

DNA Interim Report
January-September 2009

## Q3 indicated extremely positive development in DNA's net sales and profitability

Mobile communication subscriptions saw strong growth.

#### Summary of Q3

- DNA's net sales for July-September amounted to EUR 167 million (7-9/2008: EUR 159 million).
- EBITDA improved to EUR 47 million (7-9/2008: EUR 41 million).
- EBITDA adjusted for nonrecurring items came to EUR 49 million, accounting for 29.5 per cent of net sales (7-9/2008: Summary of January-September EUR 42 million, 26.4 per cent).
- EBIT amounted to EUR 15 million (7-9/2008: EUR 16
- EBIT adjusted for nonrecurring items came to EUR 17 million, accounting for 10.3 per cent of net sales (7-9/2008: EUR 17 million, 10.5 per cent).
- Profit before taxes was EUR 19 million (7-9/2008: EUR 15 million).
- Profit before taxes adjusted for nonrecurring items came to EUR 16 million (7-9/2008: EUR 16 million).
- Consumer business net sales amounted to EUR 119 million (7-9/2008: EUR 113 million) and EBITDA to EUR 32 million (7-9/2008: EUR 26 million).
- Corporate business net sales amounted to EUR 47 million (7-9/2008: EUR 46 million) and EBITDA to EUR 16 million (7-9/2008: EUR 15 million).
- DNA's mobile communications (including mobile broadband) grew by 74,000 subscriptions during Q3 to 1,891,000 subscriptions (9/2008: 1,585,000; 6/2009: 1,817,000).
- Average revenue per user (ARPU) for mobile communication amounted to EUR 22.3 (7-9/2008: 24.1; 4-6/2009: 22.4)
- Subscription turnover rate (churn) decreased from the previous quarter to 14.5 per cent (7-9/2008: 15.6; 4-6/2009: 18.9).
- At the end of September, the number of fixed network broadband subscriptions amounted to 186,000 (9/2008: 191,000; 6/2009: 187,000).

- The number of traditional telephone subscriptions was 209,000 (9/2008: 236,000; 6/2009: 215,000).
- The number of customers in DNA's cable TV distribution networks was 267,000 (9/2008: 259,000; 6/2009: 267.000).

- DNA's net sales for January-September amounted to EUR 487 million (1-9/2008: EUR 477 million), a 2.1 per cent increase year-on-year.
- EBITDA amounted to EUR 118 million (1-9/2008: EUR 128 million).
- EBITDA excluding nonrecurring items came to EUR 135 million, accounting for 27.7 per cent of net sales (1-9/2008: EUR 128 million, 26.8 per cent), a year-onyear improvement of 5.5 per cent.
- EBIT amounted to EUR 32 million (1-9/2008: EUR 54 million).
- EBIT excluding nonrecurring items came to EUR 48 million, accounting for 9.9 per cent of net sales (1-9/2008: EUR 54 million, 11.2 per cent).
- Profit before taxes was EUR 34 million (1-9/2008: EUR
- Profit before taxes adjusted for nonrecurring items came to EUR 48 million (1-9/2008: EUR 57 million).
- Nonrecurring items largely covered the expense provision for cooperation negotiations.
- Consumer business net sales amounted to EUR 351 million (1-9/2008: EUR 332 million) and EBITDA to EUR 79 million (7-9/2008: EUR 82 million)
- Corporate business net sales amounted to EUR 136 million (1-9/2008: EUR 144 million) and EBITDA to EUR 39 million (7-9/2008: EUR 47 million)

Figures are unaudited.

Key figures					
MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
Net sales	167	159	487	477	647
EBITDA	47	41	118	128	166
EBITDA, %	28.4	25.9	24.3	26.9	25.7
EBITDA excluding nonrecurring items	49	42	135	128	166
EBITDA, % excluding nonrecurring items	29.5	26.4	27.7	26.8	25.7
EBIT	15	16	32	54	69
EBIT, %	9.2	9.9	6.5	11.4	10.7
EBIT excluding nonrecurring items	17	17	48	54	69
EBIT, % excluding nonrecurring items	10.3	10.5	9.9	11.2	10.6
Profit before taxes	19	15	34	54	64
Profit before taxes, excluding nonrecurring items	16	16	48	57	67
Profit for the financial period	13	12	25	39	47
Capital expenditure	11	21	56	53	97
Cash flow from operations	40	43	96	117	148
MEUR			30.9.2009	30.9.2008	31.12.2008
Net debt			187	145	163
Net debt/EBITDA			1.19	0.85	0.98
Gearing, %			36.9	26.5	29.5
Equity ratio, %			57.6	61.5	60.8
Personnel at end of period			899	1 018	982



"Solid growth continues in DNA's mobile communications subscriptions; net sales have improved since last year."

Our net sales saw extremely favourable development in Q3 2009, with a clear year-on-year improvement. In the consumer business, strong growth has continued in the number of mobile communications and mobile broadband subscriptions, supporting the increase in net sales. Compared to last year, this year the number of mobile communication subscriptions increased by 306,000. In July-September the number of mobile communication subscriptions grew by 74,000. Any negative development in net sales was a result of lower termination charges and the decrease in the use of conventional telephone network services.

We continue to invest strongly in the development of the 3G network. In the past six months, the geographical coverage of DNA's 3G network has doubled. In the next few months, we will be the first operator in Finland to introduce 21 Mbps speeds in our 3G network. With DNA's latest products and services, user speeds can already reach up to 10 Mbps. The average speed for end users is 3–5 Mbps. Gradually, users in rural areas can also benefit from actual speeds exceeding 5 Mbps. In DNA's view, wireless technology is the most efficient way of achieving the government's objective of extending broadband services to rural areas in Finland.

In addition to developing the 3G network, ensuring network quality is important to us. The new JoikuMetrix quality optimisation system will help us ensure the high quality of our network and maintain excellent user experience of 3G services. Over 4.6 million people in Finland currently live within the reach of DNA's 3G network.

According to the latest EPSI Rating survey (26 October 2009), DNA's mobile communication services have the most satisfied consumer and corporate customers in Finland. DNA was also ranked among the industry leaders in terms of customer loyalty. We intend to retain this by maintaining an outstanding level of service in all customer contacts. The customer's first contact with the company is often through telesales: we have established new call centres in Tampere and Jyväskylä. The call centres focus on sales and provide approximately 120 new jobs instantly, with more in the

pipeline. Earlier in the year, DNA launched call centres in Oulu and Kuopio, where vacancies remain.

As part of our latest business venture, we provide businesses with mobile marketing services, offering them the opportunity to market their new products and services by mobile phone. Mobile media is still a relatively untapped marketing resource in Finland. Mobile phone use funded by advertising is opening up new business opportunities for operators and providing new tools for the marketing of companies and organisations.

#### Year-end outlook

DNA's year-end outlook has improved since the end of the previous quarter. We have succeeded in deploying our new operating model and will see the streamlining measures begin to take effect. On the other hand, the prolonged economic downturn is intensifying competitive tendering for corporate subscriptions, while giving rise to a preference for lower-priced terminals and showing in a slight increase in bad debt. All of this will increase the pressure on both net sales and profit.

The 4G licences for general telecommunications over the 2,500-2,690 MHz frequency in Finland will be auctioned in November 2009 by the Finnish Communications Regulatory Authority (FICORA). DNA will take part in the auction. The licences will be granted for a maximum of 20 years.

#### Market situation

Intense competition has continued in the telecommunications market, in the fixed network voice traffic and due to the voice and broadband campaigns waged on the mobile communication market. Mobile communication customer churn has slightly decreased year-on-year. In the consumer business, mobile broadband continues to replace fixed broadband, as seen in the decreasing numbers of fixed broadband subscriptions and increased sales of high-speed mobile broadband. In the corporate business, competition is intense, in particular in the mobile communication market, while business use of mobile broadband is showing a positive rising trend.

## Interim report January-September 2009

#### **Accounting principles**

This interim report has been prepared in accordance with IFRS recognition and measurement principles. However, the report does not fully comply with all requirements of the IAS 34 Interim Financial Reporting standard. The information has been prepared in accordance with the valid International Financial Reporting Standards, as approved for application in the European Union. The accounting principles are identical to those applied to the financial statements of 31 December 2008. This interim report should be read with the 2008 financial statements. This interim report also takes into account the requirements of the revised IAS 1 standard on presenting a statement of comprehensive income and changes in a company's equity. The revised IAS 23 standard, which entered into force at the beginning of the financial period, will have no fundamental effects on the consolidated financial statements.

Unless otherwise stated, the comparison figures in brackets refer to the equivalent period in the previous year.

The information presented in this interim report is unaudited.

#### Development of net sales

DNA's net sales in July-September amounted to EUR 167 million, showing an increase of EUR 8 million year-on-year (159). During the reporting period, 72 per cent (71) of net sales were generated by consumer business and 28 per cent (29) by corporate business.

Once again, the solid growth in net sales was a result of the steady increase in post-paid subscriptions and mobile broadband. This increase in net sales was slowed down by termination charge reductions, and a decrease in net sales, due to the disposal of certain businesses and the decrease in the use of conventional telephone network services.

DNA's net sales for January-September came to EUR 487 million (477), an increase of 2.1 per cent year-on-year.

Net sales					
MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
Consumer business	119	113	351	332	451
Corporate business	47	46	136	144	196
Eliminations/unallocated	0	0	0	0	0
Total	167	159	487	477	647

#### Financial performance

DNA's EBITDA in July-September amounted to EUR 47 million, showing an increase of EUR 6 million year-on-year (41) and accounting for 28.4 per cent of net sales. EBITDA was particularly improved by increased net sales and achieved cost savings.

EBIT totalled EUR 15 million (16), representing 9.2 per cent of net sales.

DNA's profit after taxes in July-September came to EUR 19 million (15).

DNA's EBITDA for January-September amounted to EUR 118 million (128), accounting for 24.3 per cent of net sales.

DNA's EBITDA excluding nonrecurring items for January-September increased by 5.5 per cent year-onyear. EBITDA without nonrecurring items amounted to EUR 135 million (128), accounting for 27.7 per cent of net sales

EBIT totalled EUR 32 million (54), representing 6.5 per cent of net sales. The reported EBIT includes deferred depreciation of EUR 15 million for intangible and tangible assets of the businesses acquired in 2007. When DNA acquired the operations of six regional telephone companies in 2007, the tangible and intangible assets acquired with the businesses were recognised at fair value.

DNA's profit after taxes in January-September came to EUR 34 million (54). Profit before taxes and excluding nonrecurring items was EUR 48 million (57).

Profits and expenses for January-September amounted to EUR 2 million (0). Income taxes for the period under review were EUR 9 million (14). DNA Ltd sold its remaining shares in Elisa Corporation in September.

Profit					
MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
EBITDA	47	41	118	128	166
EBIT	15	16	32	54	69
Profit before taxes	19	15	34	54	64
Profit for the financial period	13	12	25	39	47

#### **Consumer business**

DNA's consumer business net sales for July-September amounted to EUR 119 million (113), representing 5.8 per cent growth compared to the equivalent period last year. EBIT totalled EUR 9 million (10).

While intense campaigning and price competition have continued in the mobile communication subscription market, customer churn has slightly decreased

year-on-year. In the consumer business, mobile broadband continues to replace fixed broadband, as seen in the decreasing numbers of fixed broadband subscriptions and increased sales of high-speed mobile broadband

In January-September, consumer business net sales came to EUR 351 million (332), its EBITDA amounted to EUR 79 million (82), and EBIT was EUR 21 million (33).

Consumer business key indicators					
MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
Net sales	119	113	351	332	451
EBITDA	32	26	79	82	104
EBIT	9	10	21	33	42

#### Corporate business

DNA's corporate business net sales for July-September totalled EUR 47 million (46) and EBIT came to EUR 6 million (6).

The increase in net sales was a result of positive developments in the mobile communication serv-

ices and the mobile communication data services in particular. The use of fixed network voice services has continued to decrease.

In January-September, corporate business net sales came to EUR 136 million (144), its EBITDA amounted to EUR 39 million (47), and EBIT was EUR 11 million (21).

Corporate business key indicate	ors				
MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
Net sales	47	46	136	144	196
EBITDA	16	15	39	47	62
EBIT	6	6	11	21	27

#### Key operative indicators

The number of subscriptions in DNA's mobile communication network grew by 306,000 year-on-year to 1,891,000 subscriptions (1,585,000). In July-September, DNA's subscription base grew by 74,000, increasing its market share to 25 per cent (6/2009: 24.7 per cent).

DNA's ARPU continued to decline, mainly due to a significant drop in termination charges, with an average monthly profit by subscription of EUR 22.3 (24.1) in Q3. The customer churn rate amounted to 14.5 per cent (15.6 per cent).

Competition intensified for fixed network subscriptions, particularly in voice traffic. The year-on-year figures indicated that the largest fall took place in the number of conventional telephone subscriptions. In the last year, the number of broadband subscriptions fell to 186,000 (191,000), with a market share of 12 per cent (6/09: 12 per cent). The number of conventional telephone subscriptions amounted to 209,000 (236,000) at the end of September, representing a market share of 15 per cent (6/09: 15 per cent). DNA's cable TV distribution networks had 267,000 customers (259,000), with a market share of 20 per cent (6/09: 20 per cent).

Mobile communication network subscription volumes											
Amount	9/2009	9/2008	6/2009	6/2008	12/2008						
No. of subscriptions (incl. mobile broadband)	1,891,000	1,585,000	1,817,000	1,492,000	1,663,000						
DNA's own customers	1,788,000	1,498,000	1,709,000	1,413,000	1,565,000						
	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008						
Revenue per subscription (ARPU), EUR	22.3	24.1	22.5	24.6	24.5						
Customer churn rate (CHURN), %	14.5	15.6	16.7	14.1	13.7						
Fixed network subscription volumes											
Amount	9/2009	9/2008	6/2009	6/2008	12/2008						
Broadband	186,000	191,000	187,000	191,000	190,000						
Cable TV	267,000	259,000	267,000	258,000	263,000						
Fixed network subscriptions	209,000	236,000	215,000	242,000	229,000						

#### Personnel

At the end of September, DNA employed 899 people (1,018), a reduction of 12 per cent as compared to last year. Personnel were allocated as follows: the consumer business 560 employees, the corporate business 339 employees.

The average number of employees in January-September was 952.

	9/2009	9/2008	6/2009	6/2008	12/2008
Personnel at end of period	899	1 018	970	1,155	982

#### Investments

DNA's capital expenditure for July-September totalled EUR 11 million (21). Consumer business investment amounted to EUR 8 million (15) and corporate business to EUR 3 million (6).

Major individual investments included the 3G network and the fibre and transfer system.

MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/208	1-12/2008
Capital expenditure	11	21	56	53	97

#### Financial position

The Group's financial position and liquidity have remained good in Q3. Cash flow from operations for July-September amounted to EUR 40 million (43) and the Group's liquid assets to EUR 17 million (32).

In August DNA Ltd paid a dividend (approximately EUR 3.95 per share) of EUR 29.9 million. Part of the dividend payment was made in Elisa Corporation's shares.

MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
Cash flow from operations	40	43	96	117	148

## **Events in Q3**

#### **Extraordinary General Meeting**

During the financial period, following a decision taken by the Extraordinary General Meeting on 4 August 2009, the company purchased 2,500 treasury shares at a redemption price of EUR 287,208.75. The shares redeemed during the financial period account for 0.03 per cent of shares and votes. The redemption of treasury shares did not have any significant effect on the ownership and the distribution of votes in the company.

#### Changes to DNA's executive team

DNA has appointed Jukka Leinonen (M.Sc. Eng), 47, Vice President, Corporate Business, and a member of the Executive Management Team. Mr Leinonen will start in his new position on 1 January 2010 and report to Riitta Tiuraniemi, President and CEO.

Following the resignation of DNA's previous Vice President of Corporate Business Arto Kaikkonen on 30 June 2009, Corporate Business Development Director Jukka Usmi has substituted in this position, in addition to his own duties. Mr Usmi will continue as substitute Vice President of Corporate Business until 1 January 2010.

#### DNA to increase the number of call centres

New DNA call centres in Tampere and Jyväskylä will focus on sales and instantly provide approximately 120 new jobs. The Tampere call centre was recently opened and the Jyväskylä one will begin operating in early November. Earlier in the year DNA launched call centres in Oulu and Kuopio.

#### Sales of Elisa Corporation's shares

DNA Ltd (directly and indirectly), Lännen Puhelin Oy, Oulun Puhelin Holding Oyj, Kuopion Puhelin Sijoitus Oy, Kuopion Puhelin Oy and PHP Liiketoiminta Oyj have now a combined holding of less than one twentieth (5 per cent) of Elisa Corporation's share capital and votes. DNA Ltd has sold all Elisa Corporation shares.

#### Significant litigation matters

In a ruling issued on 29 September 2009 the Market Court condemned consumer marketing by Elisa Corporation and Saunalahti Group Oyj as untruthful and misleading. According to the Market Court, Elisa did not have the right to claim that its 3G network is the best in Finland. With a conditional penalty of EUR 100,000, the Market Court proscribed the use of marketing expressions, which claim that the network of Elisa and Saunalahti is the best. DNA filed a petition to the Market Court on the issue in May 2008. The appeal period for the ruling will end on 30 November 2009. In compensation for

DNA's litigation expenses, the Market Court ordered Elisa and Saunalahti to jointly pay EUR 60,051.96 plus interest.

In a ruling issued on 24 August 2009 the Helsinki district court suspended an action filed by Deutsche Telecom AG against DNA Ltd pleading breach of the European Community Trademark Registration 212787 and cross action filed by DNA Ltd on the same issue. The proceedings were suspended since complaints about the validity of the trademark are simultaneously being heard in three processes outside Finland. According to the ruling, Deutsche Telecom AG must notify the district court once the matters impeding the continuation of the process have been resolved.

#### Significant risks and uncertainties

DNA operates in the Finnish telecommunications market, where any prospective reduction in the market may have a negative effect on business. Such a market reduction has been observed in fixed-line network voice traffic in particular.

Profitable growth continues to face significant challenges in the Finnish market. Intensifying competition, in particular in the pricing of mobile communication voice and broadband services, may affect the development of DNA's mobile communication subscription volumes. Moreover, intensifying competition for fixed network voice subscriptions and the slowdown in the growth of the broadband market may limit growth opportunities.

The prolonged recession and the consequent increase in competitive tendering for corporate subscriptions, along-side consumers' declining confidence in the development of household economies, may have an impact on the demand for DNA's products and services. The general economic situation also influences DNA's bad debt risk.

Stringent regulation and particularly the authorities' ability to influence the price level and cost structure of DNA's products and services may also have an impact on DNA's business. Any decline in fixed-network voice traffic may trigger new regulation, which aims to ensure service availability and standards, among other factors. The national broadband project will have an effect on regulation regarding universal services and licensing.

The 4G licences for general telecommunications in the 2,500-2,690 MHz frequency in Finland will be auctioned in November 2009 by the Finnish Communications Regulatory Authority (FICORA). These licences will be granted for a maximum of 20 years.

In order to manage the interest rate risk, some of the loans taken by the Group have been hedged. The Group's borrowings have been spread between fixed- and variable-rate instruments. DNA Group's foreign interest risk is

insignificant, as the majority of its cash flow is euro denominated. In addition to liquid assets, the company uses credit limits and a commercial paper program to manage liquidity risk.

#### Events after the review period

## DNA's new partner agreements harmonise and centralise technical subcontracting

DNA's new partnerships harmonise the company's technical subcontracting, installation and maintenance operations. DNA has forged partner agreements with Empower Oy and Voimatel Oy. This arrangement affected 62 employees, of whom 47 were transferred to Empower Oy and 15 to Voimatel Oy. The transferred staff began service with their new employers on 1 October 2009.

#### **New DNA Super Prepaid launched**

DNA launched the new DNA Super Prepaid subscription in October. This subscription rewards customers based on the amount of credit they load. DNA Super Prepaid features the useful DNA Safety Call, which enables calls to selected numbers even when the customer has run out of credit. DNA Super Prepaid has three levels based on the sum of each reload.

#### Near-term prospects

DNA has raised its net sales forecast; net sales are expected to remain at the 2008 level or take a slight upward turn. However the 2009 EBITDA will fall from the 2008 level, weakened by non-recurring items in Q1 and intensified competition. DNA's profit will also decrease slightly, due to significant 3G investments among other reasons. DNA's financial position is expected to remain healthy. DNA will continue strong investment in 3G network coverage, capacity and services.

#### Consumer business

Moderate growth in the consumer business is expected to continue. The greatest increase in the number of subscriptions is again expected in mobile communication voice subscriptions. The rapid decline in fixed network voice subscriptions and traffic will continue. In data services, strong growth is expected to continue in the number of mobile broadband subscriptions, while demand will focus on faster subscription types. The slight fall in the number of broadband subscriptions in the fixed network is estimated to continue.

The customer churn of voice subscriptions in the mobile communication network is expected to remain at the level of Q3, while the slight decline in the average revenue per user (ARPU) should continue. However, due to faster communication speeds, it is anticipated that the ARPU of fixed network broadband subscriptions will increase.

Following the successful application for a HD licence, the expansion of the television business on a nationwide scale is proceeding, and DNA will launch commercial operations on schedule in accordance with the licence conditions.

Competition in the consumer market will remain fierce, as demonstrated by strong marketing investments and price offers in mobile communication voice subscriptions and mobile broadband subscriptions.

#### Corporate business

DNA's corporate business net sales are expected to remain at the same level as in the beginning of the year. Sales of mobile phone subscriptions are expected to continue improving, while customer churn looks set to increase due to intensifying competition. Use of fixed network voice services is likely to continue falling as companies switch to using more mobile phone services.

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Key media

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# TABLES ATTACHED TO THE INTERIM REPORT

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## COMPREHENSIVE CONSOLIDATED INCOME STATEMENT FOR THE REPORTING PERIOD

MEUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
NET SALES	167	159	487	477	647
Other operating income	1	1	2	4	5
Materials and services	-83	-82	-243	-238	-326
Employment benefit expenditure	-12	-12	-49	-45	-61
Depreciations	-32	-25	-86	-74	-97
Other operating expenses	-24	-24	-79	-70	-99
Profit	15	16	32	54	69
Financial income	0	1	3	3	4
Loss on financial assets recognised at fair value against profit or loss	4	0	2	0	-3
Financial income and expenses	-1	-2	-4	-3	-5
Share of associated company's profits	0	0	0	0	0
Profit before taxes	19	15	34	54	64
Income taxes	-5	-3	-9	-14	-17
Profit for the financial period	13	12	25	39	47
Other comprehensive income items:					
Financial assets available for sale	0	1	0	0	0
Cash flow hedge	0	0	0	0	-1
Other comprehensive income items, net:	-1	0	0	0	-1
Total comprehensive income for the reporting period	13	12	24	40	46
Income attributable to:					
Parent company shareholders	13	12	25	39	47
Minority interests	0	0	0	0	
	13	12	25	39	47
Comprehensive income attributable to:					
Parent company shareholders	10	12	24	40	40
Minority interests	13	0	0	40 0	<u>46</u> 0
Millionity interests	13	12	24	40	46
	13	12	24	40	46
Earnings per share of the profit attributable to parent company equity holders:					
Basic earnings/share (EUR)	1.73	1.60	3.26	5.22	6.19
Diluted earnings/share (EUR)	1.73	1.60	3.26	5.22	6.19
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Average number of shares (1,000):					
-Basic	7,581	7,568	7,581	7,568	7,569
-Diluted	7,581	7,568	7,581	7,568	7,569

## **CONSOLIDATED BALANCE SHEET**

MEUR	30.9.2009	30.9.2008	31.12.2008
MEOR	30.9.2009	30.9.2008	31.12.2008
Assets			
Long-term assets			
Goodwill	192	192	192
Other intangible assets	57	57	61
Property, plant and equipment	393	398	416
Equity in associates	1	1	1
Financial assets available for sale	15	50	12
Other receivables	9	10	6
Deferred tax assets	33	33	33
Total long-term assets	701	742	721
Short-term assets			
Inventories	6	8	11
Sales receivables and other receivables	158	112	137
Financial assets at fair value through profit or loss	0	2	36
Liquid assets	17	29	7
Total short-term assets	181	151	191
Assets total	882	893	912
Shareholders' equity	70		
Share capital	73	72	72
Issue premium fund	0	42	42
Current value fund and other funds	406	408	406
Accrued profits	27	25	33
Equity attributable to equity holders of the parent company	506	547	553
Minority interest	0	0	0
Shareholders' equity	506	547	553
Long-term liabilities			
Deferred tax	57	68	61
Financial liabilities	129	139	120
Provisions	12	5	5
Pension liabilities	1	0	0
Other long-term liabilities	2	0	2
Total long-term liabilities	201	213	188
Short-term liabilities			
Financial liabilities	74	37	51
Provisions	3	0	2
Accounts payable and other liabilities	98	96	118
Total short-term liabilities	175	133	170
Total shareholders' equity and liabilities	882	893	912
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## **CHANGES IN CONSOLIDATED EQUITY (IFRS)**

MEUR	Share capital	Premium fund	Current value fund	Hedge instrument fund	Free equity fund	Accrued profits	to equity holders of the parent company	Minority interest	Total shareholders' equity
MEGH									
Total shareholders' equity 1.1.2008	72	142	0	0	405	-6	613	0	613
Distribution of funds	0	-100	0	0	0	-9	-109	0	-109
Other changes	0	0	0	0	1	0	1	0	1
Unregistered share issue	0	0	0	0	2	0	2	0	2
Total comprehensive income for the									
reporting period	0	0	0	0	0	39	40	0	40
Total shareholders' equity 30.09.2008	72	42	1	0	407	25	547	0	547
Total shareholders' equity 1.1.2009	72	42	0	-1	407	33	553	0	553
Distribution of funds	0	-42	0	0	0	-30	-72	0	-72
Share issue	0	0	0	0	0	0	0	0	0
Treasury shares	0	0	0	0	0	0	0	0	0
Transfers between items	0	0	0	0	0	0	0	0	0
Total comprehensive income for the reporting period	0	0	0	0	0	25	24	0	24
Total shareholders' equity 30.9.2009	73	0	0	-1	407	27	506	0	506

## CONSOLIDATED CASH FLOW STATEMENT

MEUR	1-9/2009	1-9/2008	1-12/2008
Cash flow from operations			
Profit for the financial period	25	39	47
Adjustments			
Depreciations	86	74	97
Change in working capital	-27	15	-1
Other adjustments	12	-11	5
Net cash flow from operations	96	117	148
Cash flow from investments			
Investments in tangible and intangible assets	-55	-52	-95
Sales of tangible and intangible assets			1
Net sales and purchases of shares			-8
Other shares	-2	-46	0
Net cash flow from investments	-58	-97	-103
Cash flow from financing			
Fees received from share issue	0	2	3
Dividend distribution	-10	-9	-9
Premium refund	-42	-100	-100
Repayment of short-term loans	-41	-1	-27
Withdrawal and repayments of long-term loans, net	67	86	95
Increase/decrease in long-term receivables	-3	-3	1
Other	0	0	-34
Net cash flow from financing	-29	-25	-70
Change in liquid assets	10	1	-24
Liquid assets at the beginning of the financial term	7	32	32
Liquid assets at the end of the financial term	17	33	7
Liquid assets at the end of the financial term	17	33	

## NOTES TO THE FINANCIAL STATEMENTS

#### Accounting principles

This interim report has been prepared in accordance with IFRS recognition and measurement principles. However, the report does not fully comply with all requirements of the IAS 34 Interim Financial Reporting standard. The information has been prepared in accordance with the valid International Financial Reporting Standards, as approved to be applied in the European Union. The accounting principles are identical to those applied to the financial statements of 31 December 2008. This interim report should be read with the 2008 financial statements. This interim report also takes into account the requirements of the revised IAS 1 standard on presenting a statement of comprehensive income and changes in a company's equity. The revised IAS 23 standard, which entered into force at the beginning of the financial period, will have no essential effects on the consolidated financial statements.

#### 1. SEGMENT INFORMATION UNDER IFRS 8

Reporting of DNA's operating segments under IFRS 8 has substantially changed as of 1 January 2009. The change in reporting concerns the presentation of information in the financial statements and has no effect on the Group's financial performance or position. The Standard requires that the presented segment information is based on the internal reporting to the management. Previously, the operating segments were defined as the mobile communication business, fixed-line business and store business. DNA's new internal organisational and management structure is based on a customerfocused operating model, where the reporting segments are comprised of consumer customers and corporate customers.

DNA's consumer business provides diverse telecommunication services, such as voice and data services for communication and information retrieval, and telecommunication services for security and entertainment.

DNA's corporate business offers nationwide, standardised and easy-to-use telecommunication, communication and networking solutions. Our operator services are part of the corporate business.

Business segments, 1,000 EUR	Consumer	Corporate	Unallocated	Group total
1.730.9.2009				
Net sales	119,312	47,457	0	166,769
EBITDA	31,751	15,708	-22	47,437
Depreciations	22,375	9,689	-8	32,056
Profit	9,376	6,019	-14	15,381
Financial items				-3,147
Profit before taxes				18,528
Profit for the financial period				13,152
Investments	7,566	3,481	0	11,048
Personnel at end of period	560	339	0	899
1.730.9.2008				
Net sales	112,747	46,478	0	159,226
EBITDA	26,178	15,168	-154	41,191
Depreciations	15,815	9,557	-21	25,350
Profit	10,362	5,611	-133	15.841
Financial items	10,002	3,511	200	847
Profit before taxes				14,994
Profit for the financial period				12,113
Investments	14,938	6,346	112	21,396
Personnel at end of period	561	457	0	1018
reisonner ac end or period	301	+07	<u> </u>	1010
<b>1.130.9.2009</b> Net sales	350,545	136,326	88	486,958
EBITDA	79,495	38.902	-219	118,178
Depreciations	58,030	28,348	- <u>-219</u> -16	86,362
Profit	21,465	10,555	-203	31,816
Financial items	21,405	10,555	-203	-1,724
Profit before taxes				33,540
Profit for the financial period				24,704
		47.750		
Investments	38,222	17,750	143	56,116
Personnel at end of period	560	339	0	899
1.130.9.2008				
Net sales	332,257	144,495	0	476,752
EBITDA	81,649	46,819	-130	128,337
Depreciations	48,249	25,879	-21	74,107
Profit	33,399	20,940	-109	54,230
Financial items	25,555	25,5 .5		-332
Profit before taxes				53,898
Profit for the financial period				39,479
Investments	35,889	16,578	112	52,580
Personnel at end of period	561	457	0	1,018
1.131.12.2008 Net sales	450,607	196,267	261	647,136
EBITDA	104,080	61,772	73	165,925
Depreciations	62,163	34,703	-100	96,766
Profit	41,917	27,069	174	69,159
Financial items	71,017	۵7,000	1/7	-4,837
Profit before taxes				64,322
Profit for the financial period				46,834
Investments	66,564	29,997	164	96,725
Personnel at end of period	554	428	101	982
Comment const-	400.044	044170	107.050	010.000
Segment assets	460,044	344,178	107,858	912,080

#### 2. INVESTMENTS

Capital expenditure, 1,000 EUR	7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
Intangible assets	1,230	5,661	6,449	14,619	24,313
Tangible assets	9,818	15,734	49,667	37,960	72,413
Total	11,048	21,396	56,116	52,580	96,725

#### 3. SHAREHOLDERS' EQUITY

#### Refund of capital and payment of dividend

DNA Ltd's Extraordinary General Meeting of 10 September 2008 approved a refund of capital (approximately EUR 5.5 per share), totalling EUR 41,689,000. The refund was paid by 31 March 2009. This calculation is included in the change of equity.

DNA Ltd's Annual General Meeting of 27 March 2009 approved a payment of dividend (approximately EUR 3.95 per share), totalling EUR 29,944,000. The dividends were paid in August but the amount was less than agreed due to the redemption of treasury shares.

#### Treasury shares

During the financial period, following a decision taken by the Extraordinary General Meeting on 4 August 2009, the company purchased 2,500 treasury shares at a redemption price of EUR 287,208.75.

Date	Amount	Nominal value, EUR
4.8.2009	2,500.00	0.00
Total	2,500.00	0.00

The shares redeemed during the financial period account for 0.03 per cent of the votes. The redemption of treasury shares did not have any significant effect on ownership and distribution of votes in the company.

#### 4. NET LIABILITIES

1,000 EUR	30.9.2009	30.9.2008	31.12.2008
Long- and short-term loans	203,735	176,712	170,442
Less short-term investments, cash and bank balances	16,888	31,657	7,339
	186,847	145,055	163,103

#### 5. PROVISIONS

#### Reorganisation of DNA's businesses

Reorganisation of DNA's businesses DNA Group's mobile, fixed-line network and store businesses have been merged into a single operational entity. As part of this business restructuring, DNA initiated cooperative negotiations in January. The negotiations were concluded on 27 February 2009.

As a result of the restructuring, 103 DNA Group employees were made redundant, of which 30 through pension arrangements. With regard to the restructuring, a total of EUR 5,661,000 was recognised in the personnel expenses for the arrangement and EUR 668,000 for pension obligations.

1,000 EUR	Decommissioning costs	Onerous contracts	Restructuring provisions
Provisions 1.1.2009	4,482	704	1,698
Increase		8,283	5,661
Used provisions/discount effect	-567	-1 606	-3,694
Provisions 30.9.2009	3,915	7,381	3,665
Provisions 1.1.2008	4,789	0	3,754
Increase		1,089	
Used provisions/discount effect			-752
Provisions 30.9.2008	-1 243	0	-1,205
	3,546	1,089	2,549
Provisions 1.1.2008			
Increase	4,789	0	3,754
Used provisions/discount effect		1,089	443
Provisions 31.12.2008	-307	-385	-2,499
	4,482	704	1,698

#### 6. RELATED PARTY TRANSACTIONS

The Group's related parties include associated undertakings and members of the Board of Directors and the management teams, including the CEO and the senior vice-president.

The following related party transactions were carried out:

1,000 EUR	Sales	Purchases	Receivables	Liabilities
9/2009				
Organisations exercising significant influence	53	2,922	5	0
Associated undertakings	0	203	0	0
Other related parties		18		
9/2008				
Organisations exercising significant influence	755	2,087	0	4,043
Associated undertakings	0	142	0	0
Other related parties		48		
12/2008				
Organisations exercising significant influence	821	3,176	28	1,822
Associated undertakings	553	214	52	
Other related parties		86		6

## **KEY FIGURES**

7-9/2009	7-9/2008	1-9/2009	1-9/2008	1-12/2008
67	72	67	72	73
187	145	187	145	163
36.9	26.5	36.9	26.5	29.5
57.6	61.5	57.6	61.5	60.8
0.98	0.88	1.19	0.85	0.98
8.7	9.6	6.6	10.8	9.9
10.2	9.0	6.2	9.1	8.0
11	21	56	53	97
6.6	13.4	11.5	11.0	15.0
899	1,018	899	1,018	982
	67 187 36.9 57.6 0.98 8.7 10.2 11 6.6	67         72           187         145           36.9         26.5           57.6         61.5           0.98         0.88           8.7         9.6           10.2         9.0           11         21           6.6         13.4	67         72         67           187         145         187           36.9         26.5         36.9           57.6         61.5         57.6           0.98         0.88         1.19           8.7         9.6         6.6           10.2         9.0         6.2           11         21         56           6.6         13.4         11.5	67         72         67         72           187         145         187         145           36.9         26.5         36.9         26.5           57.6         61.5         57.6         61.5           0.98         0.88         1.19         0.85           8.7         9.6         6.6         10.8           10.2         9.0         6.2         9.1           11         21         56         53           6.6         13.4         11.5         11.0

<sup>\*</sup> incl. financial-leasing-based investments

## **CALCULATION OF THE KEY INDICATORS**

Equity per share (EUR)	=	Equity attributable to equity holders of the parent company  Number of outstanding shares at end of period	
Interest-bearing net liabilities (EUR)	=	Interest-bearing liabilities - liquid assets	
Gearing, %	=	Interest-bearing liabilities - liquid assets  Total shareholders' equity	× 100
Equity ratio, %	=	Shareholders' equity  Balance sheet total - advance payments received	× 100
EBITDA (EUR)	=	Profit + depreciation and amortisation	
Return on investment (ROI), %	=	Profit before taxes + interest and other financing expenditure  Balance sheet total - non-interest bearing liabilities (annual average)	× 100
Return on equity (ROE), %	=	Profit for the financial period  Total shareholders' equity (annual average)	× 100



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