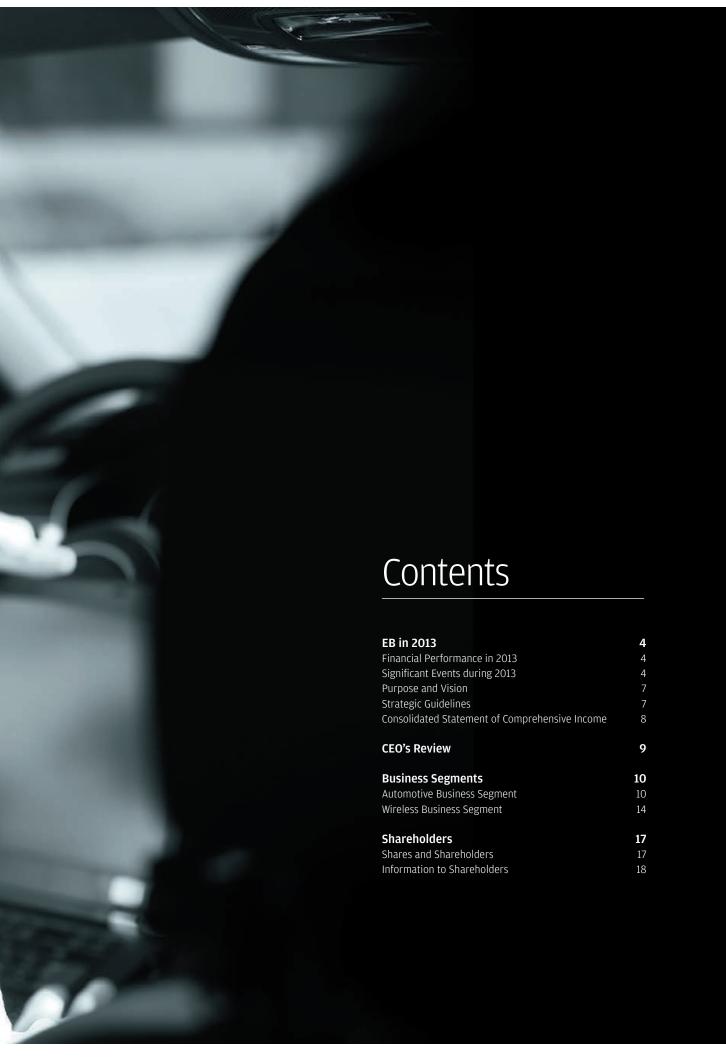


EB Today 2013









# EB in 2013

# Financial Performance in 2013

#### Change in the Consolidation Method, Continuing and Discontinuing Operations, Non-Recurring Items

From the beginning of 2013 EB has applied the new IFRS 10 and IFRS 11 standards. As a result the proportion of net sales and operating result of e.solutions GmbH, a jointly owned company of EB and AUDI, to be consolidated into Elektrobit group's consolidated financial statements has changed. For comparability, all 2012 figures presented for comparison are restated assuming that the proportionate consolidation method would have been applied already in 2012.

EB's figures are divided between Continuing and Discontinuing Operations as provided by the IFRS 5 standard. In this annual report, Test Tools product business, sold on January 31, 2013, is classified as Discontinuing Operations.

Operating results of 2012 and 2013 include non-recurring items that have been reported as part of the Wireless Business Segment's results:

- Non-recurring costs related to collecting the receivables from TerreStar Companies of EUR 1.2 million, during 2012;
- Non-recurring income of USD 13.5 million resulting from the settlement payment in the reorganization cases of TerreStar Corporation, and non-recurring positive cash flow effect of approximately EUR 10.8 million in the third quarter of 2012;
- Non-recurring items of approximately EUR 4
  million in total, booked in the fourth quarter
  of 2012, as a result of the financial challenges
  faced by a US based customer of EB's subsidiary, Elektrobit Inc.; and
- Non-recurring cost of approximately EUR 0.8 million resulting from the cost saving measures in the Wireless Business Segment in the first quarter of 2013.

#### **Financial Development in 2013**

EB's net sales from Continuing Operations in 2013 grew by 14.6 per cent year-on-year to EUR 199.3 million (restated net sales of EUR 173.9 million, in 2012). Operating profit from Continuing Operations was EUR 8.1 million including the non-recurring cost of approximately EUR 0.8 million resulting from the cost saving measures in the Wireless Business Segment during the first quarter of 2013 (restated operating profit of EUR 1.1 million, 1-12 2012 including non-recurring items of approximately MEUR 4, weakening the Wireless Business Segment's operating result). Operating profit from Continuing Operations, without these non-recurring costs was EUR 9.0 million (restated operating profit of EUR 5.1 million, in 2012).

Cash flow from operating activities was EUR 34.7 million (EUR 6.8 million, in 2012). Net cash flow was EUR 28.7 million including non-recurring net cash flow of about EUR 28 million resulting from the sale of the Test Tools product business (EUR 5.1 million, in 2012). Net gearing was -46.1% (6.1%, in 2012). EBITDA from Continuing Operations was MEUR 17.2 (MEUR 8.1, in 2012)

EB's equity ratio at the end of the period was 65.1% (54.5% on December 31, 2012). The increase in equity ratio is mainly due to the sale of the Test Tools product business. The transaction resulted in a net profit of about EUR 24 million. Cash and other liquid assets at the end of the reporting period were EUR 43.0 million (EUR 14.3 million on December 31, 2012). The increase in cash reserves is mainly due to the sale of the Test Tools product business. EB has from Nordea Bank plc a committed credit facility agreement and a revolving credit facility agreement of altogether EUR 20 million, valid until June 30, 2014. EUR 0.0 million of these facilities was used at the end of the reporting period.

The total R&D investments for Continuing Operations during January-December 2013 were EUR 18.5 million (restated EUR 22.0 million, 1-12 2012), equaling 9.3% of the net sales (restated 12.6%, in 2012). The share of R&D in-

vestments in the Automotive Business Segment was EUR 14.3 million (restated EUR 17.9 million, in 2012) and in the Wireless Business Segment in Continuing Operations EUR 4.2 million (EUR 4.1 million, Continuing Operations, in 2012).

EUR 0.0 million of R&D investments of the reporting period were capitalized (EUR 2.9 million, in 2012). The amount of capitalized R&D investments at the end of December 2013 was EUR 12.0 million (EUR 13.5 million, December 31, 2012). A significant part of these capitalizations is related to customer agreements of the Automotive Business Segment, where future license fees, based on the actual car delivery volumes, are expected to accumulate in the coming years. Depreciations of R&D investments were EUR 1.6 million during the reporting period (EUR 0.9 million, in 2012).

The total cost effect on EB's income statement in 2013 caused by research and development investments, their capitalizations and depreciations, was EUR 20.1 million (EUR 19.9 million, in 2012).

#### **Significant Events during 2013**

### The Sale of the Test Tools Product Business

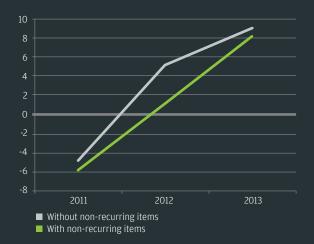
EB and Anite plc signed an agreement on January 28, 2013, under the terms of which EB agreed to sell its Test Tools product business to Anite ("the Transaction"). The Transaction comprised the sale of the shares of EB's subsidiary Elektrobit System Test Ltd., a company based in Oulu, Finland, and certain related other assets in the USA and China. EB's Test Tools product business provided radio channel emulation tools and testing solutions for the development of wireless technologies and was part of EB's Wireless Business Segment employing a total of 54 persons in Finland, the USA and China.

The cash consideration, EUR 31.0 million, paid for EB's Test Tools product business has been adjusted by EUR 0.9 million based on the

#### Net sales 2011-2013 (MEUR)

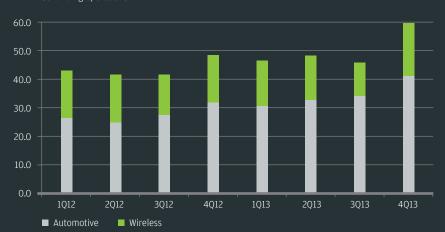
# ■ Automotive ■ Wireless

# Operating result 2011-2013 (MEUR) Continuing operations

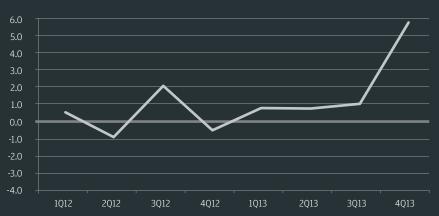


#### Net sales quarterly 2012-2013 (MEUR)

Continuing operations



# Operating result quarterly 2012-2013 (MEUR) Continuing operations



Net sales and operating result of the Automotive Business Segment in 2011 and 2012 are presented as restated, assuming that the consolidation method, that was taken into use 2013, would have been applied already in 2011 and in 2012.

level of net working capital and cash and debt in the Test Tools product business at the date of the transaction on January 31, 2013. Adjustment improved EB's operating result from Discontinuing Operations in the reporting period and cash flow of the fourth quarter 2013 by EUR 0.8 million. In the aggregate, the sale of the Test Tools product business resulted in a non-recurring net profit of about EUR 24 million and a non-recurring net cash flow of about EUR 28 million in 2013.

### Changes in the Guidance for Financial Outlook

On January 10, 2013, EB lowered its profit guidance for 2012 due to the weaker than expected fourth quarter. The reason for the weakening of the fourth quarter was the non-recurring items of approximately EUR 4 million in total, booked as a result of the financial challenges faced by a US based customer of EB's subsidiary, Elektrobit Inc. According to the lowered guidance, EB expected the operating result of the fourth quarter of 2012 to be approximately between EUR -0.4 million and EUR 1.1 million (EUR 3.5 million, 4Q 2011), the operating result of the second half of 2012 to be approximately between EUR 1.7 million and EUR 3.2 million (EUR 0.4 million, 2H 2011), and the operating result of the whole year 2012 to be approximately between EUR 2.2 million and EUR 3.7 million (operating loss of EUR -4.0 million in 2011). The expected operating results presented above included non-recurring items that caused the lowering of the fourth quarter profit guidance, as well as non-recurring income and costs related to the reorganization processes of TerreStar companies, booked earlier in 2012. The Company expected the outlook for the net sales to develop as estimated earlier and thus EB expected that the net sales of the fourth quarter of 2012 will be approximately EUR 57 million (EUR 49.0 million, 4Q 2011), the net sales of the second half of 2012 to be approximately EUR 104 million (EUR 86.1 million, 2H 2011) and the net sales of the whole year 2012 to be approximately EUR 200 million (EUR 162.2 million in 2011).

EB gave advance information on its fourth quarter and full year 2012 net sales and operating results on January 28, 2013. EB announced also to report its 2012 financial results, as provided by the IFRS 5 standard, divided between Continuing and Discontinuing Operations, and that the Test Tools product business is classified as Discontinuing Operations in the 2012 financial statements.

EB raised its profit guidance for 2013 due to the better than expected last guarter and gave a more precise net sales outlook for 2013 on December 17, 2013. The reason for the improved operating result outlook of the last quarter was higher than expected net sales and better profitability in projects in the Automotive Business Segment. EB expected the operating result of the whole year 2013 to be approximately at the level of EUR 8 million (restated operating profit without non-recurring items of EUR 5.1 million, in 2012). Net sales was expected to grow slightly more than expected in the last quarter and net sales of 2013 to be approximately at the level of EUR 200 million (restated net sales of EUR 173.9 million, in

# Cost Saving Measures in the Wireless Business Segment

EB started measures to improve its cost structure in the Wireless Business Segment on February 19, 2013. The measures were completed on April 4, 2013 and the Company estimated to reach the targeted, approximately EUR 2 million annual cost savings in its Wireless Business Segment, fully effective from the second half of 2013 on. The measures resulted non-recurring costs of approximately EUR 0.8 million that affect negatively the Company's operating result of the first quarter of 2013. The underlying reasons for the measures to improve the cost structure were the changed business requirements. As part of these measures, EB reduced its personnel in the Wireless Business Segment globally by altogether 32 persons, 8 of them in Finland. In addition, EB also concentrated some of its Wireless Business Segment operations to Finland and moved the centre of its US operations from west coast to east coast. where many of the public sector customers are

On August 22, 2013 EB concluded personnel negotiations that were started on August 8, 2013 in the Wireless Business Segment and decided to adjust its cost level to correspond the weakened demand outlook for the rest of the year. The temporary layoffs were estimated to last no longer than until the end of January

2014. With temporary layoffs EB aimed at EUR 1.5 million cost savings, which were expected to materialize mainly during the fourth quarter. The company stated that the need for temporary layoffs and thereby actual cost savings may however change as the outlook for the rest of the year specifies.

EB decided on November 15, 2013 that no further temporary layoffs will be made. Between September 2013 and January 2014 EB temporarily laid off altogether 74 employees for a maximum of 90 days, part or full-time. With these measures the company estimated to reach approximately EUR 0.8 million cost savings, which were expected to materialize mainly during the last quarter of the year. Due to the Wireless Business Segment's specified outlook for the rest of the year, the amount of temporary layoffs was reduced from the earlier estimated maximum amount. The materialized temporary layoffs were reduced to 64 persons and the cost savings achieved were EUR 0.6 million.

#### The Extraordinary General Meeting

The Extraordinary General Meeting of Elektrobit Corporation was held on Wednesday December 4, 2013. The General Meeting resolved in accordance with the proposal of the Board of Directors that on the basis of the financial statements adopted for the financial period ended on December 31, 2012, funds from the invested non-restricted equity fund be distributed to shareholders as a repayment of capital, with the capital repayment amounting to EUR 0.11 per share. The aggregate amount of the distribution based on the number of shares as of the date of the General Meeting would amount to EUR 14.311.096.25. The repayment of capital was paid to shareholders recorded in the company's register of shareholders maintained by Euroclear Finland Ltd. on the record date of the capital repayment, December 10, 2013. The repayment of capital was made on December 17, 2013.

#### **Stock Options**

The Board of Directors of Elektrobit Corporation decided on June 5, 2013 on the transfer of stock options 2008A and 2008B to the Finnish book-entry system and to apply for list-

ing of 1,400,000 stock options 2008A and of 1,400,000 stock options 2008B on the official list of NASDAQ OMX Helsinki. The trading with the stock options started on June 17, 2013. The share subscription period for stock options 2008A will end on March 31, 2014. The share subscription period for stock options 2008B will end on March 31, 2015.

Pursuant to series 2008A-B stock options, a total of 97,500 new shares were subscribed for between April 2 and June 20, 2013, a total of 120,834 new shares were subscribed for between June 21 and August 22, 2013, a total of 89,356 new shares were subscribed for between August 22 and October 8, 2013 and a total of 380,495 new shares were subscribed for between October 21, 2013 and November 21, 2013. The share subscription prices were recorded in the Company's invested non-restricted equity fund. The respective increases in the number of the Company's shares were entered into the Finnish Trade Register on July 5, 2013, September 6, 2013, October 18, 2013, and December 4, 2013. The trading with the registered shares started on July 8, 2013, September 9, 2013, October 21, 2013, and December 5, 2013 in NASDAQ OMX Helsinki. After the registration of the new shares, the number of shares in Elektrobit Corporation's totaled 130,100,875. More information and the terms and conditions of stock options 2008 are available in www. elektrobit.com/investors in the Company's web

The Extraordinary General Meeting of Elektrobit Corporation, held on December 4, 2013, resolved in accordance with the proposal of the Board of Directors that on the basis of the financial statements adopted for the financial period ended on December 31, 2012, funds from the invested non-restricted equity fund be distributed to shareholders as a repayment of capital. As a result of the capital repayment the subscription prices of shares pursuant to the series 2008A-C stock options has been reduced with the amount of the capital repayment per share on the record date of the capital repayment in accordance with the terms of the stock options. Hence, the share subscription price pursuant to stock options 2008A has reduced to EUR 0.07, pursuant to stock options 2008B to EUR 0.73 and pursuant to stock options 2008C to EUR 0.61.

The Board of Directors of Elektrobit Corporation has decided on the transfer of series 2008C stock options to the Finnish book-entry system on December 20, 2013 and to apply for listing of 1,400,000 stock options 2008C on the official list of NASDAQ OMX Helsinki. Application was made for the listing to commence on April 1, 2014. The share subscription period for series 2008C stock options will commence on April 1, 2014 and will end on March 31, 2016. The share subscription price for series 2008C stock options is EUR 0.61 per share. The amount of the dividend or the amount of the distributable non-restricted equity decided before share subscription will be deducted from the share subscription price as per the dividend record date or the record date of the repayment of equity.

#### **Purpose and Vision**

The Purpose of EB is to enrich people's lives through innovative technologies, products and solutions.

EB's vision is that we are the innovation partner for our customers by offering value creating solutions in the automotive and wireless environments.

#### **Strategic Guidelines**

According to its strategy, EB continues to focus on two Business Segments - the Automotive Business Segment and the Wireless Business Segment. EB's objective is to be a leading provider of solutions, products and services in its selected businesses. The most important short-term objective is to grow the net sales and operating profit from previous year.

In the Automotive Business Segment EB offers software products and R&D services for carmakers, car electronics suppliers and other suppliers to the automotive industry. The offering includes in-car infotainment solutions, such as navigation and human machine interfaces (HMI), as well as software for electronic control units (ECU) and driver assistance. By combining its software products and R&D services, EB is creating unique, customized solutions for the automotive industry.

In the Automotive Business Segment the objective is to increase the net sales at least at the same pace with the automotive software market growth. EB's software products are EB street director navigation software, EB GUIDE HMI development and speech dialogue platform, EB tresos product line of software components used in ECUs and tools for their configuration, and EB Assist, an extensive product line with tooling and a software development kit for driver assistance solutions. e.solutions GmbH, the jointly owned company of EB and AUDI, has own infotainment products that have been developed for the Volkswagen Group car models. These software products generate license fees, often combined with supply of R&D services for customized solutions. EB aims to develop its business model to become more software product driven, which will gradually make EB's net sales more directly dependent on car production volumes during the next few vears.

In the Wireless Business Segment EB offers products and product platforms for defense, public safety and other authorities markets as well as for industrial use. Further, EB offers product development services and customized solutions for wireless communications markets and for companies needing wireless connectivity for their products. EB's products in the Wireless Business Segment are EB Tactical Wireless IP Network for tactical communications, EB Tough VoIP for tactical IP-based communication, and EB Wideband COMINT Sensor for signals intelligence. The product platforms are the Android-based EB Specialized Device Platform and EB LTE Connectivity Module for specialized markets. For the latest wireless technologies and applications EB offers a broad range of R&D services such as consulting, integration, and development of software and hardware.

EB also offers its customers EB-designed devices by utilizing manufacturing partners. EB's offering to its customers and EB's competitiveness are based on strong and broad expertise in radio technology, embedded software solutions, electronics, and product integration. In the Wireless Business Segment the objective is to gradually increase the net sales during the next few years.

EB will continue its focused R&D investments in the Automotive Business Segment and the Wireless Business Segment. EB will further develop partnerships and identify M&A opportunities that will increase the company's competitiveness and broaden the market opportunities.

#### **Consolidated Statement of Comprehensive Income (MEUR)**

CONTINUING OPERATIONS	2013	2012
	1000 EUR	1000 EUR
		restated
NET SALES	199 281	173 865
Other operating income	3 538	2 430
Change in work in progress and finished goods	-27	-186
Work performed by the undertaking for		
its own purpose and capitalized	12	518
Raw materials	-12 425	-7 269
Personnel expenses	-113 162	-101 077
Depreciation	-9 040	-7 052
Other operating expenses	-60 035	-60 161
OPERATING PROFIT	8 143	1 068
Financial income and expenses	-920	-478
PROFIT BEFORE TAX	7 222	590
Income tax	-570	491
PROFIT FOR THE YEAR FROM CONTINUING OPERATIONS	6 652	1 081
Profit for the year from Discontinuing Operations	24 294	1 185
PROFIT FOR THE YEAR	30 946	2 267
Other comprehensive income:		
Items that will not be reclassified to statement of income		
Re-measurement gains (losses) on defined benefit plans	0	-815
Items that may be reclassified subsequently to the statement of in		
Exchange differences on translating foreign operations	-36	189
	30	107
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	30 910	1 641
TOTAL COMMINETERS TO A THE TEAK	30 710	1011
Profit for the year attributable to		
Equity holders of the parent	30 946	2 267
Non-controlling interests	0	0
	30 946	
Total	30 940	2 267
Total comprehensive income for the period attributable to		
	20.010	1 ( 41
Equity holders of the parent	30 910	1 641
Non-controlling interests	0	0
Total	30 910	1 641
Formings you show for weefit attributable to the shoughelders.	-f +h+	
Earnings per share for profit attributable to the shareholders	or the parent cor	npany:
Farnings nor chare from Continuing Operations FUD		
Earnings per share from Continuing Operations, EUR	0.051	0.000
Basic earnings per share	0,051	0,008
Diluted earnings per share	0,051	0,008
Earnings per share from Discontinuing Operations, EUR	0.100	0.000
Basic earnings per share	0,188	0,009
Diluted earnings per share	0,187	0,009
Earnings per share from Continuing and		
Discontinuing Operations, EUR		
Basic earnings per share	0,239	0,018
Diluted earnings per share	0,238	0,017
Average number of shares, 1000 pcs	129 528	129 413
Average number of shares, diluted, 1000 pcs	130 092	130 238

## CEO's Review

EB developed well in 2013. The net sales grew by 14.6 per cent from the previous year and was EUR 199.3 million. Operating profit of the whole year improved clearly from last year to EUR 8.1 million. I am pleased to say that EB reached its main goal for 2013 - to grow its operating profit from the previous year.

The Automotive Business Segment developed according to our objectives in 2013. Net sales continued its strong growth, which has lasted already for many years, as car manufacturers continue to invest in the development of software solutions for new car models. A significant proportion of the growth in the net sales came from the rapid growth of e.solutions GmbH, the jointly owned company with AUDI. During the year EB was selected as the supplier for several long-term product development and product customization projects for leading car manufacturers, which strengthens EB's market position as the partner for car manufacturers, and will bring net sales for many years forward. Operating profit in the Automotive Business Segment improved clearly from the previous year and was 6.2 per cent of net sales. The most important factors for the improvement of operating profit were the growth of the services and software sales, improved project management and measures to improve the cost structure.

In the Wireless Business Segment the net sales in 2013 decreased slightly from the previous year due to the decreased demand in the wireless telecommunication R&D services market. In the last quarter, EB started the product deliveries of the tactical communication system for the Finnish Defence Forces and delivered a batch of special terminal products for one customer for authority use. These product deliveries generated product based net sales in addition to R&D service sales. Operating result in 2013 remained slightly negative, despite of the cost saving measures taken to improve the cost structure. In addition to the decreased net sales, the profitability was negatively affected in 2013 by the ongoing investments into the marketing and product development of products targeted for the global defense and other authority markets, which investments are expected to start gradually generating net sales from the latter half of 2014 onwards.

EB's balance sheet and financial position strengthened during 2013 due to the good operative cash flow and the sale of the Test Tools product business in the beginning of the year. Net cash flow was EUR 28.7 million positive. At the end of the year EB's cash and other liquid assets were EUR 43.0 million and the amount of interest-bearing debt was EUR 5.3 million. None

of the EUR 20 million available credit facilities was used at the end of the reporting period. EB's equity ratio raised up to 65.1 per cent.

At the end of the year, the parent company of the group and its subsidiaries employed 1 648 people and e.solutions GmbH, the jointly owned company of EB and AUDI, employed 321 people. During 2013, the number of personnel in the Automotive Business Segment grew by 138 employees. EB established a new site in Brasov, Romania, to satisfy the increasing demand of automotive software development and testing. In the Wireless Business Segment the number of employees decreased with 73 employees. The decrease resulted mainly from the measures to improve the cost structure in the Wireless Business Segment.

EB paid dividend of EUR 0.01 per share in April and distributed repayment of capital of EUR 0.11 per share in December. Company's share price increased strongly towards the end of the year and the daily trading volume of shares grew significantly.

In 2014 we target to grow our net sales and operating profit from the previous year.

I am pleased to say that EB reached its main goal for 2013 - to grow its operating profit from the previous year. I want to thank our personnel for the good results achieved in 2013 and for the efforts made to build our future success.

Jukka Harju

# **Business Segments**

EB's reporting is based on two segments, which are the Automotive Business Segment and the Wireless Business Segment.

# **Automotive Business Segment**

#### The Automotive Business Segment's Products and Services

EB offers software products and R&D services for carmakers, car electronics suppliers and other suppliers to the automotive industry. The offering includes engineering services and incar infotainment solutions, such as navigation and human machine interfaces (HMI), as well as software for electronic control units (ECU) and driver assistance (DA).

EB's products and services in the Automotive Business Segment are:

#### • EB street director

- a versatile navigation software platform with customization capabilities;

#### • EB GUIDE

- an innovative, flexible HMI development and speech dialog platform;

#### • EB tresos

 a product line of seamlessly collaborating AUTOSAR software components used in ECUs (Electronic Control Units) and tools for their configuration;

#### • EB Assist

 an extensive product line with tooling and a software development kit for driver assistance solutions;

#### Engineering services

- comprehensive services concerning the software development for infotainment, driver assistance and ECU in the automotive industry.

By combining its software products and R&D services, EB is creating unique, customized solutions for the automotive industry. EB's software products generate license fees, often combined with supply of R&D services for customized solutions.

EB and AUDI's subsidiary, Audi Electronics Venture GmbH (AEV), have a jointly owned company e.solutions GmbH that is currently

developing infotainment software and provides systems engineering and systems integration services for Volkswagen Group car models. EB also delivers products and R&D services to the joint venture. EB owns 51% of e.solutions GmbH and AEV 49%.

# Development of the Automotive Business Segment in 2013

The demand for automotive software products and services developed well during the whole year.

Net sales of the Automotive Business Segment grew to EUR 138.3 million in 2013 (restated net sales of EUR 110.6 million, in 2012), representing 25.0 per cent growth year-on-year. A significant proportion of the growth in the net sales came from the rapid growth of e.solutions GmbH, the jointly owned company with AUDI. Operating profit was EUR 8.5 million (restated operating profit of EUR 3.3 million, in 2012). Operating profit improved year-on-year due to the growth of the service and software sales, and improved management of projects and measures to improve the cost structure.

During 2013, EB was selected as the supplier for several long-term product development and product customization projects for leading car makers. A pricing model, where a part of the product development fee is moved to license fee based on the actual delivery volumes of new cars, was increasingly often taken into use in the largest projects. When using this pricing model, which is common in the automotive industry, the project specific positive operating result and cash flow will be typically reached first during the car production years.

EB continued significant R&D investments into the automotive software and tools. In 2013, EB announced a new version of its HMI development platform, EB GUIDE 5.5, which includes a wide-range of consumer-inspired features including 3D content import, compelling graphical animations and effects, speech recognition for dynamic data, as well as multi-touch and touch gesture recognition for smartphone-like user interaction. EB GUIDE 5.5 also enables



carmakers and suppliers to create multi-modal HMIs enriched with HTML5 application-like con-

EB also announced that the runtime solution of its development platform for human machine interfaces (HMIs), EB GUIDE Graphic Target Framework (GTF), has been ported to the Renesas' R-Car H1. The collaboration will enable car manufacturers to use the high-end Renesas chip in combination with the EB GUIDE GTF to utilize the advanced graphical capabilities of the SoC (systems-on-chip).

EB integrated its EB street director navigation software into the ONX CAR™ application platform 2.0, a set of pre-integrated and optimized technologies used to develop advanced infotainment systems for connected car. The system has been demonstrated at QNX's booth during CES 2013 in Las Vegas.

In the Driver Assistance domain, EB and Daimler strengthened their long-term successful partnership for developing Daimler's embedded driver assistance software. Through this partnership, a new collaboration model was introduced, with EB assuming the role of

direct software supplier for Driver Assistance to Daimler. The support from EB comprises function and implementation models, software implementation, module tests and integration tests for more than 200 software modules and more than 25 car series, including the newly launched S-class. By separating hardware and software development, EB and Daimler are able to manage the growing complexity of software in the Driver Assistance domain. It also enables both parties to focus on their core competen-

In 2013, EB was able to announce to be among the first suppliers to deliver an ASIL D certified AUTOSAR operating system and the only one certified for two safety standards. ASIL D and SIL 3 rank among the highest security levels for functional safety according to the ISO 26262 / IEC 61508 specifications for electric and electronic components. Functional safety is getting more and more important for automotive ECUs and these certificates received strengthen EB's position in these markets.

In 2013, e.solutions GmbH, the jointly owned company of EB and AUDI, progressed well and according to its targets in developing the highend infotainment systems for the Volkswagen Group car models. EB's navigation and speech products are used in e.solutions products. At the end of 2013, e.solutions had 321 employees in Germany.

#### Personnel of the Automotive **Business Segment**

The number of employees in the Automotive Business Segment grew by 138 employees in 2013. At the end of 2013, EB employed 1 138 professionals in Germany, Austria, France, Romania. United States. China and Japan in the Automotive Business Segment (EB total 1 648 employees at the end of 2013). The average age of the personnel was 36. Design engineers constituted clearly the largest proportion of the personnel.

Part of the personnel growth took place in Brasov, Romania, where EB established a new site, to satisfy the increasing demand of automotive software development and testing. Until end of 2013 more than 80 employees started in Brasov. EB plans to grow the Brasov team to more than 100 software developers over

EB's core competences in the Automotive Business Segment are automotive-grade embedded software in Electronic Control Units (ECU), Human Machine Interface (HMI), infotainment solutions, navigation, driver assistance, Functional Safety, and software integration.

In 2013, EB continued to its invest in the development of its processes as well as in training of its staff in order to provide state-of-the-art software to the customers. Training of suppervisors was one of the focus areas and several development measures for supervisors were started.

The initiative to further strengthen the project management capabilities was introduced in 2013 through the Lean Development Model. It consists of agile elements and lean principles and focuses on "quality first" to minimize rework and to achieve more stable processes. The main goal for the whole initiative is to achieve better quality and higher productivity but also higher motivation within the employees. In the automotive industry the common development principle is based on the V-model (software development process). Applying lean and agile concepts to the development of automotive software is new. EB has been succesfully and with excellent customer feedback resulting in better project predictability, better quality and higher customer satisfaction. The rollout of the Lean Development Model has been started in 2013 and will be continued in 2014.

#### The Press Releases of the **Automotive Business Segment** in 2013

- In October, EB announced the availability of its latest Human Machine Interface (HMI) development platform; EB GUIDE 5.5.
- In June, EB and Daimler established a new model to develop software for driver assistance systems with EB assuming the role of direct software supplier for Driver Assistance at Daimler.
- In April, EB opened new office in Brasov, Romania to expand its automotive software development teams in Romania.
- In February, EB achieved ASIL D and SIL 3 certification for its safety operating system, which rank among the highest levels for functional safety for electric and electronic components.
- In February, EB and Renesas Electornics announced their cooperation that enables car manufacturers to create future HMI platforms cost effectively.
- In January, EB and QNX presented EB navigation software integrated in the QNX reference vehicle and in the QNX technology concept

#### **Market Outlook in the Automotive Business Segment**

As the global economy is showing signs of recovery, the global car market is expected to grow by 3% in 2014 according to the forecast made by VDA (Verband der Automobilindustrie). For several years carmakers have continued to invest in automotive software for new car models and the market for software products and services is estimated to continue growing during 2014. The demand for EB's products and services is estimated to develop positively year-on-year during 2014 in the Automotive Business Segment.

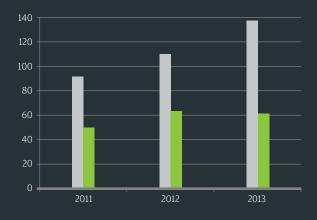
The market for electronics and software for cars is estimated to continue growing in a long term. The study "Future Industry Structure of Automotive (FAST) Electronics 2025" from Berylls assumes the growth of automotive electronics from EUR 215 billion in 2012 to EUR 456

billion in 2025 (CAGR 6%).

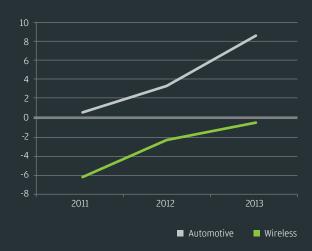
Growth in automotive software market is mainly driven by:

- The majority of in-vehicle innovations come from electronics and software. Carmakers can develop more vehicle features and create product differentiation as software innovation allows great product innovation jumps in the areas of comfort, information and entertainment, powertrain and communication.
- The software and hardware in electronics solutions will be gradually separated from each other in order to speed up the innovation and to improve the quality and cost efficiency.
- · Consumers expect the same richness of features and user experiences in the car they know from the internet and mobile devices, and therefore infotainment systems become increasingly common in all car price catego-
- · Mobile connectivity will become one of the fastest-growing Internet-connected device platforms among other connected consumer electronics devices, such as media tablets and smartphones. Gartner estimates that by 2016, the majority of car buyers in automotive markets like in the U.S. and the Western Europe will view the availability of in-vehicle, web-enabled dynamic content as a key buying criterion when considering a standard brand car. This tipping point will be reached even sooner - during 2014 - for premiumbrand cars.
- · Connected Car solutions and cloud connections enable bringing of new applications and enhancements to car functions, for example real-time traffic information for navigation. The increasing demand to better integrate mobile devices with the car has been reflected in consumer electronics companies such as Apple's "iOS in the Car" or Google's announcement of Open Automotive Alliance.
- New Active Safety Systems and Driver Assistance applications are being brought to markets as automated driving is becoming one of the key trends in the markets.

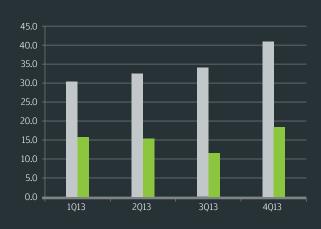
#### Net sales by Business Segments 2011-2013 (MEUR) Continuing operations



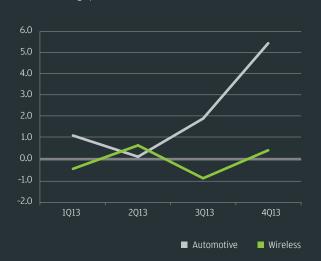
#### Operating result by Business Segments 2011-2013 (MEUR) Continuing operations



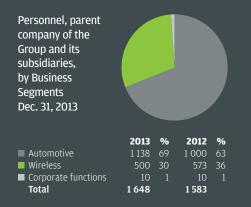
Net sales by Business Segments quarterly 2013 (MEUR) Continuing operations

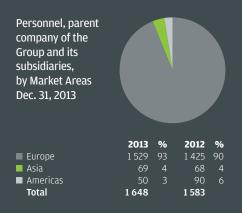


Operating result by Business Segments quarterly 2013 (MEUR) Continuing operations



Net sales and operating result of the Automotive Business Segment in 2011 and 2012 are presented as restated, assuming that the consolidation method, that was taken into use 2013, would have been applied already in 2011 and in 2012.





e.solutions GmbH, the jointly owned company of EB and AUDI had 321 employees at the end of 2013 (233 at the end of 2012).



#### **Wireless Business Segment**

# Products and Services of the Wireless Business Segment

In the Wireless Business Segment EB offers products and product platforms for defense, public safety and other authorities markets as well as for industrial use. Further, EB offers product development services and customized solutions for wireless communications markets and for companies needing wireless connectivity for their products.

In addition, EB offers for the latest wireless technologies and applications a broad range of R&D services, such as consulting, integration, and development of software and hardware.

EB's products in the Wireless Business Segment are:

- EB Tactical Wireless IP Network for tactical communications,
- EB Tough VoIP for tactical IP-based communication,
- EB Wideband COMINT Sensor
- the Android-based **EB Specialized Device Platform**.
- EB LTE Connectivity Module for specialized markets.

for signals intelligence.

• a broad range of R&D services for the latest wireless technologies and applications, such as consulting, integration, and development of software and hardware.

#### Development of the Wireless Business Segment in 2013

The Wireless Business Segment's net sales from Continuing Operations in 2013 decreased by 3.7 per cent year-on-year, to EUR 61.2 million (EUR 63.5 million, in 2012). The decrease in the net sales was due to decline in the demand for R&D services in the wireless telecommunications market. In the fourth quarter EB started the product deliveries of the tactical communication system to Finnish Defence Forces and delivered a batch of special terminal products to one customer for the authority use. These product deliveries generated product based net sales of EUR 6.9 million in the fourth quarter, the rest of the net sales being R&D services sales.

The operating loss from Continuing Operations of the Wireless Business Segment in 2013 was EUR -0.5 million including the non-recurring cost of approximately EUR 0.8 million resulting from the cost saving measures in the first quarter of 2013 (operating profit of EUR -2.2 million including non-recurring items of approximately EUR 4 million weakening operating result, in 2012). In addition to the decreased net sales, the profitability was negatively affected in 2013 by the ongoing investments into the marketing and product development of products targeted for the global defense and other authority markets, which investments are expected to start gradually generating net sales from the latter half of 2014 onwards. Operating result of the Wireless Business Segment in 2013 without non-recurring costs was EUR 0.4 million (EUR 1.8 million in 2012).

# Product Development and Product Deliveries

EB continued its R&D investments in Continuing Operations in products and product platforms targeted for the defense and public safety markets.

During the first quarter, EB launched its Tough VoIP phone for industrial use. The product is suitable for demanding environments like manufacturing, construction, power plants, mining sites, and transportation.

EB also broadened its Android-based product platform (EB Specialized Device Platform) with three new platform variants: smartphone, tablet and LTE connectivity module. By leveraging latest mass-market mobile device hardware and software technologies, the new form factors enable specialized markets such as public safety, defense and industrial to roll-out customized products that meet industry-specific functional or performance requirements faster and with lower development risks and costs.

In April, EB signed a contract with the Finnish Defence Forces for deliveries of the EB Tactical Wireless IP Network communication system. The product delivery contained tactical routers and radio head units for the land force's communication needs. This contract was a continuation to the EB's Tactical Wireless IP Network development and pilot delivery contract signed in September 2011. The value of the purchase was EUR 7.0 million (excl. VAT). The deliveries are to be finalized by the end of March 2014.

In September, EB presented its product portfolio targeted to defense market at DSEI

2013 in England and demonstrated its EB Tactical Wireless IP Network system forming a wireless high data rate network connection.

In the last guarter EB started the product deliveries of the tactical communication system to Finnish Defence Forces and delivered a batch of special terminal products to one customer for the authority use.

#### The Sale of the Test Tools **Product Business**

EB and Anite plc signed an agreement on January 28, 2013, under the terms of which EB agreed to sell its Test Tools product business to Anite ("the Transaction"). The Transaction comprised the sale of the shares of EB's subsidiary Elektrobit System Test Ltd., a company based in Oulu, Finland, and certain related other assets in the USA and China. EB's Test Tools product business provided radio channel emulation tools and testing solutions for the development of the wireless technologies and was part of EB's Wireless Business Segment employing a total of 54 persons in Finland, USA and China.

The EUR 31 million cash consideration paid for EB's Test Tools product business has been adjusted by EUR 0.9 million based upon the level of net working capital and cash and debt in the Test Tools product business at the date of the transaction. In the aggregate, the sale of the Test Tools product business resulted in a non-recurring net profit of about EUR 24 million and a non-recurring net cash flow of about EUR 28 million in 2013.

#### **Cost Saving Measures**

EB started measures to improve its cost structure in the Wireless Business Segment in February 2013. The underlying reasons for the measures to improve the cost structure were the changed business requirements. Due to the financial challenges faced by one of its customers in the USA, the planned sale of EB's products and services to this customer did not materialize. In addition, part of the common cost base of the Wireless Business Segment, previously allocated to the Test Tools product business that was sold on January 31, 2013, was not included in the Transaction.

The measures were completed on April 4, 2013 and the Company estimates to reach the

targeted, approximately EUR 2 million annual cost savings in its Wireless Business Segment. The measures resulted non-recurring costs of approximately EUR 0.8 million that affect negatively the Company's operating result.

As part of these measures, EB reduced its personnel in the Wireless Business Segment globally by altogether 32 persons, 8 of them in Finland. In addition, EB also concentrated some of its Wireless Business Segment operations to Finland and moved the centre of its US operations from west coast to east coast, where many of the public sector customers are located.

In August, EB started personnel negotiations to temporarily dismiss 150 employees at the maximum targeting cost savings of about EUR 1.5 million. The underlying reasons for the planned layoffs are the decreased order volume for the second half of 2013 from a large customer of EB, and delays in some special terminal projects.

As a result of the negotiations, EB aimed to temporarily dismiss 150 employees at the maximum in the Wireless Business Segment to adjust its cost level to correspond the weakened demand outlook for the rest of the year. The Company stated that the need for temporary layoffs and thereby actual cost savings may however change as the outlook for the rest of the year specifies.

EB decided on November 15, 2013 that no further temporary layoffs will be made. Between September 2013 and January 2014 EB temporarily laid off altogether 74 employees for a maximum of 90 days, part or full-time. Due to the Wireless Business Segment's specified outlook for the rest of the year, the amount of temporary layoffs was reduced from the earlier estimated maximum amount. The materialized temporary layoffs were reduced to 64 persons and the cost savings achieved were EUR 0.6 million.

#### Personnel of the Wireless **Business Segment**

The amount of employees in the Wireless Business Segment decreased by 73 persons in 2013. This was primarily related to measures to improve the cost structure to correspond to the changed business requirements, leading to

the global personnel reduction during the first guarter of 2013. At the end of 2013, the Wireless Business Segment employed 500 professionals in Finland and USA (EB total 1 648 employees at the end of 2013). The average age of the Wireless Business Segment personnel was 39.7. R&D engineers and specialists constituted clearly the largest proportion of the personnel.

EB's core competences in the Wireless Business Segment are radio technology, embedded software, electronics, and product integration. The development of engineering competences was further supported by virtual competence teams and technical trainings. The way of working in the Wireless Business Segment is based on the implementation of lean and agile methods. At the same time the utilized processes and tools were fitted to support the execution, provide transparency and improve efficiency in projects.

The employee engagement and working atmosphere is measured annually in the EB Spirit personnel survey in the Wireless Business Segment. The results of the 2013 survey highlighted strong customer focus and good working atmosphere in teams. During 2014 focus areas for personnel development will be fostering a culture of innovation, coaching and leadership.

### The Press Releases of the Wireless Business Segment in 2013

- In November, EB concluded cost saving measures that were started in August aiming to adjust the cost level in the Wireless Business Segment. 74 employees were temporarely dismissed, full or part-time, maximum of 90 days. EB decided that no futher temporary layoffs will be implemented. With these measures, EB estimated to achieve approximately EUR 0.8 million cost savings.
- In September, EB demonstrated its state of the art tactical communication technology at DSEI in England.
- In August, concluded its personnel negotiations aiming to temporarily lay off 150 employees at the maximum in the Wireless Business Segment targeting EUR 1,5 million cost savings.
- In August, EB told that it will start personnel negotiations in its Wireless Business Segment to adjust the cost level to correspond the weakened demand outlook for the rest of the year.
- In May, EB released a whitepaper on Cognitive Communication Networks that explores how cognitive radio can be utilized in military communications enabling mobile troops to communicate and share information even more effectively.
- In April, EB signed a contract with the Finnish Defence Forces for deliveries of the EB Tactical Wireless IP Network communication system.
   The contract was a continuation to the EB's Tactical Wireless IP Network development and pilot delivery contract signed in September 2011. The value of the purchase was EUR 7.0 million (excl. VAT).
- In April, EB completed the measures to improve its cost structure that were started on February 2013. With these measures EB estimated to reach the targeted approximately EUR 2 million annual cost savings in its Wireless Business Segment.
- In February, EB started measures to improve the cost structure targeting EUR 2 million annual cost savings in the Wireless Business Segment.

- In February, EB launched three form factors for the award-winning EB Specialized Device Platform: smartphone, ruggedized tablet, and LTE connectivity module.
- In January, EB and Anite plc signed an agreement under the terms of which EB sold its Test Tools product business to Anite.
- In January, EB launched its Tough VoIP phone for the industrial markets.
- In January, EB demonstated its defense product portfolio at IDEX 2013 in Abu Dhabi in the United Arab Emirates.

# Market Outlook in the Wireless Business Segment

In the Wireless Business Segment, EB's customers operate in various industries, each of them having own industry specific factors driving the demand. A common factor creating demand among the whole customer base is the introduction of new technologies. In 2014, the implementation of LTE (Long Term Evolution) technology is expected to continue to be important technological change driving the demand. Due to the long history in developing smart phones and mobile communication devices, EB is in a good position to offer solutions, where e.g. mastering multi-radio technologies and end-to-end system architectures covering both terminals and networks is needed.

Following factors are estimated to create demand for EB's products and services in 2014 and beyond:

In the mobile infrastructure equipment market the use of LTE technology is expected to continue strong. This creates the need for services for LTE base station design. There is a wide range of frequencies allocated for LTE globally, thus creating a need to develop multiple products to cover the market, and creating demand for R&D services for design of product variants.

- The trend of adopting new commercial technologies, such as LTE and smart phone related operating systems and applications, is expected to continue in special verticals such as public safety. The specific LTE frequency band allocations for authorities create demand for customized LTE devices, such as EB's specialized terminals, tablets and communication modules.
- The need for R&D services for connected devices for business or consumer use, such as smart watch and other wearable devices is evolving and creating demand for customized solutions based on EB's product platforms.
- In the defense market's tactical communication the need for larger amounts of information data grows, generating demand for broadband networks, such as EB's customized IP (Internet Protocol) based tactical communications solutions.

EB aims at bringing its products to the global defense and other authorities markets, where they are expected to start gradually generating net sales from the latter half of 2014 onwards. The public defense budget cuts affect negatively on the demand for products and product development services in Europe and also all over the world, simultaneously increasing the competition between the suppliers.

The defense, authorities and national security markets are by their nature slowly developing markets. They are characterized by long sales cycles driven by purchasing programs of national governments, and the purchases of the selected products take place over several years.

# Shareholders

#### **Shares and Shareholders**

The Shares of Elektrobit Corporation are quoted on the NASDAQ OMX Helsinki. The Company has one series of shares. All shares entitle their holders to dividends of equal value. Each share has one vote. The share does not have a nominal value. The Company's shares have been entered into the Euroclear Finland Ltd.'s book-entry securities system.

At the end of the financial period, the fully paid share capital of the Company entered into the Finnish Trade Register was EUR 12,941,269 and the total number of the shares was 130,100,875. The accounting par value of the Company's share is EUR 0.10. The Company has not its own shares in its possession.

#### **Option Rights**

The Board of Directors of Elektrobit Corporation decided on June 5, 2013 on the transfer of stock options 2008A and 2008B to the Finnish book-entry system and to apply for listing of 1,400,000 stock options 2008A and of 1,400,000 stock options 2008B on the official list of NASDAQ OMX Helsinki. The trading with the stock options started on June 17, 2013. The

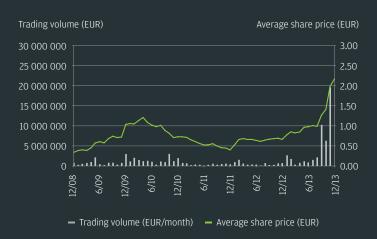
share subscription period for stock options 2008A will end on March 31, 2014. The share subscription period for stock options 2008B will end on March 31, 2015.

Pursuant to series 2008A-B stock options a total of 97,500 new shares were subscribed for between April 2 and June 20, 2013, a total of 120,834 new shares were subscribed for between June 21 and August 22, 2013, a total of 89,356 new shares were subscribed for between August 22 and October 8, 2013 and a total of 380,495 new shares were subscribed for between October 21, 2013 and November 21, 2013. The share subscription prices were recorded in the Company's invested non-restricted equity fund. The respective increases in the number of the Company's shares were entered into the Finnish Trade Register on July 5, 2013, September 6, 2013, October 18, 2013, and December 4, 2013. The trading with the registered shares started on July 8, 2013, September 9, 2013, on October 21, 2013, and on December 5, 2013 in NASDAQ OMX Helsinki. After the registration of the new shares, the number of shares in Elektrobit Corporation's totaled 130,100,875. More information and the terms and conditions of stock options 2008 are available in www. elektrobit.com/investors in the Company's web pages.

The Extraordinary General Meeting of Elektrobit Corporation, held on Wednesday December 4, 2013, resolved in accordance with the proposal of the Board of Directors that on the basis of the financial statements adopted for the financial period ended on December 31, 2012, funds from the invested non-restricted equity fund be distributed to shareholders as a repayment of capital. As a result of the capital repayment the subscription prices of shares pursuant to the series 2008A-C stock options has been reduced with the amount of the capital repayment per share on the record date of the capital repayment in accordance with the terms of the stock options. Hence the share subscription price pursuant to stock options 2008A has reduced to EUR 0.07, pursuant to stock options 2008B to EUR 0.73 and pursuant to stock options 2008C to EUR 0.61.

The Board of Directors of Elektrobit Corporation has decided on the transfer of series 2008C stock options to the Finnish book-entry system on December 20, 2013 and to apply for listing of 1.400.000 stock options 2008C on the official list of NASDAQ OMX Helsinki. Application was made for the listing to commence on April 1, 2014. The share subscription period for series 2008C stock options will commence on April 1, 2014 and will end on March 31, 2016.

#### Trading volume and average share price 2009-2013



#### Share price development in NASDAQ OMX Helsinki 2009-2013



- Elektrobit Corporation NASDAQ OMX Helsinki PI
- NASDAQ OMX Helsinki Technology PI

The share subscription price for series 2008C stock options is EUR 0.61 per share. The amount of the dividend or the amount of the distributable non-restricted equity decided before share subscription will be deducted from the share subscription price as per the dividend record date or the record date of the repayment of equity.

### Share Price and Trading Volumes in 2013

The closing price of Elektrobit Corporation's share was EUR 2.66 in 2013; the share reached a high of EUR 2.90 and a low of EUR 0.64. During the year, a total of 72.0 million shares with the value of EUR 46.5 million changed hands on the NASDAQ OMX Helsinki. This is 35.9 per cent of the share capital. Elektrobit Corporation's market capitalization at the end of 2013 was EUR 346.1 million.

#### **Dividend and Dividend Policy**

Elektrobit Corporation follows a dividend policy that takes into account the group's net income, financial situation, need for capital and financing of growth.

In 2013 EB paid EUR 0.01 per share as dividend based on the adopted balance sheet for the financial period of January 1, 2012 - December 31, 2012. The dividend was paid to the shareholders who are registered as shareholders in the company's register of shareholders as maintained by Euroclear Finland Ltd. on the dividend record date, Tuesday, April 16, 2013.

The Board of Directors of Elektrobit Corporation proposes that the Annual General Meeting to be held on April 10, 2014, resolve to pay EUR 0.02 per share, as dividend based on the adopted balance sheet for the financial period of January 1, 2013 - December 31, 2013.

# Extra-ordinary General Meeting in 2013 and Repayment of Capital

The Extraordinary General Meeting of Elektrobit Corporation was held on Wednesday December 4, 2013. The General Meeting resolved in accordance with the proposal of the Board of Directors that on the basis of the financial statements adopted for the financial period ended on December 31, 2012, funds from the invested non-restricted equity fund be distributed to shareholders as a repayment of capital, with the capital repayment amounting to EUR 0.11 per share. The repayment of capital was paid to shareholders recorded in the company's register of shareholders maintained by Euroclear Finland Ltd. on the record date of the capital repayment, December 10, 2013.

#### **Trading Codes**

Elektrobit Corporation has been listed on NASDAQ OMX Helsinki (previously Helsinki Stock Exchange) since 1998. Elektrobit Corporation's company code and trading code in the NASDAQ OMX Helsinki INET system is EBC and the trading code EBC1V.

Trading codes are:

NASDAQ OMX Helsinki EBC1V Reuters EBC1V.HE Bloomberg EBC1VFH

Trading codes of Elektrobit Corporation's stock options 2008A and 2008B are:

NASDAQ OMX Helsinki EBC1VEW108 NASDAQ OMX Helsinki EBC1VEW208

#### **Shareholders**

At the end of 2013 Elektrobit Corporation had 24,107 shareholders. The ten largest shareholders owned 58.2 per cent of the shares. Private ownership was 78.6 per cent. The percentage of foreign and nominee-registered shareholders was 3.0 per cent at the end of 2013.

#### Shareholding of the Board of Directors and CEO

At the end of 2013, the shareholding of the Board of Directors, CEO and the companies controlled by them was 46,932,262 shares, corresponding to 36.1. per cent of all shares.

#### **Information to Shareholders**

Press releases, reports, earnings estimates, share price ticker, contact details of analysts and other current investor material can be found on the Company's website at www.elektrobit.com. An email-based subscription service for press releases and publications can be found from the Company's website as well.

#### Financial Reports 2014

Elektrobit Corporation reports its financial development quarterly. In 2014 EB will publish financial reports as follows:

February 20th
Financial Statement Bulletin 2013
April 30th
Interim Report January-March 2014
August 7th
Interim Report January-June 2014
November 6th
Interim Report January-September 2014

Financial reports will be published simultaneously in Finnish and in English at 8.00 a.m. (CET+1) on EB's web pages at

www.elektrobit.com/investors.

The Company will hold press conference regarding the reports on dates to be specified later.

#### **Silent Period**

Elektrobit Corporation will observe a Silent Period prior to announcing its results. The Silent Periods in 2014 are as follows:

January 30th-February 20th April 9th-April 30th July 17th-August 7th October 16th-November 6th

#### **Elektrobit Corporation's Annual General Meeting**

Elektrobit Corporation's Annual General Meeting will be held on Thursday, April 10, 2014, at 1.00 p.m. (CET +1) at the University of Oulu, Saalastinsali, Pentti Kaiterankatu 1, 90570 Oulu, Finland.

#### Shareholders Registered in the Shareholders' Register

Each shareholder, who is registered on Monday March 31, 2014, in the shareholders' register of the Company held by Euroclear Finland Ltd., has the right to participate in the General Meeting. A shareholder, whose shares are registered on his/her personal Finnish book-entry account, is registered in the shareholders' register of the company.

A shareholder, who is registered in the shareholders' register of the Company and who wants to participate in the General Meeting, shall register for the meeting no later than on Monday April 7, 2014, by 10.00 a.m. by giving a prior notice of participation. The notice has to be received by the Company before the end of the registration period. Such notice can be given:

- a) on the company's website at www.elektrobit.com, as from February 20, 2014, at 8.00 a.m.;
- b) by telephone +358 40 344 3322 or +358 40 344 5425 on weekdays between 9.00 a.m. and 4.00 p.m.;
- c) by telefax +358 8 343 032; or
- d) by regular mail to the address Elektrobit Oyi, Yhtiökokous, Tutkijantie 8, 90590 Oulu, Finland.

In connection with the registration, a shareholder shall notify his/her name, personal identification number or business identity code, address, telephone number, and the name of a possible assistant or proxy representative and the personal identification number of a proxy representative. The personal data given to Elektrobit Corporation is used only in connection with the General Meeting and with the processing of related registrations.

The shareholder, his/her authorized representative or proxy representative shall, where necessary, be able to prove his/her identity and/ or right of representation at the General Meeting.

#### **Holders of Nominee Registered Shares**

A holder of nominee registered shares has the right to participate in the General Meeting by virtue of such shares, based on which he/she on Monday March 31, 2014, would be entitled to be registered in the shareholders' register of the Company held by Euroclear Finland Ltd. The right to participate in the General Meeting requires, in addition, that the shareholder on the basis of such shares has been registered into the temporary shareholders' register held by Euroclear Finland Ltd. at the latest on Monday April 7, 2014, by 10.00 a.m. As regards nominee registered shares this constitutes due registration for the General Meeting.

A holder of nominee registered shares is advised to request without delay the necessary instructions regarding registration in the temporary shareholder's register, the issuing of proxy documents, and registration for the General Meeting from his/her custodian bank. The account management organization of the custodian bank has to register a holder of nominee registered shares, who wants to participate in the General Meeting, into the temporary shareholders' register of the Company at the latest by the time stated above.

Further information on the General Meeting and participation in the General Meeting is available on the company's website www.elektrobit.com.

#### **Proxy Representative and Powers of Attorney**

A shareholder may participate in the General Meeting and exercise his/her rights at the meeting by way of proxy representation. A proxy representative shall produce a dated

proxy document or otherwise in a reliable manner demonstrate his/her right to represent the shareholder. If a shareholder participates in the General Meeting by means of several proxy representatives representing the shareholder with shares at different securities accounts, the shares by which each proxy representative represents the shareholder shall be identified in connection with the registration for the General Meeting.

Possible proxy documents should be delivered in originals to the address Elektrobit Oyj, Yhtiökokous, Tutkijantie 8, 90590 Oulu, Finland, before the end of the registration period.

#### Other Information

Pursuant to chapter 5, section 25 of the Companies Act, a shareholder who is present at the General Meeting has the right to request information with respect to the matters to be considered at the meeting.

On the date of this notice to the General Meeting February 20, 2014, the total number of shares and votes in Elektrobit Corporation is 130,609,572.

#### **Documents of the General Meeting**

The proposals for the decisions on the matters on the agenda of the General Meeting as well as this notice are available on Elektrobit Corporation's website at www.elektrobit.com. This annual report of Elektrobit Corporation includes the Company's annual accounts, the report of the board of directors and the auditor's report as well as the company's corporate governance statement, and is available on said website no later than March 20, 2014. The proposals for decisions and other documents mentioned above are also available at the General Meeting. Copies of these documents and of this notice will be sent to shareholders upon request. The minutes of the General Meeting will be available on the above-mentioned website as from April 24, 2014. at the latest.

# **Annual Report 2013**

Corporate Governance Statement Reporting Period 1.1.-31.12.2013







# Corporate Governance Statement Reporting Period Jan. 1-Dec. 31, 2013

#### Introduction

The governance of Elektrobit Corporation (hereinafter "Company") is determined by the Company's Articles of Association, the laws of Finland (such as the Finnish Companies Act and Securities Market Act) and the Company's Corporate Governance Code. The Company follows with some exceptions the Finnish Corporate Governance Code 2010 prepared by the Finnish Securities Market Association ("Finnish Governance Code"). The Governance Code may be viewed, inter alia, at the Finnish Securities Market Association website at www.cgfinland.fi.

The Company has departed from an individual recommendation of the Finnish Governance Code. The departure concerns the gender composition of the Board (Recommendation 9) as explained in further detail below. According to the Finnish Governance Code, one element of a diverse composition of the board is to have both genders represented on the board. The Company has departed from this recommendation, as the Annual General Meeting held on April 11, 2013 did not elect both genders to the Board of Directors. The proposal adopted by the Annual General Meeting regarding the composition of the Board was made by shareholders who represented approximately 49.9% of the shares of the Company. Such shareholders were informed about the content of Recommendation 9 by the Board of Directors of the Company. According to the information received, the shareholders who made the proposal, on the one hand, wanted to emphasize the continuity of the Board composition due to foreseen focus areas in the Board work and did not, on the other hand, in view of the size and nature of the Company's operations, consider it appropriate to increase the number of the Board members from the previous five members. The management of the Company and the composition of the Board are thereby based on strong ownership steering and, thus, the main shareholders have a significant representation in the Company's Board. The Company does not have a nomination committee.

This Corporate Governance Statement has been made according to recommendation 54 and the applicable legislation. This Statement is made separately from the Report by the Board. The Board's Audit and Finance Committee and the Company's auditor have reviewed this Statement.

The statutory governing bodies of the Company are the Shareholders' meeting, Board of Directors, Chief Executive Officer and the Auditor. Other group management and the below described business segments' management support the statutory governing bodies of the Company. The Company's domicile is Oulu.

The operative business of Elektrobit Group takes place in business segments (sub-groups) formed branch-by-branch. The external reporting of the Group is also based on these business segments which are the Automotive Business Segment and the Wireless Business Segment. The Presidents of the sub-group's parent companies report the segment business to the Board of Directors of each sub-group's parent company ("Segment Board"). Segment Boards comprise the Company's CEO as the Chairman, and one or more Board members of the Company and possibly also one or more external expert members. Segment Board members are elected based on preparation of the Company's Board. Operative business decisions are made in each Business Segment. The Company's Corporate Governance Code and this Corporate Governance Statement are publicly available at the Company's website at www.elektrobit.com.

#### The Governance of Elektrobit Corporation



#### The Board of Directors and the Composition and Operation of Committees Established by the Board

#### **Board of Directors**

The Board of Directors is responsible for the Company's governance and proper organization of the operations. The Board of Directors comprises three to seven (3-7) members and in addition it may have one to three (1-3) deputy members. The Annual General Meeting shall elect the members of the Board of Directors for a term which expires at the end of the following Annual General Meeting. The number of terms for the members of the Board of Directors is not limited. The Board of Directors selects a Chairman among its members.

The Annual General Meeting held on April 11, 2013 elected five (5) members to the Board of Directors. The following members of the Board of Directors were elected: Jorma Halonen, Juha Hulkko, Seppo Laine, Staffan Simberg and Erkki Veikkolainen. The Board of Directors elected

Seppo Laine as the Chairman of the Board of Directors at its assembly meeting on April 11, 2013. The Board had the same composition already from the beginning of the year 2013 until the Annual General Meeting. The Board of Directors decided in its assembly meeting held on April 11, 2013 to elect Staffan Simberg (Chairman of the Committee), Seppo Laine, Authorized Public Accountant and Erkki Veikkolainen as members of the Audit and Finance Committee.

According to the Finnish Governance Code, one element of a diverse composition of the board is to have both genders represented on the board (Recommendation 9). The Company has departed from this recommendation, as the Annual General Meeting held on April 11, 2013 did not elect both genders to the Board of Directors. The proposal adopted by the Annual General Meeting regarding the composition of the Board was made by shareholders who represented approximately 49.9% of the shares of the Company. Such shareholders were informed about the content of Recommendation 9 by the Board of Directors of the Company. According to the information received, the shareholders who made the proposal, on the one hand, wanted to emphasize the continuity of the Board

composition due to foreseen focus areas in the Board work and did not, on the other hand, in view of the size and nature of the Company's operations, consider it appropriate to increase the number of the Board members from the previous five members. The management of the Company and the composition of the Board are thereby based on strong ownership steering and, thus, the main shareholders have a significant representation in the Company's Board. The Company does not have a nomination committee.

A corporate governance target is that at least half of the members of the Board of Directors are independent from immediate Company interest. In addition, at least two of the Directors representing this majority shall be independent from significant shareholders of the Company. On April 11, 2013 Jorma Halonen, Seppo Laine, Staffan Simberg and Erkki Veikkolainen are considered independent members of the Board as regards both the Company and its significant shareholders. Juha Hulkko is not independent from significant shareholders as his ownership in the Company exceeds 10% of the Company's share capital.

Chairman of the Board of Directors **Seppo Laine** 

b. 1953, Authorized Public Accountant

Full-time occupation: Professional Board Member, Authorized Public Accountant

Positions of trust: Elektrobit Corporation, Member of the Board 2008-, Member of the Audit and Financial Committee 2009-. Elektrobit Automotive GmbH, Member of the Board 2010-. Joutsen Media Oy, Chairman of the Board 2012-. Marpek Oy, Member of the Board 2009-. Oulu ICT Oyj, Member of the Board 2008-. Cor Group Oy, Member of the Board 2009-. Paikallis-Sähkö Oy, Member of the Board 2010-, Chairman of the Board 2013-. Pohjaset Oy, Chairman of the Board 2013-. IK Group Oy, Member of the Board, 2013-.

Previous work history: Elektrobit Corporation, CFO 2000-2007. Auditing Company Ernst & Young Ltd., Director at the Oulu regional office and International Partner 1995-2000. Oulun Laskenta Oy, President 1979-1995. Turun Muna Oy, Jaakko Tehtaat, Financial Manager 1977-1979. Tammerneon Oy, Financial Manager 1975-1977.

Holdings: Holds 2,120,051 shares in Elektrobit Corporation.

Independent as regards both the Company and its significant shareholders.

Other members of the Board of Directors **Jorma Halonen** 

b. 1948, Bachelor of Science (Economics)

Full-time occupation: Professional Board Member

Positions of trust: Elektrobit Corporation, Member of the Board 2009-. Elektrobit Automotive GmbH, Member of the Board 2011-. Permira Nordic, Member of the Board 2009-. TMD Friction Holding GmbH, Chairman of the Board 2009-.

Previous work history: AB Volvo, Vice President and Volvo Group, Vice President 2004-2008. Volvo Truck Corporation, Göteborg, Sweden, President and CEO 2001-2004. Scania Latin America, Sao Paulo, Brasil, President and CEO 1998-2001. Scania Latin America, Sao Paulo, Brasil, Vice President 1996-1998. Oy Scan-Automotive Ab, Oy Scan-Auto Ab (Scania importer) and Oy Saab-Auto Ab, Helsinki, Finland, President and CEO 1990-1996. Leading positions in different companies within computer and telecommunications industries 1972-1990.

Holdings: Holds 21,000 shares in Elektrobit Corporation.

Independent as regards both the Company and its significant shareholders.

#### **Elektrobit Corporation**

**BOARD OF DIRECTORS** 



From left to right: Staffan Simberg, Erkki Veikkolainen, Seppo Laine. Juha Hulkko and Jorma Halonen.

#### Juha Hulkko

b. 1954, M.Sc. (Eng.), eMBA, Dr.tech.h.c.

Full-time occupation: Professional Board Member

Positions of trust: Elektrobit Corporation, Member of the Board 2006-. Gamga Oy, Chairman of the Board 1999-. Spinning Wire GmbH, Member of the Board 2011-. Elproto Oy, Member of the Board and CEO 2011-. Elektrobit Technologies Ltd., Member of the Board 2012-.

Previous work history: Elektrobit Corporation, CEO 2005-2006, Chairman of the Board 2002-2005 and 2008-2010. Elektrobit Ltd., one of the founders 1985, CEO 1985-1995, Chairman of the Board 1995-2002.

Holdings: Holds 27,301,862 shares in Elektrobit

Hulkko is independent from the Company but not from its significant shareholders as his holdings exceed 10 % of the Company shares.

#### **Staffan Simberg**

b. 1949, MBA

Full-time occupation: Professional Board Member, Management Consultant

Positions of trust: Elektrobit Corporation, Member of the Board 2008- and Chairman of the Audit and Financial Committee 2010-. Elektrobit Technologies Ltd., Member of the Board 2011-. Nordic Vehicle Conversion AB, Member of the Board 2011-. Silva Group AB, Member of the Board 2011-. Endomines AB (publ), Member of the Board and Audit Committee 2011-, Chairman of the Board 2012-. Valmet Automotive Group, Advisor of the Board of Directors 2014-. Simberg & Partners Oy, Chairman of the Board.

Previous work history: Metso Group, Industrial Advisor 2011. Cargotec Oyj, Industrial Advisor 2009, 2012. Metso Panelboard, Chairman 2008-2009. Landis & Gyr AG, Member of the Advisory Board 2007-2013. Enermet Group, Managing Director 2005-2007. Siar-Bossard, Associated Partner 1992-1994. Leading positions at Nokia 1978-1991.

Holdings: Corporation controlled by Simberg holds 450,000 shares in Elektrobit Corporation.

Independent as regards both the Company and its significant shareholders.

#### Erkki Veikkolainen

b. 1952, M.Sc. (EE), eMBA

Full-time occupation: Mevita Invest Oy, CEO

Positions of trust: Elektrobit Corporation, Member of the Board 2008-. Elcoflex (Suzhou) Co. Ltd, Member of the Board 2007-. Elcoflex Oy, Chairman of the Board 2006-. Maustaja Oy, Member of the Board 2006-. Aplicom Oy, Member of the Board 2005-. Mecanova Oy, Member of the Board

Previous work history: Elektrobit Corporation, Executive Vice President, Contract R&D and Test Business Units 2002-2003. Elektrobit Technologies Ltd., Managing Director 2001-2003. Elektrobit Ltd., Vice President, Business Development 1998-2001. Nokia Mobile Phones, various positions 1985-1998, latest Vice President.

Holdings: Holds 9,388,719 shares in Elektrobit Corporation.

Independent as regards both the Company and its significant shareholders.

#### **Description of Activities**

The Board of Directors has defined a working order and evaluates its performance annually. The Board of Directors shall implement the decisions of the General Meeting. The Board of Directors supervises the operations and management. The Board of Directors makes decisions on the Company's guiding principles for operation, strategy and budget. The Board of Directors decides on mergers and acquisitions and other strategic alliances as well as significant investments and significant matters regarding organization and finance. The Board of Directors supervises that the group companies' accounting and financial management is duly organized. The Board of Directors appoints the CEO and possible Deputy for him or her as well as approves the Company's organization structure.

The CEO, CFO and Chief Legal Officer (who acts as secretary of the Board of Directors) attend the meetings of the Board of Directors. The presidents of the business segments provide their business segment reviews and report on the strategy progress in last Board meeting of each year quarter. Other Group management attend the meetings when necessary or

upon invitation by the Board of Directors. The Chairman of the Board approves the agendas of the meetings of the Board of Directors. The agendas are prepared by the CEO and the Chief Legal Officer.

In 2013, the Board convened 16 times. The Board members attended to the meetings as follows:

Jan. 1-Dec. 31, 2013	Board	Audit and Finance committee
Seppo Laine	16/16	6/6
Jorma Halonen	14/16	
Juha Hulkko	15/16	
Staffan Simberg	16/16	6/6
Erkki Veikkolainen	16/16	4/4

An annual clock, according to which the regular subjects to be handled are determined, is applied in the Board's work. In addition to the regular subjects of the annual clock, the most important subjects of the Board during the year were still profitability improvement of the Group, development of a segment based management system and business portfolio.

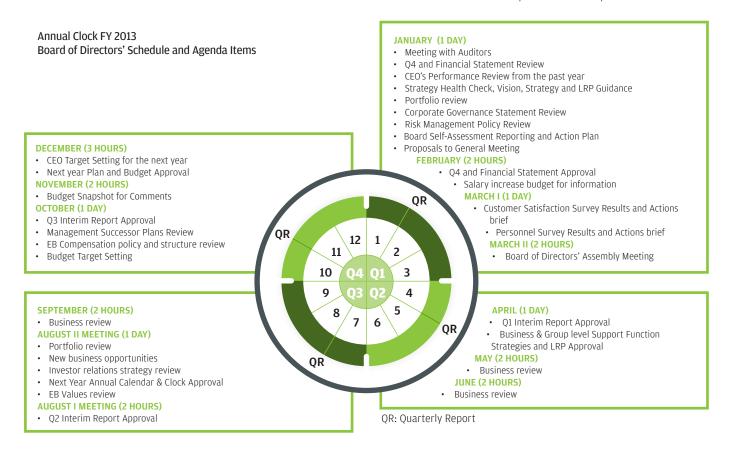
The Annual General Meeting decides on the compensation of the members of the Board of Directors and the compensations can be publicly reviewed from such Company's website at www.elektrobit.com.

#### **The Board Committees**

The proper function of the corporate governance of a company requires that Board work be organized as efficiently as possible. For this reason the Company established an Audit and Financial Committee.

The Directors on the committee can concentrate on the matters delegated to the committee more extensively than the entire Board of Directors. The purpose of the committee is to enhance the efficient preparation of matters within the competence of the Board, increase transparency and ensure the quality and efficiency of the decision-making of the Board.

The committee assists the Board by preparing matters falling within the competence of the Board. The Board remains responsible for the duties assigned to the committee. The committee has no autonomous decision-making power, and thus the Board makes the decisions within its competence collectively.



A committee shall regularly report on its work to the Board. The reports shall include at least a summary of the matters addressed and measures taken by the committee.

The central duties and operating principles of the Audit and Financial Committee are described below. The Annual General Meeting decides on the compensation of the members of the Board committee and such compensations can be publicly reviewed from the Company's website at www.elektrobit.com.

### The Audit and Financial Committee has the following duties:

- to monitor the reporting process of financial statements;
- to supervise the financial reporting process;
- to monitor the efficiency of the Company's internal control, internal audit, if applicable, and risk management systems;
- to review the description of the main features of the internal control and risk management systems pertaining to the financial reporting process, which are included in the Company's corporate governance statement;
- to monitor the statutory audit of the financial statements and consolidated financial statements:
- to evaluate the independence of the statutory auditor or audit firm and particularly the provision of related services; and
- to prepare the proposal for resolution on the election of the auditor.

The Chairman and the members of the Audit and Financial Committee are appointed by the Board of Directors of the Company. At least one committee member must be a financial expert who has significant knowledge and experience in accounting and accounting principles applicable to the Company. The Board of Directors decided in its assembly meeting held on April 11, 2013 to elect Staffan Simberg (Chairman of the Committee), Seppo Laine, Authorized Public Accountant and Erkki Veikkolainen as members of the Audit and Finance Committee. All members of the committee are independent from immediate interest of both the Company and its significant shareholders and they have long-term experience in business management.

In addition to committee members, other regular participants to the committee meetings are CEO and CFO of the Company and optionally external auditors. Further, the committee members may meet the external auditors without the operative management being present in such meetings.

In 2013, the Audit and Financial Committee convened 6 times to ordinary meetings. The Committee has evaluated, prepared and reviewed the following subject matters during the financial period of January 1, 2013 - December 31, 2013:

- Financial Statements of 2012;
- Interim Reports of 2013;
- · Annual audit plan for 2013;
- Observations based on auditing during the financial period;
- Observations by the internal control;
- Cash flow monitoring and evaluation of sufficiency of financing;
- Budget target setting and budgeting process;
- Sale of Test Tools product business and its effects on the result, balance sheet and financing status of the Group;
- Group legal structure related questions;
- Tender process on auditing services for the Group in 2014;
- · Repayment of capital to shareholders; and
- Impairment testing of the subsidiary shares and goodwill.

During 2014 the Committee's focus areas are the further improvement of the division of work between the Group's and the business segments' financial administration and the resourcing and skills of the business segments, the improvement and assessment of financial processes of the rapidly grown e.solutions GmbH, a company jointly owned by EB and Audi Electronics Venture GmbH, the further improvement of financial reporting to serve the interests of the investors as well as the improvement of the management of different earning logics and modeling the related financial risks, which were already part of the focus areas in 2013.

#### **Chief Executive Officer**

The CEO is in charge of the operative management of the Company in accordance with the Finnish Companies Act, the Articles of Association as well as the instructions and orders given by the Board of Directors. The CEO is responsible for the preparation of the Board meetings and implementation of any decisions made therein. Further, the CEO is responsible for ensuring that the Company's accounting methods comply with the applicable law and that the financial matters are being handled in a reliable

manner. The CEO prepares strategy, long-term planning, investments, mergers and acquisitions, financing and makes decisions thereof to the extent that such decisions are not tasks of the Board of the Directors. The CEO is responsible for financial planning, the Company's communications and investor relations.

The Board of Directors defines and approves the essential terms of the service of the CEO, including the CEO's remuneration, in the form of a written agreement. The CEO's service contract is effective until further notice and can be terminated by both the Company and the CEO with six (6) months' written notice.

The CEO is entitled to a pension under the Contracts of Employment Act and other legislation pertaining to pensions. The Finnish employee pension system (TyEL) allows for an oldage pension based on years of service and the income accumulated during those years, including the base salary, bonuses (excluding any option rights and shares subscribed on their basis) and taxable fringe benefits. The old age pension can be taken out at one's own discretion between the ages of 63-68 (flexible retirement age).



CEO Jukka Harju Chief Executive Officer 2009b. 1956, M.Sc. (Eng.), M.Sc. (Econ.)

Positions of trust: Elektrobit Technologies Ltd. and Elektrobit Automotive GmbH, Chairman of the Board 2010-.

Previous work history: Boier Capital Ltd., Partner 2007-2009. Efore Oyj, Member of the Board 2007-2009. Incap Corporation, Member of the Board 2007-2010. Elektrobit Corporation, Chief Operating Officer 2005-2006 and Executive Vice President, Business Development 2000-2004. Tellabs Ltd, Managing Director 1994-1999. Nokia Telecommunications Ltd, Vice President, Microwave Radios 1990-1994 and other duties in the same organization 1981-1990.

Holdings: Holds 7,650,630 shares in Elektrobit Corporation (including shareholdings of corporations controlled by Harju).





# Other Management of the Company

#### **Corporate Management**

Corporate management supports the CEO in his tasks and consists of the CFO and the Chief Legal Officer of the Group. Group management supports the CEO in operative management, implementation and follow-up of the CEO's competence area, in particular as regards the management and development of the business portfolio, asset management and taxation, internal audit, Corporate Governance of the Company, investor and marketing communications and risk management.

# CFO Veli-Pekka Paloranta Chief Financial Officer 2010b. 1972, M.Sc. (Econ.)

Elektrobit Corporation, Member of the Corporate Management Board 2010-.

Previous work history: Elektrobit Corporation, Director, Finance 2008-2010. JOT Automation Oy, CFO 2007-2008. Elektrobit Group Oyj, Business Controller 2000-2007.

Holdings: Holds 21,200 shares in Elektrobit Corporation. He holds 40,000 stock options 2008B and 20,000 stock options 2008C.

# CLO Päivi Timonen Chief Legal Officer 2002b. 1970, LLM, trained on the bench

Elektrobit Corporation, Member of the Corporate Management Board 2002-.

Previous work history: Roschier Holmberg Oy, Lawver 1998-2002.

Holdings: Holds 5,800 shares in Elektrobit Corporation. She holds 40,000 stock options 2008B and 20,000 stock options 2008C.

# **Business Segments** (sub-groups)

The operative business of the Group takes place in business segments (sub-groups) formed branch-by-branch. The external reporting of the Group is also based on these business segments which are the Automotive Business Segment and the Wireless Business Segment. The Presidents of the parent companies of the sub-groups report the segment business to the Board of Directors of each sub-group's parent company ("Segment Board"). Segment Boards comprise the Company's CEO as the Chairman, one or more Board members of the Company and possibly also one or more external expert members. Operative business decisions are made in each business segment.

#### **Automotive Business Segment**

In the Automotive Business Segment EB offers software products and R&D services for carmakers, car electronics suppliers and other suppliers to the automotive industry. The offering includes in-car infotainment solutions, such as navigation and human machine interfaces (HMI), as well as software for electronic control units (ECU) and driver assistance. By combining its software products and R&D services, EB is creating unique, customized solutions for the automotive industry. EB's software products are: EB street director navigation software. EB GUIDE HMI development and speech dialogue platform, EB tresos product line of software components used in ECUs and tools for their configuration, and EB Assist ADTF, an extensive software development kit for driver assistance solutions. These software products generate license fees, often combined with supply of R&D services for customized solutions.

EB and AUDI's subsidiary, Audi Electronics Venture GmbH (AEV), have the joint venture, e.solutions GmbH, that is currently developing infotainment software and provides systems engineering and systems integration services for Volkswagen Group car models. EB owns 51% of e.solutions GmbH and AEV 49%. EB also delivers products and R&D services to the joint venture.

The members of the Board of Directors of the parent company of the Automotive Business Segment sub-group, Elektrobit Automotive GmbH, are Jukka Harju (Chairman of the Board), Gerhard Jakobs, Seppo Laine and Jorma Halonen. The Managing Directors of Elektrobit Automotive GmbH are Alexander Kocher (business and overall responsibility) and Georg Zink (finance and administration).

#### **Elektrobit Automotive GmbH**

**MANAGEMENT BOARD\*** 





# Managing Director Alexander Kocher

President, Automotive Business Segment 2011b. 1960, M.Sc., Electrical Engineering

Primary working history: Wind River Systems, Automotive Solutions, Vice President and General Manager 2008-2011. Continental, Vice President, Navigation & Maps 2007-2008. Siemens VDO, Vice President, TLA Platform 2002-2007. Siemens Automotive, Director, Systems Engineering Infotainment 2001-2002. Infineon, Director, Systems Engineering Industrial & Automotive 1998-2000. Siemens Communications and Siemens Industrial, various management positions 1986-1997.

Holdings: Does not hold shares in Elektrobit Corporation. Holds 25,000 stock options 2008B.

**Managing Director** 

Gregor Zink
Executive Vice President,
Automotive Business Segment 2011b. 1966, MBA, M.Sc. (Econ.)

Primary working history: CA Germany, RAC Manager/Finance Manager 2007-2010. Aareon AG, CFO 2004-2007. ino 24 AG, Finance Manager 2002-2004. Digital Advertising AG, Finance Manager 2000-2001. AWT Allgemeine Wirtschaftstreuhand, Wirtschaftsprüfungs- und Steuerberatungsgesellschaft, Auditor 1996-2000. Hülzburger, Hemmer & Hoffman, Accounting and Tax Consultant 1993-1996.

Holdings: Holds 25,000 shares in Elektrobit Corporation. Holds 70,000 stock options 2008C.

#### Chairman of the Board of Directors

#### Jukka Hariu

Elektrobit Corporation, Chief Executive Officer b. 1956, M.Sc. (Eng.), M.Sc. (Econ.)

#### Member

#### Jorma Halonen

Elektrobit Corporation, Member of the Board of Directors b. 1948, M.Sc. (Econ.)

#### Member

#### **Seppo Laine**

Elektrobit Corporation, Chairman of the Board of Directors b. 1953. Authorized Public Accountant

For other information about Mr. Harju, Mr. Halonen and Mr. Laine, see pages 7 and 4.

#### Member

#### **Gerhard Jakobs**

b. 1946, Dr. (Eng.)

Full-time occupation: Professional Board Member, Management Consultant

Key positions of trust: WÜRTH Elektronik, Chairman of the Advisory Board 1996-.

Primary working history: Diehl Metal Foundation, Diehl Metal Applications, CEO 2008-2011 and Vice President of Sales & Marketing 2008-2009 and Consultant within Corporate Division Diehl Metal 2008. FCI Corporation, FCI Automotive Europe, Vice President, and Connectors Holding, FCI Automotive Germany and FCI Automotive Austria, General Manager 1998-2008. TEMIC/ Daimler Benz, TEMIC division Mikrosystems, Chairman, and MBB Mikroelektronik GmbH, General Manager 1993-1998 and Vice President of Operations 1992-1993. Messerschmitt-Bölkow-Blohm (MBB)/ Daimler Benz Deutsche Aerospace, Director of Microelectronic 1987-1992. MBB, Microelectronic and Service Center Electronic, Head of Department 1986-1987, and Chief Department Manager of Technical Plant Development 1985-1986, and Manager of departments for Production Technology, Process Data and Test Tecnology 1984-1985. Institute of Computer Technology, General Manager 1981-1984.

Holdings: Does not hold shares in Elektrobit Corporation.

Elektrobit Automotive GmbH MANAGING DIRECTORS

#### **Elektrobit Technologies Ltd.**

**BOARD OF DIRECTORS** 



#### **Wireless Business Segment**

In the Wireless Business Segment EB offers products and product platforms for defense and public safety markets as well as for the industrial use, and product development services and customized solutions for wireless communications markets and for other companies needing wireless connectivity for their devices targeted for consumers or professional use. EB's products in the Wireless Business Segment are the EB Tactical Wireless IP Network for tactical communications, EB Tough Voip for tactical IP-based communication and EB Wideband COMINT Sensor for signals intelligence. The product platforms are the Android-based EB Specialized Device Platform and EB LTE Connectivity Module for specialized markets. For the latest wireless technologies and applications EB offers a broad range of R&D services such as consulting, integration, software and hardware development. The members of the Board of Directors of the parent company of the Wireless sub-group, Elektrobit Technologies Ltd., are Jukka Harju (Chairman of the Board), Staffan Simberg, Kai Hildén and Juha Hulkko. The President of Elektrobit Technologies Ltd. is Hannu Huttunen.

#### Chairman of the Board of Directors

#### Jukka Hariu

Elektrobit Corporation, Chief Executive Officer b. 1956, M.Sc. (Eng.), M.Sc. (Econ.) For other information about Mr. Harju, please see page 7.

#### Member

#### Juha Hulkko

Elektrobit Corporation, Member of the Board b. 1954, DI, eMBA, Dr.tech.h.c. For other information about Mr. Hulkko, please see page 5.

#### Member

#### Staffan Simberg

Elektrobit Corporation, member of the Board of Directors b. 1949, MBA

For other information about Mr. Simberg, please see page 5.

#### Member Kai Hildén

b. 1958, B.Sc.

Full-time occupation: Ay Matti and Kai Hildén, Entrepreneur.

Jukka Harju and Juha Hulkko.

Previous work history: Elektrobit Ltd., Managing Director 2007-2008. Extrabit Ltd., Managing Director 2006-2007. Elektrobit Ltd., Manager Finnish divisions 1997-2004. Elektrobit Ltd., Designer, Project Manager, Head of Division 1987-1997. Nokia-Mobira, Research Team Leader 1987. Nokia-Mobira, Designer, Project Manager, Head of Design 1982-1987.

Holdings: Holds 10,831,316 shares in Elektrobit Corporation.





#### Elektrobit Technologies Ltd. MANAGING DIRECTOR

#### Hannu Huttunen

President, Wireless Business Segment 2010-b. 1966, M.Sc. (Econ.)

Positions of trust: Tekniseri Oy, Member of the Board 2012-.

Previous work history: EXFO Inc., Wireless Division Leader 2010. NetHawk Oyj, CEO 2003-2010. Net-Hawk Oy, Executive Vice President 2002-2003. Nokia Mobile Phones Oy, IP Convergence Unit Lea-der 2002. Nokia Mobile Phones Oy, Special Products Business Unit Leader 1998-2002. Nokia Mobile Phones Oy, NMT450 Business Unit Leader 1995-1998.

Holdings: Does not hold shares in Elektrobit Corporation. He holds 100,000 stock options 2008B.



#### **Main Features of Internal Control and Risk Management Processes Related to Financial Reporting Processes**

#### **Risk Management**

The purpose of risk management is to secure positive development of earnings of the Company and the continuation of the business by implementing risk management cost-effectively and systematically throughout the different husinesses.

Risk management is part of the Company's strategic and operative planning, daily decisionmaking process and internal control system. Business objectives, risks and risk management operations are combined through risk management as one chain of events.

#### **Main Principles of Organizing Risk Management**

Company adheres to the risk management policy approved by the Board.

Risk management contains all actions, which are connected to setting up targets, identification of risks, measurement, review, handling, reporting, follow-up, monitoring and reacting to risks.

#### The aim of risk management of the Company is to:

- · systematically and thoroughly identify and assess all major risks, which threaten the achievement of objectives, including risks related to business operations, property, agreements, competence, currencies, financing and strategy;
- optimize business opportunities and secure continuation of business;
- · recognize and identify uncertainties and subsequently develop the prediction of risks and measures needed to manage risks;
- take only calculated and assessed risks with respect to e.g. expanding the business, increasing market share and creating new businesses;
- · avoid or minimize liability risks;
- ensure the safety of products, solutions and
- · establish a safe working environment for the employees:
- · minimize possibilities for unhealthy occurrences, crimes or misconduct by operating procedures, control and supervision;
- inform interest groups of risks and risk management; and
- be cost-effective in risk management.

#### The aim of risk management is not to:

- exclude all risks in their entirety;
- adopt unnecessary control and management procedures: or
- take bureaucratic processes and procedures into use.

#### Main Principles of the Risk **Management Process**

In connection with the strategy process and annual planning the CEO of the Company and Presidents of the Group's business segments review business risks which could endanger the achievement of strategic or profit targets. The businesses produce risk assessment reports for each business to support the strategy process. Strategic and operative risks are monitored through monthly reporting by businesses in the Segment Boards (see above section Business segments). Businesses must produce assessments of risks in their designated areas of responsibilities and provide action plans to manage risks as well as to report to the Segment Boards on measures taken including the stage and effectiveness of such measures.

The Company's CEO reports the identified risks concerning the Group as well as all planned and effected measures to control such risks to the Company's Board of Directors.

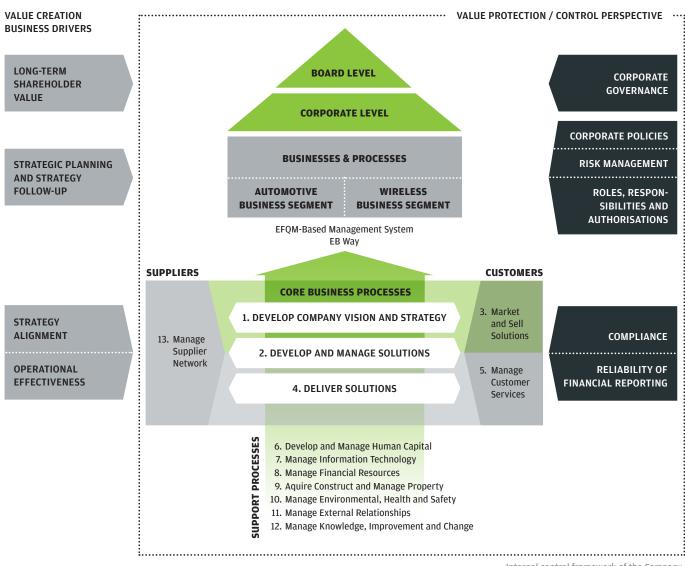
#### General Description of Internal Control and **Operational Procedures**

Internal control is a process applied by the Board of Directors, management and all levels of personnel in the Group to ensure that management has reasonable assurance that

- 1. operations are effective, efficient and aligned with strategy;
- 2. financial reporting and management information is reliable, complete and timely made; and
- **3.** the Group is in compliance with applicable laws and regulations as well as the Company's internal policies and ethical values including sustainability.

The first category addresses the basic business objectives, including performance and profitability goals, strategy, implementation of objectives and actions and safeguarding resources. The second category relates to the preparation of reliable published financial statements, including interim reports and condensed financial statements and selected financial data derived from such statements, such as earnings releases, reported publicly. The third deals with complying with those laws and regulations to which the Company is subject to.

#### **Internal Control Framework of the Company**



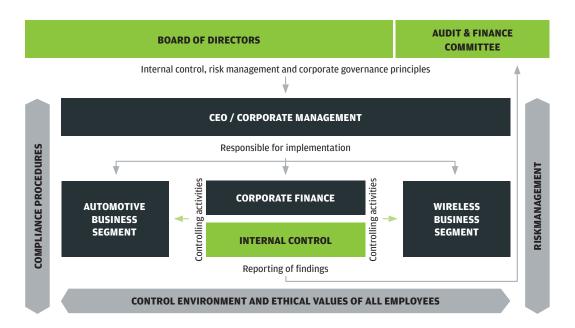
Internal control framework of the Company.

#### EB's internal control framework consists of:

- the internal control, risk management and corporate governance policies and principles set by the Company's Board of Directors;
- management overseeing the implementation and application of the policies and principles;
- finance function and business controllers monitoring the efficiency and effectiveness of the operations and reliability of the financial and management reporting;
- enterprise risk management process identifying, assessing and mitigating risks threatening the realization of the Company's objectives:
- · compliance procedures making sure that all applicable laws, regulations, internal policies and ethical values (including sustainability) are adhered to:
- · effective control environment at all organisational levels including control activities

tailored for defined processes and creating group minimum requirements for business and geographical areas;

- · shared ethical values and strong internal control culture among all employees; and
- · internal audit assignments reviewing the effectiveness of the internal controls as needed.



The key areas of EB's internal control framework 2013.

#### Risks and Controls in Core Business Processes

Risk management procedures are in place for business processes in the form of defined control points:

- Relevant process risks are identified;
- Common control points / group minimum requirement control points are identified;
- Common control points are implemented in business processes;
- Additional control points can be determined as needed at business or functional levels.

Control activities are the policies and procedures that help ensure that management directives are carried out. They help ensure that necessary actions are taken to address risks to achievement of the Company's objectives. Control activities are set throughout the organization, at all levels and in all functions. They include various range of activities including but not limited to approvals, authorizations, verifications, reviews of operating performance, security of assets and segregation of duties.

# Internal Controls over Financial Reporting

The Group's external financial reporting process, internal control and risk management systems are briefly described in this section. The main focus is on financial accounting and related controls.

#### FINANCIAL REPORTING ORGANIZATION

The Group's financial administration is organized so that both Business Segments have their own operative financial organization, and the financial management as well as central expert functions regarding accounting, taxation, financing, and asset management are centralized in the Group's parent company.

The financial management of the Business Segments is responsible for organizing the accounting, money transactions and other daily financial operations of the companies belonging to the segment as well as organizing the internal reporting that supports the segments' business. The financial management of the business segment controls and supervises the operation of the financial administration organizations of the segment companies, and it reports primarily to the President of the business segment but matrix-wise also to the CFO of the Group.

The tasks of the Group's parent company's financial administration consist of, inter alia, monthly consolidation of the Group entity. preparation of interim reports and consolidated financial statements, management and investment of monetary assets of the Group, management of liabilities, protection against exchange risk, and transfer pricing. The finance function of the Group's parent company implements operative supervision under the Group's CFO who reports any supervisory findings to the Finance and Audit Committee. The Group's parent company's financial administration and financial management of the Wireless Business Segment is located in Finland and the financial management of the Automotive Business

Segment in Germany. The Group's subsidiaries in China, Germany and the USA have own accounting departments. Accounting functions in smaller subsidiaries in France and Japan are organized in external accounting offices or, as in Austria, in the accounting department of the German subsidiary. The tasks and responsibilities of the accounting function of the parent company and each subsidiary are included in the job descriptions of the teams and employees

#### FINANCIAL REPORTING SYSTEMS

Consolidated financial statements are prepared by using the chosen consolidation tool. The accounting of the Group's subsidiaries is done by using the local accounting systems from which the actual figures are reported either manually or by automatic transfer to the group consolidation system.

The accounting system in use includes general ledger accounting, accounts payables and accounts receivables. Current assets and payroll accounting is organized through various programs or purchased as an outsourced service. Purchase invoices are circulated through electronic invoice processing system. The same bank application is used in both Finland and Germany, the USA has a similar bank application.

Global forecasts and budgets are prepared by using the same forecast and reporting program maintained by the Group parent company. In some business segment companies, separate programs supporting internal reporting are in use.

#### **INTERNAL CONTROLS**

The Group's internal control mechanisms are based on policies, instructions, limited process descriptions, authorization matrix, financial reporting review meetings, and segregation of key accounting duties.

#### **COMPLIANCE PROCEDURES**

Compliance procedures are in place at all levels of the organization to ensure that all applicable laws, regulations, internal policies and ethical values including sustainability are adhered to. Group functions and businesses are responsible for following up developments in legislation and regulations in their respective areas and communicating them to the organization. Businesses and corporate function directors are responsible for setting up adequate compliance controls and compliance related training in their units.

#### **ROLES AND**

#### RESPONSIBILITIES REGARDING RISK MANAGEMENT AND INTERNAL CONTROL

The key roles and responsibilities regarding the Group's internal control and risk management are defined as follows:

#### **BOARD OF DIRECTORS**

The Board of Directors is ultimately responsible for the administration and the proper organization of the operations of the Company. According to good corporate governance, the Board also ensures that the Company has duly endorsed the corporate values applied to its operations. The Board approves the internal control, risk management and corporate governance policies. The Board establishes the risk-taking level and risk bearing capacity of the Company and re-evaluates them on a regular basis as part of the strategy and goal setting of the Company. The Board reports to the shareholders of the Company.

#### **AUDIT AND FINANCIAL COMMITTEE**

Audit and Financial Committee is responsible for the following internal control related duties

- to monitor the reporting process of financial statements:
- to supervise the financial reporting process;
- to monitor the efficiency of the Company's internal control, internal audit, if applicable, and risk management systems;

- to review the description of the main features of the internal control and risk management systems pertaining to the financial reporting process, which are included in the Company's corporate governance statement; and
- to monitor the statutory audit of the financial statements and consolidated financial statements.

More detailed descriptions how Audit and Financial Committee is fulfilling its monitoring role are defined in the Committee's annual plan. The Audit and Financial Committee reports to the Board of Directors of the Company.

#### CHIEF EXECUTIVE OFFICER

CEO is in charge of the day-to-day management of the Company in accordance with the instructions and orders given by the Board. CEO sets the ground of the internal control environment by providing leadership and direction to senior managers and reviewing the way they are controlling the business. CEO is in charge of the risk management process of the Group and its continuous development, allocation of resources to the work, review of risk management policies as well as defining the principles of operation and overall process. CEO reports to the Board on risk management as part of the monthly reporting. CEO and the management of the Group functions and the Presidents of the business segments, which operate under CEO, are responsible for the management of risks endangering the fulfillment of objectives set for the Company.

#### **CHIEF FINANCIAL OFFICER**

CFO ensures and controls that the Group's accounting and financial reporting practices comply with the law and that the financial reporting is reliable.

#### **CHIEF LEGAL OFFICER**

Chief Legal Officer ensures that the Group's corporate governance practices comply with the law and that legal matters of the Group are handled appropriately, in particular the contractual risks related to business operations.

#### **BUSINESSES SEGMENTS**

Segment Boards and management of business segments are responsible for internal control implementation in the business segments. More specific internal control policies and procedures are established within each segment within the principles set by the Group functions. Additionally, the management of business segments and the Group Management are responsible for implementing risk management practices in planning cycle and daily operations, and ensure the adherence of

- · laws,
- · regulations,
- internal policies, and
- · ethical values

in their designated responsibility areas. Some areas of risk management, in particular the management of financial risks and insurances, have been centralized for the purpose of scale advantage and for securing sufficient Grouplevel control

#### FINANCE FUNCTION

Group's parent company's finance function is responsible for:

- · ensuring a setup of adequate control activities for business segments in cooperation with the business management;
- · operative follow-up of the adequacy and effectiveness of control activities; and
- ensuring that external reporting is correct, timely and in compliance with regulations.

Finance function does not have a separate internal control function. Group CFO reports any supervisory findings to the Finance and Audit Committee.

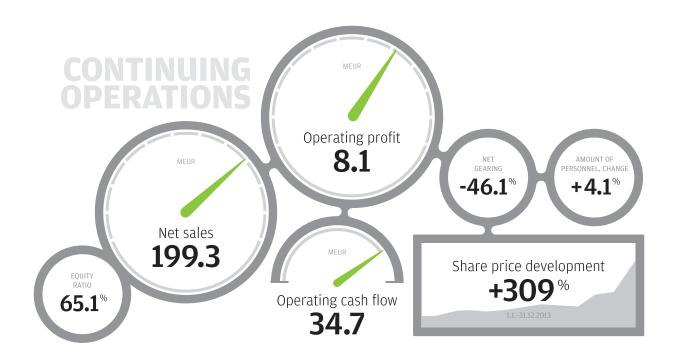
#### INTERNAL AUDIT

The Company has no specific internal audit organization. This is taken into account in the content and scope of the annual audit plan. On the one hand external auditing focuses on specific areas in turn to be audited, and on the other hand, on separately agreed priority areas.

# **Annual Report 2013**

Report by the Board of Directors and Financial Statements





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## Report by the Board of Directors 2013

Comparable net sales grew and operating profit improved clearly from the previous year.

## 2013 in Brief

From the beginning of 2013 EB has applied the new IFRS 10 and IFRS 11 standards. As a result, the proportion of net sales and operating result of e.solutions GmbH, a jointly owned company of EB and AUDI, to be consolidated into Elektrobit group's consolidated financial statements has changed. For comparability, all 2012 figures presented for comparison are restated assuming that the proportionate consolidation method would have been applied already in 2012.

EB's figures are divided between Continuing and Discontinuing Operations as provided by the IFRS 5 standard. In this Financial Statement Bulletin, Test Tools product business, sold on January 31, 2013, is classified as Discontinuing Operations.

EB's net sales from Continuing Operations during January-December 2013 grew by 14.6 per cent year-on-year to EUR 199.3 million (restated net sales of EUR 173.9 million, 1-12 2012). Operating profit from Continuing Operations was EUR 8.1 million including the non-recurring cost of approximately EUR 0.8 million resulting from the cost saving measures in the Wireless Business Segment during the first quarter of 2013 (restated operating profit of EUR 1.1 million, 1-12 2012 including non-recurring items of approximately EUR 4 million weakening the Wireless Business Segment's operating result). Operating profit from Continuing Operations without these non-recurring costs was EUR 9.0 million (restated operating profit of EUR 5.1 million, 1-12 2012).

Net sales of the Automotive Business Segment in January-December 2013 grew to EUR 138.3 million (restated net sales of EUR 110.6 million, 1-12 2012), representing 25.0 per cent growth year-on-year. Operating profit was EUR 8.5 million (restated operating profit of EUR 3.3 million, 1-12 2012). The Wireless Business Segment's net sales from Continuing Operations in January-December 2013 decreased by 3.7 per cent year-on-year, to EUR 61.2 million (EUR 63.5 million, 1-12 2012). The operating loss from Continuing Operations of the Wireless Business Segment in January-December 2013 was EUR

-0.5 million including the non-recurring cost of approximately EUR 0.8 million resulting from the cost saving measures in the first quarter of 2013 (operating loss of EUR -2.2 million including non-recurring items of approximately EUR 4 million weakening operating result, 1-12 2012). Operating result of the Wireless Business Segment in January-December 2013 without nonrecurring costs was EUR 0.4 million (EUR 1.8 million, 1-12 2012).

EB and Anite plc signed an agreement on January 28, 2013, under the terms of which EB agreed to sell its Test Tools product business to Anite ("the Transaction"). The Transaction comprised the sale of the shares of EB's subsidiary Elektrobit System Test Ltd., a company based in Oulu, Finland, and certain related other assets in the USA and China. The cash consideration paid by Anite to EB as a result of the Transaction was EUR 31.0 million. Transaction resulted in a non-recurring net profit of about EUR 23 million and non-recurring net cash flow of about EUR 28 million in the first quarter of 2013. The cash consideration paid for EB's Test Tools product business has been adjusted by EUR 0.9 million based upon the level of net working capital and cash and debt in the Test Tools product business at the date of the transaction on January 31, 2013. Adjustment improves EB's operating result from Discontinuing Operations in the reporting period and cash flow of the fourth quarter 2013 with EUR 0.9 million. In the aggregate, the sale of the Test Tools product business resulted in a non-recurring net profit of about EUR 24 million and a non-recurring net cash flow of about EUR 28 million in 2013.

The Extraordinary General Meeting of Elektrobit Corporation held on December 4, 2013 resolved in accordance with the proposal of the Board of Directors that on the basis of the financial statements adopted for the financial period ended on December 31, 2012, funds from the invested non-restricted equity fund be distributed to shareholders as a repayment of capital, with the capital repayment amounting to EUR 0.11 per share. The aggregate amount of the distribution based on the number of shares as of the date of the General Meeting amounted

to EUR 14,311,096.25. The repayment of capital was paid to shareholders recorded in the company's register of shareholders maintained by Euroclear Finland Ltd. on the record date of the capital repayment, December 10, 2013. The repayment of capital was made on December 17, 2013.

Net cash flow in 2013 was EUR 28.7 million including non-recurring net cash flow of about EUR 28 million resulting from the sale of the Test Tools product business (EUR 5.1 million, 2012) and repayment of capital of EUR 14.3 million, distributed in December.

Earnings per share from Continuing Operations were EUR 0.051 (EUR 0.008, 2012) and earnings per share from Continuing and Discontinuing Operations were EUR 0.238 (EUR 0.017, 2012).

Pursuant to series 2008A-B stock options a total of 688,185 new shares were subscribed for during 2013. The share subscription prices were recorded in the Company's invested non-restricted equity fund. After the registration of the new shares, the number of shares in Elektrobit Corporation's totaled 130,100,875.

Financial performance during January-December 2013, Continuing Operations		
CONSOLIDATED INCOME STATEMENT (MEUR)	1-12/2013	1-12/2012
CONTINUING OPERATIONS	12 MONTHS	12 MONTHS restated
Net sales	199.3	173.9
Operating profit / loss	8.1	1.1
Financial income and expenses	-0.9	-0.5
Result before tax	7.2	0.6
Result for the year from Continuing Operations	6.7	1.1
Result for the year from Discontinuing Operations	24.3	1.2
Result for the year	30.9	2.3
Total comprehensive income for the year	30.9	1.6
Result for the year attributable to:		
Equity holders of the parent	30.9	2.3
Non-controlling interests		
Total comprehensive income for the year attributable to:		
Equity holder of the parent	30.9	1.6
Non-controlling interests		
Earnings per share from Continuing Operations, EUR	0.051	0.008

- Cash flow from operating activities was EUR 34.7 million (EUR 6.8 million, 1-12 2012).
- Net cash flow was EUR 28.7 million including non-recurring net cash flow of about EUR 28 million resulting from the sale of the Test Tools product business (EUR 5.1 million, 1-12 2012).
- Equity ratio was 65.1% (54.5%, 1-12 2012).
- Net gearing was -46.1% (6.1%, 1-12 2012).

## **Quarterly figures, Continuing Operations**

## ELEKTROBIT GROUP'S NET SALES AND OPERATING RESULT, CONTINUING OPERATIONS, MEUR:

	4Q 13	3Q 13	2Q 13	1Q 13	4Q 12 restated
Net sales	59.5	45.7	47.9	46.2	48.2
Operating profit (loss)	5.7	1.0	0.7	0.7	-0.5
Operating profit (loss) without non-recurring costs	5.7	1.0	0.7	1.5	3.6
Result before taxes	5.5	0.9	0.2	0.6	-0.9
Result for the period	5.0	0.8	0.2	0.6	-0.1

Non-recurring items are exceptional gains and costs that are not related to normal business operations and occur only seldom. These items include capital gains or losses, significant changes in asset values such as write-downs or reversals of write-downs, significant restructuring costs, or other items that the management considers to be non-recurring. When evaluating a non-recurring item, the euro translation value of the item is considered, and in case of a change in an asset value, it is measured against the total value of the asset.

Non-recurring items during 2012 and 2013 in the Wireless Business Segment were as follows:

- Non-recurring costs related to collecting the receivables from TerreStar Companies of EUR 1.2 million, during 2012
- Non-recurring income of USD 13.5 million resulting from the settlement payment in the reorganization cases of TerreStar Corporation, and non-recurring positive cash flow effect of approximately EUR 10.8 million in the third quarter of 2012
- · Non-recurring items of approximately EUR 4 million in total, booked in the fourth quarter of 2012, as result of the financial challenges faced by a US based customer of EB's subsidiary, Elektrobit Inc., and
- · Non-recurring cost of approximately EUR 0.8 million resulting from the cost saving measures in the Wireless Business Segment in the first quarter of 2013.

## NET SALES AND OPERATING PROFIT DEVELOPMENT BY BUSINESS SEGMENTS AND OTHER BUSINESSES, CONTINUING OPERATIONS, MEUR

	4Q 13	3Q 13	2Q 13	1Q 13	4Q 12
					restated
Automotive Business Segment					
Net sales to external customers	41.1	34.1	32.5	30.5	31.8
Net sales to other segments	0.0	0.0	0.1	0.0	0.0
Operating profit (loss)	5.4	1.9	0.1	1.1	2.6
Wireless Business Segment					
Net sales to external customers	18.3	11.5	15.4	15.8	16.4
Net sales to other segments	0.0	0.0	0.0	0.0	0.0
Operating profit (loss)	0.3	-0.9	0.6	-0.4	-3.2
Other businesses					
Net sales to external customers	0.0	0.0	0.0	0.0	0.0
Operating profit (loss)	0.0	0.0	0.1	-0.0	0.1
Total					
Net sales	59.5	45.7	47.9	46.2	48.2
Operating profit (loss)	5.7	1.0	0.7	0.7	-0.5

## The distribution of net sales by market areas, continuing operations, meur and %

	4Q 13	3Q 13	2Q 13	1Q 13	4Q 12 restated
Asia	2.3 (3.9%)	1.9 (4.3%)	1.7 (3.6%)	1.9 (4.2%)	2.4 (4.9%)
Americas	8.0 (13.4%)	6.0 (13.2%)	6.4 (13.4%)	6.2 (13.3%)	6.4 (13.2%)
Europe	49.2 (82.7%)	37.7 (82.5%)	39.7 (83.0%)	38.1 (82.5%)	39.5 (81.9%)

## **Business Segments**

EB's reporting is based on two segments, which are the Automotive Business Segment and the Wireless Business Segments.

## **Automotive Business Segment**

In the Automotive Business Segment EB offers software products and R&D services for carmakers, car electronics suppliers and other suppliers to the automotive industry. The offering includes in-car infotainment solutions, such as navigation and human machine interfaces (HMI), as well as software for electronic control units (ECU) and driver assistance (DA). By combining its software products and R&D services, EB is creating unique, customized solutions for the automotive industry. EB's software products are: EB street director navigation software, EB GUIDE HMI development and speech dialogue platform, EB tresos product line of software components used in ECUs and tools for their configuration, and EB Assist, an extensive product line with tooling and a software development kit for driver assistance solutions. These software products generate license fees, often combined with supply of R&D services for customized solutions.

EB and AUDI's subsidiary, Audi Electronics Venture GmbH (AEV), have a jointly owned company e.solutions GmbH that is currently developing infotainment software and provides systems engineering and systems integration services for Volkswagen Group car models. EB also delivers products and R&D services to the joint venture. EB owns 51% of e.solutions GmbH and AEV 49%.

## **Development of the Automotive Business Segment in 2013**

Net sales of the Automotive Business Segment in January-December 2013 grew to EUR 138.3 million (restated net sales of EUR 110.6 million. 1-12 2012), representing 25.0 per cent growth year-on-year. A significant proportion of the growth in the net sales came from the rapid growth of e.solutions GmbH, a jointly owned company with AUDI. Operating profit was EUR 8.5 million (restated operating profit of EUR 3.3 million, 1-12 2012). Operating profit improved due to the growth of the service and software sales, slight decrease in R&D costs, and improved management of projects and measures to improve the cost structure. At the be-

ginning of 2013 EB was selected as the supplier for several long-term product development and product customization projects for leading car makers. A pricing model, where a part of the product development fee is moved to license fee based on the actual delivery volumes of new cars, was increasingly often taken into use in the largest projects. When using this pricing model, which is common in the automotive industry, the project specific positive operating result and cash flow will be typically reached first during the car production years.

During the first quarter EB announced the integration of EB street director navigation software into the QNX CAR™ application platform 2.0, a product of QNX Software Systems Limited used to develop advanced infotainment systems for connected car. EB also announced that the runtime solution of its development platform for human machine interfaces (HMIs), EB GUIDE Graphic Target Framework (GTF), has been ported to the Renesas' R-Car H1. The collaboration will enable car manufacturers to use the high-end Renesas chip in combination with the EB GUIDE GTF to utilize the advanced graphical capabilities of the SoC (systems-on-chip).

EB told that it is among the first suppliers to deliver an ASIL D certified AUTOSAR operating system and the only one certified for two safety standards. ASIL D and SIL 3 rank among the highest security levels for functional safety according to the ISO 26262 / IEC 61508 specifications for electric and electronic components. Functional Safety is getting more and more important for today's automotive ECUs and these received certificates strengthen EB's position in

In April, EB announced to have opened a new office in Brasov, Romania for automotive software development. The new location will allow the Company to expand its existing automotive software development teams in Romania. The Brasov office will focus on automotive software product development and testing.

In June, EB and Daimler announced to have strengthened their long-term successful partnership for developing Daimler's embedded driver assistance software. Through this partnership, a new collaboration model is being introduced, where EB is taking the role of direct software supplier for Driver Assistance to Daimler. By separating hardware and software development, EB and Daimler are able to manage the growing complexity of software in the Driver Assistance domain. It also enables both parties to focus on their core competencies.

EB continued its R&D investments into the automotive software products and tools. In October, EB announced a new version of its HMI development platform, EB GUIDE 5.5, which includes a wide-range of consumer-inspired features including 3D content import, compelling graphical animations and effects, speech recognition for dynamic data, as well as multi-touch and touch gesture recognition for smartphonelike user interaction. EB GUIDE 5.5 also enables carmakers and suppliers to create multi-modal HMIs enriched with HTML5 application-like con-

## **Automotive Business Segment Market Outlook**

As the global economy is showing signs of recovery, the global car market is expected to grow by 3% in 2014 according to the forecast made by VDA (Verband der Automobilindustrie). For several years carmakers have continued to invest in automotive software for new car models and the market for software products and services is estimated to continue growing during 2014. The demand for EB's products and services is estimated to develop positively year-on-year during 2014 in the Automotive Business Segment.

The market for electronics and software for cars is estimated to continue growing in the long term. The study "Future Industry Structure of Automotive (FAST) Electronics 2025" from Berylls assumes a growth of automotive electronics from EUR 215 billion in 2012 to EUR 456 billion in 2025 (CAGR 6%).

Growth in automotive software market is mainly driven by:

- The majority of in-vehicle innovations come from electronics and software. Carmakers can develop more vehicle features and create product differentiation as software innovation allows for great product innovation jumps in the areas of comfort, information and entertainment, powertrain and communication.
- · The software and hardware in electronics solutions will be gradually separated from each other in order to speed up the innovation and to improve the quality and cost efficiency.

- Consumers expect in the car the same richness of features and user experience they know from the internet and mobile devices, and therefore infotainment systems become increasingly common in all car price categories.
- Mobile connectivity will become one of the fastest-growing Internet-connected device platforms among other connected consumer electronics devices, such as media tablets and smartphones. Gartner estimates that by 2016, the majority of car buyers in automotive markets like the USA and the Western Europe will view the availability of in-vehicle, web-enabled dynamic content as a key buying criterion when considering a standard brand car. This tipping point will be reached even sooner – during 2014 – for premium-brand cars.
- Connected Car solutions and cloud connections enable bringing of new applications and enhancements to car functions, for example real-time traffic information for navigation. The Wearable devices, such as smart watches, are becoming a trend in mass markets and they are also expected to wirelessly connect with the internal technology of the car. The increasing demand for better integration of mobile devices with the car has been reflected in consumer electronics companies such as Apple's "iOS in the Car" or Google's announcement of Open Automotive Alliance.
- The need for mobile connectivity is increasing also due to development steps made in car to car communication, communication from vehicle to other systems as well as in driver assistance systems (including autonomous driving features of vehicles).
- New Active Safety Systems and Driver Assistance applications are being brought to markets as automated driving is becoming one of the key trends in the markets.

#### **Wireless Business Segment**

In the Wireless Business Segment EB offers products and product platforms for defense, public safety and other authorities markets as well as for industrial use. Further, EB offers product development services and customized solutions for wireless communications markets and for companies needing wireless connectivity for their products. EB's products in the Wireless Business Segment are the EB Tactical Wireless IP Network for tactical communications, EB Tough VoIP for tactical IP-based communication and EB Wideband COMINT Sensor for signals intelligence. The product platforms are the An-

droid-based EB Specialized Device Platform and EB LTE Connectivity Module for specialized markets. For the latest wireless technologies and applications EB offers a broad range of R&D services such as consulting, integration, and development of software and hardware.

## Development of the Wireless Business Segment in 2013

The Wireless Business Segment's net sales from Continuing Operations in January-December 2013 decreased by 3.7 per cent year-on-year, to EUR 61.2 million (EUR 63.5 million, 1-12 2012). The decrease in the net sales was due to decline in the demand for R&D services in the wireless telecommunications market. The operating loss from Continuing Operations of the Wireless Business Segment in January-December 2013 was EUR -0.5 million including the nonrecurring cost of approximately EUR 0.8 million resulting from the cost saving measures in the first quarter of 2013 (operating loss of EUR -2.2 million including non-recurring items of approximately EUR 4 million weakening operating result, 1-12 2012). In addition to the decreased net sales, the profitability was negatively affected in 2013 by the ongoing investments into the marketing and product development of products targeted for the global defense and other authority markets; these investments are expected to start gradually generating net sales from the latter half of 2014 onwards. Operating result of the Wireless Business Segment in January-December 2013 without non-recurring costs was EUR 0.4 million (EUR 1.8 million, 1-12 2012).

EB and Anite plc signed an agreement on January 28, 2013, under the terms of which EB agreed to sell its Test Tools product business to Anite ("the Transaction"). The Transaction comprised the sale of the shares of EB's subsidiary Elektrobit System Test Ltd., a company based in Oulu, Finland, and certain related other assets in the USA and China. EB's Test Tools product business provided radio channel emulation tools and testing solutions for the development of the wireless technologies and was part of EB's Wireless Business Segment employing a total of 54 persons in Finland, USA and China.

EB started measures to improve its cost structure in the Wireless Business Segment during the first quarter. The measures were completed on April 4, 2013 and the Company estimates to reach the targeted approximately EUR 2 million annual cost savings in its Wireless Business Segment, fully effective from the second half of 2013 onwards. The measures resulted

non-recurring costs of approximately EUR 0.8 million that affect negatively the Company's operating result of the first quarter of 2013. The underlying reasons for the measures to improve the cost structure were the changed business requirements. As part of these measures, EB reduced its personnel in the Wireless Business Segment globally by altogether 32 persons, 8 of them in Finland. In addition, EB also concentrated some of its Wireless Business Segment operations to Finland and moved the centre of its US operations from west coast to east coast, where many of the public sector customers are located.

During the first quarter, EB launched its Tough VoIP phone for industrial use. The product is suitable for demanding environments like manufacturing, construction, power plants, mining sites, and transportation. EB also broadened its Android-based product platform (EB Specialized Device Platform) with three new platform variants: smartphone, tablet and LTE connectivity module.

In April, EB signed a contract with the Finnish Defence Forces for deliveries of the EB Tactical Wireless IP Network communication system. The product delivery contains tactical routers and radio head units for the land forces' communication needs. This contract is a continuation to the EB's Tactical Wireless IP Network development and pilot delivery contract signed in September 2011. The value of the purchase is EUR 7.0 million (excl. VAT). The deliveries are to be finalized by the end of March 2014.

In the last quarter EB started the product deliveries of the tactical communication system to Finnish Defence Forces and delivered a batch of special terminal products to one customer for authority use. These product deliveries generated product-based net sales of EUR 6.9 million in the fourth guarter, the rest of the net sales being R&D services sales. Net sales and operating result were negatively affected by the decreasing demand from a significant customer in the second half of 2013 due to which the Company started cost level adjustment measures. Between September and November 2013 EB gave temporary layoff notice to 74 employees for a maximum of 90 days, part or full time. With these measures the Company estimated to target approximately EUR 0.8 million cost savings, that were expected to materialize mainly during the fourth quarter. As the demand outlook of the Wireless Business Segment became more accurate, it was possible to decrease the amount of temporary layoffs from previously

estimated maximal amount. The materialized amount of temporary layoffs decreased to 64 employees and the cost savings were EUR 0.6 million.

## **Wireless Business Segment Market Outlook**

In the Wireless Business Segment, EB's customers operate in various industries, each of them having own industry specific factors driving the demand. A common factor creating demand among the whole customer base is the introduction of new technologies. In 2014 the implementation of LTE (Long Term Evolution) technology is expected to continue to be important technological change driving the demand. It is accelerated by a growing need for faster and higher quality data transmission. Due to the long history in developing smart phones and mobile communication devices, EB is in a good position to offer solutions, where e.g. mastering of multi-radio technologies and end-to-end system architectures covering both terminals and networks is needed.

Following factors are estimated to create demand for EB's products and services in 2014 and beyond:

- · In the mobile infrastructure equipment market the use of LTE technology is expected to continue strong. This creates the need for services for LTE base station design. There is a wide range of frequencies allocated for LTE globally, thus creating a need to develop multiple products to cover the market, and creating demand for R&D services for design of product variants.
- · The trend of adopting new commercial technologies, such as LTE and smart phone related operating systems and applications, is expected to continue in special verticals such as public safety. The specific LTE frequency band allocations for authorities create demand for customized LTE devices, such as EB's specialized terminals, tablets and communication modules.
- The need for R&D services for connected devices for business or consumer use, such as smart watch and other Wearable devices, is evolving and creating demand for customized solutions based on EB's product platforms.
- · In the defense market's tactical communication the need for larger amounts of information data grows, generating demand for broadband networks, such as EB's customized IP (Internet Protocol) based tactical communications solutions.

EB aims at bringing its products to the global defense and other authorities markets, where they are expected to start gradually generating net sales from the latter half of 2014 onwards. The public defense budget cuts affect negatively the demand for products and product development services in Europe and also all over the world, simultaneously increasing the competition between the suppliers.

The defense, authorities and national security markets are by their nature slowly developing markets. They are characterized by long sales cycles driven by purchasing programs of national governments, and the purchases of the selected products take place over several years.

## **Research and Development**

FB continued its investments in R&D in the automotive software products and tools in the Automotive Business Segment, and in products and product platforms for the defense and public safety markets in the Wireless Business Segment.

The total R&D investments for Continuing Operations during January-December 2013 were EUR 18.5 million (restated EUR 22.0 million, 1-12 2012), equaling 9.3% of the net sales (restated 12.6%, 1-12 2012). The share of R&D investments in the Automotive Business Segment was EUR 14.3 million (restated EUR 17.9 million, 1-12 2012) and in the Wireless Business Segment in Continuing Operations EUR 4.2 million (EUR 4.1 million, Continuing Operations, 1-12 2012).

EUR 0.0 million of R&D investments of the reporting period were capitalized (EUR 2.9 million, 1-12 2012). The amount of capitalized R&D investments at the end of December 2013 was EUR 12.0 million (EUR 13.5 million, 31.12.2012). A significant part of these capitalizations is related to customer agreements of the Automotive Business Segment, where future license fees, based on the actual car delivery volumes, are expected to accumulate in the coming years. Depreciations of R&D investments were EUR 1.6 million during the reporting period (EUR 0.9 million, 1-12 2012).

The total negative effect, caused from research and development investments, their capitalizations and their depreciation, on EB's income statement in 2013 was EUR 20.1 million (EUR 19.9 million, 2012).

## **Outlook for 2014**

EB expects for the year 2014 that net sales and operating result will grow from the previous year (Net sales of EUR 199.3 million and operating profit of EUR 8.1 million, in 2013). Net sales is expected to grow slower than the previous year (Net sales growth 14.6 % in 2013). Net sales and operating result are expected to mainly cumulate during the latter half of the year mostly due to the seasonality factors of the Automotive Business Segment.

The growth of net sales and operating result in 2014 is expected to come mainly or wholly from the Automotive Business Segment, where the demand for EB's software solutions is expected to remain good. The demand for R&D services in the Wireless Business Segment is driven by the implementations of LTE (Long Term Evolution) technology and by the growing need to wirelessly connect various consumer and professional devices to other equipment. The demand for R&D services in the mobile communication market is expected to decrease slightly from the previous year. EB aims at bringing its Wireless Business Segment's products to the global defense and other authority markets, and expects to start gradually generating net sales from these markets from the latter half of 2014 onwards.

More specific market outlook is presented under sections "Market outlook for the Automotive Business Segments" and "Market outlook for the Wireless Business Segment".

The profit outlook for the year 2014 does not include possible non-recurring income or costs related to the reorganization cases of TerreStar Networks Inc. More information about the reorganization cases of TerreStar Networks and the amount of the receivables and collecting the receivables as well as other uncertainties regarding the outlook is presented in the "Identified Risks and Uncertainties".

## **Risks and Uncertainties**

EB has identified a number of business, market and finance related risk factors and uncertainties that can affect the level of sales and profits.

## Market risks

In the ongoing financial period, global economic uncertainty may affect the demand for EB's services, solutions and products and provide pressure on e.g. pricing. In the short term such uncertainty may affect, in particular, the utilization and chargeability levels and average hourly prices of R&D services.

As EB's customer base consists mainly of companies operating in the fields of automotive and telecommunications and defense and public safety authorities, the Company is exposed to market changes in these industries. In both of EB's business segments a significant part of net sales accumulates from just a few customers. In the Automotive Business Segment a significant part of net sales is tied to projects carried out with different Volkswagen Group companies. EB and AUDI's subsidiary, Audi Electronics Venture GmbH (AEV), have a jointly owned company e.solutions GmbH that is developing infotainment software and provides systems engineering and systems integration services for Volkswagen Group car models. EB also delivers products and R&D services to the jointly owned company. In addition, EB delivers products and R&D services directly or through TIER1 suppliers to different Volkswagen Group companies. In the Wireless Business Segment a significant part of net sales accumulates from selling R&D services to a certain mobile communications equipment manufacturer and from selling products and R&D services to the Finnish Defence Forces. Deviation in anticipated business development with such customer concentrations may translate as a significant deviation in the EB's outlook, both in terms of net sales and operating result, during the ongoing financial period and thereafter. EB seeks to expand its customer base on a longer term and reduce dependence on individual companies and hence the Company will thereby be mainly affected by the general business climate in automotive and telecommunication industries. The more specific market outlook has been presented under the "Market Outlook for the Automotive Business Segment" and "Market Outlook for the Wireless Business Segment" section.

#### **Business related risks**

EB's operative business risks are mainly related to following items: uncertainties and short visibility on customers' product program decisions, their make or buy decisions and on the other hand, their decisions to continue, downsize or terminate current product programs, execution and management of large customer projects, ramping up and down project resources, availability of personnel in labor markets (in particular in Germany), accessibility on commercially acceptable terms and on the other hand successful utilization of the most important technologies and components, competitive situation and potential delays in the markets, timely closing of customer and supplier contracts with reasonable commercial terms, delays in R&D projects, realization of expected return on capitalized R&D investments, obsolescence of inventories and technology risks in product development causing higher than planned R&D costs. Revenues expected to come from either existing or new products and customers include normal timing risks. EB has certain significant customer projects and deviation in their expected continuation could result also significant deviations in the Company's outlook. In addition there are typical industry warranty and liability risks involved in selling EB's services, solutions and products.

EB's product delivery business model faces such risks as high dependency on actual product volumes, timing risks and potential delays in the markets. The above-mentioned risks may manifest themselves as lower amounts of products delivered or higher costs of production, and ultimately, as lower profit. The bringing of EB's products into the global defense markets can take longer time than expected since the projects are by their nature long and the purchasing programs are driven by national governments and availability of funding. The purchases of the selected products take place over several years. EB's net sales from the automotive industry is currently primarily driven by the development of software for electronic devices to be used in new car models, and sales of licenses for in-car software and software development

tools. EB aims at developing its business model to be more based on software products, which is expected to increase the direct dependency of net sales on production volumes over the forthcoming years. The dependency on EB's net sales on car delivery volumes is also increased by EB's customers tending to allocate a part of the software development costs to be paid in license fees based on the actual car delivery volumes. When using this pricing model, which is common in the automotive industry, the project specific operating result and positive cash flow will be typically reached first during the car production years and this may cause significant additional financing needs for the R&D phase. However, this model can offer EB also an opportunity for higher cumulative income, in case the take rate of additional software products or services, like in-car navigation system in the new cars sold, would be higher than originally estimated. This is dependent among others on the amount of additional software products and services, such as in-car navigation, chosen to new cars at the time of purchase.

Some of EB's businesses operate in industries that are heavily reliant on patent protection and therefore face risks related to management of intellectual property rights, on the one hand related to accessibility on commercially acceptable terms of certain technologies in the EB's products and services, and on the other hand related to an ability to protect technologies that EB develops or licenses from others from claims that third parties' intellectual property rights are infringed. Additionally, parties outside of the industries operate actively in order to protect and commercialize their patents and therefore in their part increase the risks related to the management of intellectual property rights. At worst, claims that third parties' intellectual property rights are infringed could lead to substantial liabilities for damages. Also, EB has received a formal request from one of its customers for indemnification that is unspecified both in terms of the basis of liability and the amount claimed. Based on information available, it does not seem likely that the claim would result in significant liability in the short term. It is possible that, based on later information, the above

views may need to be reconsidered. In addition, the progress of the customer projects and delivery capability may be also affected by potential challenges in global accessibility of key technologies and components on commercially acceptable terms. In the Wireless Business Segment accessibility of chipsets to provide LTE-capabilities on commercially acceptable terms may affect the development and delivery of competitive special terminal products.

## **Financing risks**

Global economic uncertainty may lead to payment delays, increase the risk for credit losses and weaken the availability and terms of financing. To fund its operations, EB relies mainly on income from its operative business and may from time to time seek additional financing from selected financial institutions. Currently EB has a committed overdraft credit facility agreement of EUR 10 million and committed revolving credit facility agreement of EUR 10 million, valid until June 30, 2014. These agreements include financial covenants related to group's equity ratio and earnings before interest and taxes (EBITDA), to be reviewed semiannually. There is no assurance that additional financing will not be needed in case of clearly weaker than expected development of EB's businesses or in case customer commitments of the Automotive Business Segment would represent more than planned funding for R&D phase.

Customer dependency in some parts of EB's business may translate as accumulation of risk with respect to outstanding receivables and ultimately with respect to credit losses. EB asserted claims for its receivables in the amount of approximately USD 25.8 million (EUR 18.8 million as per exchange rate of February 19, 2014) in the Chapter 11 cases of its customers Terre-Star Networks Inc. and its parent company TerreStar Corporation filed in 2010 and 2011. In addition to the booked receivables. EB asserted claims for additional costs in the amount of approximately USD 2.1 million (EUR 1.5 million as per exchange rate of February 19, 2014) resulting mainly from the ramp down of the business operations between the parties. Thus, EB asserted claims against each of the TerreStar entities in amounts totaling USD 27.9 million (EUR 20.3 million as per exchange rate of February 19, 2014). Due to uncertainties related to the accounts receivable, EB booked an impairment of the accounts receivable in the amount of EUR 8.3 million during the second half of 2010.

By order of the bankruptcy court dated August 24, 2012, Elektrobit Inc., a subsidiary of EB, and TerreStar Corporation and certain of its preferred shareholders, entered into a full and final settlement of various disputes that had arisen between them in the TerreStar Corporation reorganization cases. Pursuant to this settlement, on August 28, 2012 TerreStar Corporation made a cash payment to Elektrobit Inc. of USD 13.5 million in full and final satisfaction of EB's claim against that entity. The settlement did not include the TerreStar Networks Chapter 11 cases and did not include any distribution from those cases that may be available to EB. On October 24, 2012, the bankruptcy court entered an order approving a plan of reorganization for TerreStar Corporation and various affiliates (not including TerreStar Networks) which preserved EB's rights with respect to EB's claim against TerreStar Networks.

As to TerreStar Networks, EB presently estimates that its total distribution under the TerreStar Networks confirmed plan of liquidation may be approximately 8% of the face amount of its claim. However, this estimate is subject to various assumptions, and the amount and timing of EB's distribution on the remaining portion of its claim cannot be predicted with certainty at this time. Pursuant to the plan, on March 29, 2012 EB received a USD 650,890 distribution on that portion of its claim entitled to payment priority under U.S. bankruptcy law.

As part of the Chapter 11 process, the liguidating trustee (the "Trustee") of The Terre-Star Networks Inc. Liquidating Trust (the trust having been formed in connection with confirmation of the Chapter 11 plan of TerreStar Networks) is considering whether the Trustee may recover payments previously made to creditors pursuant to various provisions of the Bankruptcy Code. During the 90 days prior to TerreStar Networks' bankruptcy filing, EB received approximately USD 2.5 million that the Trustee has alleged to be preferential payments, and it

remains possible that the Trustee may sue EB to recover these payments. EB believes that it has strong defenses to any such litigation and therefore would vigorously contest it, but anticipates that this issue must be adjudicated or settled before EB receives further distributions on its claim. Further, in reconciling accounts in preparation for making distributions under the TerreStar Networks plan, the Trustee requested, and EB provided, additional information and documents in support of EB's claim. EB has entered into a tolling agreement with the Trustee which, as amended, extends the avoidance action statute of limitations through and including April 18, 2014, which date could be further extended by mutual consent, with a view to determining whether the parties can settle any outstanding disputes between them. The likelihood and outcome of any such disputes cannot be predicted with certainty at this time.

Based on EB's current understanding, there is no reason to believe that EB would not be able to collect from the bankruptcy estate of TerreStar Networks the full amount (or close to it) of the pro rata distribution on its general unsecured claim in due course. It is possible that based on later information related to the TerreStar Networks Chapter 11 cases, the above views may need to be reconsidered. Should the amount of the pro rata distribution on EB's general unsecured claim not be collected from the bankruptcy estate of TerreStar Networks, and should the Trustee commence litigation resulting an order for EB to repay certain allegedly preferential transfers, costs related to the process would additionally lower EB's operating result on a non-recurring basis by approximately EUR 2 million at maximum.

The U.S. Internal Revenue Service ("IRS") disallowed a deduction taken on EB's subsidiary's, Elektrobit Inc.'s 2010 U.S. federal income tax return for the impairment of the receivables from the TerreStar companies. EB appealed this disallowance to the IRS Office of Appeals, which is expected to render a decision before the end of the third quarter of 2014. An unfavorable decision can be appealed to the United States Tax Court, in which case the appeal may take two vears.

If the appeal were to proceed to the United States Tax Court and if the resolution of the litigation results in a complete rejection of the amount deducted in 2010, EB would be required to pay back the tax refund in full with accrued interest. At worst, as a result of the pay back of the tax refund and the respective interest expenses and litigation expenses, there would be a negative effect on EB's cash flow of approximately USD 2.7 million (EUR 2.0 million as per exchange rate of February 19, 2014). Depending on the progression of the appellate process, such effects would be booked probably in 2016. Based on EB's current understanding, there is no reason to believe that the IRS' disallowance will be sustained. Based on subsequent information, the situation may need to be reconsidered. It is also possible that during the appellate process, the parties may settle this matter.

More information on TerreStar Networks Inc.'s and its parent company TerreStar Corporation's reorganization cases are presented in the October 20 and 25, November 20 and December 30, 2010, February 17, 2011, November 18, 2011, June 21, 2012, August 3, 2012, August 24, 2012 and August 28, 2012 stock exchange releases as well as in EB's interim reports and financial statements at www.elektrobit.com.

# Significant Events after the Reporting Period

A total of 508,697 new shares in Elektrobit Corporation were subscribed between December 5, 2013 and January 28, 2014 by virtue of the option rights 2008A and 2008B. The share subscription price, EUR 150,254.85, was recorded in the Company's invested non-restricted equity fund. The corresponding increase in the number of the Company's shares was entered into

the Finnish Trade Register on February 10, 2014. Trading with the newly registered shares started on February 11, 2014 in NASDAQ OMX Helsinki. After the registration of the new shares, the number of shares in Elektrobit Corporation's totals 130,609,572.

# Changing the Consolidation of the Jointly Owned Company of EB and AUDI as of January 1, 2013

EB has started to apply the new IFRS 10 and IFRS 11 standards from the beginning of 2013 and will consolidate e.solutions GmbH, a jointly owned company with Audi Electronics Venture GmbH (AEV), applying the proportionate consolidation method. As a result of the change in the method of consolidation, the proportion of net sales and operating result of e.solutions GmbH consolidated into Elektrobit group's financial statements will decrease from the previous 100% to 51%. The change in the consolidation method has no effect on EB's net result. According to the rules of proportionate consolidation method, the consolidated statement will also include 49% of the net sales of other Elektrobit group companies to e.solutions GmbH.

In the 2013 financial reporting EB has presented the profit and loss statement and balance sheet from 2012 for comparison restated, assuming that the proportionate consolidation method according to the above mentioned standards would have been applied already in 2012.

Elektrobit Corporation's subsidiary company Elektrobit Automotive GmbH holds a 51% stake in e.solutions GmbH, with AEV holding the remaining 49%. Previously, since its establishment in 2009, e.solutions GmbH has been

brought into the consolidated statements as subsidiary and its net sales and operating result have been consolidated in the Elektrobit group's financial statements in full.

The new IFRS 10 and IFRS 11 standards for consolidated financial statements and joint arrangements took effect on 1st of January 2014, but they may be applied as of 1st of January 2013. The accounting standard IFRS 10 sets out the rules for presenting and preparing consolidated financial statements when an entity controls one or more other entities. IFRS 11 establishes principles for financial reporting by parties to a joint arrangement. According to the standard, joint arrangements are defined either as "joint ventures" or "joint operations". e.solutions GmbH is deemed to fulfill the criteria of a "joint operation", whereby it is required that a proportionate consolidation method be applied at the latest when the new standard takes effect.

## **Statement of Financial Position and Financing**

The figures presented in the statement of financial position of December 31, 2013, are compared with the statement of the financial position of December 31, 2012 (MEUR).

	12/2013	12/2012 restated	1.1.2012 restated
Non-current assets	46.1	46.8	43.7
Current assets	98.2	77.6	68.6
Assets classified as held for sale		7.7	
Total assets	144.4	132.2	112.3
Share capital	12.9	12.9	12.9
Other equity	68.8	53.1	52.8
Non-controlling interests			
Total shareholders' equity	81.7	66.0	65.8
Non-current liabilities	6.1	8.5	6.6
Current liabilities	56.5	53.2	40.0
Liabilities classified as held for sale		4.5	
Total shareholders' equity and liabilities	144.4	132.2	112.3

The cash flows during the period under review:

+ net profit +/- adjustment of accrual basis items	EUR +17.6 million
+/- change in net working capital	EUR +18.7 million
- interest, taxes and dividends	EUR -1.6 million
= cash generated from operations	EUR +34.7 million
- net cash used in investment activities	EUR +24.4 million
- net cash used in financing	EUR -30.3 million
= net change in cash and cash equivalents	EUR +28.7 million

Net cash from operating activities developed positively thanks to good profit and reduced need of net working capital, especially on fourth quarter when EB received advance payments for future projects and customers paid well their trade payables to EB. In addition to normal investments, net cash from investing activities includes proceeds from Test Tools product business on the first quarter. Net cash from financing activities includes among others repayment of capital and repayment of borrowings on fourth quarter.

The amount of accounts receivable and other receivables, booked in current receivables. was EUR 54.3 million (EUR 63.0 million on December 31, 2012). Accounts payable and other payables, booked in interest-free current liabilities, were EUR 54.5 million (EUR 40.5 million on December 31, 2012). The amount of non-depreciated consolidation goodwill at the end of the period under review was EUR 19.3 million (EUR 19.3 million on December 31, 2012).

The amount of gross investments in the period under review was EUR 7.9 million. Net investments for the reporting period totaled EUR 7.5 million. The total amount of depreciation of continuing operations during the period under review was EUR 9.0 million, including EUR 1.0 million of depreciation owing to business acquisitions in Automotive Business Segment.

The amount of interest-bearing debt, including finance lease liabilities, at the end of the reporting period was EUR 5.3 million (EUR 18.3 million on December 31, 2012). The distribution of net financing expenses on the income statement of continuing operations was as follows:

interest dividend and other financial income EUR 0.3 million interest expenses and other financial expenses EUR -0.7 million foreign exchange gains and losses EUR -0.5 million

EB's equity ratio at the end of the period was 65.1% (54.5% on December 31, 2012). The increase in equity ratio is mainly due to the sale of the Test Tools product business. The transaction resulted in a net profit of about EUR 24 million.

Cash and other liquid assets at the end of the reporting period were EUR 43.0 million (EUR 14.3 million on December 31, 2012). The increase in cash reserves is mainly due to the sale of the Test Tools product business. EB has from Nordea Bank plc a committed credit facility agreement and a revolving credit facility agreement of altogether EUR 20 million, valid until June 30, 2014. EUR 0.0 million of these facilities was used at the end of the reporting period.

EB follows a hedging strategy, the objective of which is to ensure the margins of business operations in changing market circumstances by minimizing the influence of exchange rates. In accordance with the hedging strategy, the agreed customer commitments net cash flow of the currency in question is hedged. The net cash flow is determined on the basis of sales receivables, payables, the order book and the budgeted net currency cash flow. The hedged foreign currency exposure at the end of the review period was equivalent to 8.5 million.

## **Environmental Factors**

EB's own business operations focus mostly on the design, assembly and marketing of products. This represents only a minor part of the environmental impacts over the entire life cycle of the products. Products manufactured by the Company have only minor general environmental impacts, since product manufacturing is not mass production.

Elektrobit Corporation has had ISO 14001 certified environment management system since 2001 concerning the current operations of the Wireless Business Segment. EB is applying ISO 14001 standards in its Wireless Business Segment business operations, the latest re-certification took place in 2013. Additional information about the certificate

https://www.elektrobit.com/file.php?fid=1377.

EB is monitoring globally the environmental requirements for products and derived national regulations to the extent that they are related to the group's operations. EB has also observed and applied the requirements of the ROHS (use of hazardous substances) and WEEE (recycling of electrical and electronic equipment) directives in design since 2002. Since 2009, the applied environmental standards and regulations in EB's operations have been consolidated as uniform EB substance list, applicable also to EB's significant suppliers. The substance list includes, in addition to the so called ROHS2 and REACH standards, the substance requirements applicable in different market areas against which identification of materials is made if needed. During 2013, EB has biannually updated the requirements and applied the proper environmental requirements to the products or solutions, in which EB has partial or total responsibility depending on the application scope. The imposed requirements will be observed in business operations on a country-specific basis.

## **Personnel**

The parent company of the group and its subsidiaries employed an average of 1,627 people between January and December 2013. In addition, e.solutions GmbH, the jointly owned company of EB and AUDI employed 300 people. At the end of December, the parent company of the group and its subsidiaries had 1,648 employees and e.solutions GmbH 321 employees (1,583 in group's parent company and subsidiaries and e.solutions GmbH 233 at the end of 2012). A significant part of EB's personnel are R&D engineers.

The following table presents the average personnel amounts and salaries of the Continuing operations from the past two years:

The average amount of personnel during the 2013 2012 reporting period Parent company of the group and its subsidiaries 1 627 1 528 Jointly owned company 300 132 Salaries and wages (MEUR) 94.1 84.1 in the reporting period (inc. 51% of the jointly owned company's salaries and wages)

At the end of 2013 about 69 per cent of the employees worked in Automotive Business Segment, about 30 per cent in Wireless Business Segment, and short of 1 per cent in corporate functions. When compared to 2012, the number of personnel in Automotive Business Segment increased by 6 percentage points, in Wireless Business Segment decreased by 6 percentage points and in corporate functions remained at the same level.

## **Incentive Systems**

## Share related remuneration schemes

2005A-D

The Annual General Meeting of Shareholders decided on March 17, 2005, to issue stock options to the management of the Elektrobit Corporation. The purpose of the scheme was to encourage the management to work on a long-term basis to increase the shareholder value and to commit them further to their employer. The total number of stock options 2005 has been 4,500,000. The stock options were divided into stock option classes 2005A, 2005B, 2005C and 2005D. No subscriptions were made by the end of the share subscription period for stock options 2005A-D.

A total of 372,000 2005A stock options, 1,002,500 2005B stock options, 60,000 2005C stock options and 60,000 2005D stock options have been distributed to EB's management. The rest of the stock options were granted to Elektrobit Technologies Ltd., a fully-owned subsidiary of Elektrobit Corporation. In accordance with the terms and conditions of the stock options, the prerequisite for receiving 2005A stock options was that the participating managers purchase a predetermined number of Elektrobit Corporation shares, as decided by the Board of Directors. 2005B-2005D stock options are subject to preconditions relating to EB's financial targets. In accordance with the share ownership scheme, associated with this stock option scheme, the participating managers are committed to using a considerable portion of the future income from the distributed stock-options for purchasing the company's shares.

#### 2008A-C

The Annual General Meeting decided on March 14, 2008 that there is a weighty financial reason for the Company to issue stock options since the stock options are intended for use as part of the incentive and commitment program for key personnel.

The maximum total number of stock options is 4,200,000, of which 1,400,000 were marked with the symbol 2008A, 1,400,000 with the symbol 2008B, and 1,400,000 with the symbol 2008C. The stock options entitle to subscription of a maximum total of 4,200,000 new shares of the Company or treasury shares.

The subscription price for the shares to be subscribed based on the stock options is based on the prevailing market value of the Elektrobit Corporation share at NASDAQ OMX Helsinki in January 2009, January 2010 and January 2011. At the end of 2013, 1,167,994 stock options with symbol 2008A, 1,139,000 stock options with symbol 2008B, and 740,000 stock options with symbol 2008C were distributed to the key employees of Elektrobit Corporation.

#### Variable pay system

Variable pay will be paid based on the achieved targets. A limited amount of EB's employees are participating into Variable Pay (VP) program. The criteria for the short-term merit pay are the financial strategic targets of the Company. In addition, part of the targets may be other objectives of the Company or Business Segment or personal targets. Personal targets vary between duties.

In 2013 the earning period for the Variable Pay was the calendar year. The targets are determined separately for each earnings period. The setting of targets and the review of their achievement is decided on one-over-one basis.

## **Authorizations of the** Board of Directors at the **End of the Reporting Period**

## **Authorization of** the Board of Directors to decide on the repurchase of the Company's own shares

The Annual General Meeting held on April 11, 2013 authorized the Board of Directors to decide on the repurchase of the Company's own shares as follows:

The amount of own shares to be repurchased shall not exceed 12,500,000 shares, which corresponds to approximately 9.66 per cent of all of the shares in the company. Only the unrestricted equity of the company can be used to repurchase own shares on the basis of the authorization.

Own shares can be repurchased at a price formed in public trading on the date of the repurchase or otherwise at a price formed on the

The Board of Directors decides how own shares will be repurchased. Own shares can be repurchased using, inter alia, derivatives. Own shares can be repurchased otherwise than in proportion to the shareholdings of the shareholders (directed repurchase).

The authorization cancels the authorization given by the General Meeting on March 26, 2012 to decide on the repurchase of the company's

The authorization is effective until June 30, 2014.

## **Authorization of** the Board of Directors to decide on the issuance of shares as well as the issuance of special rights entitling to shares

The General meeting held on April 11, 2013 authorized the Board of Directors to decide on the issuance of shares and other special rights entitling to shares referred to in chapter 10 section 1 of the Companies Act as follows:

The amount of shares to be issued shall not exceed 25,000,000 shares, which corresponds to approximately 19.32 per cent of all of the shares in the company.

The Board of Directors decides on all the conditions of the issuance of shares and of special rights entitling to shares. The authorization concerns both the issuance of new shares as well as the transfer of treasury shares. The issuance of shares and of special rights entitling to shares may be carried out in deviation from the shareholders' pre-emptive rights (directed

The authorization cancels the authorization given by the General Meeting on March 26, 2012 to decide on the issuance of shares as well as the issuance of other special rights entitling to shares referred to in Chapter 10 Section 1 of the Companies Act

The authorization is effective until June 30. 2014.

## **Shares and Shareholders**

The Shares of Elektrobit Corporation are quoted on the NASDAQ OMX Helsinki. The Company has one series of shares. All shares entitle their holders to dividends of equal value. Each share has one vote. The share does not have a nominal value. The Company's shares have been entered into the Euroclear Finland Ltd.'s book-entry securities system.

At the end of the financial period, the fully paid share capital of the company entered into the Finnish Trade Register was EUR 12,941,269.00 and the total number of the shares was 130,100,875. The accounting par value of the Company's share is EUR 0.10. The Company does not have its own shares in its posses-

Shareholding and control related information is presented in section 33 of the notes to the Financial Statement.

## **Flagging Notifications**

On August 8, 2013 EB received a flagging announcement, pursuant to chapter 9, section 5 of the Finnish Securities Markets Act from Fortel Invest Ov (Business ID 10149634) that the amount of shares and votes of Fortel Invest Ov have decreased below the 5 per cent flagging boundary. The decrease took place on August

On September 11, 2013 EB received a flagging announcement, pursuant to chapter 9, section 5 of the Finnish Securities Markets Act from Juha Sipilä that the direct and indirect holdings of shares and votes of Juha Sipilä have decreased below the 5 per cent flagging boundary. The decrease took place on September 11, 2013.

## **Stock Options**

I. The Annual General Meeting held on March 17, 2005, decided to authorize the Board of Directors to issue option rights. By virtue of the authorization the Board of Directors granted 4,500,000 option rights to the company's management and EB's fully owned subsidiary serving as a reserve company in the stock option scheme. Subscriptions made by virtue of the 2005 option rights may increase the share capital of Elektrobit Corporation by a maximum of EUR 450,000 and the number of shares by a maximum of 4,500,000. The share subscription period for stock options 2005A is 1 April 2008-30 April 2010, for stock options 2005B 1 April 2009-30 April 2011, for stock options 2005C 1 April 2010-30 April 2012, and for stock options 2005D 1 April 2011-30 April 2013. No subscriptions were made by the end of the share subscription period for stock options 2005A-D.

II. The Annual General Meeting of March 14, 2008, decided to issue stock options to EB's key personnel. The maximum number of stock options shall be 4,200,000, of which 1,400,000 shall be marked with the symbol 2008A, 1,400,000 shall be marked with the symbol 2008B and 1,400,000 shall be marked with the symbol 2008C. The stock options entitle to subscription of a maximum total of 4,200,000 new shares of the company or treasury shares. The proportion of the shares that can be subscribed using the stock options to be issued will be a maximum total of 3.1 per cent of the company's shares and associated voting rights after a possible share subscription, should new shares be issued in the subscription. The subscription price for the shares to be subscribed based on the stock options shall be based on the prevailing market value of the Elektrobit Corporation share at NASDAQ OMX Helsinki in January 2009, January 2010 and January 2011. The subscription price will be recorded in the fund for invested unrestricted equity. The share subscription period for stock options 2008A is 1 April 2012-31 March 2014, for stock options 2008B 1 April 2013-31 March 2015, and for stock options 2008C 1 April 2014-31 March 2016.

The Board of Directors of Elektrobit Corporation decided on June 5, 2013 on the transfer of stock options 2008A and 2008B to the Finnish book-entry system and to apply for listing of 1,400,000 stock options 2008A and of 1,400,000 stock options 2008B on the official list of NASDAQ OMX Helsinki. The trading with the stock options started on June 17, 2013. The share subscription period for stock options 2008A will end on March 31, 2014. The share subscription period for stock options 2008B will end on March 31, 2015.

Pursuant to series 2008A-B stock options a total of 97,500 new shares were subscribed for between April 2 and June 20, 2013, a total of 120,834 new shares were subscribed for between June 21 and August 22, 2013, a total of 89,356 new shares were subscribed for between August 22 and October 8, 2013 and a total of 380,495 new shares were subscribed for between October 21, 2013 and November 21, 2013. The share subscription prices were recorded in the Company's invested non-restricted equity fund. The respective increases in the number of the Company's shares were entered into the Finnish Trade Register on July 5, 2013, September 6, 2013, October 18, 2013, and December 4, 2013. The trading with the registered shares started on July 8, 2013, September 9, 2013, on October 21, 2013, and on December 5, 2013 in NASDAQ OMX Helsinki. After the registration of the new shares, the number of shares in Elektrobit Corporation's totaled 130,100,875.

The Extraordinary General Meeting of Elektrobit Corporation, held on December 4, 2013, resolved in accordance with the proposal of the Board of Directors that on the basis of the financial statements adopted for the financial period ended on December 31, 2012, funds from the invested non-restricted equity fund be distributed to shareholders as a repayment of capital. As a result of the capital repayment the subscription prices of shares pursuant to the series 2008A-C stock options has been reduced with the amount of the capital repayment per share on the record date of the capital repayment in accordance with the terms of the stock options. Hence the share subscription price pursuant to stock options 2008A has reduced to EUR 0.07, pursuant to stock options 2008B to EUR 0.73 and pursuant to stock options 2008C to EUR 0.61.

The Board of Directors of Elektrobit Corporation has decided on the transfer of series 2008C stock options to the Finnish book-entry system on December 20, 2013 and to apply for listing of 1,400,000 stock options 2008C on the official list of NASDAQ OMX Helsinki. Application was made for the listing to commence on April 1, 2014. The share subscription period for series 2008C stock options will commence on April 1, 2014 and will end on March 31, 2016. The share subscription price for series 2008C stock options is EUR 0.61 per share. The amount of the dividend or the amount of the distributable nonrestricted equity decided before share subscription will be deducted from the share subscription price as per the dividend record date or the record date of the repayment of equity.

More information and the terms and conditions of stock options 2008 are available in the Company's web pages at

www.elektrobit.com/investors.

# Changes in the Company's Management

There were no changes in the Company's management during the reporting period.

## Board of Directors, Board Committees And Auditor

The Annual General Meeting held on April 11, 2013 decided that the Board of Directors shall comprise five (5) members. Mr. Jorma Halonen, Mr. Juha Hulkko, Mr. Seppo Laine, Mr. Staffan Simberg and Mr. Erkki Veikkolainen were elected members of the Board of Directors for a term of office expiring at the end of the next Annual General Meeting.

At its assembly meeting held on April 11, 2013, the Board of Directors elected Mr. Seppo Laine Chairman of the Board. Further, the Board resolved to keep the Audit and Financial Committee with Mr. Staffan Simberg (Chairman of the committee) and Mr. Seppo Laine continuing as committee members and Mr. Erkki Veikkolainen as a new committee member.

In the Annual General Meeting held on April 11, 2013, Ernst & Young Ltd., authorized public accountants, was re-elected as the auditor of the Company for a term of office ending at the end of the next Annual General Meeting. Ernst & Young Ltd. notified that Mr. Jari Karppinen, authorized public accountant, will act as responsible auditor.

EB's Board of Directors and the rest of the management are presented in the corporate governance statement for the reporting period of January 1 - December 31, 2013 and at www.elektrobit.com.

## Dividend from 2012

The Annual General Meeting held on April 11, 2013 decided in accordance with the proposal of the Board of Directors to pay EUR 0.01 per share as dividend based on the balance sheet adopted for the financial period January 1, 2012 - December 31, 2012.

## Corporate Governance Statement

The Board of Directors has issued the corporate governance statement separate from this report.

## Proposal by the Board of Directors on the Use of the Profit Shown on the Balance Sheet and The Payment of Dividend

According to the parent company's balance sheet at December 31, 2013, the distributable assets of the parent company are EUR 94,291,974.00 of which the profit of the financial year is EUR 5,387,116.35.

The Board of Directors proposes that the Annual General Meeting to be held on April 10, 2014 resolve to pay EUR 0.02 per share, as dividend based on the adopted balance sheet for the financial period of January 1, 2013 - December 31, 2013. The dividend will be paid to the shareholders who are registered as shareholders in the company's register of shareholders as maintained by Euroclear Finland Ltd. on the dividend record date, Tuesday, April 15, 2014. The Board of Directors proposes that the dividend be paid on Thursday, April 24, 2014.

The Board of Directors emphasized the result of the Continuing Operations from the financial period ended on 31.12.2013 as a basis for its proposal for distribution of dividend. No significant changes have taken place in the company's financial position since the end of the financial year. The company's liquidity position is good and in the view of the Board, the proposed distribution does not jeopardize the company's ability to fulfill its obligations.

Oulu, February 19, 2014

Seppo Laine

Chairman of the Board

Staffan Simberg Member of the Board

Erkki Veikkolainen Member of the Board

Jorma Halonen

Member of the Board

Juha Hulkko

Member of the Board

Jukka Harju CEO

## The Auditor's Note

Our Auditors Report has been issued today.

Oulu, February 19, 2014

Ernst & Young Oy Authorized Public Accountant Firm

Authorized Public Accountant

# Consolidated Statement of Comprehensive Income

CONTINUING OPERATIONS	NOTES	2013	2012
			restated
		1000 EUR	1000 EUR
Net Sales	1, 3	199 281	173 865
Other operating income	4	3 538	2 430
Change in work in progress and finished goods		-27	-186
Work performed by the undertaking for its own purpose and capitalized		12	518
Raw materials		-12 425	-7 269
Personnel expenses	7	-113 162	-101 077
Depreciation	6	-9 040	-7 052
Other operating expenses	5	-60 035	-60 161
Operating Profit		8 143	1 068
Financial income and expenses	9	-920	-478
Profit Before Tax		7 222	590
Income tax	10	-570	491
Buffet all No. for a Call Street			4 004
Profit for the Year from Continuing Operations		6 652	1 081
Profit for the year from Discontinuing Operations	2	24 294	1 185
Profit for the Year		30 946	2 267
Other comprehensive income:			
Items that will not be reclassified to statement of income			0.15
Re-measurement gains (losses) on defined benefit plans		0	-815
Items that may be reclassified subsequently to the statement of income		27	100
Exchange differences on translating foreign operations		-36	189
Total Comprehensive Income for the Year		30 910	1 641
Profit for the year attributable to			
Equity holders of the parent		30 946	2 267
Non-controlling interests		0	0
Total		30 946	2 267
Total comprehensive income for the period attributable to			
Equity holders of the parent		30 910	1 641
Non-controlling interests		0	0
<u>Total</u>		30 910	1 641
EARNINGS PER SHARE FOR PROFIT ATTRIBUTABLE TO THE SHAREHOLDERS OF THE PARENT COMPANY:			
Earnings per share from Continuing Operations, EUR			
Basic earnings per share	11	0.051	0.008
Diluted earnings per share	11	0.051	0.008
Earnings per share from Discontinuing Operations, EUR			
Basic earnings per share	11	0.188	0.009
Diluted earnings per share	11	0.187	0.009
Earnings per share from Continuing and Discontinuing Operations, EUR			
Basic earnings per share	11	0.239	0.018
Diluted earnings per share	11	0.238	0.017
A			120 :::
Average number of shares, 1000 pcs		129 528	129 413
Average number of shares, diluted, 1000 pcs		130 092	130 238

# Consolidated Statement of Financial Position

Total liabilities		62 626	66 166	46 552
-				
Liabilities classified as held for sale			4 509	
Total		56 480	53 194	39 969
Interest-bearing loans and borrowings (current)	24	2 016	12 704	4 996
Provisions	23	2 303	2 158	1 020
Financial liabilities at fair value through profit or loss	25		2	335
Trade and other payables	25	52 160	38 330	33 617
Current liabilities				
Total		6 147	8 463	6 583
Provisions	23	304	459	501
Interest-bearing loans and borrowings (non-current)	24	3 260	5 370	4 010
Pension obligations	22	2 086	1 960	1 043
Deferred tax liabilities	15	497	674	1 030
Non-current liabilities				
Total equity		81 728	65 998	65 766
Non-controlling interests				0
Iviai		01 /20	05 998	05 700
Total		81 <b>728</b>	65 998	65 766
Invested non-restricted equity fund Retained earnings		43 654	38 697 13 725	38 697 13 681
Translation differences		599 24 533	635	446
Share capital		12 941	12 941	12 941
Equity attributable to equity holders of the parent	20	12.041	12.04:	12.0::
Equity and liabilities				
W. W				
Total assets		144 354	132 164	112 318
Assets classified as held for sale			7 699	
Total		98 217	77 635	68 596
Cash and short-term deposits	19	22 372	4 611	9 222
Financial assets at fair value through profit or loss	18	20 702	9 676	3, 3, 6
Trade and other receivables	17	54 325	62 967	57 578
Inventories	16	819	381	1 797
Current assets				
Total		46 137	46 830	43 /21
Deferred tax assets Total	15	1 473	947	78 <b>43 721</b>
Other financial assets	14	132	125	128
Intangible assets	13	15 512	17 765	15 623
Goodwill	13	19 319	19 295	19 264
Property, plant and equipment	12	9 701	8 698	8 628
Non-current assets				
Assets				
		1000 EUR	1000 EUR	1000 EUR
		ŕ	restated	restated
	NOTES	Dec. 31, 2013	Dec. 31, 2012	Jan. 1, 2012

# **Consolidated Statement** of Cash Flows

			l
N	NOTES	2013	2012
			restated
		1000 EUR	1000 EUR
Cash flow from operating activities			
Profit for the year from Continuing Operations		6 652	1 081
Profit for the year from Discontinuing Operations  Profit for the year from Discontinuing Operations		24 294	1 185
Adjustments		24274	1103
Effects of non-cash business activities	27	-14 830	8 616
Finance costs		1 240	776
Finance income		-318	-226
Income tax		570	-491
Change in net working capital			
Change in short-term receivables		7 881	-9 234
Change in inventories		-517	-349
Change in interest-free short-term liabilities		11 355	6 565
Interest paid on operating activities		-1 269	-948
Interest and dividend received from operating activities		314	53
Income taxes paid		-685	-261
·			
Net cash from operating activities		34 687	6 766
Cash flow from investing activities			
Disposal of business unit, net of cash acquired		30 046	
Purchase of property, plant and equipment		-3 954	-2 795
Purchase of intangible assets		-1 989	-5 433
Sale of property, plant and equipment		247	382
Sale of intangible assets		6	7
Proceeds from sale of other investments			3
Net cash from investing activities		24 357	-7 836
Cash flows from financing activities			
Share option plans exercised		148	
Loans granted			
Proceeds from borrowing		16 614	16 564
Repayment of borrowing		-28 427	-7 541
Payment of finance lease liabilities		-3 077	-2 887
Dividend paid and capital repayment		-15 605	
Not such form flow size and title		20.240	( 12 (
Net cash from financing activities		-30 348	6 136
Net change in cash and cash equivalents		28 696	5 065
Cash and cash equivalents Jan. 1		14 287	9 222
Change in fair value of investments		2.20,	,
Cash and cash equivalents Dec. 31		42 983	14 287
		,	

# Consolidated Statement of Changes in Equity

Equity attributable to equity holders of the parent				ne parent	_	
1000 EUR	Share capital	Invested non-resticted equity fund	Translation difference	Retained earnings	Non- controlling interests	Total
Shareholders equity Jan. 1, 2013	12 941	38 697	635	13 725	0	65 998
Comprehensive income for the period						
Profit for the period				30 946		30 946
Re-measurement gains (losses) of defined benefit plans (I	AS 19)			0		0
Exchange differences on translating foreign operations			-36			-36
Total comprehensive income for the period	0	0	-36	30 946	0	30 910
Transactions between the shareholders						
Share issue		148				148
Share-related compensation				168		168
Dividend distribution				-1 294		-1 294
Capital repayment		-14 311				-14 311
Other changes				109		109
Shareholders equity Dec. 31, 2013	12 941	24 533	599	43 654	0	81 728
Shareholders equity Dec. 31, 2011	12 941	38 697	446	13 425	1 504	67 013
Change in accounting policy (IFRS 10 and IFRS 11)					-1 504	-1 504
Change in accounting policy (IAS 19)				256		256
Shareholders equity Jan. 1, 2012 restated	12 941	38 697	446	13 681	0	65 766
Comprehensive income for the period						
Profit for the period				2 267		2 267
Re-measurement gains (losses) of defined benefit plans (I	AS 19)			-815		-815
Exchange differences on translating foreign operations			189			189
Total comprehensive income for the period	0	0	189	1 452	0	1 641
Transactions between the shareholders						
Share-related compensation				349		349
Other changes *)				-1 757		-1 757
Shareholders equity Dec. 31, 2012	12 941	38 697	635	13 725	0	65 998

 $<sup>^{\</sup>star}$ ) Previous period's tax EUR 1.6 million booked in foreign subsidiaries.

## **Corporate Information**

The company's field of activities is the development, production and selling of software, equipment and other products for the automotive and electronics industry, the production of R&D services and other services as well as other industrial operations. The Company may administer product and other rights and conduct researchand development operations, hold and trade securities and real-estate and conduct other investment activities.

The parent company of the Group is Elektrobit Corporation, which is a Finnish public company. The parent company is domiciled in Oulu and its registered address is Tutkijantie 8, 90590 Oulu.

## **Accounting Principles for the Consolidated Accounts**

## **Basis of Preparation**

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as well as the SIC and IFRIC interpretations in force at December 31, 2013. The financial statements are presented in thousands of euro. The consolidated financial statements have been prepared on a historical cost basis unless otherwise indicated.

Since 1.1.2013 the Group applies the amended IAS 19 Employee Benefits standard. Therefore the "corridor method" applied previously in Elektrobit financial statements is no longer permitted. The actuarial gains and losses are no longer recognized during the estimated remaining average future period of service of current and former employees and beneficiaries when one of the following parameters is exceeded: 10% of the net defined benefit liability or 10% of the fair value of plan assets. According to the revised standard the actuarial gains and losses are recognized in other comprehensive income (OCI) in the period when the benefits are earned. The "Actuarial gains and losses" are restated as "Re-measurement gains (losses) of defined benefit plans (IAS 19)"

The costs based on the prior work performance are recognized in profit and loss at the earlier of the following periods: when the

amendment or reduction of the arrangement occurs or when the entity recognizes the restructuring costs or the termination benefits of employment contract. The interest cost and the expected return of the plan assets has been replaced by the net interest on defined benefit liability (or plan assets) which is recognized in income statement in the personnel expenses category.

The revised standard has been applied retrospectively according to the IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors standard. The unrecognized actuarial gains and losses have been restated in the 1.1.2012 Balance Sheet. The comparative figures for 2012 are restated according to revised IAS 19 standard.

Since the beginning of 2013 the Group applies the new IFRS 10 and IFRS 11 standards and consolidates the e.solutions GmbH owned together with Audi Electronics Venture GmbH:n (AEV) proportionally as a joint operation according to the IFRS 11 Standard. In the financial statements of 2013 EB has restated the 2012 income statement and balance sheet as if the proportional method of consolidation had been applied already in 2012.

## **Consolidation Principles**

The consolidated financial statements of Elektrobit include the financial statements of the parent company Elektrobit Plc. and its subsidiaries as well as the proportional share of one company classified as a joint operation.

## **Subsidiaries**

The consolidated financial statements include Elektrobit Corporation and its subsidiaries' financial statements. Subsidiaries are companies in which the Elektrobit Corporation has a controlling interest. A controlling interest arises when the Group holds more than half of the voting rights or it otherwise has the power to govern the financial and operating policies of the entity. The existence of potential voting rights is taken into account in assessing the conditions under which control arises whenever instruments conferring potential voting rights can be exercised at the review date.

## **Joint Arrangements**

A joint arrangement is an arrangement of which two or more parties, bound by a contractual agreement, have a joint control. Joint arrangements are classified, as either joint operations or joint ventures, dependent on the controlling parties' rights and obligations.

Elektrobit Corporation's subsidiary company Elektrobit Automotive GmbH holds together with Audi Electronics Venture GmbH (AEV) a stake of e.solutions GmbH, whose activities include developing infotainment software for infotainment systems, providing systems engineering as well as systems integration services to VW Group. The subsidiaries of Elektrobit Corporation (EB) provide e.solutions GmbH the software and applications, which e.solutions integrates within its own solutions. In addition to this, EB delivers e.solutions software development tools and R&D services. EB holds a 51% stake in e.solutions GmbH, with AEV holding the remaining 49%.

According to IFRS 11 standard, e.solutions GmbH is classified as a joint operation which is consolidated to EB financial statements according to the rules of proportionate consolidation method. Elektrobit includes the joint operations assets, liabilities, revenue and expenses into its financial statements according to the proportionate share of EBs ownership.

- The 51% of joint operations balance sheet, income statement and statement of cash flows according to EBs proportionate share of ownership.
- The 49% (proportionate share of AEVs ownership) of the revenue, expenses, receivables
  and liabilities that are generated by transactions between Elektrobit Group companies
  and e.solutions GmbH.

## Elimination of intra-group transactions

Intra-Group share ownership has been eliminated by means of the purchase method. Acquired subsidiaries are included in the consolidated financial statements from the time when the Group has obtained control, and divested subsidiaries up to the time when control ceases. The excess of the acquisition cost of the subsidiary shares over fair value of the net assets

acquired is allocated partly to the identifiable assets and liabilities. Any excess is recorded as goodwill. Business aguisitions that occurred before the implementation of IFRS, in 2004, the carrying amount of the goodwill has been treated according to the Finnish GAAP in accordance with the exemption under IFRS 1. According to IFRS goodwill is not amortized, but tested annually for impairment.

Intra-Group transactions, receivables, liabilities and margins are eliminated in preparation of the consolidated financial statements.

## **Foreign Currency Transactions**

Figures relating to the financial statements of Group entities are measured in the currency that is the currency of each entity's main operating environment ("functional currency"). The consolidated financial statements are presented in euros, which is the functional currency of the Group's parent company.

Transactions denominated in foreign currency are recorded in euros using the exchange rate on the date of the transaction. Monetary items denominated in foreign currency are translated to euros using the European Central Bank exchange rates at the balance sheet date. Gains and losses arising from transactions denominated in foreign currency and the translation of monetary items are recorded in the income statement.

Income statements and cash flows of subsidiaries, whose functional and reporting currency is not the euro, are translated into euros at the average exchange rates during the financial period. Their balance sheets are translated at the exchange rates prevailing at the balance sheet date. Translating the profit for the period using different rates in the income statement and the balance sheet leads to a translation difference that is recorded in equity. The translation differences arising from the elimination of the cost of foreign subsidiaries are recorded in equity. When a subsidiary is sold, the cumulative translation differences are entered in the income statement as part of the capital gain or loss

Cumulative exchange differences arising from the translation of internal long term loans, which are in actual terms net investments in foreign operations, are taken directly to a separate component of equity.

The goodwill arising from the acquisition of foreign operations as well as fair value adjustments made to the carrying amounts of the assets and liabilities of said foreign operations in connection with an acquisition are treated as the assets and liabilities of said foreign operations and translated to euros using the exchange rates at the balance sheet date.

## **Property, Plant** and Equipment

Property, plant and equipment are measured at historical cost less depreciation and impairment losses. Assets of acquired companies are stated at their fair values at the date of acquisition. Assets are depreciated using the straight-line or reducing balance method over their useful life.

The residual value of assets and their useful life are reviewed periodically in connection with each set of financial statements and the interim report and, if necessary, they are adjusted to reflect changes that have occurred in the expectations for the asset's useful life. Ordinary repair and maintenance costs are charged to the income statement during the financial year in which they incurred.

Gains and losses on sales and disposals are determined by comparing the received proceeds with the carrying amount and are included in operating profit.

## **Intangible Assets**

## Goodwill

After January 1st, 2004 the cost of goodwill is the excess of the cost of the business combination over the acquirer's interest in the net fair value of the identifiable assets. The goodwill arising from the business combinations prior to this represents the amount recorded under previous GAAP, which has been used as the deemed cost. The classification and accounting treatment of these business combinations has not been adjusted when the Group's opening IF-RS balance sheet has been prepared.

Goodwill is tested annually or, if necessary, more frequently to determine any impairment. For this purpose, goodwill has been allocated to cash-generating units. The recoverable amount of a cash generating unit is compared to its carrying amount and an impairment loss is recognized if the carrying amount of the assets exceeds the recoverable amount. An impairment loss is recognized in the income statement.

## Research and **Development Expenditure**

Research expenditures are recorded as an expense as they are incurred. Expenditure on development activities is capitalized if they meet the criteria defined in IAS 38 Intangible Asset. Capitalized development expenses include mainly materials, supplies and direct labor costs. They are amortized on a systematic basis over their expected useful lives.

Capitalized development expenses are reviewed for potential impairment regularly by comparing the carrying amount to their recoverable amount. Significant changes in the technological environment are taken into account. If the carrying amount of the development expenses is greater than the recoverable amount, an impairment loss is recognized immediately.

## Other Intangible Assets

Purchased patents, trademarks, licenses and other intangible assets having a finite useful life are entered in the balance sheet and the amortized expense is recorded in the income statement over their useful life. If indications on possible impairment exist, the recoverable amount is determined and an impairment loss is recognized if necessary. Intangible assets with an indefinite useful life are not amortized, but are tested annually or if necessary more frequently to determine any impairment.

## **Inventories**

Inventories are stated at the lower of initial cost or net realizable value. Net realizable value is the estimated selling price in the normal course of business less the estimated costs of sale. The value of raw material inventory is determined using a weighted average cost formula. The initial cost of finished and semi-finished products comprises of raw material, direct labor and other direct expenses as well an appropriate share of fixed and variable production overheads, based on the normal capacity of the production facilities.

## **Borrowing costs**

Borrowing costs are recognized in the income statement as they accrue.

## **Government Grants**

Government grants are recognized when there is reasonable assurance that Group will comply with the conditions attaching to them and the grant will be received. Government grants received from public sector are presented as other income in the income statement.

#### Leases

When the Group is a lessee, all lease contracts of property, plant and equipment, in which the Group has substantially all the risks and rewards of ownership, are classified as finance leases. A finance lease agreement is recognized in the balance sheet at an amount equal at the inception of the lease to the fair value of the leased property or, if lower, at the present value of the minimum lease payments. An asset obtained on a finance lease is depreciated over the useful life of the asset or, if shorter, the lease term. Lease obligations are included in interest-bearing liabilities.

Lease agreements in which the risks and benefits incident to ownership remain with the lessor are classified as operating leases. Lease payments under an operating lease are recognized as an expense in the income statement on a straight line basis over the lease term.

## **Impairment of Assets**

At each consolidated financial statement date the Group estimates whether there is any indication that an asset may be impaired. If any such indication exists, the recoverable amount of the asset is estimated. The recoverable amount is estimated annually regardless of any indication of impairment to the following assets: goodwill, intangible assets with an indefinite useful life and for intangible assets which are not yet ready for use. The recoverable amount is based on the future discounted net cash flows, which are equivalent with the expected cash flows generated by the asset. The impairment testing has been disclosed in the notes 14 to the financial statements.

An impairment loss is recognized whenever the carrying amount of an asset exceeds its recoverable value. The loss is booked to the income statement. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the recoverable amount. However, the reversal must not cause that the adjusted value is higher than the carrying amount that would have been determined if no impairment loss had been recognized in prior years. Impairment losses recognized for goodwill will under no circumstances be reversed.

## **Employee Benefits**

## **Pension Liabilities**

Group companies in different countries have various pension plans in accordance with local conditions and practices. The plans are classified as either defined contribution plans or defined benefit plans. In Finland, the Group has organized pension coverage for its staff through independent pension insurance companies.

The Finnish system under the Employees' Pensions Act and the disability portion are treated as a defined contribution plan. The contributions to defined contribution plans are charged to the income statement in the year to which they relate. After this the Group has no other obligations for additional payment.

The pension arrangements of the foreign subsidiaries have mainly been classified as defined contribution plans. The only significant defined benefit plan relates to the German subsidiary and to the German joint operation. The present value of the obligation of the defined benefit plan is determined using the projected unit credit method. The pension expenditure calculations required by IAS 19 -standard are prepared by authorized actuaries.

Revised IAS 19 Employee Benefits became effective from 1st of January 2013. More information of impact of the new standard is in chapter "The Application of New and Revised IFRS - regulations".

## **Share-Based Payment**

The Group has applied IFRS 2 Share-Based Payment to the share-based scheme which was granted June 23, 2005. Expenses of option and share incentive schemes prior to this have not been presented in the income statement. Option rights and shares granted are measured at fair value at the time they are granted and entered as an expense in the income statement in even installments during the vesting period. The expense determined is based on the defined fair value of the stock options and shares as well as on management's estimate of the amount of options or shares to which the employee will be entitled at the end of the vesting period. The fair value of the options is determined on the basis of the Black-Scholes pricing model. The Group updates the assumption concerning the final amount of stock options and shares at each balance sheet date. Changes in the estimates are recorded in the income statement. When options are exercised, the cash payments received on the basis of share subscriptions (adjusted for any transaction expenses) are entered in the share capital (at nominal value) and in the share premium reserve.

## **Provisions**

A provision is recognized when the Group has a legal or constructive obligation as a result of a past event, it is probable that a payment obligation will be realized or cause a financial loss and the amount of the obligation can be estimated reliably. Provisions can arise from restructuring plans, onerous contracts, warranty repairs and allowances and from environmental, litigation or tax risks.

The amount recognized as a provision is the best estimate of the expenditure required to settle the present obligation at the balance sheet date. If the time value of money is material, provisions will be discounted.

If a reimbursement can be obtained from a third party for part of the obligation, the reimbursement is treated as a separate asset when it is virtually certain that the reimbursement will be received.

#### **Taxes**

Tax expense in the Group's income statement comprises the current tax and change in deferred taxes of each group company. Current tax is calculated based on the taxable income using the tax rate that is enacted in each country at the balance sheet date.

Deferred tax liability is calculated on the temporary differences between the carrying amounts and the amounts used for taxation purposes. Deferred tax assets are recognized for deductible temporary differences and tax losses to the extent that it is probable that taxable profit will be available against which tax credits and deductible temporary differences can be utilized. In calculating deferred tax liabilities and assets, the tax base which is in force at the time of preparing the financial statements or which has been enacted by the balance sheet date for the following period, has been applied.

## **Revenue Recognition**

Sales of goods are recognized after the significant risks and rewards that, are connected with ownership, have been transferred to the buyer. Neither the Group retains a continuing managerial involvement to the degree usually associated with ownership, nor effective control of those goods. Revenues from services are recorded when the service has been performed. Sales are presented net of indirect sales taxes and discounts.

Revenue from long-term construction contracts is recognized based on the stage of completion when the outcome of the project can be reliably measured. The stage of completion is measured by using the cost-to-cost method under which the percentage of completion is defined as the ratio of costs incurred to total estimated costs.

## Assets Held for Sale and **Discontinuing Operations**

Non-current assets held for sale and asset items related to Discontinuing Operations, which are classified as held for sale, are measured at the lower of their carrying amount and fair value less costs to sell. Depreciation and amortization on these asset items is discontinued at the time of classification. Profit after tax and gain on sale of Discontinuing Operations is presented as a separate line item in the consolidated income statement.

Profit for the year from Discontinuing Operations is presented separately in Consolidated Statement of Comprehensive Income. Discontinuing Operations are disclosed in note 2.

## Financial Assets, **Financial Liabilities** and Derivative Contracts

## **Financial Assets**

The Group's financial assets are classified in accordance with IAS 39 Financial Instruments: Recognition and Measurement in the following categories: financial assets at fair value through profit or loss, held-to-maturity investments, loans and receivables and financial assets held for sale. The classification is based on the purpose for which the assets have been acquired and they are classified upon acquisition.

A financial asset is classified as financial asset at fair value through profit or loss, when it has been acquired for trading purposes. The category comprises the Group's investment portfolio and all derivative contracts. The consolidated balance sheet does not contain assets that would be classified in this category upon initial recognition as allowed under the fair value option of IAS 39. Realized and unrealized gains and losses from changes in fair values are recognized in profit or loss in the financial vear they are incurred. The assets are in accordance with their nature included in the non-current and current assets of the balance sheet.

Loans and receivables are assets other than derivative contracts with related payments that are fixed or determinable. They are not quoted on efficient markets and they are not held by the Group for trading purposes. They are valued at amortized cost. They are in accordance with their nature included in the current or long-term assets of the balance sheet: longterm if they fall due after more than 12 months.

The Group has not had held-to-maturity investments during the financial or the prior financial year. In case of occurrence they are valued at amortized cost.

Financial assets held for sale are assets other than derivative contracts that have particularly been classified into this category or have not been classified into any other category. They are included in the balance sheet on the basis of their estimated date of sale. Assets to be sold within 12 months are included in current assets. Such financial assets are disclosed separately in the consolidated balance sheet if their carrying amount is significant. The change in fair value of the financial assets held for sale is recognized net of tax in the revaluation fund in equity. The cumulative change in fair value recognized in equity is recognized in profit or loss when the asset is sold or the asset has been impaired and an impairment loss has to be recognized. Investments, whose fair value may not be reliably established, are valued at cost or cost adjusted for a permanent impairment loss.

Cash comprises cash on hand, bank deposits and other highly liquid investments. Assets classified as financial assets have a maximum maturity of three months from the date of acquisition.

Transaction costs are included in the cost of financial assets that are not valued at fair value through profit or loss. The purchases and sales of financial assets are recognized at the trade

## **Financial Liabilities**

Financial liabilities are initially recognized at fair value. Transaction costs are included in the initial carrying amount of financial liabilities. All financial liabilities are subsequently measured at amortized cost. Financial liabilities are included in current and non-current liabilities and may be interest-bearing or interest-free.

The bases for determining the fair value of all financial assets and liabilities have been disclosed in note 18, 24, 19 and 26.

## The Impairment of Financial Assets

The Group assesses whether objective indications of the impairment of any financial assets exist at each balance sheet date. A loss is recognized in profit or loss as a recognized or probable credit loss, when there are indications that trade or loan receivables may not be collected in full. Impairment losses on trade receivables are included in other operating expense and on loan receivables in financial expenses.

Impairment losses on financial assets recognized in the financial year are disclosed in note 18 and 19

## Derivative Contracts and Hedge Accounting

Derivative contracts are recognized at their fair value. Hedge accounting in accordance with IAS 39 Financial Instruments: Recognition and measurement is not applied. The change in fair value of hedging instruments is recognized in finance items in profit or loss.

The fair values of derivative contracts and the valuation methods used are disclosed in note 26.

## Significant Accounting Estimates and Judgments

The preparation of financial statements requires management to make estimates and assumptions about future that affect the reported amounts. Used estimates and assumptions are based on prior experience and presumptions, which reflect the circumstances and expectations prevailing at the time of the preparation of the financial statements. Materiality and judgment in assessing the effect of uncertainties and the application of accounting principles have been observed in the preparation of the financial statements.

The management has exercised judgment during the financial year in applying e.g. the IF-RS 3 -standard and in assessing the future prospects of Group companies in conjunction with standards IAS 12 Income Taxes and IAS 36 Impairment of Assets.

Financial statements may include non-recurring income or expenses that are not related to normal operative business or that occur only infrequently. Such items are among others sales profits or losses, substantial changes in asset values, like impairment or reversal of impairment, substantial restructuring costs or other substantial items that are considered as non-recurring by the management. Substantiality of the item is based on item's euro amount and the relative share of total value of the asset.

## The Application of New and Revised IFRS regulations

The Group has applied the following new or revised standards and interpretations issued by IASB from 1.1.2013.

- IFRS 7 Financial Instruments: Disclosures (revised). The revised standard does not have material impact on the consolidated financial statements.
- IFRS 10 Consolidated Financial Statements and IFRS 11 Joint Arrangements and IAS 28 Investments in Associates and Joint Ventures.
  - The Group will apply the new IFRS 10 and IFRS 11 standards from the beginning of 2013 and will consolidate e.solutions GmbH, a jointly owned company with Audi Electronics Venture GmbH (AEV), applying the proportionate consolidation method. As a result of the change in the method of consolidation, the proportion of net sales and operating result of e.solutions GmbH consolidated into group's consolidated financial statements will decrease from the previous 100% to 51 %. According to the rules of proportionate consolidation method, the consolidated statement will also include 49% of the net sales of other group companies to e.solutions GmbH.
- IFRS 12 Disclosure of Interests in Other Entities. The new standard did not have material impact on the consolidated financial statements.
- IFRS 13 Fair Value Measurements. The new standard did not have material impact on the consolidated financial statements.

- IAS 1 Presentation of Financial Statements (revised). The revised standard did not have material impact on the consolidated financial statements.
- IAS 19 Employee Benefits. The new standard had EUR 0.6 million reductive impact on the opening balance of equity in 1st of January 2013.

#### Effective date 1st of January, 2014.

- IAS 32 Financial Instruments: Presentation Classification of Rights Issues (revised). The revised standard will not have material impact on the consolidated financial statements.
- IFRS 9 Financial Instruments: classification and measurement (revised). The revised standard will not have material impact on the consolidated financial statements.
- IFRS 10, IFRS 12, IAS 27 and IAS 28 Investments in Associates and Joint Ventures. The revised standard will not have material impact on the consolidated financial statements.
- IFRIC 20 Stripping Cost in the Production Phase of a Surface Mine. The new interpretation will not have material impact on the consolidated financial statements.
- IAS 39 Novation of Derivates and Continuation of Hedge Accounting. The revised standard will not have material impact on the consolidated financial statements.
- IAS 36 Recoverable Amount Disclosures for Non-Financial Assets. The revised standard will not have material impact on the consolidated financial statements.
- IFRS 1 First-time Adoption of IFRSs issued, amended for fixed transition dates and severe hyperinflation (revised). The revised standard will not have material impact on the consolidated financial statements.
- IFRIC 20. The new interpretation will not have material impact on the consolidated financial statements.
- IFRIC 21 Levies. The new interpretation will not have material impact on the consolidated financial statements.

## 1. OPERATING SEGMENTS

Segment information will be shown according to Group's business segment distribution. Operating segments are premised on the group internal organization structure and group internal financial management reporting. Inter-segment pricing is determined on an arm's length basis. IFRS-adjustments are allocated to segments.

Segment assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly tax and financial assets and expenses and corporate assets and expenses. Segment capital expenditure comprise additions of property, plant and equipment and intangible assets that are expected to be used for more than one period.

EB's reporting is based on two operating segments, the Automotive Business Segment and the Wireless Business Segment.

## **Automotive Business Segment**

In the Automotive Business Segment EB offers software products and R&D services for carmakers, car electronics suppliers and other suppliers to the automotive industry. The offering includes in-car infotainment solutions, such as navigation and human machine interfaces (HMI), as well as software for electronic control units (ECU) and driver assistance. By combining its software products and R&D services, EB is creating unique, customized solutions for the automotive industry.

EB's software products are: EB street director navigation software, EB GUIDE HMI development and speech dialogue platform, EB tresos product line of software components used in ECUs and tools for their configuration, and EB

Assist ADTF, an extensive software development kit for driver assistance solutions. These software products generate license fees, often combined with supply of R&D services for customized solutions.

## **Wireless Business Segment**

In the Wireless Business Segment EB offers products and product platforms for defense and public safety markets and for industrial use, as well as product development services and customized solutions for wireless communications markets and for other companies needing wireless connectivity for their devices targeted for consumers or professional use.

EB's products in the Wireless Business Segment are EB Tactical Wireless IP Network for tactical communications, EB Tough Voip for tactical IP-based communication, and EB Wideband COMINT Sensor for signals intelligence. The product platforms are EB Counter RCIED Platform for electronic warfare, Android-based EB Specialized Device Platform, and EB LTE Connectivity Module for specialized markets. For the latest wireless technologies and applications EB offers a broad range of R&D services such as consulting, integration, software and hardware development.

Wireless Business Segment's Test Tools product business is classified as Discontinuing Operations in the 2012 financial statements because at the end of year 2012, during the discussions with the buyer and ongoing due diligence process, it turned out that the execution of the transaction is very probable and EB was committed to the sales plan.

## Other items

Other items consis of parent company's services and Group's support function services.

OPERATING SEGMENTS 2013	Automotive Business	Wireless Business	Other		
1000 EUR	Segment	Segment	items	Eliminations	Group total
Net sales					
Net sales to external customers	138 213	61 068	0		199 281
Net sales to other segments	86	93	0	-179	0
Net sales total	138 300	61 160	0	-179	199 281
Depreciation	-6 045	-2 960	-34		-9 040
Operating Profit	8 543	-472	72	0	8 143
Unallocated expenses					-1 491
Profit for the year from Continuing Operations					6 652
Profit for the year from Discontinuing Operations					24 294
Profit for the year					30 946
Assets and liabilities					
Segment's assets	71 581	27 683	821	-471	99 613
Unallocated assets					44 741
Assets classified as held for sale					0
Total assets	71 581	27 683	821	-471	144 354
Segment's liabilities	34 995	18 907	575	-471	54 006
Unallocated liabilities					8 621
Liabilities classified as held for sale					0
Total liabilities	34 995	18 907	575	-471	62 626
Capital expenditure, Continuing Operations					
Tangible assets	3 458	2 444	4		5 906
Intangible assets	1 686	243			1 929
Investments					0
Goodwill	32				32
Capital expenditure, Discontinuing Operations					
Tangible assets					21
Intangible assets					15

Net sales         Interview of the segments         Interview of the s	OPERATING SEGMENTS 2012 restated 1000 EUR	Automotive Business Segment	Wireless Business Segment	Other items	Eliminations	Group total
Net sales to external customers         110 507         63 273         85         173 865           Net sales to other segments         88         258         0         -347         0           Net sales total         110 596         63 331         85         -347         173 865           Depreciation         -4 056         2-946         -51         -7 052           Operating Profit         3 255         -2 223         37         0         1068           Unallocated expenses         1         2         2         2         2         2	1000 Edit	Segment	Jeginent	Items	Liiiiiidtioiis	αισαρ τσται
Net sales to other segments         88         258         0         -347         0           Net sales total         110 596         63 531         85         -347         173 865           Deperciation         -4 056         -2 946         -51         -7 052           Operating Profit         3255         -2 223         37         0         1068           Unallocated expenses         1         2         3	Net sales					
Net sales total         110 596         63 531         85         -347         173 865           Depreciation         -4 056         -2 946         -51         -7 052           Operating Profit         3 255         -2 223         37         0         1068           Unallocated expenses         1         1 081         1 081         1 081         1 081         1 081         1 081         1 185         1 081         1 081         1 185         1 081         1 185         1 081         1 185         1 081         1 185	Net sales to external customers	110 507	63 273	85		173 865
Depreciation	Net sales to other segments	88	258	0	-347	0
Mallocated expenses	Net sales total	110 596	63 531	85	-347	173 865
Unallocated expenses         13           Profit for the year from Continuing Operations         1 081           Profit for the year from Discontinuing Operations         1 185           Profit for the year         2 267           Assets and liabilities         Segments assets         79 849         28 917         2 182         -1 993         108 955           Unallocated assets         7 9 849         28 917         2 182         -1 993         108 955           Inallocated assets         7 9 849         28 917         2 182         -1 993         132 164           Segment liabilities         25 861         15 979         500         -1 943         40 397           Unallocated liabilities         25 861         15 979         500         -1 943         40 397           Unallocated liabilities          25 861         15 979         500         -1 943         46 166           Capital expenditure, Continuing Operations         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations         3 015         2 603         2         5 620           Investments         3 05         2 603         2         5 620           Investments         3 05         3 05	Depreciation	-4 056	-2 946	-51		-7 052
Profit for the year from Continuing Operations   1081     Profit for the year from Discontinuing Operations   1185     Profit for the year from Discontinuing Operations   1185     Profit for the year from Discontinuing Operations   2267     Assets and liabilities	Operating Profit	3 255	-2 223	37	0	1 068
Profit for the year from Continuing Operations   1081     Profit for the year from Discontinuing Operations   1185     Profit for the year from Discontinuing Operations   1185     Profit for the year from Discontinuing Operations   2267     Assets and liabilities	Unallocated expenses					13
Profit for the year from Discontinuing Operations   2 267	·					
Profit for the year         2 267           Assets and liabilities           Segments assets         79 849         28 917         2 182         -1 993         108 955           Linallocated assets         79 849         28 917         2 182         -1 993         132 164           Segment liabilities         79 849         28 917         2 182         -1 993         132 164           Segment liabilities         25 861         15 979         500         -1 943         40 397           Unallocated liabilities         25 861         15 979         500         -1 943         40 397           Liabilities classified as held for sale         25 861         15 979         500         -1 943         66 166           Total liabilities         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations           Tangible assets         3 015         2 603         2         5 620           Investments         3         3         5 260           Copodwill         35         35         35           Capital expenditure, Discontinuing Operations         3         38						
Segments assets         79 849         28 917         2 182         -1 993         108 955           Unallocated assets         4 5 510           Assets classified as held for sale         7 699           Total assets         79 849         28 917         2 182         -1 993         132 164           Segment liabilities         5 861         15 979         500         -1 943         40 397           Unallocated liabilities         2 5 861         15 979         500         -1 943         40 397           Unallocated liabilities         2 5 861         15 979         500         -1 943         40 397           Total liabilities         2 5 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations         3 015         2 603         2         5 620           Investments         3 0         3 0         5 260           Investments         3 0         3 0         3 0         3 0         3 0         3 0         3 0         3 0         3 0         3 0         3 0						
Segments assets         79 849         28 917         2 182         -1 993         108 955           Unallocated assets         4 5 510           Assets classified as held for sale         7 699           Total assets         79 849         28 917         2 182         -1 993         132 164           Segment liabilities         5 861         15 979         500         -1 943         40 397           Unallocated liabilities         2 5 861         15 979         500         -1 943         40 397           Unallocated liabilities         2 5 861         15 979         500         -1 943         40 397           Total liabilities         2 5 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations         3 015         2 603         2         5 620           Investments         3 0         3 0         5 260           Investments         3 0         3 35           Capital expenditure, Discontinuing Operations         3 35           Capital expenditure, Discontinuing Operations         3 38	Accets and liabilities					
Unallocated assets         15 510           Assets classified as held for sale         7 699           Total assets         79 849         28 917         2182         -1 993         132 164           Segment liabilities         25 861         15 979         500         -1 943         40 397           Unallocated liabilities         25 861         15 979         500         -1 943         40 397           Itabilities classified as held for sale         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations         3 015         2 603         2         5 620           Investments         3 015         2 603         2         5 620           Investments         0         0         5 260           Goodwill         35         35           Capital expenditure, Discontinuing Operations         338           Tangible assets         338		70.940	20.017	2 102	1.002	100 055
Assets classified as held for sale         7 699           Total assets         79 849         28 917         2 182         -1 993         132 164           Segment liabilities         25 861         15 979         500         -1 943         40 397           Unallocated liabilities         21 259           Liabilities classified as held for sale         4 509           Total liabilities         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations         3 015         2 603         2         5 620           Intangible assets         4 840         410         10         5 260           Investments         0         0         35         35           Capital expenditure, Discontinuing Operations         35         35		79 049	20 917	2 102	-1 993	
Total assets         79 849         28 917         2 182         -1 993         132 164           Segment liabilities         25 861         15 979         500         -1 943         40 397           Unallocated liabilities         21 259           Liabilities classified as held for sale         4 509           Total liabilities         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations           Tangible assets         3 015         2 603         2         5 620           Investments         0         5 260         10         5 260           Goodwill         35         35         35           Capital expenditure, Discontinuing Operations         35         35           Tangible assets         338         338						
Segment liabilities         25 861         15 979         500         -1 943         40 397           Unallocated liabilities         Liabilities classified as held for sale         21 259           Total liabilities         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations         3015         2 603         2         5 620           Investments         4 840         410         10         5 260           Investments         5         Capital expenditure, Discontinuing Operations           Tangible assets         338		70 9/10	28 017	2 192	-1 003	
Unallocated liabilities21 259Liabilities classified as held for sale4 509Total liabilities25 86115 979500-1 94366 166Capital expenditure, Continuing OperationsTangible assets3 0152 60325 620Intangible assets4 840410105 260Investments0Goodwill3535Capital expenditure, Discontinuing OperationsTangible assets338	lotal assets	77047	20 917	2 102	-1 993	132 104
Liabilities classified as held for sale  Total liabilities  25 861 15 979 500 -1 943 66 166   Capital expenditure, Continuing Operations  Tangible assets 3 015 2 603 2 5 620 Intangible assets 4 840 410 10 5 260 Investments 0 0 Goodwill 35 35  Capital expenditure, Discontinuing Operations  Tangible assets 338	Segment liabilities	25 861	15 979	500	-1 943	40 397
Total liabilities         25 861         15 979         500         -1 943         66 166           Capital expenditure, Continuing Operations           Tangible assets         3 015         2 603         2         5 620           Intangible assets         4 840         410         10         5 260           Investments         0         35         35         35           Capital expenditure, Discontinuing Operations           Tangible assets         338	Unallocated liabilities					21 259
Capital expenditure, Continuing Operations  Tangible assets 3 015 2 603 2 5 620  Intangible assets 4 840 410 10 5 260  Investments 0  Goodwill 35 35  Capital expenditure, Discontinuing Operations  Tangible assets 338	Liabilities classified as held for sale					4 509
Tangible assets         3 015         2 603         2         5 620           Intangible assets         4 840         410         10         5 260           Investments         0         0         0         35         35         35           Capital expenditure, Discontinuing Operations           Tangible assets         338	Total liabilities	25 861	15 979	500	-1 943	66 166
Tangible assets         3 015         2 603         2         5 620           Intangible assets         4 840         410         10         5 260           Investments         0           Goodwill         35         35           Capital expenditure, Discontinuing Operations           Tangible assets         338	Capital expenditure. Continuing Operations					
Intangible assets 4 840 410 10 5 260 Investments 0 Goodwill 35 35  Capital expenditure, Discontinuing Operations Tangible assets 338		3 015	2 603	2		5 620
Investments 0 Goodwill 35 35  Capital expenditure, Discontinuing Operations Tangible assets 338		4 840	410			
Capital expenditure, Discontinuing Operations Tangible assets 338						
Tangible assets 338	Goodwill	35				35
Tangible assets 338	Capital expenditure. Discontinuing Operations					
						338

## **Geographical areas**

EB's two Business Segments operate in three geographical areas which are Europe, Americas and Asia. In presenting the geographical information, the revenue is based on the geographical location of customers. Geographical assets are based on the geographical location of the assets.

GEOGRAPHICAL AREAS						
2013		Other				
1000 EUR	Finland	Europe	Americas	Asia	Eliminations	Group total
Net sales						
Sales to external customers	38 294	126 473	26 595	7 919		199 281
Non-current assets	5 579	38 553	491	41		44 663
Unallocated non-current assets						0
Total non-current assets *)						44 663
*) does not include deferred tax assets						
Capital expenditure, Continuing Operations						
Tangible assets	2 370	3 398	134	5		5 906
Intangible assets	255	1 657	2	16		1 929
Investments						0
Goodwill		32				32
Capital expenditure, Discontinuing Operations						
Tangible assets	21					21
Intangible assets	15					15
GEOGRAPHICAL AREAS						
GEOGRAPHICAL AREAS 2012 restated		Other				
	Finland	Other Europe	Americas	Asia	Eliminations	Group total
2012 restated	Finland		Americas	Asia	Eliminations	Group total
2012 restated 1000 EUR	Finland 25 330		Americas 28 617	Asia 8 535	Eliminations	Group total
2012 restated 1000 EUR Net sales		Europe			Eliminations	
2012 restated 1000 EUR  Net sales Sales to external customers	25 330	Europe 111 384	28 617	8 535	Eliminations	173 865
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets	25 330	Europe 111 384	28 617	8 535	Eliminations	173 865
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets	25 330	Europe 111 384	28 617	8 535	Eliminations	173 865 45 884 0
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets Total non-current assets*)	25 330	Europe 111 384	28 617	8 535	Eliminations	173 865 45 884 0
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets Total non-current assets *) *) does not include deferred tax assets	25 330	Europe 111 384	28 617	8 535	Eliminations	173 865 45 884 0
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets Total non-current assets *) *) does not include deferred tax assets  Capital expenditure Tangible assets	25 330 5 740	111 384 39 375	28 617 643	8 535 126	Eliminations	173 865 45 884 0 <b>45 884</b>
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets Total non-current assets *) *) does not include deferred tax assets  Capital expenditure	25 330 5 740 2 455	Europe  111 384  39 375  2 782	28 617 643 359	8 535 126	Eliminations	173 865 45 884 0 <b>45 884</b> 5 620
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets Total non-current assets *) *) does not include deferred tax assets  Capital expenditure Tangible assets Intangible assets	25 330 5 740 2 455	Europe  111 384  39 375  2 782	28 617 643 359	8 535 126	Eliminations	173 865 45 884 0 45 884 5 620 5 260
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets Total non-current assets *) *) does not include deferred tax assets  Capital expenditure  Tangible assets Intangible assets Investments Goodwill	25 330 5 740 2 455	Europe  111 384  39 375  2 782 4 817	28 617 643 359	8 535 126	Eliminations	173 865 45 884 0 45 884 5 620 5 260 0
2012 restated 1000 EUR  Net sales Sales to external customers  Non-current assets Unallocated non-current assets Total non-current assets *) *) does not include deferred tax assets  Capital expenditure Tangible assets Intangible assets Investments	25 330 5 740 2 455	Europe  111 384  39 375  2 782 4 817	28 617 643 359	8 535 126	Eliminations	173 865 45 884 0 45 884 5 620 5 260 0

## Information of primary customers

Group's revenues from the 10 largest customers in year 2013 was EUR 135.5 million (EUR 112.8 million in 2012) representing 68.0 per cent of the net sales (64.9 per cent in 2012)

## 2. DISCONTINUING OPERATIONS

Elektrobit Corporation ("EB") and Anite plc ("Anite") signed an agreement on 28 of January 2013, under the terms of which EB agreed to sell its Test Tools product business to Anite. The Transaction comprised the sale of the shares of EB's subsidiary Elektrobit System Test Ltd., a company based in Oulu, Finland, and certain related other assets in the USA and China. EB's Test Tools product business provides radio channel emulation tools and testing solutions for the development of the wireless technologies and is a part of the EB's Wireless Business Segment employing a total of 54 persons in Finland, USA and China.

Test Tools product business is classified as Discontinuing Operations in the 2012 financial statements.

Test Tools product business	2013 1000 EUR	2012 1000 EUR
Net sales	1 005	16 110
Expenses	-860	-14 925
Profit before tax	148	1 185
Income tax	0	0
Profit after tax	148	1 185
Profit for the sale of Test Tools product business	24 146	
Income tax	0	
Profit for the sale of Test Tools product business after tax	24 146	
Profit for the year from Discontinuing Operations	24 294	1 185

Test Tools business area has been part of Wireless Business Segment and big portion of its costs have incurred from shared operations of the Wireless Business Segment. Some part of the costs that have been allocated to Test Tools business were not transferred in the transaction and will burden remaing businesses of the Wireless Business Segment for time being.

Cash flows of Test Tools business area have not been followed or reported but they have been included in cash flows of the Wireless Business Segment. It is not reasonable to prepare reliable cash flow calculation giving a true view of Test Tools business area.

Impact of the sale Test Tools -product business	Jan. 31, 2013	
Property, plant and equipment	780	
Intangible asssets	382	
Receivables	5 189	
Inventories	1 844	
Cash and short-term deposits	1 815	
Trade and other payables	-4 833	
Assets and liabilities total	5 178	
Cash received	31 864	
Cash of Test Tools product business	-1 815	
Expenses related to transaction	-1 741	
Disposal of business unit, net of cash acquired	28 308	
Assets classified as held for sale		Dec. 31, 2012
Property, plant and equipment		1 015
Intangible assets		379
Inventories		1 765
Receivables		4 540
Assets classified as held for sale		7 699
Liabilities classified as held for sale		Dec. 31, 2012
Non-current liabilities		68
Current liabilities		4 441
Liabilities classified as held for sale		4 509

	2013	2012
3. NET SALES	1000 EUR	1000 EUR
Income recognized from construction contracts	120 560	97 194
Net sales other	78 721	76 671
Total	199 281	173 865
Total	177201	173 003
Construction contracts		
The contract revenue is recognized in the income statement in proportion to the stage of completion of the contract.		
The stage of completion is defined as the ratio of costs incurred to total estimated costs.		
Income recognized as sales based on the stage of completion of long-term construction contracts	120 560	97 194
Revenue recognized from long-term construction contracts in progress amounted to	36 376	31 839
Advances received from long-term construction contracts recognized in the balance sheet amounted to	18 907	4 661
Receivables recognized from long-term construction contracts amounted to	10 919	7 982
4 OTHER ORED LEWIS MISSIAN		
4. OTHER OPERATING INCOME		
Coverament grants	1.542	1.750
Government grants	1 542	1 759
Other income	1 996	671
Total	3 538	2 430
5. OTHER OPERATING EXPENSES		
5. OTHER OPERATING EXPENSES		
External services	-26 207	-29 996
Voluntary staff expenses	-2 158	-2 123
Premises expenses	-8 104	-7 473
Travel expenses	-2 263	-2 397
IT expenses	-2 668	-3 529
Other expenses	-18 634	-14 643
Total	-60 035	-60 161
AUDITORS' CHARGES		
Ernst & Young		
Auditing	142	163
Certificates and statements	12	1
Tax advice	41	28
Other services	23	66
Total	217	258
Others		
Auditing	42	32
Tax advice	18	17
Other services	16	36
Total	76	86

	2013	2012
6. DEPRECIATIONS AND IMPAIRMENTS	1000 EUR	1000 EUR
Depreciations		
Intangible assets		
Capitalized development expenditure	-1 562	-901
Intangible rights	-1 365	-1 355
Other intangible assets	-1 286	-480
Tangible assets		
Buildings and constructions	-12	-285
Machinery and equipment	-4 815	-4 030
Total	-9 040	-7 052
7. EMPLOYEE BENEFIT EXPENSES AND NUMBER OF PERSONNEL		
Number of personnel		
Average number of personnel during the fiscal period		
Wireless Business Segment, Continuing Operations	536	571
Wireless Business Segment, Discontinuing Operations		54
Automotive Business Segment, subsidiaries	1 079	946
Other businesses	10	10
Automotive Business Segment, joint operations	300	132
Personnel expenses 1000 EUR		
Personnel expenses		
Management salaries	-1 532	-1 428
Board of directors	-200	-200
Expense of share-based payments	-168	-349
Other salaries and wages	-92 203	-82 149
Total	-94 103	-84 125
Pension expenses, defined contribution plans	-5 504	-5 613
Pension expenses, defined benefit plans	-126	-90
Other personnel expenses	-13 430	-11 248
Total	-113 162	-101 077

		ı
	2013	2012
8. RESEARCH AND DEVELOPMENT EXPENSES	1000 EUR	1000 EUR
The research and development expenses total	18 462	21 977
Recognition as an asset	0	-2 933
The expensed research and development expenses recognized in the income statement amounted to	18 462	19 045
9. FINANCIAL EXPENSES (NET)		
Interest expenses	-547	-639
Interest income	18	16
Dividend income	0	0
Exchange gains and losses	-639	-93
Change of financial assets and liabilities at fair value through profit or loss	330	364
Other financial expenses	-146	-136
Other financial incomes	62	10
Total	-920	-478
10. INCOME TAXES		
Income taxes, current year	-1 128	-499
Other taxes	-162	-253
Income taxes, previous years	6	19
Deferred taxes	714	1 224
Total	-570	491
A reconciliation between the effective tax rate and domestic tax rate (24.5 %) of the Group:		
Profit before taxes	7 222	590
Tax at the domestic tax rate	-1 769	-145
Effect of tax rates of foreign subsidiaries	-553	-107
Taxes for prior years	6	19
Tax free income	507	213
Non-deductible expenses	-1 253	-227
Temporary difference between carrying amounts and tax base	0	-118
Deferred tax	2 580	1 127
Others	-88	-270
Income taxes in the consolidated income statement	-570	491
meetic taxes in the consortation meetic statement	3,0	771

11. EARNINGS PER SHARE Basic	2013 1000 EUR	2012 1000 EUR
Basic earnings per share amounts are calculated by dividing net profit for the year attributable to ordinary		
equity holders of the parent by the weighted average number of ordinary shares outstanding during the year.		
Profit attributable to the equity holders of the parent, Continuing Operations (1000 EUR)	6 652	1 081
Profit attributable to the equity holders of the parent, Discontinuing Operations (1000 EUR)	24 294	1 185
Profit attributable to the equity holders of the parent, Continuing and Discontinuing Operations (1000 EUR)	30 946	2 267
Weighted average number of ordinary shares during the financial year (1000 PCS)	129 528	129 413
Basic earnings per share, Continuing Operations, EUR	0.051	0.008
Basic earnings per share, Discontinuing Operations, EUR	0.188	0.009
Basic earnings per share, Continuing and Discontinuing Operations, EUR	0.239	0.018
Diluted		
Diluted earnings per share is calculated by dividing the net profit attributable to ordinary equity holders of the parent		
by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of		
ordinary shares that would be issued on the conversion of all the dilutive potential ordinary shares into ordinary shares.		
The Group has a share-based payment scheme (Share-option plan 2008A, 2008B and 2008C) which has a diluting effect,		
when the exercise price is lower than the closing share price.		
The exercise price of the stock options at December 31, 2013 is lower than the closing share price, hence the stock		
options has dilutive effect.		
Profit attributable to the equity holders of the parent, Continuing Operations (1000 EUR)	6 652	1 081
Profit attributable to the equity holders of the parent, Discontinuing Operations (1000 EUR)	24 294	1 185
Profit attributable to the equity holders of the parent, Continuing and Discontinuing Operations (1000 EUR)	30 946	2 267
Weighted average number of ordinary shares during the financial year (1000 PCS)	129 528	129 413
Effect of dilution (1000 PCS)	564	826
Weighted average number of ordinary shares during the financial year (1000 PCS)	130 092	130 238
Diluted earnings per share, Continuing Operations, EUR	0.051	0.008
Diluted earnings per share, Discontinuing Operations, EUR	0.031	0.008
Diluted earnings per share, Continuing and Discontinuing Operations, EUR	0.238	0.017

	2013	2012
12. PROPERTY, PLANT AND EQUIPMENT	1000 EUR	1000 EUR
The Group has not revalued property, plant and equipment, hence the Group has not recognized		
any impairment losses directly to equity or recorded any reversals of those.		
any impairment rosses directly to equity of recorded any reversals of those.		
Buildings and constructures		
Acquisition cost Jan. 1	2 685	2 575
Translation differences	-5	-1
Additions during the period	247	121
Disposals during the period	-31	
Transfer to assets classified as held for sale		-10
Acquisition cost Dec. 31	2 896	2 685
Accumulated depreciations Jan. 1	-1 630	-1 347
Translation differences	3	1
Depreciation for the period	-271	-285
Depreciations on disposals	25	
Carrying amount Dec. 31	1 022	1 054
No revaluations or capitalizations of the interest costs have been done.		
Machinery and equipment		
Acquisition cost Jan. 1	50 072	47 655
Translation differences	-56	-26
Additions during the period	5 640	5 841
Disposals during the period	-191	
Transfer to assets classified as held for sale		-2 892
Transfer to assets		-507
Acquisition cost Dec. 31	55 464	50 072
Accumulated depreciations Jan. 1	-42 516	-40 343
Translation differences	39	20
Depreciations on disposals	156	120
Depreciation for the period	-4 555	-4 200
Transfer to assets classified as held for sale		1 887
Carrying amount Dec. 31	8 588	7 556
Advance payments		
Acquisition cost Jan. 1		
Additions during the period	3	
Acquisition cost Dec. 31	3	

	2013	2012
	1000 EUR	1000 EUR
Other tangible assets		
Acquisition cost Jan. 1	88	88
Acquisition cost Dec. 31	88	88
Accumulated depreciations Jan. 1		
Depreciation for the period		
Carrying amount Dec. 31	88	88
Property, plant and equipment total		
Acquisition cost Jan. 1	52 844	50 318
Translation differences	-61	-27
Additions during the period	5 890	5 962
Disposals during the period	-222	
Transfer to assets classified as held for sale		-2 902
Transfer to assets		-507
Acquisition cost Dec. 31	58 450	52 844
Accumulated depreciations Jan. 1	-44 146	-41 690
Translation differences	42	21
Depreciations on disposals	181	120
Depreciation for the period	-4 826	-4 484
Transfer to assets classified as held for sale		1 887
Carrying amount Dec. 31	9 701	8 698
Finance leases		
The Group had the following amounts of property, plant and equipment acquired by finance leases:		
Machinery and equipment		
Acquisition cost Jan. 1	16 086	37 213
Accumulated depreciations	-12 536	-32 536
Carrying amount Dec. 31	3 550	4 677

Additions of property, plant and equipment include assets acquired by finance leases of EUR 2.0 million in 2013 (EUR 3.2 million in 2012).

	2013	2012
13. INTANGIBLE ASSETS	1000 EUR	1000 EUR
Capitalized development expenditure		
Acquisition cost Jan. 1	15 579	13 217
Additions during the period		2 933
Acquisition cost Dec. 31	15 579	16 150
Accumulated depreciations Jan. 1	-2 047	-1 717
Depreciation for the period	-1 562	-901
Carrying amount Dec. 31	11 970	13 532
Intangible rights		
Acquisition cost Jan. 1	2 238	2 906
Additions during the period	148	485
Transfer to assets classified as held for sale		-1 153
Acquisition cost Dec. 31	2 386	2 238
Accumulated depreciations Jan. 1	-1 081	-1 389
Depreciation for the period	-357	-466
Transfer to assets classified as held for sale	0	774
Carrying amount Dec. 31	948	1 156
Goodwill allocated to Intangible rights		
Acquisition cost Jan. 1	10 079	10 195
Acquisition cost Dec. 31	10 079	10 195
Accumulated depreciations Jan. 1	-8 903	-7 997
Depreciation for the period	-1 008	-1 022
Carrying amount Dec. 31	168	1 176

	2013	2012
	1000 EUR	1000 EUR
Other intangible assets		
Acquisition cost Jan. 1	4 193	2 258
Translation differences	-4	-2
Additions during the period	1 792	1 945
Disposals during the period	-9	-8
Acquisition cost Dec. 31	5 973	4 193
Accumulated depreciations Jan. 1	-2 328	-1 850
Translation differences	3	1
Depreciations on disposals	2	1
Depreciation for the period	-1 286	-480
Carrying amount Dec. 31	2 364	1 865
Advance nauments		
Advance payments	26	
Acquisition cost Jan. 1 Additions during the period	36 26	26
	62	36 36
Carrying amount Dec. 31	02	30
Intangible assets total		
Acquisition cost Jan. 1	32 124	28 576
Translation differences	-4	-2
Additions during the period	1 966	5 398
Disposals during the period	-9	-8
Transfer to assets classified as held for sale		-1 153
Acquisition cost Dec. 31	34 078	32 812
Accumulated depreciations Jan. 1	-14 359	-12 953
Translation differences	3	1
Depreciations on disposals	2	1
Depreciation for the period	-4 213	-2 870
Transfer to assets classified as held for sale		774
Carrying amount Dec. 31	15 512	17 765
Goodwill		
Acquisition cost Jan. 1	19 295	19 264
Translation differences	-8	-4
Additions during the period	32	35
Carrying amount Dec. 31	19 319	19 295
Goodwill has been allocated to cash generating units as follows:		
Wireless Business Segment	170	178
Automotive Business Segment	19 149	19 117
Total	19 319	19 295

#### Impairment test

Goodwill is allocated to the Group's Cash-Generating Units (CGU), which are based on the Business Segments (i.e. the Automotive Business Segment and the Wireless Business Segment). The recoverable amounts of each CGU are based on the calculations of value in use and the management estimations.

The cash flow forecasts employed in these calculations are based on the cash flow targets for 2014 and the Long Range Plans (LRP) for 2015-2018 approved by management for the strategical period. The share of e.solutions GmbH LRP to be consolidated to EB is 51%. Forecasting method has been substantially the same as in previous financial years. Cash flows beyond five-year period are calculated by using the terminal value method. Future cash flows are exposed to the risks that are discussed in section "Risks and uncertainties" in the Report by the Board of Directors.

The used discount rate in impairment testing is Weighted Average Cost of Capital (WACC) after tax defined for EB. WACC defines average costs of equity and debt by noticing the risks belonging to the each component. The components of WACC are risk-free interest rate, market risk premium, beta, cost of debt, corporate income tax rate and target capital structure.

The WACC used in the calculations was 12.12% in 2013 (12.59% in 2012). Other components in the WACC were estimated to be in line with the previous year's estimations.

In 2013, the Wireless Business Segment achieved the cash flow forecasted in the impairment test in 2012.

In 2013, the Automotive Business Segment exceeded the cash flow forecasted in the impairment test in 2012. There has not happened any fundamental changes in the Automotive Business Segment environment that would make an impact to the cash flow expectations compared to the previous financial year.

The impairment test is done when needed, but at least once per year. Impairment tests made in December 2013 did not indicate need for impairment bookings. Recoverable amounts exceed significantly the book value of goodwill and other assets. The terminal value represents 77% of the Wireless Business Segment's value and 64% in the Automotive Business Segment's value. Sensitivity analysis was also carried out during the impairment test. CGU's cash flow forecast was either decreased by 20% or the discount factor was increased by 5%. It was noticed that cash flows are relatively sensitive to decrease in turnover, because cost structure can not easily be adapted simultaneously with declining turnover. However, there are no expectations for impairment losses in the future.

	2013	2012
14. OTHER FINANCIAL ASSETS	1000 EUR	1000 EUR
At Jan. 1	125	128
Additions	7	-1
Disposals		-3
At Dec. 31	132	125

#### 15. DEFERRED TAX LIABILITIES AND ASSETS

Total	947	538	-12	0	_	1 473
Other items	69	297	-12			355
Unused old losses in taxation	878	241				1 119
Deferred tax assets						
1000 EUR	Jan. 1, 2013	Recognized in the income statement	Recognized in equity	Translation difference	Acquisitions and disposals of subsidiaries	

Non booked deferred tax receivables of loss-making domestic companies is EUR 11.6 million.

Group has booked deferred tax receivables EUR 0.2 million of confirmed losses in Finland subsidiaries.

Group had EUR 81.0 million (EUR 84.5 million December 31, 2012) of confirmed losses of December 31, 2013 from which has not booked deferred tax receivable because group does not have confidence of point of time for future profits, tax treatment and in which Company the profits will be generated. The losses will start aging from year 2016.

### **Deferred tax liabilities**

Total	674	-176	0	-1	0	497
Other items	499			-1		497
Allocated goodwill	176	-176				0

1000 EUR	Jan. 1, 2012	Recognized in the income statement	Recognized in equity	Translation difference	Acquisitions and disposals of subsidiaries	
Deferred tax assets						
Unused old losses in taxation	0	878				878
Other items	78	-9				69
Total	78	868	0	0	0	947

Non booked deferred tax receivables of loss-making domestic companies is EUR 15.3 million.

Group has booked deferred tax receivables EUR 0.9 million of confirmed losses in Germany and Austria subsidiaries.

Group had EUR 84.5 million (EUR 87.2 million December 31, 2011) of confirmed losses of December 31, 2012 from which has not booked deferred tax receivable because group does not have confidence of point of time for future profits, tax treatment and in which Company the profits will be generated. The losses will start aging from year 2016.

#### Deferred tax liabilities

Other items Total	542	-43	 	 499 <b>674</b>
Allocated goodwill	488	-312		176

	2013	2012
16. INVENTORIES	1000 EUR	1000 EUR
10. INVENTORIES	1000 Luk	1000 Luk
Raw materials and supplies	273	47
Work in progress	3	
Finished products	335	65
Other inventories	208	269
Total	819	381
17. TRADE AND OTHER RECEIVABLES (CURRENT)		
Trade receivables	39 117	46 460
Receivables from construction contracts	10 919	13 153
Prepaid expenses and accrued income	2 486	2 697
Other receivables	1 803	152
Total	54 325	62 967
Receivables are valued at nominal value or probable current value, whichever is lower.		
During the financial year group has booked impairment losses from accounts receivable EUR 0.0 million		
(EUR 1.3 million 2012)		
Age distribution of accounts receivable		
Current	29 705	30 606
Aged Overdue Amounts		
0-3 months	9 194	15 834
4-6 months	114	19
7-12 months	104	
> 12 months		
Total	39 117	46 460

	2013	2012
18. FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS	2013 1000 EUR	2012 1000 EUR
18. FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS	1000 EUR	1000 EUR
Currency derivatives		
Balance sheet value on Jan. 1		
Changes in fair-value	90	
Balance sheet value on Dec. 31	90	
Bond fund		
At 1 January	9 674	
Additions	25 000	9 645
Disposals	-14 300	
Changes in fair-value	237	31
At 31 December	20 611	9 676
Financial assets at fair value through profit or loss total		
Jan. 1	9 674	
Additions	25 000	9 645
Disposals	-14 300	0
Changes in fair-value	328	31
Dec. 31	20 702	9 676
19. CASH AND SHORT-TERM DEPOSITS		
Cash and short-term deposits	22 372	4 611
<u>Total</u>	22 372	4 611
Cash and cash equivalents at consolidated cash flow statement consist of:		
Financial assets at fair value through profit or loss	20 611	9 676
Cash and short-term deposits	22 372	4 611
Total	42 983	14 287

Fair value of cash and cash equivalents does not significantly differ from the carrying amount.

#### **20. ISSUED CAPITAL AND RESERVES**

				Invested	
		Share	Premium	non-restricted	
	Shares	premium	fund	equity	Total
	1000 PCS	1000 EUR	1000 EUR	fund	1000 EUR
On Dec. 31, 2011	129 413	12 941	0	38 697	51 638
On Dec. 31, 2012	129 413	12 941	0	38 697	51 638
Share subscriptions pursuant	688	12 741		148	148
Capital repayment				-14 311	-14 311
On Dec. 31, 2013	130 101	12 941	0	24 533	37 475

### **Shares and the Share Capital**

The shares of Elektrobit Corporation are listed on the NASDAQ OMX Helsinki Ltd. The Corporation has one series of shares. All the shares entitle their holders to dividends of equal value. Each share has one vote. The share does not have a nominal value. The Company's shares have been entered into the Finnish Central Securities Depository Ltd.'s book-entry securities system.

At the end of the financial period, the fully paid share capital of the Company entered into the Finnish Trade Register was EUR 12,941,269.00 and the total number of the shares was 130,100,875. The accounting per value of the company's share is EUR 0.10. The Company is not in the possession of its own shares.

### **Translation differences**

The translation reserve comprises all foreign exhange differences arising from the transition of the financial statements of foreign subsidiaries.

### **Dividends**

The Board of Directors proposes that the Annual General Meeting resolve to pay EUR 0.02 per share as dividend based on the adopted balance sheet for the financial period of January 1, 2013 - December 31, 2013.

#### 21. SHARE-BASED PAYMENT PLANS

### **Stock Options**

The Annual General Meeting of March 14, 2008, decided to issue stock options to EB's key personnel. The maximum number of stock options shall be 4,200,000, of which 1,400,000 shall be marked with the symbol 2008A, 1,400,000 shall be marked with the symbol 2008B and 1,400,000 shall be marked with the symbol 2008C. The stock options entitle to subscription of a maximum total of 4,200,000 new shares of the Company or treasury shares. The proportion

of the shares that can be subscribed using the stock options to be issued will be a maximum total of 3.1 per cent of the company's shares and associated voting rights after a possible share subscription, should new shares be issued in the subscription. The subscription price for the shares to be subscribed based on the stock options shall be based on the prevailing market value of the Elektrobit Corporation share at NASDAQ OMX Helsinki Ltd. in January 2009, January 2010 and January 2011. The subscrip-

tion price will be recorded in the fund for invested unrestricted equity. The share subscription period for stock options 2008A is April 1 2012 - March 31 2014, for stock options 2008B April 1 2013 - March 31 2015, and for stock options 2008C April 1 2014 - March 31 2016.

Share-option plan 2008A	Share-based options, g	granted for key personnel
Nature of arrangement		Granted share-options
Grant date		14.8.2009
Number of instruments granted (1000 PCS)		1168
Exercise price, EUR		0.07
Share price at the grant date, EUR		0.68
Contractual life of the options (years)		4.7
Vesting conditions		
Settlement method		Shares
Expected volatility (%)		43%
Expected contractual life of the options (years)		4.7
Risk-free interest rate (%)		2.65 %
Dividend yield (%)		0
Expected early exercise (at grant date)		0
Market conditions (at grant date)		
Fair-value of the options at the grant date		
Option pricing model		Black-Scholes
	Number of	Number of
	options	options
	2013	2012
	1000 pcs	1000 pcs
	1000 ρε3	1000 pc3
Outstanding at the beginning of the year	1 168	1 074
Granted during the year	220	100
Forfeited during the year	-96	-6
Exercised during the year	-666	
Expired during the year		
Outstanding at the end of the year	627	1 168
Exercisable at the end of the year	627	

Share-option plan 2008B Sh	are-based options,	granted for key personnel
Nature of arrangement		Granted share-options
Grant date		31.5.2010
Number of instruments granted (1000 PCS)		1134
Exercise price, EUR		0.73
Share price at the grant date, EUR		1.05
Contractual life of the options (years)		4.9
Vesting conditions		
Settlement method		Shares
Expected volatility (%)		44%
Expected contractual life of the options (years)		4.9
Risk-free interest rate (%)		2.65%
Dividend yield (%)		0
Expected early exercise (at grant date)		0
Market conditions (at grant date)		
Fair-value of the options at the grant date		
Option pricing model		Black-Scholes
	Number of	Number of
	options	options
	2013	2012
	1000 pcs	1000 pcs
	1000 pcs	1000 μες
Outstanding at the beginning of the year	1 139	1 144
Granted during the year		
Forfeited during the year	-50	-5
Exercised during the year	-23	
Expired during the year		
Outstanding at the end of the year	1 067	1 139
Exercisable at the end of the year	1 067	

Nature of arrangement Grant date Number of instruments granted (1000 PCS) Exercise price, EUR Share price at the grant date, EUR	740 0.61 0.56 4.7
Grant date Number of instruments granted (1000 PCS)  Exercise price, EUR	740 0.61 0.56
Number of instruments granted (1000 PCS)  Exercise price, EUR	740 0.61 0.56
Exercise price, EUR	0.61
·	0.56
Contractual life of the options (years)	
Vesting conditions	
Settlement method	Shares
Expected volatility (%)	45%
Expected volutinity (%)  Expected contractual life of the options (years)	4.7
Risk-free interest rate (%)	2.07%
Dividend yield (%)	0
Expected early exercise (at grant date)	0
Market conditions (at grant date)	
Fair-value of the options at the grant date	
	k-Scholes
Number of N	lumber of
options	options
2013	2012
1000 pcs	1000 pcs
Outstanding at the beginning of the year 740	775
Granted during the year 65	
Forfeited during the year -45	-35
Exercised during the year	
Expired during the year	
Outstanding at the end of the year 760	740
Exercisable at the end of the year	

#### 22. PENSIONS AND OTHER POST-EMPLOYMENT BENEFIT PLANS

The pension arrangements of the foreign subsidiaries have mainly been classified as defined contribution plans. The only significant defined benefit plan relates to the German subsidiary and to the German joint operation. The assets related to this benefit plan are held by a German insurance company. The assets are invested according to the insurance company's investment strategy.

The present value of the obligation of the defined benefit plan is determined using the projected unit credit method. The pension expenditure calculations required by revised IAS 19 -standard (effective 2013) are prepared by authorized actuaries. According to revised standard, the actuarial gains and losses are recognized in other comprehensive income (OCI). In EB balance sheet the remeasurement has increased the net pension liability by EUR 0.6 million. The comparative figures for 2012 are restated according to revised standard.

		ı
	2013	2012
	1000 EUR	1000 EUR
Benefit pension plan liability consists of following items:		
Present value of funded obligations	2 397	2 258
Fair value of plan assets	-311	-299
Net liability	2 086	1 960
Net periodic pension cost in income statement:		
Unrecognized net liability on Jan. 1		
Current service cost	66	41
Interest cost	70	59
Employee contributions	-10	-10
Total	126	90
Balance sheet reconciliation:		
Net liability on Jan. 1	1 960	1 044
Remeasurements (IAS 19)	0	825
Net periodic pension cost in income statement	126	90
Net liability on Dec. 31	2 086	1 960
Principal actuarial assumptions:		
Europe		
Discount rate	3.60	3.60
Expected return on plan assets	3.60	3.60
Future pension increase	2.00	3.00
Sensitivity of defined benefit obligation to changes in actuarial assumptions Impact of	n defined benef	fit obligation
Discount rate, +0.25%	2 266	-5.5 %
Discount rate, -0.25%	2 538	5.9 %
Future pension increase +0.25%	2 460	2.6 %
Future pension increase -0.25%	2 336	-2.5 %

### 23. PROVISIONS

Short-term provisions Total	66 <b>66</b>	169 <b>473</b>	2 068 <b>2 068</b>	2 303 <b>2 607</b>
Long-term provisions		304		304
December 31, 2013	66	473	2 068	2 607
Reversal of unused provisions				0
Used provisions	-548	-1 033	-43	-1 624
Increase in provisions			1 615	1 615
December 31, 2012	615	1 506	496	2 617
1000 EUR	Provisions for reorganising operations	Unprofitable rental agreements	Others	Total

24, FINANCIAL LIABILITIES         2012 1000 EUR         2015 200 EUR         2015 200 EUR         2016 200 EUR         2017 200 EUR         2016 200 EUR         2016 200 EUR         2016 200 EUR         2017 200 EUR         2016 200 EUR         2017 200 EUR         2017 200 EUR         2016 200 EUR			
24. FINANCIAL LIABILITIES         1000 EUR           Non-current loans         Incompage of the properties of the finance lease liabilities         1150         3 364           Finance lease liabilities         2110         2006         5 370           Current loans         0         9 000         5 00         5 00         9 000         5 00         9 000         5 00         9 000         5 00         9 000         5 00         1 00         2 068         8 00         1 00		2013	2012
Non-current loans         Bank loans         1 150         3 364           Finance lease liabilities         2 100         2 006           Total         3 260         5 370           Current loans           Bank loans         0         9 000           Finance lease liabilities         1 609         2 698           Repayments of non-current bank loans         407         1 007           Total         2 016         12 704           Repayment schedule of long-term loans:         3 732           2014         9 88         569           2015         988         569           2016         1 751         976           2017         391         84           2018         131         Later           2018         131         Later           2019         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:         EUR           EUR         3 260         5 370           Total         3 260         5 370           The interest-bearing current loans are distributed by currency as follows:         EUR           EUR         3 200         5 370           Total	24. FINANCIAL LIABILITIES		
Bank loans         1150         3 364           Finance lease liabilities         2110         2 005           Current loans         Current loans         0         9 000           Bank loans         0         9 000         Finance lease liabilities         1 609         2 698           Repayments of non-current bank loans         407         1 007         1 1007         1 2704           Repayment schedule of long-term loans:         2         2 016         1 2704           Repayment schedule of long-term loans:         2         2 016         1 2704           Repayment schedule of long-term loans:         9 88         569         2 015         9 88         569         2 016         2 017         2 017         391         84         2 018         2 018         2 018         2 018         2 018         2 018         3 260         5 370         2 017         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370         3 260         5 370			
Finance lease liabilities         2 110         2 006           Total         3 260         5 370           Current loans         0         9 000           Bank loans         1 609         2 698           Repayments of non-current bank loans         407         1 007           Total         2 016         1 2704           Repayment schedule of long-term loans:         2         2016         1 2704           Repayment schedule of long-term loans:         3 732         2015         9 88         569         2016         1 751         976         2017         976         2017         976         2017         976         2018         8         569         2016         1 751         976         2017         976         2017         976         2017         976         2018         3 260         5 370         370         3260         5 370         370         3260         5 370         370         3260         5 370         370         3260         5 370         370         370         370         370         370         370         370         370         370         370         370         370         370         370         370         370         370         370	Non-current loans		
Total         3 260         5 370           Current loans         0         9 000           Finance lease liabilities         1 609         2 698           Repayments of non-current bank loans         407         1 007           Total         2 016         12 704           Repayment schedule of long-term loans:         2         2016         12 704           Repayment schedule of long-term loans:         3 732         2015         2015         2015         988         569         2016         1 751         976         2017         391         84         2018         2018         2018         2018         2018         2018         2018         2018         2018         2019         3 260         5 370         5 370         3 260         5 370         5	Bank loans	1 150	3 364
Current loans	Finance lease liabilities	2 110	2 006
Bank loans         0         9 000           Finance lease liabilities         1 609         2 698           Repayments of non-current bank loans         407         1 007           Total         2 016         12 704           Repayment schedule of long-term loans:         2         2016         12 704           Repayment schedule of long-term loans:         2         3 322         2015         988         569         2015         988         569         2016         2017         301         84         2018         131         2018         131         2018         131         2018         131         2016         2 70         70         9         70         9	Total	3 260	5 370
Bank loans         0         9 000           Finance lease liabilities         1 609         2 698           Repayments of non-current bank loans         407         1 007           Total         2 016         12 704           Repayment schedule of long-term loans:         2         2016         12 704           Repayment schedule of long-term loans:         2         3 322         2015         988         569         2015         988         569         2016         2017         301         84         2018         131         2018         131         2018         131         2018         131         2016         2 70         70         9         70         9			
Finance lease liabilities         1609         2698           Repayments of non-current bank loans         407         1007           Total         2016         12704           Repayment schedule of long-term loans:           2014         3 732           2015         988         569           2016         1 751         976           2017         391         84           2018         131         1           Later         0         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         3 260         5 370           Total         2 016         12 704           The interest-bearing current loans are distributed by currency as follows:           EUR </td <td></td> <td></td> <td></td>			
Repayments of non-current bank loans         407         1 007           Total         2 016         12 704           Repayment schedule of long-term loans:         2014         3 732           2015         988         569           2016         1 751         976           2017         391         84           2018         131         Later         0         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         3 260         5 370           Total         2 016         12 704           Total         3 095         4 972           EUR         3 016         12 704           Total         2 016         12 704           Total         3 016         5 370           The interest-bearing current loans are distributed by currency as follows:           EUR         3 260         5 370           The in			
Total         2 016         12 704           Repayment schedule of long-term loans:           2014         3 732           2015         988         569           2016         1 751         976           2017         3 91         84           2018         131         1           Later         0 9         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         3 260         5 370           The interest-bearing current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         2 016         12 704           Total         2 016         12 704           Maturities of the finance lease liabilities:         12 704           Finance lease liabilities - minimum lease payments         3 995         4 972           Within one year         1 743         2 840           After one year but no more than five years         2 252         122           Finance lease liabilities - Present value of minimum lease payments         3 719			
Repayment schedule of long-term loans:			
2014         3 732           2015         988         569           2016         1 751         976           2018         131         1           Later         0         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         3 260         5 370           The interest-bearing current loans are distributed by currency as follows:           EUR         2 016         12 704           Total         2 016         12 704           Within one lease liabilities         1 704           After finance lease liabilities           Finance lease liabilities – minimum lease payments         3 995         4 972           Within one year         1 743         2 840           After fiv	Total	2 016	12 704
2014         3 732           2015         988         569           2016         1 751         976           2017         391         84           2018         131			
2015         988         569           2016         1 751         976           2017         391         84           2018         131	<u> </u>		2.722
2016         1 751         976           2017         391         84           2018         131         131           Later         0         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         2 016         12 704           Total         2 016         12 704           Total         2 016         12 704           Maturities of the finance lease liabilities:           Finance lease liabilities - minimum lease payments         3 995         4 972           Within one year         1 743         2 840           After one year but no more than five years         2 252         2 122           After five years         0         9           Finance lease liabilities - Present value of minimum lease payments         3 719         4 704           Within one year         1 609         2 694           After one year but no more than five years         2 110         2 001           After one year but no more than five years         2 110         2 001           After five years         2 106         2 694		000	
2017         391         84           2018         131           Later         0         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         3 260         5 370           The interest-bearing current loans are distributed by currency as follows:           EUR         2 016         12 704           Total         2 016         12 704           Maturities of the finance lease liabilities:           Finance lease liabilities - minimum lease payments         3 995         4 972           Within one year         1 743         2 840           After one year but no more than five years         2 252         2 122           After five years         0         9           Finance lease liabilities - Present value of minimum lease payments         3 719         4 704           Within one year         1 609         2 694           After one year but no more than five years         2 110         2 001           After five years         0         9           Future finance charges         2 106         2 68			
2018         131           Later         0         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         2 016         12 704           Total         2 016         12 704           Total         2 016         12 704           Maturities of the finance lease liabilities:           Finance lease liabilities - minimum lease payments         3 995         4 972           Within one year         1 743         2 840           After one year but no more than five years         2 252         2 122           After five years         0         9           Finance lease liabilities - Present value of minimum lease payments         3 719         4 704           Within one year         1 609         2 694           After one year but no more than five years         2 100         2 001           After one year but no more than five years         2 100         2 001           After five years         0         9           Future finance charges         2 0         9           Future finance charges         2 766         268 <td></td> <td></td> <td></td>			
Later         0         9           Total         3 260         5 370           The interest-bearing non-current loans are distributed by currency as follows:           EUR         3 260         5 370           Total         2 016         12 704           Total         2 016         12 704           Total         2 016         12 704           Maturities of the finance lease liabilities:           Finance lease liabilities - minimum lease payments         3 995         4 972           Within one year         1 743         2 840           After one year but no more than five years         2 252         2 122           After five years         0         9           Finance lease liabilities - Present value of minimum lease payments         3 719         4 704           Within one year         1 609         2 694           After one year but no more than five years         1 609         2 694           After one year but no more than five years         2 110         2 001           After five years         0         9           Future finance charges         276         268			84
Total 3 260 5 370  The interest-bearing non-current loans are distributed by currency as follows:  EUR 3 260 5 370  Total 3 260 5 370  The interest-bearing current loans are distributed by currency as follows:  EUR 2 016 12 704  The interest-bearing current loans are distributed by currency as follows:  EUR 2 016 12 704  Total 2 016 12 704  Maturities of the finance lease liabilities:  Finance lease liabilities - minimum lease payments 3 995 4 972  Within one year 1 743 2 840  After one year but no more than five years 2 252 2 122  After five years 0 9  Finance lease liabilities - Present value of minimum lease payments 3 719 4 704  Within one year 1 609 2 694  After one year but no more than five years 2 2110 2 001  After five years 0 9  Future finance charges 276 268			
The interest-bearing non-current loans are distributed by currency as follows:  EUR 3 260 5 370  Total 3 260 5 370  The interest-bearing current loans are distributed by currency as follows:  EUR 2 016 12 704  Total 2 016 12 704  Maturities of the finance lease liabilities:  Finance lease liabilities - minimum lease payments 3 995 4 972  Within one year 1 743 2 840  After one year but no more than five years 2 252 2 122  After five years 0 9  Finance lease liabilities - Present value of minimum lease payments 3 719 4 704  Mithin one year 4 1609 2 694  After one year but no more than five years 5 2 110 2 001  After five years 7 0 9  Future finance charges 7 0 9  Future finance charges			
EUR         3 260         5 370           Total         3 260         5 370           The interest-bearing current loans are distributed by currency as follows:           EUR         2 016         12 704           Total         2 016         12 704           Maturities of the finance lease liabilities:           Finance lease liabilities - minimum lease payments         3 995         4 972           Within one year         1 743         2 840           After one year but no more than five years         2 252         2 122           After five years         0         9           Finance lease liabilities - Present value of minimum lease payments         3 719         4 704           Within one year         1 609         2 694           After one year but no more than five years         2 110         2 001           After five years         0         9           Future finance charges         276         268	Total	3 260	5 370
EUR       3 260       5 370         The interest-bearing current loans are distributed by currency as follows:         EUR       2 016       12 704         Total       2 016       12 704         Maturities of the finance lease liabilities:         Finance lease liabilities - minimum lease payments       3 995       4 972         Within one year       1 743       2 840         After one year but no more than five years       2 252       2 122         After five years       0       9         Finance lease liabilities - Present value of minimum lease payments       3 719       4 704         Within one year       1 609       2 694         After one year but no more than five years       2 110       2 001         After five years       0       9         Future finance charges       276       268	The interest-hearing non-current loans are distributed by currency as follows:		
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The interest-bearing current loans are distributed by currency as follows:  EUR  2 016 12 704  Total  Maturities of the finance lease liabilities:  Finance lease liabilities - minimum lease payments  Within one year  4 972  Within one year  4 1743 2 840  After one year but no more than five years  2 252 2 122  After five years  5 10 9  Finance lease liabilities - Present value of minimum lease payments  3 719 4 704  Within one year  4 1609 2 694  After one year but no more than five years  5 2 110 2 001  After five years  6 9  Future finance charges  2 268			
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EUR       2 016       12 704         Total       2 016       12 704         Maturities of the finance lease liabilities:       Finance lease liabilities - minimum lease payments         Within one year       3 995       4 972         Within one year but no more than five years       2 252       2 122         After five years       0       9         Finance lease liabilities - Present value of minimum lease payments       3 719       4 704         Within one year       1 609       2 694         After one year but no more than five years       2 110       2 001         After five years       0       9         Future finance charges       276       268	The interest-bearing current loans are distributed by currency as follows:		
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Finance lease liabilities - minimum lease payments3 9954 972Within one year1 7432 840After one year but no more than five years2 2522 122After five years09Finance lease liabilities - Present value of minimum lease payments3 7194 704Within one year1 6092 694After one year but no more than five years2 1102 001After five years09Future finance charges276268			
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After one year but no more than five years2 2522 122After five years09Finance lease liabilities - Present value of minimum lease payments3 7194 704Within one year1 6092 694After one year but no more than five years2 1102 001After five years09Future finance charges276268	Finance lease liabilities - minimum lease payments	3 995	4 972
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Within one year         1 609         2 694           After one year but no more than five years         2 110         2 001           After five years         0         9           Future finance charges         276         268	After five years	0	9
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After five years 0 9 Future finance charges 276 268	After one year but no more than five years	2 110	
Future finance charges 276 268		0	9
		276	268
		3 995	

	2013	2012
25. TRADE AND OTHER PAYABLES	1000 EUR	1000 EUR
Current liabilities		
Trade and other payables		
Trade liabilities	14 822	10 305
Accrued liabilities, deferred income	14 435	14 350
Other liabilities	22 903	13 675
Total	52 160	38 330
Material of accrued expenses and deferred income consist of personnel expenses and other accruals.		
Fair value of the other liabilities than derivatives don't significantly differ from the initial carrying value,		
because the impact on discounting is not significant when taking into account the maturities of the loans.		
Financial liabilities at fair value through profit or loss		
Liabilities based on derivates		
Balance sheet value on Jan. 1	2	335
Changes in fair-value	-2	-333
Balance sheet value on Dec. 31	0	2

#### 26. FINANCIAL RISK MANAGEMENT

Under its normal business activities, Elektrobit Corporation is exposed to several financial risks. The primary financial risks are foreign exchange rate risk, interest rate risk, investment risk and default risk. The goal of the Group's financial risk management function is to reduce adverse effects of price fluctuations and other uncertainties on earnings, balance sheet and cash flows as well as to ensure sufficient liquidity. In its risk management, the Group uses financial instruments such as forward exchange agreements, currency options and interest rate swaps. External professional portfolio managers are employed for investing activities.

The Group's general risk management principles are approved by the Board of Directors. The responsibility for their implementation lies with the parent company together with operational units. The parent company identifies and assesses risks and obtains relevant financial instruments for hedging them in close co-operation with operative units. The management evaluates risk concentrations from the viewpoint of business activities, taking into consideration shared factors between underlying variables such as those arising from changes in eco-nomic conditions or other variables. Operations and funding programs executed in the financial markets are mainly concentrated into the parent company. Subsidiaries are mainly funded through intra-company loans and group account overdraft credit limits.

The Group's financial risks are divided into market, default and liquidity risk.

#### Market risks

Market risks are caused by changes in foreign exchange rates, interest rates and prices of securities. Fluctuations in these may have an impact on the Group's income statement, cash flow or balance sheet.

### Foreign exchange rate risk

The Group operates globally and is exposed to transaction risk from foreign exchange positions as well as to risk due to the translation of investments in different currencies to the functional currency of the parent company. The most relevant currencies for the Group are the Euro and the US dollar. Foreign exchange rate risk is caused by commercial activities, monetary items on the balance sheet and net investments in foreign subsidiaries. A business unit's functional currency or generally used currencies (EUR, USD) are used as invoicing currency. Additional information on functional currency and foreign currency conversion is available in the accounting principles section of the consolidated financial statements.

The Group follows a currency strategy that aims at securing the margin of business activities in changing market conditions by minimizing the effect of fluctuations in foreign exchange rates. According to the principles of the currency strategy, surely considered and the most probable net cash flow in a particular currency is hedged. The cash flow is defined based on the net position of the trade receivables, trade payables, order intake and forecasted net currency cash flow. The Group does not apply hedge accounting as defined in the IAS 39 standard. According to the currency strategy the degree of hedging can vary from approximately 25% to 125% of the forecasted net position. At the end of the financial period the counter value of the hedged net position was EUR 8.5 million. During the financial year the amount of the hedged position has been changing between EUR 7.0-10.5

The Group has hedged the transaction risk related to its income statement and as a prin-

cipal rule has not hedged the translation risk related to equity on the balance sheet. Foreign currencies denominated equities of foreign subsidiaries on December 31, 2013 was EUR -7.9 million (EUR -0.7 million in 2012) from which dollar denominated equities of foreign subsidiaries was EUR 6.3 million (EUR -1.7 million in 2012)

On the closing date, the Group had the following foreign exchange derivative contract nominal amounts outstanding (the nominal amounts do not represent the amounts exchanged by the parties):

Currency derivatives 2013 2012 1000 EUR 1000 EUR

70	7
6 000	5 000
sed	
44	12
2 500	2 000
-23	-21
5 000	2 000
	6 000 sed 44 2 500

Dollar denominated assets and liabilities translated to euros using the closing date's value:

	2013	2012
	1000 EUR	1000 EUR
Long-term assets	320	514
Long-term liabilities	1 160	189
Current assets	15 549	14 144
Current liabilities	8 415	16 129

The table below describes the 10% appreciation or depreciation of the Euro against the US dollar, other variables remaining constant. The sensitivity analysis is based on foreign currency denominated assets and liabilities as of the closing date. The change in dollar denominated trade receivables and debt would primarily have been due to fluctuations in the foreign exchange rate.

1000 EUR	Changes in income statemer	Changes in income statement before tax		y before tax
	2013	2012	2013	2012
EUR, appreciates	-600	200	-600	200
EUR, depreciates	700	-200	700	-200

#### Interest rate risk

Part of the Group's debt is tied to fixed interest rates. Interest rate swaps are also utilized to an extent to reduce cash flow risk due to interest rate fluctuations. At closing date, the Group had the following fixed interest rate debts and interest rate swaps outstanding:

	2013	2012
	1000 EUR	1000 EUR
Fixed interest rate debts	4 876	5 647
Interest rate swaps	400	1 400

The table below describes the interest rate risk of debts should there have been a ±1% change in interest rates of short term reference interest rate debts, other variables remaining constant. The figures presented indicate the change in yearly interest expense calculated using the average amount of debt during the financial period.

1000 EUR	Changes in income statement before tax		Changes in income statement before tax Changes in equity b		Changes in equity before tax
	2013	2012	2013 2012		
Loan stock Jan. 1	18 300	9 000			
Loan stock Dec. 31	5 300	18 300			
Average loan stock	11 800	13 700			
Change in interest	+/- 100	+/- 100	+/- 100 +/- 100		

#### Market risk of investment activities

The Group's interest investments result in interest rate exposure, but their effect is not considered significant. The Group's revenue and operative cash flows are mainly independent of market rate fluctuations.

The Group invests to low-risk interest rate funds and therefore it has not exposed to security price risk of fluctuations in the stock markets. According to the Group's principles investments related to cash management are made in liquid and low-risk money market or bond instruments and thus have not been hedged using derivatives.

The table below describes the distribution of investments in securities at closing date.

	2013	2012
Stock shares	0.0%	0.0 %
Bonds	41.3%	0.0 %
Money market investments	58.7%	100.0 %
Total	100.0%	100.0 %

2012

The combined value of the above instruments during the financial period has ranged from approximately EUR 9.7 to EUR 34.9 million. At closing date their value was approximately EUR 20.6 million. This risk concentration has been managed by investing to well spread and low-risk money market funds.

The table below describes the price risk of the investments if they had exhibited a ±1% change in a market rate of interest, other variables remaining constant. Financial assets that are recognized at market value in the income statement affect after-tax net income. Changes in the value of for-sale financial assets affect equity. In the calculations it is presumed that the Group's investments change with the interest rate level in question. The sensitivity analysis describes the total market risk of investment activity because all investments are in the interest rate instruments.

1000 EUR	Changes in income statement	Changes in income statement before tax		ore tax
	2013	2012	2013	2012
Money market investments	+/- 200	+/-0	+/- 200	+/-0

#### Default risk

EB's credit risks are mainly related to accounts receivable, cash, financial investments and derivatives used in hedging. In its deposit, financial investment and hedging activities EB operates only with well-known partners who have good credit rating.

The Group's trade receivables are distributed among a wide customer base and across several geographical areas and credit risk is mitigated for example by documentary credits or bank guarantees. Default risk concentration is mainly assessed as a single customer's share of total trade receivables but also according to receivables date of maturity.

EB's significant default risk concentration is EUR 0.1 million which represents approximately 0.2% of the total accounts receivable.

During the past financial year the amount of recognized credit losses was approximately EUR 0.1 million (EUR 1.3 million in 2012). Group did not have capital loans granted to outside Group at the end of 2013 (EUR 0.0 million in 2012).

The amount of the Group's counterparty default risk is consistent with the book value of financial assets at closing date. For the maturity distribution of trade receivables, see note 21.

### Liquidity risk

The Group and business segments strive to continuously evaluate and monitor the amount of liquid funds needed for business operations and loan repayments. The Group strives to guarantee the availability and flexibility of financing by its strong financial position and liquid investments. The Group's loan covenants are conventional in nature. The Group has also binding overdraft credit facility agreement of EUR 10 million and revolving credit facility agreement of EUR 10 million that are valid until mid 2014. EBITDA and equity ratio covenants are associated to the overdraft and revolving credit facility agreements. Covenants are reviewed half yearly. EBITDA covenant breaks if EB Continuing and Discontinuing Operations EBITDA is lower than EUR 5.0 million. Breaking of the equity ratio covenant requires approximately 20 percentage weakening to equity ratio at date of the financial statements. At the end of the reporting period overdraft credit facility and revolving credit facility was not used. For the maturity distribution of the Group's debt, see note 28.

### Capital structure management

The Group strives to optimize its capital structure and thus support business activities by ensuring normal operating conditions under all circumstances. An optimal capital structure also ensures that the cost of capital is minimized.

The capital structure is affected by dividend policy and share issuance. The Group can alter and adjust dividends paid to shareholders as well as share repurchases. The Group can also alter and adjust the amount of shares issued, or make decisions on the sale of assets.

The management has continuously monitored the development of the Group's net gearing and solvency ratio. The Group's interest bearing net debt at the end of 2013 was EUR -37.7 million (EUR 4.0 million in 2012) and net gearing was -46.1% (6.1% in 2012). The Group's solvency ratio at the end of 2013 was 64.1% (55.0% in 2012).

#### **FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES**

This section presents the Group's fair valuing principles for all financial instruments. The table below presents book values for each item in detail. Their fair values are not considered to materially differ from the book values presented in the consolidated balance sheets.

1000 EUR	Note	Book value 2013	Fair value 2012	Book value 2012	Fair value 2012
Financial assets					
Other financial assets		132	132	125	125
Trade receivables and other receivables	18, 21	54 325	54 325	62 967	62 967
Financial assets at fair value through profit or loss	17, 22	20 611	20 611	9 676	9 676
Cash and cash equivalents	22	22 372	22 372	4 611	4 611
Currency forwards and options	22	90	90		
Financial liabilities					
Bank loans	28	1 557	1 543	13 370	13 384
Finance lease liabilities	28	3 719	3 719	4 958	4 958
Trade payables and other debts	26, 27, 29	57 350	57 350	47 836	47 836
Currency forwards and options	29			2	2

### Investments in shares and funds and other investments

For-sale financial assets consist mainly of money market investments whose fair values are based on the quotes of the closing day (IFRS 7 fair value hierarchy level 1; quoted prices (unadjusted) in active markets for identical assets or liabilities).

### **Derivatives**

The fair values of forward exchange and option contracts are defined based on publicly quoted currency and interest rate information and using commonly accepted valuation methods (IF-RS 7 fair value hierarchy level 2; instruments whose fair value is observable either directly (i.e. as prices) or indirectly (i.e. derived from prices)). These calculations have been carried out by an outside professional party.

#### **Bank loans**

In assigning fair values for bank loans, the cash flows have been discounted. Interest rate swaps are considered when the cash flows are defined.

### Finance lease liabilities

Book values are considered to closely approximate fair values.

### Trade receivables and other receivables

The original book value of receivables is considered to equal their fair values, since the effect of discounting is non-significant considering the maturities of the receivables.

### Trade payables and other debts

The original book value of payables and other debts is considered to equal their fair values, since the effect of discounting is non-significant considering the maturities of the receivables.

	2013	2012
27. ADJUSTMENTS TO NET CASH FROM OPERATING ACTIVITIES	1000 EUR	1000 EUR
Business transactions without payments		
Depreciations	9 067	7 356
Employee benefits	168	373
Profit and loss from sale of property, plant and equipment	-24 146	
Other adjustments	80	887
Total	-14 830	8 616

#### 28. OPERATING LEASE AGREEMENTS

The Group as lessee		l .
The total of future minimum lease payments under non-cancelable	2013	2012
operating leases for each of the following periods:	1000 EUR	1000 EUR
Not later than one year	7 607	6 775
Later than one year and not later than five years	16 392	15 960
Later than five years	1 247	

The Group has rented most of its facilities. In average the maturities of the lease agreements are from 1 month to 10 years and normally they include an option to extend the rental period from originally agreed end date.

### The Group as lessor

The Group has leased the excess office and production facilities with lease agreements valid until further notice.

29. SECURITIES AND CONTINGENT LIABILITIES	2013 1000 EUR	2012 1000 EUR
Against own liabilities		
Floating charges	18 035	18 119
Guarantees	14 584	17 674
Rental liabilities		
Falling due in the next year	7 607	6 775
Falling due after one year	17 639	15 960
Other contractual liabilities		
Falling due in the next year	1 043	1 286
Falling due after one year	569	33
Mortgages pledged for liabilities totaled		
Loans from financial institutions	2 501	14 529
Other liabilities		2

### **30. RELATED PARTY DISCLOSURES**

The Group has the following structure:	Country of incorporation	Owned by Parent %	Owned by Group %
Parent			
Elektrobit Corporation	Finland		
Subsidiaries			
Elektrobit Technologies Ltd.	Finland	100.00	100.00
Elektrobit Wireless Communications Ltd.	Finland	0.00	100.00
Elektrobit France SAS	France	0.00	100.00
Elektrobit Automotive GmbH	Germany	100.00	100.00
Elektrobit Austria GmbH	Austria	0.00	100.00
Elektrobit Automotive Romania SRL	Rumania	0.00	100.00
Elektrobit Inc.	USA	0.00	100.00
Elektrobit Automotive Inc.	USA	0.00	100.00
Elektrobit Automotive Americas Inc.	USA	0.00	100.00
Elektrobit Nippon KK	Japan	0.00	100.00
Elektrobit Wireless (Beijing) Ltd.	China	0.00	100.00
Elektrobit Automotive Software (Shanghai) Ltd.	China	0.00	100.00
Elektrobit Wireless Singapore Pte Ltd.	Singapore	0.00	100.00
Joint Operations			
e.solutions GmbH	Germany	0.00	51.00

		ı
	2013	2012
	1000 EUR	1000 EUR
Employee benefits for key management	1000 Luk	1000 Luk
Salaries and remuneration		
	_	
Managing director of the parent	200	200
Jukka Harju 1.131.12.2013 and 1.131.12.2012	290	290
Total	290	290
Remuneration of the members of the board of the parent, the financial		
committee and the managing directors of the business segments		
Jorma Halonen 1.131.12.2013 and 1.131.12.2012	33	35
Kai Hilden 1.131.12.2013 and 11.1031.12.2012	11	3
Juha Hulkko 1.131.12.2013 and 1.131.12.2012	34	33
Seppo Laine 1.131.12.2013 and 1.131.12.2012	56	56
Staffan Simberg 1.131.12.2013 and 1.131.12.2012	40	40
Erkki Veikkolainen 1.131.12.2013 and 1.131.12.2012	26	33
Total	200	200
There have not been any business transactions or open balances between the related parties.		
Members of the group executive board	696	714
Loans and guarantees to related party		
There are no loans or guarantees granted between the related parties		
Care and the Committee of Charles and Committee Participal		
Stock option expenses	37	92

### 31. SUBSEQUENT EVENTS

The Group management is not aware of any significant events after balance sheet date, that would have had impact on the consolidated financial statements.

SECTION   STATEMENT, (MEUR)   PIRS   SERS   SERS						
Net sales, (MEUR) **)	32. KEY RATIOS			IFRS	IFRS	IFRS
Net sales, (MEUR) *   199.3   173.9   148.0   147.7   153.8     Net sales change, %   14.6   17.5   0.3   4.0   -10.7     Operating profit / loss, (MEUR) * )   8.1   1.1   -5.5   -17.3   -1.4     % of net sales   4.1   0.6   -3.7   -11.7   -0.9     Profit / loss for Continuing Operations before taxes, (MEUR)   7.2   1.1   -5.9   -18.7   -2.0     % of net sales   3.6   0.6   -4.0   -12.6   -1.3     Profit for the year from Continuing Operations, (MEUR)   6.7   1.1   -6.5   -15.7   -3.3     % of net sales   3.3   0.6   -4.4   -10.7   -2.2     Profit for the year from Continuing Operations, (MEUR)   24.3   1.2   1.5   0.1   1.3     % of net sales   12.2   0.7   1.0   0.1   0.9     Profit for the year from Discontinuing Operations, (MEUR)   24.3   1.2   1.5   0.1   1.3     % of net sales   12.2   0.7   1.0   0.1   0.9     Profit for the year attributable to equity holders of the parent, (MEUR)   30.9   2.3   -5.3   -16.1   -2.2     % of net sales   15.5   1.3   -3.6   -10.9   -1.4      BALANCE SHEET (MEUR)		2013	2012	2011	2010	2009
Net sales change, %   14.6   17.5   0.3   -4.0   -10.7	, : - :					
Querating profit / loss, (MEUR) *)		199.3	173.9	148.0	147.7	
Wo finet sales	Net sales change, %	14.6	17.5	0.3	-4.0	-10.7
Profit / loss for Continuing Operations before taxes, (MEUR)   7.2   1.1   -5.9   -18.7   -2.0   % of net sales   3.6   0.6   -4.0   -12.6   -1.3   1.3   7.5   1.3   3.6   0.6   -4.0   -12.6   -1.3   7.5   1.3   3.6   0.6   -4.4   -1.07   -2.2   7.5   3.3   3.6   0.6   -4.4   -1.07   -2.2   7.5   7.5   1.3   3.3   0.6   -4.4   -1.07   -2.2   7.5   7.5   1.3   3.3   0.6   -4.4   -1.07   -2.2   7.5	Operating profit / loss, (MEUR) *)	8.1	1.1	-5.5	-17.3	-1.4
% of net sales   3.6   0.6   -4.0   -12.6   -1.3	% of net sales	4.1	0.6	-3.7	-11.7	-0.9
Profit for the year from Continuing Operations, (MEUR)         6.7         1.1         -6.5         -15.7         -3.3           % of net sales         3.3         0.6         -4.4         10.7         -2.2           Profit after tax for the year from Discontinuing Operations, (MEUR)         24.3         1.2         1.5         0.1         1.3           % of net sales         12.2         0.7         1.0         0.1         0.9           Profit for the year attributable to equity holders of the parent, (MEUR)         30.9         2.3         -5.3         -16.1         -2.2           % of net sales         15.5         1.3         -3.6         -10.9         -1.4           BALANCE SHEET (MEUR)           Non-current assets         46.1         46.8         43.7         41.2         39.4           Inventories         0.8         0.4         1.8         1.9         2.4           Current assets         97.4         77.3         66.8         81.1         118.4           Assets classified as held for sale         7.7         5         7.7         5         7.8         112.2         112.3         124.2         160.2           PROFITABILITY AND OTHER KEY FIGURES         4.5         4.6 <td>Profit / loss for Continuing Operations before taxes, (MEUR)</td> <td>7.2</td> <td>1.1</td> <td>-5.9</td> <td>-18.7</td> <td>-2.0</td>	Profit / loss for Continuing Operations before taxes, (MEUR)	7.2	1.1	-5.9	-18.7	-2.0
Solid net sales   Solid net	% of net sales	3.6	0.6	-4.0	-12.6	-1.3
Profit after tax for the year from Discontinuing Operations, (MEUR)   24.3   1.2   1.5   0.1   1.3   3.6   6 net sales   12.2   0.7   1.0   0.1   0.9     Profit for the year attributable to equity holders of the parent, (MEUR)   30.9   2.3   -5.3   -16.1   -2.2     % of net sales   15.5   1.3   -3.6   -10.9   -1.4     BALANCE SHEET (MEUR)	Profit for the year from Continuing Operations, (MEUR)	6.7	1.1	-6.5	-15.7	-3.3
12.2   0.7   1.0   0.1   0.9	% of net sales	3.3	0.6	-4.4	-10.7	-2.2
Profit for the year attributable to equity holders of the parent, (MEUR)  % of net sales  15.5  13.  3.6  -10.9  1.4   BALANCE SHEET (MEUR)  Non-current assets  46.1  46.8  43.7  41.2  39.4  Inventories  0.8  0.4  1.8  1.9  2.4  Current assets  97.4  77.3  66.8  81.1  118.4  Assets classified as held for sale  Shareholders' equity  81.7  66.0  65.8  7.7  Shareholders' equity  81.7  66.0  65.8  7.8  112.8  Non-current liabilities  6.1  8.5  6.6  11.6  15.0  Current liabilities dasheld for sale  Balance sheet total  144.4  132.2  112.3  124.2  160.2  PROFITABILITY AND OTHER KEY FIGURES  Return on equity % (ROE) *)  9.0  1.6  9.2  1.7  6.6  1.6  6.0  1.8  1.8  1.9  2.4  1.0  1.0  1.0  1.0  1.0  1.0  1.0  1	Profit after tax for the year from Discontinuing Operations, (MEUR)	24.3	1.2	1.5	0.1	1.3
Mon net sales   15.5   1.3   -3.6   -10.9   -1.4	% of net sales	12.2	0.7	1.0	0.1	0.9
BALANCE SHEET (MEUR)   Non-Current assets   46.1   46.8   43.7   41.2   39.4     Inventories   0.8   0.4   1.8   1.9   2.4     Current assets   97.4   77.3   66.8   81.1   118.4     Assets classified as held for sale   7.7     Shareholders' equity   81.7   66.0   65.8   71.8   112.8     Non-current liabilities   6.1   8.5   6.6   11.6   15.0     Current liabilities   56.5   53.2   40.0   40.7   32.4     Liabilities classified as held for sale   4.5     Balance sheet total   144.4   132.2   112.3   124.2   160.2     PROFITABILITY AND OTHER KEY FIGURES	Profit for the year attributable to equity holders of the parent, (MEUR)	30.9	2.3	-5.3	-16.1	-2.2
Non-current assets   46.1   46.8   43.7   41.2   39.4	% of net sales	15.5	1.3	-3.6	-10.9	-1.4
Non-current assets   46.1   46.8   43.7   41.2   39.4						
Inventories   0.8   0.4   1.8   1.9   2.4	BALANCE SHEET (MEUR)					
Current assets       97.4       77.3       66.8       81.1       118.4         Assets classified as held for sale       7.7	Non-current assets	46.1	46.8	43.7	41.2	39.4
Assets classified as held for sale  Shareholders' equity  81.7 66.0 65.8 71.8 112.8  Non-current liabilities  6.1 8.5 6.6 11.6 15.0  Current liabilities  56.5 53.2 40.0 40.7 32.4  Liabilities classified as held for sale  Balance sheet total  PROFITABILITY AND OTHER KEY FIGURES  Return on equity % (ROE) *)  Return on investment % (ROI) *)  Interest-bearing net liabilities, (MEUR)  Net gearing, %  4.6.1 6.1 -1.4 -10.3 -37.6  Equity ratio, %  Gross investments, (MEUR) *)  Gross investments, (MEUR) *)  R&D Costs, % of net sales  Average personnel during the period, parent and subsidiaries *)  1627 1528 1553 1507 1589	Inventories	0.8	0.4	1.8	1.9	2.4
Shareholders' equity       81.7       66.0       65.8       71.8       112.8         Non-current liabilities       6.1       8.5       6.6       11.6       15.0         Current liabilities       56.5       53.2       40.0       40.7       32.4         Liabilities classified as held for sale       4.5         Balance sheet total       144.4       132.2       112.3       124.2       160.2         PROFITABILITY AND OTHER KEY FIGURES         Return on equity % (ROE) *)       9.0       1.6       -9.4       -17.1       -2.9         Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1	Current assets	97.4	77.3	66.8	81.1	118.4
Non-current liabilities         6.1         8.5         6.6         11.6         15.0           Current liabilities         56.5         53.2         40.0         40.7         32.4           Liabilities classified as held for sale         4.5         4.5           Balance sheet total         144.4         132.2         112.3         124.2         160.2           PROFITABILITY AND OTHER KEY FIGURES           Return on equity % (ROE) *)         9.0         1.6         -9.4         -17.1         -2.9           Return on investment % (ROI) *)         9.2         1.7         -6.6         -16.6         -0.8           Interest-bearing net liabilities, (MEUR)         -37.7         4.0         -0.9         -7.4         -42.4           Net gearing, %         -46.1         6.1         -1.4         -10.3         -37.6           Equity ratio, %         65.1         54.5         62.9         62.4         71.5           Gross investments, (MEUR) *)         7.9         11.4         12.4         10.7         4.0           Gross investments, % of net sales         4.0         6.5         7.7         6.6         2.6           R&D costs, (MEUR) *)         18.5         22.0         22.1         21	Assets classified as held for sale		7.7			
Current liabilities       56.5       53.2       40.0       40.7       32.4         Liabilities classified as held for sale       4.5         Balance sheet total       144.4       132.2       112.3       124.2       160.2         PROFITABILITY AND OTHER KEY FIGURES         Return on equity % (ROE) *)       9.0       1.6       -9.4       -17.1       -2.9         Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627 <td>Shareholders' equity</td> <td>81.7</td> <td>66.0</td> <td>65.8</td> <td>71.8</td> <td>112.8</td>	Shareholders' equity	81.7	66.0	65.8	71.8	112.8
Liabilities classified as held for sale       4.5         Balance sheet total       144.4       132.2       112.3       124.2       160.2         PROFITABILITY AND OTHER KEY FIGURES         Return on equity % (ROE) *)       9.0       1.6       -9.4       -17.1       -2.9         Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589	Non-current liabilities	6.1	8.5	6.6	11.6	15.0
Balance sheet total       144.4       132.2       112.3       124.2       160.2         PROFITABILITY AND OTHER KEY FIGURES         Return on equity % (ROE) *)       9.0       1.6       -9.4       -17.1       -2.9         Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589	Current liabilities	56.5	53.2	40.0	40.7	32.4
PROFITABILITY AND OTHER KEY FIGURES         Return on equity % (ROE) *)       9.0       1.6       -9.4       -17.1       -2.9         Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589	Liabilities classified as held for sale		4.5			
Return on equity % (ROE) *)       9.0       1.6       -9.4       -17.1       -2.9         Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589	Balance sheet total	144.4	132.2	112.3	124.2	160.2
Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589	PROFITABILITY AND OTHER KEY FIGURES					
Return on investment % (ROI) *)       9.2       1.7       -6.6       -16.6       -0.8         Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589	Return on equity % (ROE) *)	9.0	1.6	-9.4	-17.1	-2.9
Interest-bearing net liabilities, (MEUR)       -37.7       4.0       -0.9       -7.4       -42.4         Net gearing, %       -46.1       6.1       -1.4       -10.3       -37.6         Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589		9.2	1.7	-6.6	-16.6	
Net gearing, %         -46.1         6.1         -1.4         -10.3         -37.6           Equity ratio, %         65.1         54.5         62.9         62.4         71.5           Gross investments, (MEUR) *)         7.9         11.4         12.4         10.7         4.0           Gross investments, % of net sales         4.0         6.5         7.7         6.6         2.6           R&D costs, (MEUR) *)         18.5         22.0         22.1         21.6         14.7           R&D costs, % of net sales         9.3         12.6         15.0         13.3         9.6           Average personnel during the period, parent and subsidiaries *)         1627         1528         1553         1507         1589		-37.7	4.0	-0.9	-7.4	
Equity ratio, %       65.1       54.5       62.9       62.4       71.5         Gross investments, (MEUR) *)       7.9       11.4       12.4       10.7       4.0         Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589		-46.1	6.1	-1.4	-10.3	-37.6
Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589		65.1	54.5	62.9	62.4	
Gross investments, % of net sales       4.0       6.5       7.7       6.6       2.6         R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589	Gross investments, (MEUR) *)	7.9	11.4	12.4	10.7	4.0
R&D costs, (MEUR) *)       18.5       22.0       22.1       21.6       14.7         R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589		4.0	6.5	7.7	6.6	2.6
R&D costs, % of net sales       9.3       12.6       15.0       13.3       9.6         Average personnel during the period, parent and subsidiaries *)       1627       1528       1553       1507       1589						
Average personnel during the period, parent and subsidiaries *) 1627 1528 1553 1507 1589						

<sup>\*)</sup> Continuing Operations. Excluding Test Tools income statements from years 2012, 2011, 2010

	IFRS	IFRS	IFRS	IFRS	IFRS
	2013	2012	2011	2010	2009
STOCK-RELATED FINANCIAL RATIOS		restated			
Earnings per share from Continuing Operations, EUR					
Basic earnings per share	0.051	0.008	-0.05	-0.13	-0.03
Diluted earnings per share	0.051	0.008	-0.05	-0.12	-0.03
Earnings per share from Discontinuing Operations, EUR					
Basic earnings per share	0.188	0.009	0.01	0.00	0.01
Diluted earnings per share	0.187	0.009	0.01	0.00	0.01
Earnings per share from Continuing and Discontinuing Operations, EUR					
Basic earnings per share	0.239	0.018	-0.04	-0.12	-0.02
Diluted earnings per share	0.238	0.017	-0.04	-0.12	-0.02
Equity per share, EUR	0.63	0.51	0.51	0.55	0.87
Dividend per share EUR *)	0.02	0.01			
Dividend per earnings, %	38.9	119.7			
P/E ratio	51.8	77.8	-9.2	-5.4	-34.5
Effective dividend yield, %	0.8	1.5			
Market values of shares (EUR)					
Highest	2.90	0.79	0.76	1.25	1.40
Lowest	0.64	0.38	0.36	0.66	0.33
Average	1.55	0.64	0.55	0.92	0.62
At the end of period	2.66	0.65	0.38	0.67	0.94
Market value of the stock, (MEUR)	346.1	84.1	49.2	86.7	121.6
Trading value of shares					
MEUR	72.0	6.9	5.0	16.8	11.1
1000 PCS	46 483	10 750	9 169	18 190	17 822
Related to average number of shares %	35.9	8.3	7.1	14.1	13.8
Adjusted number of the shares at the end of					
the period (1000 PCS)	130 101	129 413	129 413	129 413	129 413
Adjusted number of the shares average for					
the period (1000 PCS)	129 528	129 413	129 413	129 413	129 413
Adjusted number of the shares average for					_
the period diluted with stock options (1000 PCS)	130 092	130 238	130 051	130 277	129 580

<sup>\*)</sup> According to the Board of Directors' proposal, year 2013

### **CALCULATION OF KEY RATIOS**

Return on equity % (ROE)	= Profit for the year x 100 Total equity (average for the accounting period)
Return on investment % (ROI)	= Profit before tax + interest and other financial expenses x 100  Balance sheet total - interest-free liabilities (average for the accounting period)
Net gearing, %	= Interest-bearing liabilities - cash and deposits and short-term investments x 100  Total equity
Equity ratio, %	= Total equity x 100 Balance sheet total - advances received
Earnings per share	= Profit attributable to equity holders of the parent Share issue adjusted number of the shares average for the period
Equity per share	= Equity attributable to equity holders of the parent Share issue adjusted number of the shares at the end of the period
Dividend per share	= Dividend for the period (Board's proposal) per share  Adjustment coefficient of post-fiscal share issues
Dividend per earnings, %	= Dividend per share x 100 Earnings per share
P/E ratio	= Share issue adjusted share price at the end of the period Earnings per share
Effective dividend yield, %	= Dividend per share x 100 Share issue adjusted share price at the end of the period

#### 33. SHAREHOLDINGS AND SHARES

### Breakdown of Shares by Shareholding, December 31, 2013

Number of shares	Number of shareholders	Percentage of shareholders	Number of shares pcs.	Percentage of shares and votes
1-100	10 344	42.9	492 947	0.4
101-500	6 788	28.2	1 831 207	1.4
501-1000	2 633	10.9	2 109 901	1.6
1001-5000	3 155	13.1	7 514 820	5.8
5001-10000	558	2.3	4 217 183	3.2
10001-50000	490	2.0	10 636 719	8.2
50001-100000	72	0.3	5 252 091	4.0
100001-500000	48	0.2	12 828 791	9.9
500001-9999999999	19	0.1	85 217 216	65.5
Total	24 107	100.0	130 100 875	100.0
Nominee-registered	10		3 922 322	3.0

### Breakdown of Shareholders by Shareholder Type, December 31, 2013

			Number of	Percentage
	Number of	Percentage of	shares	of shares
Shareholders by shareholder type	shareholders	shareholders	pcs.	and votes
Corporations	746	3.1	18 003 163	13.8%
Financial sector	14	0.1	2 154 944	1.7%
Public sector	2	0.0	500 040	0.4%
Non-profit organizations	50	0.2	940 089	0.7%
Households	23 183	96.2	102 312 232	78.6%
Foreign owners	102	0.4	2 268 085	1.7%
Nominee-registered shares	10	0.0	3 922 322	3.0%
Total	24 107	100.0	130 100 875	100.0%

Largest Shareholders, December 31, 2013	Number of	Percentage of
	shares	shares and votes
Number of shares total	130 100 875	100.0
1. Hulkko Juha, Member of the Board	27 301 862	21.0
2. Hilden Kai	10 831 316	8.3
3. Veikkolainen Erkki, Member of the Board	9 388 719	7.2
4. Harju Jukka, CEO*	7 650 630	5.9
5. Halonen Eero	7 231 041	5.6
6. Syrjälä & Co Oy	3 232 274	2.5
7. Mariatorp Oy	2 800 000	2.2
8. Nordea Bank Finland Plc.	2 713 344	2.1
9. Syrjälä Timo	2 387 715	1.8
10. Laine Seppo, Chairman of the Board	2 120 051	1.6
Total	75 656 952	58.2
Others (including nominee-registered)	54 443 923	41.8
The Board and CEO		
Juha Hulkko, Member of the Board	27 301 862	21.0
Veikkolainen Erkki, Member of the Board	9 388 719	7.2
Harju Jukka, CEO*	7 650 630	5.9
Laine Seppo, Chairman of the Board	2 120 051	1.6
Simberg Staffan, Member of the Board**	450 000	0.3
Halonen Jorma, Member of the Board	21 000	0.0
Total	46 932 262	36.1

<sup>\*</sup> Including the shareholdings of a company controlled by Jukka Harju.

<sup>\*\*</sup> Including the shareholdings of a company controlled by Staffan Simberg.

## Income Statement, Parent

NC	)TES	2013 1000 EUR	2012 1000 EUR
NET SALES	1, 2	1 046	1 032
Other operating income	3	15	537
Raw materials and services			-2
Personnel expenses	4	-1 406	-1 172
Depreciation and reduction in value	5	-34	-51
Other operating expenses	6	-1 144	-978
OPERATING PROFIT		-1 522	-633
Financial income and expenses	7	6 910	515
PROFIT BEFORE EXTRAORDINARY ITEMS		5 387	-118
PROFIT (LOSS) BEFORE APPROPRIATIONS AND TAXES		5 387	-118
Income tax	8	0	-1
NET PROFIT FOR THE FINANCIAL YEAR		5 387	-119

## Balance Sheet, Parent

	2013	2012
NOTES	1000 EUR	1000 EUR
Assets		
Non-current assets		
Intangible assets 9	130	160
Tangible assets	73	73
Investments 11	86 479	98 479
Non-current assets total	86 683	98 713
Current assets		
Receivables		
Non-current receivables 12		
Current receivables 13	3 819	26 970
Receivables total	3 819	26 970
Cash and bank deposits	25 980	9 764
Current assets total	29 800	36 734
Total Assets	116 482	135 447
Shareholders' Equity and Liabilities		
Shareholders' equity 14		
Share capital	12 941	12 941
Invested non-restricted equity fund	24 533	38 697
Retained earnings	64 371	65 785
Net profit for the year	5 387	-119
Shareholders' equity total	107 233	117 304
Liabilities 15		
Non-current liabilities	0	2 281
Current liabilities	9 249	15 863
Liabilities total	9 249	18 143
Shareholders' Equity and Liabilities Total	116 482	135 447

## Cash Flow, Parent

	2013	2012
	1000 EUR	1000 EUR
Cash Flow From Operating Activities		
Profit before extraordinary items	5 387	-118
Adjustments:		
Depreciation according to plan	34	51
Effects of non-cash business activities	193	
Financial income and expenses	-6 910	-515
Cash flow before change in net working capital	-1 295	-583
Change in net working capital		
Change in interest-free short-term receivables	1 417	-258
Change in interest-free short-term payables	-128	-1 268
Cash flow before financing activities	-7	-2 109
Interest paid	-484	-609
Dividends received	6 000	0
Interest received	1 306	776
Income taxes paid	0	-1
Net cash from operating activities	6 815	-1 944

## Cash Flow, Parent

	2012	2012
	2013	2012
Cook Flow From Invasting Astinities	1000 EUR	1000 EUR
Cash Flow From Investing Activities		
Purchase of tangible and intangible assets	-4	-12
Purchase of investments	-7 000	
Net cash used in investing activities	-7 004	-12
Cash Flow from Financial Activities		
Share option plans exercised	148	
Proceeds from borrowing		11 281
Repayment of borrowing	-11 281	
Change in interest-free short-term receivables in Group	21 819	-6 413
Change in interest-free short-term payables in Group	2 324	996
Capital repayment received	19 000	
Dividend paid and capital repayment	-15 605	
Net cash used in financial activities	16 405	5 863
Net Change in Cash and Cash Equivalents	16 216	3 907
Cash and cash equivalents at beginning of period	9 764	5 857
Cash and cash equivalents at end of period	25 980	9 764
Change in cash and cash equivalents in balance sheet	16 216	3 907

# Accounting Principles for the Preparation of Financial Statements of the Parent Company

The financial statements have been prepared in accordance with the Finnish Accounting Act.

### **Valuation Principles**

#### Valuation of Non-current Assets

Non-current assets are capitalized in the balance sheet at the original acquisition cost deducted by accumulated depreciation. Depreciations according to the plan is calculated either using the straight-line method or the reducing balance method, taking into consideration the useful life of assets.

The depreciation periods are:
Intangible assets 3-10 years
Tangible assets 3-5 years

#### **Valuation of Financial Securities**

Financial securities are valued at fair value. The fair value of forward exchange are defined based on forward exchange prices on balance sheet date and option contracts are defined based on market prices on balance sheet date.

#### **Pensions**

Company has organized pension coverage for its personnel through independent pension insurance companies. The pension insurance expenditures are included into personnel expenses.

### **Leasing Agreements**

Leasing agreements and fixed-term rental agreements are reported as contingent liabilities off the balance sheet.

#### **Income Tax**

Taxes of the financial year have been reported in the income statement as income taxes. Deferred tax or liabilities or receivables has not been recorded on the financial statement.

### **Foreign Currency Items**

The transactions in the income statement have been converted into euro using the exchange rate of the transaction date. Receivables and payables denominated in foreign currency have been converted into euro by using the exchange rate of the European Central Bank at the balance sheet date.

#### **Net Sales**

Sales of goods is recorded when goods have been handed over to the customer or the services have been rendered. Sales are shown net of indirect sales taxes and discounts.

	2013	2012
	1000 EUR	1000 EUR
1. NET SALES BY SEGMENTS		
Common functions	1 046	1 032
Total	1 046	1 032
2. NET SALES BY MARKET AREAS		
Fuene	002	0/0
Europe	982	968 54
America Asia	53 12	10
Total	1046	1 032
TOTAL	1 046	1 032
3. OTHER OPERATING INCOME		
5. OTHER OF ERATING INCOME		
Other operating income	15	537
Total	15	537
4. NUMBER OF PERSONNEL AND PERSONNEL EXPENSES		
Average number of personnel during the fiscal period		
Common functions	10	10
Total	10	10
Number of personnel at year end	9	10
Personnel expenses		
Management salaries	290	290
Board of Directors	138	138
Other salaries and wages	780	575
<u>Total</u>	1 207	1 003
Pension expenses	166	144
Other social expenses	32	25
Total	1 406	1 172
F DEDDEGLETON AND DEDUCTION IN VALUE		
5. DEPRECIATION AND REDUCTION IN VALUE		
Intangible rights	29	29
Other capitalized long-term expenditures	4	7
Machinery and equipment	0	15
Total	34	51

	2013	2012
	1000 EUR	1000 EUR
6. OTHER OPERATING CHARGES	1000 2411	1000 2011
IT equipment and SW expenses	184	172
Premises expenses	37	43
Administrative services	395	289
Travel expenses	92	88
Voluntary staff expenses	11	18
Other business expenses	426	368
Total	1 144	978
Auditors charges		
Auditing	27	27
Tax advice	1	
Other services	14	29
Total	42	56
7. FINANCIAL INCOME AND EXPENSES		
Income from investments		
From Group companies	6 000	
From others	237	31
Total	6 237	31
Other interest and financial income		
From Group companies	648	577
From others	512	540
Total	1 161	1 117
Other interest and financial expenses		
To Group companies	0	0
To others	-488	-632
Total	-489	-632
Reduction in value of investment	0	0
Net financial income and expenses	6 910	515
Net financial income and expenses includes exchange gains and losses	284	132
8. INCOME TAX		
Other direct taxes	0	-1
Total	0	-1
	0	

	2013	2012
	1000 EUR	1000 EUR
9. INTANGIBLE ASSETS		
Intangible rights		
Acquisition cost Jan. 1	286	276
Investments during the period	4	10
Acquisition cost Dec. 31	289	286
Accumulated depreciations Jan. 1	-130	-101
Depreciation for the period	-29	-29
Book value Dec. 31	130	156
Other capitalized long-term expenditures		
Acquisition cost Jan. 1	27	1 383
Acquisition cost Dec. 31	27	1 383
Accumulated depreciations Jan. 1	-22	-1 371
Depreciation for the period	-4	-7
Book value Dec. 31		4
Intangible assets total		
Acquisition cost Jan. 1	313	1 658
Investments during the period	4	10
Acquisition cost Dec. 31	316	1 668
Accumulated depreciations Jan. 1	-152	-1 472
Depreciation for the period	-34	-36
Book value Dec. 31	130	160

	2013	2012
	1000 EUR	1000 EUR
10. TANGIBLE ASSETS		
Machinery and equipment		
Acquisition cost Jan. 1	11	353
Investments during the period		2
Acquisition cost Dec. 31	11	355
Accumulated depreciations Jan. 1	-9	-338
Depreciation for the period	0	-15
Book value Dec. 31	1	2
Other tangible assets		
Acquisition cost Jan. 1	71	71
Acquisition cost Dec. 31	71	71
Book value Dec. 31	71	71
Tangible assets total		
Acquisition cost Jan. 1	82	424
Investments during the period		2
Acquisition cost Dec. 31	82	426
Accumulated depreciations Jan. 1	-9	-338
Depreciation for the period	0	-15
Book value Dec. 31	73	73
11. INVESTMENTS		
Investments in subsidiaries		
Acquisition cost Jan. 1	98 470	98 470
Investments during the period	7 000	
Disposals during the period	-19 000	
Acquisition cost Dec. 31	86 470	98 470
Investments in other shares		
Acquisition cost Jan. 1	9	9
Acquisition cost Dec. 31	9	9
Investments total		
Acquisition cost Jan. 1	98 479	98 479
Investments during the period	7 000	
Disposals during the period	-19 000	
Acquisition cost Dec. 31	86 479	98 479

	2013	2012
	1000 EUR	1000 EUR
12. NON-CURRENT RECEIVABLES		
Loan receivables		
From Group companies		
Total		
Non-current receivables total		
13. CURRENT RECEIVABLES		
Accounts receivable		
From Group companies	400	1 810
From others	50	
Total	450	1 810
Other receivables	2 100	35,000
From Group companies From others	3 189 42	25 008 13
Total	3 231	25 021
TOTAL	3 231	23 021
Prepaid expenses and accrued income		
From Group companies		34
From others	139	105
<u>Total</u>	139	139
Current receivables total	3 819	26 970
14. SHAREHOLDERS' EQUITY		
Share capital at the beginning of the period	12 941	12 941
Share capital at the end of the period	12 941	12 941
Invested unrestricted equity fund at the beginning of the period	38 697	38 697
Share issue	148	
Capital repayment	-14 311	
Invested unrestricted equity fund at the end of the period	24 533	38 697
Retained earnings at the beginning of period	65 666	65 785
Dividend distribution	-1 294	
Net profit for the financial year	5 387	-119
Retained earnings at the end of period	69 759	65 666
Distributable earnings at the end of the period	94 292	104 362
Shareholders' equity total	107 233	117 304

	2013	2012
	1000 EUR	1000 EUR
15. LIABILITIES		
Non-current		
Non-current loans		
Loans from financial institutions	0	2 281
Total	0	2 281
Non-current liabilities total	0	2 281
Current liabilities		
Current loans		
Loans from financial institutions		9 000
<u>Total</u>		9 000
Accounts payable		
To Group companies	4	57
To others	74	139
Total	78	195
Other short-term liabilities		
To Group companies	8 723	6 399
To others	43	79
Total	8 766	6 478
Assessed consequence and defermed in consequence		
Accrued expenses and deferred income  To others	405	100
Total	405 <b>405</b>	189 <b>189</b>
Current liabilities total	9 249	15 863
16. SECURITIES AND CONTINGENT LIABILITIES		
On behalf of Group companies		
Guarantees	10 329	12 810
Against own liabilities		
Floating charges	10 000	10 000
Leasing liabilities		
Falling due in the next year	1 198	2 582
Falling due after one year	1 072	1 089
Rental liabilities Falling due in the next year	23	21
Contractual liablities	23	
Falling due in the next year	401	1 160
17. NOMINAL VALUE OF CURRENCY DERIVATES		
Foreign exchange forwards	70	_
Market value Nominal value	70	F 000
Options Nominal value	6 000	5 000
Currency options purchased		
Market value	44	12
Nominal value	2 500	2 000
Sold options		
Market value	-23	-22
Nominal value	5 000	2 000

18. SHARES AND HOLDINGS	Owned by Parent %	Owned by Group %	Book value 1000 EUR
Subsidiaries			
Elektrobit Technologies Ltd.	100.00	100.00	39 749
Elektrobit Automotive GmbH	100.00	100.00	46 721
Other holdings by Parent			
Oulun Golf Oy			8
Oulu ICT Oy		-	1

### Auditor's Report

### To the Annual General Meeting of Elektrobit Oyj

We have audited the accounting records, the financial statements, the report of the Board of Directors, and the administration of Elektrobit Oyj for the year ended 31 December, 2013. The financial statements comprise the consolidated statement of financial position, income statement, statement of changes in equity and statement of cash flows, and notes to the consolidated financial statements, as well as the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements.

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

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

### **Auditor's Responsibility**

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements and the report of the Board of Directors. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements and report of the Board of Directors that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements and the report of the Board of Directors. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion on the Consolidated Financial Statements

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

### Opinion on the company's Financial Statements and the Report of the Board of Directors

In our opinion, the financial statements and the report of the Board of Directors give a true and fair view of both the consolidated and the parent company's financial performance and financial position in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The information in the report of the Board of Directors is consistent with the information in the financial statements. Oulu, February 19, 2014

Ernst & Young Oy Authorized Public Accountant Firm

Jari Karppinen Authorized Public Accountant

