

Tekla Corporation

October 23, 2008 at 9.00 a.m.

**Tekla Corporation's Interim Report January 1 – September 30, 2008:  
Tekla lowers its net sales and operating result outlook**

Net sales of Tekla Group for January-September 2008 totaled 43.10 (comparable net sales for the same period in 2007: 41.81) million euros. Growth in net sales was approximately 3%. The operating result was 10.47 (12.91) million euros, 24.3% (30.9%) of net sales.

Net sales for the third quarter were 13.72 (comparable net sales for the corresponding period in 2007: 14.78) million euros, approximately 7% less than the year before. The operating result for the quarter was 3.50 (5.82) million euros, 25.5% (39.4%) of net sales.

The comparable figures for 2007 have been calculated by excluding the Defence business, which was divested in April 2007.

**Ari Kohonen**, President and CEO, comments on the reporting period:

- Growth in Tekla's net sales slowed down towards the end of the reporting period and our operating result lagged behind last year's figures. The figures for the third quarter did not meet our expectations, especially when compared to the corresponding period in 2007, which was an excellent quarter. The general economic uncertainty affects customers' investments, making their decision-making times longer and postponing the start-up of projects into the future. Uncertainty of financing adds to the slowing down of growth in the building industry, which is particularly seen in new larger projects. As we have stated previously, strong fluctuations in demand are possible in license-based sales.
- In our main business area, Building & Construction, net sales and operating result fell behind the same period in 2007, during which some rather large deals were made. As we expect to be closing similar deals during the remainder of this year, we predict the last quarter to be better than in the previous year.
- Despite the softer third quarter, we believe our outlook to still be good. Tekla's strong market position and competition in the industry remain unchanged. Customers in the building industry are looking for tools that make their operations more efficient, which is exactly what Tekla's products do. Building Information Modeling is still gaining ground around the world.
- In January-September, the largest markets in terms of net sales were North America, Western Europe, India and the Middle East. Sales did not increase in the United States, which continues to be B&C's largest individual market, but they were at a good level. During the third quarter, sales were favorable in Germany, Denmark, Russia and several Asian countries.
- The Infra & Energy business area's first three quarters went as planned. The last quarter of the year is typically good, and the business area is expected to reach its yearly objectives.
- Increase in the number of personnel during the third quarter was 7 people, while during the first two quarters it was 44. During the first half of the year we added personnel mainly to product development to ensure future growth. In the future, possible increases in personnel will focus on personnel working in the customer interface.

Due to the softened prospects for the construction industry, Tekla lowers its net sales and operating result outlook for the full year. Growth in net sales for 2008 is expected to be approximately 5%, while operating result will be slightly lower than the year before.

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## TEKLA CORPORATION'S INTERIM REPORT JANUARY 1 – SEPTEMBER 30, 2008

The figures for the comparison period have been presented for the continuing businesses, i.e. comparable, excluding the figures for the Defence business, which was divested in April 2007. Defence's figures are presented in more detail in the tables of this report.

### NET SALES AND PROFITABILITY

- \* Net sales of Tekla Group for January-September 2008 were 43.10 (comparable net sales 41.81 in January-September 2007) million euros.
- \* Growth in net sales was 3.1% (comparable).
- \* Operating result was 10.47 (comparable 12.91) million euros.
- \* Operating result percentage was 24.3% (comparable 30.9%).
- \* Earnings per share were 0.35 (comparable 0.43) euros.
- \* Return on investment was 50.2 (80.4) percent.
- \* Return on equity was 36.1 (59.3) percent.

### FINANCIAL POSITION

- \* Cash flow from operating activities totaled 7.50 (11.44) million euros.
- \* Liquid assets amounted to 25.16 (28.06) million euros on September 30, 2008 and 30.15 million euros on December 31, 2007. The assets are invested in money market instruments with very low risk.
- \* Equity ratio was 66.9 (65.3) percent.
- \* Interest-bearing debts were 0.13 (0.31) million euros.

### OTHER KEY FIGURES

- \* International operations accounted for 84% (comparable 83%) of net sales.
- \* Personnel averaged 422 (371) for January-September.
- \* At the end of September, the number of personnel including part-time staff was 451 (384).
- \* Gross investments in property, plant and equipment were 1.07 (1.14) million euros.
- \* Equity per share was 1.22 (1.21) euros.
- \* On the last trading day of September, trading closed at 6.10 (10.20) euros.

### NET SALES BY BUSINESS AREA (PRIMARY SEGMENT)

Million euros	Q1-3/ 2008	Q1-3/ 2007	Change	1-12/ 2007	Q3/ 2008	Q3/ 2007
Building & Construction	34.65	33.44	1.21	45.48	11.01	12.01
Infra & Energy	8.45	8.36	0.09	12.76	2.71	2.76
Defence *)		1.00	-1.00	1.00		
Others		0.01	-0.01	0.01		0.01
<b>Total</b>	<b>43.10</b>	<b>42.81</b>	<b>0.29</b>	<b>59.25</b>	<b>13.72</b>	<b>14.78</b>

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**OPERATING RESULT BY BUSINESS AREA (PRIMARY SEGMENT)**

<b>Million euros</b>	<b>Q1-3/ 2008</b>	<b>Q1-3/ 2007</b>	<b>Change</b>	<b>1-12/ 2007</b>	<b>Q3/ 2008</b>	<b>Q3/ 2007</b>
Building & Construction	9.77	12.11	-2.34	15.96	3.02	5.17
Infra & Energy	0.71	0.76	-0.05	1.96	0.48	0.62
Defence *)		2.53	-2.53	2.78		
Others	-0.01	0.04	-0.05	-0.02		0.03
<b>Total</b>	<b>10.47</b>	<b>15.44</b>	<b>-4.97</b>	<b>20.68</b>	<b>3.50</b>	<b>5.82</b>

\*) The Defence business was divested in April 2007.

**BUSINESS AREAS**

**Building & Construction**

Tekla's Building & Construction business area (B&C) develops and markets the Tekla Structures software product for model-based design of steel and concrete structures as well as the management of fabrication and construction.

Strong fluctuations in demand are possible in license-based sales. This was seen particularly towards the end of the reporting period. Growth of the building industry slowed down in several market areas. Uncertainty of financing adds to the slowing down of growth, which is particularly seen in new larger projects. The general economic uncertainty affects customers' investments, making their decision-making times longer and postponing the start-up of projects into the future.

Tekla's strong market position and competition in the industry remained unchanged. Customers in the building industry are seeking tools that make their operations more efficient, which is what Tekla's products are. Demand for modeling systems continues to increase, and product modeling is strengthening its foothold in structural design and other stages of the building process, such as construction. Tekla's market position as a supplier of 3D modeling software is strong in all markets and the numbers of users has been on the increase.

It is very favorable for Tekla that the building industry's move to model-based 3D processes from traditional 2D ways of working continues. In addition, Building Information Modeling (BIM) is a trend that is gaining momentum in the industry. BIM means that the information of the product model is transferred and shared between the parties of the construction process.

The net sales of B&C amounted to 34.65 (33.44) million euros for January-September 2008. Net sales increased by approximately 4% compared to the previous year. Operating result was less than the previous year, amounting to 9.77 (12.11) million euros. B&C's operating result percentage for the reporting period was 28.2% (36.2%).

During the third quarter, B&C's net sales amounted to 11.01 (12.01) million euros and its operating result was 3.02 (5.17) million euros. The quarter was softer than the corresponding period the previous year, during which some rather major deals were made. As Tekla expects to be closing similar kind of deals during the remainder of this year, the last quarter is predicted to be better than in the previous year.

International operations accounted for 96% (94%) of B&C's net sales in January-September 2008. In January-September, the largest markets in terms of net sales were North America, Western Europe, India and the Middle East. Sales did not increase in the United States, which continues as B&C's largest

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individual market, but they were at a good level. During the third quarter, sales were favorable in Germany, Denmark, Russia and several Asian countries.

In August, Tekla announced a deal with Al Habtoor-Murray & Roberts Joint Venture chosen to construct the Trump International Hotel and Tower in Palm Jumeirah, Dubai. Murray & Roberts purchased a significant number of Tekla Structures software licenses to make the 62-story hotel project and other major projects in the future happen.

A partnership agreement was signed with the U.S. company Vico Software in August. The cooperation concerns the transfer of quantity and cost planning as well as schedule data between Tekla and Vico software.

In September, US precaster Shockey Precast Group and Barton Marlow, one of the largest general contractors in the United States, announced that they were using Tekla Structures BIM in their collaborative projects.

Once complete, Burj Dubai will be among the tallest buildings in the world. Tekla Structures is also being used in this project.

In March, Tekla announced closing a considerable license deal in India. Prothius Engineering Services, one of the world's largest engineering offices, acquired more than one hundred new Tekla Structures licenses.

During the third quarter, B&C's product development concentrated on the intermediate version of Tekla Structures, which will be released at the beginning of November. Tekla Structures for Construction Management is a tool especially for controlling and site management phases of construction projects. Construction companies and contractors have already piloted the product in major projects in the United States, the Middle East and Nordic countries, for instance.

### **Infra & Energy**

The Infra & Energy business area focuses on the development and sales of model-based software solutions that support customers' core processes. Its key customer industries (products in parentheses) are energy distribution (Tekla Xpower), infrastructure management (Tekla Xcity, Tekla Xstreet), as well as water and sewage (Tekla Xpipe).

Structural changes in the energy industry and end users' increasing expectations of the reliability of energy distribution and customer service increase the need for developing and renewing network information systems. Tekla has a solid market position in the industry in the Nordic countries and the Baltic countries. In Finland, increasing regional collaboration will increase the public sector's GIS development needs. Tekla's market position is strong in large and medium-sized Finnish municipalities.

The net sales of I&E amounted to 8.45 (8.36) million euros for January-September 2008. Net sales increased by approximately 1%. I&E's operating result was 0.71 (0.76) million euros. International operations accounted for 37% (38%) of net sales. I&E's operating result percentage was 8.4% (9.1%).

With regard to net sales I&E's third quarter was at the same level with the corresponding quarter the previous year. Net sales for the third quarter amounted to 2.71 (2.76) million euros, and operating result was 0.48 (0.62) million euros.

The Infra & Energy business area's first three quarters went as planned. The last quarter of the year is typically good, and the business area is expected to reach its yearly objectives.

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The majority of net sales consists of additional and service sales to existing customers. New customers are expected from the strong markets in the Nordic countries. Efforts for business growth are underway in Germany and in the new EU countries. The customer base in the infrastructure management sector is expected to broaden with the adoption of regional services in Finland.

In order to strengthen its supply to the energy industry, Tekla acquired the Swedish company OakTree Software Ab in September. The two employees of the company were employed by Tekla.

Latvenergo acquired the Tekla Xpower Distribution Management System (DMS) for use throughout Latvia. Tekla Xstreet software licenses were sold in Finland for the Talvivaara mining project and the City of Espoo for planning and modeling the alignment of a metro tunnel.

In Tekla Xpower software product development, the integration projects of operational support and calculation with automatic meter reading (AMR) were completed. In addition, new functionalities for district heating and gas network service outage management (OMS, operation management system) were developed in collaboration with Swedish customers. As for Tekla Xcity, the project to develop electronic building supervision services was completed and customer deliveries were started. Tekla's part of the development of the Finnish KuntaGML project (geographic information service interface) proceeded from planning to implementation.

## **PERSONNEL**

The Group personnel averaged 422 (371) for January-September 2008; on average 170 (141) worked outside Finland. In these figures, the number of part-time staff has been converted to correspond to full-time work contribution. At the beginning of the year, Tekla personnel totaled 400 (365) including part-time staff, and at the end of September 451 (384), of whom 179 (152) worked outside Finland.

Increase in the number of personnel during the third quarter was 7 people, while during the first two quarters it was 44. During the first half of the year personnel was added mainly to product development to ensure future growth. In the future, possible increases in personnel will focus on personnel working in the customer interface.

## **SHARE AND OWNERSHIP STRUCTURE**

### **Share Repurchase**

Tekla's Board of Directors decided on August 8, 2008 to start purchases of a maximum of 100,000 Tekla shares for the development of the company's capital structure. The decision was based on the authorization given by the Annual General Meeting on March 19, 2008, authorizing the Board to decide on the acquisition of a maximum of 500,000 Tekla shares. Purchases started on August 18, 2008 and ended when the authorization was used up after the reporting period on October 10, 2008.

### **Shares and Share Capital**

The total number of Tekla Corporation shares at the end of September 2008 was 22,586,200, of which the company owned 152,866. The total book countervalue of those was 4,585.98 euros, representing 0.68% of the company's shares and the total number of votes. A total of 808,485.19 euros had been used for acquiring the company's own shares, and their market value was 932,482.60 euros on September 30, 2008. The book countervalue of the share is 0.03 euros. At the end of the period, share capital stood at 677,586 euros.

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**Share Price Trends and Trading**

The highest quotation of the share in January-September 2008 was 13.00 (14.94) euros, the lowest 5.80 (7.60) euros. The average quotation was 9.71 (10.59) euros. On the last trading day of September, trading closed at 6.10 (10.20) euros.

A total of 6,078,136 (10,516,655) Tekla shares changed hands in January-September 2008 at NASDAQ OMX Helsinki Ltd, amounting to 26.9% (46.6%) of the entire share capital.

**Changes in ownership structure (flagging notifications)**

Threadneedle Asset Management Holdings Limited announced that their holdings in Tekla Corporation crossed above the 5% threshold on January 14, 2008. According to the notification, Threadneedle's holdings stood at 5.098%.

Threadneedle Asset Management Holdings Limited announced that their holdings in Tekla Corporation crossed above the 10% threshold on August 1, 2008. According to the notification, Threadneedle's holdings amounted to 2,264,730 Tekla shares, or 10.027% of Tekla's shares and votes.

**ANNUAL GENERAL MEETING**

Tekla Corporation's Annual General Meeting on March 19, 2008 adopted the company's financial statements and the Group income statement and balance sheet for 2007. The Annual General Meeting also discharged the CEO and the Board members from liability. The AGM accepted the Board's proposal whereby a dividend of 0.50 euros per share was distributed for 2007. The dividend payment date was April 3, 2008.

Ari Kohonen, Olli-Pekka Laine (Vice Chair), Heikki Marttinen (Chair) and Erkki Pehu-Lehtonen were re-elected Board members until the conclusion of the Annual General Meeting in 2009. Reijo Sulonen was elected as a new Board member. Timo Keinänen was re-elected deputy member of the Board. Juha Kajanan is the Tekla personnel representative on the Board and Pirjo Lundén his personal deputy.

PricewaterhouseCoopers were re-elected as auditors, with Markku Marjomaa, Authorized Public Accountant, as the auditor in charge.

The AGM renewed the Board's authorizations regarding the increase of the company's share capital and acquiring or transferring the company's treasury shares. In August, the Board decided to use its authorization regarding share repurchase. This is described in more detail elsewhere in this report.

**SHORT-TERM RISKS AND UNCERTAINTY FACTORS**

Possible risks and uncertainty factors associated with Tekla's business are mainly related to the market and competition situation and the general economic situation. Trends in the building industry have weakened in several markets, and it has had a negative impact on the demand for Tekla products.

In the software product business, it is possible to react swiftly to growing demand, and profits from additional sales are good. The majority of net sales comprises of sales of licenses entitling to use software products. Fluctuation in their demand can be rapid and significant. In the short term and in case of quick changes, it would be challenging to proportion fixed personnel expenses, which account for the majority of Tekla's costs.



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The sales of Tekla software are geographically distributed. Also individual customers do not account for a significant share of net sales, and therefore risks such as those described above are not significant.

**OUTLOOK FOR 2008**

Due to the softened prospects of the construction industry, Tekla is lowering its net sales and operating result outlook for the full year. Growth in net sales for 2008 is expected to be approximately 5%, while operating result will be slightly lower than the year before.

According to the previous estimate, growth in net sales will be approximately 10% and operating result will be at the previous year's level.

Both outlooks have been calculated for the continuing businesses, whose net sales for 2007 amounted to 58.24 million euros and operating result to 17.90 million euros.

**NEXT FINANCIAL REPORT**

Tekla Corporation's financial statements bulletin for 2008 will be published on Friday, February 6, 2009.

Espoo, October 22, 2008

TEKLA CORPORATION  
Board of Directors

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**Tekla** is an international software product company whose model-based software solutions make customers' core processes more effective in building and construction, energy distribution, infrastructure management and water supply. Tekla has customers in more than 80 countries. Tekla Group's net sales for 2007 were nearly 60 million euros and operating result approximately 20 million euros. International operations account for almost 85% of net sales. Tekla Group currently employs about 450 people, of whom 40% work outside Finland. Tekla was established in 1966, making it one of the oldest software companies in Finland. [www.tekla.com](http://www.tekla.com)

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**CONSOLIDATED FINANCIAL STATEMENTS (unaudited)**
**CONSOLIDATED INCOME STATEMENT**

Million euros	Q1-Q3/ 2008	Q1-Q3/ 2007	1-12/ 2007	Q3/ 2008	Q3/ 2007
<b>Continuing businesses:</b>					
Net sales	43.10	41.81	58.24	13.72	14.78
Other operating income	0.69	0.63	1.02	0.15	0.17
Change in inventories of finished goods and in work in progress	0.08	0.08	0.03	0.08	-0.02
Raw materials and consumables used	-1.88	-1.38	-2.04	-0.56	-0.28
Employee compensation and benefit expense	-20.43	-18.59	-25.49	-6.56	-5.72
Depreciation	-0.84	-0.86	-1.14	-0.29	-0.28
Other operating expenses	-10.25	-8.78	-12.72	-3.04	-2.83
Operating result	10.47	12.91	17.90	3.50	5.82
% of net sales	24.29	30.88	30.73	25.51	39.38
Financial income	1.70	1.39	1.86	0.49	0.62
Financial expenses	-1.08	-0.91	-1.33	-0.15	-0.41
Profit (loss) before taxes	11.09	13.39	18.43	3.84	6.03
% of net sales	25.73	32.03	31.64	27.99	40.80
Income taxes	-3.13	-3.68	-4.92	-1.09	-1.57
Result for the period from continuing businesses	7.96	9.71	13.51	2.75	4.46
<b>Discontinued operations:</b>					
Result for the period from discontinued operations		1.87	2.06		
Result for the period	7.96	11.58	15.57	2.75	4.46
<b>Attributable to the equity holders of the Company</b>					
Earnings per share for profit attributable to the equity holders of the Company:					
Earnings per share (EUR)	0.35	0.51	0.69	0.12	0.20



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Earnings per share from continuing businesses attributable to the equity holders of the Company:

Earnings per share (EUR)	0.35	0.43	0.60	0.12	0.20
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Earnings per share from discontinued operations attributable to the equity holders of the Company:

Earnings per share (EUR)	0.00	0.08	0.09		
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Earnings are not diluted.

**CONDENSED BALANCE SHEET**

Million euros

**Assets**

Non-current assets

	9/2008	9/2007	12/2007
Property, plant and equipment	1.65	1.80	1.79
Goodwill	0.23	0.10	0.10
Intangible assets	1.01	0.69	0.74
Other financial assets	0.30	0.30	0.30
Receivables	0.29	0.54	0.49
Deferred tax assets	0.23	0.02	0.11
Non-current assets, total	3.71	3.45	3.53

Current assets

Inventories	0.16	0.12	0.07
Trade and other receivables	11.94	10.45	12.96
Tax receivables	0.10		0.00
Other financial assets	19.66	21.70	25.22
Cash and cash equivalents	5.54	6.41	4.97
Current assets, total	37.40	38.68	43.22

Assets related to discontinued operations

	0.25		0.25
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Assets total

	41.36	42.13	47.00
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**Equity and liabilities**

Equity

Share capital	0.68	0.68	0.68
Share premium account	8.89	8.89	8.89
Other own capital	1.30	1.09	1.17
Retained earnings	16.52	16.66	20.71
Equity total	27.39	27.32	31.45

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Non-current liabilities			
Deferred tax liabilities	0.04		0.13
Provisions		0.56	
Interest-bearing liabilities	0.08	0.05	0.07
Non-current liabilities total	0.12	0.61	0.20
Current liabilities			
Trade and other payables	13.58	12.22	13.35
Tax liabilities	0.22	1.04	1.01
Current interest-bearing liabilities	0.05	0.26	0.27
Current liabilities total	13.85	13.52	14.63
Liabilities total	13.97	14.13	14.83
Liabilities related to discontinued operations		0.68	0.72
Equity and liabilities total	41.36	42.13	47.00

**CALCULATION OF RECONCILIATION OF EQUITY**

## Equity attributable to the holders of the Company

	Share Cap.	Share prem. acct.	Res. fund	Fair value res.	Acc. transl diff.	Ret. earn.	Total
Equity January 1, 07	0.68	8.89	1.33	0.10	-0.21	13.93	24.72
Transl. differences					-0.16	0.16	0.00
Changes in available-for-sale investments				0.03			0.03
Items recognized directly in equity	0.00	0.00	0.00	0.03	-0.16	0.16	0.03
Net profit for the period						11.58	11.58
Total income and expenses recognized in the period	0.00	0.00	0.00	0.03	-0.16	11.74	11.61
Payment of dividend						-9.01	-9.01
Equity September 30, 07	0.68	8.89	1.33	0.13	-0.37	16.66	27.32

## Equity attributable to the holders of the Company

	Share Cap.	Share prem. acct.	Res. fund	Fair value res.	Acc. transl diff.	Ret. earn.	Total
Equity January 1, 08	0.68	8.89	1.33	0.30	-0.46	20.71	31.45
Transl. differences					0.17	-0.30	-0.13
Changes in available-for-sale investments				-0.04			-0.04

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Items recognized directly in equity	0.00	0.00	0.00	-0.04	0.17	-0.30	-0.17
Net profit for the period						7.96	7.96
Total income and expenses recognized in the period	0.00	0.00	0.00	-0.04	0.17	7.66	7.79
Payment of dividend						-11.26	-11.26
Acquisition of own shares						-0.59	-0.59
Equity September 30, 08	0.68	8.89	1.33	0.26	-0.29	16.52	27.39

**CONDENSED CASH FLOW STATEMENT**

<b>Million euros</b>	<b>Q1-Q3/ 2008</b>	<b>Q1-Q3/ 2007</b>	<b>1-12/ 2007</b>
Cash flows from operating activities:			
Continuing businesses	7.50	10.84	12.31
Discontinued operations		0.60	1.24
Net cash flows from operating Activities	7.50	11.44	13.55
Cash flows from investing activities:			
Investments	-1.07	-1.14	-1.66
Sale of intangible assets and property, plant and Equipment	0.00	0.03	0.25
Cash flow from sale of discontinued operations		2.35	2.35
Purchases of available-for-sale financial assets	-38.15	-44.31	-55.16
Proceeds from sale of avail.-for-sale financial assets	40.51	39.35	50.11
Interests received from available-for-sale financial Assets	0.70	0.54	0.65
Net cash used in/from investing activities	1.99	-3.18	-3.46
Cash flows from financing activities:			
Payment of dividend	-11.26	-9.01	-9.01
Own shares	-0.59		
Repayments of long-term debt	-0.22	-0.39	-0.39
Payments of finance lease Liabilities	-0.01	-0.03	-0.04
Net cash used in financing Activities	-12.08	-9.43	-9.44

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Net decrease/increase in cash and cash equivalents	-2.59	-1.17	0.65
Cash and cash equivalents at beginning of the period	8.43	7.78	7.78
Cash and cash equivalents at end of the period	5.84	6.61	8.43
The cash and cash equivalents in the cash flow statement include:			
Cash and cash equivalents	5.54	6.41	4.97
Available-for-sale financial assets, cash equivalents	0.30	0.20	3.46

## NOTES TO THE INTERIM REPORT

The notes are presented in millions of euros, unless otherwise stated.

This interim report has been prepared in accordance with the IAS 34 (Interim Financial Reporting) standard. The same accounting and valuation policies and methods of computation have been followed in the interim financial reports as in the annual financial statements for 2007. The amendments and interpretations to published standards as well as new standards, effective January 1, 2008, are presented in detail in the financial statements for 2007. The adopted standards have not had a significant effect on the result or the data presented in the interim report. The figures presented in the interim report are unaudited.

### Use of estimates

When preparing the interim report, the Group's management is required to make estimates and assumptions influencing the content of the interim report, and it must exercise its judgment regarding the application of accounting policies. Although these estimates are based on the management's best knowledge, actual results may ultimately differ from the estimates used in the interim report. Tax losses carried forward are recognized as deferred tax assets only to the extent that it is probable that future taxable profits will be available against which unused tax losses can be utilized. Actual results could differ from those estimates.

### Segment information

#### Net sales by business area (primary segment)

Million euros	Q1-Q3/ 2008	Q1-Q3/ 2007	1-12/ 2007	Q3/ 2008	Q3/ 2007
Building & Construction	34.65	33.44	45.48	11.01	12.01
Infra & Energy	8.45	8.36	12.76	2.71	2.76
Defence *)		1.00	1.00		
Others		0.01	0.01		0.01
Total	43.10	42.81	59.25	13.72	14.78

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**Operating result by business area (primary segment)**

Million euros	Q1-Q3/ 2008	Q1-Q3/ 2007	1-12/ 2007	Q3/ 2008	Q3/ 2007
Building & Construction	9.77	12.11	15.96	3.02	5.17
Infra & Energy	0.71	0.76	1.96	0.48	0.62
Defence *)		2.53	2.78		
Others	-0.01	0.04	-0.02		0.03
Total	10.47	15.44	20.68	3.50	5.82

\*) Defence has been processed as discontinued operations for the comparison period.

Financial indicators	Q1-Q3/ 2008	Q1-Q3/ 2007	1-12/ 2007	Q3/ 2008	Q3/ 2007
Earnings per share (EPS), EUR	0.35	0.51	0.69	0.12	0.20
Earnings per share (EPS) from continuing businesses, EUR	0.35	0.43	0.60	0.12	0.20
Earnings per share (EPS) from discontinued operations, EUR	0.00	0.08	0.09	0.00	0.00
Equity/share, EUR	1.22	1.21	1.40		
Interest-bearing liabilities	0.13	0.31	0.34		
Equity ratio, %	66.9	65.3	67.5		
Net gearing, %	-91.4	-101.6	-94.8		
Return on investment, %	50.2	80.4	74.5	58.2	95.1
Return on equity, %	36.1	59.3	55.4	41.7	71.0
Number of shares at end of period	22433334	22516600	22516600	22433334	22516600
Number of shares, on average	22508167	22516600	22516600	22491485	22516600
Gross investments, MEUR	1.07	1.14	1.66	0.47	0.38
% of net sales	2.48	2.66	2.80	3.43	2.57
Personnel, on average	422	371	374	436	369

**Discontinued operations**
**Defence business**

Tekla's Defence business was transferred to Patria on May 1, 2007.

The calculations below show the effect of the business sale on the result and the cash flow during the reporting and comparison periods.

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**Result for the Defence business**

	<b>Q1-Q3/ 2008</b>	<b>Q1-Q3/ 2007</b>	<b>1-12/ 2007</b>
Net sales		1.00	1.00
Expenses		-0.81	-0.81
Profit (loss) before income taxes	0.00	0.19	0.19
Taxes		-0.05	-0.05
Profit (loss) after taxes	0.00	0.14	0.14
Sales profit from the Defence business sale		2.34	2.59
Taxes		-0.61	-0.67
Sales profit after taxes	0.00	1.73	1.92
Profit/loss for the period from discontinued operations	0.00	1.87	2.06

**Cash flow statement, Defence**

Cash flows from operating activities		0.60	1.24
Cash flow from investing activities		2.35	2.35
Total cash flow	0.00	2.95	3.59

**The effect of the sale of the Defence business on the  
financial position of the Group**

Assets	0.25		0.25
Liabilities		0.68	0.72

**Consolidated income statement by quarter**

<b>Million euros</b>	<b>Q3/ 2008</b>	<b>Q2/ 2008</b>	<b>Q1/ 2008</b>	<b>Q4/ 2007</b>	<b>Q3/ 2007</b>
<b>Continuing businesses:</b>					
Net sales	13.72	14.52	14.86	16.44	14.78
Other operating income	0.15	0.42	0.12	0.39	0.17
Change in inventories of finished goods and in work in progress	0.08	0.00		-0.05	-0.02
Raw materials and consumables used	-0.56	-0.71	-0.61	-0.67	-0.28

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Employee compensation and benefit expense	-6.56	-7.23	-6.64	-6.90	-5.72
Depreciation	-0.29	-0.28	-0.27	-0.28	-0.28
Other operating expenses	-3.04	-3.68	-3.53	-3.94	-2.83
Operating result	3.50	3.04	3.93	4.99	5.82
% of net sales	25.51	20.94	26.45	30.35	39.38
Financial income	0.49	0.41	0.80	0.47	0.62
Financial expenses	-0.15	-0.19	-0.74	-0.42	-0.41
Profit (loss) before taxes	3.84	3.26	3.99	5.04	6.03
% of net sales	27.99	22.45	26.85	30.66	40.80
Income taxes	-1.09	-0.94	-1.10	-1.24	-1.57
Result for the period from continuing businesses	2.75	2.32	2.89	3.80	4.46
<b>Discontinued operations:</b>					
Result for the period from discontinued operations				0.19	
Result for the period	2.75	2.32	2.89	3.99	4.46

<b>Income taxes</b>	<b>Q1-Q3/ 2008</b>	<b>Q1-Q3/ 2007</b>	<b>1-12/ 2007</b>
Taxes for the financial period and prior periods	-3.34	-3.35	-4.54
Deferred taxes	0.21	-0.33	-0.38
Total	-3.13	-3.68	-4.92

Estimated effective tax rate for the financial year has been applied to the result of the reporting period.

**Property, plant and equipment**

	<b>9/2008</b>	<b>9/2007</b>	<b>12/2007</b>
Cost at the beginning of the period	7.20	6.82	6.67
Translation differences	-0.03	-0.05	-0.09
Additions	0.53	0.76	1.16
Disposals	-0.15	-0.25	-0.54
<b>Cost at the end of the period</b>	<b>7.55</b>	<b>7.28</b>	<b>7.20</b>
Accumulated depreciation at the beginning of the period	5.41	5.08	4.93
Translation differences	-0.03	-0.04	-0.05
Accumulated depreciation on disposals	-0.07	-0.19	-0.31



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Depreciation for the financial period	0.59	0.63	0.84
<b>Accumulated depreciation at the end of the period</b>	<b>5.90</b>	<b>5.48</b>	<b>5.41</b>
<b>Net book amount at the end of the period</b>	<b>1.65</b>	<b>1.80</b>	<b>1.79</b>

The investments consisted of normal acquisitions of hardware, software and equipment.

### Provisions

The Group's provisions, loss-making contracts and provisions for pension obligations have been eliminated on December 31, 2007.

### Collaterals, contingent liabilities and other commitments

	9/2008	9/2007	12/2007
<b>Collaterals for own commitments</b>			
Business mortgages (as collateral for bank guarantee limit)	0.50	0.50	0.50
Pledged funds	0.05	0.06	0.07
<b>Leasing and rental agreement commitments</b>			
Premises	6.01	5.23	4.75
Others	0.78	0.84	0.81
Total	6.79	6.07	5.56
<b>Derivative contracts</b>			
Currency forward contracts:			
Fair value	-0.09	0.25	0.31
Nominal value of underlying instruments	2.01	5.18	3.63

The Group makes derivative contracts to hedge against the exchange rate risks of prospective sales agreements. Forward contracts and currency options are stated at fair value, and related foreign exchange gains and losses are recognized in the income statement. The derivative contracts hedge sales in US dollars.

<b>Related party transactions</b>	9/2008	9/2007	12/2007
Gerako Oy			
Purchases of services	0.15	0.05	0.06
Reimbursed expenses		0.01	0.01
Management remuneration			
Salaries and post-employment benefits	1.22	1.08	1.33

Management herein refers to members of the Tekla Management Team.