



Done Solutions Corporation ■ Annual Report 2006



**Done Solutions  
Corporation**

President & CEO  
Pekka Pystynen

**Done Information Oy**

Managing Director  
Elina Karjalainen

**Done Logistics Oy**

Managing Director  
Juha Mikkola

**Tiolat Oy**

Managing Director  
Kari Serjamaa

**Board of Directors**



Jyri Merivirta  
Chairman



Pekka Pystynen



Jaakko Asanti



Matti Nevalainen

## Sustained Consolidated Profit, First-ever Dividend Payment



Done Solutions Corporation Group operates through the following three active subsidiaries: Done Information Oy (Services segment), Done Logistics Oy (Systems segment) and Tiolat Oy (Health Care segment). Done Information Oy provides multilingual documentation, visualization and translation services using state-of-the-art solutions and technologies. Done Logistics provides automated materials-handling systems and the related software to the beverage, paper and metal industries. Tiolat provides eye specialists, general practitioners, opticians and veterinarians with tonometers. All three subsidiaries showed a profit throughout the financial year.

Focusing on Finland and the rest of the EU, Done Information Oy met all of its volume and profit targets. EU enlargement will provide growing opportunities in the field of translation, documentation, localization and visualization.

Towards the end of the financial year in particular, Done Logistics received plenty of orders not only from existing customers but also new ones, both at home and abroad. The company's profitability remained healthy throughout the financial year and its operational streamlining and development measures taken, coupled with the adoption of new practices, will also contribute to sustained profitability.

In August 2006, we raised our shareholding in Tiolat to 100 percent, this acquisition of minority interest being paid in cash and through a share swap. Outperforming other Group companies in terms of profitability and growth, Tiolat has applied for product approval in the world's largest markets, the US and China. These potential, new markets will contribute to providing the company with growth potential.

Moving into profit in 2005 and continuing to maintain its profitability at a healthy level in 2006, Done Solutions Group has an excellent basis for showing profitable growth in 2007. With positive cash flows, the Group's financial position remained sound throughout 2006. As a result of favorable developments in its profit performance, Done Solutions will distribute dividends for the financial year 2007 for the first time in its history.

Our primary goals set for 2006 were as follows: all subsidiaries would operate on a profitable basis, the Group would successfully integrate Tiolat's operations and buy all of its shares, and a settlement on an action, brought by the Swedish subsidiary's bankruptcy estate, would be reached. We were successful in achieving these goals. We did not carry out strategy-based corporate acquisitions during the financial year and will continue to look for potential acquirees during the current year, in line with our strategy. Accordingly, we aim to identify eligible companies with a strategic fit in situations in which demand exceeds supply and equity investors dominate corporate transaction markets. Although this is a challenging task, we do not think it impossible.

I should like to take this opportunity to thank our customers, partners, employees and shareholders for the confidence they showed in us during 2006.

Pekka Pystynen  
President & CEO

## Done Information Oy

**Done Information Oy provides services related to translation, localization and multilingual documentation, as well as technical advertising and visualization.**

### A Successful 2006 as Planned

For Done Information, 2006 marked a year of growth: our net sales improved by 10 percent and profitability remained on a sound level. We enjoyed growth not only in translation services but also user and training documentation production. Last year, our determined efforts to develop our customer relationship management on a systematic basis and secure customer satisfaction began to bear fruit. Our staff has put a lot of time and energy into formulating and delivering on customer promises, providing us with firm foundations for ensuring good progress in the years to come.

We also modernized our service offerings and launched new products and solutions for multilingual content management. In developing new products, we sought to place a greater focus on our customers' needs, so that our services would support their business more efficiently. Our goal is to target customers with products that meet their expectations, and during the current year we aim to persist in these efforts while contemplating how we might exceed customer expectations.

Without last year's hard work and all of our employees' contributions to meeting our shared goal, we could not have achieved such growth.

Elina Karjalainen  
Managing Director



## Done Logistics Oy

**Done Logistics streamlines customers' material and information flows, based on its tools for automated materials-handling systems and the supporting information systems.**

### Industrial Investment on the Rise

Manufacturing companies recorded high capital spending during the last financial year. In an effort to reap rationalization benefits, companies from various industries also invested in intralogistics systems.

Although our net sales fell slightly over the previous year, earnings remained on a good level. Our Logistics Software unit exceeded both its volume and profit targets. The Materials Handling Systems unit's volume fell slightly short of its target, due to the later-than-planned launch of a few major projects. However, the unit showed a good profit performance.

We saw favorable developments in our order intake, which was considerably higher on the balance sheet date in 2006 than a year earlier. In 2007, we expect growth in both our net sales and earnings.

New agreements concluded in 2006 extended our agent network in France and India. Exports account for 60 percent of our net sales, with the USA, Spain, France and India representing our largest export countries. Exports are expected to increase their share of our net sales in 2007.

In 2006, we built up our portfolio of services and products to form the following five competence concepts: Reel Handling, Palletizing, Warehousing Management, Order-picking Solutions, and Packaged Materials Conveyance and Transport. Making use of these concepts, we can offer our customers both off-the-shelf and customized, need-based solutions. We are continuously developing services and products within these competence concepts with a view to providing customers with new and better benefits.

At the end of the financial year, we received the Suomen Vahvimmat (The Strongest in Finland) certificate, awarded to companies with the best credit ratings based on their financial records and background information. Only 10 percent of Finnish companies qualify for this certificate.

Our operating environment, both internally and externally, will provide firm foundations for our business performance in 2007.

Juha Mikkola  
Managing Director



**Tiolat provides eye specialists, general practitioners, opticians and veterinarians with tonometers.**

## First Year as a Done Group Company

2006 was our first full financial year as a Done Solutions Group company. Our integration with the Group has progressed smoothly.

Last year, we made heavy investments in developing and improving our organizational infrastructure by adopting a new CRM system, retooling our IT system and reorganizing our financial management. We also implemented a summer-long project aimed at upgrading and re-focusing our quality management system.

On the basis of feedback from the market, we developed and designed a new sensor for our TonoLab product. We also invested in developing a new sensor for our current tonometer and testing sample sensors.

We surveyed Finnish physicians about our new product concept and invested vigorously in developing our current product further by hiring external resources for this development project.

During the financial year, our iCare received a Medical Device license from Health Canada, a federal regulator, for the Canadian market. We have also made concerted efforts to obtain a similar license for the US and Chinese markets and are searching for potential distributors there. By and large, we invested heavily in enhancing our sales performance by e.g. recruiting two sales people and a marketing coordinator. We have analyzed our current target countries with respect to the distributors' customer portfolio focus and, on this basis, have developed a new sales model, whose launch and deployment across the organization is still underway.

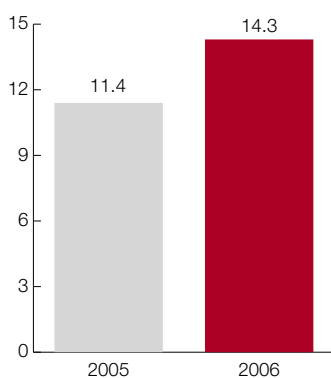
We are well positioned to meet the challenges that lie ahead in 2007. Any entries into new market areas are expected to contribute significantly to the development of our business. However, we also expect growth in our current market areas.

Kari Serjamaa  
Managing Director

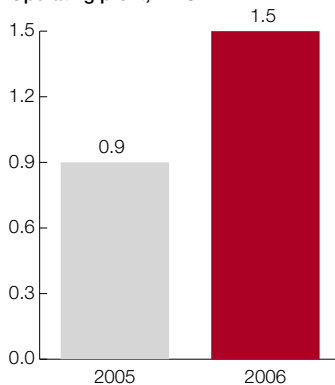


## Group key figures and ratios

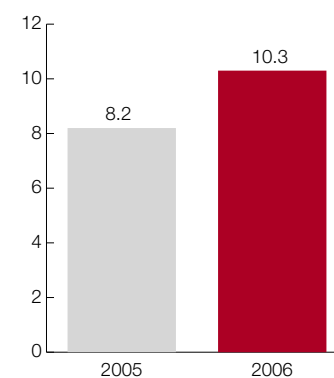
Net sales, MEUR



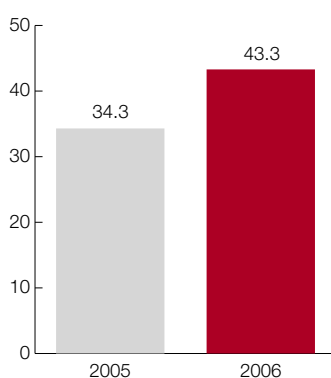
Operating profit, MEUR



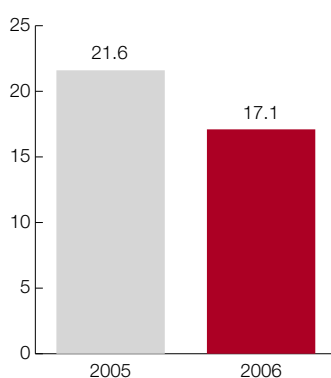
Operating profit, % of net sales



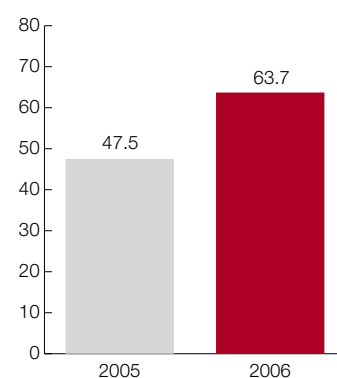
ROE, %



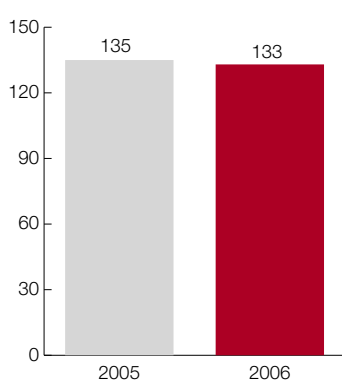
ROI, %



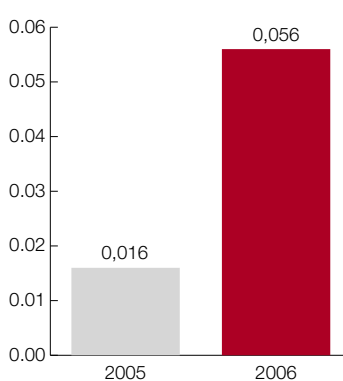
Equity ratio, %



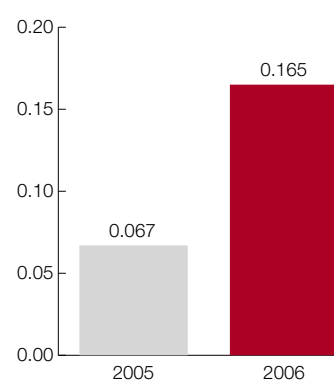
Personnel



Earnings per share, EUR  
(continuing operations)



Equity per share, EUR



## Figures by segment

Services (Done Information Oy)

	2005	2006
Net sales	MEUR 4.6	<b>MEUR 5.0</b>
Segment profit*	MEUR 0.7 16%	<b>MEUR 0.7 14%</b>
Personnel	65	<b>66</b>

Systems (Done Logistics Oy)

	2005	2006
Net sales	MEUR 6.8	<b>MEUR 6.4</b>
Segment profit*	MEUR 0.9 13%	<b>MEUR 0.7 11%</b>
Personnel	56	<b>58</b>

Health Care (Tiolat Oy)

	2005	2006
Net sales	-	<b>MEUR 2.9</b>
Segment profit*	-	<b>MEUR 0.7 23%</b>
Personnel	-	<b>6</b>

\*Segment profit stands for the segment's operating profit, excluding administrative expenses.

**Done Solutions Corporation**

Tukholmankatu 2  
FI-00250 Helsinki  
Tel.: +358 (0)20 525 3000  
Fax: +358 (0)20 525 3303  
E-mail:  
info@donesolutions.com

**Done Information Oy**

Headquarters:  
Done Information Oy  
Tukholmankatu 2  
FI-00250 Helsinki  
Tel.: +358 (0)20 525 3000  
Fax: +358 (0)20 525 3303  
E-mail:  
info@donesolutions.com

## Other offices:

Done Information Oy  
Asekatu 3  
FI-40100 Jyväskylä  
Tel.: +358 (0)20 525 3000  
Fax: +358 (0)20 525 3201

Done Information Oy  
Åkerlundinkatu 5 A  
FI-33100 Tampere  
Tel.: +358 (0)20 525 3000  
Fax: +358 (0)20 525 3501

Done Information Oy  
Petrasol Business Center  
Kristiinankatu 9, 3rd floor  
FI-20100 Turku

**Done Logistics Oy**

Headquarters:  
Done Logistics Oy  
Mailing address:  
P.O. Box 521, FI-61801 Kauhajoki  
Street address:  
Hakasivuntie 1  
FI-61800 Kauhajoki  
Tel.: +358 (0)20 525 3000  
Fax: +358 (0)20 525 3090  
E-mail:  
logistics@donesolutions.com

## Other offices:

Done Logistics Oy  
Mailing address:  
P.O. Box 4, FI-60101 Seinäjoki  
Street address:  
Valtionkatu 1  
FI-60100 Seinäjoki  
Tel.: +358 (0)20 525 3000  
Fax: +358 (0)20 525 3190

Done Logistics Oy  
Åkerlundinkatu 5 A  
FI-33100 Tampere  
Tel.: +358 (0)20 525 3300  
Fax: +358 (0)3 253 6363

**Tiolat Oy**

Tiolat Oy  
Nuijamiestentie 5 B, 2nd floor  
FI-00400 Helsinki  
Tel.: +358 (0)9 8775 1150  
Fax: +358 (0)9 728 6670  
E-mail: info@tiolat.fi

