

## Interim Report for 1 January – 30 June 2007

















### SUMMARY

Group:

CONSOLIDATED KEY FINANCIAL FIGURES

(Figures are unaudited)

- Net sales in the first six months rose to EUR 57.5 million, up 7.5 per cent over the corresponding period previous year
- Net sales in the second quarter were EUR 28.7 (27.9) million
- Operating profit in the first six months was EUR 6.2 (0.8) million or 10.8 (1.4) per cent of net sales
- Operating profit in the second quarter was EUR 2.7 (0.2) million or 9.3 (0.6) per cent of net sales
- Earnings per share in the first six months were EUR 0.36 (0.03), adjusted for full dilution
- New management organization announced

Industry

- Continued slow sales of antenna profiles
- Good development in other industrial segments
- Signs of improved carbon fibre supply situation
- Continued positive effects of the Pacific Composites integration

Sport

- Lower than anticipated sales and increased costs mainly due to sourcing problems

(Figures are unaudited)							] [
EUR million	1.4.–30.6. 2007	1.4.–30.6. 2006	Change %	1.1.–30.6. 2007	1.1.–30.6. 2006	Change %	1.1.–31.12. 2006
	00.7	07.0	2.0	F7 F	F.2. F	7 5	110.4
Net sales	28.7	27.9	2.9	57.5	53.5	7.5	112.4
Operating profit	2.7	0.2	1,523.2	6.2	0.8	706.8	0.4
% of net sales	9.3	0.6		10.8	1.4		0.3
Profit for the period	1.9	0.0		4.3	0.3		-0.7
Shareholders' equity	26.2	25.2	4.0	26.2	25.2	4.0	24.4
Net interest-bearing liabilities	32.3	29.2	10.8	32.3	29.2	10.8	27.5
Capital employed	62.5	59.5	5.0	62.5	59.5	5.0	58.1
Return on equity, %	29.5	-0.3		33.6	2.3		-2.9
Return on capital employed, %	19.1	0.9		22.0	3.1		1.2
Equity ratio, %	31,9	31.1		31.9	31.1		29.9
Net gearing, %	123.5	115.9		123.5	115.9		112.8
Earnings per share, EUR	0.16	0.00		0.36	0.03		-0.06
Earnings per share, EUR, diluted	0.16	0.00		0.36	0.03		-0.06
Equity per share, EUR	2.20	2.12		2.20	2.12		2.05
	2.20	2.12		2.20	2.12		2.00

#### **IFRS REPORTING**

Exel has applied IFRS reporting since the beginning of 2005. This interim report has been prepared in accordance with the recognition and measurement principles of IFRS, which are the same as in the 2006 financial statements.

## **NET SALES**

Exel's consolidated net sales for April-June grew by 2.9 per cent over the previous year to EUR 28.7 (27.9) million. Net sales for January-June grew by 7.5 per cent to EUR 57.5 (53.5) million. The major part of the growth is stemming from the acquisition of Pacific Composites, which was included in the consolidated financial statements as of 1 March 2006. The Sport Division's cross-country and alpine products suffered from the mild winter, stiff competition and sourcing problems.

#### FINANCIAL PERFORMANCE

Exel's operating profit for April-June increased to EUR 2.7 million, compared to EUR 0.2 million (including non-recurring items of EUR -0.4 million) the corresponding period last year. Operating profit for January-June increased to EUR 6.2 million (EUR 0.8 million, including non-recurring items of EUR -2.3 million). Operating profit as a percentage of net sales was 10.8 (1.4) per cent. The improvement of the operating profit has been a result of the restructuring measures taken in the problem units in 2006, especially Mäntyharju, Belgium and the German Sport unit, and the contribution of the Pacific Composites acquisition. The Group's net financial expenses were EUR 0.5 (0.5) million. The Group's pre-tax profit was EUR 5.7 (0.3) million, and profit for the reporting period totalled EUR 4.3 (0.3) million.

# BALANCE SHEET AND FINANCIAL POSITION

The consolidated balance sheet total at the end of the reporting period stood at EUR 82.3 (81.0) million.

At the end of the reporting period, equity was EUR 26.2 (25.2) million, and the equity ratio was 31.9 (31.1) per cent. Interest-bearing liabilities were EUR 36.3 (34.4) million, of which short-term liabilities accounted for EUR 10.5 (7.7) million. Net interest-bearing liabilities were EUR 32.3 (29.2) million, and the net gearing was 123.5 (115.9) per cent.

The cash flow from business operations in the reporting period was EUR -2.2 (+3.2) million. The negative cash flow was mainly caused by increased inventory levels and lower trade payables. At the end of the reporting period, the Group had liquid assets of EUR 5.2 million, compared with EUR 6.2 million at the end of 2006.

## CAPITAL EXPENDITURE

The Group's capital expenditure totalled EUR 1.2 (2.1) million, used mainly for maintenance and replacement purposes. During the period the Plastics business in Germany and one production building in Mäntyharju were sold. The value of the disposals was EUR 1.2 million in line with the capital expenditure made.

## PERSONNEL

The number of people employed by the Exel Group on 30 June 2007 was 566 (668). Of these 256 (347) worked in Finland and 310 (300) abroad. The number of employees averaged 571 (588). The increase from last year outside Finland is mainly due to the acquisition of Pacific Composites. At the same time, there was a reduction of personnel due to the restructuring of the Sport activities and the divestment of Plastics operations in Germany.

### **CHANGES IN GROUP STRUCTURE**

On 1 May 2007 Exel sold its Plastics operations which is focusing on extrusion technology and has operated under Exel GmbH in Rohrdorf, Germany. The operations were sold to a new established company, CPS GmbH. The company's net sales in 2006 were some EUR 2.9 million. 20 employees were transferred to the new company as old employees. By selling the Plastics operations Exel continues to concentrate on its core business operations, pultrusion and the production of composite products. The sale of the business did not impact the Exel Group profit.

## CHANGES IN THE MANAGEMENT

As of 1 July 2007, the Industry Division was organized in two Business Areas: Europe and Asia/Pacific. Business Area Europe is headed by Vesa Korpimies. In addition, he will maintain his duties as Executive Vice President of the Exel Group. Business Area Asia/Pacific is headed by Grant Pearce who has been appointed Senior Vice President and member of the Management Group.

A new function, Operations, has been established. It is headed by Callum Gough, at present Manager of Exel's UK/Belgium operations. He has been appointed acting Senior Vice President Operations and is as such member of Exel Management Group. Exel's Management Group has now the following members: Göran Jönsson, President & CEO; Vesa Korpimies, Executive Vice President and Business Area Manager Europe; Grant Pearce, Senior Vice President and Business Area Manager Asia/Pacific; Ilkka Silvanto, Senior Vice President and CFO and Callum Gough, acting Senior Vice President Operations.

Tarmo Karhapää was appointed General Manager of Exel Industry Finland as of 1 July 2007.

## **BUSINESS SEGMENTS**

The Group's operations are divided into two primary segments: the Industry Division and the Sport Division. The Industry Division includes all production activities in the company as from 1 January 2007. Therefore the Sport Industry business and Mäntyharju operations in Finland, which earlier was part of the Sport Division, were transferred to the Industry Division. The comparative divisional figures from 2006 have been changed correspondingly.

## INDUSTRY DIVISION

EUR million	1.4.–30.6. 2007	1.4.–30.6. 2006	Change %	1.1.–30.6. 2007	1.1.–30.6. 2006	Change %	1.1.–31.12. 2006
Net sales	27.6	26.9	2.6	54.3	50.0	8.6	105.0
Operating profit	4.5	2.1	113.1	8.8	4.2	109.8	9.0
% of net sales	16.2	7.8		16.1	8.4		8.5
Average number of personnel	499	562	-11.2	503	493	2.0	510

## The Industry Division's key financial figures for the reporting period were as follows:

The Industry Division's net sales increased to EUR 54.3 (50.0) million, up 8.6 per cent from the previous year. The transportation, energy and building/construction markets, in particular, were strong. Growth was mainly due to the acquisition of the Pacific Composites Group and new profile applications in the European units. The telecommunication segment continued to be slow.

The profitability was good in all units. The Belgium operations, which experienced problems in 2006, turned around in 2007. In addition, the development in the Chinese unit has also been positive during the first six months.

There are some signs of improvement in the carbon fibre situation. At present there is short-

age only of some special types of carbon fibre.

Operating profit grew by 110 per cent to EUR 8.8 million, up from 4.2 million (including EUR 1.9 million of non-recurring items) last year. This improvement in profitability was due to restructuring measures and productivity gains at the main factories and full half year impact from the Pacific Composites acquisition.

The selling of a production building at Mäntyharju generated a book profit of EUR 0.3 million.

## SPORT DIVISION

### The Sport Division's key financial figures for the reporting period were as follows:

EUR million	1.4.–30.6. 2007	1.4.–30.6. 2006	Change %	1.1.–30.6. 2007	1.1.–30.6. 2006	Change %	1.1.–31.12. 2006
Net sales	2.2	3.9	-44.6	5.9	9.8	-40.0	19.3
Operating profit	-1.8	-1.9	7.9	-2.5	-3.5	29.3	-9.4
% of net sales	-81.3	-48.9		-41.8	-35.5		-48.8
Average number of personnel	46	73	-37.0	49	73	-32.9	69

The Sport Division's net sales in the first six months decreased by 40 per cent from EUR 9.8 million to EUR 5.9 million from the previous year, partly due to the mild winter, which also had a negative impact on reorders. In addition, Exel had delays in deliveries from its Chinese pole suppliers and in addition some major quality problems in conjunction with the production transfer. Therefore, sales ended up substantially lower than previous year. The Nordic Walking market in Germany, however, recovered slightly. The sales of floorball products developed well during the reporting period. The Sport Division's operating loss was EUR -2.5 million compared with -3.5 (-3.1 before non-recurring items) last year. To minimize the negative impact on sales due to delays, the transportation costs were higher than normal. In combination with cost to correct the quality issues the margins in the second quarter were weak. As a consequence of the low sales the inventories increased during the period. Corrective actions to improve logistics were taken and the delivery situation is improving. Also, reinforced quality assurance routines were implemented in China. New purchase routines were established with the target to better match the actual sales level.

## SHARES

At the end of June, Exel's share capital was EUR 2,141,431.74 and the number of shares was 11,896,843. There were no changes in the share capital during the period.

Based on the closing price in the reporting period, market capitalization totalled EUR 192.5 (148.2) million.

## SHARES TRADED ON THE OMX HELSINKI STOCK EXCHANGE

During the reporting period 3,551,182 (3,319,387) shares were traded, accounting for 29.8 (28.2) per cent of the average number of outstanding shares.

The highest share quotation during the reporting period was EUR 16.70 (15.13) and the lowest EUR 12.50 (10.80). The share price closed at EUR 16.18 (12.46). The average share price during the reporting period was EUR 14.05 (12.48).

## DISCLOSURES OF CHANGES IN HOLDINGS

No shareholders' disclosures of changes in holdings in the company were received by Exel.

## OUTLOOK

The focus will remain on restoring the profitability of the Group. This is further underlined by the organizational changes that have been implemented in the primary business area, the Industry Division. The benefits from the Pacific Composites acquisition is expected to continue throughout the year. The antenna profile sales will most likely continue to be slow but the overall positive market development in other areas is expected to continue.

The main concern is the Sport Division's poor profitability mainly caused by the sourcing problems from China. Corrective actions have been taken and it is expected that the situation will be improved during the second half of the year.

The main risks in 2007 lie in market demand in certain Industry and Sport segments, especially Nordic Walking. Other risks are the increased inventories in the Sport Division and the sourcing from China.

For the full year 2007, Exel expects the profit before taxes to improve compared with the 2006 result before taxes and non-recurring items.

Vantaa, 25 July 2007

Exel plc Board of Directors

Göran Jönsson President & CEO

## CONDENSED CONSOLIDATED INCOME STATEMENT, (unaudited)

EUR 1,000	1.4.–30.6. 2007	1.4.–30.6. 2006	Change %	1.1.–30.6. 2007	1.1.–30.6. 2006	Change %	1.1.–31.12. 2006
Net sales	28,721	27,907	2.9	57,518	53,507	7.5	112,395
Other operating income Operating expenses Depreciation and impairment	412 -25,414 -1,057	21 -26,620 -1,144	1,861.9 4.5 7.6	456 -49,645 -2,141	51 -49,793 -2,998	794.1 0.3 28.6	145 -106,047 -6,108
Operating profit	2,662	164	1,532.2	6,188	767	706.8	386
Net financial items	-190	-327	41.9	-530	-478	-10.9	-1,067
Profit before tax	2,472	-162	1,625.9	5,658	290	1,851.0	-681
Income taxes	-526	144	-465.3	-1,408	15		-52
Profit/loss for the period	1,946	-18		4,250	305		-733
Attributable to: Equity holders of the parent company Minority interest	1,946 0	-13 -4		4,250 0	311 -7		-724 -10
Earnings per share, EUR Earnings per share, EUR, diluted	0.16 0.16	0.00 0.00		0.36 0.36	0.03 0.03		-0.06 -0.06

## CONDENSED CONSOLIDATED BALANCE SHEET

EUR 1,000	30.6.2007	30.6.2006	Change	31.12.2006
ASSETS				
Non-current assets				
Goodwill	10,300	14,123	-3,823	10,107
Other intangible assets	2,941	758	2,183	3,158
Tangible assets Deferred tax assets	18,010	20,045	-2,035 370	18,766
Other non-current assets	2,663 76	2,293 71	5	2,200
Non-current assets total	33,990	37,290	-3,300	34,307
Current assets				
Inventories	23,142	20,550	2,592	19,975
Trade and other receivables	20,572	17,919	2,653	20,695
Other liquid assets	0	0	0	0
Cash at bank and in hand Current assets total	3,986 47,700	5,205 43,674	-1,219 4,026	6,199 46,869
Non-current assets held for sale	47,700	43,674	4,028	40,009
Total assets	82,250	80,964	1,286	81,924
EQUITY AND LIABILITIES Shareholders' equity Share capital Share issue Share premium reserve Retained earnings Profit for the period Equity attributable to equity holders of the parent company Minority share Total equity	2,141 0 8,492 11,295 4,250 26,179 0 <b>26,179</b>	2,141 0 8,492 14,222 311 25,166 3 <b>25,169</b>	0 0 -2,927 3,939 1,012 -3 <b>1,010</b>	2,141 0 8,492 14,453 -724 24,363 0 <b>24,363</b>
Non-current liabilities Interest-bearing liabilities Deferred tax liabilities	25,840 695	26,659 1,049	-819 -354	25,752 1,091
Current liabilities Interest-bearing liabilities Trade and other non-current liabilities	10,468 19,069	7,707 20,379	2,761 -1,310	7,934 22,782
Total liabilities	56,071	55,794	277	57,561
Total equity and liabilities	82,250	80,964	1,287	81,924

6 **CXCL** 2007

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY									
EUR 1,000	Share Capital	Share Issue	Share Premium Reserve	Retained Earnings	Minority Interest	Total			
Balance at 1 January 2006 Share issue Exchange rate differences Other items Dividend Profit for the period	2,070 71	287 -287 0 0	5,142 3,550 0 0	19,530 0 -689 101 -4,720 311	-7	27,039 3,134 -689 101 -4,720 305			
Balance at 30 June 2006	2,141	0	8,492	14,533	3	25,170			
Balance at 1 January 2007 Share issue Exchange rate differences Other items Dividend Profit for the period	2,141 0 0	0 0	8,492 0	13,729 0 -55 0 -2,379 4,250	0 0 0 0 0	24,363 0 -55 0 -2,379 4,250			
Balance at 30 June 2007	2,141	0	8,492	15,545	0	26,179			

## S

## CONDENSED CONSOLIDATED CASH FLOW STATEMENT

EUR 1,000	1.1.–30.6. 2007	1.1.–30.6. 2006	Change	1.1.–31.12. 2006
<b>Cash flow from operating activities</b> Profit for the period Adjustments Change in working capital	4,250 3,936 -7,827	305 4,570 883	3,945 -634 -8,710	-733 9,330 245
Cash flow generated by operations Interest paid Interest received Other financial items Income taxes paid Net cash flow from operating activities	359 -954 227 181 -2,061 -2,248	5,758 -273 65 -64 -2,298 3,188	-5,399 -681 162 0 237 -5,681	8,842 -998 195 8 -2,819 5,228
<b>Cash flow from investing activities</b> Acquisitions Disposal of business Capital expenditure Proceeds from sale of fixed assets Other cash flow from investing activities Cash flow from investing activities	0 672 -1,150 493 0 15	-18,687 0 -2,062 32 0 -20,717	18,687 672 912 461 0 20,732	-18,279 0 -2,655 0 0 -20,934
<b>Cash flow from financing</b> Share issue Proceeds from long-term borrowings Instalments of long-term borrowings Change in short-term loans Instalments of finance lease liabilities Dividends paid Net cash flow from financing	0 -992 3,580 -189 -2,379 20	3,134 18,000 -1,248 1,977 -187 -4,720 16,956	-3,134 -18,000 256 1,603 -2 2,341 -16,936	3,134 18,000 -1,991 2,079 -375 -4,720 16,127
Change in liquid funds	-2,213	-573	-1,855	421
Liquid funds in the beginning of period Change in liquid funds Liquid funds at the end of period	6,199 -2,213 3,986	5,778 -573 5,205	421 -1,640 -1,219	5,778 421 6,199

7 **EXEL** 2007

## QUARTERLY KEY FIGURES

EUR 1,000	II/2007	I/2007	IV/2006	III/2006	II/2006	I/2006
Net sales by segment						
Industry	27,577	26,697	27,260	27,691	26,869	15,072
Sport	2,166	3,727	4,972	4,475	3,913	6,875
Intra Group sales	-1,022	-1,628	-1,871	-3,638	-2,875	-3,440
Net sales, total	28,721	28,797	30,361	28,527	27,907	21,947
Operating profit by segment						
Industry	4,478	4,283	2,790	1,984	2,101	3,235
Sport	-1,760	-704	-2,311	-3,602	-1,912	-1,066
Intra Group items	-56	-53	160	597	-23	100
Operating profit, total	2,622	3,526	639	-1,020	164	2,169
	100	240	224	050	207	110
Net financial items	-190	-340	-331	-258	-327	-112
Profit before taxes	2,472	3,186	307	-1,278	-162	2,057
Income taxes Profit for the period	-526 1,946	-882 2,304	-325 -18	258 -1,020	144 -18	-332 1,725
·						
Earnings per share, EUR	0.16	0.19	-0.00	-0.09	0.00	0.15
Earnings per share, EUR, diluted	0.16	0.19	-0.00	-0.09	0.00	0.14
Average number of shares						
undiluted, 1,000 shares	11,897	11,897	11,897	11,897	11,652	11,873
Average number of shares						
diluted, 1,000 shares	11,897	11,897	11,897	11,897	11,896	11,873
Average number of personnel	566	576	556	644	518	652

## COMMITMENTS AND CONTINGENCIES

EUR 1,000	30.6.2007	30.6.2006	31.12.2006
On own behalf Mortgages Corporate mortgages	2,953 12,500	2,953 12,500	2,953 12,500
Lease liabilities - in next 12 months - in next 1-5 years	503 2,324	433 2,403	554 2,246
Other commitments	898	43	805

## DERIVATIVE FINANCIAL INSTRUMENTS

Nominal values, EUR 1,000	30.6.2007	30.6.2006	31.12.2006
Foreign exchange derivatives Forward contracts Purchased currency options Sold currency options Currency swaps Interest rate derivatives Interest rate swaps Purchased interest rate options	8,803 2,969 1,472 502 417 4,667	8,470 3,202 1,585 0 5,971	8,269 3,086 1,922 0 860 4,667

## CONSOLIDATED KEY FIGURES

EUR 1,000	1.1.–30.6. 2007	1.1.–30.6. 2006	Change %	1.1.–31.12. 2006
Net sales Operating profit % of net sales Profit before tax % of net sales Profit for the period % of net sales	57,518 6,188 10.8 5,658 9.8 4,250 7.4	53,507 767 1.4 290 0.5 305 0.6	7.5 706.8 1,851.0 1,293.4	112,395 386 0.3 -681 -0.6 -733 -0.7
Shareholders' equity Interest-bearing liabilities Cash and cash equivalents Net interest-bearing liabilities Capital employed Return on equity, % Return on capital employed, % Equity ratio, % Net gearing, %	26,179 36,307 3,986 32,321 62,486 33.6 22.0 31.9 123.5	25,166 34,366 5,205 29,161 59,536 2.3 3.1 31.1 115.9	4.0 5.6 -23.4 10.8 5.0	24,363 33,687 6,199 27,488 58,050 -2.9 1.2 29.9 112.8
Capital expenditure % of net sales Research and development costs % of net sales	1,150 2.0 1,474 2.6	18,580 34.7 1,160 2.2	-93.8 27.1	19,863 17.7 2,169 1.9
Order stock	16,882	17,902	-5.7	15,040
Earnings per share, EUR Earnings per share, EUR, diluted Equity per share, EUR	0.36 0.36 2.20	0.03 0.03 2.12		-0.06 -0.06 2.05
Average number of shares - cumulative - cumulative, diluted	11,897 11,897	11,763 11,772		11,830 11,847
Average number of employees	571	587	-2.7	600

**Exel Oyj** Uutelantie 24 B, PB 29 52700 Mäntyharju, Finland Tel. +358 20 754 1200 Fax +358 20 754 1202

Exel Oyj, Kivara factory

Muovilaaksontie 2 82110 Heinävaara, Finland Tel. +358 20 754 1200 Fax +358 20 754 1330

## **Exel Sports Oy**

Valimotie 7 01510 Vantaa, Finland Tel. +358 20 7541 200 Fax +358 20 7541 214

Exel GmbH

Hofmühlstrasse 34 83071 Stephanskirchen Deutschland Tel. +49 8031 27450 Fax +49 8031 2475 318

#### **Exel Sports NA**

133 Elm Street Winooksi, Vermont 05404 USA Tel. +1 802 846 5565 Fax +1 802 846 5561

Exel Composites N.V.

Industriepark De Bruwaan 2 BE-9700 Oudenaarde Belgium Tel. +32 (55) 33 30 11 Fax +32 (55) 33 30 40

## International Gateway AB

Furunäsvägen 105 S-941 52 Piteå Sweden Tel. +46 911 66501 Fax +46 911 66 142

# **Exel Composites GmbH** Industriestrasse – West 8

8605 Kapfenberg, Austria Tel. +43 3862 33 180 Fax +43 3862 33 18025

**Nordic Sports Products** (Beijing) Ltd No. 11 Ti Yu Guan Road Chong Wan District Beijing 100061, China Tel. +86 10 671 83808 Fax +86 10 671 83808

**Pacific Composites Pty. Ltd.** 991 Mountain Highway Boronia Victoria 3155, Australia Tel. +61 3 8727 9600 Fax +61 3 8727 9688

**Pacific Composites Pty. Ltd.** 15 Ada Street Coopers Plains Queensland 4108, Australia Tel. +61 7 3274 1099 Fax +61 7 3274 2041

## **Pacific Composites**

(Nanjing) Co. Ltd. No 2120, Cheng Xin Da Dao Science Park Jiangning, Nanjing 21112, China Tel. +86 25 5216 4669 Fax +86 25 5216 4993

**Fibreforce Composites Ltd** 

Fairoak Lane, Whitehouse Runcorn, Cheshire WA7 3DU Great Britain Tel. +44 1928 701515 Fax +44 1928 713 572

