Interim Report 1–9/2019

Tulikivi Corporation
Interim report 1–9/2019: Net sales were at the previous year's level, profitability improves
1 November 2019 at 1 pm

- The Tulikivi Group's third-quarter net sales were EUR 6.6 million (EUR 6.4 million in July–September 2018). The Tulikivi Group's third-quarter operating result was EUR 0.1 (-0.3) million and EUR -0.1 (-0.5) million before taxes.
- The Tulikivi Group's net sales in January–September 2019 were EUR 19.9 million (EUR 19.9 million in January–September 2018), its operating result was EUR -0.3 (-0.5) million and its result before taxes was EUR -0.9 (-1.1) million.
- Net cash flow from operating activities was EUR -0.1 (0.4) million in the third quarter and EUR 0.5 (1.1) million in January–September 2019.
- Order books at the end of the review period stood at EUR 3.8 (3.9) million.
- The sales of the new Karelia and Pielinen fireplace collections grew by 17%.
- The project for the sale of the talc deposits in Suomussalmi is proceeding.
- Future outlook: Net sales are expected to increase in 2019, and the comparable operating profit is expected to be positive.

Key financial ratios

	1-9/19	1-9/18	Change, %	1-12/18	7-9/19	7-9/18	Change, %
Sales, MEUR	19.9	19.9	0.2 %	28.6	6.6	6.4	3.2 %
Operating profit/loss, MEUR	-0.3	-0.5	40.6 %	-1.0	0.1	-0.3	121.5 %
Operating profit/loss without impairment loss, MEUR	-0.3	-0.5	40.6 %	-0.5	0.1	-0.3	121.5 %
Profit before tax, MEUR	-0.9	-1.1	17.8 %	-1.8	-0.1	-0.5	83.0 %
Total comprehensive income for the period, MEUR	-0.9	-1.1	16.6 %	-1.8	-0.1	-0.5	82.3 %
Earnings per share, Euro	-0.01	-0.02		-0.03	0.00	-0.01	
Net cash flow from operating activities, MEUR	0.5	1.1		1.6	-0.1	0.4	
Equity ratio, %	24.7	28.1		27.4			
Net indebtness ratio, %	170.5	146.4		156.6			
Return on investments, %	-1.5	-2.6		-3.8	0.4	-1.2	

Comments by Heikki Vauhkonen, Managing Director:

In the third quarter, our net sales developed favourably in terms of fireplace sales in Finland, as well as in our principal export markets, Germany and Russia.

In Finland, net sales of our fireplace sales grew as a result of higher renovation sales and previously implemented price increases. The sales of fireplaces for new buildings were slightly lower than in the previous year. We are continuing our efforts to enhance sales efficiency in Finland to further increase renovation sales. The sales of saunas developed favourably. The deliveries of interior stone products declined due to a lower number of deliveries to project sites.

The good reception of our new Pielinen products among customers had a positive effect on our net sales in Germany. In Russia, our revamped collections have enabled a stronger focus in sales on the premium market.

Tulikivi's order books at the end of the review period amounted to EUR 3.8 (3.9) million. The company's incoming orders totalled EUR 7.2 (7.1) million in the third quarter.

Our sales margin improved in the third quarter due to profitability improvement measures. Fixed costs decreased as planned in the review period.

The new Karelia and Pielinen fireplace collections continued to significantly increase dealers' and consumers' interest in Tulikivi products in Central Europe and Russia. This has enabled us to open new dealer locations and reactivate old ones. Thanks to these collections, Tulikivi has further strengthened its market position in exports.

In the spring, a new Saramo model with a horizontal door was added to the Karelia collection, along with a Senso digital fireplace controller that makes it easier to use the fireplace and further reduces its already-low emissions. Deliveries of Lako and Juva – fireplace models with vertical sliding doors launched in the Pielinen collection – started in the second quarter, and the new models have been well received in the market.

The JORC study in connection with the Suomussalmi talc project was completed in August 2019. The mineral resource report shows that the deposit is significant on the European scale. Because of its extent and shape, the Haaponen deposit can be efficiently mined as an open pit. Open pit optimisation based on the mineral resource report and our cash flow models indicate that the deposit can be mined profitably. The process to sell the deposit has moved on to the next stage.

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Operating environment

In Finland, low-rise housing construction and the renovation of fireplaces have stabilised at a lower level than before. Changes in consumer confidence may weaken the demand for Tulikivi products.

In the EU area, the volume of low-rise housing construction and the demand for fireplaces are at the same level as in previous years. Demand may be affected by country-specific construction and emissions regulations and by investment subsidies. Demand for Tulikivi products is growing in Russia, but is dependent on the exchange rate of the rouble.

Rising consumer energy prices are increasing consumers' interest in alternative heating solutions.

Net sales and result

The Tulikivi Group's third-quarter net sales totalled EUR 6.6 million (EUR 6.4 million in July–September 2018). In the third quarter, the Group's net sales developed favourably in terms of fireplace sales in Finland, as well as in its principal export markets, Germany and Russia. The third-quarter operating result was EUR 0.1 (-0.3) million, and the profit before taxes was EUR -0.1 (-0.5) million.

Due to seasonal fluctuation in fireplace sales, the second half of the year is stronger than the first, in terms of both net sales and operating profit. The Tulikivi Group's net sales in January–September 2019 totalled EUR 19.9 million (EUR 19.9 million in January–September 2018), its operating result was EUR -0.3 (-0.5) million and its result before taxes was EUR -0.9 (-1.1) million. Our sales margin improved in the third quarter due to profitability improvement measures. Fixed costs decreased as planned in the review period.

Tulikivi's order books at the end of the review period amounted to EUR 3.8 (3.9) million. The company's incoming orders totalled EUR 7.2 (7.1) million in the third quarter.

Net sales in Finland in January–September 2019 were EUR 9.0 (9.4) million, or 45.2% (47.4%) of total net sales. The sales of fireplaces for new buildings fell slightly on the previous year, but renovation sales increased. We are continuing our efforts to enhance sales efficiency in Finland to increase renovation sales. The sales of saunas developed favourably. The deliveries of interior stone products declined due to a lower number of deliveries to project sites.

Net sales in export markets in January–September 2019 were EUR 10.9 (10.5) million, or 54.8% (52.6%) of total net sales. The principal export countries were Germany, Russia, France, Sweden and Denmark. Sales growth for the new Karelia and Pielinen collections continued at a good level in the third quarter. The good reception of our new Pielinen products among customers had a positive effect on our net sales in Germany. In Russia, our revamped collections have enabled a stronger focus in sales on the premium market. In Russia, net sales in euros were at the previous year's level, but the outlook for the rest of the year is good. The new Karelia and Pielinen fireplace collections continued to significantly increase dealers' and consumers' interest in Tulikivi products in Central Europe and Russia. This has enabled us to open new dealer locations and reactivate old ones. These collections have increased our market share in exports.

The products in the Karelia and Pielinen fireplace collections are based on modern Scandinavian design and feature a new soapstone surface finish technique. The Pielinen products are compact and easy to install. They are particularly well suited for the Central European market and for markets where there is no expertise in installing heat-retaining fireplaces.

The new fireplace collections have been well received in Finland and abroad. Low-rise housing construction is not expected to increase anymore in Finland. We are continuing our efforts to enhance sales efficiency in Finland to increase renovation sales.

The highly successful development work on the Karelia and Pielinen collections provides us with an opportunity to increase our market share in euros and our profitability in both Finland and exports in 2019.

Financing

Net cash flow from operating activities was EUR -0.1 (0.4) million in the third quarter and EUR 0.5 (1.1) million in January–September 2019. Working capital decreased by EUR 0.4 (0.8) million in January–September 2019. Inventories decreased by EUR 0.7 million during the review period. Working capital totalled EUR 0.9 (1.5) million at the end of the review period.

Loans taken out in the review period totalled EUR 0.5 (-0.3) million. Interest-bearing debt was EUR 15.9 (15.4) million at the end of the review period, and net financial expenses were EUR 0.6 (0.6) million in the review period. The equity ratio at the end of the review period was 24.7% (28.1%). The ratio of interest-bearing net debt to equity, or gearing, was 170.5% (146.4%). The current ratio was 0.5 (0.5), and equity per share was EUR 0.14 (0.17). At the end of the review period, the Group's cash and other liquid assets came to EUR 1.0 (0.7) million.

The current financing agreement includes a repayment programme for 2018–2019 in relation to the liabilities owed to the finance providers and contains loan covenants given to the finance providers. The company has negotiated a waiver on its covenants concerning EBITDA, the ratio of net debt to EBITDA and the equity ratio on 30 September 2019. According to the management's view, the company will not fulfil its covenants concerning EBITDA, the ratio of net debt to EBITDA and the equity ratio on 31 December 2019. However, the management expects that the company will be given a waiver for the aforementioned covenants by the finance providers. The loans will mature fully on 28 February 2020, which is why they are classified as current financial liabilities. On 16 September 2019, the company started negotiations with its finance providers on the repayment programme for 2020 and 2021 and its terms. The goal is to complete these negotiations by 31 December 2019.

As a result of posting a loss, the parent company's equity has fallen below 50% of share capital. The parent company's equity was EUR 0.4 million (consolidated equity EUR 8.4 million) in the interim report, while share capital was EUR 6.3 million (consolidated share capital EUR 6.3 million). As a result, the company's Board of Directors has taken action as referred to in chapter 20, section 23, subsection 1 of the Limited Liability Companies Act.

Investments and product development

The Group's investments totalled EUR 0.6 (0.8) million during the review period. In the spring, a new Saramo model with a horizontal door was added to the Karelia collection, along with a Senso digital fireplace controller that makes it easier to use the fireplace and further reduces its already-low emissions. Deliveries of Lako and Juva, fireplace models with vertical sliding doors launched in the Pielinen collection, started in the second quarter. The new models have been well received in the market.

Research and development expenditure in the review period was EUR 0.6 (0.6) million, or 3.1% (3.2%) of net sales. EUR 0.2 (0.3) million of this was capitalised on the balance sheet.

Suomussalmi talc reserves

On 30 August 2019, Tulikivi announced that the JORC report on Tulikivi's Suomussalmi talc deposit had been completed on that date. According to the report, the indicated mineral resources of the Haaponen deposit are 12.3 million tonnes and the average talc content is 45%. Furthermore, additional drilling has indicated that the deposit continues unchanged to a depth of at least 75 metres below the known mineralisation. Based on the drilling, the potential additional mineralisation is approximately 7 to 10 million tonnes. In addition, according to the Geological Survey of Finland, the Kivikangas, Sivusuvanto and Kivisuvanto deposits, which are located in the same mining district, have a total mineral deposit potential in excess of 10 million tonnes. Concentration tests carried out by the Geological Survey of Finland show that the talc is suitable for most commercial products. The mineral deposit report was prepared by Markku Meriläinen, MAusIMM JORC (2012), and Pekka Loven, MAusIMM (CP) JORC (2012), as the Competent Persons.

The process to sell the deposit has moved on to the next stage. Evaluation of the possible success or financial impact of the sale of the deposit is premature.

Personnel

The Group had an average of 201 (198) employees in the review period. Salaries and bonuses during the review period totalled EUR 6.1 (6.1) million. The number of personnel will be adjusted through lay-offs in accordance with the level of demand. The company has a stock option scheme for management that was launched in 2013.

Annual General Meeting

On 24 April 2019, Tulikivi Corporation's Annual General Meeting resolved not to distribute a dividend for the 2018 financial year. Jaakko Aspara, Liudmila Niemi, Markku Rönkkö, Reijo Svanborg, Jyrki Tähtinen and Heikki Vauhkonen were elected as members of the Board of Directors. The Board elected Jyrki Tähtinen as its Chair. The auditor appointed was KPMG Oy Ab, Authorised Public Accountants, with Kirsi Jantunen, APA, as principal auditor.

The Annual General Meeting authorised the Board of Directors to decide on issuing new shares and on assigning Tulikivi Corporation shares held by the company in accordance with the proposals of the Board. Tulikivi can issue new shares or assign treasury shares as follows: a maximum of 15,656,622 Series A shares and a maximum of 2,304,750 Series K shares.

The authorisation includes the right to decide on a directed rights issue, deviating from the shareholders' right of pre-emption, provided that there is a compelling financial reason for the company. The authorisation also includes the right to decide on a bonus issue to the company itself, where the number of shares issued to the company is no more than one tenth of the total number of the company's shares.

The authorisation also includes the right to issue special rights referred to in chapter 10, section 1 of the Limited Liability Companies Act, which would give entitlement to Tulikivi shares against payment or by setting off a receivable. The authorisation includes the right to pay the company's share remuneration. The Board is authorised to decide on other matters concerning share issues. The authorisation is valid until the 2020 Annual General Meeting.

Treasury shares

The company did not purchase or assign any treasury shares during the review period. At the end of the review period, the total number of Tulikivi shares held by the company was 124,200 Series A shares, corresponding to 0.2% of the company's share capital and 0.1% of all voting rights.

Near-term risks and uncertainties

The Group's most significant risk is a decline in net sales in the principal market areas. A potential halt in the resumed growth in new construction and renovation projects would affect the demand for Tulikivi products in Finland. The political and economic uncertainty in Central Europe and Russia are having an effect on the demand for Tulikivi's products.

Improving the Group's financing position and securing the continuity of financing require an improvement in profitability. If the company's business operations and result do not develop as planned, the repayment of its loans may create a greater burden on the company's cash flow than anticipated. A further risk is that the company will not succeed in negotiating a sufficient repayment programme and terms with its financiers. If the profitability of the business does not improve as planned, there is also a risk of the company being forced to recognise impairment on its business operations and to reduce the amount of deferred tax assets on its balance sheet.

With regard to the company's foreign currency risk, the most significant currencies are the Russian rouble and the US dollar. About 90% of the company's cash flow is in euros, meaning that the company's exposure to foreign currency risks is low. A weakening of currencies may have an adverse effect on the sales margin.

The risks are described in more detail on page 82 of the Annual Report 2018.

Future outlook

Net sales are expected to increase in 2019, and the comparable operating profit is expected to be positive.

FINANCIAL STATEMENT Jan-Sep 2019. SUMMARY
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Eur million	1-9/19	1-9/18	Change. %	1-12/18	7-9/19	7-9/18
Sales	19.9	19.9	0.2	28.6	6.6	6.4
Other operating income	0.2	0.2		0.3	0.0	0.0
Increase/decrease in inventories in finished goods and in work in progress	-0.4	-0.5		-0.9	-0.2	-0.1
Production for own use	0.2	0.4		0.5	0.1	0.0
Raw materials and consumables	-4.7	-4.9		-7.1	-1.6	-1.6
External services	-2.5	-2.4		-3.5	-0.9	-1.0
Personnel expenses	-7.3	-7.4		-10.4	-2.2	-2.2
Depreciation and amortisation	-1.7	-1.4		-2.4	-0.5	-0.5
Other operating expenses	-3.9	-4.3		-6.1	-1.2	-1.3
Operating profit/loss	-0.3	-0.5	40.6	-1.0	0.1	-0.3
Percentage of sales	*-1.6 %*	*-2.7 %*		*-3.6 %*	*1.1 %*	*-5.1 %*
Finance income	0.1	0.0		0.0	0.0	0.0
Finance expense	-0.6	-0.6		-0.8	-0.2	-0.2
Share of the profit of associated company	0.0	0.0		0.0	0.0	0.0
Profit before tax	-0.9	-1.1	17.8	-1.8	-0.1	-0.5
Percentage of sales	*-4.4 %*	*-5.4 %*		*-6.2 %*	*-1.3 %*	*-7.8 %*
Direct taxes	-0.1	0.0		0.0	0.0	0.0
Profit/loss for the period	-0.9	-1.1	12.1	-1.8	-0.1	-0.5
Other comprehensive income						
Items that may later have effect on profit or loss						
Interest rate swaps	0.0	0.0		0.0	0.0	0.0
Translation difference	0.1	0.0		0.0	0.0	0.0
Total comprehensive income for the period	-0.9	-1.1	16.6	-1.8	-0.1	-0.5
Earnings per share attributable to the equity holders of the parent company, EUR, basic and diluted	-0.01	-0.02		-0.03	0.00	-0.01

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS (EUR million)	9/19	9/18	12/18
Non-current assets			
Property, plant and equipment			
Land	0.8	0.8	0.8
Buildings	4.0	3.5	3.4
Machinery and equipment	1.5	1.8	1.7
Other tangible assets	0.9	1.0	1.0
Intangible assets			
Goodwill	3.7	4.2	3.7
Other intangible assets	9.7	9.7	9.7
Investment properties	0.1	0.1	0.1
Available-for sale-investments	0.0	0.0	0.0
Receivables			
Other receivables	0.1	0.0	0.1
Deferred tax assets	3.1	3.2	3.1
Total non-current assets	23.8	24.3	23.5
Current assets			
Inventories	6.2	7.2	6.9
Trade receivables	3.1	3.6	2.6
Current income tax receivables	0.0	0.0	0.0
Other receivables	0.9	1.0	0.7
Cash and cash equivalents	1.0	0.7	0.8
Total current assets	11.2	12.5	11.1
Total assets	34.9	36.8	34.6

EQUITY AND LIABILITIES (EUR million)	9/19	9/18	12/18
Equity			
Share capital	6.3	6.3	6.3
The invested unstricted equity fund	14.4	14.4	14.4
Revaluation reserve	0.0	0.0	0.0
Treasury shares	-0.1	-0.1	-0.1
Translation difference	0.1	0.0	0.0
Retained earnings	-12.3	-10.6	-11.3
Total equity	8.4	10.0	9.3
Non-current liabilities			
Deffered income tax liabilities	0.7	0.8	0.7
Provisions	0.3	0.3	0.3
Interest-bearing debt	0.0	0.0	0.0
Other debt	1.0	0.0	0.0
Total non-current liabilities	1.9	1.0	0.9
Current liabilities			
Trade and other payables	9.2	10.4	9.0
Short-term interest bearing debt	0.0	0.0	0.0
Current liabilities	15.4	15.4	15.4
Total current liabilities	24.6	25.8	24.4
Total liabilities	26.5	26.8	25.3
Total equity and liabilities	34.9	36.8	34.6

CONSOLIDATED STATEMENT OF CASH FLOWS (EUR million)

	1-9/19	1-9/18	1-12/18
Cash flows from operating activities			
Profit for the period	-0.9	-1.1	-1.8
Adjustments			
Non-cash transactions	1.8	1.3	2.3
Interest expenses and interest income and taxes	0.6	0.5	0.8
Change in working capital	-0.4	0.9	1.1
Interest paid and received and taxes paid	-0.6	-0.6	-0.8
Net cash flow from operating activities	0.5	1.1	1.6
Cash flows from investing activities			
Investment in property, plant and equipment and intangible assets	-0.6	-0.8	-1.1
Grants received for investments and sales of property, plant and equipment	0.3	0.1	0.0
Net cash flow from investing activities	-0.3	-0.7	-1.1
Cash flows from financing activities			
Proceeds from non-current and current borrowings	0.5	0.0	0.0
Repayment of non-current and current borrowings	-0.5	-0.3	-0.3
Dividends paid and treasury shares	0.0	0.0	0.0
Net cash flow from financing activities	0.0	-0.3	-0.3
Change in cash and cash equivalents	0.2	0.1	0.2
Cash and cash equivalents at beginning of period	0.8	0.6	0.6
Cash and cash equivalents at end of period	1.0	0.7	0.8

Consolidated statement of changes in equity (EUR Million)

	Share capital	The invested unstricted equity fund	Revaluetion reserve	Treasury shares	Translations diff.	Retained earnings	Total
Equity Jan. 1, 2019	6.3	14.4	0.0	-0.1	0.0	-11.3	9.3
Total comprehensive income for the period			0.0		0.0	-0.9	-0.9
Transactions with the owners							
Dividends paid						0.0	0.0
Equity Sep. 30, 2019	6.3	14.4	0.0	-0.1	0.1	-12.3	8.4
Equity Jan. 1, 2018	6.3	14.4	0.0	-0.1	0.1	-9.5	11.1
Total comprehensive income for the period			0.0		0.0	-1.1	-1.1
Transactions with the owners							
Dividends paid						0.0	0.0
Equity Sep. 30, 2018	6.3	14.4	0.0	-0.1	0.0	-10.6	10.0

Key financial ratios and share ratios

	1-9/19	1-9/18	7-9/19	7-9/18	1-12/18
Earnings per share, EUR	-0.01	-0.02	0.00	-0.01	-0.03
Equity per share, EUR	0.14	0.17	0.14	0.17	0.16
Return on equity, %	-14.2	-13.5	-1.2	-4.8	-17.6
Return on investments, %	-1.5	-2.6	0.4	-1.2	-3.8
Equity ratio, %	24.7	28.1			27.4
Net debtness ratio, %	170.5	146.4			156.6
Current ratio	0.5	0.5			0.5
Gross investments, MEUR	0.6	0.8			1.1
Gross investments, % of sales	2.8	4.0			4.0
Research and development costs, MEUR	0.6	0.6			0.9
%/sales	3.1	3.2			3.1
Outstanding orders, MEUR	3.8	3.9			3.0
Average number of staff	201	198			200
Rate development of shares, EUR					
Lowest share price, EUR	0.10	0.13			0.08
Highest share price, EUR	0.19	0.21			0.21
Average share price, EUR	0.14	0.17			0.16
Closing price, EUR	0.17	0.16			0.10
Market capitalization at the end period, 1000 EUR	10 396	9 799			5 795
(Supposing that the market price of the K-share is the same as that of the A-share)					
Number of the shares traded, (1000 pcs)	5 275	7 874			10 528
% of total amount of A-shares	10.2	15.2			20.3
Number of shares average	59 747 043	59 747 043	59 747 043	59 747 043	59 747 043
Number of the shares at the end of period	59 747 043	59 747 043	59 747 043	59 747 043	59 747 043

Notes to the financial statements

The information presented in the interim report is unaudited.

This interim report has been prepared in accordance with the standard IAS 34 *Interim Financial Reporting*. The company has applied the standards IFRS 9 *Financial Instruments* and IFRS 15 *Revenue from Contracts with Customers* as of 1 January 2018. The company has chosen cumulative effect as its IFRS 15 approach, which means that the accumulated effect is recognised on 1 January 2018, the initial date of applying the standard. The company adopted the IFRS 16 *Leases* standard on 1 January 2019. Under the standard, a lessee will recognise assets and liabilities based on the right of use on its balance sheet. The company applied some of the recognition exemptions allowed by the standard, according to which short-term leases and leases where the underlying asset has a low value are not recognised on the balance sheet. With regard to leases valid until further notice, the company only recognises leases with a notice period of more than 12 months on its balance sheet. The impact of IFRS 16 *Leases* on the opening balance sheet of 2019 was EUR 1.5 million, of which EUR 0.9 million were non-current and EUR 0.6 million were current liabilities. The balance sheet value of assets recognised under “Buildings” increased by EUR 1.3 million and that of assets under “Machinery and Equipment” by EUR 0.2 million. Leasing costs are estimated to decrease by approximately EUR 0.6 million and depreciation to increase by approximately EUR 0.6 million in the 2019 financial year as a result of the IFRS 16 standard, which means IFRS 16 will not have a significant impact on the result in 2019. The company chose the simplified approach in the transition to the standard, and thus the comparative figures for the previous year were not adjusted. The weighted average discount rate for lease liabilities under IFRS 16 was 3.0%. Otherwise, Tulikivi has applied the same IFRS accounting principles in this interim report release as in its previous consolidated financial statements. The key figures presented in the interim report have been calculated using the same formulas as in the financial statements for 2018. As there no longer were non-recurring expenses in this or the previous review period, no figures based on non-recurring expenses are presented. The formulas are presented on page 86 of the Annual Report 2018.

IFRS 16 Reconciliation calculation of lease liability (MEur)

Minimum lease liabilities according to IAS 17 at 31 December 2018		0.53
Leases where the underlying asset has a low value and leases of less than 12 months	-0.02	
Minimum lease liabilities in total according to IFRS 16 at 31 December 2018		0.51
Changes due to IFRS 16, based on the management’s estimate	1.03	
Effect of discounting	-0.06	
Lease liabilities on the balance sheet according to IFRS 16 at 1 January 2019		1.48

Sales, MEUR	1-9/2019	1-9/2018	1-12/2018
Finland	9.0	9.4	12.9
Other european countries	10.3	9.9	14.9
North America	0.6	0.6	0.8
Total	19.9	19.9	28.6

Commitments (EUR million)

	9/19	9/18	12/18
Loans from credit institutions and other long term debts and loan guarantees, with related mortgages and pledges	15.4	15.4	15.4
Mortgages granted and collaterals pledged	35.8	35.8	35.8
Other given guarantees and pledges on behalf of own liabilities	0.5	0.5	0.5

Available-for-sale financial assets are investments in unlisted shares. They are valued at acquisition cost because their fair value cannot be reliably determined.

Provisions (EUR million)

	Environmental provision 9/19	Warranty provision 9/19
Provisions Jan. 1.	0.2	0.1
Increase in provisions	0.0	0.0
Used Provisions	0.0	0.0
Discharge on reserves	0.0	0.0
Provisions Sep. 30.	0.2	0.1

	9/19
Non-current provisions	0.3
Current provisions	0.0
Total	0.3

Changes in tangible assets are classified as follows (EUR million):

	1-9/19	1-9/18	1-12/18
Acquisition costs	0.0	0.1	0.2
Proceeds from sale	0.0	0.0	0.0
Total	0.0	0.1	0.2

Changes in intangible assets are classifies as follows (EUR million):

	1-9/19	1-9/18	1-12/18
Acquisition costs, net	0.5	0.7	1.0
Amortisation loss	0.0	0.0	0.0
Total	0.5	0.7	1.0

Share capital

Share capital by share series

	Shares, number	Percentage, % shares	Percentage, % votes	Percentage, EUR share capital
Series K shares (10 votes)	7,682,500	12.8	59.5	810,255
Series A shares (1 vote)	52,188,743	87.2	40.5	5,504,220
Total, 30 September 2019	59,871,243	100.0	100.0	6,314,475

There have been no changes in Tulikivi Corporation's share capital during the review period. According to the Articles of Association, the dividend paid on Series A shares must be EUR 0.0017 higher than the dividend paid on Series K shares. The A share is listed on the Nasdaq Helsinki. At the end of the review period, the company held 124,200 Series A shares.

Related party transactions

Tulikivi announced on 7 August 2019 that it had decided to take out interest-bearing debt of EUR 0.5 million due to the delay of the Suomussalmi talc project. The loan period is three years, and the annual interest of the loans is 8%. Tulikivi Corporation will not issue collateral for the loans. In terms of repayment, the company's senior debt takes precedence over these loans. The company may, however, repay these loans if the talc project is concluded before it repays the senior debt of its principal financing providers. Of the loan agreements, EUR 0.2 million have been signed with Jaakko Aspara, Markku Rönkkö, Reijo Svanborg and Jyrki Tähtinen, who are Tulikivi Corporation's related parties and members of its Board of Directors.

There were no other transactions with associated companies or related parties during the review period.

Management benefits (EUR 1,000)

	1–9/19	1–9/18
Board members' and Managing Director's salaries and other short-term employee benefits	217	208

Principal shareholders on 30 September 2019

Name of shareholder	Shares	Percentage of votes
1. Heikki Vauhkonen	6,873,839	45.9%
2. Elo Mutual Pension Insurance Company	4,545,454	3.5%
3. Ilmarinen Mutual Pension Insurance Company	3,585,503	2.8%
4. Eliisa Elo	3,108,536	5.7%
5. Jouko Toivanen	2,531,259	2.7%
6. Finnish Cultural Foundation	2,258,181	2.4%
7. Susanna Mutanen	1,643,800	6.8%
8. Fennia Mutual Insurance Company	1,515,151	1.2%
9. Jarkko Nikkola	1,415,000	1.1%
10. EVK-Capital Oy	800,000	0.6%
Others	31,596,020	27.3%

The companies included in the Group are the parent company Tulikivi Corporation; Tulikivi U.S., Inc., in the United States; and OOO Tulikivi in Russia. Group companies also include Tulikivi GmbH and The New Alberene Stone Company, Inc., which are dormant.

TULIKIVI CORPORATION

Board of Directors

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