

# ANNUAL REPORT 2015

(Translation of the Estonian original)

Beginning of financial year:

End of financial year:

Business name:

Commercial Registry no:

Address:

Phone:

E-mail:

Website:

Main activity:

Auditor:

01.01.2015

31.12.2015

Skano Group AS

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Production of fibreboards

AS PricewaterhouseCoopers



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## INTRODUCTION

#### THE GROUP IN BRIEF

Skano Group AS (hereinafter "Group") is operating in the field of building materials manufacturing, retail trade of furniture and household furnishings as well as furniture manufacturing. Skano Group AS is a holding company of subsidiaries Skano Fibreboard OÜ and Skano Furniture Factory OÜ, herewith in turn Skano Fibreboard OÜ owns a subisidary Suomen Tuulieleijona OY and Skano Furniture Factory OÜ owns a subsidiary Skano Furniture OÜ. Skano Furniture OÜ has subsidiaries engaged in retail trade of furniture in Latvia, Lithuania and Ukraine.

Skano Fibreboard OÜ manufactures and distributes two softboard-based product categories: insulation and soundproofing boards as well as interior finishing boards for walls and ceilings. Suomen Tuulielijona OY is a softboard distributor in Finland

Skano Furniture Factory OÜ operates a factory manufacturing unique wooden household furniture in a higher than average price class in Pärnu, Estonia. Skano Furniture OÜ has a chain of furniture showrooms that operates in Ukraine and Baltic States.

The Group's main markets are Scandinavia, Russia, the United Kingdom and the Baltics. Skano Group AS customers and partners are recognized in their field representatives, who are bound by long-term relations.

From 5 June 1997, Skano Group AS is listed on the Tallinn Stock Exchange. On 19 September 2007, the division of Skano Group AS took place and the shares of the manufacturing entity that was spun off were relisted in the Main List of the Tallinn Stock Exchange pursuant to the resolution of the Listing Committee of the Tallinn Stock Exchange on 20 September 2007 and trading the shares of Skano Group AS was launched on 25 September 2007. The majority owner of Skano Group AS is OÜ Trigon Wood. As at 31.12.2015, the largest owners of OÜ Trigon Wood and the entities with significant influence over the Group are: AS Trigon Capital, Veikko Laine Oy, Hermitage Eesti OÜ and Thominvest Oy.

## MANAGEMENT REPORT

#### **OVERVIEW OF OPERATING RESULTS**

## Revenue and operating results

In 2015, the consolidated revenue of Skano Group AS totalled to 18.8 million euros (2014: 20.3 million euros). In 2015, the net loss from operating activities totalled -0.4 million euros as opposed to the net loss of -1.5 million euros in 2014. In 2015, the net loss per share of Skano Group AS was -0.09 euros and in 2014 -0.33 euros. Sales decreased by 7.6% in 2015 as compared to 2014, the consolidated operating loss was -101 thousand euros and the gross margin was 20.9%. In 2014, the operating loss was -1,199 thousand euros and the gross margin was 17.7%. The loss for the year 2014 included a one-time non-cash expense associated with the impairment losses recognised on the assets of the Püssi fibreboard factory in the amount of 925 thousand euros.

In 2015, EBITDA of the Group was 0,8 million euros, and in the same period of last year 0.3 million euros. The consolidated net loss was -0.4 million euros as compared to the net loss of -1.5 million euros in 2014 and the net margin was -2.2% (as compared to -7.3% in 2014).

## THE DISTRIBUTION OF REVENUE AND OPERATING RESULTS OF THE GROUP BY ACTIVITIES:

thousand €	REVENUE			<b>OPERATING PROFIT/(LOSS)</b>			SS)			
	2015	2014	2013	2012	2011	2015	2014	2013	2012	2011
Skano Fibreboard	12,397	12,917	11,433	10,676	8,909	262	(1,332)**	(892)	(626)	2,226*
Skano Furniture Factory	4,801	5,997	6,634	7,156	7,336	(634)	137	371	575	635
Retail of Skano Furniture	2,537	2,369	2,355	2,384	2,002	(352)	(612)	37	95	(93)
Suomen Tuulileijona	4,949	2,214	0	0	0	6	(30)	0	0	0
Not allocated	43	63	192	0	0	(14)	(17)	(5)	0	0
Eliminations	(5,938)	(3,229)	(1,428)	(1,136)	(917)	631	655	22	30	(9)
TOTAL	18,789	20,330	19,186	19,080	17,330	(101)	(1,199)	(467)	74	2 759
Finance income and expense						(301)	(281)	(233)	(258)	(187)
PROFIT (LOSS) BEFORE TAX						(402)	(1,480)	(700)	(184)	2 572
Corporate income tax						(9)	(1)	(6)	(17)	(7)
NET PROFIT (LOSS)						(411)	(1,481)	(706)	(201)	2 565

<sup>\*</sup> The operating results of Skano Fibreboard for 2011 include profit from the bargain purchase of Püssi fibreboard factory in the amount of 2,455 thousand euros.

<sup>\*\*</sup> The operating results of Skano Fibreboard for 2014 include loss from the asset impairment of Püssi fibreboard factory in the amount of 925 thousand euros.

#### **GROUP'S REVENUE BY GEOGRAPHICAL MARKETS:**

	thousan	d€	% of sales	5
	2015	2014	2015	2014
Finland	6,912	7,512	36.8%	37.0%
Russia	3,351	4,845	17.8%	23.8%
Estonia	3,256	3,017	17.3%	14.8%
United Kingdom	1,206	1,182	6.4%	5.8%
Latvia	774	660	4.1%	3.2%
Sweden	574	536	3.1%	2.6%
South-Africa	493	246	2.6%	1.3%
Lithuania	434	440	2.3%	2.2%
Ukraine	. 400	554	2.1%	2.7%
Portugal	235	7	1.3%	0.0%
Kazakhstan	166	99	0.9%	0.5%
Germany	160	113	0.9%	0.6%
Denmark	158	44	0.8%	0.2%
France	122	96	0.6%	0.5%
Arabia (UAE)	108	112	0.6%	0.6%
Saudi Arabia	63	52	0.3%	0.3%
Australia	60	61	0.3%	0.3%
Hungary	46	33	0.2%	0.2%
Oman	37	27	0.2%	0.1%
Belarus	30	51	0.2%	0.3%
Kuwait	29	19	0.2%	0.1%
Other countries	172	624	0.9%	3.1%
TOTAL	18,789	20,330	100.0%	100.0%

The Group's total sales have increased the most in Estonia, United Kingdom, Latvia and decreased in Russia, Ukraine.

## STATEMENT OF FINANCIAL POSITION AND CASH FLOW STATEMENT

As at 31.12.2015, the total assets of Skano Group AS amounted to 13.3 million euros. As at 31.12.2014, the total assets amounted to 13.3 million euros. As at 31.12.2015, the Group's liabilities were 8.3 million euros (31.12.2014: 8.0 million euros) and the Group's debt-to-equity ratio increased from 60.2% to 62.9%.

In 2015, the Group's cash flows from operating activities totalled 0.8 million euros (2014: 0.2 million euros). Due to investment and financing activities the total cash flow was negative in 2015 in the amount of -0.1 million euros (2014: positive, 0.1 million euros).

## PERFORMANCE OF BUSINESS UNITS

#### **SKANO FIBREBOARD**

Skano Fibreboard OÜ business line produces two separate softboard-based product categories: insulation and soundproofing boards as well as interior finishing boards for ceilings and walls. Skano Fibreboard is comprised of two fibreboard factories, one in Pärnu and the other in Püssi.

#### SKANO FIBREBOARD OPERATING RESULTS

In 2015, the sales of Skano Fibreboard were 12.4 million euros and the operating profit of the division amounted to 0.3 million euros. In 2014, the sales were 12.9 million euros and the division's operating loss was -1.3 million euros. The outcome of 2014 included the non-repetitive non-financial loss of the asset impairment of Püssi fibreboard factory in the amount of 0.9 million euros.

Exports made up 87% of the division's total sales (2013: 85%), the largest export markets were Finland, Russia and United Kingdom.

## THE SALES OF SKANO FIBREBOARD BY COUNTRY:

	thousar	nd €	% of sales		
	2015	2014	2015	2014	
Finland (including sales to Suomen					
Tuulileijona)	4,928	5,444	39.8%	42.1%	
Russia	1,850	2,110	14.9%	16.3%	
Estonia	1,752	1,676	14.1%	13.0%	
United Kingdom	1,163	1,136	9.4%	8.8%	
Sweden	568	522	4.6%	4.0%	
South Africa	493	255	4.0%	2.0%	
Latvia	305	315	2.5%	2.4%	
Portugal	235	7	1.9%	0.1%	
Germany	160	121	1.3%	0.9%	
Denmark	158	50	1.3%	0.4%	
Ukraine	136	149	1.1%	1.2%	
Arabia (UAE)	108	97	0.9%	0.8%	
Lithuania	102	102	0.8%	0.8%	
Other countries	439	883	3.5%	6.8%	
TOTAL	12,397	12,917	100.0%	100.0%	

## Interior finishing boards

Interior finishing boards are produced under Isotex brand. Interior finishing boards are made of natural softboard, which is produced in Pärnu fibreboard factory's main production line and the boards have milled tenons and the surface is covered with paper or textile. This technology enables to produce boards of different colours and patterns.

In 2015, the revenue of interior finishing boards totalled 2.0 million euros (2014: 1.9 million euros). Interior finishing boards made up 16% (2014: 16%) of the division's total sales. The largest markets for interior finishing boards are Finland and Russia.

#### **General construction boards**

As compared to the previous year, the sales of general construction boards decreased by 4%, totalling 10.4 million euros (2014: 10.8 million euros), growth came mostly from the Finnish market. Wind-protection boards continued to be the largest product group at Pärnu softboard factory. The main product group of Püssi fibreboard factory comprises floor tiles that are mainly used as a base for parquet and laminate floors.

## Suomen Tuulileijona OY

In July 2014, Skano Fibreboard OÜ acquired control over Suomen Tuulileijona OY. Suomen Tuulileijona OY is a distributor of Skano fibreboards in Finland. This transaction did not significantly impact the fibreboard wholesale volumes in Finland but mainly ensures continuing sales of Skano Fibreboard OÜ products.

#### **SKANO FURNITURE**

Skano Furniture includes both manufacturing and retail sale of furniture. Skano Furniture Factory OÜ is focused on manufacturing and distribution of wooden household furniture in a higher than average price class. The furniture factory in Pärnu manufactures furniture for living rooms, home offices, dining rooms as well as bedrooms. Skano Furniture OÜ is a retailer of furniture.

## SKANO FURNITURE: FURNITURE PRODUCTION

In 2015 Skano Furniture Factory OÜ produced mainly birch solid wood furniture. The Furniture Factory's target customers are medium-sized and smaller wholesalers and retailers, who are intrested in unique design of furniture, high-quality and flexible customer service. In 2015 furniture factory turnover decreased by 20%, because of a drop in sales in Russia and Finland.

### THE SALES OF THE FURNITURE FACTORY BY COUNTRY:

	thousand €		% of s	ales
	2015	2014	2015	2014
Finland	1,770	1,828	36.9%	30.5%
Russia	1,501	2,735	31.3%	45.6%
Kazakhstan	166	88	3.5%	1.5%
Estonia	41	69	0.9%	1.2%
Other countries	166	139	3.5%	2.3%
Subsidiaries engaged in retail sale	1,157	1,138	24.1%	19.0%
TOTAL	4,801	5,996	100.0%	100.0%

## SKANO FURNITURE: RETAIL SALES

Skano Furniture OÜ includes ten furniture retail stores: five in Estonia, one in Latvia, one in Lithuania and three in Ukraine. The wholly-owned subsidiary of Skano Group AS, Skano Furniture Factory OÜ has been set up to focus on the retail business. The wholly-owned subsidiaries of Skano

Furniture OÜ are SIA Skano, UAB Skano LT and TOV Skano Ukraine operating in Latvia, Lithuania and Ukraine, respectively.

## **RETAIL SALES BY COUNTRY:**

	thousa	thousand €		% of sales		f stores
	2015	2014	2015	2014	31.12.2015	31.12.2014
Estonia	1,463	1,272	57.7%	53.7%	5	4
Latvia	469	345	18.5%	14.6%	1	1
Lithuania	332	338	13.1%	14.3%	1	1
Ukraine	264	405	10.4%	17,1%	3	4
Other	9	9	0.3%	0.3%		
TOTAL	2,537	2,369	100.0%	100.0%	10	10

During the financial year, the revenue of subsidiaries that are engaged in retail trade under the name of Skano Furniture, increased by 7%. In 2014, the revenue increased by 1%, respectively.

## **INVESTMENTS**

In 2015, investments in non-current assets totalled 0.7 million euros. In 2014 the investments totalled 0.6 million euros.

## FORECAST AND DEVELOPMENT

**SKANO FIBREBOARD.** We expect the turnover to remain at the same level in the first quarter of 2016 compared to the same period in the previous year. However, we will try to compensate a lower volume of sales in the key markets with sales in the new markets. At the same time we see the results of increased production and equipment efficiency which allows profitable production of the much smaller sales volumes than previously.

Management's priority is directed securing sufficient volume of sales as well as improving the energy efficiency in manufactoring process towards which the investments and improvements programme of the year 2016 is directed. Increased efficiency will be achieved through lower energy consumption and a lower rate of defective products and reduced production stoppages as a result of technological improvements

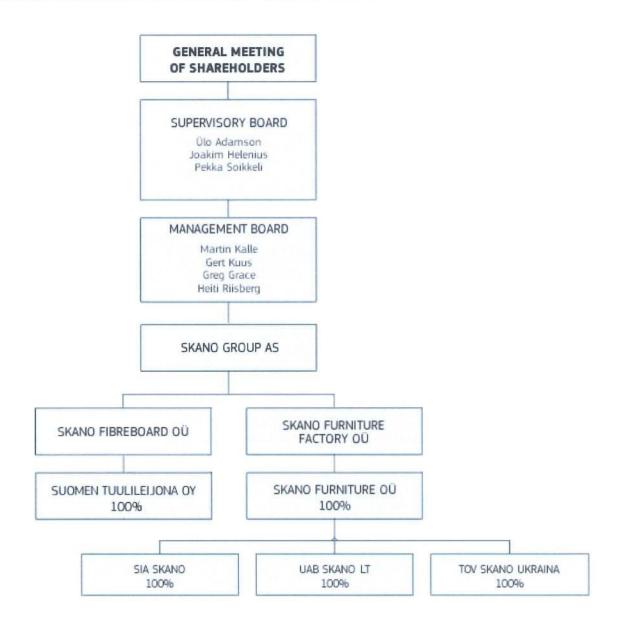
**SKANO FURNITURE FACTORY.** In the first quarter of 2016, we expect lower turnover compared to previous year. Lower sales is expected due to an overall deterioration in the economic conditions in the adjacent markets, especially in Russia. The decrease in sales in Russia is mainly caused by the weak currency and a projected broad-based recession and lower consumer confidence.

Sales in new markets will not exeed the reduced sales in key markets. The objective for 2016 is for the sales in new markets to partially offset the sales declines in our current key markets in Finland and Russia. In addition to growing the sales volumes of new markets, which has been a priority for the management, we are also engaged in updating existing product lines, development of new product lines and development of alternative sales channels. In January 2016, we participated in Cologne Furniture Fair with three new product series, from which we expect a strong second half of 2016 sales.

**SKANO FURNITURE RETAIL SALES.** For the first half of the year 2016, we are forecasting retail sales revenue to be probably somewhat lower compared to the first half of the year 2015. Although we expect sales to be stable in the Baltic region, we expect a setback in sales in Ukraine due to political and economic instability.

We are not planning any major expansion in the retail sales network in the Baltic States any time soon but in case favourable conditions present themselves we are prepared to open some new stores.

## ELECTION AND POWERS OF MANAGEMENT BODIES AND PERSONNEL



Organisational chart of Skano Group AS as at 31.12.2015

## THE GENERAL MEETING OF SHAREHOLDERS

The General Meeting is the highest directing body of the Company. Annual General Meeting shall be called within six months after the end of the financial year at the latest at the company's registered place of business. A Special General Meeting shall be called if it is required by law.

The General Meeting of Skano Group AS for 2015 was held on 19 June 2015 in the Company's head office in Pärnu. The Annual General Meeting approved the annual report for the financial year

2014, covering of the loss for the financial year and the election of the auditor for the financial year 2015.

#### SUPERVISORY BOARD

The Supervisory Board plans the Company's (i.e. Skano Group concern) activities, organises its management, supervises the activities of the Management Board and adopts resolutions in matters provided by law or the Articles of Association. According to the Articles of Association, the Supervisory Board consists of between three and seven members. Members of the Supevisory Board are elected by the General Meeting for a term of five years. The Supervisory Board of Skano Group AS has three members. As at the balance sheet date, the Supervisory Board was comprised of the chairman of the Supervisory Board Ülo Adamson and members of the Supervisory Board Joakim Johan Helenius and Pekka Armas Soikkeli.

## Information about members of the Supervisory Board

Ülo Adamson (elected into office until 19.06.2017), member of the Supervisory Board since 2003 and chairman of the Supervisory Board since February 2015. As at balance cheet date he is also a member of the Supervisory Board of AS Trigon Property Development, member of the Management Board of the Company's majority shareholder OÜ Trigon Wood member of the Management Board and Group manager of AS Trigon Agri A/S and CEO and President of Trigon Agri A/S.

Joakim Johan Helenius (elected into office until 19.06.2017), member of the Supervisory Board since 1999. He is also member of the Supervisory Board of AS Trigon Property Development, member of the Management Board of the Company's majority shareholder OÜ Trigon Wood, Chairman of the Supervisory Board of AS Trigon Capital, Chairman of the Management Board of Trigon Agri A/S.

Pekka Armas Soikkeli (elected into office until 19.06.2017), member of the Supervisory Board since 2012. CEO and member of the Management Board of Thominvest Oy and in several entities of the same group (Thomfinance Oy, Thomcapital Oy).

#### MANAGEMENT BOARD

The powers of the Management Board of the Company are provided in the Commercial Code and are limited as established in the Company' Articles of Association. The members of the Management Board have no powers to issue shares. Members of the Management Board are appointed by the Company's Supervisory Board for three years. Members of the Management Board are appointed and recalled by simple majority voting of the Superviory Board.

There are no agreements between Skano Group AS and members of the Management Board concerning benefits in connection with the takeover of the Company as provided in Chapter 19 of the Securities Market Act. In accordance with the Articles of Association, the Management Board consists of up to seven members. As at the end of the financial year and at the balance sheet date, the Management Board of Skano Group AS has four members. At the balance sheet date, the Management Board was comprised of chairman of the Management Board Martin Kalle, members of the Management Board Gert Kuus, Gregory Devine Grace and Heiti Riisberg.

## Information about members of the Management Board

Martin Kalle (service contract valid until 21.01.2019), Chairman of the Management Board and Chief Financial Officer since 2013. From 2009 to 2012 he was a member of the Management Board and CFO of AS Magnum. From 2006 to 2009 he was a member of the Management Board and CFO of Ehitus Service OÜ (Bauhof). In 1996 he graduated EBS in finance and banking.

Gert Kuus (service contract valid until 21.06.2019), member of the Management Board and Development Manager since 2013. From 2008 to 2012 worked as technology director of Saint-Gobain Glass Estonia AS. In 2009 he graduated MA in industrial management in Tallinn University of Technology.

Gregory Devine Grace (service contract valid until 6.06.2017), member of the Management Board and head of sales since 2014. He was previously employed as a sales and marketing consultant, Baltic business development manager for Coca-Cola HBC Baltics AS, managing director of NSB Kaubanduse AS. He received his Bachelor of Arts degree in Foreign Affairs from the University of Virginia in 1994.

Heiti Riisberg (service contract valid until 19.02.2018), member of the Management Board since February 2015. As at balance sheet date he is also a member of the Supervisory Board of AS Trigon Property Development.

In Skano Group Supervisory Board meeting held on 17.03.2016, board decided to recall Heiti Riisberg from Management Board in connection with his resignation submission.

#### PERSONNEL

In 2015, the average number of employees of the Group was 324 (2014: 348). By the end of 2015, Group employed 314 employees (2014: 339). At the end of the financial year, the Group employed 225 workers and 89 specialists and executives (2014: 248 and 91, respectively). The average age of the Group's employees was 46.0 years (2014: 44.2). In 2015, employee wages and salaries with all applicable taxes totalled 4.79 million euros (2014: 4.88 million euros). Compared to the previous financial year the Group 's payroll expenses decreased by 1.9%. In 2015, gross remuneration paid to the members of the Management Board totalled 394 thousand euros (2014: 266 thousand euros). The members of the Supervisory Board did not receive any remuneration in 2015 and 2014.

## The distribution of the number of employees of the Group by unit (as at 31.12):

	2015	2014	Change %
Skano Fibreboard OÜ	158	153	3.2%
Suomen Tuulileijona OY	0	0	0.0%
Skano Furniture Factory OÜ	125	152	(21.6%)
Skano Furniture OÜ	15	17	(13.3%)
SIA Skano	3	3	0.0%
UAB Skano LT	2	2	0.0%
TOV Skano Ukraina	11	12	(9.1%)
TOTAL Group	314	339	(8.0%)

The Group is one of the largest employers in both Pärnu and in Püssi, and therefore has positive social impact on local employment.

## **AUDIT COMMITTEE**

The Audit Committee is a body advising the Supervisory Board in the area of accounting, auditing control, risk management, internal control and internal auditing, performance of supervision and budgeting and the legality of the activities of the Supervisory Board. Audit Committee has two members and as at balance sheet date includes Joakim Johan Helenius and Kertu Virkebau.

## **ELECTION OF THE AUDITOR**

The auditor is elected and approved by the General Meeting of Shareholders. The 2015 consolidated annual report is audited by AS PricewaterhouseCoopers.

#### OTHER INFORMATION

The Group's Management Board publishes the annual report once a year and interim reports in the course of the financial year. The information provided in reports is based on the reporting of financial indicators of intra-Group units that are monitored regularly. Reports are supplemented on a continuous basis in a process in the course of which indicators influencing the achivement of agreed objectives are analysed. Shareholders are presented an annual report signed by the members of the Management Board and the Supervisory Board for consideration.

## **FINANCIAL RATIOS**

thousand €	2015	2014	2013	2012	2011
Income statement					
Revenue	18,789	20,330	19,186	19,080	17,330
EBITDA	763	(312)	438	1,040	3,436
EBITDA margin	4.1%	(1.5%)	2.3%	5.5%	19.8%
Operating profit (loss)	(101)	(1,199)	(467)	74	2,759
Operating margin	(0.5%)	(5.9%)	(2.4%)	0.4%	15.9%
Net profit (loss)	(411)	(1,481)	(706)	(201)	2,565
Net margin	(2.2%)	(7.3%)	(3.7%)	(1.1%)	14.8%
Statement of financial position					
Total assets	13,262	13,329	14,636	15,471	15,950
Return on total assets	(3.1%)	(11.1%)	(4.8%)	(1.3%)	16.1%
Equity	4,919	5,300	6,805	7,482	7,693
Return on equity	(8.4%)	(27.9%)	(10.4%)	(2.7%)	33.3%
Debt-to-equity ratio	62.9%	60.2%	53.5%	51.6%	51.8%
Share (31.12)					
Closing price	0.73	0.85	1.22	1.24	1.62
Earnings (loss) per share	(0.09)	(0.33)	(0.16)	(0.04)	0.57
Diluted earnings (loss) per share	(0.09)	(0.33)	(0.16)	(0.04)	0.57
Price/earnings (P/E) ratio	(8.11)	(2.58)	(7.63)	(31.00)	2.84
Book value of share	1.09	1.18	1.51	1.66	1.71
Market to book ratio	0.67	0.72	0.81	0.75	0.95
Market capitalisation	3,284	3,824	5,489	5,579	7,288

EBITDA = operating profit + depreciation

EBITDA margin = EBITDA / revenue

Operating margin = operating profit (loss) / revenue

Net margin = net profit (loss) / revenue

Return on total assets = net profit (loss) / total assets

Return on equity = net profit (loss) / equity

Debt ratio = liabilities / total assets

Earnings (loss) per share = net profit (loss) / number of shares

Diluted earnings (loss) per share = net profit (loss) / number of shares +contingent shares

Price/earnings (PE) ratio = closing price of share / earnings per share

Book value of share = equity / number of shares

Market to book value = closing price of share / book value of share

Market capitalisation = closing price of share \* number of shares

## SHARE

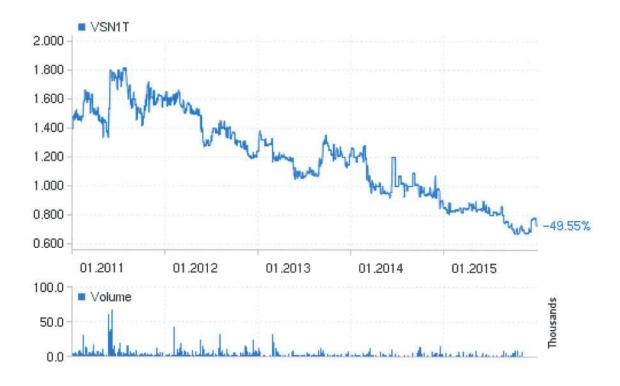
## SHARE

Skano Group AS has one type of shares and the Company's Statute have no provisions on restriction of sales of the Company's shares. The Company does not have shares that grant specific control rights and the Company has no information about agreements on restricting the voting rights of shareholders. The Company and shareholders have not entered into agreements between themselves that would restrict sale of shares.

## **SHARE PRICE**

	Opening price €	Highest price €	Lowest price €	Closing price €	Sales thousands of pieces	Sales million €
2015	0.85	0.90	0.65	0.73	165	0.13
2014	1.21	1.28	0.85	0.85	252	0.25
2013	1.21	1.42	1.05	1.22	334	0.40
2012	1.62	1.70	1.15	1.24	557	0.78
2011	1.39	1.86	1.34	1.62	911	1.47

The following figure provides an overview of the movements in the share price of Skano Group AS and the trading volumes on the Tallinn Stock Exchange from 2011 to 2015.



## **SHAREHOLDERS**

## The distribution of share capital by the number of shares acquired as at 31.12.2015:

	Number of shareholders	% of shareholders	Number of shares	% of share capital
1 – 99	80	16.56%	2,334	0.05%
100 – 999	181	37.47%	67,887	1.51%
1 000 - 9 999	185	38.30%	497,886	11.07%
10 000 - 99 999	33	6.83%	924,066	20.54%
100 000 - 999 999	3	0.62%	324,696	7.22%
1 000 000 - 9 999 999	1	0.21%	2,682,192	59.62%
TOTAL	483	100%	4,499,061	100.00%

## The distribution of share capital by the type of owners as at 31.12.2015:

	Number of shareholders	% of shareholders	Number of shares	% of share capital
Estonia	451	93.37%	4,238,667	94.21%
Sweden	2	0.41%	96,834	2.15%
Finland	14	2.90%	81,006	1.80%
Lithuania	2	0.41%	47,663	1.06%
Latvia	3	0.62%	18,563	0.41%
Other	11	2.28%	16,328	0.36%
TOTAL	483	100%	4,499,061	100.00%

## The distribution of share capital by the domicile of shareholders as at 31.12.2015:

	Number of shareholders	% of shareholders	Number of shares	% of share capital
Private investors	410	84.89%	719,240	15.99%
Institutional investors	73	15.11%	3,779,821	84.01%
TOTAL	483	100%	4,499,061	100.00%

## List of shareholders with ownership over 1% as at 31.12.2015:

Shareholder	Number of shares	Ownership %
OÜ Trigon Wood	2,682,192	59.62%
II Grande Silenzio OÜ	121,025	2.69%
Gamma Holding Investment OÜ	103,671	2.30%
Live Nature OÜ	100,000	2.22%
Skandinaviska Enskilda Banken Finnish Clients	93,834	2.09%
OÜ Vilgan Konsultatsioonid	87,000	1.93%
Gamma Holding OÜ	86,000	1.91%
Rigtotrip OÜ	73,000	1.62%
OÜ Ekotek Eesti	59,750	1.33%
Toivo Kuldmäe	49,231	1.09%

Direct ownership of the members of the Management and Supervisory Boards as at 31.12.2015: Ülo Adamson – does not hold any shares
Joakim Johan Helenius – 20,000 shares, i.e. 0.44%
Pekka Armas Soikkeli – does not hold any shares
Martin Kalle – 4,331 shares, i.e. 0.10%
Gert Kuus – does not hold any shares
Gregory Devine Grace – does not hold any shares
Heiti Riisberg (OÜ Vilgan Konsultatsioonid) – 87 000 shares, i.e. 1.93%

## **DIVIDEND POLICY**

In accordance with the terms of the Group's loan contracts, the payment of dividends is currently restricted. When financial results improve and certain financial ratios are met, it will be possible to pay dividends to the shareholders in the future. As a rule, payment of dividends is decided annually and depends on the Group's performance, possible investment needs and fulfilment of requirements provided in loan contracts.

## RISKS

#### INTEREST RATE RISK

The interest rate risk of Skano Group AS arises from possible changes in Euribor (Euro Interbank Offered Rate) as most of the Group's loans are tied to Euribor. As at 31.12.2015, 1-month Euribor was -0.206 and as at 31.12.2014, 0.018. Interest rates are revised on the 30th of every month due to the changes in Euribor rates.

Interest rate risk also depends on overall economic situation of Estonia and Europe and the changes in the banks' average interest rates. The Group has cash flow risk arising from changes in interest rates because most of the Group's loans have floating interest rates. Management estimates that the cash flow risk is not material; therefore, no financial instruments are used to hedge risks.

## **FOREIGN CURRENCY EXCHANGE RISK**

Foreign currency exchange risk is the Group's risk to incur major losses due to fluctuations in foreign currency exchange rates. Foreign currency exchange risk is related to the change in the sales of Skano Group AS stores located abroad, due to the use of local currencies in target markets. The assets and liabilities of the subsidiaries located outside Estonia are primarily exposed to this risk, especially the Ukrainian subsidiary. The foreign currency exchange risk is low for Skano Group AS because most of the export-import agreements have been concluded in euros.

## RISK OF THE ECONOMIC ENVIRONMENT

The risk of the economic environment in the building materials division depends on the overall trends in the construction market and in the furniture division, on the future expectations of the consumers with regard to economic welfare. In relation to the recent developments in the world economy, the risk of the economic environment has increased significantly.

## **FAIR VALUE**

The fair values of cash, accounts receivable, short-term loans and accounts payable do not significantly differ from their book values. The fair values of long-term loans and accounts payable do not significantly differ from their book values because the floating interest rates of loans correspond to fluctuation of the interest rates prevailing in the market. The risk margin of loans is dependent on the ratio of total debt and EBITDA, therefore the performance of the Group's operations is reflected also in the risk margin.

## LIQUIDITY RISK

The liquidity risk is a potential loss arising from the existence of limited or insufficient financial resources that are necessary for performing the obligations related to the activities of the Group. The Management Board continuously monitors cash flow movements, using the existence and sufficiency of the Group's financial resources for performing the assumed obligations and financing the strategic objectives of the Group.

## **GROUP STRUCTURE**

#### Shares of subsidiaries:

	Skano Fibreboard OÜ	Skano Furniture Factory OÜ	Skano Furniture OÜ	OÜ Isotex	Suomen Tuulileijona OY	SIA Skano	UAB Skano LT	TOV Skano Ukraine
Domicile	(Estonia)	(Estonia)	(Estonia)	(Estonia)	(Finland)	(Latvia)	(Lithuania)	(Ukraine)
Number of hsares at 31.12.2014 (pcs)	1	1	1	1	1	1	100	1
Ownership % 31.12.2014	100	100	100	100	100	100	100	100
Number of shares 31.12.2015 (pcs)	1	1	1	1	1	1	100	1
Ownership % 31.12.2015	100	100	100	100	100	100	100	100

Skano Fibreboard OÜ manufactures softboard-based insulation and soundproofing boards. Skano Furniture Factory OÜ is a manufacturer and wholesaler of furniture. Skano Furniture OÜ is engaged in retail sales in Estonia, owning five furniture showrooms – in Tallinn at Pärnu mnt Estconde building, Järve Centre and Rocca Al Mare shopping centre, in Tartu at E-kaubamaja and on the ground floor of the head office of Skano Group AS, Pärnu. Skano Furniture OÜ owns 100% of the entities Skano SIA, UAB Skano LT and TOV Skano Ukraina.

SIA Skano launched its operations in November 2005 and it is involved in furniture retail sales in Latvia, owning one showroom in Riga. UAB Skano LT launched its operations in April 2007 and is involved in retail sales in Lithuania, owning furniture showroom in Vilnius. TOV Skano Ukraina launched its operations in Ukraine in June 2007 and is involved in furniture retail sales, owning furniture showrooms in Kharkov, Kiev, Donetsk and Dnepropetrovsk.

In July 2014, Skano Fibreboard OÜ acquired a 100% ownership interest in Suomen Tuulileijona OY, a distributor of Skano fibreboards in Finland. The acquisition agreement was concluded on 30.06.2014 and Suomen Tuulileijona OY became a group company after control was established.

Isotex OÜ is non-active body, where the Group has no significant business or assets and liabilities

## CORPORATE GOVERNANCE RECOMMENDATIONS REPORT

The Corporate Governance Recommendations is a set of guidelines and recommended rules to be carried out primarily by entities whose shares have been admitted to trading on a regulated market in Estonia. From 1 January 2006, the listed entities are required to follow the principle "Comply or Explain".

The Corporate Governance Recommendations lay down the principles of calling and conducting general meetings of shareholders, composition, activities and responsibilities of supervisory and Management Boards, disclosures and financial reporting.

As the principles outlined in the Corporae Governance Recommendations are recommended, the Company does not have to comply with all of them, but needs to explain in the Corporate Governance Recommendations Report why these requirements are not complied with.

In its business, Skano Group AS adheres to prevailing laws and legislative provisions. As a public entity, Skano Group AS also follows the requirements of the Tallinn Stock Exchange and the principles of equal treatment of shareholders and investors. Pursuant to this, the Company follows most of the guidelines set out in the Recommendations. Below are arguments for noncompliance of the Recommendations that the Company does not comply with.

Clause 1.1.1 The Issuer shall enable shareholders to raise questions on items mentioned in the agenda, including prior to the day of the General Meeting. In the notice calling the General Meeting, the Issuer shall include the address or e-mail address to which the shareholder can send questions. The Issuer shall guarantee a response to valid questions at the General Meeting during hearing of a corresponding subject or before the holding of the General Meeting, giving shareholders enough time for examining the response. If possible, the Issuer shall give its responses to questions presented before holding the General Meeting and shall publish the question and response on its website. Before the meeting, no questions were presented to the Issuer.

Clause 1.3.1 Neither a member of the Supervisory Board nor a member of the Management Board shall be elected as the Chairman of the General Meeting.

At the Ordinary General Meeting held on 19 June 2015, the Chairman of the Management Board was elected as the Chairman of the General Meeting, because it was the most efficient solution for smooth conduct of the meeting.

Clause 1.3.2 Members of the Management Board, the Chairman of the Supervisory Board and if possible, all members of the Supervisory Board and at least one of the auditors shall participate in the General Meeting.

All members of the Management Board and the Chairman of the Supervisory Board were present at the General Meeting of Shareholders on 19 June 2015. Members of the Supervisory Board nor the auditor were not present at the meeting. The auditor was not present at the meeting, because the Management Board did not consider the auditor's participation necessary, as there were not any issues on the agenda that might have needed the auditor's comments. The auditor has expressed his opinion in the auditor's report, stating that the consolidated financial statements of the Group give a true and fair view, in all material respects, of the financial position of the Group as at 31.12.2014 and the financial results and cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union. The Supervisory Board has expressed its satisfaction with the auditor's work.

Clause 1.3.3 The Issuer shall make participation in the General Meeting possible by means of communication equipment (Internet) if the technical equipment is available and where doing so is not too cost prohibitive to the Issuer.

At General Meeting the Issuer did not make monitoring and participation by communication equipments possible, because no technical equipment was available.

Clause 2.2.1 The Management Board shall have more than one (1) member and the Chairman shall be elected from among the members of the Management Board. The Management Board or Supervisory Board shall establish an area of responsibility for each member of the Management Board. The Chairman of the Supervisory Board shall conclude a contract of service with each member of the Management Board for discharge of their functions.

The Management Board of the Issuer have four members, one of whom is the Chairman of the Management Board. Contracts of service have been concluded with the members of the Management Board which also regulate the areas of responsibility.

Clause 2.2.7 Basic wages, performance pay, termination benefits, other payable benefits and bonus schemes of a member of the Management Board as well as their essential features (incl. features based on comparison, incentives and risk) shall be published in a clear and unambiguous form on the website of the Issuer and in the Corporate Governance Recommendations Report. Information published shall be deemed clear and unambiguous if it directly expresses the amount of expense to the Issuer or the amount of foreseeable expense as at the day of disclosure.

The Issuer shall not disclose the remuneration paid to the members of the Management Board by person because the Issuer considers this information sensitive to a member of the Management Board and invasion of his privacy. Its disclosure is not necessary for making a statement of the management quality of the Issuer and it will harm the competitive position of the Issuer and the members of the Management Board. Thus, the Issuer has decided not to disclose the remuneration paid to the members of the Management Board. In 2015, the gross remuneration paid to the members of the Skano Group AS Management Board totalled 296 thousand euros. As at 31.12.2015, pursuant to the contracts entered into, termination benefits totalling 1 to 6-month remuneration are payable to the members of the Management Board.

Clause 2.3.2 The Supervisory Board shall decide significant transactions of the Issuer and a member of its Management Board or close relative or a related person and shall decide the terms of such transactions. The transactions approved by the Supervisory Board and conducted between a member of the Management Board, its close relative or a related person and the Issuer shall be published in the Corporate Governance Recommendations Report.

There have not been any transactions between the Issuer and a member of its Management Board or a close relative or a related person.

Clause 3.1.3 Upon the establishment of committees by the Supervisory Board, the Issuer shall publish their existence, duties, membership and position in the organisation on its website. Upon a change in the committee's structure, the Issuer shall publish the content of such changes and the period during which the procedures are in effect.

During 2015, the Supervisory Board of the Issuer has not established any committees.

Clause 3.2.2 At least half of the members of the Supervisory Board of the Issuer shall be independent. At the balance sheet date, the Supervisory Board consisted of four members, none of whom can be considered independent under the Corporae Governance Recommendations. Ülo Adamson and

Joakim Johan Helenius are members of the Management Board of the shareholder OÜ Trigon Wood controlling the Issuer. Heiti Riisberg is not independent under the Corporae Governance Recommendations because he works at AS Trigon Capital and he reports to the other members of the Supervisory Board. Pekka Armas Soikeli is a member of the Management Board of Thominvest OY, the shareholder of OÜ Trigon Wood which is a controlling shareholder of the Issuer. However, the Issuer is convinced that the experience and knowledge of the aforementioned persons shall ensure effective and profitable management of the Issuer and thus take account of the interests of shareholders in every aspect.

Clause 3.2.5 The amount of remuneration of a member of the Supervisory Board appointed at the meeting and the procedure for his payment shall be published in the Corporate Governance Recommendations Report, outlining separately basic and additional remuneration (incl. termination and other payable benefits).

The Issuer does not pay any remuneration to the members of the Supervisory Board.

Clause 3.2.6 If a member of the Supervisory Board has attended fewer than a half of the meetings of the Supervisory Board, this shall be indicated separately in the Corporate Governance Recommendations Report

All members of the Supervisory Board have participated in more than half of the meetings of the Supervisory Board.

Clause 3.3.2 Before his election, a member candidate of the Supervisory Board shall notify other members of the Supervisory Board of an existence of a conflict of interest, if it arises after the election, he shall immediately notify of it. A member of the Supervisory Board shall immediately notify the Chairman of the Supervisory Board and the Management Board of a business proposal made to a member of the Supervisory Board, his close relative or a related person.

The members of the Supervisory Board have not notified the Issuer of any conflicts of interest by the time of preparing the 2015 annual report.

Clause 5.2 The Issuer shall publish the disclosure dates of information subject to disclosure throughout the year at the beginning of the financial year in a separate notice, called a financial calendar.

The Issuer did not disclose a separate notice but information subject to disclosure was made public no later than at the dates set out in the law.

Clause 5.6 The Issuer shall disclose the dates and places of meetings with analysts and presentations and press conferences organized for analysts, investors or institutional investors on its website.

According to the rules and regulations of the Tallinn Stock Exchange, the Group shall disclose all relevant information through the stock exchange. The Issuer does not regularly organise press conferences and meetings, therefore, the schedule of meetings cannot be disclosed. At the meetings with investors, only previously disclosed information shall be supplied.

Clause 6.2.1 Together with a notice calling the General Meeting, the Supervisory Board shall make information on an auditor's candidate available to shareholders. If it is desired to appoint an auditor who has audited the Issuer's reports for the previous financial year, the Supervisory Board shall pass judgement on his work.

The auditor shall be paid a fee according to the concluded contract. According to the contract, the amount of the fee shall be confidential. However, the Issuer believes that the disclosure of the fee

does not affect the reliability of the audit. As the Supervisory Board wants to continue cooperation with the auditor, it is a proof that the Supervisory Board is satisfied with the current auditor.

The activities of the Issuer comply with the requirements of the Corporate Governance Recommendations in all other aspects.

## **ENVIRONMENTAL POLICY**

Since 2004, both the furniture factory and softfibre factories hold integrated termless environmental permits which are required by the Integrated Pollution Prevention and Control Act. Adherence to the requirements of the permits ensures that production activity has a minimal impact on the environment. The requirements set out in the integrated permit ensure the protection of water, air and soil, and the management of generated waste in an environmentally sustainable manner.

To meet the requirements of the Packaging Act, in 2005 the Company entered into a contract with the Estonian Recovery Organisation (ERO). Under the contract, all responsibilities of Skano Group AS related to packaging collection, recovery and related reporting were transferred to ERO. The contract ensures that all end consumers may return the packaging free of charge to containers bearing the Green Point sign.

In 2008, the share of water-based finishing materials was significantly increased in the furniture factory and thereby, the use of solvent-based materials and emissions of volatile organic compounds was reduced to the total permitted emissions figure. Furthermore, the furniture factory has invested in equipment to reduce the consumption of materials and also generate less waste.

The Forest Stewardship Council (FSC) is an international non-profit independent organisation the goal of which is foster environmentally friendly forest management. By possessing the FSC certificate we support such forest management was that will preserve biodiversity, productivity and natural processes of forests. Upon implementation of the FSC policy, Skano Group AS precludes the use of such timber that has been felled illegally; that comes from genetically modified trees, that comes from regions where traditional or civil rights are violated and timber which is not certified in old growth forests with high conservation value. The softfibre factories hold the FSC certificate since 14 January 2011.

## **WATER USAGE**

thousands of m <sup>3</sup>	2015	2014	Change %
Water usage:	183.7	207.4	(11.4%)
groundwater (municipal water)	2.6	3.7	(29.7%)
groundwater (own bore wells)	126.8	128.9	(1.6%)
surface water	54.3	74.9	(27.4%)
Water discharge:	136.1	149.7	(9.1%)
conditionally clean wastewater	10.4	14.5	(28.1%)
wastewater	125.7	135.2	(7.1%)
Water loss	47.6	57.7	(17.5%)

## WATER USAGE AND WASTEWATER DISCHARGE

thousand €	2015	2014	<b>Change %</b>
Water usage:	15.6	18.8	(17.3%)
groundwater (municipal water)	2.3	2.8	(17.9%)
groundwater (own bore wells)	11.7	13.9	(16.2%)
surface water	1.6	2.1	(23.8%)
Water discharge:	243.6	235.3	3.5%
wastewater	243.6	235.3	3.5%

Total expenses	259.2	254.1	2.0%

## **MAIN POLLUTANTS**

tons	2015	2014	Change %
Volatile organic compounds	22.0	26.7	(17.6%)
Organic dust	133.6	137.9	(3.1%)
Total	155.6	164.6	(5.5%)

## **WASTE HANDLING**

thousand €	2015	2014	Change %
Handling of hazardous waste	11.2	11.5	(2.6%)
Handling of non-hazardous waste	33.7	33.2	1.5%
Total expenses	44.9	44.7	0.4%
Recycling of waste in the production of heat energy	16.6	15.0	10.7%
Sales of wood waste	1.9	2.2	(13.6%)
Sales of metal waste	3.2	6.9	(53.6%)
Total conditional income	21.7	24.1	(10.0%)

## MANAGEMENT BOARD'S CONFIRMATIONS

The Management Board confirms that the management report of Skano Group AS set out on pages 4 – 25 presents a true and fair view of the development and results as well as the financial position of the parent and the entities included for consolidation purposes, and includes a description of the major risks and uncertainties.

The Management Board confirms that to the best of its knowledge, the consolidated financial statements prepared on pages 26 to 77 in accordance with current accounting standards presents a true and fair view of the assets, liabilities, financial position and profit or loss of Skano Group AS and the Group entities involved in the consolidation as a whole.

Martin Kalle Chairman of the Management Board

Gert Kuus Member of the Management Board

Gregory Devine Grace Member of the Management Board

Pärnu, 8 April 2016

PricewaterhouseCoopers, Tallinn

CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED FINANCIAL STATEMENTS

Kuupäev/date\_

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

thousand €	31.12.2015	31.12.2014
Cash and cash equivalents (Note 3)	292	432
Receivables and prepayments (Notes 3; 5)	997	1,232
Inventories (Note 6)	3,426	2,962
Total current assets	4,715	4,626
Investment property (Note 7)	406	407
Property, plant and equipment (Note 8)	8,120	8,267
Intangible assets (Note 9)	21	29
Total non-current assets	8,547	8,703
TOTAL ASSETS	13,262	13,329
Borrowings (Notes 3; 10)	1,253	2,030
Payables and prepayments (Notes 3; 12)	2,684	2,198
Short-term provisions (Note 13)	15	15
Total current liabilities	3,952	4,243
Long-term borrowings (Notes 3; 10)	4,163	3,563
Long-term provisions (Note 13)	228	223
Total non-current liabilities	4,391	3,786
Total liabilities	8,343	8,029
Share capital (at nominal value) (Note 14)	2,699	2,699
Share premium	364	364
Statutory reserve capital	288	288
Other reserves	7	0
Unrealised currency differences	7	(16)
Retained earnings	1,554	1,965
Total equity (Note 14)	4,919	5,300
TOTAL LIABILITIES AND EQUITY	13,262	13,329

The notes to the financial statements presented on pages 31 to 77 are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

thousand €	2015	2014
REVENUE (Note 25)	18,789	20,330
Cost of goods sold (Note 16)	(14,870)	(17,652)
Gross profit	3,919	2,678
Distribution costs (Note 17)	(3,203)	(3,077)
Administrative expenses (Note 18)	(705)	(622)
Other operating income (Note 20)	342	60
Other operating expenses (Note 21)	(454)	(238)
Operating loss (Note 25)	(101)	(1,199)
Finance income (Note 22)	0	1
Finance costs (Note 22)	(301)	(282)
LOSS BEFORE INCOME TAX	(402)	(1,480)
Corporate income tax (Notes 14; 23)	(9)	(1)
NET LOSS FOR THE FINANCIAL YEAR	(411)	(1,481)
Other comprehensive income (loss)		
Other comprehensive income (loss) that can in certain cases be reclassified to the income statement		
Currency translation differences	23	(24)
TOTAL COMPREHENSIVE LOSS FOR THE FINANCIAL YEAR	(388)	(1,505)
Basic earnings per share (Note 15)	(0,09)	(0,33)
Diluted earnings per share (Note 15)	(0,09)	(0,33)

The notes to the financial statements presented on pages 31 to 77 are an integral part of these consolidated financial statements.

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## CONSOLIDATED STATEMENT OF CASH FLOWS

thousand €	2015	2014
Cash flows from operating activities		
Loss before income tax	(402)	(1,480)
Adjustments of loss before tax for the effects of non-cash transactions, items of income or expense associated with		
investing or financing cash flows and changes in assets and liabilities related to operating activities (Note 24)	1,482	1,991
Cash generated from operations	1,080	511
Interest payments (Note 22)	(294)	(278)
Corporate income tax paid (Notes 14; 23)	(9)	(1)
Net cash generated from operating activities	777	232
Cash flows from investing activities		
Acquisition of subsidiaries, net of cash acquired (Note 26)	0	265
Purchase of property, plant and equipment and intangible assets (Notes 8; 9)	(730)	(655)
Net cash used in investing activities	(730)	(390)
Cash flows from financing activities		
Change in overdraft (Note 10)	28	125
Change in factoring (Note 10)	(191)	285
Repayment of loans received (Note 10)	0	(125)
Finance lease payments (Note 10)	(14)	(24)
Net cash (used in)/from financing activities	(177)	261
NET CHANGE IN CASH	(130)	103
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	(10)	(26)
OPENING BALANCE OF CASH (Note 3)	432	355
CLOSING BALANCE OF CASH (Note 3)	292	432

The notes to the financial statements presented on pages 31 to 77 are an integral part of these consolidated financial statements.

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## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

thousand €	Share capital	Share premium	Statutory reserve capital	Other reserves	Unrealised currency differences	Retained earnings	Total
Balance at							
31.12.2013	2,699	364	288	0	8	3,446	6,805
Net loss for the financial year	0	0	0	0	0	(1,481)	(1,481)
Other comprehensive loss	0	0	0	0	(24)	0	(24)
Total comprehensive loss for 2014	0	0	0	0	(24)	(1,481)	(1,505)
Balance at 31.12.2014	2,699	364	288	0	(16)	1,965	5,300
Share options	0	0	0	7	0	0	7
Net loss for the financial year	0	0	0	0	0	(411)	(411)
Other comprehensive income	0	0	0	0	23	0	23
Total comprehensive loss for 2015	0	0	0	0	23	(411)	(388)
Balance at 31.12.2015	2,699	364	288	7	7	1,554	4,919

More detailed information about share capital is disclosed in Note 14.

The notes to the financial statements presented on pages 31 to 77 are an integral part of these consolidated financial statements.

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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## 1 GENERAL INFORMATION

Skano Group AS (the Company) (registration number: 11421437; address: Suur-Jõe 48, Pärnu), is an entity registered in the Republic of Estonia. It operates in Estonia and through its subsidiaries in Latvia, Lithuania, Ukraine and Finland. The consolidated financial statements prepared for the financial year ended 31 December 2015 include the financial information of the Company and its 100% subsidiaries (together referred to as the Group):

	Skano Fibreboard OÜ	Skano Furniture Factory OÜ	Skano Furniture OÜ	OÜ Isotex	Suomen Tuulileijona OY	SIA Skano	UAB Skano LT	TOV Skano Ukraina
Domicile	(Estonia)	(Estonia)	(Estonia)	(Estonia)	(Finland)	(Latvia)	(Lithuania)	(Ukraine)
Share %	100	100	100	100	100	100	100	100

The Group's main activities are production and distribution of furniture and softboard made of wood.

Skano Group AS was established on 19 September 2007 in the demerger of the former Skano Group AS, currently AS Trigon Property Development, as a result of which the manufacturing units, i.e. the building materials division and furniture division were spun off and transferred to the new entity.

The Group's shares are listed in the Main List of the Tallinn Stock Exchange. Until November 2009, the ultimate controlling party of Skano Group AS was TDI Investments KY. Since November 2009, when the ownership interest in OÜ Trigon Wood was divided, the Group has no ultimate controlling party, but the following investors with the largest holdings in OÜ Trigon Wood have significant influence over the Group as at 31 December 2015: AS Trigon Capital (30.13%), Veikko Laine Oy (26.49%), Hermitage Eesti OÜ (12.64%), Thominvest Oy (11.94%) and SEB's Finnish customers (10.96%).

The Management Board of Skano Group AS authorised these consolidated financial statements for issue on 8 April 2016. Pursuant to the Commercial Code of the Republic of Estonia, the financial statements are subject to approval by the Supervisory Board of Skano Group AS and the General Meeting of Shareholders. Shareholders have the right not to approve the annual report prepared and approved by the Management Board, and request preparation of a new annual report.

## **Economic environment in Russia and Ukraine**

Economic environment in Russia

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The Russian Federation displays certain characteristics of an emerging market. Its economy is particularly sensitive to oil and gas prices. The legal, tax and regulatory frameworks continue to develop and are subject to frequent changes and varying interpretations. During 2015 the Russian economy was negatively impacted by a decline in oil prices and ongoing political tension in the region and international sanctions against certain Russian companies and individuals.

The financial markets continue to be volatile and are characterised by frequent significant price movements and increased trading spreads. Some credit rating agencies have lowered their rating with the perspective that ratings must be diminished even more.

These events may have a further significant impact on the Group's future operations and financial position, the effect of which is difficult to predict. The Group does not have a direct business activity (subsidiaries) in Russia but the Group is indirectly connected with the Russian economic environment. On the one hand this affects Group customers and their ability to pay debts, on the other hand this situation affects the Group's export volume to Russia. Approximately 17.8% of 2015 revenue and 23.8% of prevous year revenue came from Russian entities.

## Economic environment in Ukraine

The political and economic instability in Ukraine has continued in 2015. These circumstances have led to the deterioration of public finances, the financial market volatility, illiquidity of capital markets, higher inflation and depreciation of Ukrainian national currency against major currencies. In order to limit the further devaluation of the Ukranian hryvna, Ukraine's central bank established temporary bans of foreign exchange operations. These restrictions were valid until 4 March 2016. The devaluation of the Ukrainian hryvna has put pressure on the consumer price index, the official inflation rate in Ukraine in 2015 was 43.3%.

IMF's four-year aid program for Ukraine has improved its credit rating but the continuation of the assistance program depends above all Ukrainian government's developments in the economic, legal and political system.

After the Crimea, Donetsk and Lugansk region events, relations with Russia are still tense and strained. On 1 of January 2016 the free trade agreement between Ukraine and the EU was concluded. Russia responded to this event by implementing trade ban on a number of Ukrainian export goods. Ukraine responded by doing the same.

Above-mentioned and other factors might have impact on the operations and financial position of the Group. It is not possible to predict this impact accurately.

As at 31.12.2015, the Group had assets in Ukrainian subsidiary in the amount of 134 thousand euros (31.12.2014: 154 thousand euros). In 2015, 1.4%, in the amount of 264 thousand euros (2014: 2%, in the amount of 405 thousand euros) of the consolidated revenue was the revenue from the Ukrainian subsidiary and therefore, the management expects that the Group's exposure to negative effects from Ukraine to be insignificiant.

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## 2 SUMMARY OF ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless stated otherwise.

## A THE PREPARATION OF THE BASES

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The 2015 consolidated financial statements of Skano Group AS have been prepared in accordance with International Financial Reporting Standards as adopted in the European Union (IFRS).

The financial statements have been prepared under the historical cost convention.

The preparation of the financial statements in accordance with IFRS requires management to make assumptions and pass judgements, which affect the application of accounting policies and reported amounts of assets and liabilities, income and expenses. The estimates and related assumptions are based on the historical experience and several other factors that are believed to be relevant and that are based on circumstances which help define principles for the evaluation of assets and liabilities and which are not directly available from other sources. Actual results may not coincide with these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Changes in accounting estimates are recognised prospectively after the period in which a change in the estimate occurred. Note 4 includes those areas which require more complicated estimates and where accounting estimates and assumptions have a material impact on the information recognised in the financial statements.

## Changes in accounting policies

(a) Adoption of New or Revised Standards and Interpretations

The following new or revised standards and interpretations became effective for the Group from 1 January 2015:

"Annual Improvements to IFRS 2012" (effective for annual periods beginning on or after 01 February 2015). IFRS 2 was amended to clarify the definition of 'vesting conditions' by separately defining a 'performance condition' and a 'service condition'. Amendment applies to share-based payment transactions in which the grant date is 1 of July 2014 or later.

IFRS 8 was amended to to require entities to disclose those factors that are used to identify the entity's reportable segments when operating segments have been aggregated: (1) to include the aggregated segments description of these economic indicators which were taken into account when decided that the combined segments have similar economic sharacteristics and (2) the total amount of assets reconsiliation to the company's assets if the assets of the segment information is reported.

The basis for conclusions on IFRS 13 was amended to clarify that deletion of certain paragraphs in IAS 39 upon publishing of IFRS 13 was not made with an intention to remove the ability to measure short-term receivables and payables at invoice amount where the impact of discounting is immaterial.

IAS 16 and IAS 38 was amended to clarify how to reflect the cost and accumulated depreciation, if the company uses the revaluation method.

IAS 24 was amended to include, as a related party, an entity that provides key management personnel services to the reporting entity or to the parent of the reporting entity ('the management entity'), and to require to disclose the amounts charged to the reporting entity by the management entity for services provided.

The impact of changes to financial statements was insignificant.

"Annual Improvements to IFRS 2013" (effective for annual periods beginning on or after 1 january 2015). The basis for conclusions on IFRS 1 is amended to clarify that, where a new version of a standard is not yet mandatory but is available for early adoption; a first-time adopter can use either the old or the new version, provided the same standard is applied in all periods presented.

The amendment of IFRS 13 clarifies that the portfolio exception in IFRS 13, which allows an entity to measure the fair value of a group of financial assets and financial liabilities on a net basis, applies to all contracts (including contracts to buy or sell non-financial items) that are within the scope of IAS 39 or IFRS 9.

IAS 40 was amended to clarify that IAS 40 and IFRS 3 are not mutually exclusive. The guidance in IAS 40 assists preparers to distinguish between investment property and owner-occupied property. Preparers also need to refer to the guidance in IFRS 3 to determine whether the acquisition of an investment property is a business combination.

The impact of changes to financial statements was insignificant.

(b) New or Revised Standards and Interpretations and their amendments

The following new or revised standards and interpretations became effective for the Group on or after 1 January 2016 and which the Group ha not adopted ahead of schedule:

"Annual Improvements to IFRS 2014" (effective for annual periods beginning on or after 1 January 2016). The amendment to IFRS 7 adds guidance to help management determine whether the terms of an arrangement to service a financial asset which has been transferred constitute continuing involvement, for the purposes of disclosures required by IFRS 7. The amendment also clarifies that the offsetting disclosures of IFRS 7 are not specifically required for all interim periods, unless required by IAS 34. The Group is currently assessing the impact of the standard on its financial statements.

"Disclosure initiative" – IAS 1 amendments (effective for annual periods beginning on or after 1 January 2016). The amendments clarify IAS 1 guidance on materiality, aggregation of information, presention of subtotals, structure of financial statements and disclosure on accounting policies. The Group is currently assessing the impact of the standard on its financial statements.

"Disclosure initiative" – IAS 7 amendments (effective for annual periods beginning on or after 1 January 2017; not yet adopted by the EU). The amended IAS 7 will require disclosure of a reconciliation of movements in liabilities arising from financing activities. The Group is currently assessing the impact of the standard on its financial statements.

**IFRS 15** "Revenue from Contracts with Customers" (effective for annual periods beginning on or after 1 January 2018; not yet adopted by the EU). The new standard introduces the core principle that revenue must be recognised when the goods or services are transferred to the customer, at the transaction price. Any bundled goods or services that are distinct must be separately recognised, and any discounts or rebates on the contract price must generally be allocated to the

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separate elements. When the consideration varies for any reason, minimum amounts must be recognised if they are not at significant risk of reversal. Costs incurred to secure contracts with customers have to be capitalised and amortised over the period when the benefits of the contract are consumed. The Group is currently assessing the impact of the standard on its financial statements.

**IFRS 16** "Leases" (effective for annual periods beginning on or after 1 January 2019; not yet adobted by the EU). The new standard sets out the principles for the recognition, measurement, presentation and disclosure of leases. All leases result in the lessee obtaining the right to use an asset at the start of the lease and, if lease payments are made over time, also obtaining financing. Accordingly, IFRS 16 eliminates the classification of leases as either operating leases or finance leases as is required by IAS 17 and, instead, introduces a single lessee accounting model. Lessees will be required to recognise: (a) assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value; and (b) depreciation of lease assets separately from interest on lease liabilities in the income statement. IFRS 16 substantially carries forward the lessor accounting requirements in IAS 17. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently. The Group is currently assessing the impact of the standard on its financial statements.

The other new and revised standards are interpretations that are not yet effective are not expected to have a material impact on the Group.

**B** COMPARABILITY

The financial statements have been prepared in accordance with the consistency and comparability principles, the nature of the changes in methods and their effect is explained in the respective notes. When the presentation of items in the financial statements or their classification method has been amended, then also the comparative information of previous periods has been restated.

## FOREIGN CURRENCY TRANSACTIONS, FINANCIAL LIABILITIES AND ASSETS DENOMINATED IN A FOREIGN CURRENCY

(a) Functional and presentation currency

Items included in the consolidated financial statements of each of the Group's entities are measured using the currency of their primary economic environment (the functional currency). The consolidated financial statements are presented in euros (EUR), which is the functional currency of the parent and the presentation currency of the Group.

The consolidated financial statements are presented in thousands of euros (EUR), which is in compliance with the requirements of the Tallinn Stock Exchange.

(b) Foreign currency transactions, assets and liabilities denominated in a foreign currency Foreign currency transactions have been translated into the functional currency using the official exchange rate of the European Central Bank prevailing at the transaction day. Exchange rate differences between the cash transfer date and the transaction date, the currency translation differences are recognised in the consolidated income statement. Monetary assets and liabilities denominated in a foreign currency are translated using the official euro exchange rate of the European Central Bank applicable at the end of the reporting period. Any translation gains and losses are recognised in the consolidated income statement. Gains and losses on translation of

payables and cash and cash equivalents are recognised as finance income and costs in the consolidated income statement; other gains and losses from exchange rate changes are recognised as other operating income or operating expenses.

## (c) Consolidation of foreign entities

The results and financial position of foreign entities that have a functional currency other than the presentation currency of the Group are translated into the presentation currencies as follows:

- assets and liabilities are translated into euros at the exchange rate of the European Central Bank prevailing at the balance sheet date, except for non-current assets and inventories which are translated into euros using the exchange rate prevailing at the acquisition date;
- income and expenses are translated at the average monthly exchange rate (unless this
  average is not a reasonable approximation of the cumulative effect of the rates prevailing at
  transaction dates, in which case income and expenses are translated at the rate at the
  transaction dates);
- 3) translation differences are recognised in a separate equity item "Currency translation differences".

None of the Group's subsidiaries operates in a hyperinflationary economic environment.

## PRINCIPLES OF CONSOLIDATION AND ACCOUNTING FOR SUBSIDIARIES

Subsidiaries are all entities over which the group has control. The group controls an entity when the group is exposed to, or has rights to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

All subsidiaries have been consolidated in the Group's financial statements. The Group uses the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary or business unit is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition-related costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Group recognizes any non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets.

In the consolidated financial statements, the financial statements of the subsidiaries under the control of the Parent company (except for the subsidiaries acquired for resale) are combined on a line-by-line basis. Intercompany balances, transactions and unrealised gains on transactions between Group companies are eliminated; unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset. The Group and all of its subsidiaries use uniform accounting policies consistent with the Group's policies. Where necessary, the accounting policies of the subsidiaries have been changed to ensure consistency with the policies adopted by the Group.

Investments into subsidiaries are reported at cost (less any impairment losses) in the separate primary financial statements of the Parent company.

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Goodwill is initially recognised as the amount by which the consideration transferred and the value of non-controlled interests exceeds the fair value of identifiable assets and transferred liabilities. If this amount is lower than the fair value of net assets of the acquired subsidiary, the difference is recognised in the income statement.

#### **E** FINANCIAL ASSETS

#### (a) Classification

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Depending on the purpose for which financial assets were acquired as well as management's intentions, financial assets are divided into the following groups:

- financial assets at fair value through income statement;
- loans and receivables:
- held-to-maturity investments;
- available-for-sale financial assets.

The category of a financial asset is determined by the Management Board upon the initial recognition of the financial asset.

The Group has not classified any financial assets as held-to-maturity investments, financial assets at fair value through income statmenet or available-for sale financial assets.

Loans and receivables are non-derivative financial assets with fixed or determinable payments, which are not quoted in an active market. Loans and receivables are recognised as current assets, except for maturities greater than 12 months as at the end of the reporting period; in that case, they are recognised as non-current assets. The following financial assets have been recognised in the category of loans and receivables: "Cash and cash equivalents", "Trade receivables" and "Other short-term receivables".

#### (b) Recognition and measurement

The purchases and sales of financial assets are recognised on the trade-date. Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred, and the Group has transferred substantially all risks and rewards of ownership. Loans and receivables are initially recognised at fair value plus transaction costs. They are subsequently carried at amortised cost using the effective interest method (less any impairment losses). See also accounting policy G.

The Group assesses at each balance sheet date whether there is evidence that the value of a financial asset or a group of financial assets has decreased below the carrying amount.

#### (c) Impairment of financial assets

At the end of every reporting period an assessment is made whether there is objective evidence indicating possible loss of value of a financial asset or group of financial assets. The value of the financial asset or group of financial assets has decreased and losses are incurred from decrease of value only if there is objective evidence on the loss of value that has occurred as a result of one or several events (loss-causing event) after the asset has been initially recognised and this loss-causing event (or events) influence (influences) estimated future cash flows of the financial asset or group of financial assets that can be reliably forecast.

Circumstances indicating a possible loss of value may include significant financial problems of a debtor or group of debtors, non-fulfilment of obligations or insolvency in payment of interest or principal amounts, probability of bankruptcy or financial reorganisation, and significant decrease of future cash flows estimated from available data such as changes in payables or changes in economic conditions that can be linked to a breach of obligations.

In the category of loans and receivables, the impairment loss is the difference between the carrying amount of assets and the current value of estimated future cash flows (except future credit losses that have not been incurred yet) that are discounted with the initial effective interest rate of the financial asset.

Carrying amount of financial assets are decreased and the accounted loss is recognised in the income statement. If the loan or financial asset held for sale has variable interest rate, the impairment loss is calculated by using the contractual effective interest rate as a discount rate. For practical purposes, the Group may use in calculating impairment also fair value that is calculated on the basis of prices monitored on the market. If the total amount of impairment decreases in the next period and the decrease is attributable to an event that took place after the impairment loss was recognised (e.g., improvement of debtor's credit rating), the reverse impairment is recognised in the income statement.

### F CASH AND CASH EQUIVALENTS

For the purposes of the statement of financial position and the cash flow statement, cash and cash equivalents comprise cash on hand, bank account balances (except for overdraft) and term deposits with maturities of three months or less. Cash and cash equivalents are carried at the adjusted acquisition cost.

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### **G** TRADE RECEIVABLES

Trade receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Trade receivables are initially recognised at fair value plus transaction costs and are subsequently measured at amortised cost using the effective interest method, less a provision for impairment.

Impairment of receivables is recognised when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. Evidence of potential impairment includes the bankruptcy or major financial difficulties of the debtor and non-adherence to payment dates. The impairment of the receivables that are individually significant (i.e. need for a write-down) is assessed individually for each customer, based on the present value of expected future collectible amounts. Receivables that are not individually significant or for which no objective evidence of impairment exists, are collectively assessed for impairment using previous years' experience on uncollectible receivables. The amount of loss of the impaired receivables is the difference between the carrying amounts of receivables and the present value of expected future cash flows discounted at the original effective interest rate. The carrying amount of receivables is reduced by the amount of doubtful receivables and the impairment loss is recognised in profit or loss within *Other operating expenses*. If a receivable is deemed irrecoverable, the receivable and its impairment loss are taken off the financial position statement. The collection of the receivables that have previously been written down is accounted for as a reversal of the allowance for doubtful receivables.

### **H** INVENTORIES

Inventories are stated at the lower of acquisition cost and net realisable value. Inventories are initially recognised at acquisition cost which consists of purchase costs, direct and indirect production costs and other costs incurred in bringing the inventories to their current condition and location.

In addition to the purchase price, purchase costs also include custom duties, other non-refundable taxes and directly attributable transport, less discounts and subsidies. The production costs of inventories include costs directly related to the units of production (such as direct raw materials and materials and packing material costs, unavoidable storage costs related to work in progress, direct labour costs), and also fixed and variable production overheads that are allocated to the cost of products on the basis of normal production capacities.

The weighted average cost method is used for the evaluation of inventories at the Group.

The net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale. The amount of the inventory write-down is recognised in the income statement line *Cost of goods sold*.

#### I INVESTMENT PROPERTY

Real estate properties (land, buildings) that the Group owns or leases under finance lease terms to earn lease income or for capital appreciation, and that are not used for the Group's operating activities, are classified as investment property.

Investment property is initially measured at its cost, including related transaction costs. After initial recognition, investment property is carried at cost less accumulated depreciation and any impairment losses. Investment property is depreciated over its useful life using the straight-line method for calculation of depreciation. Annual depreciation rates of investment property range from 2 to 15 per cent. Land is not depreciated. The accounting policies in Section J apply to both property, plant and equipment, and investment property.

Depreciation of an asset begins when the asset is available for use for the purpose intended by management and is ceased when the residual value exceeds the carrying amount, when the asset is permanently withdrawn from use. At each balance sheet date, the appropriateness of the depreciation rates, the depreciation method and the residual value is reviewed.

The costs of reconstruction and improvement are added to historical cost when it is probable that future economic benefits will flow to the Group and they can be measured reliably. All other repair and maintenance costs are charged to the income statement during the period in which they are incurred.

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### PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment are non-current assets used in the operating activities of the Group with a useful life of over one year. An item of property, plant and equipment is initially recognised at its cost which consists of the purchase price (including customs duties and other non-refundable taxes) and other expenditures directly related to the acquisition that are necessary for bringing the asset to its operating condition and location. Borrowing costs related to the acquisition of non-

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current assets, the completion of which occurs over a longer period of time, are included in the cost of non-current assets. The cost of a self-constructed asset is determined using the same principles as for an acquired asset.

Costs of reconstruction and improvements are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the asset can be measured reliably. All other repair and maintenance costs are charged to the income statement during the period in which they are incurred

Property, plant and equipment are subsequently carried at cost less accumulated depreciation and any impairment losses (see accounting policy L). The difference between the acquisition cost and the residual value of an asset is depreciated over the useful life of the asset. Each part of an item with a cost that is significant in relation to the total cost of the item and with a useful life different from other significant parts of that same item is depreciated separately based on its useful life.

Depreciation is calculated on the basis of useful lives of items of property, plant and equipment, using the straight-line method. The annual depreciation rates applied to individual assets by groups of property, plant and equipment are as follows (per cent):

huldings and tacilities	
buildings and facilities	2 - 15
machinery and equipment	10 - 50
motor vehicles	10 - 40
other fixtures and fittings	20 - 50
information technology equipment	30-50
land is not depreciated	
	motor vehicles other fixtures and fittings information technology equipment

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Depreciation of an asset begins when the asset is available for use for the purpose intended by management and is ceased when the residual value exceeds the carrying amount, when the asset is permanently withdrawn from use or upon its reclassification as held for sale. At each balance sheet date, the appropriateness of the depreciation rates, the depreciation method and the residual values are reviewed.

Where an asset's carrying amount exceeds its estimated recoverable amount (higher of an asset's fair value less costs to sell and its value in use), it is written down immediately to its recoverable amount (see the accounting policy in Section L).

Items of property, plant and equipment are derecognised on disposal or when no future economic benefits are expected from their use or disposal. Gains or losses arising from the disposal of items of property, plant and equipment are included either within other operating income or other operating expenses in the income statement.

Items of property, plant and equipment that are expected to be sold within the next 12 months and for which the management has commenced active sales activities and which are offered for sale at their fair value for a realistic price are reclassified as assets held for sale.

### K INTANGIBLE ASSETS

Intangible assets are recognised in the financial statements only if the following terms have been satisfied:

the asset is controlled by the Group;

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- it is probable that the Group will benefit from the use of the asset in the future;
- acquisition cost of the asset can be reliably measured.

Intangible assets are amortised by using the straight-line method during the estimated useful life.

Intangible assets are tested for impairment if there are circumstances indicating such a possibility, similarly with the evaluation of impairment of property, plant and equipment.

Expenses related to current maintenance of computer software are recognised as cost at the time they are incurred. Purchased computer software that is not an inseparable part of specific hardware is recognised as intangible asset. Intangible assets with finite useful lives are amortised over their useful lives (2.5-5 years) using the straight-line method. The Group has no intangible assets with indefinite useful lives.

### L IMPAIRMENT OF NON-FINANCIAL ASSETS

Assets that are subject to depreciation and amortisation, and assets with unlimited useful lives (land) are reviewed for any indication of impairment. Whenever such indication exists, the recoverable amount of the asset is estimated and compared with the carrying amount. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and its value in use. If the fair value of an asset less sales expenses cannot be determined, the recoverable amount of the asset is its market value. The value in use of assets is determined as the current value of estimated cash flows generated in the future. Impairment of assets is estimated if following possible circumstances exist:

- market value of similar asets has decreased:
- general economic environment and the market situation has deteriorated which makes it probable that revenue generated from assets will decrease;
- interest rates of market have increased;
- physical condition of assets has suddently deteriorated;
- income received from assets are lower than planned;
- results of some areas of activity are worse than expected;
- activities of certain money-earning units are planned to be terminated.

An impairment test is also carried out if the Group identifies other circumstances indicating loss of value of assets.

For impairment, the recoverable amount is evaluated either for a single asset item or for the smallest possible group of assets for which cah flow can be identified (cash generating unit). A cash generating unit is the smallest separately group of identifiable assets the cash flow generated can be forecast for significant part regardless of cash flow generated from the rest of assets. The impairment loss is expensed immediately in the income statement.

At the end of every reporting period it is assessed whether there are circumstances indicating that the impairment loss of assets recognised in previous years no longer exists or it has decreased. If any such circumstance exists, the recoverable amount of the asset is re-evaluated. In accordance with the results of the test, the impairment can be reversed in part or in full. Earlier loss is reversed only to the degree where the carrying amount does not exceed the carrying amount of such assets considering normal amortization of earlier years.

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#### M OPERATING AND FINANCE LEASE

Leases which transfer all significant risks and rewards incidental to ownership to the lessee are classified as finance leases. All other leases are classified as operating leases.

#### Group as a lessee:

Assets and liabilities under finance leases are initially recognised at the lower of the fair value of the leased property and the present value of minimum lease payments. Lease payments are apportioned between the finance charge and the reduction of the outstanding liability. Financial expenses are allocated over the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability.

#### Group as a lessee and a lessor:

Payments made or received under operating leases are charged to the income statement on a straight-line basis over the period of the lease. Properties leased out under operating leases are classified as investment property.

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### N FINANCIAL LIABILITIES

Financial liabilities (trade payables, borrowings, accrued expenses and other short and long-term borrowings) are initially recognised at their fair value and subsequently measured at amortised cost using the effective interest rate method. Upon the initial recognition of such financial liabilities which are not accounted for at fair value through profit or loss, the transactions costs directly attributable to the acquisition are deducted from their fair value.

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset are capitalised as part of the cost of that asset. All other borrowing costs are charged to period financial expenses.

The amortised cost of current financial liabilities generally equals their nominal value; therefore, current financial liabilities are carried in the statement of financial position in their redemption value. For determining the amortised cost of non-current financial liabilities, they are initially recognised at the fair value of the consideration received (less any transaction costs), calculating interest expense on the liability in subsequent periods using the effective interest rate method.

A financial liability is classified as current when it is due to be settled within 12 months after the balance sheet date or the Group does not have an unconditional right to defer settlement of the liability for more than 12 months after the balance sheet date. Borrowings due to be settled within 12 months after the balance sheet date that are refinanced as long-term after the balance sheet date but before the financial statements are authorised for issue, are recognised as current liabilities. Borrowings that the lender has the right to recall at the balance sheet date as a consequence of a breach of contractual terms are also recognised as current liabilities.

### PROVISIONS AND CONTINGENT LIABILITIES

Provisions are recognised in the statement of financial position when the Group has a present legal or contractual obligation which has arisen as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and the amount of the liability can be reliably estimated.

The provisions are recognised based on management's (or independent experts') estimates regarding the amount and timing of the expected outflows. Risks and uncertainties are taken into consideration when measuring provisions; the provisions for which the effect of the time value of money is significant are discounted. The increase of the provision due to the passage of time is recognised as an interest expense.

Other commitments that in certain circumstances may become obligations, but it is not probable that an outflow of resources will be required to settle the obligation or the amount of the obligation cannot be measured with sufficient reliability are disclosed in the notes to the financial statements as contingent liabilities.

#### Provision for long-term disability compensations

Under law, the Group is obliged to pay compensation to employees for permanent injuries incurred during their employment at the Group. The level of the benefit depends on the extent of disability, the average monthly salary of the employee prior to injury, and the changes in pension payments by the state. The level of the benefit does not depend on the length of service. For the Group, the obligation to pay benefits arises at the time when the degree of the employee's incapacity for work is determined.

Disability compensation is recognised in the statement of financial position in its discounted present value. In measuring the liability, management has used demographic assumptions (such as mortality), and financial assumptions (e.g. the discount rate and future benefit levels).

The rate used to discount the obligation is determined by reference to market yields at the balance sheet date on high quality corporate bonds, the currency and term of which are consistent with the currency and estimated term of the obligation.

### P LIABILITIES TO EMPLOYEES

#### Short-term labour expenses

Payables to employees contain the contractual right arising from employment contracts and performance-based pay which is calculated on the basis of Group's financial results and meeting of objectives set for the employees. Performance-based pay is included in period expenses and as a liability if it is paid out in the next financial year.

Pursuant to employment contracts and current legislation, payables to employees also include an accrued holiday pay liability as at the balance sheet date. This liability also includes accrued social and unemployment taxes calculated on it.

Incapacity benefits (see accounting policy O).

### **Q TAXATION**

#### Corporate income tax

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#### Corporate income tax in Estonia:

According to the current legislation, the annual profit earned by entities is not taxed in Estonia. Corporate income tax is paid on dividends, fringe benefits, gifts, donations, costs of entertaining guests, non-business related disbursements and adjustments of the transfer price. From 1 January

2015, the tax rate on the net dividends paid out of retained earnings is 20/80 (until 31.12.2014 the tax rate was 21/79). The tax rate can be adjusted with the coefficient of corporate income tax paid before 1 January 2000. In certain circumstances, it is possible to distribute dividends without any additional income tax expense. The corporate income tax arising from the payment of dividends is recognised as a liability and an income tax expense in the period in which dividends are declared, regardless of the period for which the dividends are paid or the actual payment date. An income tax liability is due on the 10th day of the month following the payment of dividends.

Due to the nature of the taxation system, the companies registered in Estonia do not have any differences between the tax bases of assets and their carrying amounts and hence, no deferred income tax assets and liabilities arise. A contingent income tax liability which would arise upon the payment of dividends is not recognised in the statement of financial position. The maximum income tax liability which would accompany the distribution of the Company's retained earnings is disclosed in the notes to the financial statements.

#### Corporate income tax in other countries:

According to local income tax legislation, the profits of entities in Finland, Latvia, Lithuania and Ukraine are adjusted for the permanent and temporary differences provided by law. Pursuant to tax legislation, temporary differences arise between the carrying amounts and tax bases of assets and liabilities; therefore deferred income tax liabilities and assets arise. As at 31.12.2015 and 31.12.2014, the subsidiaries did not have any deferred tax assets and liabilities. The management of the Group estimates that the realisation of the income tax asset is not reliably assessable, thus it is not recorded in the financial statements. As at 31.12.2015 contingent unrecognised deferred tax asset in amount of 17 thousand euros was recorded off the balance sheet (31.12.2014: 14 thousand euros).

<b>INCOME TAX F</b>	RATES	2015	2014
LATVIA		15%	15%
LITHUANIA		15%	15%
UKRAINE		17%	18%
FINLAND		20%	20%
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R REVENUE	Kuupäev/date 08.04.2016		

Revenue is recognised at the fair value of the consideration received or receivable net of valueadded tax, rebates and discounts.

Revenue from the sale of goods and products is recognised when all significant risks and rewards of ownership have been transferred to the buyer, when the amount of revenue and costs incurred in respect of the transaction can be measured reliably and it is probable that future economic benefits associated with the sales transaction will be collected.

### S CASH FLOW STATEMENT

The cash flow statement is prepared using the indirect method. Cash flows from operating activities are determined by adjusting the net profit for the financial year through elimination of the effect of non-monetary transactions, changes in the balances of assets and liabilities related to operating

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activities and revenue and expenses related to investing or financing activities. Cash flows from investing or financing activities are recognised under the direct method.

#### **Z SEGMENT REPORTING**

Operating segments have been determined and information about operating segments has been disclosed in a manner consistent with preparation of reporting for making management decisions and analysing the results. Segment reporting is in compliance with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Management Board of Skano Group AS.

Segment results, assets and liabilities include items which are directly related to the segment or can be allocated to it on a reasonable basis.

#### **T** STATUTORY RESERVE CAPITAL

Statutory reserve capital is formed from annual net profit allocations as well as other provisions which are entered in reserve capital pursuant to legislation or articles of association. The amount of reserve capital is stipulated in the articles of association and it cannot be less than 1/10 of share capital. Each financial year, at least 1/20 of net profit shall be entered in the reserve capital. When reserve capital reaches the level required by the articles of association, the allocations to reserve capital from the net profit may be terminated.

Based on the decision of the General Meeting of Shareholders, the statutory legal reserve may be used to cover a loss, or to increase share capital. Payments shall not be made to shareholders from the statutory legal reserve.

### **U** EARNINGS PER SHARE

Basic earnings per share are calculated by dividing the net profit for the financial year attributable to the equity holders of the parent by the period's weighted average number of outstanding ordinary shares. Diluted earnings per share are calculated by dividing the net profit for the financial year attributable to the equity holders of the parent by the weighted average number of outstanding ordinary shares, adjusted for the effect of dilutive potential ordinary shares.

### **W** EVENTS AFTER THE BALANCE SHEET DATE

Significant circumstances that have an adjusting effect on the evaluation of assets and liabilities and that became evident between the balance sheet date and the date of approving the financial statements (8 April 2015) but that are related to the reporting period or prior periods, have been recorded in the financial statements. Non-adjusting events and the events that have a significant impact on the results of the next financial year have been disclosed in the notes to the financial statements.

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#### W GOVERNMENT GRANTS

Grants from the government are recognised at their fair value where there is a reasonable assurance that the grant will be received and the Group will comply with all attached conditions. Government grants relating to costs are deferred and recognised in the income statement as income over the period necessary to match them with the costs that they are intended to compensate.

### X FACTORING

recourse.

Factoring is the transfer (sale) of receivables, whereby depending on the type of the factoring contract the buyer has the right to resell the transferred receivable within time agreed (factoring with recourse) or there is no right for resale and all the risks and gain associated with the receivable are transferred from seller to purchaser (factoring without recourse). If the seller of the receivable retains the repurchase obligation, the transaction is recognised as a financing transaction (i.e. as a loan with the receivable as a collateral) and not as a sale. The receivable is not considered as sold as a result of factoring, but it remains in the financial statement position until the receivable is collected or the recourse right has expired. The related liability is recorded similarly to other borrowings. If there is no repurchase obligation and the control over the receivable and the related risks and gain of the ownership are transferred to the buyer, the transaction is recognised as a sale of the receivable. The related expense is recognised as a finance cost (similarly to interest expense) or as an impairment loss of receivables, depending on whether the purpose of the transaction was

to manage the cash flows or to manage credit risk. The Group mainly uses factoring without

#### Y SHARE-BASED PAYMENTS

The Group has established an program of option ground on share-based payments. The program foresees that in order to settle the Management Board's rendered services, the Group issues options for them to acquire. The fair value of options issued is recognised as an staff expense and increase of equity. The total expenditure of expense is defined on the basis of fair value at the moment of issuance of options. The fiar value of options is found by:

- calculating market conditions affecting the price of option (for example share price of Skano Group AS);
- excluding the presumtion of allotment associated with the performance of objectives and impact of non-market conditions such as the Company's profitability and growth target and also employment of the emplyee over a certain period of time.

At the end of each reporting period, the Group assesses how many options are likely to be due to the realization of options in terms of issuance. Original assessment of the effect of change is recognized in the income statement and as a contra-entry in equity. If the options are realised, the new shares are issued.

The issuance of options to Skano Group AS and its subsidiaries Management Board members, is considered as a capital contribution to the subsidiary in a separate statement. The cost of fair value is recognised as an investment in the subsidiary and a reduction of share capital in a separate statement of financial position over the period of option. According to the terms of issuance, if the option does not result in realiseing after three years time, the social security tax expense does not involve.

#### 3 FINANCIAL RISK MANAGEMENT

#### 3.1 FINANCIAL RISKS

The operations of the Group expose it to several financial risks: credit risk, liquidity risk and market risk (which involves foreign currency exchange risk and interest rate risk of cash flows). The general risk management programme of the Group focuses on unpredictability of the financial market and attempts to minimise any possible negative effects on the financial activities of the Group. The Group's financial instruments include cash for funding operating activities and receivables from debtors and payables to creditors arising in operating activities as well as loans. Management defines risk as a potential deviation from the expected results. The Group's risk management is based on the requirements of the Tallinn Stock Exchange, Financial Supervision Authority and other regulatory bodies as well as compliance with Corporate Governance Recommendations and the Group's internal regulations. All financial assets of the Group are in the categories of "Cash and cash equivalents" and "Receivables", all financial liabilities are in the category of "Other financial liabilities" carried at amortised cost.

thousand € 3:		31.12.2015	31.12.2014
Financial assets			
Cash and cash equivalent	s	292	432
Receivables (Note 5)		687	956
incl. trade receivables		590	897
other receivables		97	59
Total financial assets		979	1,388
Financial liabilities			
<b>Borrowings (Note 10)</b>		5,416	5,593
Payables (Note 12)		1,701	1,226
incl. trade payables		1,591	1,092
other payables		110	134
Total financial liabilities  (A) CREDIT RISK	Initsialiseeritud ainult identifitseerimiseks Initialied for the purpose of identification only Initsiaalid/initials  Kuupäev/date  O8.04.206  PricewaterhouseCoopers, Tallinn	7,117	6,819
SI S 1SI III			

Skano Group AS's credit risk is the risk of the inability of its business partners to meet their contractual obligations. The Group's credit risk arises from cash and cash equivalents, deposits in banks and financial institutions as well as receivables exposed to risk.

#### Cash and cash equivalents

The Group approves banks and financial institutions with the credit rating of "A" as its long-term collaboration partners, however, for short period banks without a credit rating are also approved.

thousand €	31.12.2015	31.12.2014
Credit rating "A"	248	386
Not rated	41	42
TOTAL	289	428

The credit rating is derived from the website of Moody's Investor Service

#### Receivables

Pursuant to the Group's credit policy, no security is required from wholesale customers to ensure collection of receivables, but focus is laid on monitoring deliveries, balances of accounts receivable and compliance with payment terms on a continuous basis. In riskier markets, complete or partial prepayment, credit limits and shorter payment terms are applied.

As a rule, sales to retail customers occur in cash, using prepayments or bank credit cards, therefore there is no credit risk related to sale to retail customers except for risk related to banks and financial institutions that the Group has approved as its business partners.

As at the balance sheet date, the Group was not aware of any major risks related to accounts receivable (2014: 35 thousand euros) which had been deemed as uncollectible, see Notes 5 and 21. The Group monitors the financial position of its current and potential partners and their ability to meet the obligations they have assumed.

#### Key customers and their share

Key customers are defined as those to whom the sales amount to more than 5% of the Group's revenue. Receivable balances from key customers based on overdue days:

thousand €	31.12.2015	31.12.2014
Not due	9	116
Overdue:		
Up to 90 days	4	8
TOTAL	13	124

See also Note 5 for additional information regarding receivables.

#### (B) LIQUIDITY RISK

Liquidity risk is a potential loss arising from limited or insufficient monetary funds necessary for the meeting of obligations arising from the Group's operations. Management constantly monitors cash flow forecasts, evaluating the existence and availability of the Group's monetary resources to meet the obligations assumed and to fund the Group's strategic goals.

Analysis of financial liabilities by maturity as at 31.12.2015:

		Undiscounted cash flows				
thousand €	Balance at 31.12.2015	Up to 3 months	3-12 months	1-2 years	3-5 years	Total
Borrowings (Note 10)	5,416	1,159	293	4,241	-	5,693
Trade payables (Note 12)	1,591	1,591	\ <u>-</u>	-	-	1,591
Other payables (Note 12)	110	110	12	_	-	110
TOTAL	7,117	2,860	293	4,241	0	7,394

Analysis of financial liabilities by maturity as at 31.12.2014:

		Undiscounted cash flows				
thousand €	Balance at 31.12.2014	Up to 3 months	Up to 3 months	Up to 3 months	Up to 3 months	Up to 3 months
Borrowings (Note 10)	5,579	1,399	810	3,628	-	5,837
Finance lease liabilities (Note 10)	14	6	9	_	-	15
Trade payables (Note 12)	1,092	1,092	-	<u> </u>	124	1,092
Other payables (Note 12)	134	134	-	-	_	134
TOTAL	6,819	2,631	819	3,628	0	7,078

For determining cash flows for interest bearing borrowings which are based on floating interest rate, the spot interest rate has been used. The unused limit of Group's overdraft facilities as at 31 December 2015 was 91 thousand euros (31 December 2014: 119 thousand euros) and the unused limit of factoring was 971 thousand euros (31 December 2014: 1,015 thousand euros). According to the terms of the long-term loan agreement, bank loan repayments will be based on Group's free cash flows compliance with the Group's free cash flow basis.

#### (C) MARKET RISK

#### Interest rate risk of cash flows

The interest rate risk of the Group's cash flows is mainly related to long-term debt obligations with a floating interest rate.

The Group is exposed to cash flow risk affected by interest rate changes, because the loan has a variable interest rate – the sensitivity analysis for fluctuation in interest rates is presented below. The management estimates that the cash flow risk related to changes in interest rates is not material, therefore financial instruments are not used to hedge risks.

The interest rate risk of Skano Group AS depends mainly on possible changes in euribor (Euro Interbank Offered Rate), because the Group's loan and factoring interest rate is tied to 1-month and 6-month euribor. As at 31.12.2015, 1-month euribor was -0.205 and 6-month euribor was -0.040 (31.12.2014 1-month 0.018 and 6-month was 0.171). If at 31.12.2015, euribor had been higher/lower by 1 percentage point (2014: 1 percentage point), the interest expense would have been higher/lower by 44 (2014: 46) thousand euros.

The dates for fixing interest rates on the basis of changes in euribor are the 30th day of every month in case of a long-term loan and the last day of every month in case of a factoring.

As at 31.12.2015, the total carrying amount of the loan was 4,313 thousand euros and as at 31.12.2014: 4,313 thousand euros. As at 31.12.2015, the total carrying amount of the factoring was 94 thousand euros (31.12.14: 285 thousand euros).

The deposits of the Group's cash and cash equivalents have fixed interest rates.

As at 31.12.2015, the fixed interest overdraft agreement was in the amount of 1,009 thousand euros (31.12.2014: 981 thousand euros)

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#### Foreign currency exchange risk

Foreign currency exchange risk is the risk that the Group may incur a significant loss as a result of fluctuations in foreign currency exchange rates. Group's foreign currency exchange risk from export-import transactions is low because most of the contracts have been concluded in euros. In the financial year, the Group collected 671 thousand euros in currencies not directly or indirectly tied to the Euro, of which 85% constituted proceeds in UAH, 12% in USD and 3% in GBP. The Group paid for goods and services in the amount of 509 thousand euros in the currencies with an exchange risk of which 93% in UAH and 7% in GBP. Management considers its activities in Ukraine to be exposed to foreign currency exchange risk, because the transactions in that market are concluded in local currency, hryvnias. The political and economic instability in Ukraine has led to devaluation of Ukrainian hryvna against against the world's biggest currencies. The assets and liabilities located outside Estonia are exposed to changes in exchange rates of the local currency. The Group has not acquired any derivative financial instruments to manage the currency risk. Additional information related to economical environement in Ukraine and Russia refer to Note 1.

The Group's foreign currency positions and sensitivity analysis at 31.12.2015:

		× 5			thousa
Amounts presented in the currencies in which the financial instruments have been denominated	EUR	UAH	GBP	NOK	
Cash and cash equivalents	252	1,066	0	0	
Receivables (Note 5)	686	10	0	0	
Financial liabilities	938	1,076	0	0	
Borrowings (Note 10)	5,416	0	0	0	
Payables (Note 12)	1,682	47	6	85	
Financial liabilities	7,098	47	6	85	
Net foreign currency positions	(6,160)	1,029	(6)	(85)	
Analysis in presentation currencies:					
Net foreign currency positions EUR	(6,160)	39	(8)	(9)	
Strengthening or weakening of foreign currency against EUR, %		36%	6%	6%	Total impact
Effect on net profit (loss) EUR		14	0	1	15

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The Group's foreign currency positions at 31.12.2014:

					thousand
Amounts presented in the currencies in which the financial instruments have been denominated	EUR	LTL	UAH	GBP	
Cash and cash equivalents	376	50	793	0	
Receivables (Note 5)	956	0	0	0	
Financial liabilities	1,332	50	793	0	
Borrowings (Note 10)	5,593	0	0	0	
Payables (Note 12)	1,522	40	176	1	
Financial liabilities	7,115	40	176	1	

Net foreign currency positions	(5,783)	10	617	(1)	
Analysis in presentation currencies:					
Net foreign currency positions EUR	(5,783)	3	32	(1)	
Strengthening or weakening of foreign currency against EUR, %			70%	6%	Total impact
Effect on net profit (loss) EUR			22	0	22

#### **3.2 CAPITAL MANAGEMENT**

In capital risk management, the Group's main goal is to ensure the Group's sustainability of operations in order to generate returns to its shareholders and benefits to other stakeholders, thereby maintaining the optimal capital structure to lower the cost of capital. In order to preserve or improve the capital structure, the Group can regulate the dividends payable to shareholders, reimburse the paid in capital, issue new shares or sell assets to lower its liabilities. The management monitors capital on the basis of the debt to capital ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including current and non-current borrowings as shown in the consolidated financial position statement) less cash and cash equivalents. Total capital is calculated as the sum of equity as shown in the consolidated financial position statement and net debt.

The loan agreement of Skano Group AS specifies special conditions (loan/EBITDA ratio, total amount of investments), the non-fulfilment of which may prompt the creditor to demand premature payment of the loan. As at the balance sheet date, a conflict could have arisen in respect of certain special conditions, but an agreement was reached with the creditor before the balance sheet date that the non-conformity with this special condition would not qualify as a breach of the loan agreement. As a result, the financial indicators of the Group as at 31.12.2015 are considered to be in conformity with the terms of loan contracts.

thousand €	31.12.2015	31.12.2014
Borrowings (Note 10)	5,416	5,593
Cash and cash equivalents (Note 3)	292	432
Net debt	5,124	5,161
Total equity (Note 14)	4,919	5,300
Total capital	10,043	10,461
Debt to capital ratio	51%	49%

As at 31.12.2015 and 31.12.2014 the Group's equity was in compliance with the requirements of the Commercial Code.

#### 3.3. FAIR VALUE

The Group divides financial instruments into three levels depending on their revaluation:

- Level 1: Financial instruments that are valued using unadjusted price from the stock Exchange or some other active regulated market.
- Level 2: Financial instruments that are evaluated by assessment methods based on monitored inputs. This level includes, for instance, financial instruments that are assessed by using prices of similar instruments in an active regulated market or financial

- instruments that are re-assessed by using the price on the regulated market, which have low market liquidity.
- Level 3: The valuation of financial assets and liabilities that are accounted as amortised cost is made on level 3

Trade receivable, trade payable and short-term loans are recorded in adjusted acquisition cost and since trade receivable, trade payable and short-term loans are short-term, management estimates that their carring amounts are close to their fair values.

The fair values of long-term loans and borrowings do not significantly differ from their carrying value because the floating interest rates of loans correspond to fluctuation of the interest rates prevailing in the market. The risk margin of loans is dependent on ratio of total debt and EBITDA, therefore the performance of the company's operations is reflected also in the risk margin.

Taking the previous information into account, the management estimates that the fair values of long-term liabilities do not materially differ from their carrying amounts. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the Group for similar financial instruments.

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### 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of the financial statements in conformity with International Financial Reporting Standards requires management to make accounting estimates. Management also needs to pass judgement regarding the choice of accounting policies and their application.

Management judgements and estimates are reviewed on an ongoing basis and they are based on historical experience and other factors such as forecasts of future events which are considered reasonable under current circumstances.

The areas which require more significant or complex management decisions, and estimates and which have a major effect on the financial statements, include valuation of receivables and inventories (Notes 5, 6), and estimation of recoverable value and residual value of property, plant and equipment (Note 8) and investment property (Note 7), and the provisions for long-term disability benefits (Note 13).

#### **VALUATION OF RECEIVABLES**

Trade receivables are short-term receivables from customers, generated in the Group's ordinary course of business. Trade receivables are carried at amortised cost (i.e. original invoice amount less any repayments and any impairment losses, if necessary). In valuating receivables, the Management bases its estimations on its best knowledge, taking into account historical experience, general

background information and possible assumptions and conditions of future events. In identifying the amount of receivable written down the length of debt is taken into account. See additional information in Notes 3 and 5.

#### **VALUATION OF INVENTORIES**

Management measures inventories using its best judgement, historical experience, general background information and assumptions and conditions of future expected events. In determining the recoverable amount of inventories, the sales potential and potential net realisable value of finished goods is considered; in assessing the recoverable amount of raw materials and materials, their potential use in producing finished goods and earning income is estimated. In assessing work-in-progress, its stage of completion which can be measured reliably is used as the basis. In assessing the cost of raw materials which are not precisely measurable, management uses estimates based on historical experience. See additional information in Note 6.

#### **IMPAIRMENT TESTING OF NON-CURRENT ASSETS**

If there exist any indications that an asset may be impaired, the Group estimates the recoverable amount (higher of the asset's fair value (less costs to sell) and its value in use) of the asset (see also the accounting policy in Section 2 L).

In the years 2015 and 2014, impariment tests were conducted with regard to the assets of the Püssi fibreboard factory using the discounted cash flows method. In consideration of the capital structure of the company, the discount rate used was 9.0% (in 2014: 9.4%). The impariment test conducted in 2015 had a positive result whereas in 2014 it had a negative result caused by the partial failure to meet projected sales targets and profitability targets. Based on the results of the test in 2014, it was required to recognise an impairment loss on the non-current assets amounting to 925 thousand euros, which was recognised in the cost of goods sold. Also see Note 8, 21.

The impairment test conducted in 2015 has a positive result and therefore, there is no need for additional impairment for the group of non-current assets. As the impairment test indicated that the recoverable amount of assets compared to the book value, was fractionally higher and the impairment test itself includes significant management estimates partial or complete revesal of 2014 impairment was not justified. The impairment test of 2015 was conducted as an evaluation of value in use, the cash flows were discounted to the period 2016-2032. Cash flows prepared by the management were based on previous year's actual indicators and on future prospects.

## USEFUL LIVES AND RESIDUAL VALUES OF INVESTMENT PROPERTY AND PROPERTY, PLANT AND EQUIPMENT

Management determined the useful lives of real estate properties, buildings and equipment on the basis of production volumes, historical experience in the area and future outlook. The residual values are determined based on historical experience in the area and future outlook. When assessing the sensitivity of profits to depreciation and amortisation, management assumed that by changing the deprecation rates by 25%, the Group's loss in 2015 would change by 216 thousand euros and in 2014 243 thousand euros.

#### **ESTIMATION OF PROVISIONS FOR LONG-TERM DISABILITY BENEFITS**

Calculation of the amount of compensation depends on several assumptions, the most significant of which are assumptions regarding the expected remaining lives of employees receiving the

benefits, and assumptions about the discount rate. Management has used the statistical data publicly available at the Statistical Office of Estonia regarding the expectations of the remaining period of payments. The discount rate has been determined based on market yields on high quality corporate bonds, available in the Baltic Bond List. The discount rate in 2015 was 4% and in 2014 was 5%. If the discount rate was changed by 1 pp, the balance of payables would change by 18 thousand euros in 2015 and by 17 thousand euros in 2014. See also Note 2 O and Note 13.

### 5 RECEIVABLES AND PREPAYMENTS

thousand €	31.12.2015	31.12.2014
Trade receivables	590	932
Allowance for impairment of receivables (Note 3)	(0)	(35)
Trade receivables - net (Note 3)	590	897
Prepaid taxes	254	250
Prepaid services	56	26
Other current receivables (Note 3)	97	59
TOTAL	997	1,232

Impairment losses of receivables and their reversal are included in the income statement lines Other operating income and Other operating expenses, see also Notes 20 and 21

thousand €	31.12.2015	31.12.2014
Irrecoverable receivables taken off the balance sheet	42	3
Loss due to impairment of receivables	25	6
Collection of receivables written down in previous periods	18	0

Analysis of trade receivables by aging:

thousand €	31.12.2015	31.12.2014
Not past due	455	690
incl receivables from customers who also have receivables past due	209	199
incl receivables from customers who have no receivables past due	246	491
Past due but not impaired	135	207
Overdue up to 90 days	135	186
Overdue more than 90 days	0	21
Past due and impaired	0	35
Overdue up to 90 days	0	35
TOTAL	590	932

Other current receivables were not due as at 31.12.2015 and 31.12.2014. The receivables and prepayments are pledged as part of the commercial pledge (Note 10).

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#### **6 INVENTORIES**

thousand €	31.12.2015	31.12.2014
Raw materials and other materials	632	645
Work-in-progress	571	495
Finished goods	1,956	1,495
Goods purchased for resale	233	192
Goods in transit	146	232
Prepayments to suppliers	3	39
Inventory write-down	(115)	(136)
TOTAL (Note 24)	3,426	2,962

In the year 2015, raw materials at cost of 2 thousand euros (2014: 6 thousand euros) and finished goods at cost of 21 thousand euros (2014: 19 thousand euros) were written off. The inventory reserve was decreased by 21 thousand euros (2014: for inventory write-off, the reserve was recused by 50 thousand euros).

Inventories are pledged and are part of a commercial pledge (Note 10).

### 7 INVESTMENT PROPERTY

	thousand €
Cost 31.12.2013	693
Accumulated depreciation at 31.12.2013	(285)
Carrying amount 31.12.2013	408
Depreciation 2014	(1)
Cost 31.12.2014	693
Accumulated depreciation 31.12.2014	(286)
Carrying amount 31.12.2014	407
Depreciation 2015	(1)
Reclassification to non-current assets (cost) 2015	(26)
Reclassification to non-current assets (depreciation)	26
Cost 31.12.2015	667
Accumulated depreciation 31.12.2015	(261)
Carrying amount 31.12.2015	406

#### Fair value of investment property:

	thousand €
31.12.2014	
Share of registered immovable at Rääma Street 94, Pärnu	380
Share of registered immovable at Rääma Street 31, Pärnu	225
31.12.2015	
Share of registered immovable at Rääma Street 94, Pärnu	390
Share of registered immovable at Rääma Street 31, Pärnu	170

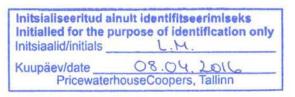
The market value of the share of the registered immovable (no. 1403305) at Rääma Street 94, Pärnu was evaluated by an independent real estate expert in the month following the balance sheet date in the reporting year as well as in the prior period. The fair value is based on the assumption that the share is separately realisable. Management estimates that the share of Rääma 94 property is separately realisable. The building located on this registered immovable is rented out and burdened with one rent contract made for an unspecified term. The expert has determined the market value of the property that is being evaluated by using the revenue method (on the discount cash flow method) based on the existing rent contract. The expert used the cash flow period of 5 +1 years and the discount rate of 12%.

The market value of the share of the registered immovable (no. 1409605) at Rääma Street 31, Pärnu was evaluated by an independent real estate expert in the month following the balance sheet date in the reporting year as well as in the prior period. The fair value is based on the assumption that the share is separately realisable. Management estimates that the share of Rääma 31 property is separately realisable. The expert determined the market value of the property that is being evaluated by using the comparison method. In this case, the evaluation was performed on the basis of transactions made with comparable registered immovables. For taking into consideration special features of comparable properties, adjustment of comparison elements was carried out.

In determining the market value of real estate investments, the inputs corresponding to level 3 of the fair value hierarchy were used.

In the financial year, the costs directly attributable to management of investment property were 35 thousand euros (2014: 36 thousand euros). In the financial year, rental income from investment properties totalled 54 thousand euros (2014: 55 thousand euros).

As at 31.12.2015, the carrying amounts of investment property pledged as collateral amounted to 406 thousand euros, and as at 31.12.2014, 407 thousand euros, see also Note 10.



### 8 PROPERTY, PLANT AND EQUIPMENT

		Land	Buildings and	Machinery and	Other fixtures	Construc-	TOTAL
	thousand €	20110	facilities	equipment		progress	
	Cost at 31.12.2013	226	4,897	14,496	209	116	19,944
67	Accumulated depreciation						
	at 31.12.2013	0	(2,368)	(7,887)	(184)	0	(10,439)
	Carrying amount at						
	31.12.2013	226	2,529	6,609	25	116	9,505
	Additions	0	0	188	16	443	647
	Reclassification	0	25	251	0	(276)	0
	Disposals and write-offs (Notes 21; 24)	0	0	(115)	(6)	0	(121)
7	Accumulated depreciation						
1	of fixed assets written off	0	0	115	6	0	121
	Depreciation charge (Notes 16; 24)**	0	(87)	(838)	0	0	(925)
0	Depreciation (Notes 16; 24)	0	(211)	(737)	(12)	0	(960)
0							
5	Cost at 31.12.2014	226	4,835	14,097	225	283	19,666
Doeno	Accumulated depreciation at 31.12.2014	0	(2,579)	(8,624)	(196)	0	(11,399)
5	Carrying amount at						
S N	31.12.2014	226	2,256	5,473	29	283	8,267
	Additions*	0	6	77	13	632	728
	Reclassification	0	100	722	0	(822)	0
	Reclassification from property investment (cost) 2015	0	0	26	0	0	26
	Reclassification from property investment (depreciation) 2015	0	0	(26)	0	0	(26)
	Disposals and write-offs (Notes 21; 24)	0	0	(183)	(6)	0	(189)
	Accumulated depreciation						
	of fixed assets written off	0	0	161	6	0	167
	Depreciation (Notes 16; 24)	0	(206)	(633)	(14)	0	(853)
	•						
	Cost at 31.12.2015	226	4,941	14,739	232	93	20,231
	Accumulated depreciation at 31.12.2015	0	(2,785)	(9,122)	(204)	0	(12,111)
	Carrying amount at 31.12.2015	226	2,156	5,617	28	93	8,120

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\*As at 31.12.2015, the Group had undertakings related to acquisition of property, plant and equipment in the amount of 26 thousand euros (31.12.2014: EUR 22 thousand).

\*\*As at 31.12.2014, impairment test has been conducted with regard to the non-current assets of the Püssi fibreboard factory. The impairment loss on non-current assets resulting from the test amounting to 925 thousand has been recognised within *Cost of goods sold* in the profit or loss statement.

As at 31.12.2015, the cost of fully depreciated property, plant and equipment still in use amounted to 6,837 thousand euros and as at 31.12.2014, the respective amount was 6,742 thousand euros.

As at 31.12.2015, the carrying amount of non-current assets pledged as mortgages was 2,382 thousand euros and as at 31.12.2014, 2,482 thousand euros. The remaining non-current assets are part of the commercial pledge; see also Note 10.

Machinery and equipment include assets where the Group is a lessee under a finance lease with the carrying amount of 37 thousand euros as at 31.12.2015 (2014: 54 thousand euros).

#### Construction-in-progress

As at 31.12.2015, construction-in-progress includes the investment in production technology in the amount of 93 thousand euros (31.12.2014: 283 thousand euros).

### 9 INTANGIBLE ASSETS

	Computer software
	thousand €
Cost at 31.12.2013	100
Accumulated amortisation at 31.12.2013	(74)
Carrying amount 31.12.2013	26
Additions 2014	8
Acquired in business combinations (Note 26)	5
Amortisation charge (Note 24)	(10)
Cost at 31.12.2014	113
Accumulated amortisation at 31.12.2014	(84)
Carrying amount at 31.12.2014	29
Additions 2015	2
Amortisation charge (Note 24)	(10)
Cost at 31.12.2015	115
Accumulated amortisation at 31.12.2015	(94)
Carrying amount at 31.12.2015	Initsialiseeritud ainult identifitseerimiseks Initialied for the purpose of identification only Initsiaalid/initials  Kuupäev/date  PricewaterhouseCoopers, Tallinn

#### 10 BORROWINGS

Information regarding borrowings as at 31.12.2015:

thousand €			Due date			
	Interest rate	Total	Within 1 year	Within 1 year	Within 1 year	Within 1 year
Long-term loan	6 month euribor+4,55%	4,313	150	4,163	4,163	0
Overdraft	5%	1,009	1,009	0	0	0
Factoring	1 month euribor+3,5%	94	94	0	0	0
TOTAL		5,416	1,253	4,163	4,163	0

Information regarding borrowings as at 31.12.2014:

thousand €			Due date			
	Interest rate	Total	Within 1 year	Within 1 year	Within 1 year	Within 1 year
Long-term loan	1 month euribor+4,55%	4,313	750	3,563	3,563	0
Finance lease	4,65%	14	14	0	0	0
Overdraft	5%	981	981	0	0	0
Factoring	1 month euribor+3,5%	285	285	0	0	0
TOTAL		5,593	2,030	3,563	3,563	0

Un-discounted future cash flows of loan payments are provided in section (B) of Clause 3.1 of Note 3.

The borrowings of the Group have been secured as follows:

- commercial pledge in the total amount of 3,000 thousand euros;
- mortgage with collateral claims in the total amount of 11,222 thousand euros.

The loan agreements contain covenants whereby the debt to EBITDA ratio of the group on a 12-month basis may be up to 5, the DSCR must be maintained at least 1.4 at all times and the annual capital expenditures are capped at 300 thousand euros. Waiver was obtained from the lender to increase the cap on capital expenditures to up to 750 thousand euros, therefore the group did not breach any covenants of the loan agreements during the reporting period. As at the balance sheet date, a breach could have occurred with regard to the debt to EBITDA and DSCR indicators but an agreement was reached with the lender before the balance sheet date whereby the non-compliance with these covenants at the end of the year did not constitute a breach of the loan agreement and as a result the financial indicators of the Group as at 31.12.2015 are deemed to be in compliance with the terms of the loan agreements.

Information regarding financial risks arising from borrowings is disclosed in Note 3. Information regarding the carrying amounts of assets pledged as collateral for bank loans is disclosed in Notes 5, 6, 7 and 8.

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thousand €	
In statement of cash flows:	
Change in overdraft payments	28
Change in use of factoring	(191)
Financial lease payments	(14)
TOTAL	(177)
In the statement of financial position:	
Borrowings at 31.12.2014	5,593
Borrowings at 31.12.2015	5,416
CHANGE	(177)

### 11 OPERATING LEASE

#### THE GROUP AS A LESSEE

In 2015, operating lease expenses amounted to 397 thousand euros and in 2014, to 338 thousand euros. There are no significant restrictions or contingent liabilities related to lease contracts.

Future lease payments under non-cancellable operating leases:

thousand €		Machinery and equipment	Store premises	
At 31.12.2015				
- up to 1 year		75	196	
- between 1 to 5	years	103	325	
TOTAL		178	521	
At 31.12.2014				
- up to 1 year		58	187	
- between 1 to 5	years	61	205	
TOTAL	Initsialiseeritud alnult identifitseerimiseks Initialled for the purpose of identification on Initsiaalid/initials  Kuupäev/date  PricewaterhouseCoopers, Tallinn	119	392	

### 12 PAYABLES AND REPAYMENTS

thousand €	2015	2014
Trade payables (Note 3)	1,591	1,092
Payables to employees	300	317
incl. accrued holiday pay reserve	75	84
provision for bonuses	15	22

Tax liabilities	383	415
incl. social security and unemployment insurance	192	185
personal income tax	91	93
contribution to mandatory funded pension	8	11
value added tax	75	115
other taxes	17	11
Prepayments received	300	240
Other payables (Note 3)	110	134
TOTAL	2,684	2,198

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### 13 PROVISIONS

	thousand €
Balance at 31.12.2013	244
incl. current portion of provision	14
incl. non-current portion of provision	230
Movements in 2014:	
Use of provision	(27)
Transfers to provision	10
Interest cost (Note 22)	11
Balance at 31.12.2014	238
incl. current portion of provision	15
incl. non-current portion of provision	223
Movements 2015:	
Use of provision	(25)
Transfers to provision	19
Interest cost (Note 22)	11
Balance at 31.12.2015	243
incl. current portion of provision	15
incl. non-current portion of provision	228

Provisions as at 31.12.2015 and 31.12.2014 related to the compensation for work accidents to former employees of the Group. The total amount of the provision has been estimated considering the number of persons receiving the compensation, extent of their disability, their former salary level, level of pension payments, and estimations of the remaining period of payments. Management has used information published by Statistics Estonia to evaluate benefit payment periods. See also Note 4.

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### 14 EQUITY

#### SHARE CAPITAL

	Nominal value	Number of shares	Share capital
	€	pcs	thousand €
Balance at 31.12.2015	0.60	4,499,061	2,699
Balance at 31.12.2014	0.60	4,499,061	2,699

The share capital consists of 4,499,061 (2014: 4,499,061) issued, authorised and fully paid ordinary shares. According to the articles of association, the maximum amount of share capital is 10,797,744 euros. Each ordinary share grants its owner one vote at the General Meeting of Shareholders and the right to receive dividends.

In 2015 and 2014, no dividends were paid to shareholders.

As at 31.12.2015, the Group had 483 shareholders (31.12.2014: 518 shareholders) of which the following entities had more than a 5% ownership interest:

• Trigon Wood OÜ with 2,682,192 shares or 59.62% (2014: 59.62%)

## The number of shares owned by the members of the Management Board and Supervisory Board of Skano Group AS was as follows:

- Ülo Adamson 0 shares (2014: 0 shares)
- Joakim Johan Helenius 20 000 shares (2014: 20 000 shares)
- Pekka Armas Soikkeli 0 shares (2014: 0 shares)
- Martin Kalle 341 shares (2014: 4 331 shares)
- Gert Kuus 0 shares (2014: 0 shares)
- Gregory Devine Grace 0 shares (2014: 0 shares)
- Heiti Riisberg 87 000 shares (2014: 87 000 shares)

Skano Group AS decided in urgent general meeting of shareholders held on 06.01.2015 that the Group has the right to issue up to 450,000 options before 31.03.2015. Each share option grants the entitled person the right to buy one share of Skano Group AS share for the exercise price of 1.1 euros. The eligible person is entitled to exercise the option granted as from 37 calendar months after the issuance of options. The entitled person loses the right to excercise the share option if it leaves from Group's Management Board on his own initiave before 37 calendar months or the contract is terminated by the initiative of Supervisory Board 12 months after the issuance of option. The eligible person is entitled to use option in extent of 1/3 of total in case its Management Board contract is terminated within 13-24 months and in extent of 2/3 of total in case its contract is terminated within 25-36 months after the issuance of option.

The entitled person does not have the right to dispose the option issued to him. The entitled persons of options are the members of Management Board of Skano Group AS and final maturity of the program is 31.12.2018.

Management Board of the Group has entered into option contracts for a total amount of 450,000 share options. In 2015, the staff expense for share options was 7 thousand euros and as at 31.12.2015 the option reserve was 7 thousand euros.

In Group's Supervisory Board meeting held on 17.03.2016, the Board decided to recall Heiti Riisberg from Management Board in connection with his resignation submission.

With this amendment, the option contract between Heiti Riisberg and Skano Group AS also expires and the resigning member loses his right to acquire share options stated to him.

#### CONTINGENT INCOME TAX LIABILITY

Pursuant to the Commercial Code, it is possible to pay out dividends from the parent company's adjusted unconsolidated equity. As at 31 December 2015, the adjusted unconsolidated retained earnings of the Company amounted to 2,091 thousand euros (2014: 2,815 thousand euros). The following is taken into consideration with regard to available equity:

- as at the balance sheet date, it is possible to pay out 1,682 thousand euros as dividends, at a maximum (2014: 2,266 thousand euros);
- the corporate income tax on the aforementioned dividends would amount to 399 thousand euros, 2014: 549 thousand euros).
- The maximum potential income tax liability is calculated under the assumption that the
  distributable net dividends and the amount of the income tax expense on dividends cannot
  exceed the distributable retained earnings as at the balance sheet date.

According to the Income Tax Act, the Group is entitled to reduce the income tax payable on dividends to the extent of income tax withheld in the subsidiary in Ukraine on interest expenses, in the amount of 3 thousand euros in 2015 (2014: 0 thousand euros). The total of contingent unrecognised deferred tax assets amounted to 17 thousand euros.

### 15 EARNINGS PER SHARE

€	2015	2014
Basic earnings per share (EPS)	(0.09)	(0.33)
Diluted earnings per share	(0.09)	(0.33)
Book value of share	1.09	1.18
Price/earnings ratio (P/E)	(8,111)	(2,575)
Closing price of the share of Skano Group AS on the Tallinn Stock Exchange as at 31.12.	0.73	0.85

Earnings per share have been calculated by dividing the net profit (loss) for the reporting period by the number of shares:

EPS in 2015 = (411,006)/4,499,061 = (0.09) euros EPS in 2014 = (1,481,024)/4,499,061 = (0.33) euros

Diluted earnings (loss) per share is calculated based on the net profit (loss), and the number of shares plus contingent shares corresponding with the Group's option program started from 2015. Skano Group's share price, on average in 2018, has been lower than the exercise price of options, options do not have diluted effect for 20151 caluclations.

Diluted EPS in 2015 = (411,006)/4,499,061 = (0.09) euros Diluted EPS in 2014 = (1,481,024)/4,499,061 = (0.33) euros Price/earnings ratio (P/E) in 2015 = 0.73 / (0.09) = (8.111) Price/earnings ratio (P/E) in 2014 = 0.85 / (0.33) = (2.575)

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#### 16 COST OF GOODS SOLD

thousand €	2015	2014
Raw materials and main materials	6,211	7,098
Labour expenses	3,476	3,665
Electricity and heat	3,891	4,344
Depreciation	840	887
Purchased goods	183	163
Change in balances of finished goods and work in progress	(527)	(200)
Other expenses	796	770
Loss on non-current asset impairment (Notes 8; 24)	0	925
TOTAL	14,870	17,652

### 17 DISTRIBUTION COSTS

thousand €	2015	2014
Transportation expenses	1,222	1,200
Labour expenses	807	800
Advertising costs	221	222
Commission fees	161	169
Rental expenses	260	241
Other expenses	532	445
TOTAL	3,203	3,077

### **18 ADMINISTRATIVE EXPENSES**

thousand €	2015	2014
Labour expenses	507	416
Purchased services	136	125
Office supplies	30	32
Other expenses	32	49
TOTAL	705	622

### 19 LABOUR EXPENSES

thousand €	2015	2014
Wages and salaries	3,311	3,347
Social security and unemployment insurance	1,185	1,197
Accrued holiday pay provision	276	297
Fringe benefits paid to employees	18	40
TOTAL	4,790	4,881

In 2015, the average number of employees of Skano Group AS was 324 (2014: 348).

#### 20 OTHER OPERATING INCOME

thousand €	2015	2014
Insurance compensation	284	0
Income from the sale of non-current assets	8	0
Income from impaired receivables from previous periods (Note 5)	18	0
Income from export marketing grant*	0	44
Other income	32	16
TOTAL	342	60

<sup>\*</sup> The export marketing grant in the amount of 44 thousand was received from Enterprise Estonia. The export development project was launched 3.12.2012 and continues until 30.11.2014. To the best of its knowledge, the Group has met all necessary conditions for receiving the grant and no additional commitments are related to the grant.

### 21 OTHER OPERATING EXPENSES

thousand €	2015	2014
Allowance for doubtful receivables (Note 5)	25	6
Contract fees	183	59
Reclamations	45	93
Loss from an insurance case	98	0
Foreign exchange loss	57	57
Other costs	46	23
TOTAL	454	238

### 22 FINANCE INCOME AND COSTS

thousand €	2015	2014
Finance income:		
Interest income	0	1
Total finance income	0	1
Finance costs:		
Interest expenses	294	278
incl. interest expense related to provision (Note 13)	11	11
Other finance costs	7	4
Total finance costs	301	282

See also Note 24.

### 23 INCOME TAX EXPENSE

thousand €	2015	2014
Income tax expense (Note 14)*	9	1
TOTAL	9	1

<sup>\*</sup> The income tax expense comprises income tax withheld on interest received from subsidiary TOV Skano Ukraina and corporate income tax paid on profit.

### 24 ADJUSTMENTS OF LOSS BEFORE TAX IN THE CASH FLOW

thousand €	2015	2014
Depreciation charge (Notes7; 8; 9)	864	971
Expenses of doubtful receivables (Notes 5, 21)	25	6
Loss on non-current asset write-off and impairments (Note 8)	22	925
Interest expense (Note 22)	294	278
Non-monetary transactions: increase in receivables through business combinations (Note 26)	0	1,125
Non-monetary transactions: increase in inventories through business combinations (Note 26)	0	17
Non-monetary transactions: increase in intangible assets through business combinations (Notes 9, 26)	0	(5)
Non-monetary transactions: increase in liabilities through business combinations (Note 26)	0	(1,412)
Non-monetary transactions: reserv for share option	7	0
(Increase)/decrease in receivables and prepayments (Note 5)	237	136
Increase/(decrease) in inventories (Note 6)	(460)	12
(Increase)/decrease in liabilities related to operating activities (Note 12)	493	(62)
Total adjustments	1,482	1,991

### 25 SEGMENT REPORTING

**Operating segments** have been determined based on the reports reviewed by the Management Board that are used to make strategic decision. The Management Board considers the business based on the types of products and services as follows:

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Skano Furniture Factory (FF) is engaged in the production and wholesale of household furniture. The factories are located in Estonia.

Skano Furniture Retail (FR) is engaged in retail sales of furniture in Estonia, Latvia, Lithuania and Ukraine.

Skano Fibreboard (FB) manufactures and sells furniture to wholesale customers general construction boards based on soft woodfibre boards, and interior finishing boards. The fibreboard factory is located in Estonia.

Suomen Tuulileijona (STOY) tis engaged in the wholesale of woodfibre boards in Finland. Skano Group (SG) is a holding company.

The Management Board assesses the performance of operating segments based on revenue as a primary measure. As a secondary measure, the Management Board also reviews operating profit.

All amounts provided to the Management Board are measured in a manner consistent with that of the financial statements. Inter-segment sales are carried out at arm's length.

#### **SEGMENT INFORMATION FOR OPERATING SEGMENTS:**

	Furni Fact	III O TO DO THE TO THE T	Furni Ret	- Committee of the Comm	Fibrek	ooard	Suo: Tuulil	men eijona	Ska Gro	C. C	Elimin	ations	SEGM	
thousand €	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014
Revenue from external customers	3,644	4,863	2,537	2,369	7,659	10,884	4,949	2,214	0	0	0	0	18,789	20,330
Inter-segment revenue	1,157	1,133	0	0	4,738	2,033	0	1	43	62	(5,938)	(3,229)	0	0
Revenue from customers whose contribution is more than 10% of consolidated revenue	0	0	0	0	0	3,141	0	0	0	0	0	0	0	3,141
Client 1	0	0	0	0	0	3,141	0	0	0	0	0	0	0	3,141
Operating profit/loss)	(634)	137	(352)	(612)	262	(1,332)	6	(30)	(14)	(17)	631	655	(101)	(1,199)
Amortisation/ depreciation	227	248	8	5	618	707	0	0	0	0	0	0	853	960
Segment assets	2,684	3,141	718	680	10,114	9,317	201	556	(433)	(345)	(22)	(20)	13,262	13,329
Non-current assets of the segment	1,370	1,554	10	14	6,740	6,699	0	0	0	0	0	0	8,120	8,267
Segment liabilities	2,153	2,092	244	255	4,737	4,221	200	478	1,009	983	0	0	8,343	8,029
Additions to non- current assets	42	97	4	12	682	538	0	0	0	0	0	0	728	647
Interest expenses	78	80	0	0	144	137	19	9	53	52	0	0	294	278

Eliminations comprise unrealised profits on inventories arising from inter-segment transactions. Investment property and inventories relating to real estate development are allocated to the Skano Fibreboard division in accordance with the allocation in the internal reports. Insignificant expenses related to these properties are also included within Skano Fibreboard division.

REVENUES FROM EXTERNAL	CHISTOMEDS	ACCOPDING TO	THEIR LOCATIONS
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	10		2015					2014		
thousand €	FF	FR	FB	STOY	TOTAL	FF	FR	FB	STOY	TOTAL
Finland	1,770	8	190	4,944	6,912	1,828	1	3,483	2,200	7,512
Russia	1,501	0	1,850	0	3,351	2,735	0	2,110	0	4,845
Estonia	41	1,463	1,752	0	3,256	69	1,272	1,676	0	3,017
United Kingdom	43	0	1,163	0	1,206	46	0	1,136	0	1,182
Latvia	0	469	305	0	774	0	345	315	0	660
Sweden	0	1	568	5	574	0	0	522	14	536
South Africa	0	0	493	0	493	0	0	246	0	246
Lithuania	0	332	102	0	434	0	338	102	0	440
Ukraine	0	264	136	0	400	0	405	149	0	554
Portugese	0	0	235	0	235	0	0	7	0	7
Kazakhstan	166	0	0	0	166	88	0	11	0	99
Germany	0	0	160	0	160	0	0	113	0	113
Denmark	0	0	158	0	158	0	0	44	0	44
France	102	0	20	0	122	36	0	60	0	96
Arabia (UAE)	0	0	108	0	108	24	0	88	0	112
Others	21	0	419	0	440	37	8	822	0	867
TOTAL	3,644	2,537	7,659	4,949	18,789	4,863	2,369	10,884	2,214	20,330

Revenue is generated from sales of own production and goods purchased for resale. Majority of the Group's assets are located in Estonia (in 2015: 96% and in 2014 93%).

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### 26 BUSINESS COMBINATIONS

At 30.06.2014, a purchase and sale agreement was concluded between Skano Fibreboard OÜ and Suomen Kuitulevy OY (SKOY) for the acquisition of a subsidiary of SKOY in Finland, Suomen Tuulileijona OY (STOY). The acquisition price stipulated in the purchase and sale agreement was the net asset value of Suomen Tuulileijona OY at 30.06.2014, which equalled 68 thousand euros. The transaction was completed and Skano Fibreboard OÜ obtained control over STOY at 10.07.2014. The purchase price allocation was performed on the basis of the financial position of STOY at 30.06.2014 and an assessment has been made as to whether any material transactions occurred in the interim period until control was obtained that would require any adjustments to be made in the purchase price allocation.

As the significant assets and liabilities of STOY were short-term in nature, the fair value of such assets and liabilities approximated their carrying amount. No additional material assets or liabilities were identified in the course of purchase price allocation

Consideration transferred up	thousand €		
Acquisition price paid in the tr	68		
Total cost of acquired owner	ship interest	68	
Identifiable assets acquired		1,480	
Cash and cash equivalents		333	
Receivables and prepayments	Receivables and prepayments		
Inventories	17		
Intangible assets		5	
Identifiable liabilities assume	ed	1,412	
Borrowings		772	
Payables and prepayments	640		
Net assets at fair value	Initialled for the purpose of identification only Initialadid/initials	68	
	Kuupäev/date 08.04.2016 PricewaterhouseCoopers, Tallinn		
	PricewaterhouseCoopers, Tallinn		

Cumulative income of the acquired business unit in the consolidated income statement amounted to 2,214 thousand euros and loss amounted to 41 thousand euros during the period 01 July 2014 - 31 December 2014. If the subsidiary had been acquired at 1.1.2014, the consolidated revenue of the Group would have been higher by 3,512 thousand euros and the loss would have been reduced by 27 thousand euros.

### 27 RELATED PARTY TRANSACTIONS

The following parties are considered as related parties:

- parent OÜ Trigon Wood and owners of the parent;
- other entities in the same consolidation group of the parent;
- members of the Management, the Management Board and the Supervisory Board of AS Skano Group AS entities and their close relatives;
- entities under the control of the members of the Management Board and the Supervisory Board;
- individuals with significant ownership unless these individuals lack the opportunity to exert significant influence over the business decisions of the Group.

As at 31.12.2015, the entities with significant influence over the Group are the largest owners of OÜ Trigon Wood: AS Trigon Capital (30.13%), Veikko LaineOy (26.49%), Hermitage Eesti OÜ (12.64%), Thominvest Oy (11.94%) and SEB's Finnish customers (10.96%).

Benefits (incl. tax expenses) to members of the Management Board and Supervisory Board of all consolidation group entities:

thousand €	2015	2014
Membership fees (Note 19)	296	187
Resignation compensation (Note 19)	0	13
Social tax	98	66
TOTAL	394	266

In 2015, short-term benefits were paid to members of the management and Supervisory Board of all consolidation group entities in the total amount of 296 thousand euros (2014: 200 thousand euros). Pursuant to the contracts concluded, as at 31.12.2015, the members of the Management Board are entitled upon termination of management board member agreements by the initiative of Supervisory Board to receive severance pay amounting to three to six-month remuneration and as at 31.12.2014, severance pay amounting up to one to three-month remuneration.

In 2015, share option prgram was established for management. Share options were issued in the amount of 450,000 thousand euros (2014: 0 euros). For additional information about share options, see Note 14.

Skano Group AS has purchased mainly lease and other services from related parties. Transactions with related parties are based on market terms.

thousand €		2015	2014
Services purchased from other related parties		35	34
TOTAL		35	34
Balances with related parties:	Initsialiseeritud alnult identifitseerimiseks Initialied for the purpose of identification only Initsiaalid/initials		
thousand €	Kuupäev/date 08.04.2016 PricewaterhouseCoopers, Tallinn	31.12.2015	31.12.2014
Payables to other related par		10	12
TOTAL		10	12

#### 28 CONTINGENT LIABILITIES

The tax authorities may at any time inspect the books and records within 5 years subsequent to the reported tax year, and upon establishing errors, may impose additional tax assessments and penalties. The Group's management is not aware of any circumstances which may give rise to a potential material liability in this respect.

### 29 EVENTS AFTER THE BALANCE SHEET DATE

The economy of Ukraine is considered to be developing. It is characterised by relatively big economic and political risks. The economy of Ukraine is very dependent on reforms and the efficiency of government economic, financial and monetary policy which is influenced by the developments of tax, legal, regulative and political systems. The aforementioned factors, as well as other factors, may have an impact on the operations and financial position of the Group. As at 31.12.2014, the Group has assets in Ukraine amounting to 134 thousand euros (31.12.2014: 154 thousand euros).

At 6.01.2016 a short-term loan was granted by the related party in the amount of 100 thousand euros with the annual interest of 6% and maturity on 30.06.2016.

At 20.01.2016 a short-term bank loan granted in the amount of 100 thousand euros with the annual interest of 5% and maturity on 30.06.2016.

#### 30 SUPPLEMENTARY DISCLOSURES ON THE GROUP'S PARENT

The financial information on the parent is included in the separate primary financial statements (pages 75 to 77), the disclosure of which in the notes to the consolidated financial statements is required by the Estonian Accounting Act. The separate financial statements of the parent have been prepared using the same accounting policies as for the consolidated financial statements, except for measurement of investment in subsidiaries, which are stated at cost (less any impairment losses).

#### STATEMENT OF FINANCIAL POSITION OF THE PARENT COMPANY

thousand €	31.12.2015	31.12.2014
Cash and cash equivalents	0	0
Receivables and prepayments	1,164	1,143
Total current assets	1,164	1,143
Investments of subsidiaries	7,927	7,920
Total non-current assets	7,927	7,920
TOTAL ASSETS	9,091	9,063
Borrowings	1,009	981
Payables and prepayments	0	3
Total current liabilities	1,009	984
Total liabilities	1,009	984
Share capital at nominal value	2,699	2,699
Share premium	364	364
Statutory reserve capital	288	288
Other reserves	7	0
Retained earnings	4,724	4,728
Total equity	8,082	8,079
TOTAL LIABILITIES AND EQUITY	9,091	9,063

## STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME OF THE PARENT COMPANY

thousand €	2015	2014
REVENUE	43	62
incl. to subsidiaries	43	62
Cost of goods sold	(43)	(62)
Gross profit	0	0
Administrative expenses	(14)	(18)
Other operating income	0	1
Other operating expenses	(1)	0
Operating loss	(15)	(17)
Finance income and costs	11	13
LOSS BEFORE TAX	(4)	(4)
NET LOSS FOR FINANCIAL YEAR	(4)	(4)
TOTAL COMPREHENSIVE LOSS FOR THE YEAR	(4)	(4)

#### **CASH FLOW STATEMENT OF THE PARENT COMPANY**

thousand €	2015	2014
Cash flows from operating activities		
Profit (loss) before tax	(4)	(4)
Adjustments:		
Interest expenses	53	52
Interest income	(64)	(65)
Non-monetary transactions: reserve for share option	7	0
(Increase)/decrease in receivables and prepayments	(21)	(126)
(Increase)/decrease in current liabilities related to operating activities	(3)	3
Cash used in operations	(32)	(140)
Interest payments	(53)	(52)
Net cash used in operating activities	(85)	(192)
Cash flows from investing activities		
Interest received	64	65
Acquisition of subsidiaries	(7)	0
Net cash generated from investing activities	57	65
Cash flows from financing activities		
Overdraft payments	28	125
Net cash generated from financing activities	28	125
NET CHANGE IN CASH BALANCE	(0)	(2)
OPENING BALANCE OF CASH	0	2
CLOSING BALANCE OF CASH	0	0

#### STATEMENT OF CHANGES IN EQUITY OF THE PARENT COMPANY

thousand €	Share capital	Share premium	Statutory reserve capital	Other reserves	Retained earnings	TOTAL
Balance at 31.12.2013	2,699	364	288	0	4,732	8,083
Total comprehensive loss for 2014	0	0	0	0	(4)	(4)
Balance at 31.12.2014	2,699	364	288	0	4,728	8,079
Carrying amount of investments under control and significant influence					(7,920)	(7,920)
Value of investments under control and significant influence under equity method					6,007	6,007
Adjusted unconsolidated equity at 31.12.2014	2,699	364	288	0	2,815	6,166
Balance at 31.12.2014	2,699	364	288	0	4,728	8,079
Total comprehensive loss for 2015	0	0	0	0	(4)	(4)
Share options	0	0	0	7	0	7
Balance at 31.12.2015	2,699	364	288	7	4,724	8,082
Carrying amount of investments under control and significant influence					(7,920)	(7,920)
Value of investments under control and significant influence under equity method					5,277	5,277
Adjusted unconsolidated equity at 31.12.2015	2,699	364	288	7	2,081	5,439



#### INDEPENDENT AUDITOR'S REPORT

(Translation of the Estonian original)\*

To the Shareholders of Skano Group AS

We have audited the accompanying consolidated financial statements of Skano Group AS and its subsidiaries, which comprise the consolidated statement of financial position as of 31 December 2015 and the consolidated statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the years then ended, and notes comprising a summary of significant accounting policies and other explanatory information.

### Management Board's Responsibility for the Consolidated Financial Statements

Management Board is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, and for such internal control as the Management Board determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

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

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



#### **Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Skano Group AS and its subsidiaries as of 31 December 2015, and their financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

AS PricewaterhouseCoopers

Tiit Raimla

Auditor's Certificate No. 287

Verner Uibo

Auditor's Certificate No. 568

8 April 2016

<sup>\*</sup> This version of our report is a translation from the original, which was prepared in Estonian. All possible care has been taken to ensure that the translation is an accurate representation of the original. However, in all matters of interpretation of information, views or opinions, the original language version of our report takes precedence over this translation.

### PROPOSAL FOR COVERING OF LOSS

The retained earnings of Skano Group AS are:

	thousand €
Retained earnings at 31.12.2014	1,965
Net loss in 2015	(411)
Retained earnings at 31.12.2015	1,554

Martin Kalle

Chairman of the Management board

Gert Kuus

Member of the Management Board

Gregory Devine Grace

Member of the Management Board

# SIGNATURES OF THE MANAGEMENT BOARD AND SUPERVISORY BOARD TO THE 2015 ANNUAL REPORT

The Management Board has prepared the Company's Annual Report for 2015. The Annual Report (pages 1 to 79) consists of the management report, financial statements, auditor's report and proposal for covering of loss. The Supervisory Board has reviewed the Annual Report prepared by the Management Board and approved it for presentation at the General Meeting of Shareholders

1. 6

Chairman of the Management board	Martin Kalle	8.04.2016
Member of the Management Board	Gert Kuus	8.04.2016
Member of the Management Board	Gregory Devine Grace	8.04.2016
Chairman of the Supervisory Board	Ülo Adamson	
Member of the Supervisory Board	Joakim Johan Helenius	
Member of the Supervisory Board	Pekka Armas Soikkeli	

### REVENUE OF THE PARENT COMPANY BY EMTAK CLASSIFICATORS

	<b>2015</b> thousand €	<b>2014</b> thousand €
96099 Other services	43	62