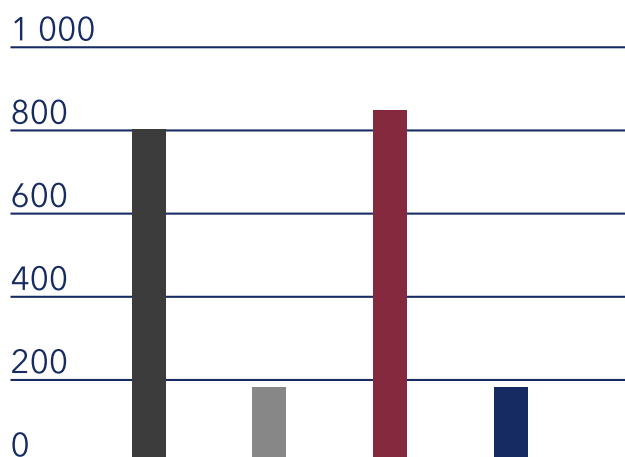


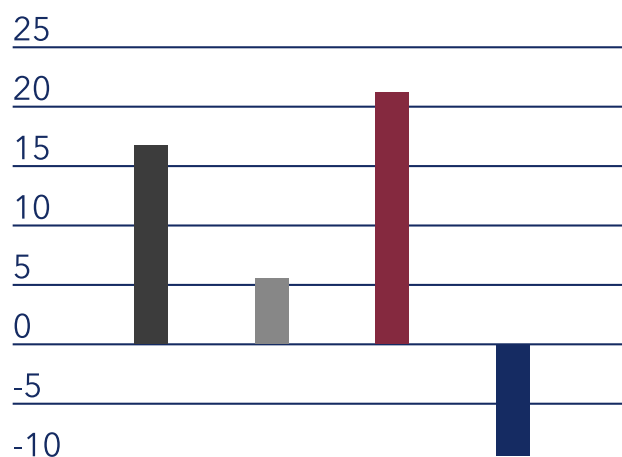
# GRAPHS

**NET SALES IN 2015  
BY MARKET AREA\*)  
EUR MILLION**



801.6 Finland  
 173.6 Baltics  
 841.9 Sweden  
 175.9 Denmark  
 1 993.0 Total

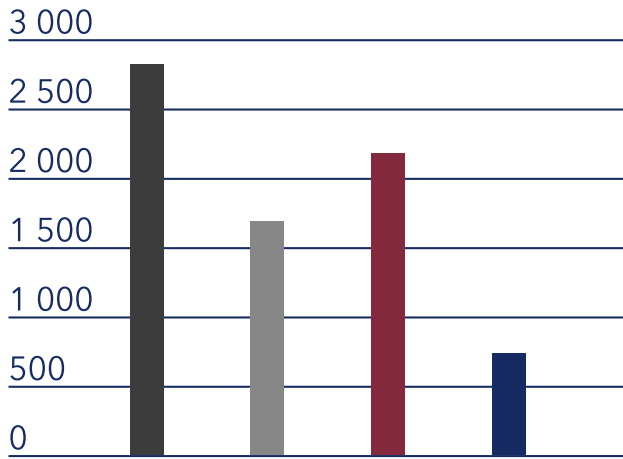
**OPERATING PROFIT IN 2015  
BY MARKET AREA<sup>1)</sup>  
EUR MILLION**



16.3 Finland  
 5.4 Baltics  
 21.6 Sweden  
 -9.3 Denmark  
 21.5 Total

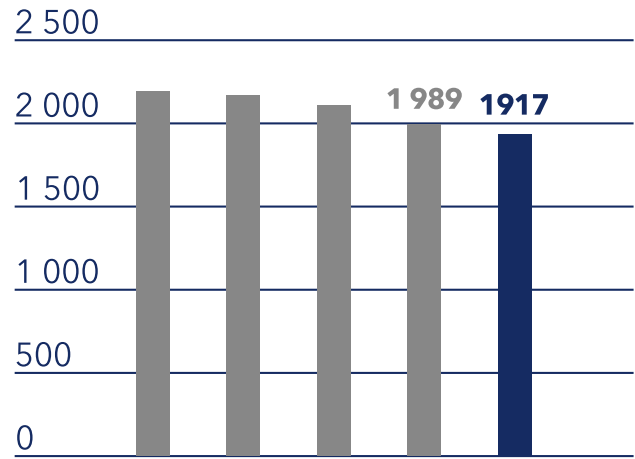
\*) Internal net sales included.

**PERSONNEL IN 2015  
BY MARKET AREA  
AVERAGE NUMBER**



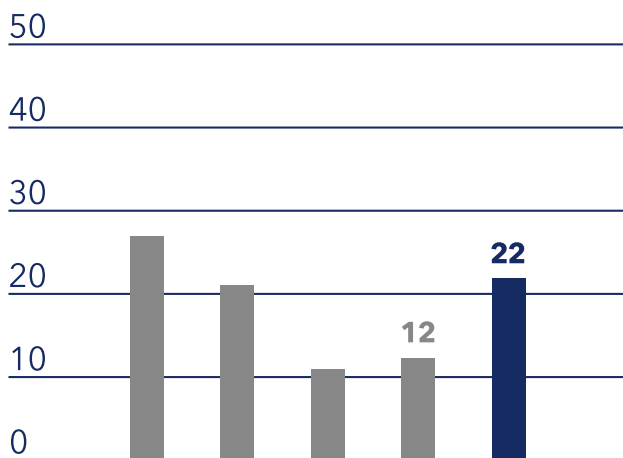
- 2 840 Finland
- 1 696 Baltics
- 2 176 Sweden
- 726 Denmark
- 7 437 Total

**NET SALES  
EUR MILLION**



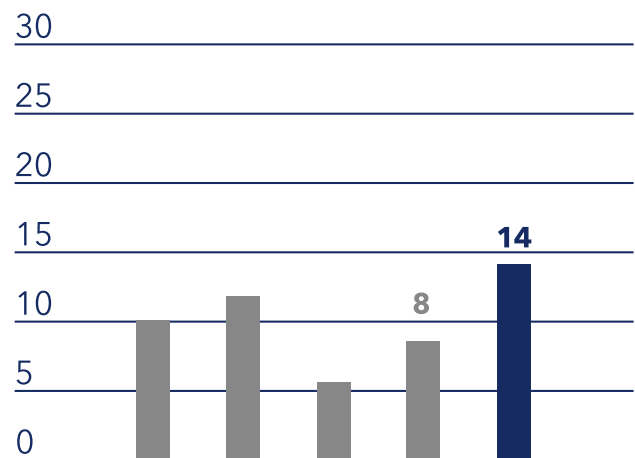
**11 12 13 14 15**

**OPERATING PROFIT<sup>1)</sup>  
EUR MILLION**



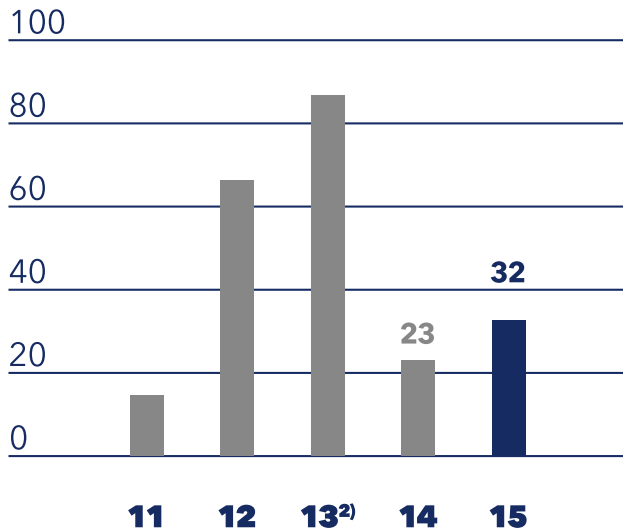
**11 12 13 14 15**

**PROFIT BEFORE TAX<sup>1)</sup>  
EUR MILLION**

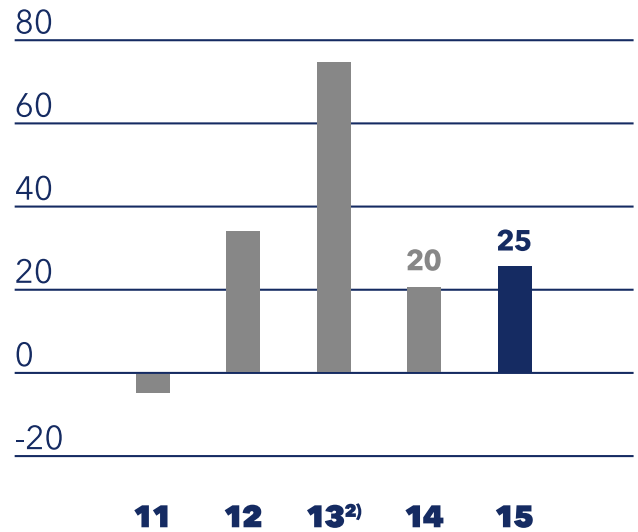


**11 12 13 14 15**

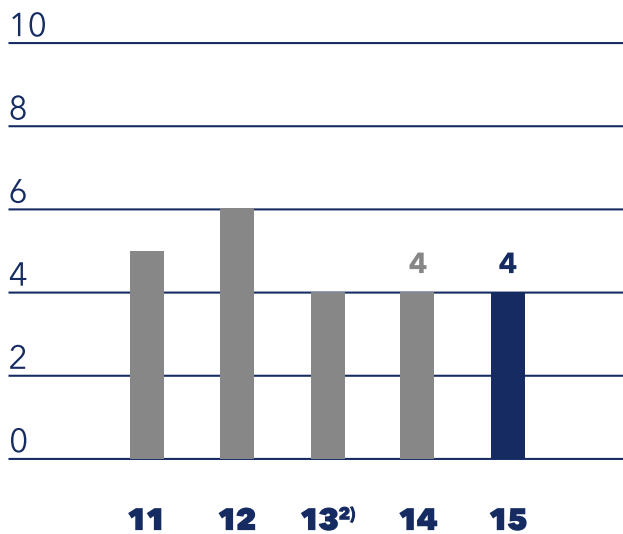
**CASH FLOW BEFORE DEBT SERVICE<sup>1)</sup>**  
EUR MILLION



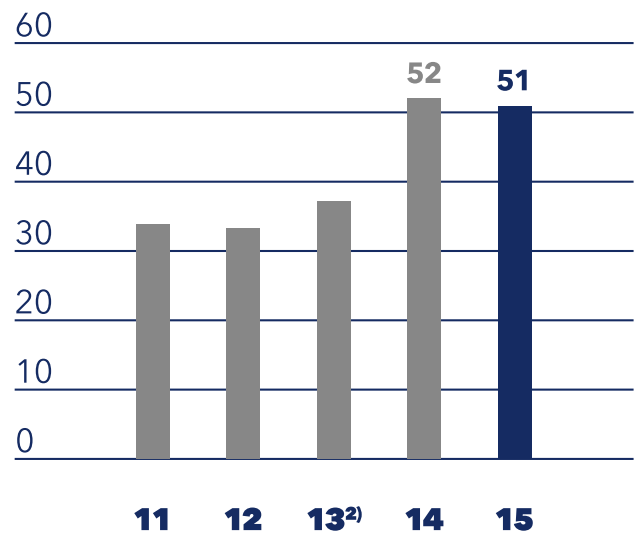
**CASH FLOW BEFORE FINANCING ACTIVITIES<sup>1)</sup>**  
EUR MILLION

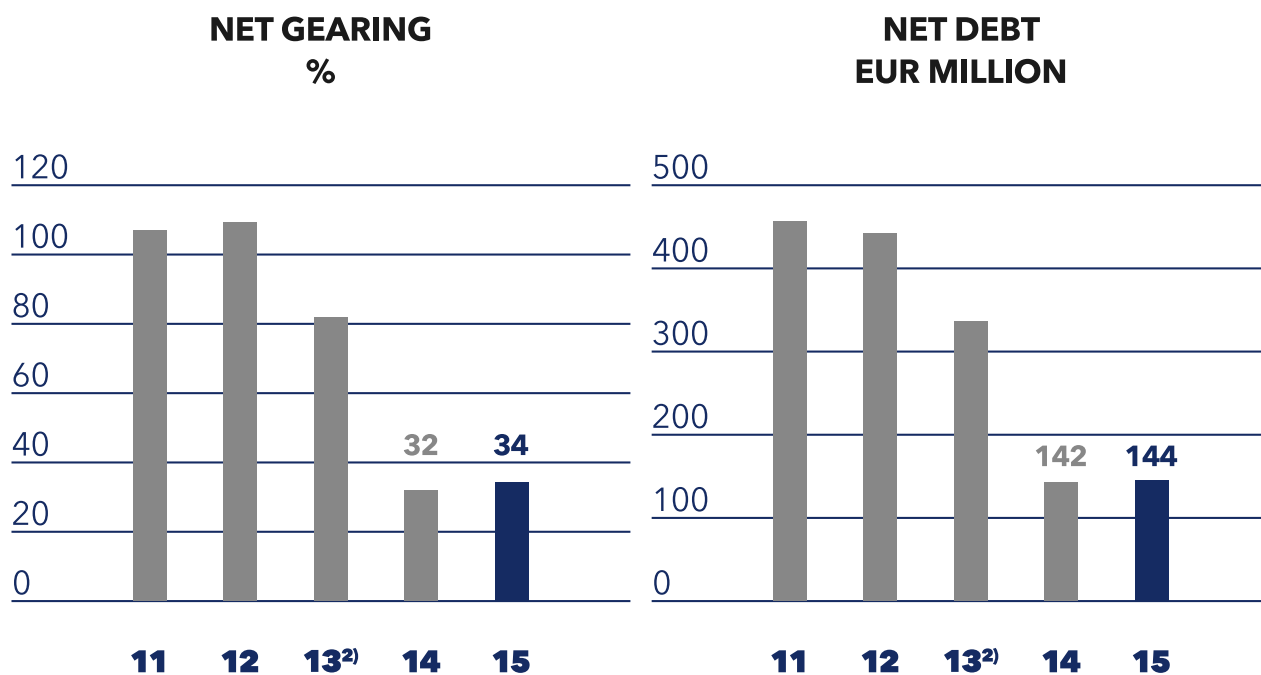


**RETURN ON CAPITAL EMPLOYED (ROCE)<sup>1)</sup>**  
%



**EQUITY RATIO**  
%





<sup>1)</sup> Non-recurring items excluded

<sup>2)</sup> Sokołów's accounting treatment changed in 2013. Comparable figures from 2012-2011 not available.