

# LASSILA & TIKANOJA PLC INTERIM REPORT 1 JANUARY – 30 JUNE 2008

- Net sales for the second quarter EUR 154.4 million (EUR 138.8 million); operating profit EUR 10.2 million (EUR 12.0 million); operating profit excluding non-recurring and imputed items EUR 11.3 million (EUR 13.8 million); earnings per share EUR 0.17 (EUR 0.20)
- Net sales for January-June EUR 301.7 million (EUR 267.9 million); operating profit EUR 33.0 million (EUR 21.2 million); operating profit excluding non-recurring and imputed items EUR 20.1 million (EUR 24.1 million); earnings per share EUR 0.68 (EUR 0.35)
- Full-year net sales are expected to increase by approximately 10 per cent. The operating profit excluding non-recurring and imputed items is expected to be somewhat lower than in the previous year. The capital gain from Ekokem shares will improve earnings.

# **GROUP NET SALES AND FINANCIAL PERFORMANCE**

### Second quarter

Net sales for the second quarter stood at EUR 154.4 million (EUR 138.8 million). This represented an increase of 11.2%, 1.5 percentage points of which came from corporate acquisitions. The operating profit was EUR 10.2 million (EUR 12.0 million), which is 6.6% (8.7%) of net sales. The operating profit excluding non-recurring and imputed items was EUR 11.3 million (EUR 13.8 million). Earnings per share were EUR 0.17 (EUR 0.20).

Organic growth continued. The quarter's performance was burdened by a larger rise than expected in the general cost level, particularly in the prices of transport fuels that can only be transferred into sales prices with a delay. The operating profit was also burdened by changes in the fair values of oil derivatives amounting to EUR 1.1 million (EUR 0.5 million).

### January-June

Net sales for January-June stood at EUR 301.7 million (EUR 267.9 million). This represented an increase of 12.6%, 3.8 percentage points of which came from corporate acquisitions. The operating profit was EUR 33.0 million (EUR 21.2 million), which is 10.9% (7.9%) of net sales. The operating profit excluding non-recurring and imputed items was EUR 20.1 million (EUR 24.1 million). Earnings per share were EUR 0.68 (EUR 0.35).

Organic growth outperformed market growth, and new service products were introduced to the market. The operating profit was improved by a capital gain of EUR 14.3 million from the sale of Ekokem shares in January. The operating profit excluding non-recurring and imputed items was burdened by a rapid increase in production costs and a decline in the demand for recycled fuels and biofuels due to the mild winter. The operating profit was burdened by changes in the fair values of oil derivatives amounting to EUR 1.4 million (EUR 1.6 million).

### Financial summary

	4-6/	4-6/	Change	1-6/	1-6/	Change	1-12/
	2008	2007	%	2008	2007	%	2007
Net sales, EUR million	154.4	138.8	11.2	301.7	267.9	12.6	554.6
Operating profit excluding							
non-recurring and imputed							
items, EUR million*	11.3	13.8	-18.1	20.1	24.1	-16.6	54.3
Operating profit, EUR million	10.2	12.0	-15.3	33.0	21.2	55.8	48.8
Operating margin, %	6.6	8.7		10.9	7.9		8.8
Profit before tax, EUR million	9.2	11.1	-17.2	30.9	19.4	59.3	44.5
Earnings per share, EUR	0.17	0.20	-15.0	0.68	0.35	94.3	0.83
EVA, EUR million	2.8	6.0	-53.3	18.6	9.6	93.8	23.0

\* Breakdown of operating profit excluding non-recurring and imputed items is presented at the end of the explanatory statement.



# NET SALES AND FINANCIAL PERFORMANCE BY DIVISION

#### **Environmental Services**

#### Second quarter

The net sales of Environmental Services (waste management, recycling services, L&T Biowatti, environmental products) in the second quarter amounted to EUR 76.6 million (EUR 71.7 million), an increase of 6.8%. The operating profit was EUR 8.2 million (EUR 8.1 million).

Rapidly increasing production costs, particularly an increase in the prices of transport fuels, burdened the division's operating performance. The cost increase had its greatest effect in waste management, which fell short of its targets. The profitability of recycling services was weakened by a continuing increase in the purchase prices of certain waste materials and a downturn in the availability of recycled materials from the forest industry. The heating values of biofuels supplied by L&T Biowatti were higher than in the comparison period, and its performance improved.

Operations outside Finland within Environmental Services expanded, and performance developed favourably. Net sales from Environmental Products continued to increase.

All units within waste management and recycling services received certificates for quality, environmental, occupational health and safety management. The objective of certification is to improve service and reinforce shared operating procedures.

#### January-June

Environmental Services' net sales for January-June amounted to EUR 152.1 million (EUR 137.1 million), an increase of 10.9%. The operating profit was EUR 16.6 million (EUR 16.9 million).

It was not possible to transfer the major increase in transport fuel prices completely into sales prices. Prices will be increased with a delay, and production efficiency measures were initiated in order to adapt to increased production costs.

Construction of substantial added capacity was initiated at the Kerava recycling park. The capacity of the Kerava plant will be doubled to almost 400,000 tonnes by 2010, and the recovery rate will increase substantially. Due to the reduced capacity of the landfill at the Kerava plant for technical reasons, the costs of disposal of plant reject will increase. The industrial waste landfill under construction in Kotka is expected to be completed within the next few months.

The demand for L&T Biowatti's biofuels was substantially lower than expected, which was due to the exceptionally mild winter. Warm weather also hampered the collection of forest processed chips, and subcontracting costs increased. L&T Biowatti will invest in its own collecting, processing and transport equipment for forest processed chips and start the production of wood pellets during the current year.

The business in Russia and Latvia developed as planned. Resources were increased to further expand international operations.

## **Property and Office Support Services**

#### Second quarter

The net sales of Property and Office Support Services (property maintenance and cleaning services) in the second quarter totalled EUR 57.1 million (EUR 48.7 million), an increase of 17.4%. The operating profit was EUR 1.2 million (EUR 1.7 million).

Growth in net sales continued thanks to acquisitions made in the previous year. Organic growth was strong particularly in property maintenance. The division's performance weakened due to increased production costs that could not be transferred fully to prices.

Operations in Sweden remained in the red, and an extensive action programme to improve profitability is underway.



## January-June

The January-June net sales of Property and Office Support Services totalled EUR 112.7 million (EUR 97.4 million), an increase of 15.7%. The operating profit was EUR 2.8 million (EUR 2.8 million).

Contract revenue increased, and the sales of additional services were successful. Price competition remained intense, and operations are being adapted to increased production costs.

New service products were again introduced to the market. New products in cleaning services included the L&T<sup>®</sup> EcoCleaning concept, which received the Nordic Ecolabel, also known as the Swan Label, as the first product of the industry in Finland. The concept provides customers the opportunity to carry out concrete environment-friendly actions.

The holding in Blue Service Partners was sold to the joint venture partner in the beginning of February.

The operations in Russia and Latvia developed as planned. The focus in Sweden is still on organic growth and improving profitability. The loss from international operations declined.

# **Industrial Services**

# Second quarter

The net sales of Industrial Services (hazardous waste management, industrial solutions, damage repair services, wastewater services) in the second quarter amounted to EUR 22.1 million (EUR 19.6 million), an increase of 12.7%. The operating profit was EUR 1.2 million (EUR 2.6 million).

Rapid fluctuation in the demand for industrial cleaning services continued, and production could not be adapted to the fluctuation quickly enough. Net sales from all product lines increased but it was not yet possible to transfer the entire increase in the cost level into prices. The operating profit was also burdened by changes in the fair values of oil derivatives amounting to EUR 1.1 million (EUR 0.5 million), as well as the costs of raw material storage for the L&T Recoil re-refinery for used lubricating oil that is currently under construction.

New partner agreements were made in damage repair services, and the service network was expanded.

Demand for the division's services improved towards the end of the period.

### January-June

The January-June net sales of Industrial Services amounted to EUR 39.4 million (EUR 35.7 million), an increase of 10.4%. The operating profit was EUR 0.3 million (EUR 2.5 million).

Most of the growth came from operations transferred from Environmental Services. The demand for Industrial Services is usually weakest early in the year; however, demand in the comparison period was exceptionally strong. Production could not be adapted quickly enough to the rapid fluctuation in the demand for services. In the first quarter the earnings were also burdened by difficulties in delivering recycled fuels.

The earnings were also burdened by changes in the fair values of oil derivatives amounting to EUR 1.4 million (EUR 1.6 million).

Pricing will be adjusted, and all product lines will focus on improving profitability. The L&T Recoil re-refinery is expected to be completed towards the end of the year.



# FINANCING

At the end of the period, interest-bearing liabilities amounted to EUR 2.1 million more than a year earlier. Net interest-bearing liabilities, totalling EUR 111.8 million, increased by EUR 6.9 million from the comparison period and by EUR 25.4 million from the beginning of the year. Net finance costs increased by EUR 0.1 million in the second quarter and by EUR 0.3 million in January-June. Interest expenses increased by EUR 0.1 million in the second quarter and by EUR 0.4 million in January-June.

An expense of EUR 0.1 million arising from changes in the fair values of interest rate swaps was recognised in the finance costs while there were none of them in the comparison period. Net finance costs were 0.7% (0.7%) of net sales and 6.3% (8.4%) of operating profit.

In January-June, a total of EUR 0.4 million arising from the change in the fair value of interest rate swaps to which hedge accounting under IAS 39 is applied, was recognised as an increase in equity.

The equity ratio was 44.5% (42.2%) and the gearing rate 57.7 (61.2). Cash flows from operating activities in January-June amounted to EUR 25.9 million (EUR 24.7 million), and EUR 2.3 million were tied up in the working capital (EUR 5.8 million).

# DIVIDEND

The Annual General Meeting held on 1 April 2008 resolved on a dividend of EUR 0.55 per share. The dividend, totalling EUR 21.3 million, was paid to the shareholders on 11 April 2008.

# **CAPITAL EXPENDITURE**

Capital expenditure totalled EUR 31.4 million (EUR 64.7 million). Production plants were built and machinery and equipment were purchased and information systems were replaced.

On 1 April 2008, the property maintenance services business of Rantakylän Talonhuolto Oy was acquired into Property and Office Support Services (annual net sales EUR 0.2 million).

In the first quarter the cleaning services business of Siivouspalvelu Siivoset Oy and the cleaning services business of Siivousliike Lainio Oy were acquired into Property and Office Support Services. The business of Obawater Oy was acquired into waste water services within Industrial Services. The combined annual net sales of the acquired businesses totalled EUR 0.7 million.

### PERSONNEL

In January-June, the average number of employees converted into full-time equivalents was 7.972 (7.398). At the end of the period, the total number of full-time and part-time employees was 10.087 (9.486). Of them 7.694 (7.212) people worked in Finland and 2.393 (2.274) people in other countries.

# SHARE AND SHARE CAPITAL

### Traded volume and price

The volume of trading in Lassila & Tikanoja plc shares on OMX Nordic Exchange Helsinki from January through June was 12,459,495, which is 32.1% (24.6%) of the average number of shares. The value of trading was EUR 217.9 million. The trading price varied between EUR 14.60 and EUR 23.00. The closing price was EUR 15.57. The market capitalisation was EUR 604.1 million (EUR 971.8 million) at the end of the period.



# Share capital

At the beginning of the year the company's registered share capital amounted to EUR 19,392,187. Since the beginning of the year, 12,500 shares have been subscribed for pursuant to 2005A share options. After these subscriptions the share capital is EUR 19,398,437, and the number of the shares 38,796,874 shares.

On 28 July 2008, the Board approved the subscriptions of 2,000 new shares made pursuant to the 2005A share options. As a result of these subscriptions, the company's registered share capital will increase by EUR 1,000 to EUR 19,399,437 and the number of the shares will increase to 38,798,874 shares after the increase has been entered in the Trade Register.

# Share option schemes 2005 and 2008

In 2005, 600,000 share options were issued, each entitling its holder to subscribe for one share of Lassila & Tikanoja plc. In the beginning of the exercise period, 25 key persons held 162,000 2005A options. 33 key persons hold 178,000 2005B options and 42 key persons hold 226,500 2005C options. L&T Advance Oy, a wholly-owned subsidiary of Lassila & Tikanoja plc, holds 8,000 2005A options, 22,000 2005B options and 3,500 2005C options.

The exercise price for the 2005A options is EUR 14.22, for 2005B options EUR 16.98 and for 2005C options EUR 26,87. The exercise period for 2005A options is 2 November 2007 to 29 May 2009, for 2005B options 3 November 2008 to 31 May 2010, and for 2005C options 2 November 2009 to 31 May 2011.

The outstanding options issued under the share option plan 2005 entitle their holders to subscribe for a maximum of 1.4% of the current number of shares. The 2005A options have been listed on the OMX Nordic Exchange Helsinki since 2 November 2007.

The Annual General Meeting of the year 2008 resolved to issue 230,000 share option rights, each entitling its holder to subscribe for one share of Lassila & Tikanoja plc. 43 key persons hold 226,500 options and L&T Advance Oy 3,500 options.

The exercise price for the 2008 options is EUR 16.27. The exercise price of the share options shall, as per the dividend record date, be reduced by the amount of dividend which exceeds 70% of the profit per share for the financial period to which the dividend applies. However, only such dividends whose distribution has been agreed upon after the option pricing period and which have been distributed prior to the share subscription are deducted from the subscription price. The exercise price shall, however, always amount to at least EUR 0.01. The exercise period will be from 1 November 2010 to 31 May 2012.

As a result of the exercise of the outstanding 2008 share options, the number of shares may increase by a maximum of 226,500 new shares, which is 0.6% of the current number of shares.

### Shareholders

At the end of the financial period, the company had 6,123 (4,795) shareholders. Nominee-registered holdings accounted for 9.8% (15.1%) of the total number of shares.

### Notifications on major holdings

On 20 May 2008, Ilmarinen Mutual Pension Insurance Company announced that its holding of the shares and votes in Lassila & Tikanoja plc had exceeded the threshold of 10%.

On 26 March 2008, Varma Mutual Pension Insurance Company announced that its holding of the shares and votes in Lassila & Tikanoja plc had fallen to 4.52%.

### Authorisation for the Board of Directors

The Board of Directors is not authorised to effect any share issues or to launch a convertible bond or a bond with warrants. Neither is the Board authorised to decide on the repurchase nor disposal of the company's own shares.



# **RESOLUTIONS BY THE ANNUAL GENERAL MEETING**

The Annual General Meeting of Lassila & Tikanoja plc, which was held on 1 April 2008, adopted the financial statements for the financial year 2007 and released the members of the Board of Directors and the President and CEO from liability. The AGM resolved that a dividend of EUR 0.55, a total of EUR 21.3 million, as proposed by the Board of Directors, be paid for the financial year 2007. The dividend payment date was 11 April 2008.

The Annual General Meeting confirmed the number of the members of the Board of Directors six. The following Board members were re-elected to the Board until the end of the following AGM: Eero Hautaniemi, Lasse Kurkilahti, Juhani Lassila and Juhani Maijala. Heikki Bergholm and Matti Kavetvuo were elected as new members for the same term.

PricewaterhouseCoopers Oy, Authorised Public Accountants, were elected auditors with Heikki Lassila, Authorised Public Accountant, acting as Principal Auditor.

The Annual General Meeting approved the Board's proposal to issue 230,000 share options to key personnel of the Lassila & Tikanoja Group and/or to a wholly-owned subsidiary of Lassila & Tikanoja plc.

At its organising meeting following the Annual General Meeting, the Board of Directors re-elected Juhani Maijala as Chairman of the Board and Juhani Lassila as Vice Chairman.

# SUMMARY OF STOCK EXCHANGE RELEASES PURSUANT TO ARTICLE 7, CHAPTER 2 OF THE SECURITIES MARKETS ACT

On 22 January 2008, Lassila & Tikanoja sold its holding in the shares of Ekokem Oy Ab to Ilmarinen Mutual Pension Insurance Company. Lassila & Tikanoja had obtained possession of the shares over a period of several years and they no longer had any connection to the business operations of the company and were, consequently, not essential for them. A tax-free capital gain arising from the sale was recognised in the financial statements for the first quarter of the year 2008. The positive effect of the sale on the profit for the period will be EUR 14.2 million.

In a release disclosed on 22 July 2008, the company announced that the full-year operating profit excluding non-recurring and imputed items is estimated to be somewhat lower than in the previous year. Previously the company estimated that the full-year financial performance will remain at the same level as in the previous year.

### **NEAR-TERM UNCERTAINTIES**

If the prices of crucial production factors such as transport fuels continue to increase at the same rate as in the first half of the year, the delay in transferring the cost increase to sales prices may hamper profitability. Changes in the fair values of oil derivatives associated with L&T Recoil's business depend on the development of world market prices for oil, and may have a substantial effect on the operating profit of Industrial Services. If the next winter is mild, this will have a negative impact on L&T Biowatti's earnings development. A planned amendment to Latvian waste legislation may have adverse effects on the competition situation for waste management in Riga towards the end of the year.

# PROSPECTS FOR THE REST OF THE YEAR

The demand outlook in Lassila & Tikanoja's markets remain mostly good but the adaptation of the costs and transferring the cost increases to sales prices will impose challenges.

Full-year net sales are expected to increase by approximately 10 per cent. The operating profit excluding non-recurring and imputed items is expected to be somewhat lower than in the previous year. However, the capital gain from Ekokem shares will improve earnings.



The demand for Environmental Services is expected to remain good. Increasing the capacity of recycling plants and landfills will continue, as well as geographical expansion in Russia. During the rest of the year, L&T Biowatti will continue to invest in strengthening its procurement organisation and collection equipment for forest processed chips, as well as start the production of wood pellets. A potential slowdown in new construction may be reflected in the intake volumes of recycling plants. Environmental Services' operating profit is expected to remain at the same level as in the previous year.

The market outlook for Property and Office Support Services remains good even though the competitive situation is expected to remain challenging and margins are expected to remain tight. Costs in Finland are increased through pay rises and increases in social security costs and transport fuel prices. The division's international operations are expected to improve their performance but still remain in the red. The operating profit from Property and Office Support Services is expected to fall somewhat short of the previous year's level.

The market outlook for Industrial Services remains mostly positive; however, uncertainties in the forest industry will be reflected in services produced by the division. Rapid fluctuations in demand are expected to continue towards the end of the year. The L&T Recoil re-refinery is expected to be completed at the end of the year. The operating profit from Industrial Services is expected to fall short of the previous year's level.

Investments will be lower than in the previous year. The main emphasis will be on profitability improvement.

BREAKDOWN OF OPERATING PROFIT EXCLUDING NON-RECURRING AND IMPUTED ITEMS									
	4-6/	4-6/	1-6/	1-6/	1-12/				
EUR million	2008	2007	2008	2007	2007				
Operating profit	10.2	12.0	33.0	21.2	48.8				
Non-recurring items									
Loss on sale of landfill operations of Salvor and integration of the remaining Salvor's operations		1.3		1.3	2.3				
Reorganisation of Property and Office Support									
Services operations in Russia					0.4				
Gain on sale of the shares of Ekokem			-14.3						
Oil derivatives	1.1	0.5	1.4	1.6	2.8				
Operating profit excluding non-recurring and									
imputed items	11.3	13.8	20.1	24.1	54.3				



## **CONDENSED FINANCIAL STATEMENTS 1 JANUARY-30 JUNE 2008**

# **ACCOUNTING POLICIES**

This interim financial report is in compliance with IAS 34, Interim Financial Reporting Standard. The same accounting policies as in the annual financial statements for the year 2007 have been applied. These interim financial statements have been prepared in accordance with the IFRS standards and interpretations as adopted by the EU. Forthcoming standards and interpretations are presented in the accounting policies in Annual Report 2007. Income tax expense is based on the estimated average annual income tax rate, which would be applicable to expected total annual earnings.

The preparation of financial statements in accordance with IFRS require the management to make such estimates and assumptions that affect the carrying amounts at the balance sheet date for the assets and liabilities and the amounts of revenues and expenses. Judgements are also made in applying the accounting policies. Actual results may differ from the estimates and assumptions.

The interim financial statements have not been audited.

INCOME STATEMENT
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	4-6/	4-6/	1-6/	1-6/	1-12/
EUR 1000	2008	2007	2008	2007	2007
Net sales	154 364	138 759	301 695	267 872	554 613
Cost of goods sold	-135 939	-119 485	-267 741	-231 927	-478 151
Gross profit	18 425	19 274	33 954	35 945	76 462
Other operating income	946	986	15 872	1 628	3 834
Selling and marketing costs	-4 329	-3 888	-8 220	-7 710	-14 616
Administrative expenses	-3 216	-2 950	-6 291	-5 889	-11 614
Other operating expenses	-1 628	-1 382	-2 282	-2 773	-5 291
Operating profit	10 198	12 040	33 033	21 201	48 775
Finance income	436	464	816	779	1 661
Finance costs	-1 426	-1 388	-2 906	-2 555	-5 978
Profit before tax	9 208	11 116	30 943	19 425	44 458
Income tax expense	-2 440	-3 332	-4 442	-5 575	-12 291
Profit for the period	6 768	7 784	26 501	13 850	32 167
·					
Attributable to:					
Equity holders of the company	6 778	7 704	26 502	13 598	31 909
Minority interest	-10	80	-1	252	258
Earnings per share for profit attributab	le to the eq	uity holde	ers of the	company:	1
Earnings per share, EUR	0.17	0.20	0.68	0.35	0.83
Earnings per share, EUR - diluted	0.17	0.20	0.68	0.35	0.82
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# **BALANCE SHEET**

EUR 1000	6/2008	6/2007	12/2007
ASSETS			
Non-current assets			
Intangible assets			
Goodwill	119 900	125 815	119 946
Intangible assets arising from business combinations	27 703	32 137	30 600
Other intangible assets	12 011	9 138	11 571
Total	159 614	167 090	162 117
Property, plant and equipment			-
Land	3 503	3 251	3 532
Buildings and constructions	38 039	36 478	39 594
Machinery and equipment	106 703	93 127	103 832
Other	82	288	82
Advance payments and construction in progress	17 908	4 227	4 830
Total	166 235	137 371	151 870
Other non-current assets			
Investments in associates		3	
Available-for-sale investments	402	2 976	410
Finance lease receivables	4 472	3 435	3 823
Deferred income tax assets	1 435	466	924
Other receivables	634	226	236
Total	6 943	7 106	5 393
Total non-current assets	332 792	311 567	319 380
Current assets			
Inventories	14 518	8 669	14 350
Trade and other receivables	80 088	72 092	71 824
Derivative receivables	1 550	431	1 189
Advance payments	2 354	2 274	774
Available-for-sale investments	2 995	3 295	21 287
Cash and cash equivalents	5 535	10 014	9 521
Total current assets	107 040	96 775	118 945
TOTAL ASSETS	439 832	408 342	438 325



EUR 1000	6/2008	6/2007	12/2007
EQUITY AND LIABILITIES			
Equity			
Equity attributable to equity holders of the company			
Share capital	19 398	19 358	19 392
Share premium reserve	50 645	49 725	50 474
Other reserves	-95	163	14 055
Retained earnings	97 252	85 942	86 327
Profit for the period	26 502	13 598	31 909
Total	193 702	168 786	202 157
Minority interest	214	2 706	187
Total equity	193 916	171 492	202 344
Liabilities			
Non-current liabilities			
Deferred income tax liabilities	29 726	30 221	29 842
Pension obligations	591	457	542
Provisions	1 113	806	953
Interest-bearing liabilities	68 558	64 360	81 411
Other liabilities	690	484	500
Total	100 678	96 328	113 248
Current liabilities			
Interest-bearing liabilities	51 766	53 892	35 757
Trade and other payables	91 102	86 155	85 183
Derivative liabilities	2 192		897
Tax liabilities	153	304	794
Provisions	25	171	102
Total	145 238	140 522	122 733
Total liabilities	245 916	236 850	235 981
		100.015	100.05-
TOTAL EQUITY AND LIABILITIES	439 832	408 342	438 325



# CASH FLOW STATEMENT

EUR 1000	6/2008	6/2007	12/2007
Cash flows from operating activities			
Profit for the period	26 502	13 850	32 167
Adjustments			
Income tax expense	4 442	5 575	12 291
Depreciation and amortisation and impairment	18 618	15 821	33 432
Finance income and costs	2 090	1 776	4 317
Oil derivatives	1 361	1 183	2 947
Gain on sale of shares	-14 258		
Other	-1 308	16	-859
Net cash generated from operating activities before change in working			04.005
capital	37 447	38 221	84 295
Change in working capital			
Change in trade and other receivables	-9 407	-5 645	-4 903
Change in inventories	-182	-1 097	-6 824
Change in trade and other payables	7 310	967	-1 450
Change in working capital	-2 279	-5 775	-13 177
		0110	10 111
Interest paid	-2 576	-1 859	-5 104
Interest received	795	636	1 460
Income tax paid	-7 486	-6 565	-12 041
Net cash from operating activities	25 901	24 658	55 433
Cash flows from investing activities			
Acquisition of subsidiaries and businesses, net of cash acquired	-420	-38 622	-37 050
Proceeds from subsidiaries and businesses, net of sold cash		10.110	1 878
Purchases of property, plant and equipment and intangible assets	-31 180	-16 413	-49 109
Proceeds from sale of property, plant and equipment and intangible	4 070	2 000	0.064
assets Purchases of available-for-sale investments	1 278	2 888 -102	2 261 -147
Change in other non-current receivables	-1	24	-147
Proceeds from sale of available-for-sale investments	16 807	45	1 098
Dividends received	3	40	4
Net cash used in investment activities	-13 513	-52 180	-81 064
Cash flows from financing activities			
Proceeds from share issue	178	2 153	2 936
Change in short-term borrowings	14 414	20 352	23 011
Proceeds from long-term borrowings		30 000	50 302
Repayments of long-term borrowings	-11 109	-15 037	-39 909
Dividends paid	-21 315	-21 360	-21 360
Net cash generated from financing activities	-17 832	16 108	14 980
Net change in liquid assets	-5 444	-11 414	-10 651
Liquid assets at beginning of period	14 008	24 790	24 790
Effect of changes in foreign exchange rates	-36	-66	-131
Change in fair value of current available-for-sale investments	2	-1	101
Liquid assets at end of period	8 530	13 309	14 008
· ·			
Liquid assets			
EUR 1000	6/2008	6/2007	12/2007
		40.011	0 50 1
Cash Cartificates of deposit and commercial neners	5 535	10 014	9 521
Certificates of deposit and commercial papers	2 995	3 295	4 487
Total	8 530	13 309	14 008



# STATEMENT OF CHANGES IN EQUITY

STATEMENT OF CHANC	SES IN EC	QUITY					
					Equity attributable		
			Revaluation		to equity		
	Share	premium	and other	Retained	holders of the	Minority	Total
EUR 1000	capital	reserve	reserves	earnings	company	interest	equity
Equity at 1.1.2008	19 392	50 474	14 055	118 236	202 157	187	202 344
Hedging reserve,							
change in fair value			371		371		371
Current available-for-sale							
investments, change in							
fair value			-14 237		-14 237		-14 237
Translation differences			-284		-284	28	-256
Items recognised							
directly in equity			-14 150		-14 150	28	-14 122
Profit for the period				26 502	26 502	-1	26 502
Total recognised							
income and expenses			-14 150	26 502	12 351	27	12 378
Share option remuneration							
Subscriptions							
pursuant to 2005 options	6	172			178		178
Remuneration expense of							
share options				339	339		339
Dividends paid				-21 323	-21 323		-21 323
Equity at 30.6.2008	19 398	50 645	-95	123 754	193 702	214	193 916
Equity at 1.1.2007	19 264	47 666	326	106 904	174 160	2 709	176 869
Hedging reserve,							
change in fair value			207		207		207
Current available-for-sale							
investments,			_		_		_
change in fair value			-7		-7		-7
Translation differences			-363		-363		-363
Items recognised			100		4.00		100
directly in equity			-163	10 500	-163	-1	-163
Profit for the period				13 598	13 598	252	13 850
Total recognised			100	10 500	40.405	054	40.000
income and expenses			-163	13 598	13 435	251	13 686
Share option remuneration							
Subscriptions	94	2 059			2 153		2 153
pursuant to 2002 options Remuneration expense of	94	2 009			2 103		2 103
share options				228	228		228
Dividends paid				-21 190	-21 190	-180	-21 370
Purchase of a minority				-21 130	-21 190	-74	-21 370
Equity at 30.6.2007	19 358	49 725	163	99 540	168 786	2 706	171 492
	13 330	73123	105	33 340	100 / 00	2100	111432



# **KEY FIGURES**

	4-6/	4-6/	1-6/	1-6/	1-12/
	2008	2007	2008	2007	2007
Earnings per share, EUR	0.17	0.20	0.68	0.35	0.83
Earnings per share, EUR - diluted	0.17	0.20	0.68	0.35	0.82
Cash flows from operating activities per share, EUR	0.37	0.40	0.67	0.64	1.43
EVA, EUR million	2.8	6.0	18.6	9.6	23.0
Capital expenditure, EUR 1000	17 328	17 516	31 421	64 701	93 187
Depreciation and amortisation, EUR 1000	9 379	8 103	18 618	15 821	33 432
Equity per share, EUR Return on equity, ROE, % Return on invested capital, ROI, % Equity ratio, % Gearing, % Net interest-bearing liabilities, EUR 1000 Average number of employees in full-time equivalents Total number of full-time and part-time employees at end of period			4.99 26.8 21.4 44.5 57.7 111 795 7 972 10 087	4.36 15.9 16.1 42.2 61.2 104 943 7 398 9 486	5.21 17.0 17.6 46.6 42.7 86 360 7 819 9 387
Adjusted number of shares, 1000 shares average during the period at end of period average during the period, diluted			38 794 38 797 38 830	38 587 38 716 38 824	38 670 38 784 38 843



# SEGMENT REPORTING

# NET SALES

EUR 1000	4-6/ 2008	4-6/ 2007	Change %	1-6/ 2008	1-6/ 2007	Change %	1-12/ 2007
Environmental Services Property and Office Support	76 639	71 744	6.8	152 119	137 142	10.9	279 845
Services Industrial Services Group admin. and other	57 114 22 052	48 660 19 572 3	17.4 12.7	112 688 39 427	97 380 35 722 6	15.7 10.4	204 141 75 479 10
Inter-division net sales	-1 441 154 364	-1 220 138 759	11.2	-2 539 301 695	-2 378 267 872	12.6	-4 862 554 613

# **OPERATING PROFIT**

	4-6/		4-6/		1-6/		1-6/		1-12/	
EUR 1000	2008	%	2007	%	2008	%	2007	%	2007	%
Environmental Services	8 151	10.6	8 104	11.3	16 574	10.9	16 875	12.3	34 977	12.5
Property and Office Support										
Services	1 156	2.0	1 690	3.5	2 765	2.5	2 777	2.9	11 005	5.4
Industrial Services	1 162	5.3	2 595	13.3	284	0.7	2 456	6.9	4 769	6.3
Group admin. and other	-271		-349		13 410		-907		-1 976	
L&T total	10 198	6.6	12 040	8.7	33 033	10.9	21 201	7.9	48 775	8.8

# OTHER SEGMENT REPORTING

EUR 1000	4-6/ 2008	4-6/ 2007	1-6/ 2008	1-6/ 2007	1-12/ 2007
Assets Environmental Services Property and Office Support Services Industrial Services Group admin. and other <u>Non-allocated assets</u> L&T total			258 219 77 139 90 156 381 13 937 439 832	243 519 76 546 68 625 2 908 16 744 408 342	250 980 75 508 78 311 2 814 <u>30 712</u> 438 325
Liabilities Environmental Services Property and Office Support Services Industrial Services Group admin. and other Non-allocated liabilities L&T total			41 149 33 532 19 217 627 151 391 245 916	43 132 30 251 11 888 1 850 149 729 236 850	36 935 32 447 17 046 667 148 886 235 981
Capital expenditure Environmental Services Property and Office Support Services Industrial Services Group admin. and other L&T total	7 977 2 338 7 013 17 328	6 547 8 839 2 130 17 516	14 314 4 773 12 334 31 421	43 853 17 335 3 470 <u>43</u> 64 701	60 704 20 040 12 267 <u>176</u> 93 187
Depreciation and amortisation Environmental Services Property and Office Support Services Industrial Services Group admin. and other L&T total	5 690 2 152 1 537 <u>1</u> 9 380	5 054 1 766 1 283 8 103	11 328 4 243 3 045 <u>2</u> 18 618	9 737 3 518 2 565 1 15 821	20 330 7 782 5 315 5 33 432



# **INCOME STATEMENT BY QUARTER**

EUR 1000	4-6/ 2008	1-3/ 2008	10-12/ 2007	7-9/ 2007	4-6/ 2007	1-3/ 2007	10-12/ 2006	7-9/ 2006
Net sales								
Environmental Services	76 639	75 480	74 788	67 915	71 744	65 398	53 765	52 696
Property and Office								
Support Services	57 114	55 574	54 798	51 963	48 660	48 720	44 584	41 463
Industrial Services	22 052	17 375	19 867	19 890	19 572	16 150	18 252	18 500
Group admin. and other			1	3	3	3	3	19
Inter-division net sales	-1 441	-1 098	-1 282	-1 202	-1 220	-1 158	-1 242	-1 030
L&T total	154 364	147 331	148 172	138 569	138 759	129 113	115 362	111 648
Operating profit								
Environmental Services	8 151	8 423	8 372	9 730	8 104	8 771	7 104	10 056
Property and Office								
Support Services	1 156	1 609	4 015	4 213	1 690	1 087	1 154	4 833
Industrial Services	1 162	-878	180	2 133	2 595	-139	3 025	3 730
Group admin. and other	-271	13 681	-468	-601	-349	-558	-971	1 233
L&T total	10 198	22 835	12 099	15 475	12 040	9 161	10 312	19 852
Operating margin								
Environmental Services	10.6	11.2	11.2	14.3	11.3	13.4	13.2	19.1
Property and Office								
Support Services	2.0	2.9	7.3	8.1	3.5	2.2	2.6	11.7
Industrial Services	5.3	-5.1	0.9	10.7	13.3	-0.9	16.6	20.2
L&T total	6.6	15.5	8.2	11.2	8.7	7.1	8.9	17.8
-		4 4 6 6	4 0 1=	4.00.1	<b></b>	0.50	0.00	740
Finance costs, net	-990	-1 100	-1 247	-1 294	-924	-852	-366	-740
Share of profits of								
associates							18	
Profit before tax	9 208	21 735	10 852	14 181	11 116	8 309	9 964	19 112

In September 2007, L&T obtained full ownership of Salvor Oy. The business operations of Salvor were reorganised and most of the operations were transferred from Environmental Services into Industrial Services. The figures for the comparison period have been adjusted accordingly.



# **BUSINESS ACQUISITIONS**

# **Business combinations in aggregate**

	Fair values used in	Carrying amounts
EUR 1000	consolidation	before consolidation
Property, plant and equipment	116	116
Customer contracts	158	
Agreements on prohibition of competition	81	
Trade and other receivables	10	10
Total assets	366	126
Net assets	366	126
Goodwill arising from acquisitions	55	
Acquisition cost	420	
Acquisition cost	420	
Cash flow effect of acquisitions	420	

The cleaning services business of Siivouspalvelu Siivoset Oy was acquired into Property and Office Support Services on 1 January 2008, the cleaning services business of Siivousliike Lainio Oy on 1 March 2008 and the property maintenance services business of Rantakylän Talonhuolto Oy on 1 April 2008. The business of Obawater Oy was acquired into waste water services within Industrial Services on 15 February 2008.

The aggregate net sales of the acquired companies totalled EUR 680 thousand. The aggregate acquisition cost was EUR 420 thousand, of which EUR 55 thousand was recognised in goodwill. All itemisations in accordance with IFRS 3 are not presented because the figures are immaterial.

The accounting policy concerning business combinations is presented in Annual Report 2007 under Note 2 of the consolidated financial statements and under Summary on significant accounting policies.



# **CHANGES IN INTANGIBLE ASSETS**

EUR 1000	1-6/2008	1-6/2007	1-12/2007
Carrying amount at beginning of period	162 117	124 407	124 407
Business acquisitions	294	45 552	41 885
Other capital expenditure	1 823	1 844	5 403
Disposals	-2	-1 073	-1 546
Amortisation and impairment	-4 506	-3 514	-7 921
Transfers between items			228
Exchange differences	-112	-126	-339
Carrying amount at end of period	159 614	167 090	162 117

# CHANGES IN PROPERTY, PLANT AND EQUIPMENT

EUR 1000	1-6/2008	1-6/2007	1-12/2007
Carrying amount at beginning of period	151 870	134 038	134 038
Business acquisitions	116	1 756	5 574
Other capital expenditure	29 188	15 462	40 147
Disposals	-648	-1 533	-2 096
Depreciation and impairment	-14 112	-12 306	-25 511
Transfers between items			-228
Exchange differences	-179	-46	-54
Carrying amount at end of period	166 235	137 371	151 870

# **CAPITAL COMMITMENTS**

EUR 1000	1-6/2008	1-6/2007	1-12/2007
Intangible assets	1 616	140	70
Property, plant and equipment	18 806	6 301	8 646
Total	20 422	6 441	8 716
The Group's share of capital commitments of joint ventures	15 780	4 800	8 584

# **RELATED-PARTY TRANSACTIONS**

(Joint ventures)

1-6/2008	1-6/2007	1-12/2007
574	563	1 851
	185	247
5 396	3 296	2 646
55	126	110
	5	
	574 5 396	574 563 185   5 396 3 296   55 126



# **CONTINGENT LIABILITIES**

EUR 1000	6/2008	6/2007	12/2007
Securities for own commitments			
Real estate mortgages	10 192	10 514	10 114
Corporate mortgages	10 192	12 500	15 000
Other securities	186	12 300	182
		100	102
Bank guarantees required for environmental permits	4 155	2 430	4 309
Other securities are security deposits.			
The Group has given no pledges, mortgages or guarantees of	n behalf of outsid	ders.	
Operating lease liabilities			
EUR 1000	6/2008	6/2007	12/2007
	0/2000	0/2001	12/2007
Maturity not later than one year	8 034	6 181	7 424
Maturity later than one year and not later than five years	16 214	12 938	15 611
Maturity later than five years	5 492	3 318	3 905
Total	29 740	22 437	26 940
Derivative financial instruments			
Interest rate swaps			
EUR 1000	6/2008	6/2007	12/2007
Nominal values of interest rate swaps*			
Maturity not later than one year	15 000	15 500	7 500
Maturity later than one year and not later than five years		15 000	15 000
Total	15 000	30 500	22 500
Fair value	301	693	394
Nominal values of interest rate swaps**	4 000	4 400	2 000
Maturity not later than one year	4 629	1 429	3 029
Maturity later than one year and not later than five years Maturity later than five years	18 514 9 714	5 714 7 142	18 514 12 028
Total	32 857	14 285	33 571
Fair value	1 204	14 265 799	703
	1 204	199	103

\* Hedge accounting under IAS 39 has not been applied to these interest rate swaps. Changes in fair values have been recognised in finance income and costs.

\*\* The interest rate swaps are used to hedge cash flow related to a floating rate loan, and hedge accounting under IAS 39 has been applied to it. The hedges have been effective, and the total change in the fair values have been recognised in the hedging fund under equity.

Currency derivatives EUR 1000	6/2008	6/2007	12/2007
Nominal values of forward contracts*	2 259	2 046	2 184
Maturity not later than one year Fair value	-17	2 046	2 104

\* Hedge accounting under IAS 39 has not been applied to the currency derivatives. Changes in fair values have been recognised in finance income and costs.



Oil derivatives			
1000 bbl	6/2008	6/2007	12/2007
Volume of crude oil put options			
Maturity not later than one year	226	68	182
Maturity later than one year and not later than five years	114	340	226
Total	340	408	408
Fair value, EUR 1000	18	835	83
Volume of sold crude oil futures			
Maturity not later than one year	42	42	42
Fair value, EUR 1000	-2 192	-409	-897

Hedge accounting under IAS 39 has not been applied to oil derivatives. Changes in fair values have been recognised in other operating expenses.

The fair values of the oil options have been determined on the basis of a generally used measurement model. The fair values of other derivative contracts are based on market prices at the balance sheet date.

# **CALCULATION OF KEY FIGURES**

Earnings per share: profit attributable to equity holders of the parent company /adjusted average number of shares

Cash flows from operating activities/share: cash flow from operating activities as in the cash flow statement / adjusted average number of shares

EVA:

operating profit - cost calculated on invested capital (average of four quarters) before taxes WACC 2007: 8.75% WACC 2008: 9.3%

Equity/share: profit attributable to equity holders of the parent company / adjusted number of shares at year end

Return on equity, % (ROE): (profit for the period / shareholders' equity (average)) x 100

Return on investment, % (ROI): (profit before tax + interest expenses and other finance costs) / (balance sheet total - non-interest-bearing liabilities (average)) x 100

Equity ratio, %: shareholders' equity / (balance sheet total - advances received) x 100

Gearing, %: net interest-bearing liabilities / shareholders' equity x 100

Interest-bearing liabilities: Interest-bearing liabilities - liquid assets



Helsinki 28 July 2008

LASSILA & TIKANOJA PLC Board of Directors

Jari Sarjo President and CEO

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Lassila & Tikanoja specialises in environmental management and property and plant support services. L&T is operative in Finland, Sweden, Latvia, Russia and Norway. Net sales in 2007 amounted to 555 million euro. L&T employs 10000 persons, 2400 of which are located outside Finland. L&T's shares are listed on OMX Nordic Exchange Helsinki.

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