

Press release

6 April 2005



Comparable figures refer to the last financial year (1.1.- 31.12.2003) unless otherwise stated.

TAMRO GROUP'S FINANCIAL STATEMENTS 1.1.2004–31.1.2005 (AUDITED)

- Tamro Group's net sales for the extended 13-month financial year ending in 31 January 2005 (2004/2005) amounted to EUR 4,857 million. Comparable sales for the calendar year 2004 were 4,488 (4,169) million, an increase of 7.6%.
- The 13-month operating profit amounted to EUR 93 million (78 million in Jan-Dec 2003). The operating margin was 1.9%.
- Tamro Group's pre-tax profit in 2004/2005 (13 months) rose to EUR 89 million (69 million in Jan-Dec 2003).
- The free cash flow after capital investment was EUR 102 (40) million positive.

“The positive trend in operational efficiency continued throughout our financial year”, says **Jo Langmoen**, President & CEO of Tamro Group. “We successfully carried out a number of structural changes to further improve our competitiveness. Our market position improved in most of Northern Europe and the Baltic countries, where we made several retail acquisitions. Whilst satisfied with the results for 2004/2005, we face the year 2005/2006 with increased competition and modest market growth expectations. Government initiatives are expected to curb the pharmaceutical market growth. We will work hard to further develop cost leadership and customer satisfaction”.

The financial year of Tamro Group was extended to thirteen months (1.1.2004 – 31.1.2005) to match the financial year of Tamro's parent company PHOENIX Pharmahandel AG&Co KG.

The year 2004/2005 marked another year of slow market growth and intense competition over market shares. Tamro met this challenge with a continued focus on the efficiency of the operations and by strengthening its cost leadership position. Tamro was delisted from the Helsinki Stock Exchange and became a fully owned subsidiary of PHOENIX in May 2004, which allowed for wider benchmarking of processes with the best in business. In Sweden and Finland, structural changes in warehouse logistics were decided to improve efficiency. Apokjeden further strengthened its position as the leading pharmacy chain in Norway. A number of retail acquisitions helped us improve our market position in the Baltic countries.

Due to the measures Tamro is able to publish a record result. Operations clearly improved in most parts of the Group.

MARKETS AND OPERATING ENVIRONMENT

The growth of the Nordic pharmaceutical market in 2004 was modest compared to recent years, being slightly below 5% at constant exchange rates (CER). The main reasons for the slow growth are

patent expiries of some high-selling substances in 2003, generic substitution and a drop in prices due to the intensified generic competition.

Furthermore, cost containment actions favour generics and parallel imports, and reimbursement decisions have become tougher. However, the ageing population remains a key growth driver.

Pharmaceutical market growth varied within the region: The Finnish pharma market grew fastest, as in previous year, with an almost 8% increase. The lowest growth was recorded in Sweden, where the market is recovering at a growth rate of 2.3%. The biggest increase in terms of monetary value took place in Finland, followed by Norway and Sweden.

The value of the aggregated pharmaceuticals sales by wholesalers in the Nordic countries was EUR 6.6 billion measured in pharmacy purchasing prices (PPP). Tamro kept its strong position in the Nordic pharmaceutical wholesale market. Tamro's pharmaceuticals wholesale in the Nordic region amounted to EUR 3,349 million in PPP, producing an average market share of 51%, up 3.5 percentage points from the previous year.

The total wholesale value of pharmaceuticals in the Baltic countries amounted to EUR 524 million, surpassing the previous year's sales by 15% at CER. Estonia had the highest growth, 20%, followed by Lithuania, 14%, while Latvia grew by around 11%.

OCTOBER-JANUARY NET SALES AND FINANCIAL PERFORMANCE

Tamro Group's net sales during the four-month period October – January rose to EUR 1,570 million. The group operating profit amounted to EUR 27 (27) million. The comparable net sales for the fourth quarter (October-December) were EUR 1,178 (1,102) million.

The operating margin for the reporting period was 1.7%, significantly influenced by the costs of several restructuring projects and acquisitions. The group pre-tax profit during the reporting period was EUR 26 (21) million.

FULL-YEAR NET SALES AND FINANCIAL PERFORMANCE

The Tamro Group net sales for the financial year ending 31.1. 2005 amounted to EUR 4,857 million. Comparable sales for the calendar year 2004 were 4,488 (4,169) million, an increase of 7.6%. Excluding the effects of the extended financial year, the positive sales development is mainly due to the new exclusive distribution contracts won in Finland, and it is augmented by growth in Norway and Denmark.

The consolidated operating profit was EUR 93 (78) million, and the 13-month operating margin was 1.9% (1.9%). The overall improvement in operating profit was mainly a result of stronger sales and improved efficiency. All business units were able to improve their performance, except Lithuania, which continued to suffer from the fierce competition.

The consolidated ordinary profit before taxes was EUR 89 (69) million. The effective tax rate for the Group was 25.9 % (28.9 %).

The Group's total net profit in the 13 months 2004/2005 was EUR 66 (47) million. The return on capital employed increased to 19 (16)%, while the return on equity rose to 16 (13)%.

FINANCING

The delisting of Tamro's shares from the Helsinki Stock Exchange in May 2004 did not change the Group's financing principles. Tamro continues to provide transparent financial information to the investors as well as to the public.

In June Tamro's treasury department was incorporated into a separate legal unit called Tamro Finance Ltd. The main part of the internal treasury activities has already been transferred to the new company, and external activities will be transferred during the financial year 2005/2006. In connection with the incorporation, the role of the treasury department did not change and Tamro Corporation will guarantee all material transactions made by Tamro Finance Ltd.

In January 2005 the Group entered into a new securitisation arrangement that allows the Danish subsidiary Nomeco A/S to sell its trade receivables to an external counterpart on a non-recourse basis up to the facility amount of DKK 1,050 million (EUR 141 million). The arrangement was made proactively to secure sufficient and cost efficient funding for Tamro Group. All up-front fees related to the arrangement were fully deducted as other financial expenses in January 2005.

The Group's financial position remained excellent and solid throughout the financial year. The net debt on the balance sheet was reduced to EUR 60.1 (71.4) million at the end of the financial year. The effective net debt, including as debt the EUR 133.1 (74.2) million receivables sold in January, totalled EUR 193.2 (145.6) million. EUR 50 million in additional dividend was paid in January. The average effective net debt in the financial year 2004/2005 was EUR 165 (219) million.

The liquid assets contracted to EUR 13.2 (22.3) million. The Group's net gearing was reduced to 17.0 (18.4)%, and the equity ratio decreased to 33.6 (35.4)%.

Free cash flow and net working capital

October-January cash flow

The cash flow of EUR 31.6 (53.9) million remained strong during the fourth reporting period October – January. The operative cash flow before the changes in the net working capital and investments improved further to EUR 35.6 (25.2) million. The cash flow from the changes in net working capital was EUR 38.4 (34.6) million. The change in the sold receivable amount affected positively the cash flow of the fourth reporting period by EUR 66.0 (3.9) million. The net investments

of EUR -43.3 (-5.9) million were clearly higher than in the previous year and during the first three quarters of the reporting year.

Full-year cash flow

The 13-month free cash flow of EUR 101.5 (40.4) million improved clearly. The operative cash flow before net working capital changes and investments improved to EUR 107.7 (79.1) million. The cash flow from the net working capital changes was EUR 56.5 (-5.3) million. The change in the sold receivable amount affected the reported cash flow positively by EUR 67.1 (8.3) million. The net investments increased clearly to EUR 62.7 (33.4) million during the period. At the end of the period the net working capital was EUR 85.6 (143.9) million and the sold receivable amount EUR 133.1 (74.2) million.

Financial expenses

October-January financial expenses

The net financial expenses were EUR -1.2 (-1.5) million during the fourth reporting period October – January. The net interest expenses were EUR -0.9 (-1.4) million. The up-front fees of the Danish asset securitisation arrangement were fully booked as other financial expenses in January, and exchange rate differences were slightly positive.

Full-year financial expenses

The Group's 13-month net financial expenses were EUR -4.0 million compared with EUR -9.3 million for the previous 12 months last year. The main reduction came from lower net interest expenses of EUR -4.0 (-8.7) million. The exchange rate gains represented EUR 0.3 (-0.6) million, and the other financial expenses and income were EUR -0.3 (0.0) million.

The Group's net financial items were the lowest, both in absolute euro amounts and in relative per cent terms, since 1997. The good development in the net financial items was partially due to the applied short interest rate duration combined with the historically very low short-term interest rates. Additionally, re-financing arrangements made already during 2003 now created full annual savings.

CAPITAL EXPENDITURE AND ACQUISITIONS

The investments of EUR -64.1 (-39.6) million turned into growth and were above depreciation level during the last part of the financial year 2004/2005. Materially all investments were made directly or indirectly through minority redemption to the retail sectors in Norway, Estonia and Lithuania.

MAJOR CHANGES IN THE GROUP STRUCTURE

Tamro Group's ownership in Apokjeden rose from 80.0% to 99.3% in 2004. The shares were purchased from Coop NKL, the holding company of the co-operative retail organisation in Norway, and from Norwegian pharmacists. The redemption in Norway was the main factor in reducing the Group's minority interest.

In August 2004, Tamro acquired Farmacijos Projektai with 46 pharmacies in Lithuania. In addition to the chain, several smaller acquisitions were completed.

Tamro Finance Ltd., a new fully owned subsidiary for the group treasury function, was founded in June 2004.

RESEARCH AND DEVELOPMENT

Tamro continued to develop and enhance IT- and Internet-based business information services to support customers in developing their business operations. Upgraded versions of business information services with new features were launched in Sweden and Finland. Nomeco's VMI concept (Vendor Managed Inventory), in which a pharmacy's inventories are continuously replenished based on the pharmacy's sales data, has been welcomed by pharmacies. Approximately 40% of Denmark's pharmacies are now covered by the concept. In Norway, a similar Demand Chain Replenishment concept (DCR) is being developed to decrease the logistics workload for pharmacy personnel.

PERSONNEL AND ORGANISATION

Tamro's payroll averaged 3,909 (3,820) employees over the financial year. Of the total staff, 39% worked in Norway, 16% in Denmark, 12% in Sweden, 8% in Finland, 7% in Latvia, 6% in Lithuania and 4% in Estonia. MedLab Group employed 7% of the personnel.

Of the total staff, an average of 1,834 employees (46%) worked in retail operations in Estonia, Latvia, Lithuania and Norway. At the end of January 2005, the group personnel numbered 4,045.

REDEMPTION PROCEDURES OF TAMRO'S SHARES AND WARRANTS

An application for the removal of the company's shares and 2000A warrants was submitted to Helsinki Securities and Derivatives Exchanges, Clearing House Ltd., on 12 March, and the share was delisted on 10 May 2004.

On 10 May the Arbitral Tribunal appointed by the Finnish Central Chamber of Commerce confirmed that PHOENIX International Beteiligungs GmbH has an indisputable right to redeem the minority shares in Tamro Corporation and that PHOENIX International Beteiligungs GmbH has the right to gain title to the minority shares by placing a security approved by the Arbitral Tribunal for the payment of the redemption price.

PHOENIX International Beteiligungs GmbH placed a security for the payment of the redemption price on 10 May and gained title to all shares in Tamro Corporation in accordance with Chapter 14, Section 21 of the Finnish Companies Act.

PHOENIX International Beteiligungs GmbH paid the redemption price to the minority shareholders of Tamro Corporation according to the arbitral award dated 7 July 2004.

TAMRO'S SHARES

Share capital

The share capital of Parent Company Tamro Corporation amounted to EUR 114,837,083, and it is divided into a total of 114,837,083 shares with a nominal value of EUR 1. On 31 January 2005 PHOENIX Group held 100% of the shares of Tamro Corporation.

BOARD OF DIRECTORS AND AUDITORS

The Annual General Meeting of 29 April 2004 elected five members to Tamro's Board of Directors. Dr. Bernd Scheifele was re-elected Chairman. The other Board members re-elected were Mikael von Frenckell, Reimund Pohl, Dr. Lorenz Näger and Matti Elovaara.

The Authorised Public Accountants Ernst&Young Oy and Anna-Maija Simola, APA, were elected Tamro's external auditors.

GROUP MANAGEMENT

On 7 January 2004 Mr Hans Wahlén was appointed the new Managing Director for Tamro Sweden. Hans Wahlén was previously head of Pharmacia's market company in Sweden. On 4 March 2004 Mr Gytis Bendorius was appointed the Managing Director of UAB Tamro in Lithuania.

EVENTS AFTER THE FINANCIAL YEAR

In December 2004, Tamro announced the purchase of the Viruplatsi pharmacy chain that operates 8 pharmacies in the capital area of Estonia. This transaction was closed 1 February 2005. On 7 February 2005, UAB Tamro signed an agreement to purchase the Lithuanian pharmacy chain Vogne&Telsiu. The chain operates 13 pharmacies with 63 employees in northwestern Lithuania.

A redemption process to acquire the outstanding 0.7% of the shares of Apokjeden AS in Norway has been initiated, and Tamro expects to gain full ownership of Apokjeden by the end of this year.

OUTLOOK FOR THE NEAR FUTURE

The growth of the pharmaceutical market is expected to remain slow in the Nordic countries in 2005. Due to the slow market development, Tamro Group's net sales are expected to grow only at an annual rate of 5–6% in 2005. Despite the slow sales development, the company expects to retain its profitability through continuous development of productivity and quality.

THE BOARD'S PROPOSAL FOR THE 2004 DIVIDEND

The Board of Directors proposes to the Annual General Meeting that the 2004 dividend be set at EUR 0.18 per share.

The financial figures 2004/2005 are audited.

For further information, please contact:

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Appendices:

Consolidated income statement

Consolidated balance sheet

Consolidated cash flow statement

Liabilities and derivative financial instruments

Key financial indicators

Quarterly development

A press conference will be held today at 1.30 p.m. at Tamro House (Vantaa, Rajatorpantie 41 B).

The full annual report will be published as an Annual Web Report during week 17 at Tamro's homepage <http://www.tamro.com/annualreport2004/>

Note to editors: high resolution images are available for the media to view and download free of charge from <http://www.tamro.fi/imagebank..>

TAMRO CORPORATION

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CONSOLIDATED INCOME STATEMENT (in EUR thousands)					
	1.1.2004- 31.1.2005		1.1.-31.12.2003		Change
		%		%	%
Net sales	4,856,722	100,0	4,169,373	100,0	16,5
Other income	435		2,095		-79,2
Raw material and services	4,467,438		3,819,993		16,9
Personnel expenses	178,061		157,553		13,0
Depreciation and value adjustments	34,963		33,030		5,9
Other operating expenses	84,153		82,871		1,5
Total operating expenses	4,764,615		4,093,447		16,4
Operating profit	92,542	1,9	78,021	1,9	18,6
Financial income and expenses	-4,078		-9,303		-56,2
Share of affiliated companies' net income	317		274		15,7
Profit before taxes	88,781	1,8	68,992	1,7	28,7
Income taxes	-23,004		-19,923		15,5
Minority interest	-264		-1,825		
Net profit for the period	65,513	1,3	47,244	1,1	38,7

CONSOLIDATED BALANCE SHEET (in EUR thousands)				
	31.1.2005	%	31.12.2003	%
Fixed assets				
Intangible assets				
Intangible rights	1,717		1,733	
Goodwill	141,245		125,984	
Consolidated goodwill	13,679		1,232	
Other capitalised expenditure	185		538	
Advance payments and construction in progress	258		215	
	157,084		129,702	
Tangible assets				
Land areas	10,317		10,336	
Buildings and structures	103,026		108,485	
Machinery and equipment	33,628		37,358	
Other tangible assets	1,058		1,051	
Advance payments and construction in progress	984		605	
	149,013		157,835	
Financial assets				
Shares in subsidiaries	112		116	
Shares in affiliated companies	7,315		9,642	
Other shares and participations	388		878	
Other financial assets	18,152		14,104	
Own shares	0		975	
Deferred income tax asset	0		3,922	
	25,967		29,637	
Total fixed assets	332,064	31,6	317,174	29,0
Current assets				
Inventories				
Goods	307,126		303,780	
Receivables				
Accounts receivable	356,518		431,196	
Loan receivable	936		344	
Prepaid expenses and accrued income	24,518		14,575	
Other receivables	16,797		4,294	
	398,769		450,409	
Short-term investments	49		8,368	
Cash and bank	13,151		13,921	
Total current assets	719,095	68,4	776,478	71,0
Total assets	1,051,159	100,0	1,093,652	100,0

CONSOLIDATED BALANCE SHEET (in EUR thousands) 31 Dec				
	31.1.2005	%	31.12.2003	%
Shareholders' equity				
Share capital	114,837		114,837	
Share premium account	5,641		5,641	
Revaluation reserve	1,093		1,093	
Other reserves	217		454	
Fund for own shares	0		975	
Retained earnings	229,979		247,108	
	351,767	33.5	370,108	33.8
Minority interest	1,012	0.1	18,421	1.7
Obligatory reserves	1,783	0.2	1,376	0.1
Liabilities				
Long-term liabilities				
Loans from financial institutions	429		719	
Pension fund loans	12,009		14,172	
Deferred tax liability	3,806			
Other long-term liabilities	422		563	
	16,666		15,454	
Short-term liabilities				
Loans from financial institutions and other interest bearing loans	57,840		72,901	
Pension fund loans	2,712		5,424	
Advances received	81		63	
Accounts payable	536,279		544,385	
Accrued expenses and deferred income	58,590		40,680	
Other current liabilities	24,429		24,840	
	679,931		688,293	
Total liabilities	696,597	66.3	703,747	64.3
Total equity and liabilities	1,051,159	100,0	1,093,652	100,0

CONSOLIDATED CASH FLOW STATEMENT (in EUR millions) 1 Jan. 2004–31 Jan. 2005		
	2004/2005	2003
Operating profit	92.5	78.0
Depreciation, value adjustments and other adjustments	32.6	28.3
Financial income and expenses	-4.3	-8.7
Other income and expenses	0.3	0.3
Taxes	-13.4	-18.8
	107.7	79.1
Change in net working capital		
Inventories, increase (-), decrease (+)	-3.3	4.7
Current receivables, increase (-), decrease (+)	51.2	-2.2
Non-interest bearing debts, increase (+), decrease (-)	8.6	-7.8
	56.5	-5.3
Cash flow before investments	164.2	73.8
Investments		
Investments in fixed assets	-64.1	-39.6
Sale of fixed assets and other changes	1.4	6.2
	-62.7	-33.4
Free cash flow	101.5	40.4
Financing		
Long-term debt, increase (+), decrease (-)	-2.6	-8.1
Short-term debt, increase (+), decrease (-)	-17.7	-40.5
Long-term bonds, increase (-), decrease (+)	-1.2	-2.1
Dividends	-84.7	-14.9
Translation differences and other changes	-4.4	1.9
	-110.6	-63.7
Change in liquid assets, increase (+), Decrease (-)	-9.1	-23.3

In 2004 the change in net working capital included an increase in the sales of receivables of EUR 59 million and in 2003 the increase was EUR 8 million.

CONTINGENT LIABILITIES	2004/2005 group	2003 group	2004/05 parent company	2003 parent company
Mortgages (1)				
For own debts	1,487	1,543	841	841
Guarantees				
For subsidiaries			14,555	13,782
For debts of the group companies' management	197	165	-	-
For debts of others	752	12,532	469	12,218
	949	12,697	15 024	26,000
Other commitments				
Leasing commitments				
Next year	2,271	2,149	1 054	793
Over one year	1,783	4,237	1 023	1,286
Rent commitments	21,595	14,434	733	1,071
Repurchase commitments	-	7	-	7
Other commitments	283	134	-	-
	25,932	20,961	2,810	3,157
Group and parent company liabilities secured by mortgages, pledges and other commitments:				
(1) Mortgages	429	455		-
Derivative financial instruments				
	2004/2005 group	2003 group	2004/2005 parent company	2003 parent company
Derivative - notional amounts				
Currency instrument				
Currency forward contracts	215,993	283,673	205,473	294,755
Interest rate instrument				
Interest rate swaps	10,000	10,000	10,000	10,000
Derivatives – market value				
Currency instrument				
Currency forward contracts	-149	2,304	-64	1,985
Interest rate instrument				
Interest rate swaps	-164	-194	-164	-194

The notional amounts of derivatives summarised here do not represent amounts actually exchanged between the parties and are thus not a measure of the parent company's derivatives-related exposure.

KEY FIGURES					
	2004 13 months	2003	2002	2001	2000
Sales change, %	16.5	1.6	8.1	7.9	8.7
Operating margin, %	1.9	1.9	1.3	1.8	0.4
Profit margin, %	1.8	1.7	1.0	1.5	0.1
Return on capital employed, %	19,2	16.1	10.6	13.1	4.0
Return on equity, %	16,4	12.9	7.6	10.4	-0.6
Free cash flow, EURm	101.5	40.4	86.7	-18.7	29.3
Capital employed, EURm	426.1	482.2	514.9	581.8	544.4
Net debt, EURm	60.1	71.4	96.6	171.8	140.1
Net gearing, %	17.0	18.4	26.0	49.2	46.4
Interest cover	18.3	7.6	3.5	4.4	1.2
Equity ratio, %	33.6	35.4	32.7	29.4	26.9
PER SHARE DATA 1)					
Number of shares - at end, millions	114.5	114.5	114.5	114.5	114.5
Number of shares – average, millions	114.5	114.5	114.5	114.5	114.7
Earnings per share, EUR	0.57	0.41	0.26	0.33	-0.02
Dividend per share, EUR	2) 0.18	0.74	0.13	0.15	0.05
Dividend per earnings, %	32	73	50	45	neg.
Effective dividend yield, %		16.4	3.4	4.2	3.0
Equity per share, EUR	3.07	3.22	3.06	2.90	2.62
P/E multiple	0	11	15	11	neg.

1) Excluding own shares

2) Board's proposal

QUARTERLY DEVELOPMENT DURING 2004

NET SALES							
	10-13	7-9	4-6	1-3	1-13	1-12	Change
	2004	2004	2004	2004	2004	2003	%
Tamro Sweden	513.2	350.9	366.2	385.7	1616.0	1516.9	6.5
Tamro Denmark	384.8	273.0	279.3	282.6	1219.7	1059.0	15.2
Tamro Finland	325.7	227.6	228.0	203.0	984.3	643.6	52.9
Tamro Norway	227.7	158.0	159.5	131.6	676.8	615.7	9.9
Tamro Estonia	18.3	10.9	12.5	11.6	53.3	41.1	29.7
Tamro Latvia	28.4	17.6	26.3	23.3	95.6	76.5	25.0
Tamro Lithuania	32.1	18.7	19.0	18.8	88.6	77.2	14.8
Tamro Russia	0.0	0.0	0.0	0.0	0.0	22.9	-100.0
Tamro MedLab	42.8	28.8	31.0	31.2	133.8	125.0	7.0
Other and internal	-2.7	-1.0	-5.0	-2.7	-11.4	-8.5	34.1
Group total	1,570.3	1,084.5	1,116.8	1,085.1	4,856.7	4,169.4	16.5

PERSONNEL BY COUNTRY, AVERAGE							
	10-13	7-9	4-6	1-3	1-13	1-12	Change
	2004	2004	2004	2004	2004	2003	%
Tamro Sweden	446	494	474	467	468	499	-6.2
Tamro Denmark	609	631	629	621	621	625	-0.6
Tamro Finland	317	335	325	312	320	310	3.2
Tamro Norway	1,517	1,527	1,525	1,540	1,527	1,449	5.4
Tamro Estonia	181	167	159	144	164	136	20.6
Tamro Latvia	271	275	276	275	274	257	6.6
Tamro Lithuania	339	264	180	187	251	176	42.6
Tamro Russia	0	0	0	0	0	75	-100.0
Tamro MedLab	264	259	262	264	263	273	-3.7
Others	23	19	20	20	21	20	5.0
Group total	3,967	3,971	3,850	3,830	3,909	3,820	2.3

CONSOLIDATED INCOME STATEMENT							
	10-13	7-9	4-6	1-3	1-13	1-12	Change
EUR million	2004	2004	2004	2004	2004	2003	%
Net Sales	1,570.3	1,084.5	1,116.8	1,085.1	4,856.7	4,169.4	16.5
Other income	0.3	0.0	0.1	0.0	0.4	2.1	-81.0
Raw materials and services	-1,444.3	-997.8	-1,024.7	-1,000.6	-4,467.4	-3,820.0	16.9
Personnel expenses	-58.3	-39.8	-41.3	-38.7	-178.1	-157.6	13.0
Depreciation and value adjustments	-11.3	-7.9	-7.8	-8.0	-35.0	-33.0	6.1
Other operating expenses	-29.6	-16.6	-18.9	-19.0	-84.1	-82.9	1.4
Operating profit	27.1	22.4	24.2	18.8	92.5	78.0	18.6
Financial income and expenses	-1.2	-1.1	-0.7	-1.0	-4.0	-9.3	-57.0
Share of affiliated companies' net income	0.1	0.1	0.2	-0.1	0.3	0.3	0.0
Profit before taxes	26.0	21.4	23.7	17.7	88.8	69.0	28.7
Income taxes	-4.2	-6.4	-6.7	-5.7	-23.0	-19.9	15.6
Minority interest	2.8	-1.3	-1.5	-0.3	-0.3	-1.9	-84.2
Net profit for the period	24.6	13.7	15.5	11.7	65.5	47.2	38.8

CONSOLIDATED BALANCE SHEET							
	31.1.	30.9.	30.6.	31.3.	31.1.	31.12.	Change
(€m)	2005	2004	2004	2004	2005	2003	%
Assets							
Intangible and tangible assets	306.1	288.3	285.4	289.4	306.1	287.5	6.5
Financial assets	26.0	25.0	27.7	27.8	26.0	29.6	-12.2
Inventories	307.1	325.6	327.8	322.9	307.1	303.8	1.1
Receivables	398.8	457.8	459.3	464.2	398.8	450.5	-11.5
Liquid assets and short-term investments	13.2	19.8	8.9	14.2	13.2	22.3	-40.8
	1,051.2	1,116.5	1,109.1	1,118.5	1,051.2	1,093.7	-3.9
Equity & liabilities							
Shareholders' equity	351.8	377.4	362.2	379.5	351.8	370.1	-4.9
Minority interest	1.0	21.2	19.7	18.3	1.0	18.4	-94.6
Obligatory reserves	1.8	2.0	1.2	1.3	1.8	1.4	28.6
Long-term liabilities	16.7	12.5	12.3	12.5	16.7	15.5	7.7
Short-term liabilities	679.9	703.4	713.7	706.9	679.9	688.3	-1.2
Balance sheet total	1,051.2	1,116.5	1,109.1	1,118.5	1,051.2	1,093.7	-3.9

OTHER CONSOLIDATED KEY FIGURES							
	10-13	7-9	4-6	1-3	1-13	1-12	Change
	2004	2004	2004	2004	2004	2003	%
Operating margin,%	1.7 %	2.1 %	2.2 %	1.7 %	1.9 %	1.9 %	1.8
Profit margin,%	1.7 %	2.0 %	2.1 %	1.6 %	1.8 %	1.7 %	10.5
Return on capital employed,%	18.8 %	19.8 %	21.0 %	15.6 %	19,2 %	16.1 %	19.3
Return on equity,%	17.4 %	15.4 %	17.4 %	12.3 %	16,4 %	12.9 %	27.1
Gross investments, €m	43.0	6.5	4.1	10.5	64.1	39.6	61.9
Free cash flow, €m	31.6	32.9	41.6	-4.6	101.5	40.4	151.2
Capital employed, €m	426.1	457.8	458.7	488.8	426.1	482.2	-11.6
Net debt, €m	60.1	39.4	68.0	76.7	60.1	71.4	-15.8
Net gearing, %	17.0 %	9.9 %	17.9 %	19.3 %	17.0 %	18.4 %	-7.6
Equity ratio, %	33.6 %	35.7 %	34.3 %	35.5 %	33.6 %	35.4 %	-5.1
Number of shares - at end, millions*	114.5	114.5	114.5	114.5	114.5	114.5	0.0
Number of shares – average, millions*	114.5	114.5	114.5	114.5	114.5	114.5	0.0
Earnings per share, €*	0.21	0.12	0.14	0.10	0.57	0.41	39.0
Equity per share, €*	3.07	3.30	3.15	3.31	3.07	3.22	-4.7
Number of employees, average	3,967	3,971	3,850	3,830	3,909	3,820	2.3
* excluding own shares							