

FISKARS

ANNUAL REPORT 1982

FISKARS

ANNUAL REPORT 1982

| CONTENTS | Page |
|---|---------------|
| Table of contents | aries and the |
| Board of Directors; Auditors | 2 |
| Management Board | 3 |
| Summary of operations | |
| Annual report of the Board of Directors | 2 |
| Group income statement | 11 |
| Group balance sheet | 12 |
| Group cash-flow | 14 |
| Parent Company income statement | 15 |
| Parent Company balance sheet | 16 |
| Parent Company cash-flow | 18 |
| Comments on the financial statements | 19 |
| Annual general meeting of shareholders 1982 | 22 |
| Proposal of the Board of Directors for | T |
| dividends and retained earnings | 22 |
| Auditors' report | 23 |
| Johan L. von Julin In Memoriam | 23 |
| Consumer Products Industry | 24 |
| Investment Products Industry | 26 |
| Real Estate | 30 |
| Management | 32 |
| Addresses | 33 |
| | |

BOARD OF DIRECTORS

| Elected until the annual general meeting of shareholders in |
|--|
| 1983 |
| 1983 |
| 1984 |
| 1984 |
| 1985 |
| † 25.9.1982 |
| 1984 |
| 1985 |
| 1983 |
| |

AUDITORS

| Ordinary | Deputy |
|---|---|
| Eric Haglund Authorized Public Accountant | Henry Lind Authorized Public Accountant |
| Brita Hisinger-Jägerskiöld | Peter Hartwall |
| Christian Hildén | Krister Hamberg |

MANAGEMENT BOARD March 1, 1983

| Chairman: Göran J. Ehrnrooth | Managing Director |
|------------------------------------|-------------------------------|
| Deputy Chairman: Reijo Kaukonen | Deputy Managing Director |
| Members: Olof Bruncrona | Director Real Estate |
| Väinö Korpeinen | Director Cranes |
| Mauno Rautiainen | Director Development |
| Lars Palmgren | Director Consumer Products |
| Juha Toivola | Director Finance |
| | |

Secretary: Kurt-Erik Forsstedt

SUMMARY OF OPERATIONS

| | 1978 | 1979 | 1980 | 1981 | 1982 |
|-----------------------|--|------|------|------|-------------|
| GROUP | Mmk | Mmk | Mmk | Mmk | Mmk |
| Turnover | 386 | 401 | 391 | 429 | 454 |
| Sales outside Finland | 150 | 175 | 175 | 186 | 185 |
| % of total sales | 39 | 44 | 45 | 43 | 41 |
| Operating margin | 34 | 21 | 32 | 43 | 48 |
| % of total sales | 9 | 5 | 8 | 10 | 11 |
| Financial costs, net | 22 | 18 | 24 | 31 | 28 |
| Personnel | 2951 | 2136 | 2214 | 2129 | 1838 |
| | The state of the s | | | | Property of |
| PARENT COMPANY | Mmk | Mmk | Mmk | Mmk | Mmk |
| Turnover | 260 | 272 | 2/2 | 277 | 202 |

| PARENT COMPANY | Mmk | Mmk | Mmk | Mmk | Mmk |
|----------------------|-----|-----|-----|-----|------|
| Turnover | 369 | 373 | 362 | 377 | 383 |
| Exports | 132 | 149 | 150 | 150 | 128 |
| % of turnover | 36 | 40 | 41 | 40 | 33 |
| Operating margin | 17 | 17 | 26 | 26 | 25 |
| % of turnover | 4,5 | 4,5 | 7 | 7 | 7 |
| Financial costs, net | 19 | 15 | 19 | 21 | 19 |
| Result for the year | 0.4 | 3,4 | 2,2 | 1.2 | 1,2 |
| Dividend | 1,5 | 1,9 | 1,9 | 1,5 | 1,51 |

¹⁾ proposal

ANNUAL REPORT OF THE BOARD OF DIRECTORS

The following contains the annual report and final accounts of the Fiskars Group and its parent company, Ov Fiskars Ab.

The Group consists of the Consumer Products Industry, the Investment Products Industry and Real Estate management. The Group is also a shareholder in several outside affiliate companies.

GENERAL

In spite of a general weakening in demand both in Western European and Comecon countries the planned increases in sales were achieved. Despite the recession, sales in the US increased and now amount to 18 per cent of total turnover.

Group turnover rose by 6 per cent to FIM 454 million. Turnover for the Parent Company rose by only 2 per cent to FIM 383 million.

The positive development of the subsidiaries improved the Group's gross margin both in terms of marks and percentage points. The Parent Company's operating margin remained at the level for the previous year, although results in the last two months clearly exceeded those projected in late autumn. Profitability of the Parent Company continued, however, to be unsatisfactory.

Operating margin for the Group rose to FIM 48 million, representing 10.5 per cent of total turnover (FIM 43 million and 10 per cent respectively in 1981). Operating margin for the Parent Company was FIM 25 million, representing 7 per cent of total turnover (FIM 25 million and 7 per cent).

Several product lines were running significantly below capacity at the beginning of 1982. During the year, personnel and other resources were adjusted to meet the changes in sales volume forecasted, taking into account the tight market situation, which was partly caused by high interest rates.

The results of these measures can already be seen in the better balance between the backlog of orders and production capacity. At the beginning of 1983, all factories were working on a fulltime basis, with, however, a ten per cent reduction in the labour force.

The Board of Directors still considers the continuing structural changes as the correct way to achieve the essential improvement in profitability required. This will also strengthen the Group's financial basis. As part of this policy, the Inkoo Plastics Plant and the District Heating Product Line were sold to the Lohja Group.

Efforts to improve the Group's position in export markets were increased and links with established dealers and distributors strengthened. The Group continued to make considerable progress in the US consumer goods market. Operations outside Finland accounted for 41 per cent of total Group turnover.

The Group's financial position was strengthened according to plan and the amount of capital employed

reduced. The resources released were placed in interestbearing deposits and the Group's net financial expenditure lowered compared to previous years.

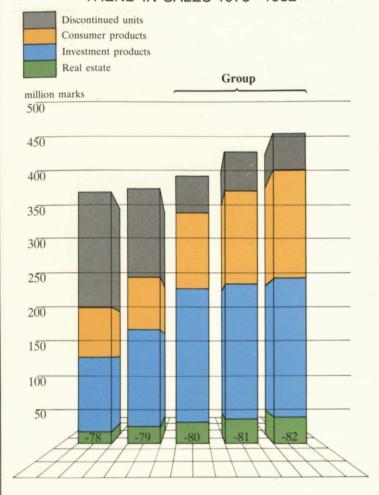
TURNOVER

The Group's turnover was FIM 454 million (FIM 429 in 1981); and turnover for the Parent Company was FIM 383 million (FIM 377 million).

Breakdown of turnover by industries:

| | 1981 million marks | 1982 million marks | Change % |
|-------------------------|--------------------------|--------------------------|----------|
| Consumer Products | 137 | 158 | + 15 |
| Investment Products | 201 | 207 | + 3 |
| Real Estate | 35 | 38 | + 9 |
| Others | 56 | 51 | - 9 |
| Group turnover | 429 | 454 | + 6 |
| Parent Company turnover | 377 | 383 | + 2 |

TREND IN SALES 1978-1982

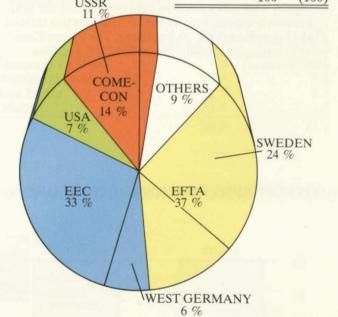


BREAKDOWN OF EXPORTS

The Parent Company's domestic turnover rose 12 per cent to FIM 254 million (FIM 227 million).

The geographical distribution of export sales by the Parent Company:

| Part - California - Falla for Livelini nasina bilangan | million marks | % | 1981 |
|---|------------------|-----|-------|
| EFTA | 48.2 | 37 | (33) |
| of which Sweden | 30.5 | 24 | (18) |
| EEC | 42.2 | 33 | (31) |
| of which West Germany | 7.6 | 6 | (9) |
| COMECON | 17.8 | 14 | (21) |
| of which the Soviet Union | 14.0 | 11 | (17) |
| USA | 8.8 | 7 | (6) |
| Others | 11.8 | 9 | (9) |
| LICCD | | 100 | (100) |



GROUP SALES BY MARKET AREAS

| | 1981 million marks | 1982 million marks | Change % |
|------------------------|--------------------------|--------------------------|----------|
| Finland | 243 | 269 | +11 |
| Scandinavia | 49 | 54 | +10 |
| Western Europe | 55 | 45 | -18 |
| Soviet Union and other | | | |
| COMECON-countries | 32 | 18 | -44 |
| USA | 57 | 83 | +46 |
| Others | 14 | 12 | -14 |
| | 450 | 481 | |
| Correction items | 21 | 27 | |
| Net turnover | 429 | 454 | + 6 |

BACKLOG OF ORDERS

The backlog of orders was higher than in previous years, rising to FIM 114 million. This was more than 20 per cent or FIM 20 million higher than at the beginning of 1982. The balance between the backlog of orders and sales varies considerably between product lines due to their different characteristics.

PRODUCT LINES

In the Consumer Products Industry, the product line for scissors, knives and hand tools dominates, both in terms of turnover and gross margin. In spite of the prevailing recession, developments in the US were positive. Deliveries from Finland to Europe remained at the previous level. Production costs per unit were reduced and thus competitiveness increased.

The Frames and Mouldings Product Line was affected by a drop in sales in the US, which could not be fully compensated for in European markets.

The gross margin for the Consumer Products Industry was satisfactory and a clear improvement on the previous year.

In the Investment Products Industry development among the various product lines was uneven.

Crane production had to be adjusted because of a fall in demand, but in spite of this the product line succeeded in keeping the gross margin at a satisfactory level.

The Inha Metal Products Product Line was able to achieve an increase in gross margin despite a drop in production volume.

Plough production has for several years already been adversely affected by a decline in sales volume and weakened profitability. Measures to remedy the situation are only slowly having an effect.

The Power Electronics Product Line is involved in the manufacture of power supply systems for data transfer and telecommunications networks and was able to increase sales in these growing markets. Profit development was positive.

The Traffic Control Systems Product Line successfully bid for several important contracts and was thus able to further strengthen its market position. The gross margin remained at the level of the previous year.

The Enclosures Product Line increased sales and improved results. This success was based on technical developments, as well as more active marketing and the presence of a wide international sales network. Rationalisation of production led to a marked reduction in costs.

The Lifeboat and Special Vessels Product Line improved its results considerably due to an increased orderbook. With the cessation of leisure boat production, the boatyard now has a distinct operational profile.

The overall gross margin for the Investment Products Industry was still disappointing, but nevertheless represents an improvement over the previous year.

REAL ESTATE

The sale of plots in the Tammisaari and Tenhola area by Oy Predium Ab proceeded well. This carefully planned operation thus brought satisfactory results. Over half the plots available have now been purchased.

Income from forest management was lower than in previous years; fellings were lower than in the recommendations of the forestry plan and also less than permitted by the annual growth rate.

Due to the good weather pertaining throughout the year, income from agricultural activities was above normal.

The gross margin for the Electricity Department did not quite reach the level of the previous year. Industrial demand for electricity was lower, while that of private households increased.

Sales of land for construction to various municipalities and sales of plots and housing to Company employees was of the same magnitude as the previous year. Company landholdings decreased overall by 15 hectares.

The gross margin for Real Estate management was above the previous year's level.

MARKETING COMPANIES

Marketing companies abroad concentrated mainly on increasing sales of the Group's consumer products and their organisations were adjusted accordingly. The subsidiary, Ballena Ltd, which had already ceased sales of leisure boats in 1981, was finally wound up.

Total turnover for the marketing companies in 1982 was FIM 29 million (FIM 28 million).

FINANCIAL RESULT

The Group's operating margin improved by 10 per cent and that of the Parent Company remained at the level of the previous year.

The FIM 15 million (FIM 15 million) depreciation on the Group's fixed assets was based on the maximum allowed according to tax laws in Finland and abroad.

In addition to depreciation on fixed assets, the value of the shares held in Oy Metsä-Skogby Ab by the Parent Company was reduced by FIM 6 million, which corresponds to the reduction in share capital of the said company.

The net interest and financing expenditure, including incurred exchange losses, was 10 per cent lower than the previous year and totalled FIM 28 million.

Profits from the sales of fixed assets, which came mainly from the sale of the Inkoo Plant, and other similar profits are entered under income as before.

Other expenditure includes non-recurrent expenses totalling FIM 3 million and unrealized exchange losses on long-term loans totalling FIM 7 million.

After the above-mentioned activities, the Group's reserves decreased by FIM 8 million. After deduction of FIM 3 million in taxes, the final accounts for the Group show a profit of FIM 4 million (FIM 2.5 million). The

Parent Company's reserves decreased by FIM 12.1 million and the final accounts showed a profit of FIM 1.2 million (FIM 1.2 million).

FINANCE

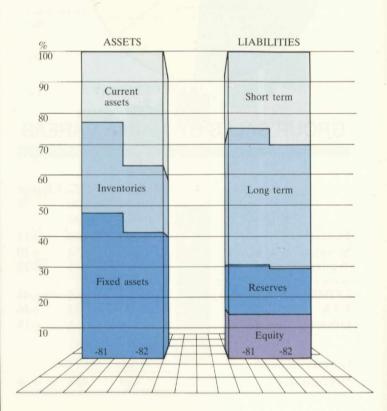
The Group's cash flow continued to improve and the financial structure was strengthened by the income received from the sale of the Inkoo Plastics Plant. This income was entered under current assets.

Current assets increased by FIM 76 million. The FIM 35 million increase in liabilities was accounted for wholly by short-term loans.

The Parent Company's cash flow from operations was insufficient, although liquidity was good. Investments were also kept at a low level this year. The Parent Company's currency position improved during the year.

Pension liabilities rose by FIM 0.5 million to a total of FIM 11.4 million (FIM 10.9 million). The Parent Company's contingent liabilities were FIM 208.4 million (187.9 million).

THE GROUP'S FINANCING STRUCTURE



INVESTMENTS

During 1982, investments for both the Parent Company and the Group were kept at a low level.

Investments were directed in order to gain rapid returns without changes in production volume. The majority of investment decisions during the year were linked to the profitability improvement programmes being implemented in various factories.

Group investments totalled FIM 19 million (FIM 28 million). The corresponding figure for the Parent Company was FIM 15 million (FIM 26 million).

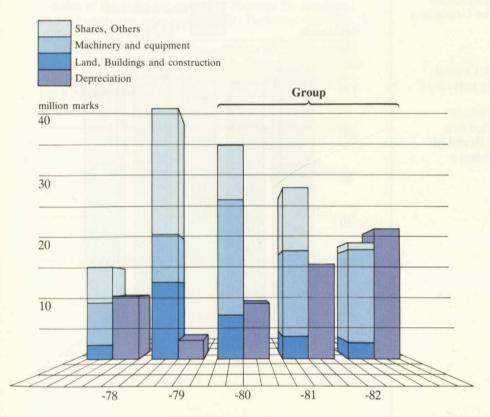
The book value of the Group's fixed assets fell by FIM 17 million after depreciations and sales.

As in previous years, all investments in product development and tooling in the Parent Company were entered as expenditure costs for the year.

Breakdown of investments:

| | 1981 FIM million | 1982 FIM million |
|---------------------|---------------------|---------------------|
| Consumer Products | 5.3 | 9.1 |
| Investment Products | 7.8 | 5.4 |
| Real Estate | 2.5 | 3.1 |
| Others | 12.4 | 1.5 |
| BARRIOTHIAN BLANCH | 28.0 | 19.1 |

FIXED ASSETS INVESTMENTS AND DEPRECIATIONS



PERSONNEL

PARENT COMPANY

Demand for several of the Company's products had already began to decline at the beginning of 1981. Because this situation, which had partly led to long-term layoffs and shortened working hours, seemed set to continue in 1982, the previously-mentioned adjustments were started to be made in the Company's various factories. At the same time plans to improve profitability were drawn up and implemented. Due to these measures, there was no longer any need at the beginning of 1983 to resort to layoffs or short-term working.

It is considered essential that in the future the product lines continue to be able to respond effectively to changes in their markets. In order to make it possible to carry out the measures needed to ensure the improvement in profitability required by the Company, cooperation between management and employees has to be continued and further strengthened.

The Board of Directors expresses its gratitude to all employees for their efforts in the face of difficult conditions. The Board would also like to extend special congratulations to those employees who received longservice awards during the year.

The Parent Company employed a total of 1658 people on 31.12.1982 (1952 in 1981). In conjunction with the sale of the Inkoo Plastics Plant 99 persons were transferred into the employment of the Lohja Group. The Group as a whole employed 1838 (2129) personnel.

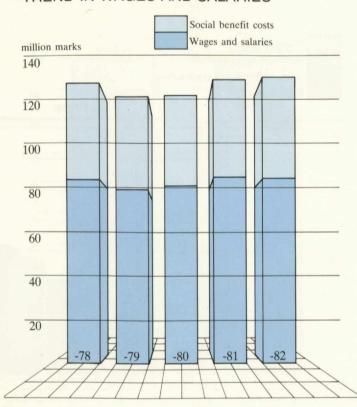
In 1982, 90 employees received the Finnish Central Chamber of Commerce award for completing periods of service within the Company.

Of the above-mentioned, 14 had been in Fiskars' employment for 45 or 50 years and were invited to a special celebration with the Chairman of the Board of Directors, Jacob von Julin, who has himself been a member of the Board for fifty years.



In 1982 the above received Finnish Central Chamber of Commerce awards for 45 or 50 years of company service
Jacob von Julin 50, (seated left) Fiskars Board of Directors, Elis Ekebom 50, Fiskars Engineering Works, Kaino Laaksonen 50,
Transport Dept., Kaarlo Virta 45, Inha Works, Lasse Koskinen 45,
(standing left) Fiskars Engineering Works, Veikko Kivi 45, Fiskars Engineering Works, Onni Forsblom 45, Porvoo Engineering Works,
Tauno Laukas 45, Inha Works, Anton Blomqvist 45, Fiskars Engineering Works, Allan Kulha 45, Inha Works, Akseli Tegelsten 45,
Fiskars Engineering Works, Elis Johansson 45, Fiskars Engineering Works, and Unto Heino 45, Fiskars Engineering Works. Missing from the picture: Lauri Heino 45, Fiskars Engineering Works.

TREND IN WAGES AND SALARIES



ORGANISATION

In April 1982, the Group's deputy managing director took over responsibility for the management of the various product lines. As a results of this, the product lines were reorganised and geared to function as separate business units. These new and more detailed organisations came into effect in January 1983. The division of responsibility is shown on page 32.

Special attention was paid to the interchange between the managements of the Parent Company and the marketing companies abroad, with positive results.

Training schemes for both management and production personnel were initiated in order to create readiness for further international expansion and meet increased demands on profitability.

AFFILIATE COMPANIES

The operations of Ovako Oy Ab were affected deeply by the worldwide recession in the steel industry. The company ran at a loss, and turnover decreased to FIM 1100 million (FIM 1140 million). Fiskars has a 33.5 per cent shareholding in Ovako.

Oy Metsä-Skogby Ab was affected by the severe profitability crisis that hit the whole sawmill industry. Turnover fell to FIM 38 million (from FIM 44 million in 1981) and the company returned a loss. Fiskars' shareholding amounts to 50 per cent.

Sales of the software company Procons Oy increased and the company returned a profit. Turnover was FIM 12 million (FIM 6 million).

1982 was the first year of operations for Wilkinson-Fiskars B.V. in Holland. Invoicing amounted to FIM 10 million and the company recorded a slight loss. Fiskars has a 50 per cent shareholding.

TURNOVER OF SHARES ON THE STOCK EXCHANGE; GROUPING OF SHAREHOLDERS

The turnover of the Company's shares on the Helsinki Stock Exchange amounted to FIM 3 581 000. 18 474 shares were traded (8 505), which corresponds to 8.7 per cent of the total share capital.

The quotation was FIM 165 at the beginning of the year and FIM 210 at its end. A high of FIM 240 and a low of FIM 160 were registered.

The taxation value on 31.12.1982 was FIM 206 (165) per share.

Share capital remained unchanged and consisted of 212 500 shares with a nominal value of FIM 100 each. At the end of the year, the Company had 1 024 (1 010) registered shareholders.

The shareholders of the Company are, according to the share register, grouped as follows:

| Proport | tion of share | capital, % |
|-----------------------------------|---------------|------------|
| a utilifia report atwellerations. | 1981 | 1982 |
| Private persons | 79.6 | 79.4 |
| Foundations and other | | |
| public organisations | 7.9 | 8.1 |
| Business enterprises | 9.1 | 9.1 |
| Banks and insurance companies | 3.4 | 3.4 |
| | 100.0 | 100.0 |

OUTLOOK

As a result of developments achieved in 1982, the Group is in a much better position to increase its activities and marketing in 1983.

One of the most important aims is to eliminate the technical problems that have affected the operations of the older Fiskars' and Billnäs' factories. Planning of new sites and production technology is proceeding.

The importance of Fiskars Manufacturing Corporation

The importance of Fiskars Manufacturing Corporation and the US market in general to the Group continues to grow. Operations outside Finland will be increased so that they account for half of the Group's total sales.

Fiskars concluded an agreement concerning the acquisition of the Finnovation sales company in February 1983. The company has been marketing consumer products in France with considerable success.

Structural changes will also continue, with resources being concentrated on the Consumer Products Industry and other product lines that show growth potential. Greater investments will be made in 1983; the overall amount is expected to rise to FIM 25 million. A decision to cease production of flagpoles was taken at the beginning of 1983.

Real estate management operations continue with new plans at present under preparation. The subsidiary Oy Predium Ab will continue to handle the sale of plots in the Tammisaari archipelago.

Forest management will proceed according to plan; thus ensuring a steady increase in stock and continued growth.

A slight upturn in the markets for steel and sawngoods is predicted for the end of 1983, but any improvement in the results of the affiliate companies Ovako Oy Ab and Oy Metsä-Skogby Ab will be slow. As a result of this, no dividends can be expected from these holdings.

Group sales for 1983 are forecast to reach FIM 460 million, bearing in mind that the District Heating Product Line, which brought in FIM 50 million in 1982, has been sold off. The Parent Company is expecting a marked improvement in results. Special attention is being paid to improving the return on net assets. The Group's financial position will remain sound.

The main causes of uncertainty at present are the level of demand in OECD countries and the development of free trade. The weakening competitiveness of Finnish industry and rapid increase in inflation give cause for great concern. The Board of Directors believes, however, that the Group's ability to follow and adjust to these developments has been essentially improved.

* * *

GROUP INCOME STATEMENT

(1000 marks)

| | | 19 | 981 | 1 | 982 |
|--|-----|-----------------|----------|----------------------------|----------|
| Net sales | | | 428 756 | | 454 499 |
| Variable and fixed costs Materials and supplies | 1 | 68 222 | | 166 405 | |
| Wages and salaries Statutory and contractual | | 95 237 | | $-166 \ 485 \\ -100 \ 080$ | |
| social service costs | _ | 45 006 | | - 45 950 | |
| Rents and leases | _ | 8 301 | | - 9 404 | |
| Other variable and fixed costs Production for own use | _ | 56 037 | | - 58 244 | |
| Inventory change | _ | 4 784 17 644 | -385 663 | 2 302 - 28 772 | 406 622 |
| Operating margin | | 17 044 | | - 20 112 | -406 633 |
| | | | 43 093 | | 47 866 |
| Depreciation | | | | | |
| Buildings and structures | _ | 3 808 | | - 2873 | |
| Machinery and equipment | _ | 7 809 | | - 7 478 | |
| Other fixed assets | _ | 1 363 | | - 1 910 | |
| Intangible rights | _ | 523 | | - 241 | |
| Other long-term investments Bonds and shares | _ | 1 641 496 | - 15 639 | - 2 788 - 6 000 | 21 200 |
| Profit from operations | _ | 490 | | - 6 000 | - 21 290 |
| Financing income and expenses | | | 27 454 | | 26 576 |
| Interest income | | 3 850 | | 3 406 | |
| Realized exchange losses on loans | _ | 1 494 | | - 410 | |
| Interest expenses | - : | 33 589 | - 31 233 | - 30 867 | - 27 871 |
| Dividends received | | 10 307 | 3 517 | | 55 |
| Other income and expenses | | | | | |
| Other income | | 2 561 | | 10 666 | |
| Other expenses | _ | 1 772 | 789 | - 9 717 | 949 |
| Profit before reserves and taxes | | Ma | 527 | fr death | - 291 |
| Change in reserves | | | + 5 087 | | + 7 506 |
| Direct taxes | | | - 3 074 | | - 3 196 |
| Minority interests | | _ | 3 | | |
| Net profit for the year | | | 2 543 | 7 | 4 019 |

GROUP BALANCE SHEET

(1000 marks)

| ASSETS | 31. | 31.12.1981 | | 31.12.1982 | |
|--|---------------------------|------------|-----------------------------|------------|--|
| Current assets | | | | | |
| Cash and bank deposits Trade receivables Loans receivable | 8 711 86 540 3 601 | | 50 974 101 777 24 580 | | |
| Advances paid Prepaid expenses Other financial assets | 3 974 5 145 3 900 | 111 871 | 3 911 3 620 2 700 | 187 562 | |
| Other imancial assets | | Maria | hard Jone orders | | |
| Inventories | | | | | |
| Materials and supplies Finished goods and work in progress | 31 143 110 908 | 142 050 | 26 888 86 390 | 113 278 | |
| Fixed assets | | | | | |
| Construction in progress Land and water | 1 125 66 095 52 278 | | 543 66 972 41 742 | | |
| Buildings and structures Machinery and equipment Other tangible assets | 57 792 3 001 41 320 | | 57 732 3 616 | | |
| Bonds and shares | 1 849 | | 35 562 820 | | |
| Intangible rights Other long-term investments | 3 115 | 226 575 | 2 299 | 209 286 | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | 480 496 | | 510 126 | |

| LIABILITIES | | 31. | 12.1981 | 31. | .12.1982 |
|------------------------------------|-------------|---------|---------|--------------------------------|----------|
| Current liabilities | | | | | |
| Trade payables | | | | | |
| Advances received | d | 23 865 | | 25 867 | |
| Accrued liabilities | | 4 967 | | 5 672 | |
| Notes payable | | 26 085 | | 31 314 | |
| Loans due next y | ear | 30 338 | | 39 249 | |
| Other short-term | liabilities | 27 044 | 100 000 | 38 141 | 154 405 |
| | | 8 590 | 120 889 | 14 184 | 154 427 |
| Long-term liabilities | S | | | | |
| Loans from bank | | 126 414 | | 124 780 | |
| Pension loans | 5 | 59 409 | | 64 220 | |
| Bond loans | | 16 500 | | 13 750 | |
| Other long-term | liabilities | 11 056 | 213 379 | 9 892 | 212 642 |
| Minority interest | | | 103 | | _ |
| Reserves | | | | | |
| Inventory reserve | | 42 608 | | 35 021 | |
| Additional depre | | 32 751 | | 32 751 | |
| Reserve for bad | | 2 826 | 78 185 | 2 907 | 70 679 |
| Shareholders' Equity | | | | E PER EST | |
| | | | | | |
| Restricted equity Share capital | | 21 250 | | 21 250 | |
| Reserve fund | | 3 857 | | 3 857 | |
| Other funds | | 36 367 | | 39 228 | |
| Other rands | | 61 474 | | 64 335 | |
| Distributable equity | V | | | | |
| Retained earning | | 3 923 | | 4 024 | |
| Net profit for the | | 2 543 | | 4 019 | |
| | | 6 466 | 67 940 | 8 043 | 72 378 |
| | | | 480 496 | radiomarkicki s | 510 126 |
| | | | | will amount to the same of the | |

GROUP CASH FLOW

(1000 marks)

| | 1981 | 1982 |
|--|------------------------------|------------------------------|
| Source of funds | | |
| From operations Operating margin Financing net Taxes | 43 093 -31 233 - 3 074 | 47 866 -27 871 - 3 196 |
| From operations, total | 8 786 | 16 799 |
| Other income/expenses | 4 306 | 1 004 |
| Sales of fixed assets | 6 397 | 21 392 |
| New long-term liabilities | 54 999 | 35 236 |
| Decrease in minority interests | _ | - 103 |
| Conversion difference | _ | + 1 707 |
| Total (A) | 74 488 | 76 035 |
| Application of funds | | |
| Dividends Investments Bonds and shares | 1 912 5 355 | 1 488 334 |
| Other fixed assets | 22 729 | 24 859 |
| Investments total Decrease in long-term liabilities Total (B) | 28 084 27 285 57 281 | 25 193 24 876 51 557 |
| Difference = change in net operating capital (A-B) | <u>17 207</u> | 24 478 |
| Increase in net operating capital | | |
| Increase in liquid assets Decrease in liquid assets Decrease in inventories Increase in short-term liabilities | - 9 704 -17 644 | 75 691 -28 772 -22 441 |
| Decrease in short-term liabilities Total (A–B) | <u>44 555</u> 17 207 | 24 478 |
| 10tm (11 D) | | 24 476 |

PARENT COMPANY INCOME STATEMENT

(1000 marks)

| | 1981 | 1982 |
|---|---|---|
| Net sales | 377 130 | 383 514 |
| Variable and fixed costs Materials and supplies Wages and salaries Statutory and contractual social service costs Rents and leases Other variable and fixed costs Production for own use Inventory change | -154 237 - 85 161 - 43 629 - 8 642 - 46 331 5 589 - 19 038 -351 449 | -149 312 - 84 999 - 44 261 - 9 729 - 44 819 2 301 - 27 221 -358 039 |
| Operating margin | 25 680 | 25 474 |
| Depreciation | | |
| Buildings and structures Machinery and equipment Other fixed assets Intangible rights Other long-term investments Bonds and shares | - 3 527 - 6 674 - 107 - 523 - 276 - 496 - 11 603 | - 2 545 - 5 847 - 117 - 241 - 399 - 6 000 - 15 150 |
| Profit from operations | 14 077 | 10 324 |
| Financing income and expenses Interest income Realized exchange losses on loans Interest expenses | 8 491 - 1 494 - 28 442 - 21 445 | 6 467 - 410 - 25 293 - 19 236 |
| Dividends received | 3 517 | 55 |
| Other income and expenses Other income Other expenses | 2 562 - 838 1 723 | 10 667 - 9 751 + 915 |
| Profit before reserves and taxes | - 2 127 | - 7 940 |
| Change in inventory reserve Direct taxes | + 6 216 - 2 877 | + 12 100 - 2 937 |
| Profit for the year | 1 212 | 1 222 |
| | | |

PARENT COMPANY BALANCE SHEET

(1000 marks)

| ASSETS | | 31.12.1981 | | 31.12.1982 |
|--|------------------------|------------|--------|----------------------|
| Current assets | | | | |
| Cash and bank deposits | 6 196 | | 48 811 | |
| Trade receivables | 84 169 | | 87 527 | |
| Loans receivable | 20 423 | | 39 687 | |
| Advances paid | 3 437 | | 3 744 | |
| Prepaid expenses | 4 532 | | 3 320 | |
| Other financial assets | 3 900 | 122 656 | 2 700 | 185 788 |
| Inventories | | | 20,000 | |
| Materials and supplies | 28 341 | | 23 771 | |
| Finished goods and work in progress | 88 116 | 116 457 | 65 465 | 89 236 |
| Fixed assets | | | - 1942 | |
| Construction in progress | 1 125 | | 543 | |
| Land and water | 64 011 | | 65 002 | |
| Buildings and structures | 38 607 | | 26 487 | |
| Machinery and equipment | 48 399 | | 46 395 | |
| Other tangible assets | 973 | | | |
| | 56 524 | | | |
| Intangible rights | 1 798 | | | |
| | 1 077 | 212 514 | | 192 041 |
| Other tangible assets Bonds and shares Intangible rights Other long-term investments | 973 56 524 1 798 | 212 514 | 1 | 967 50 573 746 |
| | | | | |
| | | | | |
| | | | | |

451 627

467 065

| LIABILITIES | | 31.12.1981 | 31 | .12.1982 |
|---|--|------------|---|------------|
| Current liabilities | | | | |
| Trade payables Advances received Accrued liabilities Notes payable Loans due next year Other short-term liabilities Long-term liabilities | 21 680 4 903 24 775 10 363 26 496 5 758 | 93 975 | 23 603 5 672 29 601 14 766 32 924 12 162 | 118 728 |
| Loans from banks Pension loans Bond loan Other long-term liabilities | 105 089 59 409 16 500 5 023 | 186 021 | 105 891 64 220 13 750 5 210 | 189 071 |
| Reserves | | | 183 | tabyy (Gra |
| Inventory reserve Additional depreciation reserve Reserve for bad debts | 41 658 32 751 2 564 | 76 973 | 29 558 32 751 2 564 | 64 873 |
| Shareholders' Equity | | | | |
| Restricted equity Share capital Reserve fund Revaluation fund Other funds | 21 250 3 857 35 967 13 786 74 861 | | 21 250 3 857 35 930 13 786 74 824 | |
| Distributable equity Supplementary reserve fund Other funds Retained earnings | 16 533 64 1 990 | | 16 570 64 | |
| Net profit for the year | 1 212 | | 1 714 1 222 | |
| 18.77 | 19 798 | 94 659 | 19 571 | 94 394 |
| | | 451 627 | | 467 065 |

PARENT COMPANY CASH FLOW

(1000 marks)

| | | 1981 | 1982 |
|---|---------------------|------------------------------|------------------------------|
| Source of funds | | | |
| From operations Operating margin Financing net Taxes | | 25 680 -21 445 - 2 877 | 25 475 -19 236 - 2 937 |
| From operations, total | | 1 358 | 3 302 |
| Other income/costs | | 5 240 | 971 |
| Sales of fixed assets | | 689 | 21 041 |
| New long-term liabilities | | 54 999 | 32 164 |
| Total (A) Application of funds | | 62 286 | 57 478 |
| Dividends Investments | | 1 912 | 1 488 |
| Bonds and shares Other fixed assets | | 9 807 16 254 | 422 15 297 |
| Investments, total Decrease in long-term liab | ilities | 26 061 20 055 | 15 719 22 686 |
| Total (B) | | 48 028 | 39 893 |
| Difference = change in ne operating capital (A-B) | t | 14 258 | 17 585 |
| Increase in net operating cap | ital | | |
| Increase in liquid assets Decrease in liquid assets | | $-16\ 049$ $-19\ 038$ | 63 132 -27 221 |
| Decrease in inventories Increase in short-term liab Decrease in short-term liab | ilities pilities | 49 345 | -18 326 |
| Total (A–B) | | 14 258 | <u>17 585</u> |

COMMENTS ON THE FINANCIAL STATEMENTS

ACCOUNTING PRINCIPLES

The financial statements for the Group have been prepared in accordance with the purchase method. Ownership within the Group companies, intercompany transactions, liabilities, and receivables have been eliminated at the exchange values prevailing at the year's end. Exchange gains on shareholders' equity have increased the Group's restricted equity, whereas exchange losses have decreased the distributable equity.

The financial statements for the Group include all the

The financial statements for the Group include all the subsidiaries and real estate subsidiaries with the exception of one real estate company belonging to Oy Predium Ab, the shares of which are included in inventories.

During the year Oy Fiskars Ab's holdings in the housing company Kiinteistö Oy Inhan Lämpökeskus fell below 50 %. The subsidiary Ballena Ltd. in England was discontinued.

As in previous years the valuation of inventories observes the principle prevailing in the country in question. Unrealized internal margins in stocks at hand at the Balance Sheet date have been eliminated.

COMMENTS ON THE FINANCIAL STATEMENTS

INCOME STATEMENT

Wages and salaries include paid gross wages and salaries for the time worked. Holiday wages and salaries, holiday bonuses, sick-leave pay, pension premiums, etc. are included under statutory social costs for personnel.

Wages, salaries and emoluments (1 000 marks)

| | Parent Company | | Gr | oup |
|--|------------------|------------------|------------------|------------------|
| | 1981 | 1982 | 1981 | 1982 |
| Production wages Other salaries Boards' and | 50 383 34 365 | 48 540 35 971 | 53 174 40 564 | 52 888 45 507 |
| Managing Directors' fees | 413 | 488 | 1 499 | 1 685 |
| | 85 161 | 84 999 | 95 237 | 100 080 |

The average number of Group employees was 2 051, 1 872 of whom were employed by the Parent Company. As in 1981 full fiscal depreciations have been applied

on fixed assets.

The value of the shares of Oy Metsä-Skogby Ab was reduced by FIM 6 million, which corresponds to the reduction of the share capital of this company.

reduction of the share capital of this company.

Other income consists for the most part of profit made on sales of real estate. The largest item included in other expenses in the income statement are the non-realized exchange losses on long-term loans.

BALANCE SHEET

Assets

All receivables in foreign currency are booked at the rate of exchange on December 31, 1982.

The consolidated assets and liabilities are distributed as follows:

| Intercompany receivables (1 000 marks) | 1981 | 1982 |
|--|--------|--------|
| - Accounts receivable | 19 390 | 20 874 |
| Loans receivable | 17 245 | 17 245 |
| Bills of exchange | 1 752 | 3 655 |
| Intercompany liabilities | | |
| Accounts payable | 267 | 960 |

Valuation principles for inventories are unchanged.

The inventories include the land for sale in the case of Oy Predium Ab.

The changes in fixed assets appear in the following specification:

Fixed assets (1 000 marks)

| | Parent | Company | Group | |
|----------------------------|----------|----------|----------|----------|
| | 1981 | 1982 | 1981 | 1982 |
| Book value, | | | | |
| January 1 | 198 746 | 212 514 | 219 657 | 226 575 |
| Increase | + 26 061 | + 16 142 | + 28 084 | + 25 392 |
| Decrease | - 690 | - 21 465 | - 5 527 | - 21 391 |
| Depreciation | -11603 | - 15 150 | - 15 639 | - 21 290 |
| Book value, December 31 | 212 514 | 192 041 | 226 575 | 209 286 |

Taxation value of fixed assets (1 000 marks):

| | Parent Company | | Group | |
|---------------------------------|----------------|--------|--------|--------|
| | 1981 | 1982 | 1981 | 1982 |
| Land and water Buildings and | 23 521 | 30 431 | 24 829 | 32 023 |
| structures Shares and | 43 944 | 48 804 | 63 250 | 70 540 |
| holdings | 46 286 | 49 483 | 46 910 | 50 157 |

The fire insurance value of fixed assets on December 31, 1982 was FIM 641 million in the Parent Company.

The decrease in fixed assets is mainly due to the sale of the Inkoo Plastics Plant.

| Shares | Number of shares | % of share capital | Nominal- value in (1000 marks or exchange) | Book value (1000 marks) |
|---|------------------|--------------------|---|-------------------------------|
| Shares in Group companies | | | | |
| | 250 | 100 | 2 500 (USD) | 10 590 |
| Fishers Sales Corporation, USA | 1 000 | 100 | 1 (USD) | 4 |
| Fishers Ale Corporation, USA | 1 000 | 99,7 | 4 490 (DKK) | 3 066 |
| Fiskars A/S, Denmark Fiskars A/S, Norway | 30 | 100 | 150 (NOK) | 117 |
| Fiskars Svenska AB, Sweden | 1 000 | 100 | 100 (SEK) | 84 |
| Fiskars GmbH, West Germany | | 100 | 49 (DEM) | 73 |
| Fiskars Ges.m.b.H., Austria | | 99 | | 126 |
| Oy Predium Ab | 14 998 | 100 | 1 500 | 1 500 |
| Elesco Oy | 120 | 100 | 60 | 60 |
| Oy Filektron Ab | 18 | 100 | 2 | 2 |
| Oy Ferrartia Ab | 98 | 100 | 1 | 1 |
| Ov Metra Ab | 98 | 100 | 1 | 1 |
| Ab Åbo Båtvarf – Turun Veneveistämö Oy | 150 | 100 | 15 | 15 |
| | | | | 15 639 |
| Shares in Group housing companies | | | | 129 |
| Other bonds and shares | | | | |
| | 34 840 | 33,5 | 34 840 | 21 808 |
| Ovako Oy Ab | 799 | 50,0 | 6 990 | 6 990 |
| Oy Metsä-Skogby Ab | 2 250 | 18,7 | 1 687 | 2 231 |
| Starckjohann – Telko Oy Rautaruukki Oy | 125 | X | 625 | 625 |
| Uusi Suomi Oy | 50 000 | X | 50 | 50 |
| Tietotehdas Oy | 420 | 7,0 | 420 | 520 |
| Procons Oy | 199 | 49,7 | 199 | 199 |
| Oy Liikkeenjohdon Koulutuskeskus Ab | 2 | X | 100 | 100 |
| Metsäliiton Teollisuus Oy | 1 572 | X | 79 | 79 |
| Wilkinson-Fiskars B.V. | 25 | 50,0 | 25 (NLG) | 44 |
| Suomen Vientiluotto Oy | 2 | X | 20 | 20 |
| Oy Finnish Design Center Ab | 200 | 10,0 | 20 | 20 |
| (x = below 1 %) | | | | 32 686 |
| Telephone shares | | | | 90 |
| Shares in housing companies | | | | 1 644 |
| Other bonds and shares | | | | 385 |
| (aheir un) . / central Hill Colored | | | | 50 573 |
| Shares, total, Parent Company | | | | |
| Group company shares in other companies Shares in housing companies Shares in other companies | | | | 672 10 |
| Shares, total, Group | | | | 51 255 |
| num visit in the second second | | | | 1717 |
| | | | | |

Liabilities

All liabilities in foreign currency have been booked at the rate of exchange on December 31, 1982.

| Bond loan (1 000 marks) | 16 500 |
|-------------------------|--------|
| - Interest 9.75 % | |

Interest 9.73 %
Issued on December 1, 1978
last instalment on December 1, 1988
Amortization during 1983 FIM 2 750 000 is accounted for in balance sheet under short-term liabilities.

The amount of inventory reserve in percentage of stock gross value is unaltered. The reserve amounts to FIM 35 million (42.6), i.e. 31 % (30) for the Group, and FIM 29.6 million (41.7), i.e. 33 % (36) for the Parent

Company.
Changes in shareholders' equity appear in the following tables (1 000 marks):

| Group | |
|--|---------|
| January 1, 1982 | 67 940 |
| Increase in restricted equity | + 2 861 |
| Decrease in distributable equity | - 954 |
| Dividend paid in 1981 | - 1 488 |
| Net profit for 1982 | + 4 019 |
| Shareholders' equity as of December 31, 1982 | 72 378 |

CHANGES IN SHAREHOLDERS' EQUITY IN THE PARENT COMPANY (1 000 marks)

| Restricted equity | |
|---------------------------------------|--------|
| Share capital | |
| January 1, 1982 and December 31, 1982 | 21 250 |
| Reserve fund | |
| January 1, 1982 and December 31, 1982 | 3 857 |
| Revaluation fund | |
| January 1, 1982 and December 31, 1982 | 35 967 |
| Transfer to the supplementary | |
| reserve fund | 37 |
| December 31, 1982 | 35 930 |
| | |
| Other reserves | 40 =04 |
| January 1, 1982 and December 31, 1982 | 13 786 |
| Restricted equity | |
| December 31, 1982 | 74 824 |
| | |
| Distributable equity | |
| Supplementary reserve fund | |
| January 1, 1982 | 16 533 |
| Transfer from the revaluation fund | + 37 |
| December 31, 1982 | 16 571 |
| | |

| Fund for social activities January 1, 1982 and December 31, 1982 | 64 |
|---|------------------|
| Retained earnings January 1, 1982 Dividend paid | 3 201 - 1 483 |
| December 31, 1982 | 1 714 |
| Net profit for the year | 1 222 |
| Distributable equity December 31, 1982 | 19 57 |
| | |

CONTINGENT LIABILITIES OF THE PARENT COMPANY (1 000 mk)

| | Dece 31, 1 | ember 1981 | Dece 31, 1 | ember 1982 |
|---|------------------|-------------------|------------------|-------------------|
| Mortgages (in circulation) | | 106 441 | | 113 974 |
| Guarantees - For companies within the Group - Others | 29 545 21 168 | 50 713 | 40 945 23 826 | 64 771 |
| Discounted bills of exchange - For companies within the Group - Others | 11 709 8 081 | 19 790 | 10 516 7 727 | 18 244 |
| Pension obligations - Company's own obligations - Deficit of pensio | 6 527 | | 6 656 | |
| foundation | 4 402 | 10 929 187 873 | 4 711 | 11 367 208 357 |

ANNUAL GENERAL MEETING OF SHAREHOLDERS 1982

At the meeting of shareholders on 12.05.1982, the financial statement for 1981 was approved in accordance with the Board's proposal. A dividend of 7 per cent was declared; i.e. FIM 7 per share, totalling FIM 1 487 500.

Retiring members, Göran J. Ehrnrooth, Johan L. von Julin and Thomas Tallberg were re-elected to the Board. Eric Haglund and Brita Hisinger-Jägerskiöld were re-elected, and Christian Hildén elected, as auditors.

Henry Lind and Peter Hartwall were re-elected, and Krister Hamberg elected, as deputy auditors.

PROPOSAL OF THE **BOARD OF DIRECTORS**

FIM 1 713 896.12 Profits from previous years FIM 1 222 341.45 Net profit for the year FIM 2 936 237.57 Total profits

Distributable equity for the Group 8 FIM million

The Board proposes that

- in accordance with Company by-laws, 4 per cent interest be paid to shareholders

FIM 850 000.00

- an additional 3 per cent be paid to shareholders.

FIM 637 500,00 i.e. 7 per cent of the nominal value of the shares

- the remainder be retained in the Profit and Loss Account

FIM 1 448 737.57

Helsinki, March 16, 1983

Jacob von Julin

Jarl Gripenberg

T. Gunnar Nyström

Robert G. Ehrnrooth

Thomas Tallberg

Lauri Kalima

Jarl Engberg

Göran J. Ehrnrooth

AUDITORS' REPORT

We have examined the annual accounts, the consolidated accounts, the accounting records and the administration by the board of directors and the managing director of Oy Fiskars Ab for the financial year 1982. Our examination was made in accordance with generally accepted auditing standards in Finland.

Parent company

The annual accounts showing a profit for the period of FIM 1.222,341.45 have been prepared in accordance with the regulations in force.

As our audit has not given cause to any comments regarding the accounts and the administration we recommend

that the income statement and the balance sheet be adopted,

that the unappropriated earnings be dealt with in accordance with the board of directors' proposal,

that the members of the board of directors and the managing director be discharged from liability for the financial period audited by us.

The consolidated accounts have been prepared in accordance with the regulations in force.

We recommend that the consolidated income statement and the consolidated balance sheet be adopted.

Helsinki, April 6, 1983

Brita Hisinger-Jägerskiöld

Christian Hildén

Eric Haglund Authorized Public Accountant

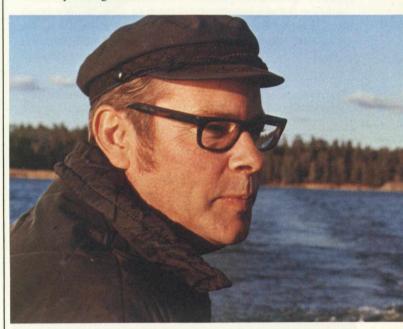
IN MEMORIAM

Johan L. von Julin, 28.12.1931-25.09.1982, was elected in 1970 to the Board of Directors, on which his ancestors had already performed a century and a half of service.

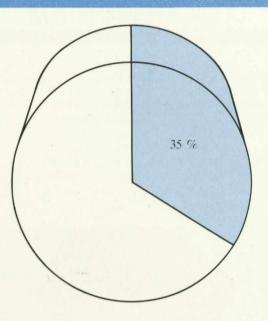
Johan L. von Julin always did his upmost to act in the best interest of the Company.

His keen interest in outdoor life and the Tammisaari archipelago resulted in his substantial achievements as a member of the board of directors of Oy Predium Ab.

The Board of Directors would hereby like to honour his memory with gratitude.



CONSUMER PRODUCTS INDUSTRY



| 158 FIM million |
|-----------------|
| 72 % |
| 707 |
| 142 |
| 73 |
| 144 |
| 51 |
| 153 |
| 138 |
| 6 |
| |

The Group's Consumer Products Industry comprises the following product lines: scissors, knives and tools, scissors and knives (US), and wooden frames and mouldings. The products are branded goods for private consumers.

The Consumer Products Industry consists of six plants, one of which is located in the US.

SCISSORS, KNIVES AND TOOLS

The Billnäs Scissors Plant

Fiskars is one of the world's leading manufacturers of high quality stainless steel scissors. The success of the products has created the basis for large scale production and worldwide marketing. Further marketing gains were achieved and new models successfully introduced.

Continuing rationalization of production and plant investments served both to lower manufacturing costs and increase competitiveness.

The development of snips and pruners was completed and test marketing began at the start of 1983.

Operations of the Wilkinson-Fiskars B.V. marketing company proceeded according to plan. The outlook for 1983 is promising.



The exceptional design of Fiskars scissors has received worldwide recognition. Most recently, they were added to the collections of the Philadelphia Museum of Art.

The Knife Plant

The investments made in production technology during 1981 brought the planned results. The volume of sales increased by 50 per cent, with exports to the US in particular showing marked growth. There was also a noticeable increase in sales on the domestic market.

Investments and the extremely positive attitude of the workforce led to increased productivity and a marked improvement in competitiveness. Development work during the year concentrated on achieving further improvements in the production of existing products.

Marketing activities will be further stepped up.

The Billnäs Plant

The range of products covers hand tools needed in farming, forestry, building and DIY – axes, hammers, spades, forks, etc.

In spite of weak demand, market shares were retained and partly strengthened.

Export efforts aimed at developing countries within the framefork of the 'Fiskars for Forestry and Farming' project, were continued and will lead to new deliveries in 1983.

The productivity development programme continued according to schedule.

The new improvements in heat treatment of the forgings resulted in significant energy savings. The positive results of these measures will already be seen in 1983.

The Tool Plant

The plant manufactures machine tools and injection moulds, and develops automation systems for the Group.

The plant's production skills and knowhow in tools and injection moulds are major factors in ensuring quality and performance, especially for scissors and electrical enclosures.

SCISSORS AND KNIVES (US)

The scale of production at the Wausau Scissors Plant in Wisconsin is the same as in Billnäs. Sales of Fiskars Manufacturing Corporation (FMC) have more than doubled in the last three years and the factory now produces almost the full range of Fiskars scissors.

The main factors in this success have been well-defined marketing and the establishment of a wide sales network. Especially pleasing was the success and sales increase of the knife-series produced by Fiskars Knife Plant and introduced on the US market in autumn 1980.

The knife with sharpener in the sheath, developed jointly by the Knife Plant and Wausau, was received favourably on the US market. The separate knife sharpener turned out to be one of the success stories of the year, adding to the overall good results for knife products.

The organization in FMC was strengthened during the year in preparation for future growth.

Fiskars debarking knives being used for tropical pine on the island of Luzon in the Philippines.



FRAMES AND MOULDINGS

The Moulding Plant

The plant is one of the largest manufacturers of frames and mouldings in Europe.

Domestic demand was stable and the already high market share was further strengthened. Fluctuating export demand caused continuous adjustments in production. As a result of intensified marketing efforts, however, demand on export markets increased towards the end of the year.

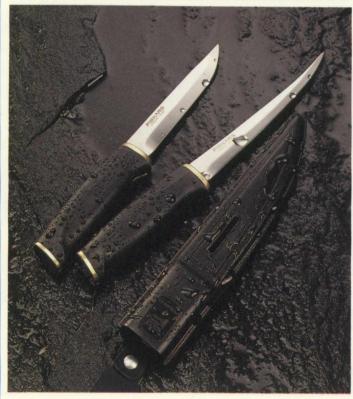
Investments contributed to raised productivity. Product development work to meet international market requirements is expected to result in increased deliveries. Efforts are underway to improve production flexibility and delivery capacity.

The Billnäs Sawmill

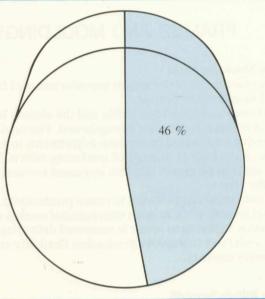
The sawmill plays an important role in the production of mouldings and frames, supplying the majority of raw materials used by the Moulding Plant. Mouldings are usually made of pine, and the frames of alder, which is easy to work with.

The superior finish of the frames made from high quality Finnish wood has won a considerable reputation in the keenly competitive European market.

Fiskars has developed a unique sharpener in the sheath for its hunting and filleting knives. Because of the special ceramic rods, knives only need to be drawn through the sharpener a couple of times for razor-sharp results.



INVESTMENT PRODUCTS INDUSTRY



| 0.1 | 207 |
|---|------|
| Sales | 207 |
| of which outside Finland | 37 % |
| Personnel | 882 |
| Salo Engineering Works | 175 |
| - Porvoo Engineering Works | 31 |
| - Inha Plant | 178 |
| Fiskars Engineering Works | 101 |
| Power Electronics Plant | 102 |
| Traffic Electronics Plant | 81 |
| - Tammisaari Plastics Plant | 90 |
| - Boatyard | 119 |
| - Elesco | 5 |

Another example of Fiskars' outstanding expertise in wood handling: the new lighter and more powerful F 50 crane series.



The Group's Investment Products Industry comprises eight product lines.

HYDRAULIC CRANES

The Salo Engineering Works

The works specializes in hydraulic cranes for wood handling. The product range consists of forest cranes for mechanized logging (off-road), lorry cranes for transportation (on-road) and fixed industrial cranes for the wood-processing industry.

By taking timely actions to balance production in turbulent market conditions, capacity utilization has been successfully kept high and stocks normal.

The new F 70 S and F 80 S lorry cranes introduced at the turn of the year increased the competitiveness of the range.

Forest tractor cranes strengthened their market position in both Finland and Sweden. Their reputation for good performance, reliability and general suitability remains high. Markets showed great interest in the new telescopic cranes.

Porvoo Engineering Works

The hydraulic cylinders manufactured in Porvoo are important components in guaranteeing the operational reliability of Fiskars' cranes. Own manufacture of these strategic components gives the Crane Product Line a strong competitive edge.

Easy-to-install Fiskars bolt hinges save production and labour costs.



INHA PRODUCTS

Aluminium boats

Domestic demand for Buster aluminium boats was good and the market share of outboard motor boats increased. Export markets showed signs of a revival during the year. The updated Buster-82 was received with enthusiasm.

Building products

The range of products includes hinges, central heating radiators and metal lockers. In spite of the decline in building activity, demand for the products remained at a satisfactory level.

Investments in bolt hinge technology are expected to bring results in 1983.

Forgings

The Inha Plant's forge manufactures S-tines for harrows and railfasteners from special steels.

The long term agreement with the Finnish State
Railways allows planned production and stable deliveries
of track equipment.
In spite of the worldwide slump in sales for agricultural

In spite of the worldwide slump in sales for agricultural machinery, the plant managed to retain its market share for S-tines.

Product development benefitted both from Ovako's raw materials' knowhow and Fiskars' production technology.

PLOUGHS

Fiskars Engineering Works

Plough production is based on the cooperation agreement signed in 1980 with the Electrolux Group, according to which Electrolux is responsible for sales and product development and Fiskars for manufacturing. The agreed rationalization of production resulted by the end of the year in increased productivity and a reduction in the amount of capital employed.

Buster aluminium boats are ideal for use from early spring to late autumn. Shown here during trials is the new Sun Buster, due for introduction in the spring of 1983.



POWER ELECTRONICS

The Power Electronics Plant

The plant's product range includes uninterruptable AC and DC power supply systems (UPS) for data transfer and telecommunications, as well as industrial automation

As a result of the merger between Fiskars' and Telenokia's power electronics departments at the beginning of 1982. Fiskars is now the leading producer in Finland of power supply equipment for professional electronics.

One of the results of intensive market-orientated product development is the three-stage rectifier for telecommunications systems.

Main deliveries of DC power supply systems during the year were to the cities of Helsinki and Lahti for their central telephone exhanges, to Televerket in Sweden and, to Finnish companies engaged in telecommunications projects in the Soviet Union.

Power supply systems for industrial automation and computers were delivered to numerous Finnish process industries, electric power stations, shipyards and major computer centres.



The Traffic Electronics Plant

The plant specializes in developing, manufacturing and marketing traffic control systems.

The product range is well-suited to market requirements. The position of traffic control systems in the

Final testing of the power supply system in a digital telephone exchange.



FTC-12000 Area Traffic Control Centre with display unit.

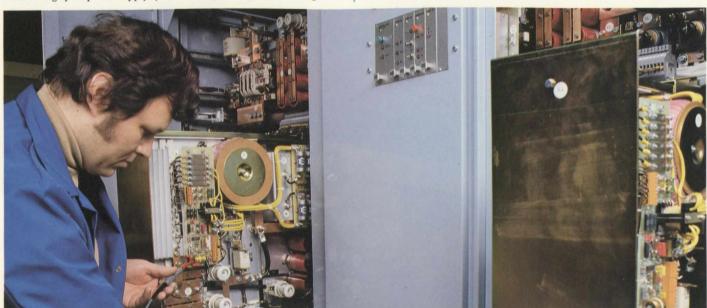
domestic market was further strengthened. The most important deliveries were computerized traffic control centres for the cities of Helsinki and Espoo.

The products are also well able to compete in international markets, as illustrated by the growth in exports, including the delivery of a computerized traffic control centre to the city of Bergen in Norway.

ENCLOSURES

The Tammisaari Plastics Plant

The plant's product range comprises four different series



of injection-moulded electrical enclosure systems made of polycarbonate resin.

As a result of active marketing, sales show continual growth in European markets. The sales network was further expanded, and exceptional success has been achieved in selected target countries, e.g. Japan. Measures to take full advantage of the official approval granted to Fiskars' enclosures in the US are underway.

Investments in production technology have further improved the competitivenss of the products.

The 'Safe Jasmina', aeromodation platform built by Götaverken Arendal AB of Sweden, is equipped with Fiskars rescue and lifeboats.

LIFEBOATS AND SPECIAL VESSELS

The Boatyard builds lifeboats and other special vessels.

In spite of the low ebb of activity in the world's shipyards, the Boatyard achieved a favourable increase in sales. Export deliveries accounted for 50 per cent of the sales of lifeboats. Significant deliveries were for the Song of America cruiseliner and two oilrigs from Götawerken Arendal Dockyard in Sweden. As a result of intensive product development, 9 prototype-series were completed and presented to the authorities in the purchasing countries for approval.

Measures were started to enter the American, Canadian and S.E. Asian markets.

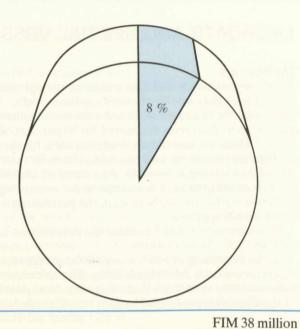
At the beginning of 1983, a large minesweeper order was received from the Finnish Navy. The electrical minesweeping system for these boats has been developed by the Finnish Navy in conjunction with Fiskars.

ADVANCED PRODUCTS

In the second half of the year, a new product line (Elesco) for advanced products was established. This enables the carrying out of development projects for which a high degree of knowhow in the fields of electronics and electro-mechanical engineering is necessary.



REAL ESTATE



Real estate management involves farming, forestry, production of hydroelectrical power and distribution of electricity. The subsidiary Oy Predium Ab is connected to these activities.

A total of 15 hectares of Company land was sold during the year. Industrial sites in the communities of Tammisaari and Turku were purchased by Ovako Oy Ab, as well as 13 private plots by employees of Fiskars and Ovako. In addition a sports ground was handed over to the municipality of Pohja.

An autumn view of the Billnäs Plant, where Fiskars handtools are manufactured. On the far right the Tool Plant can also be seen.

FOREST MANAGEMENT

Harvesting during the year amounted to 31 700 m³ (36 900 m³ in 1981) in accordance with the forestry plan. 44 100 m³ (50 000 m³) of timber were supplied to Oy Metsä-Skogby Ab, and 8 100 m³ (8 500 m³) of pine and alder were directed for internal use. 2 500 m³ (2 300 m³) of fuel chips were also produced for own use.

ELECTRICITY DEPARTMENT

Production from the Group's own power plants amounted to 11 900 MWh (16 300 MWh) and total sales amounted to 24 200 MWh (24 600 MWh).

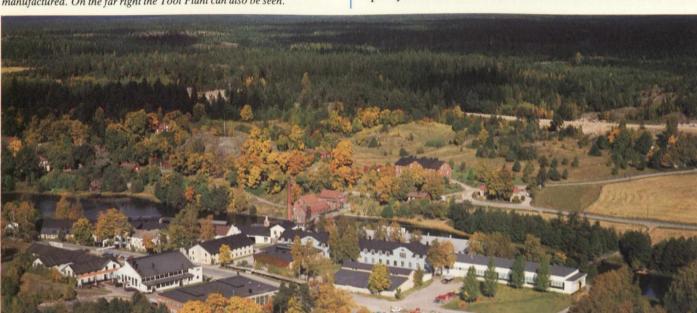
AGRICULTURE

The weather during the year was extremely favourable for agriculture. Grain quality was good and harvesting costs were low.

OY PREDIUM AB

Sales of plots in the Tammisaari archipelago proceeded according to plan, as did those of the Järnö real estate company. The holiday village on the island of Älgö was sold to the Finnish State to become part of a national park.

At the end of the year a petition for approval of the development plan for the Trollshovda area in the municipality of Tenhola was submitted to the authorities.





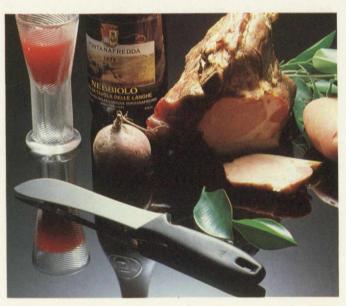
Fiskars tools are guaranteed to do the job.



Although mainly famed for its domestic tools, Fiskars forestry tools have also won a high reputation.



The majority of Fiskars picture frames are metallic plated in gold colour using machines, but for special commissions the work can be done by hand by the plant's skilled craftsmen.



Fiskars kitchen knives cut well and naturally they are also dishwasherproof.

Sales

Personnel

MANAGEMENT 1.3.1983

Managing Director Deputy Managing Director Göran J. Ehrnrooth

Reijo Kaukonen

CONSUMER PRODUCTS INDUSTRY

Product line Scissors, knives,

handtools Lars Palmgren

Frames and mouldings

Karl-Gustav Gummerus

Scissors and knives, US Wayne Fethke

INVESTMENT PRODUCTS INDUSTRY

Product line

Cranes
Inha Products
Ploughs

Pauli Lantonen Mauno Rautiainen

Kimmo Pokkinen

Väinö Korpeinen

Power Electronics
Traffic Control

Systems Pekka Kurki
Enclosures Reijo Kaukonen

Life Boats and

Special Vessels Aapo Latvalahti
Advanced Products Pekka Pylkkänen

REAL ESTATE

Real Estate management Olof Bruncrona

CORPORATE FUNCTIONS

Finance Juha Toivola
Purchasing Nils Eklund
Personnel Osmo Huttunen
Legal Kurt-Erik Forsstedt
Development Mauno Rautiainen
Technology Olof Dahlqvist
F-systems Raimo Laurila

ADDRESSES

OFFICES AND PLANTS

Ov Fiskars Ab

- Head office, Mannerheimintie 14 A, Box 235, 00101
 Helsinki 10. Tel. (90)644 011
- Scissors Plant, 10330 Billnäs. Tel. (911)30 711
 Plant Manager Sakari Gröhn
- Knife Plant, 10470 Fiskars. Tel. (911)30 811
 Plant Manager Birger Ahlskog
- Billnäs Plant, 10330 Billnäs. Tel. (911)30 711
 Plant Manager Hans von Konow
- Tool Plant, 10330 Billnäs. Tel. (911)30 711
 Plant Manager Jukka Ingman
- Moulding Plant, Box 26, 06101 Porvoo 10.
 Tel. (915)142 011
 Plant Manager Karl-Gustav Gummerus
- Billnäs Sawmill, 10330 Billnäs. Tel. (911)30 711
 Sawmill Manager Karl-Gustav Gummerus
- Salo Engineering Works, Tehdaskatu 7, 24100 Salo 10.
 Tel. (924)2001
 Works Manager Lauri Vakkilainen
- Fiskars Service, Tehdaskatu 7, 24100 Salo 10. Tel. (924)2001
 Service Manager Olavi Soini
- Porvoo Engineering Works, Box 26, 06101 Porvoo 10.
 Tel. (915)142 011
 Works Manager Tauno Kääriäinen
- Inha Plant, 63920 Inha. Tel. (965)34 182
 Plant Manager Pauli Lantonen
- Fiskars Engineering Works, 10470 Fiskars. Tel. (911)30 811
 Works Manager Wilhelm Bruncrona
- Power Electronics Plant, Ruosilankuja 3 B, 00390
 Helsinki 39.Tel. (90)546 011
 Plant Manager Kimmo Pokkinen
- Traffic Electronics Plant, Elimäenkatu 17, 00510 Helsinki 51. Tel. (90)750 291 Plant Manager Pekka Kurki
- Tammisaari Plastics Plant, Ajurinpuistotie 2, Box 32, 10601 Tammisaari. Tel. (911)12900
 Plant Manager Nils Ewalds
- Boatyard, 20810 Turku 81. Tel. (921)359 100 Plant Manager Aapo Latvalahti
- Real Estate Services, 10470 Fiskars.
 Tel. (911)30 811
 Manager Seppo Soininen
- Forest Management, 10470 Fiskars.
 Tel. (911)30 811
 Manager Claes Johan Grönvall

- Farm Management, 10470 Fiskars.
 Tel. (911)30 811
 Manager Sven Storsjö
- Electricity distribution, 10470 Fiskars.
 Tel. (911)30 811
 Manager Ralf Lytz

SUBSIDIARIES

Oy Predium Ab, Pohj. Rautatienkatu 11 A, 00101 Helsinki 10. Managing Director Gösta Roos.

Fiskars Manufacturing Corporation P.O.Box 1727, Wausau, Wisconsin 54401, USA. President Wayne Fethke

Fiskars A/S (99.7 %) Maglebjergvej 4, DK-2800 Lyngby, Denmark. Administrerende direktör Aage Baekke

Fiskars A/S Odinsgt. 21, Oslo 2, Norway. Daglig leder Ann Smeds

Fiskars Ges.m.b.H. Trattnerhof, 2, A-1010 Vienna, Austria. Geschäftsführer Ingrid Jaschke

Fiskars GmbH Industriestrasse 21, D-6056 Heusenstamm, West Germany. Geschäftsführer Dr. Gösta von Platen

Fiskars Svenska AB Box 22114, S-104 22 Stockholm, Sweden. Verkställande direktör Christer Ahlin

Wilkinson – Fiskars B. V. (50 %) Rue des Deux Eglises 7, B-1040 Brussels, Belgium. European Sales Manager Antoine B. De Smet