3–10 years  |
| Vehicle fleet            | 3–5 years   |

#### Inventories

Inventories are measured at the lower of historical cost under FIFO or the repurchase value or selling price. The value of inventories includes variable expenses and their share in the fixed expenses of procurements and manufacturing.

#### Financial assets and management of financial risks

Trade receivables and payables are not exposed to significant interest rate or foreign currency risks. The company has however carried out hedging measures against exchange rate fluctuations during the financial year according to the company's protection policy.

#### Foreign currency transactions

Items denominated in foreign currency have been translated at the average rate stated by the European Central Bank at the balance sheet date. Exchange differences between sales and purchases have been allocated as a credit or debit to said items.

#### Leases

In the parent company's financial statements, lease payments for property, plant and equipment obtained on a finance lease are included as lease expenses in other operating expenses.

#### Research and development expenditure

Research and development expenditure in 2010 has been treated as annual expenses within other operating expenses.

#### Periodisation of pension expenses

Employees' pension security including supplementary benefits has been insured with pension insurance companies. Pension expenses are recognised as an expense during their year of accrual.

#### Income taxes

Incap Corporation has, for taxation purposes, unused losses which have been approved and can be utilised in the years 2010–2020. A tax asset is recognised to the extent that it is probable that taxable profit will be available against which a deductible temporary difference can be utilised.

**1. Revenue**

| Revenue by market area | 1.1.–31.12.2010 | 1.1.–31.12.2009 |
|------------------------|-----------------|-----------------|
| Finland                | 35,769          | 47,447          |
| Europe                 | 5,878           | 2,655           |
| Other                  | 2,726           | 1,810           |
|                        | <b>44,373</b>   | <b>51,912</b>   |

**2. Other operating income**

|  | 2010       | 2009       |
|--|------------|------------|
| Capital gains on the sale of property, plant and equipment | 586        | 237        |
| Other income   | 20         | 14         |
|  | <b>606</b> | <b>252</b> |

**3. Raw materials and services**

|                                     | 2010          | 2009          |
|-------------------------------------|---------------|---------------|
| Purchases during the financial year | 15,894        | 25,899        |
| Change in inventories               | 2,908         | 4,083         |
|                                     | <b>18,802</b> | <b>29,981</b> |
| External services                   | 12,372        | 3,871         |
|                                     | <b>31,174</b> | <b>33,852</b> |

**4. Personnel expenses and number of personnel**

|   | 2010         | 2009          |
|---|--------------|---------------|
| <b>Average number of employees</b>          |              |               |
| White-collar                                | 81           | 89            |
| Blue-collar                                 | 202          | 248           |
|   | <b>283</b>   | <b>337</b>    |
| <b>Personnel expenses</b>                   |              |               |
| Wages and salaries                          | 7,399        | 10,918        |
| Pension expenses                            | 1,536        | 1,724         |
| Other social security expenses              | 27           | 735           |
|   | <b>8,962</b> | <b>13,377</b> |
| <b>Salaries and bonus of the management</b> |              |               |
| President and the Board                     | 332          | 331           |
|   | <b>332</b>   | <b>331</b>    |

**5. Depreciation and amortisation**

Depreciation according to plan in 2010 totalled EUR 0.7 million (EUR 0.8 million in 2009). The specification of depreciation and amortisation for individual balance sheet items is included in the item 11. Property, plant and equipment. The depreciation and amortisation periods are presented in the accounting policies.



**6. Other operating expense**

|  | 2010         | 2009         |
|--|--------------|--------------|
| Lease payments                                       | 2,207        | 2,500        |
| Maintenance expenses<br>for machinery and properties | 1,273        | 1,557        |
| Other expenses                                       | 863          | 3,025        |
|  | <b>4,343</b> | <b>7,082</b> |
| <b>Auditors fees</b>                                 |              |              |
| KHT-Group Ernst & Young Oy                           |              |              |
| Auditing fees  | 30           | 53           |
| Certificates and statements                          | 0            | 0            |
| Tax advice   | 15           | 0            |
| Other services                                       | 41           | 6            |
|  | <b>86</b>    | <b>59</b>    |

**7. Financial income and expenses**

|   | 2010          | 2009        |
|---|---------------|-------------|
| Dividend income                               |               |             |
| From other companies                          | 2             | 1           |
| Other interest<br>and financial income        |               |             |
| From Group companies                          | 0             | 0           |
| From other companies                          | 29            | 18          |
| Interest paid<br>and other financial expenses |               |             |
| To other companies                            | -1,066        | -963        |
|   | <b>-1,035</b> | <b>-944</b> |

**8. Extraordinary items**

|                      | 2010 | 2009 |
|----------------------|------|------|
| Extraordinary income | 0    | 0    |

**9. Appropriations**

|  | 2010 | 2009 |
|--|------|------|
| Difference between<br>depreciation according<br>to plan and depreciation<br>for taxation purposes. | 120  | 113  |

**10. Income taxes**

|                              | 2010 | 2009 |
|------------------------------|------|------|
| Change in deferred tax asset | -450 | 0    |

## 11. Property, plant and equipment

### Intangible assets

|   | Intangible rights | Goodwill       | Other long-term expenditure | Total          |
|---|-------------------|----------------|-----------------------------|----------------|
| <b>Acquisition cost, 1 Jan 2010</b>                               | 1,776             | 16,337         | 1,682                       | 19,795         |
| Increase  | 12                | 0              | 0                           | 12             |
| Decrease  | -51               | 0              | 0                           | -51            |
| <b>Acquisition cost, 31 Dec 2010</b>                              | <b>1,736</b>      | <b>16,337</b>  | <b>1,682</b>                | <b>19,755</b>  |
| <b>Accumulated amortisation and impairment losses, 1 Jan 2010</b> | -1,294            | -16,337        | -1,592                      | -19,224        |
| Cumulative depreciation of decreases and reclassifications        | 14                | 0              | 0                           | 0              |
| Amortisation during the year                                      | -120              | 0              | -37                         | -158           |
| <b>Accumulated amortisation, 31 Dec 2010</b>                      | <b>-1,401</b>     | <b>-16,337</b> | <b>-1,629</b>               | <b>-19,367</b> |
| Carrying amount, 31 Dec 2010                                      | 335               | 0              | 53                          | 388            |
| Carrying amount, 31 Dec 2009                                      | 482               | 0              | 90                          | 571            |

Part of the issuing expenses resulting from the issue of convertible promissory notes in 2007 was recognised as other long-term expenditure. Of this amount, EUR 52,660.99 remained at the close of the financial year.

### Tangible assets

|   | Land      | Buildings     | Machinery and equipment | Other tangible assets | Advance payments and work in progress | Total          |
|---|-----------|---------------|-------------------------|-----------------------|---------------------------------------|----------------|
| <b>Acquisition cost, 1 Jan 2010</b>                               | 64        | 5,051         | 24,769                  | 544                   | 0                                     | 30,428         |
| Increase  | 0         | 0             | 0                       | 0                     | 345                                   | 345            |
| Decrease  | -8        | -419          | -387                    | 0                     | 0                                     | -813           |
| <b>Acquisition cost, 31 Dec 2010</b>                              | <b>56</b> | <b>4,633</b>  | <b>24,382</b>           | <b>544</b>            | <b>345</b>                            | <b>29,960</b>  |
| <b>Accumulated depreciation and impairment losses, 1 Jan 2010</b> | 0         | -2,583        | -24,176                 | -522                  | 0                                     | -27,282        |
| Cumulative depreciation on reclassifications and disposals        | 0         | 80            | 273                     | 0                     | 0                                     | 353            |
| Depreciation during the year                                      | 0         | -251          | -276                    | -12                   | 0                                     | -538           |
| <b>Accumulated depreciation, 31 Dec 2010</b>                      | <b>0</b>  | <b>-2,753</b> | <b>-24,180</b>          | <b>-534</b>           | <b>0</b>                              | <b>-27,467</b> |
| Carrying amount, 31 Dec 2010                                      | 56        | 1,879         | 203                     | 9                     | 345                                   | 2,492          |
| Carrying amount, 31 Dec 2009                                      | 64        | 2,469         | 593                     | 21                    | 0                                     | 3,146          |

## 12. Investments

|                                      | Holdings in<br>Group companies | Receivables from<br>Group companies | Other shares | Total         |
|--------------------------------------|--------------------------------|-------------------------------------|--------------|---------------|
| <b>Acquisition cost, 1 Jan 2010</b>  | <b>10,077</b>                  | <b>0</b>                            | <b>11</b>    | <b>10,088</b> |
| Increase                             | 0                              | 3,776                               | 300          | 4,076         |
| <b>Acquisition cost, 31 Dec 2010</b> | <b>10,077</b>                  | <b>3,776</b>                        | <b>311</b>   | <b>14,164</b> |
| Carrying amount, 31 Dec 2010         | 10,077                         | 3,776                               | 311          | 14,164        |
| Carrying amount, 31 Dec 2009         | 10,077                         | 0                                   | 11           | 10,088        |

### Group companies

Incap Electronics Estonia OÜ, Kuressaare, Estonia

Incap Contract Manufacturing Services Pvt. Ltd., Bangalore, India

Euro-ketju Oy, Kajaani, Finland

Incap Corporation owns 100% of Incap Electronics Estonia OÜ and 67% of Incap Contract Manufacturing Services Pvt. Ltd. Share capital investment of Finnfund is 33% of the share capital of Incap Contract Manufacturing Services Pvt. Ltd. All companies are combined in the parent company consolidated financial statements.

## 13. Inventories

|                                   | 2010         | 2009         |
|-----------------------------------|--------------|--------------|
| Raw materials<br>and consumables  | 2,078        | 4,343        |
| Work in progress                  | 330          | 470          |
| Finished goods                    | 1,144        | 1,670        |
| Advance payments<br>for inventory | 4            | 0            |
|                                   | <b>3,557</b> | <b>6,482</b> |

## 14. Assets

|  | 2010          | 2009          |
|--|---------------|---------------|
| <b>Non-current</b>                     |               |               |
| Amount owed<br>by Group companies      |               |               |
| Loan receivables                       | 0             | 0             |
| Deferred tax asset                     | 3,267         | 3,717         |
| <b>Current</b>                         |               |               |
| Trade receivables                      | 9,780         | 6,404         |
| Amount owed<br>by Group companies      |               |               |
| Trade receivables                      | 6,118         | 2,528         |
| Interest receivables                   | 0             |               |
| Other receivables                      | 296           |               |
|  | <b>6,414</b>  | <b>2,528</b>  |
| Prepaid expenses<br>and accrued income | 579           | 955           |
| <b>Total receivables</b>               | <b>20,040</b> | <b>13,604</b> |

Material items included in prepaid expenses and accrued income are related to leases.

**15. Equity**

|   | 2010          | 2009          |
|---|---------------|---------------|
| Subscribed capital, 1 Jan                             | 20,487        | 20,487        |
| Subscribed capital, 31 Dec                            | 20,487        | 20,487        |
| Share premium account, 1 Jan                          | 44            | 44            |
| Share premium account, 31 Dec                         | 44            | 44            |
| <b>Total restricted equity</b>                        | <b>20,531</b> | <b>20,531</b> |
| Reserve for invested unrestricted equity 1.1.         | 0             | 0             |
| Share issue   | 4,160         | 0             |
| Reserve for invested unrestricted equity 31.12.       | 4,160         | 0             |
| Retained earnings, 1 Jan                              | -7,946        | -4,120        |
| Recording of previous years' depreciation differences | 0             | 0             |
| Retained earnings, 31 Dec                             | -7,946        | -4,120        |
| Profit for the financial year                         | -1,562        | -3,825        |
| <b>Total non-restricted equity</b>                    | <b>-5,347</b> | <b>-7,946</b> |
| <b>Total equity</b>                                   | <b>15,184</b> | <b>12,585</b> |
| <b>Distributable funds</b>                            |               |               |
| Reserve for invested unrestricted equity              | 4,160         | 0             |
| Retained earnings                                     | -7,946        | -4,120        |
| Profit for the financial year                         | -1,562        | -3,825        |
|   | <b>-5,347</b> | <b>-7,946</b> |

**16. Accumulated appropriations**

The company's accumulated appropriations consist of accumulated depreciation differences.

**17. Non-current liabilities**

|                                | 2010         | 2009         |
|--------------------------------|--------------|--------------|
| Loans from credit institutions | 0            | 0            |
| Pension loans                  | 0            | 0            |
| Convertible promissory notes   | 6,750        | 6,750        |
| Other liabilities              | 171          | 513          |
|                                | <b>6,921</b> | <b>7,263</b> |

All liabilities are falling due after five years.

**18. Current liabilities**

|   | 2010          | 2009          |
|---|---------------|---------------|
| Loans from credit institutions                        | 9,079         | 3,500         |
| Pension loans   | 0             | 0             |
| Trade payables  | 3,496         | 2,951         |
| Amount owed to Group companies                        |               |               |
| Trade payables  | 132           | 936           |
| Advances received                                     | 0             | 0             |
| Other liabilities                                     | 2,872         | 1,442         |
| Accruals and deferred income                          | 2,938         | 5,141         |
|   | <b>18,517</b> | <b>13,970</b> |
| Total interest-bearing liabilities                    | 9,506         | 3,842         |
| <b>Material items in accruals and deferred income</b> |               |               |
| Wages and salaries, incl. social costs                | 2,030         | 2,088         |
| Lease payment liabilities                             | 51            | 55            |
| Interest  | 323           | 287           |
| Expense reserve                                       | 286           | 2,429         |
| Other   | 248           | 282           |
|   | <b>2,938</b>  | <b>5,141</b>  |

## 19. Other notes to the accounts

| <b>Collateral</b>  | <b>2010</b> | <b>2009</b> |
|--|-------------|-------------|
| Loans for which real-estate has been mortgaged as collateral     |             |             |
| Loans from credit institutions                                   | 0           | 0           |
| Mortgages  | 2,504       | 0           |
| Loans for which business mortgages have been given as collateral |             |             |
| Loans from credit institutions                                   | 0           | 0           |
| Mortgages  | 12,028      | 12,028      |
| Collateral given on behalf of the Group companies                |             |             |
| Business mortgages   | 9,617       | 12,028      |
| Guarantees on behalf of the Group companies                      | 0           | 5,680       |
| <b>Contingent and other liabilities</b>                          |             |             |
| Lease liabilities, net of VAT                                    |             |             |
| Liabilities falling due next year                                | 838         | 1,093       |
| Liabilities falling due after one year                           | 441         | 1,370       |

Finance leases include the option to buy acquired fixed assets at fair value at the end of the lease period.

|  |       |       |
|--|-------|-------|
| Repurchase liability for trade receivables sold to finance companies | 0     | 1,422 |
| Lease liabilities for the Group's premises                           | 1,256 | 1,800 |

## Board of Directors' Proposal for the Disposal of Profits

The parent company's net loss for the financial year amounts to EUR 1,561,513.95. The Board of Directors is proposing to the Annual General Meeting to be held on 13 April 2011 that no dividend be distributed and that the result for the financial year be transferred to retained earnings.

Helsinki, 22 February 2011

Kalevi Laurila  
Chairman of the Board

Raimo Helasmäki

Kari Häyrinen

Susanna Miekk-oja

Lassi Noponen

Sami Mykkänen  
President and CEO

# Auditor's Report

## To the Annual General Meeting of Incap Oyj

We have audited the accounting records, the financial statements, the report of the Board of Directors, and the administration of Incap Oyj for the year ended 31 December, 2010. The financial statements comprise the consolidated statement of financial position, income statement, statement of changes in equity and statement of cash flows, and notes to the consolidated financial statements, as well as the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements.

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

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

## Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements and the report of the Board of Directors. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements

and report of the Board of Directors that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements and the report of the Board of Directors.

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

## Opinion on the consolidated financial statements

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

## Opinion on the company's financial statements and the report of the Board of Directors

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

## Additional information

Without adjusting our statement, we want to draw attention to the issues described in the report of the Board of Directors and in paragraph 26 of notes to financial statements of that company's estimation of the adequacy of the financing for the following twelve months' working capital needs include uncertainty. The set result estimate and the targeted turnover rate of inventories create uncertainty to working capital as well company's ability to meet the financing covenants of a financing agreement.

Helsinki, 23 March 2011

Ernst & Young Oy  
Authorized Public Accountant Firm

Jari Karppinen  
Authorized Public Accountant

## Five-year Key Figures

|                             |                           | 2010  | 2009  | 2008  | 2007  | 2006 |
|-----------------------------|---------------------------|-------|-------|-------|-------|------|
|                             |                           | IFRS  | IFRS  | IFRS  | IFRS  | IFRS |
| Revenue                     | EUR million               | 59.2  | 69.8  | 93.9  | 83.0  | 89.3 |
| Growth                      | %                         | -15   | -26   | 13    | -7    | 17   |
| Operating profit            | EUR million               | -3.2  | -5.0  | -3.6  | 0.3   | 2.8  |
| Share of revenue            | %                         | -5    | -7    | -4    | 0     | 3    |
| Profit before taxes         | EUR million               | -4.9  | -6.7  | -5.4  | -1.1  | 2.3  |
| Share of revenue            | %                         | -8    | -10   | -6    | -1    | 3    |
| Return on equity (ROE)      | % <sup>1)</sup>           | -81.0 | -68.5 | -33.4 | -5.6  | 17.3 |
| Return on investment (ROI)  | % <sup>1)</sup>           | -10.6 | -15.9 | -8.6  | 1.3   | 10.5 |
| Total assets                | EUR million               | 42.6  | 39.7  | 48.9  | 54.2  | 45.5 |
| Equity ratio                | % <sup>1)</sup>           | 13.2  | 16.2  | 27.0  | 35.3  | 44.7 |
| Gearing                     | % <sup>1)</sup>           | 383.0 | 319.8 | 146.1 | 103.2 | 43.9 |
| Net debt                    | EUR million               | 21.7  | 21.3  | 20.7  | 15.8  | 10.7 |
| Quick ratio                 |                           | 0.6   | 0.5   | 0.7   | 0.8   | 0.8  |
| Current ratio               |                           | 1.0   | 1.1   | 1.4   | 1.4   | 1.6  |
| Investments                 | EUR million               | 0.5   | 1.1   | 1.8   | 1.5   | 7.1  |
| Share of revenue            | %                         | 1     | 2     | 2     | 2     | 8    |
| R&D expenditure             | EUR million               | 0.1   | 0.1   | 0.5   | 0.3   | 0.5  |
| Share of revenue            | %                         | 0     | 0     | 1     | 0     | 1    |
| Average number of employees |                           | 780   | 751   | 735   | 678   | 521  |
| Dividends                   | EUR million <sup>2)</sup> | 0     | 0     | 0     | 0     | 0    |

<sup>1)</sup> Key figures for 2008, 2009 and 2010 have been calculated in accordance with the standard 5.1 of Financial Supervision Authority.

<sup>2)</sup> The Board of Directors proposes to the Annual General Meeting that no dividend be paid out.



|  |                   | 2010       | 2009       | 2008       | 2007       | 2006       |
|--|-------------------|------------|------------|------------|------------|------------|
|  |                   | IFRS       | IFRS       | IFRS       | IFRS       | IFRS       |
| <b>Per-share data</b>                        |                   |            |            |            |            |            |
| Earnings per share                           | EUR               | -0.33      | -0.55      | -0.44      | -0.09      | 0.26       |
| Equity per share                             | EUR               | 0.30       | 0.53       | 1.08       | 1.57       | 1.67       |
| Dividend per share                           | EUR <sup>2)</sup> | 0          | 0          | 0          | 0          | 0          |
| Dividend out of profit                       | % <sup>2)</sup>   | 0          | 0          | 0          | 0          | 0          |
| Effective dividend yield                     | % <sup>2)</sup>   | 0          | 0          | 0          | 0          | 0          |
| P/E ratio                                    |                   | -1.7       | -1.2       | -1.2       | -14.9      | 9.7        |
| <b>Trend in share price</b>                  |                   |            |            |            |            |            |
| Minimum price during year                    | EUR               | 0.49       | 0.43       | 0.49       | 1.25       | 1.82       |
| Maximum price during year                    | EUR               | 0.75       | 0.99       | 1.60       | 2.67       | 2.90       |
| Mean price during year                       | EUR               | 0.63       | 0.63       | 1.02       | 2.10       | 2.32       |
| Closing price at end of year                 | EUR               | 0.57       | 0.67       | 0.55       | 1.34       | 2.51       |
| <b>Total market capitalisation</b>           |                   |            |            |            |            |            |
| at 31 Dec                                    | EUR million       | 10.6       | 8.2        | 6.7        | 16.3       | 30.6       |
| Trade volume                                 | no. of shares     | 5,211,956  | 2,986,054  | 1,651,176  | 6,535,047  | 11,010,588 |
| Trade volume                                 | %                 | 39         | 25         | 14         | 54         | 90         |
| <b>Share issue-adjusted number of shares</b> |                   |            |            |            |            |            |
| Mean number during year                      |                   | 14,682,250 | 12,180,880 | 12,180,880 | 12,180,880 | 12,180,880 |
| Number at end of year                        |                   | 18,680,880 | 12,180,880 | 12,180,880 | 12,180,880 | 12,180,880 |

<sup>1)</sup> Key figures for 2008, 2009 and 2010 have been calculated in accordance with the standard 5.1 of Financial Supervision Authority.

<sup>2)</sup> The Board of Directors proposes to the Annual General Meeting that no dividend be paid out.

## Definitions of Key Figures

|                             |   |   |
|-----------------------------|---|---|
| Return on equity, %         | = | $\frac{100 \times \text{profit/loss}}{\text{equity (mean for financial year)}}$   |
| Return on investment, %     | = | $\frac{100 \times (\text{profit/loss} + \text{financial expenses})}{\text{equity} + \text{interest-bearing loans (mean for financial year)}}$ |
| Equity ratio, %             | = | $\frac{100 \times \text{equity}}{\text{total assets less advance payments received}}$   |
| Gearing, %                  | = | $\frac{100 \times (\text{interest-bearing liabilities less cash and cash equivalents})}{\text{equity}}$                                       |
| Net debt                    | = | liabilities less financial assets   |
| Quick ratio                 | = | $\frac{\text{financial assets}}{\text{short-term liabilities} - \text{current advance payments received}}$                                    |
| Current ratio               | = | $\frac{\text{financial assets} + \text{inventories}}{\text{current liabilities}}$   |
| Investments                 | = | purchases of property, plant and equipment net of VAT and including investment subsidies  |
| Average number of employees | = | average number of employees at end of month   |

**Per-share data**

Earnings per share =  $\frac{\text{net profit}}{\text{share issue-adjusted mean number of shares during financial year}}$

Equity per share =  $\frac{\text{equity}}{\text{share issue-adjusted number of shares at end of financial year}}$

Dividend per share =  $\frac{\text{dividend during financial year}}{\text{share issue-adjusted number of dividend-earning shares at end of financial year}}$

Dividend out of profit, % =  $\frac{100 \times \text{dividend per share}}{\text{earnings per share}}$

Effective dividend yield, % =  $\frac{100 \times \text{dividend per share}}{\text{last price at balance sheet date}}$

Price per earnings (P/E) ratio =  $\frac{\text{last price at balance sheet date}}{\text{earnings per share}}$

Total market capitalisation = last price at balance sheet date x number of shares in issue

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