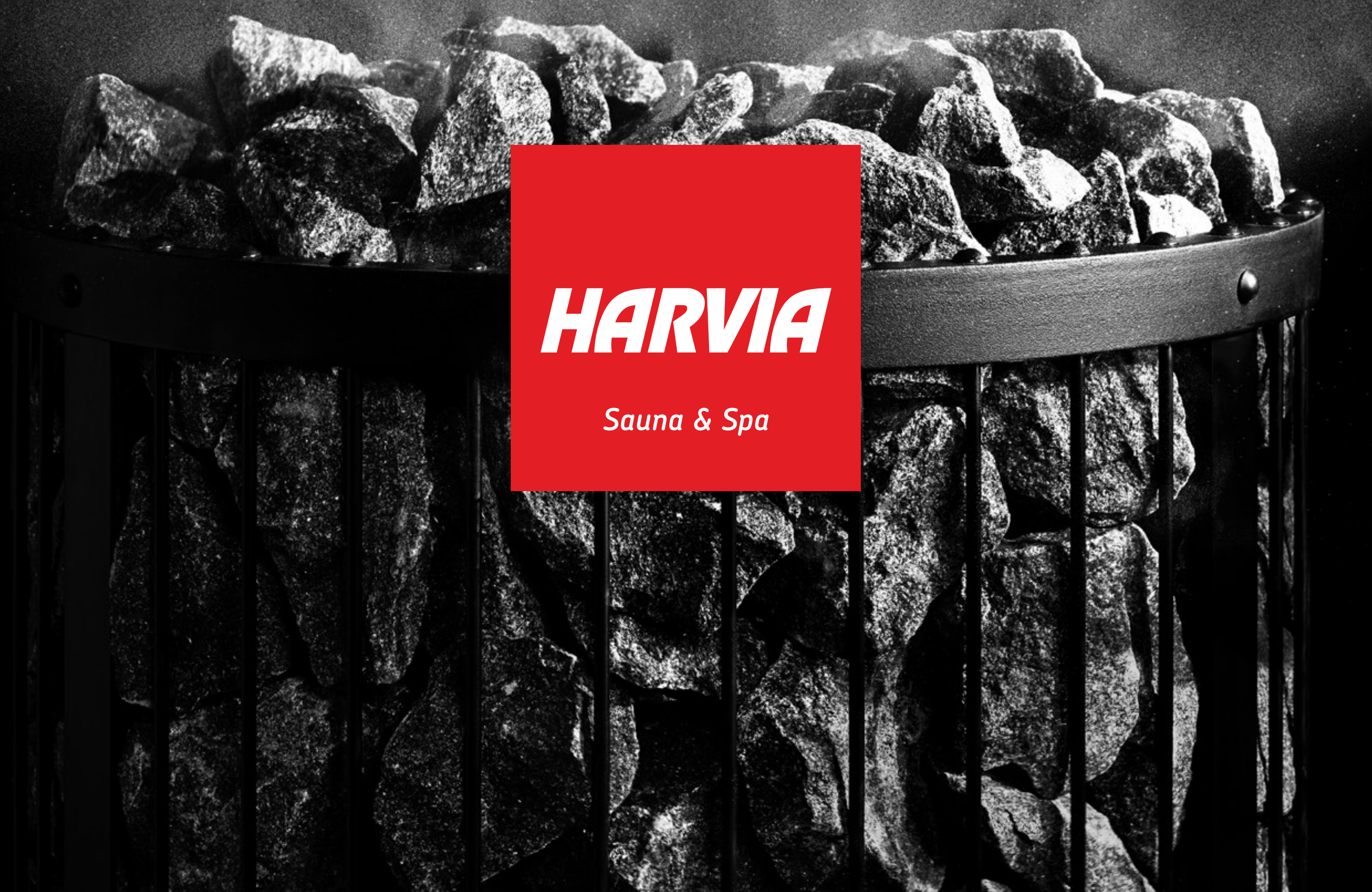
HARVIA PLC

INTERIM REPORT

January–March 2018



HARVIA'S INTERIM REPORT 1 JANUARY–31 MARCH 2018:

STRONG AND STEADY FIRST QUARTER

HIGHLIGHTS OF THE REVIEW PERIOD JANUARY–MARCH 2018

- Revenue for the period, EUR 16.5 million, was at the same level as in the corresponding period (1–3/2017: EUR 16.4 million), a record quarterly revenue
- Adjusted operating profit was consistent with the previous year at EUR 3.2 million, making up 19.5% of the revenue (19.3%)
- Operating free cash flow increased to EUR 2.0 million (EUR 0.3 million)
- Due to the share issue, equity ratio increased to 53.4% (16.2%)
- Net debt decreased by 60.4% to EUR 29.8 million (EUR 75.3 million)

KEY FIGURES

EUR million	1-3/2018	1-3/2017	Change, %	2017
Revenue	16.5	16.4	0.3%	60.1
EBITDA	2.4	3.5	-30.9%	11.2
% of revenue	14.7%	21.3%		18.6%
Items affecting comparability *	1.3	0.1	772.0%	1.4
Adjusted EBITDA **	3.7	3.7	1.5%	12.6
% of revenue	22.5%	22.2%		21.0%
Operating profit	1.9	3.0	-36.3%	9.3
% of revenue	11.7%	18.4%		15.4%
Adjusted operating profit **	3.2	3.2	1.1%	10.7
% of revenue	19.5%	19.3%		17.8%
Basic EPS (EUR)	0.16	0.15	2.9%	0.30
Operating free cash flow	2.0	0.3	560.8%	9.0
Cash conversion	53.6%	8.2%		71.6%
Investments in tangible and intangible assets	-0.6	-0.2	281.6%	-1.2
Net debt	29.8	75.3	-60.4%	73.0
Leverage	2.4	6.2		5.8
Net working capital	18.2	17.8	2.4%	17.3
Adjusted return on capital employed (ROCE)	31.7%	33.5%		32.7%
Equity ratio	53.4%	16.2%		16.9%
Number of employees at end of period	370	357	3.6%	365

* Consists of items outside the ordinary course of business, related to the Group's strategic development projects, public listing, business acquisitions and losses from sales of fixed assets, which have an impact on comparability.
** Adjusted with items affecting comparability.

FINANCIAL TARGETS AND OUTLOOK

Harvia does not publish its short-term outlook. However, the company has set targets related to growth, profitability and leverage. The company targets an average annual revenue growth of more than five per cent, adjusted operating profit margin of 20 per cent and a net debt/adjusted EBITDA between 1.5x–2.5x. The future impacts of changes in IFRS reporting standards have excluded in the net debt/adjusted EBITDA ratio target.

TAPIO PAJUHARJU, CEO:

I am very satisfied with Harvia's strong and steady first quarter. Harvia's team and our key customers and partners have again done a solid job and demonstrated excellent dedication, flexibility and activity in developing the business further.

During the first quarter, the implementation of Harvia's "one stop shop" strategy in the sauna and spa business continued successfully. Demand for a comprehensive product offering aimed both at professionals and consumers continued at a good level. We had a strong quarter when it comes to sales, and we reached a revenue of EUR 16.5 million, which exceeds the record high corresponding quarter in the last year measured in revenues. However, the early timing of Easter combined with a rather tough winter postponed the start of the wood burning heater sales season later to the spring.

Profitability remained steady and on a good level. The adjusted operating profit for the first quarter was EUR 3.2 million or 19.5% of the revenue, showing an increase of 0.2 percentage points from the corresponding period last year. Operating free cash flow developed positively as well, amounting to EUR 2.0 million (EUR 0.3 million).

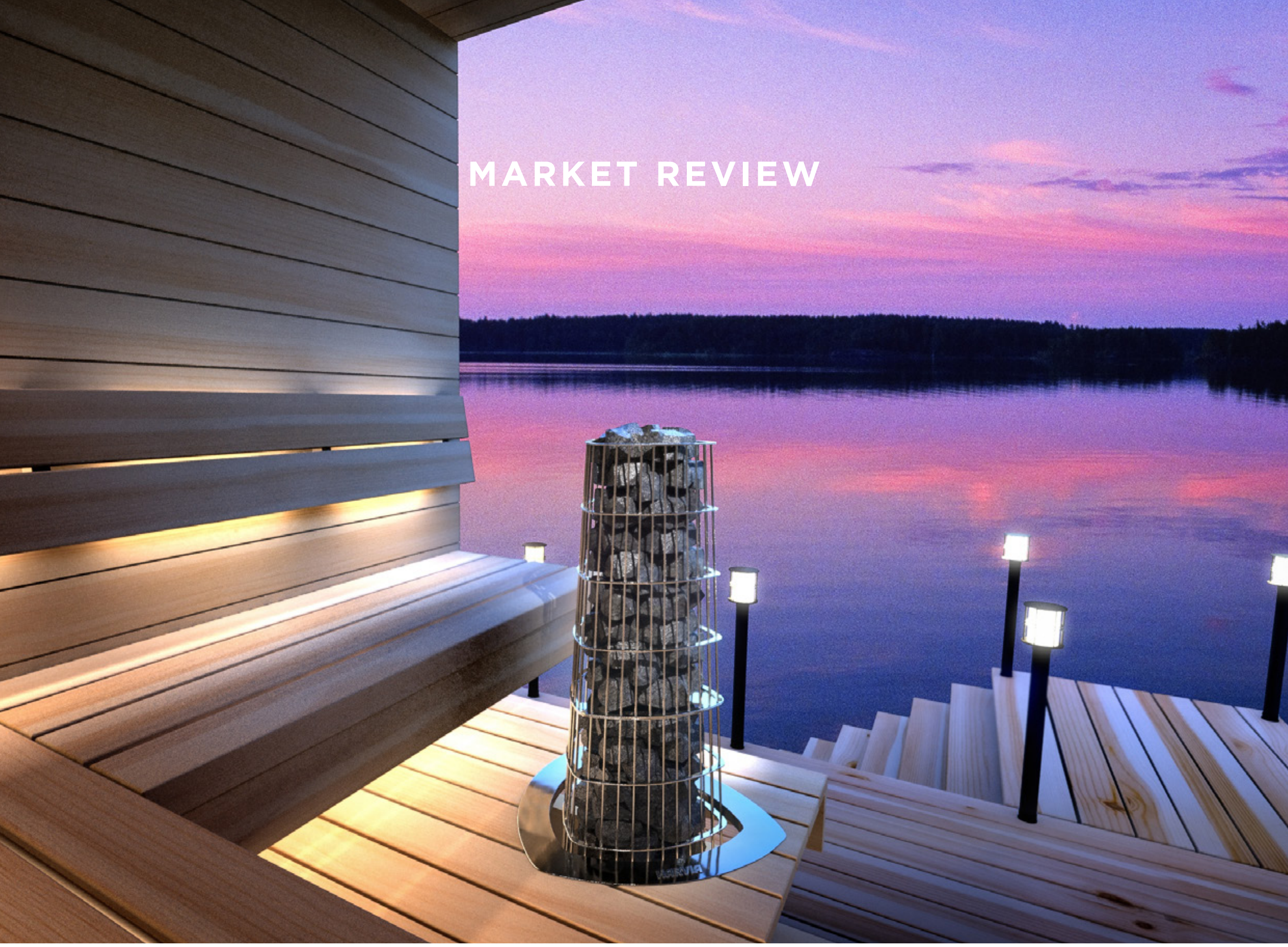
The three cornerstones of Harvia's strategy are increasing the value of the average purchase, geographical expansion and improving productivity.

Increasing the value of the average purchase is proceeding as planned. Sales of control units, safety railings and sauna interior and installation equipment developed positively, as did the sales of premium heaters and components. In Scandinavia, we have updated and upgraded the product range to better suit the local market needs. Sales of complete saunas and sauna interiors developed positively as well. Harvia is a true pioneer in the industry, and during the first quarter we introduced the advanced Harvia The Wall heater as well as the Harvia Glow heater, developed to offer the best sauna experience. Both products are good examples of Harvia's strong expertise in innovation, product development and of the seamless cooperation between production, marketing and development. Harvia will continue to launch new products during the remainder of the year.

Geographical expansion is proceeding according to schedule. We have expanded our distribution in EU countries and successfully taken over the operations and inventories of a long-term distributor in Germany. In Russia, the expansion of distribution in regional cities has proceeded well. In Central Europe, the integration of Sentiotec has proceeded as planned and the distribution strategy has been unified as planned.

The improvement of productivity has proceeded well at all production sites. In Finland, the largest investment of the year, the new layout of internal logistics at the Muurame factory, was carried out successfully. The product range of our Quanzhou China factory has been expanded. The new second-generation steam generator is ready for production and we have ramped up the production of new electric heater models.

An event falling outside normal business operations was Harvia's successful public offering in March. We attracted more than 2,000 new shareholders and an international ownership base. We are also very happy to have a large number of Harvia's employees participating in the listing both in Finland and Austria. Our capital structure strengthened considerably, and we are now better prepared to strengthen Harvia's leading position as an international sauna and spa player. I would like to take the opportunity to thank all those who participated in Harvia's IPO and warmly welcome them to the interesting and rewarding world of saunas and spas.



MARKET REVIEW

According to an International Management Consultant report procured by Harvia, there are approximately 15 million saunas in the world. The large sauna base enables steady replacement demand of saunas and sauna heaters. According to the analysis, the global sauna and spa market is expected to grow annually by an average of 5 per cent between 2016 and 2022. According to the same report, Harvia is the global leader in the heater and component market and one of the leading companies in the sauna and spa market; Harvia's share of the sauna and spa market is approximately 2% and its share of the heater and sauna component market is approximately 11%.

The sauna and spa market has been historically resilient due in particular to the replacement demand arising from the need to replace heaters. During the period under review, demand for Harvia's sauna and spa products remained steady.

FINLAND is Harvia's home market and measured by revenue the company's largest market. In Finland, Harvia is the leading sauna and spa company when it comes to revenue and brand recognition, and the biggest manufacturer of heaters and sauna components. Harvia's market position remained stable during the review period. The structure and ownership changes in retail had little impact on demand. A shift from retail towards the professional channel as well as a gradual shift towards premium products was seen.

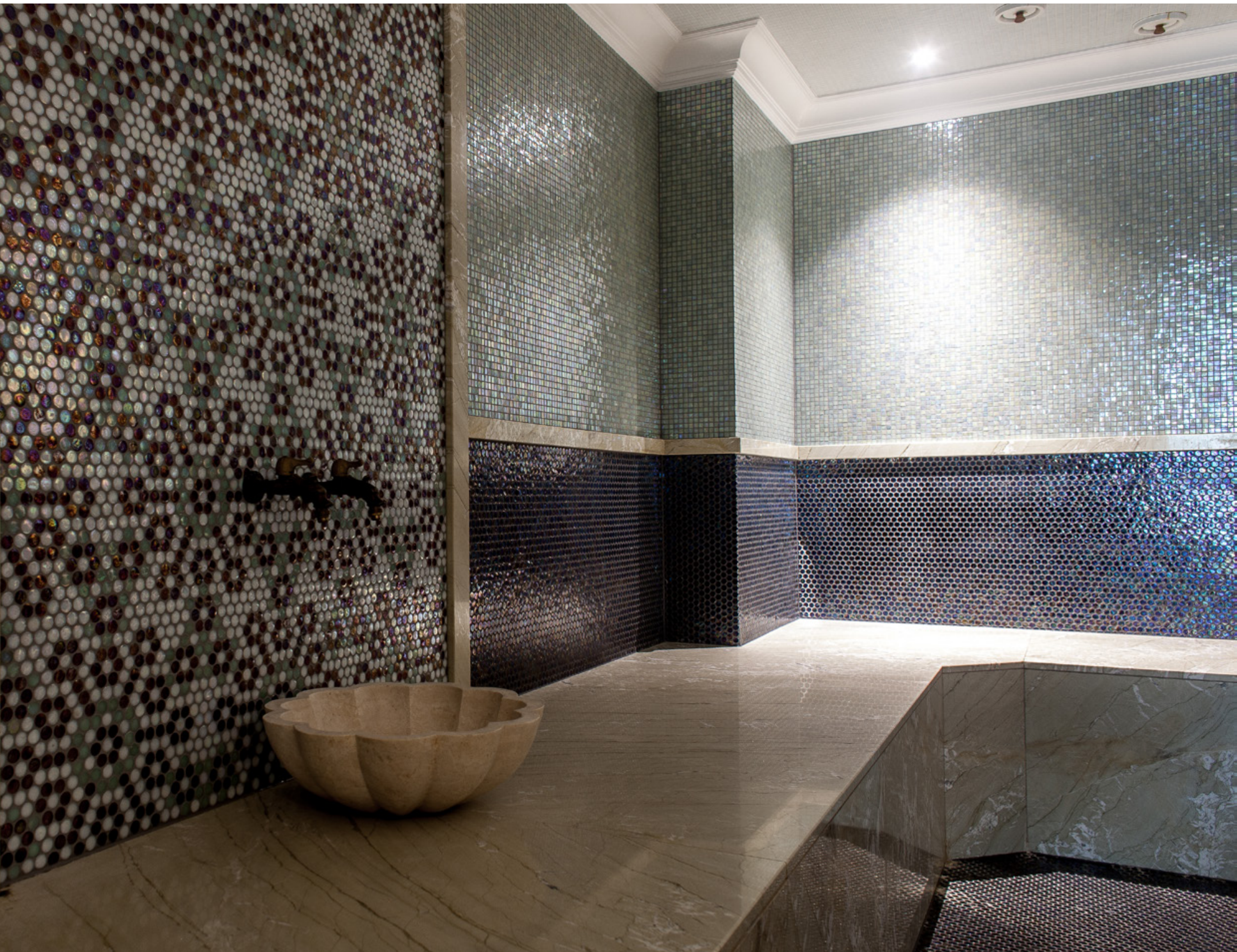
According to Harvia's estimate, the company retained its market leadership position in the Finnish market during the first quarter of 2018. Harvia estimates that the company's development in the Finnish heater market was steady and on average more positive than that of competitors.

GERMANY is the greatest individual sauna and spa market after Russia and Harvia's second largest market. Harvia estimates that after the acquisition of Sentiotec, it is the largest heater and sauna component manufacturer in Germany, measured by revenue. According to Harvia's estimate, the company retained its leading market position in the market in question, even though it pulled out of two private label customers for profitability reasons. In addition, Harvia took over the inventories and operations of its long-term distributor, Marno e.K.

RUSSIA is the world's largest individual sauna and spa market and Harvia's third largest market. Measured by revenue, Harvia is Russia's second largest company in the sauna and spa market and the leading manufacturer of electric heaters in the market. According to Harvia's estimate, the company retained is position in the market in question in the first quarter of 2018. The corresponding period in the previous year was exceptionally strong and the Russian market situation was slightly affected by the elections that took place during the review period. Sauna has a strong role in Russia, and although the market may from time to time fluctuate quite strongly, demand is at a good level. Fluctuations in demand are caused by large delivery batches as well as by strong fluctuation of the exchange rate of the Russian rouble.

SWEDEN is, after Finland, the second largest sauna and spa market in the Nordic countries, and Harvia's fourth largest market. Measured in revenue, Harvia is the second largest company in the sauna and spa market in Sweden. According to the view of Harvia's management, Harvia's market share in Sweden has strengthened and the adaptation of the product range has been successfully implemented. In addition to the renewed offering, Harvia has updated the Harvia shop in a shop concept and installed the first pilot case in greater Stockholm area. Cooperation in the professional channel was increased.

THE UNITED STATES is Harvia's fifth largest market. Measured in revenue, Harvia is among the 5 to 10 largest companies in the United States' sauna and spa market. Demand in the US continues on a good level. Sales grew in local currency, but the weakening of the exchange rate of the US dollar had a negative impact on the sales in euros. According to Harvia's estimate, the company retained its position in the market in question in the first quarter of 2018.



REVENUE JANUARY–MARCH 2018

REVENUE BY MARKET AREA

EUR thousand	1–3/2018	1–3/2017	Change %	2017
Finland	6,282	6,301	-0.3 %	22,214
Other Scandinavia	814	767	6.1 %	3,324
Germany	1,900	2,034	-6.6 %	7,373
Other EU countries	4,011	3,841	4.4 %	14,044
Russia	1,657	1,951	-15.1 %	6,227
North America	662	692	-4.4 %	2,963
Other countries*	1,169	857	36.4 %	3,962
Total	**16,495**	**16,444**	0.3 %	**60,107**

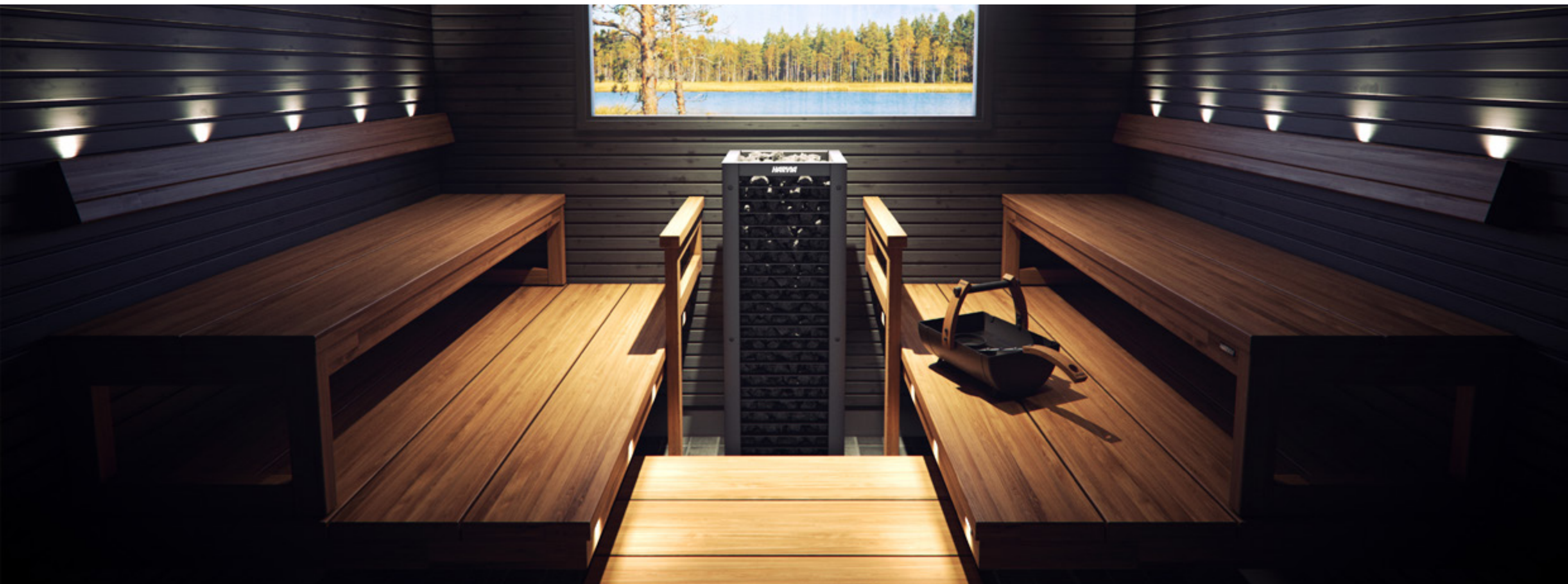
*The largest of which: Arab countries, Asia and other Europe.

REVENUE BY PRODUCT GROUP

EUR thousand	1–3/2018	1–3/2017	Change %	2017
Sauna heaters	9,410	9,985	-5.8 %	35,289
Sauna rooms	1,856	1,588	16.9 %	6,903
Control units	1,723	1,696	1.6 %	6,318
Steam generators	881	818	7.6 %	2,791
Spare parts, services and other	2,624	2,356	11.4 %	8,807
Total	**16,495**	**16,444**	0.3 %	**60,107**

The Group's revenue in January–March was on the level of the previous year and amounted to EUR 16.5 million (16.4). Revenue increased particularly with regards to sauna sales, in which more comprehensive solutions have been provided to customers than in the corresponding period. The shift of the wood burning heater sales season to later in the spring is reflected regionally in decreased sauna heater sales compared to the corresponding period in the previous year in Finland and Russia.

The timing of major deliveries in different months and the fluctuation of currency rates in the main markets introduce seasonal variation in revenue. Market demand has remained on a good level.



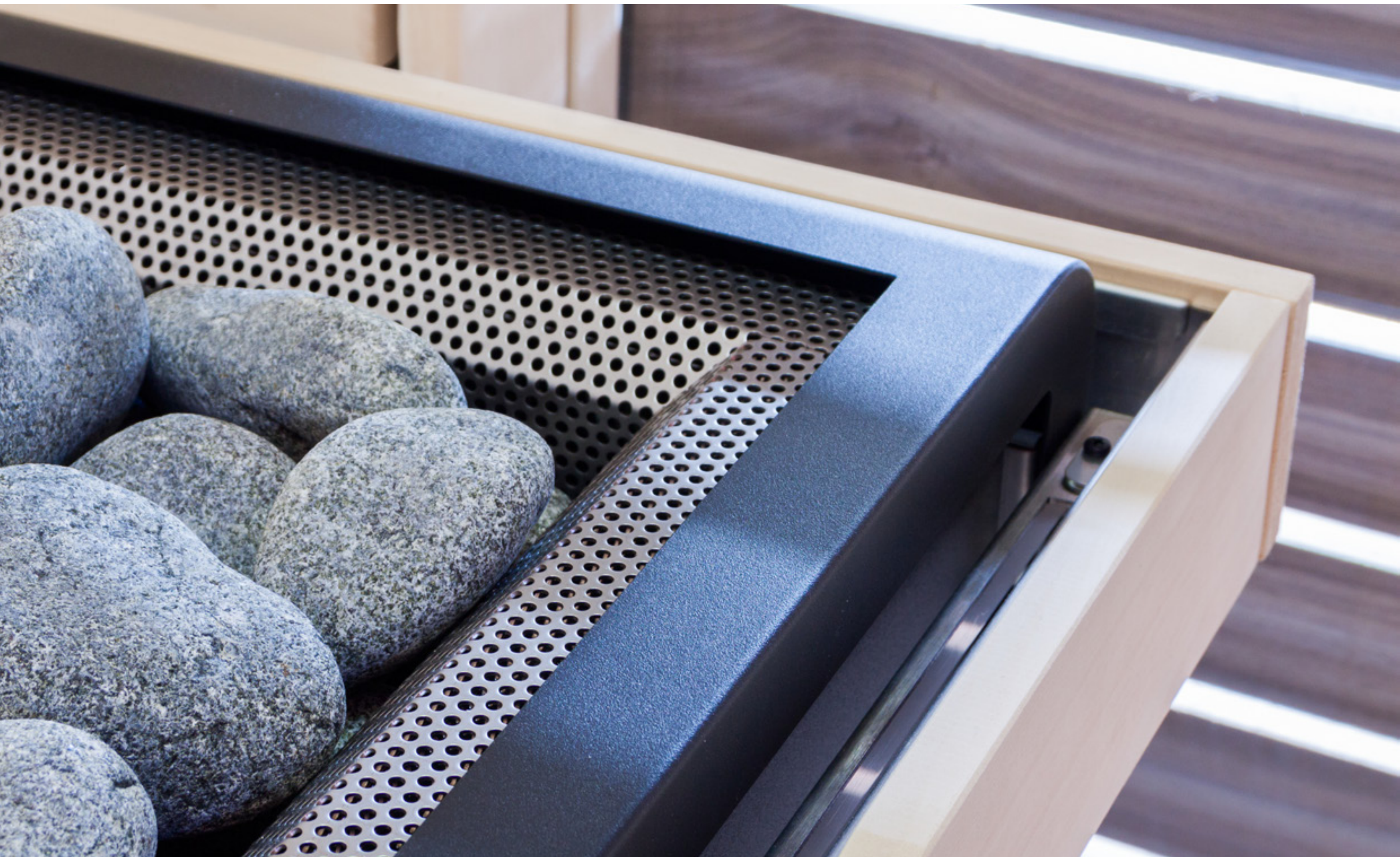
RESULT JANUARY–MARCH 2018

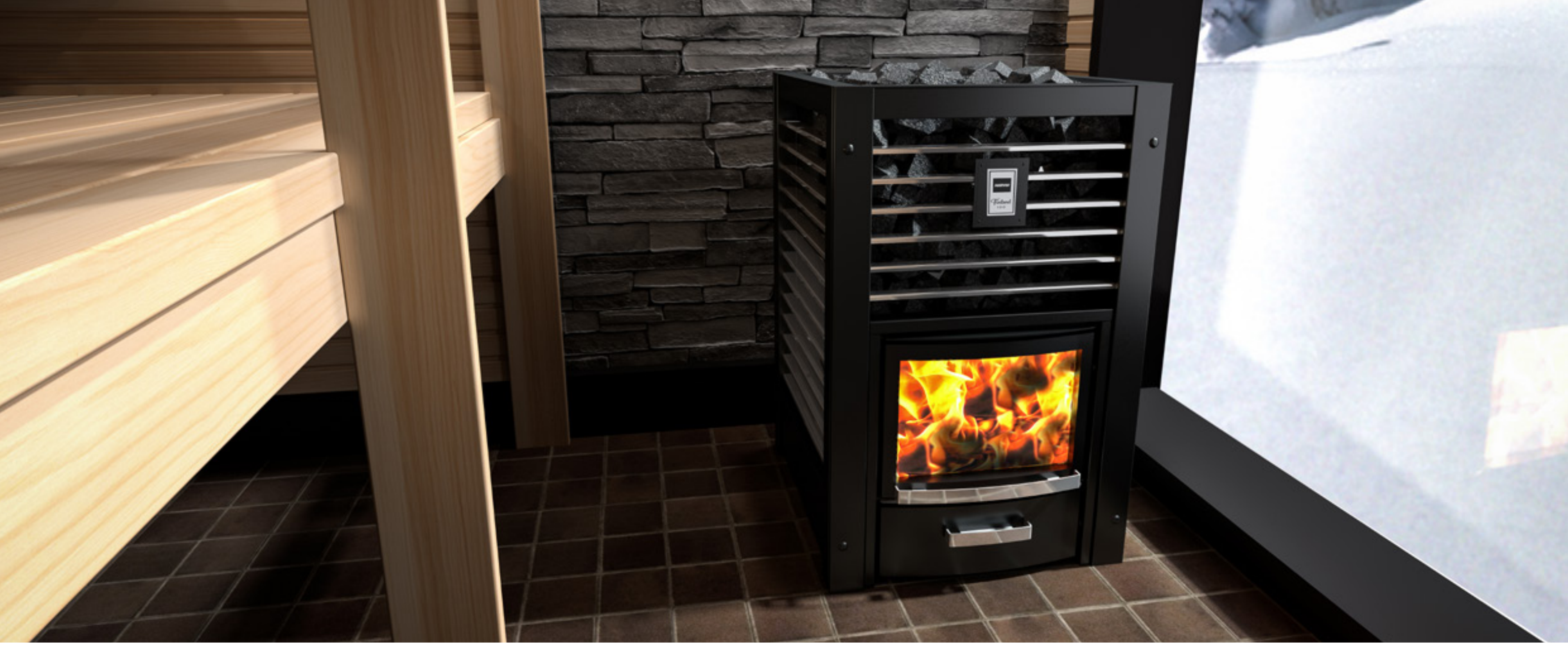
The Group's operating profit for January–March was EUR 1.9 million (3.0). The operating profit included EUR 1.3 million (0.1) of items affecting comparability, mainly related to the public offering and related equity issue. Adjusted operating profit stood at the previous year's level at EUR 3.2 million (3.2), and operating profit margin was 19.5% (19.3). Net financing expenses increased to EUR -1.9 million (-1.1). The increase in financing expenses was caused by non-recurring restructuring costs from bank loans and interest rate swaps amounting to EUR -0.8 million. Repayment of shareholder loans will reduce the interest expenditure for the financial year 2018 by approximately EUR 2.5 million compared to 2017.

The unadjusted result before taxes for the first quarter was EUR 0.0 million (1.9). The Group's taxes amounted to EUR 1.6 million (-0.5). The positive taxes resulted from the entry of a deferred tax asset deriving from intra-group interest expenses, which were not deducted from taxable income in previous years.

Deferred tax receivable for intra-group interest expenses of EUR 8.2 million, that were non-deductible in taxation for previous years, was not recognised in Harvia's consolidated financial statements for the year ended 31 December 2017. These net interest costs incurred to Harvia Group Oy from intra-group net interest expenses, the deductibility of which are restricted by the applicable tax provisions. The deductibility of these net interest costs and their use in the taxation of following years was thus uncertain and thereby no deferred tax assets were recognised at the end of 2017. In March 2018, majority of intra-group loans of Harvia Group Oy were converted into the company's unrestricted equity and the company's equity was also strengthened by cash contribution. As a result, Harvia Group Oy will have less intra-group net interest expenses in future. This increases the prospects for Harvia Group Oy to deduct all of its net interest expenses and the likelihood of deduction of the non-deducted net interest expenses from previous years in the taxation of Harvia Group Oy. Thereby an addition of a calculated tax asset amounting to EUR 1.6 million was entered in the result for January–March. There is no time limit for the deduction of net interest expenses from previous years in taxation.

Harvia's result for the financial period was EUR 1.7 million (1.4) and the undiluted earnings per share were EUR 0.16 (0.15).





FINANCIAL POSITION AND CASH FLOW

Harvia's balance sheet total at the end of March 2018 was EUR 120.2 million (31 March 2017: 112.5), of which equity accounted for EUR 64.1 million (18.1).

In March 2018, Harvia strengthened its capital structure by using the funds derived from the share issue to repay shareholder loans and their accumulated interests. At the end of the first quarter, the company's net debt amounted to EUR 29.8 million (75.3), of which EUR 39.4 million (74.1) consisted of long-term liabilities. Cash and cash equivalents at the end of the period amounted to EUR 11.7 million (5.5). The repayment of shareholder loans and restructuring of bank loans significantly reduced the Group's indebtedness.

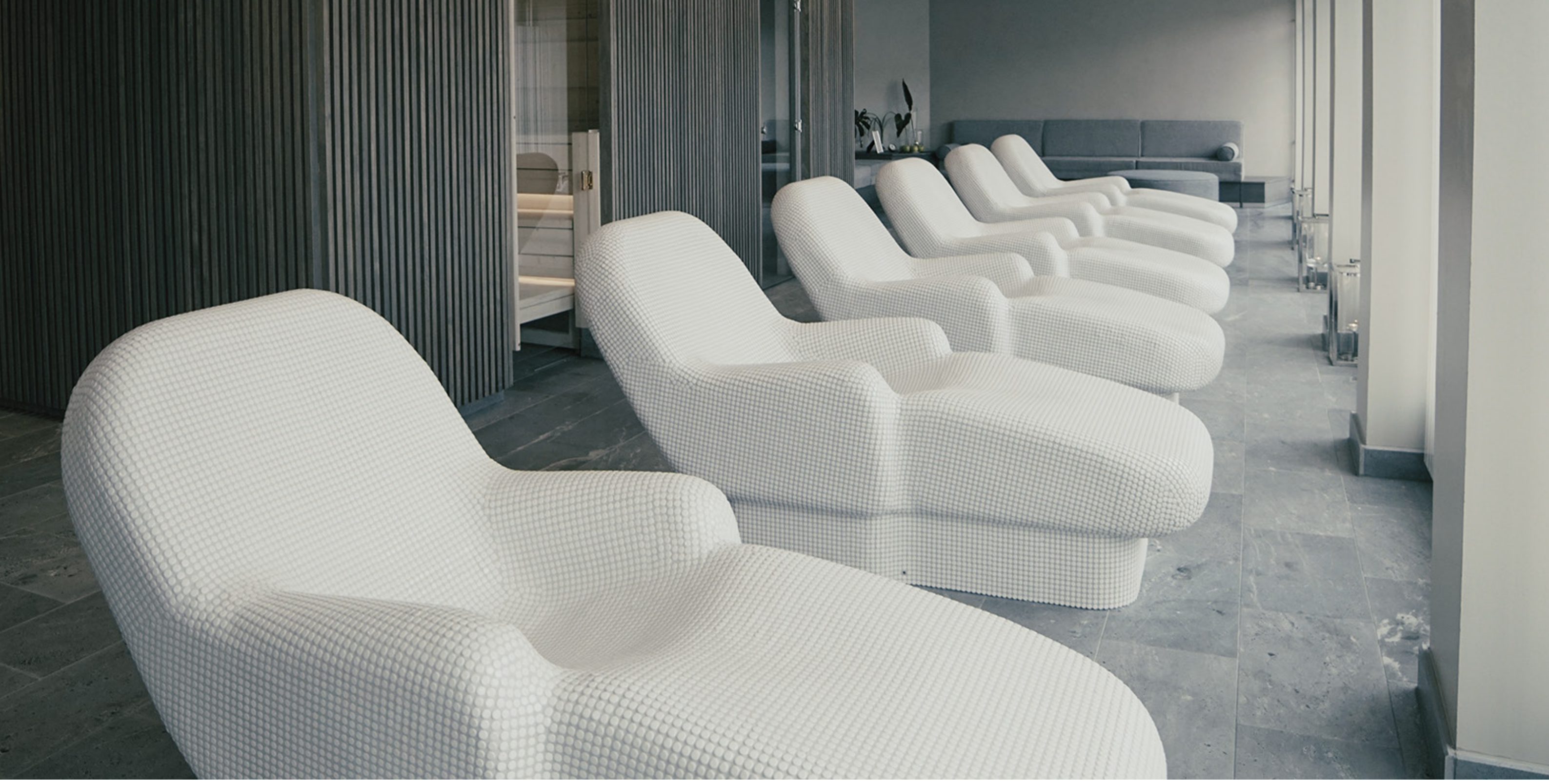
At the end of the period, leverage stood at 2.4 (6.2). Harvia's long-term target is that the leverage, i.e. the net debt/adjusted EBITDA ratio, is between 1.5x–2.5x, not accounting for the future effects of changes in IFRS standards.

Harvia's equity ratio at the end of the period was 53.4% (16.2). The adjusted return on capital employed (ROCE) was 31.7% (33.5).

Net working capital amounted to EUR 18.2 million (17.8) at the end of March. In January−March, Harvia's operating free cash flow was EUR 2.0 million (0.3) and cash conversion was 53.6% (8.2). This year, the increase in working capital in the first quarter, related to the spring season, was EUR 1.1 million, while during the corresponding period previous year the increase in working capital was EUR 3.2 million. Management of working capital resulted in a major positive change in the operating free cash flow.

INVESTMENTS, PRODUCT DEVELOPMENT AND ACQUISITIONS

In the first quarter, the Group's investments amounted to EUR 0.6 million (0.2). A new layout for warehousing and shipping at the Muurame factory was carried out to improve operational efficiency. In addition, the company's website was renewed, and a new English language site was created. Furnishing supporting the Harvia brand was acquired and installed for selected retail stores to improve the visibility of Harvia's products. Research and development expenditure entered into expenses amounted to EUR 0.3 million (0.3). In February, Harvia acquired from its German retailer Marno e.K its customer base and current assets.



PERSONNEL

The number of personnel employed by the Group at the end of the review period was 370 (357) and averaged 372 (344) during the review period. Of the personnel, 49% (50) worked in Finland, 8% (8) in Austria, 23% (23) in Romania, 2% (1) in Estonia and 18% (18 in China and Hong Kong.

SHARES AND SHAREHOLDERS

Trading in Harvia's share began on the Nasdaq Helsinki pre-list on 22 March 2018 and on the Nasdaq Helsinki main list on 26 March 2018. In the Initial Public Offering, Harvia issued 9,014,436 new shares, in addition to which funds managed by CapMan and certain other current shareholders in the company sold a total of 1,250,729 shares. Harvia accumulated gross proceeds of approximately EUR 45 million in the public listing. The final subscription price of the share in the IPO was EUR 5.00 per share.

Harvia's registered share capital is EUR 80,000 and at the end of the review period, the company held 18,549,879 fully paid shares. Trading in the company's shares on the Nasdaq Helsinki main list began on 26 March 2018. The ticker symbol for the shares is HARVIA and their ISIN code is FI4000306873. Harvia has one series of shares, and each share entitles to one vote in the company's general meeting. There are no voting restrictions associated with the shares. The shares hold no nominal value. The company's shares are included in a book-entry system. Trading volume during the review period was EUR 16.7 million and 3,326,811 shares. The highest price of the share was EUR 5.40 and the lowest was EUR 5.00. The closing price of the share at the end of March was EUR 5.30. These figures include share sales related to the IPO. The market value of the share capital stood at EUR 98.3 million on 31 March 2018. The company does not currently own any treasury shares.

The number of registered shareholders at the end of the review period was 2,107, including nominee registers. At the end of the review period, nominee registered and direct foreign shareholders made up 49.5% of the company's shares. At the end of the review period, the ten largest shareholders possessed a total of 47.3% of Harvia's shares and votes.

GOVERNANCE

In an extraordinary General Meeting on 9 February 2018, shareholders decided to change the company's company form into a public company and change the company's name to Harvia Plc. At the same time, the company's share capital was increased from the company's unrestricted equity to the amount of EUR 80,000 required for a public company.

The Board of Directors was authorised to decide on a share issue to implement the public offering and on including the shares in the book-entry system managed by Euroclear Finland.

Ari Hiltunen was elected as a new ordinary member of Harvia Plc's Board of Directors.

In the Annual General Meeting held on 2 March 2018, shareholders decided to approve the parent company's Financial Statements and the Consolidated Financial Statements, the latter made in accordance with the IFRS standard, for the financial periods 1 January 2015–31 December 2015, 1 January 2016–31 December 2016 and 1 January 2017–31 December 2017.

The Board of Directors was authorised to resolve, at its discretion, upon distribution of dividend or of assets from reserves for unrestricted equity in the maximum amount of EUR 3,500,00.00 provided that the financial standing of the company at the time of distribution allows for distribution of dividend and other legal requirements for distribution of assets are met. The authorisation is valid until the beginning of the following annual general meeting.

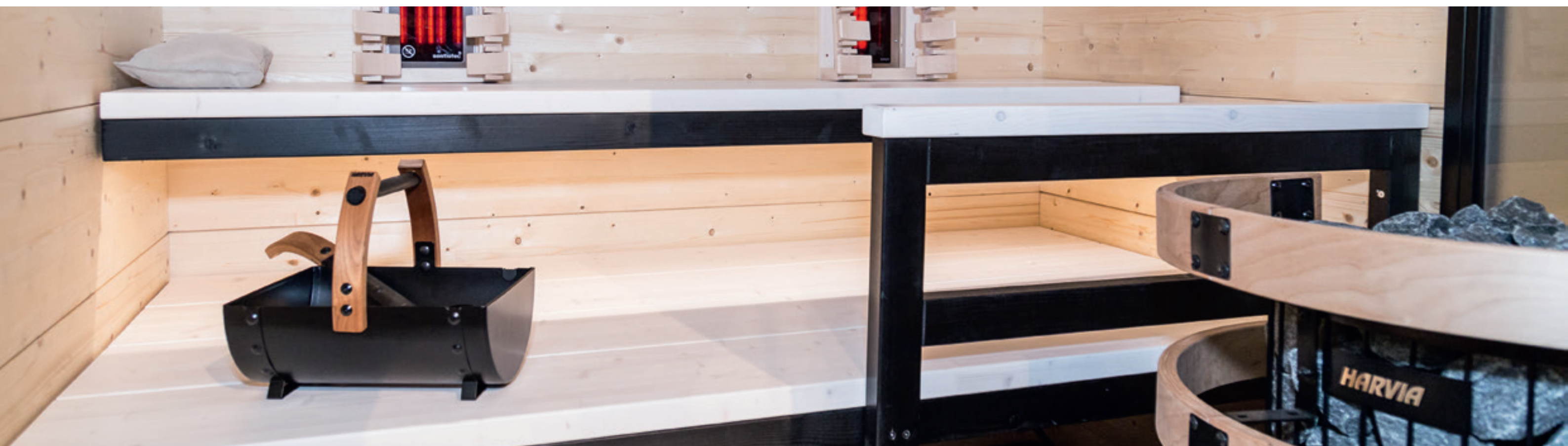
The number of ordinary members in the company's Board of Directors was confirmed to be five. Olli Liitola (Chairman and ordinary member), Ia Adlercreutz (ordinary member), Anders Björkell (ordinary member), Pertti Harvia (ordinary member) and Ari Hiltunen (ordinary member) will continue in the company's Board of Directors.

The Board of Directors was authorised to decide on issuance of new shares together or in several instalments. A maximum total of 11,000,000 new shares may be issued by virtue of the authorisation. In a share issue, which is made in the same context as the Company applies for the admission of its shares to public trading on the official list of Nasdaq Helsinki Oy (the "Helsinki Stock Exchange"), the Board of Directors may decide on issuance of new shares to board members, provided that this is carried out under the same conditions as share issuance to other subscribers in the same offering. The authorisation includes the right to deviate from the pre-emptive subscription right of the shareholders, provided that there is a weighty financial reason for the company for the deviation.

The Board of Directors was authorised to decide on the issue of options and other special rights entitling to shares as referred to in chapter 10, section 1 of the Limited Liability Companies Act entitling to shares in one or more instalments, either against payment or free of charge. The number of shares issued based on specific rights can be no more than 2,000,000 shares. Based on the option rights or other specific rights entitling to shares, the company can issue either new shares or treasury shares. The authorisation is in force until the beginning of the company's next annual meeting, however until 30 June 2019 at the latest.

The Board of Directors was authorised to decide on the acquisition of a maximum of 2,000,000 treasury shares in one or more instalments using the company's unrestricted equity. The authorisation stands until the beginning of the company's next annual general meeting, however until 30 June 2019 at the latest.

The annual general meeting decided that PricewaterhouseCoopers Oy will continue as the company's auditor, with Markku Launis as the responsible auditor.



RISKS AND UNCERTAINTIES

Harvia Group's risk management is controlled by Risk Management Policy. The purpose of risk management in the Group is to encourage the identification of risks and their pre-emptive management, to ensure an adequate level of risk management and to include risk management as part of the company's business. No material changes occurred in the short-term business risks and uncertainties during the first quarter.

General economic, societal and political conditions impact Harvia's operating environment. Economic uncertainty in Finland, Europe, Russia, North America or more widely can affect the company's business in many ways and make accurate predictions and planning of future business more difficult. Economic predictability is also hampered by recent geopolitical tensions in, among other places, East Asia and the Middle East.

Harvia's largest customer group is formed by retail and wholesale companies that sell the company's products to construction companies and end customers. In addition, the company sells tailored products and solutions in smaller quantities directly to end customers. Although the company has many different retail channels, the most important retailers are essential to the company's business.

The self-sufficiency of the Group's manufacturing processes, the backup supplier system for materials and the widely dispersed customer base balance potential strategic risks. Production is based on the company's own design and patents, and these are used to manage potential operative risks. Damage risks are covered with insurances where possible, and their coverage is assessed annually with the insurance company.

The Group refinanced its earlier bank loans in March 2018. The new loan agreements are made for the long term. The loans include covenants, which in unfavourable circumstances may call for new financing negotiations with the bank. The company protects itself from interest risks arising from bank loans with interest rate swaps.

Harvia has business activities in many countries. Harvia is mainly exposed to transaction risks related to the US dollar and the Russian rouble, and the risk caused when the parent company's investments in subsidiaries outside the Euro zone are converted into euros. The currency risks have so far not been significant to the company and Harvia has not shielded itself against them with currency derivatives.

The principles of Harvia's financing risk management are described in the Consolidated Financial Statements and the general principles of risk management on the company's website at www.harvia.fi/en.

EVENTS AFTER THE REVIEW PERIOD

The shares subscribed by personnel in Harvia's share issue were paid to the company on 3 April 2018 and were registered on 6 April 2018.

Danske Bank A/S, Finland Branch, which acted as the stabilising manager in Harvia's initial public offering, carried out stabilisation measures between 16 and 20 April 2018. The stabilisation period has been discontinued on 20 April 2018, and no further stabilisation measures will be taken.

MUURAME, 15 MAY 2018

HARVIA PLC
Board of Directors

FOR MORE INFORMATION, PLEASE CONTACT:

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Ari Vesterinen, CFO, tel. +358 405 050 440

RESULT PUBLICATIONS 2018

Harvia's result publications in 2018 are:

Interim report January–June 2018 16 August 2018
Interim report January–September 2018 15 November 2018

PRESS CONFERENCE

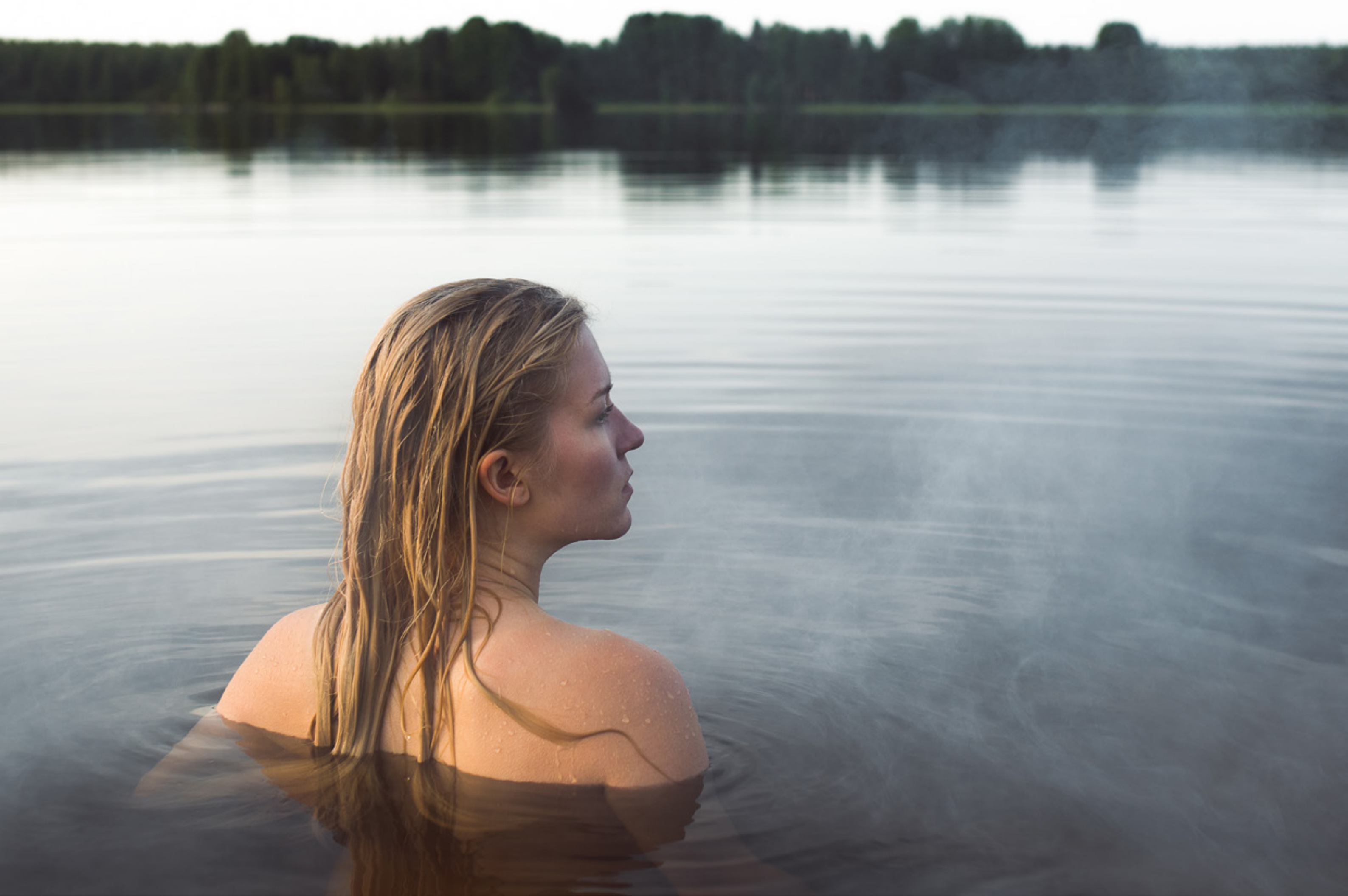
Harvia will hold a press conference for analysts, investors and media today on Wednesday, 16 May 2018 at 11:00 a.m. Finnish time, at Hotel Kämp's Jean Sibelius cabinet (address Pohjoisesplanadi 29, 00100 Helsinki, Finland.) The conference will be held in Finnish.

A live audiocast of the conference will also be held today at 1:00 p.m. Finnish time. The audiocast can be watched at https://harvia.videosync.fi/2018-q1-results.

You can also participate by calling:

- Finland: +358 9 817 104 95
- UK: +44 203 194 055 2
- Sweden: +46 856 642 702
- US: +1 855 716 159 7

A recording of the audiocast will be available later at the company's website.



CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

EUR thousand	Note	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	1 Jan - 31 Dec 2017
Revenue	2.1, App.1	**16,495**	**16,444**	**60,107**
Other operating income		40	46	208
Materials and services		-7,330	-7,338	-24,972
Employee benefit expenses	5.1	-3,334	-3,068	-12,305
Other operating expenses	2.2	-3,446	-2,576	-11,855
Depreciation and amortisation		-493	-475	-1,921
Operating profit		**1,931**	**3,032**	**9,263**
Finance income		10	160	457
Finance costs	4.1	-1,923	-1,292	-5,370
Finance costs, net		-1,913	-1,132	-4,914
Profit before income taxes		**18**	**1,901**	**4,349**
Income taxes	5.2	1,632	-452	-1,435
Profit for the period		**1,651**	**1,449**	**2,914**
Attributable to:				
Owners of the parent		1,651	1,449	2,914
Other comprehensive income				
Items that may be reclassified to profit or loss in subsequent periods:				
Translation differences		-109	-169	-505
Other comprehensive income, net of tax		-109	-169	-505
Total comprehensive income		**1,542**	**1,280**	**2,409**
Attributable to:				
Owners of the parent		1,542	1,280	2,409
Basic EPS (EUR)	2.3	0.16	0.15	0.30
Diluted EPS (EUR)	2.3	0.15	0.15	0.30

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EUR thousand	Note	31-Mar-18	31-Mar-17	31-Dec-17
ASSETS				
Non-current assets				
Intangible assets		3,032	2,757	2,999
Goodwill		59,224	59,224	59,224
Property, plant and equipment		14,932	15,427	14,939
Deferred tax assets		1,361		
Total non-current assets		**78,550**	**77,409**	**77,163**
Current assets				
Inventories	3	13,411	12,316	14,143
Trade and other receivables	3	16,201	14,898	12,738
Income tax receivables		342	2,404	1,604
Cash and cash equivalents	4	11,681	5,464	8,345
Total current asset		**41,635**	**35,081**	**36,830**
Total assets		**120,185**	**112,490**	**113,993**
EUR thousand	Note			
EQUITY AND LIABILITIES				
Equity attributable to owners of the parent				
Share capital	5.3	80	3	3
Other reserves	5.3	53,098	10,040	9,703
Retained earnings	1	9,262	6,656	6,656
Profit for the period		1,651	1,449	2,914
Total equity attributable to owners of the parent		**64,091**	**18,148**	**19,276**
Total equity		**64,091**	**18,148**	**19,276**
Liabilities				
Non-current liabilities				
Shareholder loans	4.1		38,516	41,618
Loans from credit institutions	4.1	39,370	35,611	31,318
Derivative financial instruments	4.1	1,484	1,538	1,327
Deferred tax liabilities	5.2		347	442
Other non-current liabilities		380	462	383
Provisions		236	262	225
Total non-current liabilities		**41,471**	**76,737**	**75,313**
Current liabilities				
Loans from credit institutions	4.1	2,133	6,595	8,394
Derivative financial instruments	4.1		75	
Income tax liabilities		821	1,219	1,160
Trade and other payables	3	11,433	9,455	9,626
Provisions		236	262	225
Total current liabilities		**14,623**	**17,606**	**19,404**
Total liabilities		**56,094**	**94,342**	**94,716**
Total equity and liabilities		**120,185**	**112,490**	**113,993**

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR thousand	Note	Share capital	Invested unrestricted equity reserve	Translation differences	Retained earnings	Total
Equity at 1 January 2017		**3**	**9,724**	**484**	**6,656**	**16,867**
Profit for the period					1,449	1,449
Other comprehensive income				-169		-169
Total comprehensive income				-169	1,449	1,280
Equity at 31 Mar 2017		**3**	**9,724**	**316**	**8,105**	**18,148**
Equity at 1 January 2017		**3**	**9,724**	**484**	**6,656**	**16,867**
Profit for the period					2,914	2,914
Other comprehensive income				**-505**		-505
Total comprehensive income				-505	2,914	2,409
Equity at 31 December 2017		**3**	**9,724**	**-21**	**9,570**	**19,276**
Equity at 1 January 2018						
Adoption of new IFRS 15 and IFRS 9 standards	App.1				-308	-308
Equity at 1 January 2018		3	9,724	-21	9,262	18,968
Increase in share capital		78	-78			
Share issue	5.3		45,000			45,000
Expenses related to the share issue	5.3		-1,491			-1,491
Discount related to the personnel share issue	5.1		72			72
Total transactions with shareholders		78	43,504			43,581
Profit for the period					1,651	1,651
Other comprehensive income				-109		-109
Total comprehensive income				-109	1,651	1,542
Equity at 31 Mar 2018		**80**	**53,228**	**-130**	**10,913**	**64,091**

CONSOLIDATED STATEMENT OF CASH FLOWS

EUR thousand	Note	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	1 Jan - 31 Dec 2017
Cash flows from operating activities				
Profit before taxes		18	1,901	4,349
Adjustments				
Depreciation and amortisation		493	475	1,921
Finance income and finance costs		1,913	1,132	4,914
Other adjustments		20	-6	-39
Cash flows before changes in working capital		2,444	3,502	11,145
Change in working capital				
Increase (-) / decrease (+) in trade and other receivables	3	-3,190	-4,035	-2,153
Increase (-) / decrease (+) in inventories	3	540	-363	-2,349
Increase (+) / decrease (-) in trade and other payables	3	1,515	1,197	2,115
Cash flows from operating activities before financial items and taxes		1,309	301	8 758
Interest and other finance costs paid		-14	-33	-186
Interest and other finance income received		8	4	1
Income taxes paid/received	5.2	1,203	-395	-543
Net cash from operating activities		**2,506**	**-124**	**8,029**
Cash flows from investing activities				
Purchases of tangible and intangible assets		-583	-153	-1,196
Sale of tangible and intangible assets			7	30
Net cash from investing activities		**-583**	**-146**	**-1,166**
Cash flows from financing activities				
Proceeds from share issues	5.3	44,350	50	50
Costs from share issue recognised in equity	5.3	-1,267		
Repayment of non-current loans	4.1	-77,867		-4,250
Proceeds from non-current loans	4.1	39,500		
Change in current interest-bearing liabilities	4.1	-1,756	-500	952
Interest and other finance costs paid	4.1	-1,503	-382	-1,634
Net cash from financing activities		**1,458**	**-832**	**-4,882**
Net change in cash and cash equivalents		3,380	-1,101	1,980
Cash and cash equivalents at 1 January		8,345	6,568	6,568
Exchange gains/losses on cash and cash equivalents		-44	-3	-204
Cash and cash equivalents at end of period		**11,681**	**5,464**	**8,345**

NOTES TO THE GROUP'S INTERIM INFORMATION

1. BASIS OF PREPARATION

Basis of preparation

Harvia's interim information has been prepared in compliance with the IAS 34 Interim Financial Reporting standard. Interim information does not contain all the notes presented in the consolidated financial statements for 2017 and should therefore be read in conjunction with the consolidated financial statements for 2017 prepared in accordance with IFRS. The same accounting principles have been applied to the interim information as to the consolidated financial statements taking into account, however, the following new standards adopted in the beginning of 2018:

- *IFRS 15 Revenue from Contracts with Customers* is the new revenue standard. Harvia has adopted it from 1 January 2018 on using the modified retrospective method which means that the cumulative impact of the adoption has been recognised in retained earnings as of 1 January 2018 and that comparative will not be restated. More detailed information on the impact of the adoption of the new standard on accounting policies and the figures for interim information is presented in Appendix 1.

- *IFRS 9 Financial Instruments* addresses the classification, measurement, recognition and derecognition of financial assets and financial liabilities, introduces new rules for hedge accounting and a new impairment model for financial assets. The new rules has been applied retrospectively from 1 January 2018 with the practical expedients permitted under the standard. Comparatives for 2017 are not be restated. More detailed information on the impact of the adoption of the new standard on accounting policies and the figures for interim information is presented in Appendix 1.

Harvia's Board of Directors has approved this interim information in its meeting on 15 May 2018. This interim information is unaudited. Figures in the interim information have been rounded and consequently the sum of individual figures may deviate from the presented sum figure.

Accounting estimates and management judgements made in preparation of the interim information

The preparation of interim information requires management to make accounting estimates and judgements as well as assumptions that affect the application of the preparation principles and the accounting estimates on assets, liabilities, income and expenses. Actual results may differ from previously made estimates and judgements. Estimates and judgements are reviewed regularly. Changes in estimates are presented in the period during which the change occurs, if the change only affects one period. If it affects both the period under review and following periods, the changes are presented in the period under review and following periods.

The significant management judgements and accounting estimates concerning key uncertainty factors in connection with the preparation of this interim information are identical to those applied in the consolidated financial statements for 2017.

2. GROUP PERFORMANCE

2.1. GROUP REVENUE

Harvia follows its revenue at the product group level. Group's product and service offerings have been divided to five groups: sauna heaters, sauna rooms, control units, steam generators and spare parts, services and other products. Each product group includes products suitable for different customer categories to meet different customer needs. The largest customer category of the group consists of retailers and wholesale customers who sell products to builders or end customers.

On 1 January 2018, Harvia has adopted new revenue standard, and the impacts of the adoption are explained more in Appendix 1.

REVENUE BY MARKET AREA

EUR thousand	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	Change %	1 Jan - 31 Dec 2017
Finland	6,282	6,301	-0.3 %	22,214
Other Scandinavia	814	767	6.1 %	3,324
Germany	1,900	2,034	-6.6 %	7,373
Other EU countries	4,011	3,841	4.4 %	14,044
Russia	1,657	1,951	-15.1 %	6,227
North America	662	692	-4.4 %	2,963
Other countries*	1,169	857	36.4 %	3,962
Total	**16,495**	**16,444**	0.3 %	**60,107**

*The largest of which: Arab countries, Asia and other Europe.

REVENUE BY PRODUCT GROUP

EUR thousand	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	Change %	1 Jan - 31 Dec 2017
Sauna heaters	9,410	9,985	-5.8 %	35,289
Sauna rooms	1,856	1,588	16.9 %	6,903
Control units	1,723	1,696	1.6 %	6,318
Steam generators	881	818	7.6 %	2,791
Spare parts, services and other	2,624	2,356	11.4 %	8,807
Total	**16,495**	**16,444**	0.3 %	**60,107**

2.2. OPERATING EXPENSES

Other operating expenses for the interim period 1 January – 31 March 2018 include expenses of EUR 1,265 thousand related to the public listing. During the financial period 2017 the costs of the listing amounted to EUR 584 thousand. In addition, other operating expenses include other items outside the ordinary course of business that are related to the group's strategic development projects, acquisitions and loss on sales of fixed assets and affect the comparability between the different periods. Further information of these items is given in Appendix 2 Key figures.

2.3. EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the profit for period attributable to the owners of the parent company by the weighted average number of shares outstanding during the financial period. Diluted earnings per share is calculated on the same basis as basic earnings per share, except that it takes into consideration the effects associated of any parent company's obligations regarding the possible share issue in the future.

	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	1 Jan - 31 Dec 2017
Profit for the period attributable to the owners of the parent company, EUR thousand	1,651	1,449	2,914
Weighted average number of shares outstanding during the financial period, '000	10,567	9,540	9,617
Basic earnings per share, EUR	**0.16**	**0.15**	**0.30**
Weighted average number of shares outstanding during the year, diluted, '000	10,711	9,680	9,617
Diluted earnings per share, EUR	**0.15**	**0.15**	**0.30**

3. NET WORKING CAPITAL

EUR thousand	31-Mar-18	31-Mar-17	31-Dec-17
Net working capital			
Inventories	13,411	12,316	14,143
Trade receivables	13,567	13,658	11,503
Other receivables	2,634	1,240	1,235
Trade payables	-5,857	-5,278	-5,077
Other payables	-5,576	-4,177	-4,549
Total	**18,179**	**17,759**	**17,255**
Change in net working capital in the statement of financial position	924	2,316	1,812
Items not taken into account in change in net working capital in the statement of cash flows and the effect of which is included elsewhere in the statement of cash flows*	211	885	574
Change in net working capital in the statement of cash flows	1,135	3,201	2,387

* The most significant items are related to finance costs, unrealised exchange rate gains and losses, acquisitions and investments.

In February 2018, Harvia Finland Oy purchased an inventory from its German retailer Marno e.K, which increased the group's inventory by EUR 142 thousand at the date of acquisition.

Harvia has significant trade receivables due to long terms of payment in the client agreements. In certain circumstances, Harvia has also supported its distribution and dealership relationships by accepting longer than ordinary terms of payment periods and by agreeing on a new payment plan in respect of receivables due, which has increased trade receivables especially in USA and in Russia.

On 1 January 2018, Harvia has adopted a new standard for financial instruments that introduces a new impairment model for financial assets. Further information on the effect of the increase in loss allowance for trade receivables is explained in Appendix 1.

4. NET DEBT AND CONTINGENCIES

INTEREST-BEARING NET DEBT

EUR thousand	31-Mar-18	31-Mar-17	31-Dec-17
Loans from credit institutions	41,503	42,206	39,712
Shareholder loans and vendor notes		38,516	41,618
Less cash and cash equivalents	-11,681	-5,464	-8,345
Net debt	**29,822**	**75,259**	**72,985**

4.1. BORROWINGS AND OTHER FINANCIAL LIABILITIES

All borrowings of the group are euro-denominated.

Repayment of shareholder loans

In March 2018 Harvia strengthened its capital structure by using the funds raised in the share issue to repay the principal and accrued interests of shareholder loans. Shareholder loans matured prematurely because of the listing. With the share issue, Harvia raised the funds of EUR 44,350 thousand of which EUR 42,453 thousand was used to repayment of shareholder loans and their accrued interests, including so-called vendor note loan.

The repayment of shareholder loans decreases interest expenses approximately by EUR 2.5 million for financial period 2018 compared to the financial period 2017.

Refinancing of bank loans

On 2 March 2018, the company agreed on a financing arrangement of EUR 44,500 thousand in total, with Danske Bank A/S, Finland branch, which was conditional upon the completion of the public listing. The new financing arrangement consisted of a EUR 36,500 thousand term loan and EUR 8,000 thousand credit limit. At the end of March Harvia repaid prematurely its old bank loans, nominal value of total EUR 36,250 thousand, with funds from the term loan and replaced the previous EUR 8,000 thousand credit limit with the new credit limit. New bank loan matures in one installment on 2 March 2023 and its nominal interest is tied to Euribor and a margin is tied to Group's net debt / adjusted EBITDA ratio.

In connection of the repayment of old bank loans (including credit limit), remaining transaction costs of EUR 616 thousand in the balance sheet were recognised as expenses under other finance costs for the interim period. As a result of the refinancing of the old bank loans, the group's real estate and corporate mortgages as well as pledged subsidiary shares were released. The parent company guarantees the loans drawn down in accordance with the new financing arrangement.

New bank loans include covenants according to the financing agreement, such as net debt to adjusted EBITDA ratio and interest cover ratio. Covenants are monitored quarterly.

Interest rate swap

In connection with the refinancing of bank loans, an interest rate swap agreement with Swedbank was transferred to Danske Bank through a novation agreement.

4.2. COMMITMENTS AND CONTINGENT LIABILITIES

EUR thousand	31-Mar-18	31-Mar-17	31-Dec-17
Guarantees and mortgages given on own behalf:			
Mortgages	320	169,320	169,320
Enterprise mortgages		253,500	253,500
Total	**320**	**422,820**	**422,820**
Pledges given on own behalf:			
Shares in subsidiaries		96,984	96,984
Total		**96,984**	**96,984**
Other guarantees:			
Pledged accounts	10	5	8
Customs guarantee	30	30	31
Other guarantees		2,502	2,502
Total	**40**	**2,502**	**2,502**

In addition, Harvia Group Oy has guaranteed a subsidiary's credit limit of which EUR 2,029 thousand was in use on 31 March 2018.

5. OTHER NOTES

5.1. RELATED PARTY TRANSACTIONS

In connection with the listing, CapMan Buyout X Fund A L.P and CapMan Buyout X Fund B Ky, which previously had control over the group, sold 679,774 Harvia Oyj shares representing 7.02 percent share of the company before the share issue. After the completion of the sale and share issue, the Funds' direct holding in the company is 24.29 percent, and therefore the Funds have a significant influence over the group.

Transactions with related parties have been made on an arm's length basis.

The following transactions were carried out with related parties:

EUR thousand	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	1 Jan - 31 Dec 2017
Purchases		0	17
Sales			1

Loans from related parties and their changes:

EUR thousand	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	1 Jan - 31 Dec 2017
At 1 January	41,618	38,516	38,516
Loan repayments	-41,618		
Accrued interests	836	815	3,298
Witholding tax on interest	-42		-175
Interest paid	-793		-21
At end of period		**39,332**	**41,618**

In connection with the listing of the company, Harvia paid back loans from related parties.

Personnel offering

In connection with the listing the group's personnel subscribed 144,357 shares in the personnel offering. The subscription price of EUR 4.50 per share was 10% lower than the subscription price for other shares subscribed in connection with the listing. The discount given to the personnel EUR 72 thousand has been accounted for under IFRS as share-based payments and it has been fully recorded as personnel expenses.

Management remuneration

Harvia's CEO and CFO both received a one-time bonus of EUR 50 thousand when the listing completed.

5.2. TAXES

No deferred tax receivables for intra-group interest expenses of EUR 8,185 thousand that were non-deductible in taxation for previous years have been recognised in Harvia's consolidated financial statements for the year ended 31 December 2017. These net interest costs incurred to Harvia Group Oy from intra-group net interest expenses, the deductibility of which are restricted by the applicable tax provisions. The deductibility of these net interest costs and their use in the taxation of following years was thus uncertain and thereby no deferred tax assets were recognised at the end of 2017. In March 2018, majority of intra-group loans of Harvia Group Oy were converted into the company's unrestricted equity and the company's equity was also strengthened by cash contribution. As a result, Harvia Group Oy will have less intra-group net interest expenses in future. This increases the prospects for Harvia Group Oy to deduct all of its net interest expenses and the likelihood of deduction of the non-deducted net interest expenses from previous years in the taxation of Harvia Group Oy. As a result, an increase in deferred tax assets of EUR 1,637 thousand was recognised for the income statement for January-March 2018. There is no time limit for the deduction of net interest expenses from previous years in taxation.

5.3. EQUITY

On 9 February 2018, the shareholders of the company decided with a unanimous decision to change the company form of the company to a public limited liability company and to implement an increase in share capital by a capital increase to meet the required EUR 80,000 limit for a public limited liability company through a fund increase.

In the connection with the listing, the company carried out an offering which consisted of a public offering in Finland, an institutional offering to institutional investors in Finland and in accordance with applicable laws, internationally; and personnel offering to employees of the group. With the share issue, the company raised gross proceeds of EUR 45,000 thousand that was recognised in the invested unrestricted equity reserve.

During January-March 2018, the company's listing related fees and expenses amounted to EUR 3,129 thousand, of which EUR 1,864 thousand was recognised as expenses in connection with the offering against the received assets of the invested unrestricted equity reserve, net of EUR 373 deferred taxes.

EUR thousand	Ordinary shares	Number of shares
At 1 January 2017	3	9,539,800
At 31 March 2017	3	9,539,800
Share issue		140,000
At 31 December 2017	3	9,679,800
Increase in share capital through a fund increase	78	
Initial public offering		8,870,079
At 31 March 2018	80	18,549,879

APPENDIX 1: CHANGES IN ACCOUNTING POLICIES

IFRS 15 REVENUE FROM CONTRACTS WITH CUSTOMERS

Harvia has adopted the standard IFRS 15 Revenue from Contracts with Customers on 1 January 2018 using the modified retrospective method which means that the cumulative impacts of the adoption have been recognised in retained earnings as of 1 January 2018 and that comparatives have not been restated. Harvia has defined the impacts of the standard and based on that has adjusted the revenue of project sales. For the rest, the effects of the changes were not significant and do not require adjustments to the figures of interim information. The impacts of the new standard on the revenue recognition policies and figures of interim information are presented below.

ACCOUNTING POLICY

Harvia's revenue mainly consists of the sales of sauna and spa products that it has produced. Harvia sells most of its products to retailers, distributors or importers. Sales of goods are recognised when the control is transferred to the buyer. This is when the goods have been delivered to the buyer. Delivery is deemed to have taken place when the products have been delivered to the agreed location, the risk of obsolescence and damage of products has been transferred to the customer. In addition, for certain contract terms, a transportation service is considered to be a separate performance obligation when control to the goods is transferred to the buyer before the goods are delivered. However, transportation service is typically performed during the same day as control is transferred to the customer and therefore the revenue from goods and transportation service is recognised at the same time.

Amounts disclosed as revenue are net of returns, volume-based marketing subsidies and rebates. Goods are often sold with volume discounts based on aggregate sales over a 12 months period. Revenue from sales is recognised based on the price specified in the contract, net of the estimated volume-based discounts. A contract liability is recognised for expected volume discounts and marketing subsidies payable to customers in relation to sales made until the end of the reporting period. Certain wholesale customers are given a right of return in respect of certain campaign products if the goods are not sold within six months after the purchase or the legislation concerning products will change. Products directly sold to consumers via online shops are subject to a 14 days return policy. A contract liability for the expected refunds to customers is recognised as adjustment to revenue. Accumulated experience is used to estimate and provide for the discounts, volume-based marketing subsidies and returns, and revenue is only recognised to the extent that it is highly probable that a significant reversal will not occur.

As for the products sold are usually given a payment period between 30 and 120 days which is consistent with the market practice, and thus no finance element is included in the sales. A receivable is recognised when the goods are delivered. This is the point in time that the consideration is unconditional because only the passage of time is required before the payment is due.

Minority of Harvia Group's revenue is from rendering services, mainly installation and maintenance services as well as project sales where sauna or spa department or many pre-installed saunas are provided to the customer. Revenue from services is recognised in the accounting period in which the services are rendered. For fixed-price contracts, revenue is recognised based on the actual service provided to the end of the reporting period as a proportion of the total services to be provided. This is determined based on the actual costs relative to the total expected costs.

SIGNIFICANT MANAGEMENT JUDGEMENTS

The management uses judgement when allocating marketing subsidies to allowances included in the revenue and marketing costs included in other expenses. Marketing subsidies determined as the percentage of sales volume and against which marketing services are not obtained, are reducing the revenue. Marketing subsidies against which Harvia receives a marketing service are presented under other operating expenses.

PROJECT SALES ADJUSTMENT

For some of the project sales Harvia will recognise revenue over time when previously revenue has been recognised after completion. Below is a summary of the adjustments to the opening statement of financial position as of 1 January 2018:

EUR thousand	Carrying value under IFRS 15	Impact on retained earnings as of 1 January 2018
Contract assets	31	31
Changes in inventories of finished goods and work in progress	-25	-25
Deferred tax liabilities	1	-1

The revenue for the interim period 1 January to 31 March 2018 would have been EUR 145 lower if old revenue principles had been applied. The consolidated statement of financial position as of 31 March 2018 includes contract assets of EUR 118 thousand and contact liabilities of EUR 7 thousand.

IFRS 9 FINANCIAL INSTRUMENTS

The group has applied IFRS 9 Financial instruments standard from 1 January 2018. In accordance with the transitional provisions in IFRS 9, comparative figures have not been restated. The most significant effects of the adoption of IFRS 9 in the group related to the impairment of trade receivables and classification of financial assets and liabilities that is based on the business models determined by the group. Harvia still does not apply hedge accounting. The impacts of the new standard on the accounting policies of the group's financial instruments and the opening statement of financial position as of 1 January 2018 have been presented below.

ACCOUNTING POLICY

Classification and measurement of financial assets

The group's financial assets consist of trade receivables, other receivables, prepayments and accrued income and cash and cash equivalents. A financial asset is valued at fair value at initial recognition, plus transaction costs directly attributable to the acquisition. Financial assets are classified as financial assets at amortised cost based on the business model used in the management of the financial assets and contractual terms of cash flows. Harvia's management has determined which business models are applied for the group's financial assets at the date of application of IFRS 9 as of 1 January 2018 and classified financial assets into categories according to IFRS 9. All financial assets of the group are classified as at amortised cost when previously under IAS 39 they have been classified as loans and other receivables. This change in classification has not caused any changes in the carrying values of financial assets.

Impairment of financial assets

Financial assets consist mainly of trade receivables and for the recognition of expected credit losses the group applies the simplified approach prescribed by IFRS 9, which permits the use of the lifetime expected loss provision for all trade receivables. To measure the expected credit losses, trade receivables have been grouped based on shared credit risk characteristics and the days past due. Expected credit losses also incorporate forward looking information.

Classification and measurement of financial liabilities

Loans from credit institutions are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently carried at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the income statement over the period of the borrowings using the effective interest rate method. From 1 January 2018, loans from credit institutions are classified at amortised cost in accordance with IFRS 9, which does not change the previous measurement or accounting under IAS 39.

Fees paid on the revolving credit facility arrangements are capitalised as a prepayment for liquidity services and amortised as expense over the period of the facility to which it relates if there is no certainty that some or all of the facility will be drawn down. This reflects the finance cost of the undrawn facility. To the extent that it is probable that some or all of the facility will be drawn down, the fees are recognised as transaction costs only, when the loan is drawn down.

Derivative financial instruments

Derivatives are classified as held for trading and recognised initially at fair value on the date a derivative contract is entered into, and subsequently measured at fair value of the end of the reporting period unless they are designated as hedges. Derivatives as held for trading are classified as current assets or liabilities if they are expected to be settled within 12 months after the end of the reporting period.

Group's derivatives have not been determined as hedging instruments and therefore under IFRS 9 they are classified at fair value through profit or loss as of 1 January 2018. This classification does not change the previous measurement or accounting of derivatives under IAS 39.

IMPACT OF THE ADOPTION OF A NEW IMPAIRMENT MODEL FOR TRADE RECEIVABLES

The effect of the increase in the loss allowance in the opening statement of financial position as of 1 January 2018 and changes during the period are presented below:

EUR thousand	1 Jan -31 Mar 2018 IFRS 9	1 Jan - 31 Dec 2017 IAS 39
At 1 January - under IAS 39	63	69
Impact of the increase in the loss allowance on the opening balance	391	
Opening loss allowance at 1 January calculated under IFRS 9	**454**	
Change in loan loss allowance recognised in profit or loss during the period	-28	22
Trade receivables written off during the period as uncollectible		-28
Unused amount reversed		
Total	426	63

During the financial period 2017 the impairment of trade receivables was assessed based on the incurred loss model. Individual receivables which were known to be uncollectible were written off by reducing the carrying amount directly.

An increase in the loss allowance amounting to EUR 391 thousand related to trade receivables decreases the opening balance of retained earnings as at 1 January 2018. In addition, the tax effect of the increase in the loss allowance of EUR 78 thousand increases the opening balance of deferred tax assets and the retained earnings respectively.

APPENDIX 2:
KEY FIGURES AND CALCULATION OF KEY FIGURES

EUR thousand	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	1 Jan - 31 Dec 2017
Key statement of comprehensive income indicators			
Revenue	16,495	16,444	60,107
EBITDA	2,424	3,508	11,184
% of revenue	14.7	21.3	18.6
Adjusted EBITDA	3,708	3,655	12,617
% of revenue	22.5	22.2	21.0
Operating profit	1,931	3,032	9,263
% of revenue	11.7	18.4	15.4
Adjusted operating profit	3,215	3,180	10,696
% of revenue	19.5	19.3	17.8
Adjusted profit before income taxes	1,302	2,048	5,783
Basic EPS (EUR)	0.16	0.15	0.30
Diluted EPS (EUR)	0.15	0.15	0.30
Key cash flow indicators			
Cash flow from operating activities	2,506	-124	8,029
Operating free cash flow	1,989	301	9,035
Cash conversion	53.6 %	8.2 %	71.6 %
Investments in tangible and intangible assets	-583	-153	-1,196
Key cash flow indicators			
Net debt	29,822	75,259	72,985
Leverage	2.4	6.2	5.8
Net working capital	18,179	17,759	17,255
Capital employed excluding goodwill	33,863	31,302	32,752
Adjusted return on capital employed (ROCE)	31.7 %	33.5 %	32.7 %
Equity ratio	53.4 %	16.2 %	16.9 %
Number of employees at end of period	370	357	365
Average number of employees during the period	372	344	369

RECONCILIATION OF CERTAIN KEY FIGURES AND CALCULATION OF KEY FIGURES

Harvia presents alternative performance measures as additional information to measures presented in the consolidated statement of comprehensive income, consolidated statement of financial position and consolidated statement of cash flows prepared in accordance with IFRS. In Harvia's view, alternative performance measures provide the management, investors, securities market analysts and other parties with significant additional information related to Company's results of operations, financial position and cash flows and are widely used by analysts, investors and other parties.

The company presents adjusted operating profit, adjusted EBITDA, adjusted return on capital employed (ROCE), operating free cash flow and cash conversion, which have been adjusted for material items outside the ordinary course of business, to improve comparability between periods.

Alternative performance measures should not be viewed in isolation or as a substitute to the measures under IFRS. All companies do not calculate alternative performance measures in a uniform way, and therefore the alternative performance measures presented in this report may not be comparable with similarly named measures presented by other companies.

Alternative performance measures are unaudited except for operating profit, net cash from operating activities, investments in tangible and intangible assets, net working capital and net debt.

EUR thousand	1 Jan - 31 Mar 2018	1 Jan - 31 Mar 2017	1 Jan - 31 Dec 2017
Operating profit	1,931	3,032	9,263
Depreciation and amortisation	493	475	1,921
EBITDA	2,424	3,508	11,184
Items affecting comparability			
Costs related to listing	1,265		584
Strategic development projects	12	40	605
Acquisition related expenses	7	89	227
Restructuring expenses		52	52
Net gains or losses from sales of assets and grants received		-34	-34
Total items affecting comparability	1,284	147	1,434
Adjusted EBITDA	3,708	3,655	12,617
Depreciation and amortisation	-493	-475	-1,921
Adjusted operating profit	3,215	3,180	10,696
Finance costs, net	-1,913	-1,132	-4,914
Adjusted profit before income taxes	1,302	2,048	5,783

CALCULATION OF KEY FIGURES

Key figure	Definition
Key figure	Definition
Operating profit	Profit before income taxes, finance income and finance costs.
EBITDA	Operating profit before depreciation and amortisation.
Items affecting comparability	Unusual material items outside the ordinary course of business, which relate to i) costs related to the contemplated listing ii) strategic development projects, iii) acquisition and integration related expenses, iv) restructuring expenses and v) net gains or losses on sale of assets and grants received.
Adjusted operating profit	Operating profit before items affecting comparability.
Adjusted EBITDA	EBITDA before items affecting comparability.
Adjusted profit before income taxes	Profit before income taxes excluding items affecting comparability.
Earnings per share, undiluted	Profit for the period attributable to the owners of the parent divided by weighted average number of shares outstanding.
Earnings per share, diluted	Profit for the period attributable to the owners of the parent divided by weighted average number of shares outstanding taken into consideration the effects associated with any parent company's obligations regarding the possible share issue in the future.
Net debt	Shareholder loans and current and non-current loans from credit institutions less cash and cash equivalents.
Leverage	Net debt divided by adjusted EBITDA (12 months).
Net working capital	Inventories, trade and other receivables less trade and other payables.
Capital employed excluding goodwill	Capital employed excluding goodwill is total equity and net debt and less goodwill.
Adjusted return on capital employed (ROCE)	Adjusted operating profit (12 months) divided by average capital employed excluding goodwill.
Operating free cash flow	Adjusted EBITDA added/subtracted by the change in net working capital in consolidated statement of cash flows less investments in tangible and intangible assets.
Cash conversion	Operating free cash flow divided by adjusted EBITDA (12 months).
Equity ratio	Total equity divided by total assets less advances received.

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