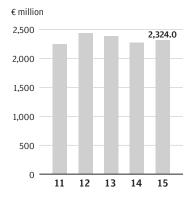


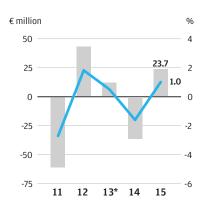
# Key figures

# \* Comparative figures for 2013 have been restated due to change in accounting principles related to treatment of overhauls.

#### Revenue

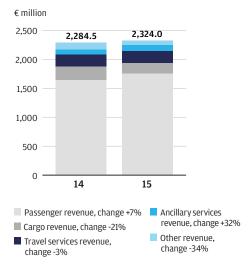


# **Operational result\*\***

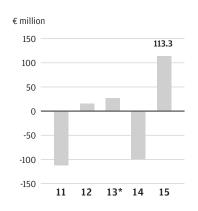


% of revenue

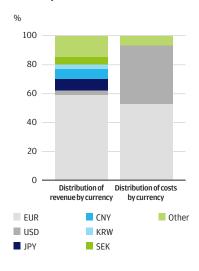
# **Revenue by product**



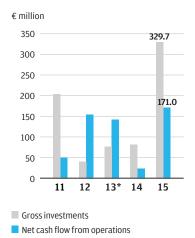
#### **Result before taxes**



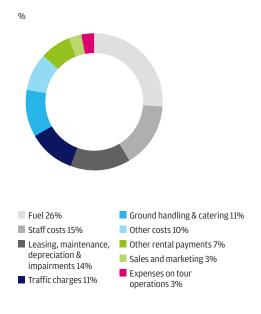
### Distribution of revenue and costs by currency in 2015



# Capital expenditure and net cash flow from operations



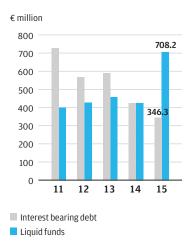
### Distribution of operating expenses € 2.316.0 million



<sup>\*\*</sup> Operating result excluding changes in the fair values of derivates and in the value of foreign currency denominated fleet maintenance reserves, nonrecurring items and capital gains.

# \* Comparative figures for 2013 have been restated due to change in accounting principles related to treatment of overhauls.

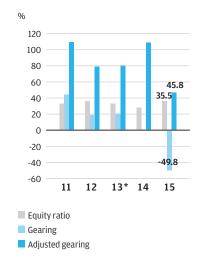
## Interest bearing liabilities and liquid funds



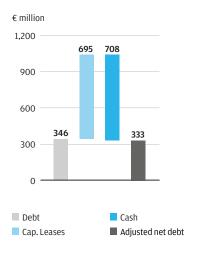
# Return on equity (ROE) and return on capital employed (ROCE)



# Equity ratio, gearing and adjusted gearing

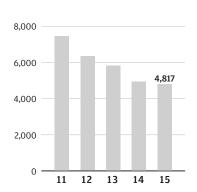


#### Adjusted net debt\*\* composition

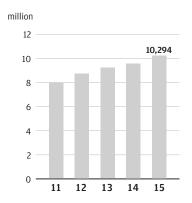


<sup>\*\*</sup> Calculated as: LT debt + ST debt + capitalised operational lease expenses (7x) - (cash equivalents + other financial assets)

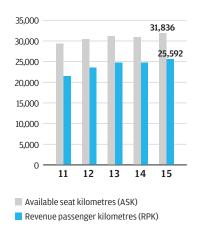
# Number of persons employed by Finnair at year-end



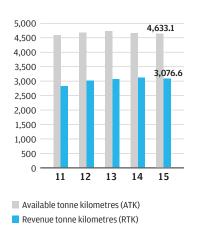
# **Number of passengers**



# Available seat kilometres (ASK) and revenue passenger kilometres (RPK)



# Available tonne kilometres (ATK) and revenue tonne kilometres (RTK)



# The Report of the Board of Directors 2015

#### **Business environment**

Traffic continued to grow in Finnair's main markets in 2015. Scheduled market capacity between Helsinki and Finnair's European destinations grew by approximately 4.7 per cent year-on-year, while direct market capacity between Finnair's Asian and European destinations grew by 2.5 per cent year-on-year.\* Finnair's market share was 57.9 per cent (52.4) in European traffic and 4.5 per cent (4.8) in traffic between Europe and Asia.\*\*

Passenger demand grew in line with the increased capacity, and unit revenues in Finnair's passenger traffic grew in our major operating areas in Europe and Asia. At the same time, the development of unit revenue was weaker in North America, where our capacity growth has been faster.\* There were signs of a recovery in the demand for consumer and business travel in all areas. The adjusted supply of packaged travel by tour operators active in Finland for the year 2015 was in balance with the demand.

Cargo traffic between Asia and Europe suffered from overcapacity throughout the year, which further weakened average yields and load factors in Finnair's primary markets for cargo traffic.

The appreciation of the dollar against the euro diluted the advantage gained by airlines from the substantial decrease in the price of jet fuel that began in autumn 2014. At the same time, it significantly increased other dollar-denominated costs. However, several different income currencies appreciated against the euro, which had a positive effect on Finnair's euro-denominated revenue. The US dollar is a significant expense currency in Finnair's operations, while the Japanese yen and Chinese yuan are significant income currencies.

# **Strategy implementation**

In May, as part of Finnair's annual strategy work, the Board of Directors approved the company's new vision and updated mission, as well as its updated strategic and financial targets. Finnair's new vision is to offer its passengers a unique Nordic experience, and its mission is to offer the smoothest, fastest connections in the northern hemisphere via Helsinki, and the best network to the world from its home markets. The company's updated strategic targets are to double Finnair's Asian traffic by 2020 from the 2010 level, deliver a unique customer experience, achieve world-class operations and create shareholder value.

#### Joint businesses

Of Finnair's joint businesses, the Atlantic Joint Business covering flights between Europe and North America increased its market share in the premium segment but, in economy class, it suffered

from intense competition and overcapacity. The revenue of the Siberian Joint Business remained unchanged as the total traffic capacity between Europe and Japan contracted slightly, which strengthened Finnair's relative market position. In summer 2016, Finnair will become the only airline to offer non-stop flights from Europe to four major cities in Japan.

# Significant events during the review period

#### Norra transaction completed

On 7 January 2015, Finnair, Staffpoint Holding Oy (Staffpoint) and Oy G.W. Sohlberg Ab (GWS) signed a Memorandum of Understanding regarding an arrangement according to which Staffpoint and GWS would own a combined 60 per cent of Flybe Nordic. On 31 March 2015, Finnair acquired Flybe Group plc's (Flybe UK) 60% ownership of Flybe Nordic AB for a transaction price of one euro, and Flybe Nordic was transferred to Finnair's ownership on an interim basis. The contract flying agreement with Flybe Finland was expanded from 1 May 2015 onwards so that all routes previously operated by Flybe Finland at its own commercial risk were transferred to Finnair's commercial risk. The name of Flybe Finland was changed to Nordic Regional Airlines Oy (Norra), and the name of its parent company Flybe Nordic was changed to Nordic Regional Airlines AB.

In early November, Finnair, Staffpoint and Kilco Oy agreed on an ownership arrangement to have 60 per cent of the shares of Nordic Regional Airlines AB transferred to Staffpoint and Kilco Oy for the price of one euro. Instead of Oy G.W. Sohlberg Ab (GWS), which was previously involved in the negotiations, the partner was Kilco Oy. The transaction was completed at the end of November. The arrangement did not have a significant financial impact on Finnair in 2015.

# Discontinuation of the operations of the cargo airline NGA

Finnair's associated company Nordic Global Airlines Ltd (NGA) decided to discontinue NGA's operations, effective 31 May 2015, for financial reasons. Finnair Cargo Oy owned 40 per cent of NGA, and the other shareholders were Neff Capital Management LLC, Daken Capital Partners LLC and Mutual Pension Insurance Company Ilmarinen. The discontinuation of NGA's operations did not have a material impact on Finnair's cargo business or Finnair's financial position.

# Investment decisions on a new cargo terminal and wireless connectivity across the fleet

In March, Finnair announced an investment of approximately 80 million euros in a new cargo terminal and an investment program of approximately 30 million euros to bring wireless Internet connectivity to the majority of the current wide-body and narrow-body fleet. Both investments will be allocated over the next few years.

<sup>\*</sup> For the sake of comparability, the figures exclude Finnair's seasonal charter-type routes changed into scheduled traffic in 2014 and 2015.

<sup>\*\*</sup> The figures are Finnair's estimates. The estimates are based on MIDT data collected on the sales volumes of travel agencies and Finnair's estimates of airlines' sales through their own sales channels, such as websites. The basis for calculation is destination cities, not airports.

## Aircraft sale and leaseback agreements

At the end of March, Finnair finalised the sale and leaseback transactions referred to in the memorandums of understanding signed in December 2014 between Finnair and GOAL German Operating Aircraft Leasing GmbH & Co for the sale and leaseback of three Embraer 190 aircraft owned by Finnair and operated by Norra. Also in March, Finnair finalised the sale and leaseback transactions referred to in the memorandum of understanding signed in December 2014 between Finnair and Doric Asset Finance GmbH & Co. for the sale and leaseback of six ATR 72 aircraft owned by Finnair and operated by Norra. After the conclusion of the sale and leaseback agreements, Finnair continued to sublease the aircraft to Norra. The transactions had a non-recurring positive impact of approximately 40 million euros on Finnair's operating profit for the first quarter of 2015.

In the fourth quarter of 2015, Finnair concluded a sale and leaseback with GECAS of its first two Airbus A350 XWB aircraft on their delivery dates, 6 October and 16 December 2015. In September, Finnair estimated that the non-recurring items associated with the renewal of the long-haul fleet will have a combined positive impact of approximately 70 million euros in the second half of 2015. The non-recurring items are related to the sale and leaseback arrangements of two A350 aircraft and the phasing out of A340 aircraft from the fleet owned and managed by the company. The actual non-recurring items were approximately 10 million euros higher than estimated due to the appreciation of the dollar.

In December, Finnair entered into a Memorandum of Understanding with GECAS on the sale and leaseback of two more A350 aircraft to be delivered in 2016 and 2017. Calculated at the exchange rates effective at the turn of the year, the arrangement, including the gain on sale and currency gains on pre-delivery payments and currency hedges, was estimated to have a positive non-recurring net impact of approximately 90 million euros on Finnair's operating profit. The actual financial impact depends on the euro-dollar exchange rate at the time of delivery of each of the aircraft. The income will be recognised in connection with each delivery, which, given current delivery schedules, will be reflected in the Q3 2016 and Q1 2017 financial statements.

#### Renewal of the feeder fleet

In November, Finnair announced it will increase the capacity of its European feeder traffic by replacing its small narrow-body aircraft with larger ones. As the first step, Finnair will temporarily damp-lease two A321 narrow-body aircraft for one year starting from May 2016.

In December, Finnair announced it will add seating capacity in 2017 to its current Airbus narrow-body aircraft by modifying storage and technical space at the front and rear of the aircraft. The value of the investment is approximately 40 million euros, and it includes 22 narrow-body Airbus aircraft in Finnair's fleet.

Later in December, Finnair announced it will lease four new Airbus A321-200 narrow-body aircraft from BOC Aviation in the first half of 2017 for a minimum term of eight years. At the same time, Finnair announced it had agreed on the sale of one ATR turboprop aircraft and two Embraer E170 regional jet aircraft. The transactions have been completed and the aircraft in question have been removed from Finnair and Norra traffic in January–February 2016.

#### **Issuance of hybrid bond**

On 13 October 2015, Finnair issued a 200 million euros hybrid bond with a fixed coupon rate of 7.875 per cent per annum. The hybrid bond is treated as equity in the IFRS consolidated financial statements. The hybrid bond was significantly oversubscribed and allocated to more than 100 investors. In conjunction with the issue of the new hybrid bond Finnair redeemed and annulled a share of 81.7 million euros of the 120 million euros hybrid bond issued in 2012.

# Sale of facilities at Helsinki Airport to Finavia

In December, Finnair sold certain facilities at the Helsinki Airport to Finavia as part of the development of the infrastructure of Helsinki Airport. The transactions comprise Finnair's present cargo terminal to be decommissioned in 2017 and an office building currently owned jointly by Finnair and Finavia. In addition, the termination of a land lease agreement for one aircraft hangar was advanced in order to enable Finavia's investments to expand the Helsinki Airport terminal. To replace the hangar, Finnair purchased another hangar from Elo Mutual Pension Insurance Company. The transactions enable the development of Helsinki Airport in accordance with Finavia's and Finnair's growth plans. Their combined non-recurring positive impact on Finnair's operating profit in 2015 was approximately 15 million euros.

# **Financial performance in 2015**

Revenue in 2015 grew by 1.7 per cent year-on-year to 2,324.0 million euros (2,284.5). Revenue was boosted by higher passenger traffic revenue and negatively affected by a decrease in cargo traffic and yields as well as the elimination of revenue from businesses sold in the comparison period. Capacity measured in available seat kilometres (ASK) grew by 3.1 per cent year-on-year.

Operational costs excluding fuel increased by 2.5 per cent year-on-year to 1,720.5 million euros (1,678.8). Fuel costs, including hedging and costs incurred from emissions trading, decreased by 9.8 per cent to 595.5 million euros (660.4). Fuel costs were reduced by the dollar-denominated price of jet fuel declining by approximately 42 per cent year-on-year, but the positive impact of this development was dampened by the dollar appreciating against the euro by approximately 17 per cent over the same time period. Due to Finnair's hedging policy, changes in the price of jet fuel have a delayed effect on costs.

Traffic charges increased to 258.5 million euros (230.9), primarily due to the appreciation of the dollar. Personnel costs increased by 2.5 per cent to 353.2 million euros (344.5). Overall, euro-denominated operational costs decreased by 1.0 per cent from the comparison period, totalling 2,316.0 million euros (2,339.2). Finnair's EBITDAR was 231.2 million euros (176.6). The company's operational result, which refers to the operating result excluding non-recurring items, capital gains and changes in the fair value of derivatives and in the value of foreign currency-denominated fleet maintenance reserves, was 23.7 million euros (-36.5).

The change in the fair value of derivatives and in the value of foreign currency denominated fleet maintenance reserves amounted to -12.3 million euros (-43.7). The non-recurring items for January–December amounted to 110.2 million euros (7.7) and primarily consisted of positive items related

to sale and leaseback agreements for A350, ATR and Embraer aircraft, as well as costs related to the phasing out of A340 aircraft. The operating result was 121.7 million euros (-72.5), the result before taxes was 113.3 million euros (-99.1) and the result after taxes was 89.7 million euros (-82.5).

Unit revenue at constant currency (RASK) decreased by 1.0 per cent year-on-year and amounted to 6.17 euro cents (6.23). Ticket revenue per available seat kilometre in passenger traffic increased by 3.2 per cent year-on-year and amounted to 5.50 euro cents (5.33). Unit cost excluding fuel at constant currency (CASK excl. fuel) increased by 0.6 per cent and amounted to 4.52 euro cents (4.49).

#### **Balance sheet on 31 December 2015**

The Group's balance sheet totalled 2,050.3 million euros at the end of the period under review (1,885.1 million euros on 31 December 2014). Shareholders' equity increased to 727.5 million euros (514.3), or 5.69 euros per share (4.02). Shareholders' equity increased year-on-year, primarily due to the company's comprehensive income showing a profit, as well as the issuance of a hybrid bond.

Shareholders' equity includes a fair value reserve that is affected by changes in the fair values of oil and currency derivatives used for hedging as well as actuarial gains and losses related to pilots' defined benefit plans according to IAS 19. The value of the item at the end of December 2015 was -67.9 million euros (-87.4) after deferred taxes, and it was affected particularly by changes in the actuarial gains and losses of defined benefit pension plans.

# **Cash flow and financial position**

Finnair has a strong financial position, which supports business development and future investments. In January—December 2015, net cash flow from operating activities amounted to 171.0 million euros (24.2). The change was mainly due to profit being higher than in the comparison period, as well as changes in working capital. Net cash flow from investments amounted to 78.6 million euros (14.4) and was affected by the finalisation of sale and leaseback agreements for nine aircraft in the first quarter, and particularly by the finalisation of sale and leaseback agreements for two new A350 aircraft in the fourth quarter. By comparison, sale and leaseback agreements were finalised for four A330 aircraft in the corresponding period in the previous year. After the end of the review period, Finnair secured a financing arrangement of approximately 135 million euros for its latest A350 aircraft. A further two similar financing arrangements are being prepared.

The equity ratio was 35.5 per cent (27.3) and gearing was negative at -49.8 per cent (0.3). The adjusted gearing was 45.8 per cent (107.5). At the end of December, interest-bearing debt amounted to 346.3 million euros (427.6) and interest-bearing net debt was negative at -362.0 million euros (1.4).

The company's liquidity remained strong in the review period. The Group's cash funds amounted to 708.2 million euros (426.1) at the end of December. In addition to the cash funds on the balance sheet, the Group has the option of re-borrowing employment pension fund reserves worth approximately 430 million euros from its employment pension insurance company. Using these reserves requires a bank guarantee. Finnair has an entirely unused 180-million-euro syndicated credit agreement, which was intended as reserve funding and matures at the end of July 2016.

Advance payments related to fixed asset investments were 77.5 million euros (66.4).

Finnair has a 200-million-euro short-term commercial paper program, which was unused at the end of the year. Net cash flow from financing amounted to 18.1 million euros (-180.3). Financial expenses were 9.7 million euros (26.9) and financial income stood at 1.3 million euros (3.5).

# **Capital expenditure**

In 2015, capital expenditure excluding advance payments totalled 329.7 million euros (82.4) and was primarily related to the fleet and engine improvements. The amount also includes the two A350 aircraft that were sold and leased back in 2015. Cash flow from committed investments for the full year 2016, including advance payments, is estimated at approximately 420 million euros, with investments in the fleet representing a majority of this total. Net investments will be approximately 220 million euros, taking currency hedges into account and provided that all aircraft sale as well as sale-and-leaseback agreements disclosed to-date are finalised as planned.

Cash flow from committed investments for the full year 2017 is estimated at approximately 325 million euros, or 60 million net, taking currency hedges into account and provided that all aircraft sale as well as sale-and-leaseback agreements disclosed to-date are finalised as planned.

Finnair will add seating capacity to its current Airbus narrow-body aircraft in 2017 by modifying storage and technical space at the front and rear of the aircraft. The value of the investment is approximately 40 million euros, and it includes 22 narrow-body Airbus aircraft in Finnair's fleet.

In addition to investments in the fleet, in March Finnair announced an investment of approximately 80 million euros in a new cargo terminal and an investment program of approximately 30 million euros to bring wireless Internet connectivity to the majority of the current wide-body and narrow-body fleet. Both investments will be allocated over the next few years.

The current favourable state of the credit market and Finnair's good debt capacity enable the financing of future fixed-asset investments on competitive terms. The company has 30 unencumbered aircraft, the balance sheet value of which corresponds to approximately 66 per cent of the value of the entire fleet of 0.7 billion euros. The balance sheet value includes three finance lease aircraft.

#### Fleet

# Fleet operated by Finnair

Finnair's fleet is managed by Finnair Aircraft Finance Oy, a wholly-owned subsidiary of Finnair Plc. At the end of 2015, Finnair itself operated 46 aircraft, of which 16 are wide-body and 30 are narrow-body aircraft. Of the aircraft, 23 are owned by Finnair, 20 are leased and 3 are on finance lease.

In 2015, Finnair gave up two A340 wide-body aircraft and took delivery of three new A350-900 XWB wide-body aircraft. Two of the new aircraft were sold immediately to GECAS pursuant to sale and leaseback agreements, while the third was initially funded by cash until it was financed in January 2016 using a Japanese Operating Lease with a Call Option (JOLCO) structure, where the transaction amount is treated in Finnair's IFRS financial statements as a loan and the aircraft as owned.

The average age of the fleet operated by Finnair was 10.1 years at the end of December 2015.

#### Fleet operated by Finnair on 31 Dec 2015\*

					Leas	ed		
	Seats	#	Change from 31 Dec 2014	Own	(Opera- tional leasing)	(Finance leasing)	Average age 31 Dec 2015	Ordered
Narrow-body fleet								
Airbus A319	138	9		7	2		14.4	
Airbus A320	165	10		6	4		13.4	
Airbus A321	209/196	11		4	7		9.1	
Wide-body fleet								
Airbus A330	289/263	8		0	5	3	6.2	
Airbus A340	263/257	5	-2	5			10.7	
Airbus A350	297	3	3	1	2		0.1	16
Total		46	1	23	20	3	10.1	16

<sup>\*</sup> Finnair's Air Operator Certificate (AOC).

# Renewal of the long-haul fleet

Finnair has ordered a total of 19 Airbus A350 XWB aircraft from Airbus, three of which were delivered in 2015. As the entry into service of new aircraft involves airline-specific preparations and comprehensive inspections, there may be slight changes to the announced tentative delivery dates. According to the current delivery schedule, Finnair will have five A350 aircraft within the first half of 2016, seven by the end of 2016, 11 by the end of 2017, and 19 by the end of 2023. The investment commitments for property, plant and equipment, totalling 1,818 million euros, include the upcoming investments in the long-haul fleet.

Finnair plans to phase out its A340 aircraft by the end of 2017, following the successful delivery and entry into service of the A350 XWB aircraft. Finnair has agreed to sell the oldest A340-300 aircraft it owns for part-out in the first half of 2016, and to sell its remaining four Airbus A340-300 aircraft back to Airbus in 2016 and 2017. The agreement between Finnair and Airbus ensures a smooth transition from A340s to A350s, mitigating potential operational risks related to fleet renewal and the impairment risk associated with the A340 aircraft. Finnair has the possibility to adjust the size of its fleet flexibly according to demand and outlook due to its lease agreements of different durations.

# Fleet operated by Norra (purchased traffic)

Nordic Regional Airlines (Norra) operates a fleet of 26 aircraft for Finnair on a contract flying basis. Of the aircraft operated by Norra, 13 are owned by Finnair and another 13 are leased. Of the aircraft listed below, one ATR turboprop aircraft and two Embraer E170 regional jet aircraft will be sold in the first quarter of 2016 pursuant to agreements that have already been signed. In addition to the aircraft shown in the table, Finnair has subleased four E170 aircraft to AS Estonian Air. Their planned return to the lessors in late 2015 was delayed after Estonian Air entered into liquidation in autumn 2015 and was declared bankrupt on 29 December 2015.

#### Fleet operated by Norra on 31 Dec 2015\*

	Seats	#	Change from 31 Dec 2014	Aircraft owned by Finnair	Leased** (Operational leasing)	Average age 31 Dec 2015	Ordered
ATR 72	68-72	12		6	6	6.4	
Embraer 170	76	2		2		9.8	
Embraer 190	100	12		5	7	7.5	
Total		26	0	13	13	7.2	0

<sup>\*</sup> Nordic Regional Airlines Oy's Air Operator Certificate (AOC).

# **Business area development in 2015**

The segment reporting of Finnair Group's financial statements is based on business areas. The reporting business areas are Airline Business and Travel Services.

### **Airline Business**

This business area is responsible for scheduled passenger and charter traffic as well as cargo sales, customer service and service concepts, flight operations and activity connected with the procurement and financing of aircraft. The Airline Business segment comprises the Commercial, Operations and Resources Management functions as well as the subsidiaries Finnair Cargo Oy, Finnair Flight Academy Oy and Finnair Aircraft Finance Oy. The segment also includes aircraft maintenance, Finnair Travel Retail Oy and Finnair's property holdings, office services and the management and maintenance of properties related to the company's operational activities.

Key figures	2015	2014	Change %
Revenue and result			
Revenue, EUR million	2,205.7	2,167.7	1.8
Operational result, EUR million	17.1	-43.5	> 200%
Operating result, EBIT, EUR million	113.4	-78.4	> 200%
Operating result, % of revenue	5.1	-3.6	> 200%
Personnel			
Average number of employees	4,002	4,232	-5.4

<sup>\*\*</sup> Finnair has leased these aircraft and subleased them to Nordic Regional Airlines.

Traffic performance	2015	2014	2013	2012	2011
Passengers, thousands	10,294	9,630	9,269	8,774	8,013
Available seat kilometres, millions	31,836	30,889	31,162	30,366	29,345
Revenue passenger kilometres, millions	25,592	24,772	24,776	23,563	21,498
Passenger Load Factor, %	80.4	80.2	79.5	77.6	73.3
Cargo and mail, tonnes	130,697	149,141	146,654	148,132	145,883
Available tonne kilometres, millions	4,633	4,644	4,709	4,647	4,571
Revenue tonne kilometres, millions	3,077	3,130	3,107	3,029	2,824
Overall Load Factor	66.5	67.4	66.0	65.2	61.8

The revenue of Airline Business in 2015 increased 1.8 per cent from the previous year and amounted to 2,205.7 million euros (2,167.7). Revenue was boosted by improved ticket and ancillary service sales and decreased particularly by the discontinuation of NGA's cargo traffic operations and the general decline of cargo revenue. Revenue from passenger traffic constituted approximately 82 per cent of the segment's revenue, while ancillary revenue constituted slightly over 5 per cent, cargo revenue approximately 9 per cent, and other revenue slightly less than 4 per cent. The segment's operational result was 17.1 million euros (-43.5).

Revenue from passenger traffic in 2015 increased from the previous year, and profitability improved due to factors including higher ancillary revenue and the favourable development of the exchange rates of income currencies. Ticket revenue per available seat kilometre in passenger traffic increased by 3.2 per cent overall. Ancillary service revenue per passenger grew by 23.7 per cent year-on-year to 10.16 euros per passenger.

Capacity measured in available seat kilometres decreased by 2.0 per cent year-on-year in Asian traffic. The reasons for the decrease included cabin configuration changes to wide-body aircraft that reduced the number of seats and improved travel comfort. At the same time, capacity in North American traffic increased by as much as 26.2 per cent due to Finnair operating flights late in the year to Chicago, Toronto and Miami, in addition to New York, in a change from the previous year.

In addition to the introduction of new routes, the 5.3 per cent growth in capacity in European traffic was attributable to flights that were previously operated as leisure flights now being operated as scheduled flights, as well as flights that were previously operated by Norra at its own risk being transferred to Finnair in the second quarter. Domestic capacity increased by 10.6 per cent as routes that were previously operated by Norra at its own risk were transferred to Finnair.

Total passenger traffic capacity grew by 3.1 per cent and revenue passenger kilometres increased by 3.3 per cent. Revenue passenger kilometres increased in all traffic areas except Asia, where they declined slightly. The overall passenger load factor increased by 0.2 percentage points year-on-year, to 80.4 per cent.

Cargo traffic revenue decreased substantially year-on-year, but profitability was largely unchanged from the previous year. Cargo traffic during the review period consisted primarily of belly cargo on scheduled flights after Finnair discontinued its own separate freighter flights to Asia at the end of 2014. In addition, Finnair Cargo sells and manages JAL Cargo's capacity on the Helsinki–Tokyo

(Narita) route and leases freighter capacity for flights between its hubs, namely Helsinki and Brussels and Helsinki and London, in partnership with IAG Cargo.

Available cargo tonne kilometres decreased by 2.8 per cent in 2015. Belly cargo capacity grew in all traffic areas, but overall capacity declined due to a significant decrease in dedicated freighter traffic compared to 2014, when Finnair still operated its own freighter traffic to Asia. Capacity was reduced by the discontinuation of freighter flights to Hong Kong in December 2014 and increased by the growth of wide-body traffic and leisure flights being changed to scheduled flights, which means that the routes are included in cargo capacity. Revenue cargo tonne kilometres in Finnair's scheduled traffic decreased by 0.1 per cent year-on-year in spite of a capacity increase of 11.2 per cent. More than 70 per cent of the cargo tonnes carried are flown in Asian traffic, followed by Europe (19%), North America (7%) and domestic flights in Finland (2%).

# Air traffic services and products

#### **Route network and alliances**

Finnair offers connections between Asia and Europe with over 200 route pairs and also operates more than 800 flights weekly from Helsinki to other Finnish and European destinations. The number of flights to Asia per week was at most 75 in the summer season 2015, and 78 in the winter season 2015/2016.

Finnair is part of the **one**world alliance and it also engages in closer cooperation with certain **one**world partners through participation in joint businesses, namely the Siberian Joint Business and Atlantic Joint Business, which are agreements on revenue sharing and price coordination for flights to the route areas in question.

As of the second quarter 2015, flights that were previously operated by Norra at its own commercial risk now count as Finnair flights. This increased Finnair's number of destinations by eight. Finnair also launched new routes to Gdansk, Luleå and Umeå. These routes are also operated by Norra. In the summer season 2015, Finnair launched new seasonal routes to Athens, Dublin, Malta, Split and Chicago.

In addition, Finnair expanded its codeshares in Europe with its **one**world partner airberlin starting from the beginning of May, as well as in Asia and Australia with Japan Airlines and Qantas.

In August, Finnair announced new scheduled flight destinations for the summer season 2016 from Helsinki (Edinburgh, Billund, Svalbard, Pula, Zakynthos, Skiathos, Santorini, Mytilene, Preveza, Rimini, Verona and Varna) as well as weekly flights from Oulu to Hania and Alanya. In long-haul traffic, Finnair announced the launch of Miami as a year-round destination as well as increased connections to Chicago during the summer. Finnair will also introduce new Asian destinations in the summer season, with three weekly flights to Fukuoka and four to Guangzhou.

Finnair's cargo airline Finnair Cargo expanded its route network in September by signing a partner-ship agreement with IAG Cargo. The two companies share the capacity of a freighter operated twice a week between London and Helsinki, which makes London Finnair Cargo's third European cargo hub in addition to Helsinki and Brussels. The new cargo connection combines the cargo flight networks of Finnair and IAG Cargo, allowing Finnair to introduce tens of new cargo destinations in North America. The freighter operates between Helsinki and London on Wednesdays and Saturdays, and Finnair operates a wide-body aircraft on the London route on Mondays, Fridays and Sundays.

#### **Awards**

In January, FlightStats named Finnair the most punctual European airline in 2014. The **one**world alliance was recognised as the most punctual airline alliance in the same survey.

In June, the World Airline Awards chose Finnair as the best airline in Northern Europe for the sixth consecutive time. The award is based on an independent Skytrax survey of some 18 million travellers from more than 160 countries. In the same survey, the **one**world alliance was named Best Airline Alliance for the third consecutive year.

The cabin design of Finnair's Airbus A350 XWB aircraft won first prize in the Commercial Aviation - Economy/Business Class category at the International Yacht & Aviation Awards 2015.

In November, Finnair was identified as a Nordic leader for the quality of climate change related information that it has disclosed to investors and the global marketplace by CDP, the international not-for-profit that drives sustainable economies. Finnair was also awarded a position on the Nordic Disclosure Leadership Index with a score of 99/100 in 2015.

# **Travel Services (Tour Operators and Travel Agencies)**

This business area consists of the tour operator Aurinkomatkat (Suntours), its subsidiary operating in Estonia, the business travel agency SMT (and, until 27 December 2015, its Estonian subsidiary Estravel), as well as Amadeus Finland, which produces travel sector information systems and solutions. Aurinkomatkat Suntours serves leisure travellers, offering package tours designed for various travel motivations and customer segments.

Key figures	2015	2014	Change %
Revenue and result			
Revenue, EUR million	208.1	216.7	-4.0
Operational result, EUR million	6.7	7.0	-5.0
Operating result, EBIT, EUR million	8.3	5.9	39.8
Operating result, % of revenue	4.0	2.7	45.6
Personnel			
Average number of employees	567	645	-12.1

The revenue of Travel Services in 2015 decreased by 4.0 per cent from the previous year and amounted to 208.1 million euros (216.7). At the same time, the segment's operational result improved due to factors including SMT's sales growth and excellent profitability, although the segment's operational result declined slightly, to 6.7 million euros (7.0). On 29 December 2015, SMT sold its stake (71.3%) in Estravel, its subsidiary operating in the Baltic countries, to its Estonian business partner. The Group recorded a gain of two million euros on the sale. Estravel had a personnel of 168 employees.

The performance improvement program of Aurinkomatkat Suntours progressed ahead of schedule. Previously implemented improvements related to sales steering and product renewal resulted in the load factor for package tours remaining high (97%), particularly late in the year, and higher average prices than in the comparison period.

# **Changes in senior management**

Pekka Vähähyyppä (M.Sc. Econ, eMBA), Finnair's Chief Financial Officer and member of the Executive Board, joined the company on 17 August 2015. Mika Stirkkinen, Vice President, Group Treasury, acted as interim CFO from the beginning of May until 17 August.

#### **Personnel**

Finnair employed an average of 4,906 (5,172) people in 2015, which is 5.1 per cent fewer than in the comparison period. The Airline Business segment employed an average of 4,002 (4,232) people. Travel Services employed an average of 567 (645) people and other functions 337 (295) people. The number of employees in an employment relationship was 4,817 (4,981) on 31 December 2015.

# Amendment of Finnish employee pension legislation

In November 2015, the Finnish Parliament passed an amendment to Finnish employee pension legislation, which inter alia increases employees' statutory retirement age. Finnair issued a stock exchange release on the potential financial effect of the amendment on 24 September 2015 in connection with the issue of a hybrid bond.

The Board of Directors of Finnair Pension Fund has made a decision in principle that amendments to pension legislation are incorporated in the rules of the fund so that the obligations of the fund will not change due to any changes in employee pension legislation.

Finnair pilots' pension benefits, which exceed the existing statutory pension benefits in Finland, form part of their collective labour agreement. Finnair considers that the liabilities related to the pilots' pension benefits will not increase or change as a result of the legislative amendment. Finnair has obtained a legal opinion on the matter.

Finnair has not recognised a supplementary obligation due to the amendment of the employee pension legislation.

### **Shares and shareholders**

# Shares and share capital

On 31 December 2015, the number of Finnair shares entered in the Trade Register was 128,136,115 and the registered share capital was 75,442,904.30 euros. The company's shares are quoted on NASDAQ Helsinki. Each share confers one vote at the General Meeting.

# **Government ownership**

At the end of 2015, the Finnish Government owned 55.8 per cent of Finnair's shares and votes. According to the decision made by the Finnish Parliament on 20 June 1994, the Government must own more than half of Finnair Plc's shares, and decreasing ownership below this level is subject to a Parliament decision.

# **Share ownership by management**

On 31 December 2015, members of the company's Board of Directors did not own any Finnair shares, and the CEO owned 64,675 shares. Members of the Executive Board, including the CEO, owned a total of 223,859 shares, representing 0.17 per cent of all shares and votes.

# **Own shares**

Finnair did not acquire its own shares in 2015. In the first quarter, the number of shares held by Finnair increased by 14,893 shares that were returned to Finnair pursuant to the rules of the company's performance share plan for 2010–2012. In the fourth quarter, the company transferred 1,780 of its own shares as incentive bonuses to members of the FlyShare employee share savings plan. The Board of Directors decided on the transfer of shares in accordance with the employee share savings plan and based on the authorisation granted by Finnair's Annual General Meeting 2015. On 31 December 2015, Finnair held a total of 325,205 of its own shares (312,092), representing 0.25 per cent of the total share capital.

# **Flagging notifications**

No flagging notices were issued in 2015.

#### Acquisition and delivery of own shares and returns of shares

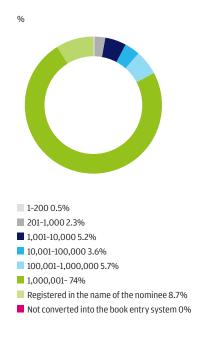
		Acquisition value,		
Period	Number of shares	EUR	Average price, EUR	
2004	422,800	2,275,666.49	5.38	
2005	-37,800	-209,838.54	5.55	
2005	150,000	1,516,680.00	10.11	
2006	-383,097	-2,056,847.88	5.37	
2007	0	0.00	0	
2008	235,526	1,538,956.35	6.53	
2009	0	0.00	0	
2010	22,758	114,719.52	5.04	
2011	0	0.00	0.00	
2012	0	0.00	0.00	
2013	600,000	1,684,650.10	2.81	
2013	-731,019	-4,055,744.86	5.55	
2014	33,864	85,801.22	2.53	
2014	-940	-2,334.40	2.48	
2015	14,893	37,734.40	2.53	
2015	-1,780	-6,764.00	3.80	
31 Dec 2015	325,205	922,678.40	2.84	

Fin	nair Plc largest shareholders as at 31 Dec 2015	Number of shares	%	Changes 2015
1	State of Finland; Office Counsil Of State	71,515,426	55.8	0
2	KEVA	6,200,875	4.8	50,000
3	Ilmarinen Mutual Pension Insurance Company	3,675,564	2.9	0
4	Varma Mutual Pension Insurance Company	3,354,002	2.6	935,000
5	Kyöstilä Heikki	2,870,000	2.2	1,540,000
6	Tiiviste-Group Oy	2,450,000	1.9	0
7	State Pension Fund	2,100,000	1.6	0
8	Nordea Funds	1,584,784	1.2	-1,560,133
9	OP Funds	1,431,600	1.1	204,631
10	Veritas Pension Insurance Company	1,250,000	1.0	0
11	Etra Invest Oy	1,000,000	0.8	0
12	Finnair Plc Staff Fund	759,000	0.6	-151,000
13	Etola Erkki	750,000	0.6	750,000
14	Taaleritehdas Funds	600,000	0.5	-300,000
15	Norvestia Plc	423,394	0.3	-26,357
	Nominee registered	11,177,265	8.7	1,753,828
	Others	16,994,205	13.3	
	Total	128,136,115	100.0	

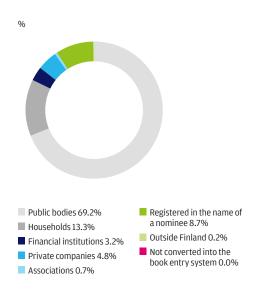
Breakdown of shares at 31 Dec 2015	Number of shares	%	Number of shareholders	%
1-200	663,418	0.5	7,276	47.1
201-1,000	2,950,724	2.3	5,504	35.6
1,001-10,000	6,659,516	5.2	2,435	15.8
10,001-100,000	4,632,874	3.6	186	1.2
100,001-1,000,000	7,243,692	5.7	19	0.1
1,000,001-	94,789,970	74.0	9	0.1
Registered in the name of nominee	11,177,265	8.7	12	0.1
Not converted into the book entry system	18,656	0	-	-
Total	128,136,115	100.0	15,441	100.0

Shareholders by type at 31 Dec 2015	Number of shares	%	Number of shareholders	%
Public bodies	88,640,706	69.2	12	0.1
Households	16,979,790	13.3	14,862	96.3
Private companies	6,156,498	4.8	452	2.9
Financial institutions	4,037,782	3.2	19	0.1
Associations	905,602	0.7	35	0.2
Finnish shareholders, total	116,720,378	91.1	15,380	99.6
Registered in the name of a nominee	11,177,265	8.7	12	0.1
Outside Finland	219,816	0.2	49	0.3
Nominee registered and foreign shareholders, total	11,397,081	8,9	61	0.4
Not converted into the book entry system	18,656	0.0	-	-
Total	128,136,115	100	15,441	100.0

#### Shareholding by number of shares owned



# Shareholding by type



# **Shareholder agreements**

Finnair is not aware of any shareholder agreements pertaining to share ownership or the use of voting rights.

# Change of control provisions in material agreements

Some of Finnair's financing agreements include a change of control clause under which the financier shall be entitled to request prepayment of the existing loan or to cancel the availability of a loan facility in the event that a person other than the State of Finland acquires control of Finnair either through a majority of the voting rights or otherwise.

#### **Share-based incentive schemes**

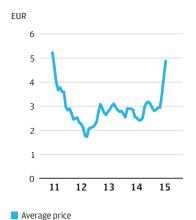
# **Employee share savings plan FlyShare**

In February, Finnair's Board of Directors decided to launch a new 12-month savings period under the FlyShare Employee Share Plan. The objective of the plan established in 2013 is to encourage the employees to become shareholders in the company, and thereby strengthen the employees' interest in the development of Finnair's shareholder value and to reward them over the long-term. Approximately 700 Finnair employees, or 16 per cent of those invited, participated in the third phase of the plan in 2015. The share savings plan is described in more detail in Finnair's Remuneration Statement and on the company's website. Previously concluded share-based plans are described in Finnair's Remuneration Statement and on the company's website.

# Share price development and trading

At the end of December 2015, Finnair's market value stood at 694.5 million euros (317.8), and the closing price of the share was 5.42 euros (2.48). During 2015, the highest price for the Finnair share on the Nasdaq Helsinki Stock Exchange was 5.50 euros (3.01), the lowest price 2.49 euros (2.30) and the average price 3.54 euros (2.32). Some 25.5 million (10.8) of the company's shares, with a total value of 90.1 million euros (25.0), were traded. The number of shares recorded in Finnair's Trade Register entry was 128,136,115 at the end of the period. The Finnish state owned 55.8 per cent (55.8) of Finnair's shares, while 8.9 per cent (7.6) were held by foreign investors or in the name of a nominee.

#### Finnair share 2011-2015

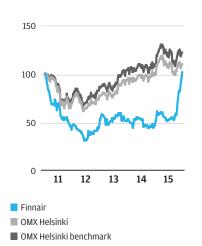


#### **Comparison European Airlines**



Number of shares and share p	prices	2015	2014	2013	2012	2011	2010
Average number of shares adjusted for share issue	pcs	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115
Average number of shares adjusted for share issue (with diluted effect)	pcs	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115
The number of shares adjusted for share issue at the end of financial year	pcs	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115
The number of shares adjusted for share issue at the end of financial year (with diluted effect)	pcs	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115
Number of shares, end of the financial year	pcs	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115	128,136,115
Trading price highest	EUR	5.50	3.01	3.25	2.64	5.37	5.72
Trading price lowest	EUR	2.49	2.3	2.40	1.67	2.30	3.61
Market value of share capital Dec. 31	EUR mill.	695	318	355	305	295	646
No. of shares traded	pcs	25,456,779	10,750,318	26,024,070	19,668,495	21,422,076	27,299,521
No. of shares traded as % of average no. of shares	%	19.87	8.39	20.31	15.35	16.72	21.31

# **Comparison Nasdaq Helsinki**



# Dividend policy and the Board's proposal for the distribution of profit

The aim of Finnair's dividend policy is to pay, on average, at least one-third of the earnings per share as a dividend during an economic cycle. The aim is to take into account the company's earnings trend and outlook, financial situation and capital needs in the distribution of dividends. In 2015, earnings per share from the result of the period (before hybrid bond interest) was 0.70 (-0.65) euros, and earnings per share was 0.57 (-0.71) euros.

Finnair Plc's distributable equity amounted to 181,101,862.30 euros on 31 December 2015. The Board of Directors proposes to the Annual General Meeting that no dividend be distributed for 2015.

# **Corporate responsibility**

Financial, social and environmental sustainability is integral to Finnair's overall business strategy and operations. Finnair wants to be a responsible global citizen and respond to its stakeholders' needs, also from the perspective of responsibility. Finnair is cooperating with industry operators and the authorities in areas such as reducing the climate impacts of aviation.

Finnair's target is to reduce its CO2 emissions by 20 per cent per revenue tonne kilometre from the 2009 level by 2017. The shared objective of the aviation industry is carbon neutral growth from 2020 onwards. The new A350 XWB wide-body aircraft that joined the Finnair fleet in the autumn take not only travel comfort but also energy efficiency to a new level, as their fuel consumption and carbon dioxide emissions per seat are a quarter lower than those of the A340 wide-body aircraft being replaced. As a result, the new aircraft will significantly reduce the carbon dioxide emissions arising from Finnair traffic.

Job satisfaction among Finnair's personnel was evaluated in 2015 by a new employee survey, We Together @ Finnair. The employee experience score, which is the average score for all of the statements in the survey, was 3.63/5 and the employee commitment score was 3.85/5. The results of the survey have been discussed at the company level as well as at the unit and team levels. At the company level, Finnair's focus areas in 2016 include the development of wellbeing at work and leadership.

Finnair's own operations do not directly involve significant human rights risks or impacts. However, indirect risks and impacts may occur in relation to the supply chain and outsourced operations. In order to improve the monitoring of its own operations and those of its entire supply chain, Finnair launched a project in 2015 to develop methods to assess the realisation of social responsibility and human rights and related risk assessment. In conjunction with this, Finnair joined the SEDEX cooperation agreement concerning supply chain auditing tools as part of the **one**world alliance. In 2015–2016, Finnair is also participating in a joint project of travel industry operators and UNICEF to examine the status of children's rights within travel service production chains. The pilot phase of the project was carried out in Vietnam, and the findings of the project will be utilised in other destinations in the future.

A comprehensive revision of Finnair's Code of Conduct is scheduled to be completed in the first half of 2016. As part of the renewal, an internal whistleblowing channel was established in autumn 2015. Key performance indicators for corporate responsibility are described above on page 21.

# Reporting

Finnair has reported on environmental sustainability since 1997, and in 2008 became one of the first airlines to report according to GRI guidelines. The Global Reporting Initiative, formed with the support of the United Nations Environment Program, is the most widely recognised international authority on sustainability reporting. Finnair's Annual Report for 2015, including the GRI section to be published at the end of February 2016, covers the financial, economic, social and environmental performance of the Finnair Group in accordance with the new GRI G4 framework, and it seeks to identify and explain the strategic business ramifications of this performance. Finnair will also report on its UN Global Compact targets as part of the report.

# Significant near-term risks and uncertainties

Aviation is an industry that is globally sensitive to economic cycles and reacts quickly to external disruptions, seasonal variation and economic fluctuations. In the implementation of strategy, Finnair and its operations involve various risks and opportunities. Finnair has implemented a comprehensive risk management process to ensure that risks are identified and mitigated as much as possible, although many risks are not within the company's full control. To exploit value creation opportunities, Finnair is also prepared to take and manage risks within the limits of its risk-bearing capacity.

The risks and uncertainties described below are considered to potentially have a significant impact on Finnair's business, financial result and future outlook within the next 12 months. This list is not intended to be exhaustive.

Exceptional variation in fuel price and the potential of the recent decrease in fuel price to be passed on to flight ticket prices or lead to an increase in capacity in Finnair's main markets as well as sudden, adverse changes in currency exchange rates constitute a risk for Finnair's revenue development. The reduction in the demand for passenger or cargo flights due to slowing or non-existent economic growth in Finnair's main markets also constitutes a risk for Finnair's revenue development.

Potential capacity increases and product improvements among Finnair's existing or new competitors may have an impact on the demand for Finnair's services. In addition, joint operations involving closer cooperation than airline alliances, and joint businesses, are expected to develop further.

The achievement of the strategic advantages and cost reductions sought through Finnair's partnership and outsourcing projects involves risks. For example, quality or availability issues and/or unexpected additional costs of partnerships and suppliers can have a negative effect on Finnair's product, reputation and profitability.

The use of the next-generation Airbus A350 XWB aircraft involves risks associated with new technology and roll-out processes. In addition, the implementation of Finnair's strategy includes significant operating and internal changes, which involve risks.

The aviation industry is affected by a number of regulatory projects at the EU and international levels. Estimating the impacts of the regulatory changes on airlines' operational activities and/or costs in advance is difficult. Examples of such regulatory projects include international regulation related to emission trading, noise regulation and other environmental regulation, EU regulations on privacy protection and the decision made by the Court of Justice of the European Union in October 2012 regarding flight passengers' rights. In addition, regulations on the reporting of non-financial information (responsibility) and other stakeholder requirements have increased substantially.

Geopolitical uncertainty and other potential external disruptions may, if materialised, significantly affect Finnair's operations.

Finnair's risk management and risks related to the company's operations are described in more detail on the company's website at www.finnairgroup.com.

# Seasonal variation and sensitivities in business operations

Due to the seasonal variation of the airline business, the Group's revenue and profit are generally very much at their lowest in the first quarter and at their highest in the third quarter of the year. The growing proportional share of Asian traffic increases seasonal fluctuation due to destination-specific seasons in Asian leisure and business travel.

In addition to operational activities, fuel price development has a key impact on Finnair's result, as fuel costs are the company's most significant expense item. Finnair's foreign exchange risk arises primarily from fuel and aircraft purchases, aircraft leasing payments and sales revenue denominated in foreign currencies. Significant dollar-denominated expense items are aircraft leasing payments and fuel costs as well as traffic charges. The largest investments, namely the acquisition of aircraft and their spare parts, are also mainly denominated in US dollars. The most significant income currencies after the euro are the Japanese yen, the Chinese yuan and the Swedish crown.

The company protects itself against the risks of currency, interest rate and jet fuel positions by using different derivative instruments, such as forward contracts, swaps and options, according to the risk management policy verified by the Board of Directors. Fuel purchases are hedged for 24 months forward on a rolling basis, and the degree of hedging decreases towards the end of the hedging period. The higher and lower limits of the degree of hedging are 90 and 60 per cent for the following six months.

Sensitivities in business operations (rolling 12 months from date of financial statements)	1 percentage point change
Passenger load factor (PLF)	EUR 21 mill.
Average yield of passenger traffic	EUR 19 mill.
Unit cost in passenger traffic (CASK ex. fuel)	EUR 16 mill.

			Hedging ratio		
Fuel sensitivities (rolling 12 months from date of financial statements)	10% change without hedging	10% change, taking hedging into account	H1 2016	H2 2016	
Fuel	EUR 32 mill.	EUR 14 mill.	68%	53%	

Currency distribution %	2015	2014	Currency sensitivities USD and JPY (rolling 12 months from date of financial statements)		Hedging ratio (rolling 12 months from date of financial statements)
Sales currencies			10% change without hedging	10% change, taking hedging into account	
EUR	59	58	-	-	
USD*	3	3	see below	see below	see below
JPY	8	9	EUR 18 mill.	EUR 9 mill.	67%
CNY	7	7	-	-	
KRW	3	3	-	-	
SEK	5	5	-	-	
Other	15	15	-	-	
Purchase currencies					
EUR	53	52	-	-	
USD*	40	41	EUR 56 mill.	EUR 10 mill.	81%
Other	7	7			

<sup>\*</sup> The sensitivity analysis assumes that the Chinese yuan and the Hong Kong dollar continue to correlate strongly with the US dollar.

# **Events after the review period**

# Finnair secured financing for its third A350 aircraft

In January, Finnair secured financing arranged by BNP Paribas for the full market value of its third Airbus A350-900 XWB aircraft, which was delivered on 30 December 2015. The transaction amounts to approximately 135 million euros and it was implemented using a Japanese Operating Lease with a Call Option (JOLCO) structure, where the transaction amount is treated in Finnair's IFRS financial statements as a loan and the aircraft as owned.

#### Outlook

Despite of the demand outlook for passenger and cargo traffic in Finnair's main markets involving renewed uncertainty, Finnair estimates that, in 2016, its capacity and revenue will grow.

The lower price of jet fuel supports Finnair's financial performance in 2016. In accordance with its disclosure policy, Finnair will issue guidance for its expected full-year operational result in connection with the January-June interim report.

FINNAIR PLC Board of Directors

# Financial indicators 2011-2015

INCOME STATEMENT		2015	2014	2013	2012	2011
Revenue	EUR mill.	2,324	2,284	2,400	2,449	2,258
change	%	1.7	-4.8	-2.0	8.5	11.6
Operational result	EUR mill.	24	-36	12	43	-61
in relation to revenue	%	1.0	-1.6	0.5	1.8	-2.7
Operating result	EUR mill.	122	-72	8	34	-88
in relation to revenue	%	5.2	-3.2	0.3	1.4	-3.9
Net interest expenses	EUR mill.	-2	-9	-10	-13	-14
in relation to revenue	%	-0.1	-0.4	-0.4	-0.5	-0.6
Result before taxes	EUR mill.	113	-99	27	15	-111
in relation to revenue	%	4.9	-4.3	1.1	0.6	-4.9

DAL ANCE CHEET		2015	2014	2012	2012	2011
BALANCE SHEET		2015	2014	2013	2012	2011
Equity and non-controlling interests	EUR mill.	727	514	678	775	753
Equity and liabilities total	EUR mill.	2,050	1,885	2,118	2,231	2,357
Gross capital expenditure	EUR mill.	330	82	77	41	204
in relation to revenue	%	14.2	3.6	3.2	1.7	9.0
Average capital employed	EUR mill.	1,008	1,106	1,295	1,413	1,550
Dividend for the financial year*	EUR mill.	0	0	0	13	0
Interest-bearing liabilities	EUR mill.	346	428	593	569	729
Liquid funds	EUR mill.	708	426	459	430	403
Interest-bearing net debt	EUR mill.	-362	1	134	138	326
in relation to revenue	%	-15.6	0.1	5.6	5.6	14.4

KEY FIGURES		2015	2014	2013	2012	2011
Basic and diluted earnings per share (EPS)	EUR	0.57	-0.71	0.11	0.01	-0.75
Equity/share	EUR	5.69	4.02	5.30	6.06	5.89
Dividend/share*	EUR	0.00	0.00	0.00	0.10	0.00
Dividend/earnings*	%	0.0	0.0	0.0	121.2	0.0
Dividend yield*	%	0.0	0.0	0.0	4.2	0.0
Cash flow from operating activities/share	EUR	1.34	0.19	1.12	1.21	0.40
P/E ratio		9.46	-3.47	25.02	174.96	-3.07
Equity ratio**	%	35.5	27.3	32.0	34.7	31.9
Net debt-to-equity (Gearing)	%	-49.8	0.3	19.9	18.0	43.5
Adjusted gearing	%	45.8	107.5	79.2	77.8	108.4
Return on equity (ROE)	%	14.4	-13.8	3.2	1.4	-10.9
Return on capital employed (ROCE)	%	12.2	-6.5	3.6	2.8	-5.2

CASH FLOW		2015	2014	2013	2012	2011
Operational cash flow	EUR mill.	171	24	142	155	51
in relation to revenue	%	7.4	1.1	5.9	6.3	2.2
PERSONNEL		2015	2014	2013	2012	2011
Personnel on average		4,906	5,172	5,859	6,784	7,467

<sup>\*</sup> The dividend for year 2015 is a proposal of the Board of Directors to the Annual General Meeting.

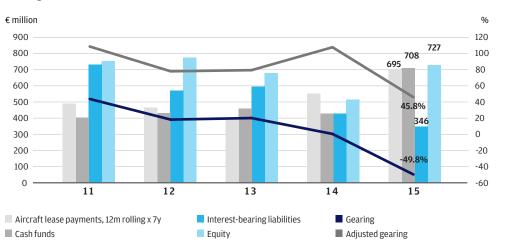
# Finnair is net debt free - adjusted gearing also declined to 45.8 per cent

Finnair's interest-bearing net debt -362 million euros decreased to negative when liquid funds increased to 708 million euros especially due to positive cash flow from operating activities, sale and leaseback transactions and issue of hybrid bond.

Further, adjusted gearing, including operating lease payments in addition to interest-bearing debts, decreased 60 percentage points from last year to 45.8 per cent due to strengthening of equity and increase in liquid funds. The adjusted gearing was significantly lower than the maximum level of 175 per cent set by the Board of Directors.

As a result of positive development of earnings, the return on capital employed (ROCE) increased almost 19 percentage points from last year to 12.2 per cent.

# Gearing





<sup>\*\*</sup> Equity ratio has been restated to reflect the changed calculation formula. See more information in Note 5.4 Restatement of key ratios.

# Financial statements 1 January-31 December 2015

## **How to read Finnair Financial Statements?**

Finnair has made efforts to facilitate reading these financial statements and to clarify the overall picture that can derived from them. The notes of Finnair's financial statements have been combined to business related sections in order to give a more relevant and less complex picture of the whole. Each section sets out the accounting principles applied in producing these notes together with any critical accounting estimates and sources of uncertainty. Secondly, interesting figures have been highlighted by circling them, and these as well as other highlights are explained in a text box marked with a star. Thirdly, illustrating charts have been inserted in various sections of the financial statements so as to facilitate understanding the figures.

- i Notes to the financial statement have been combined into sections based on their context. The aim is to give a more relevant picture of the Finnair Group and its business. The content of each section is described and explained in the beginning of that section and marked with 1.
- A Specific accounting principles are attached to the relevant note. The accounting principles can be recognised from character  $\mathbf{A}$ .
- Critical accounting estimates and sources of uncertainty have been presented together with the relevant note and specified with character ! .
- Highlights related to the section are explained in a separate text box to underline significant matters.

Interesting figures have been highlighed with circle and explained in the highlights text box as described above.

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# Consolidated income statement

EUR mill.	Note	2015	2014
Revenue	1.1, 1.2	2,324.0	2,284.5
Other operating income		15.7	18.3
Operating expenses			
Staff costs	1.3.7	-353.2	-344.5
Fuel costs		-595.5	-660.4
Other rents	1.3.2	-159.4	-159.7
Aircraft materials and overhaul		-118.9	-119.4
Traffic charges		-258.5	-230.9
Ground handling and catering expenses		-250.3	-251.8
Expenses for tour operations		-79.6	-76.7
Sales and marketing expenses		-74.0	-65.3
Other expenses	1.3.3	-219.3	-217.4
Operational EBITDAR		231.2	176.6
Lease payments for aircraft	1.3.2	-99.3	-78.8
Depreciation and impairment	2.1, 2.3	-108.1	-134.3
Operational result		23.7	-36.5
Fair value changes in derivatives and changes in exchange rates of fleet overhauls	1.3.6	-12.3	-43.7
Non-recurring items	1.3.6	110.2	7.7
Operating result		121.7	-72.5
Financial income	3.1	1.3	3.5
Financial expenses	3.1	-9.7	-26.9
Share of results in associates and joint ventures	4.5	0.1	-3.2
Result before taxes		113.3	-99.1
Income taxes	5.1	-23.6	16.5
Result for the financial year		89.7	-82.5
Attributable to			
Owners of the parent company		89.4	-82.7
Non-controlling interests		0.3	0.2
TOTI CONTROLLING MICE COLO		0.5	0.2
Earnings per share attributable to shareholders of the parent co	ompany		
Earnings per share, EUR (basic and diluted)		0.57	-0.71
Result for the financial year per share, EUR		0.70	-0.65

# Operational result turned to profit +23.7 (-36.5)

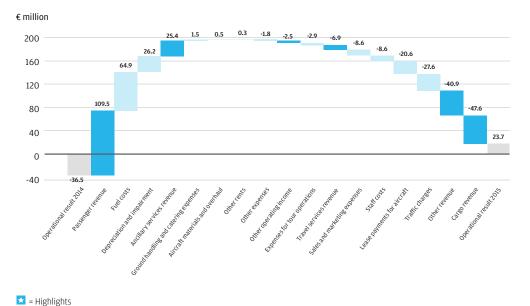
The encouraging result was positively affected by increased passenger ticket and ancillary revenue. Load factor also increased slightly. Decline in fuel price decreased operational expenses.

Operating profit improved especially thanks to gains on aircraft sale and leaseback transactions.

# Consolidated statement of comprehensive income

EUR mill.	Note	2015	2014
Result for the financial year		89.7	-82.5
Other comprehensive income items			
Items that may be reclassified to profit or loss in subsequent periods			
Change in fair value of hedging instruments	3.9	-14.1	-87.0
Translation differences		0.6	0.4
Tax effect		2.8	17.4
Items that will not be reclassified to profit or loss in subsequent periods			
Actuarial gains and losses from defined benefit plans	1.3.7.2	37.7	-4.1
Tax effect		-7.5	0.8
Other comprehensive income items total		19.5	-72.4
Comprehensive income for the financial year		109.2	-154.9
Attributable to			
Owners of the parent company		108.9	-155.1
Non-controlling interests		0.3	0.2

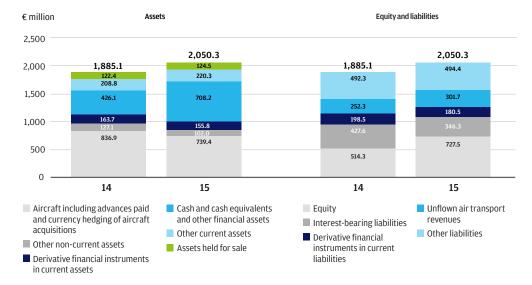
# **Change in operational result 2015**



# Consolidated balance sheet

EUR mill.	Note	31 Dec 2015	31 Dec 2014
ASSETS			
Non-current assets			
Intangible assets	2.3	9.5	18.4
Tangible assets	2.1	811.6	897.8
Investments in associates and joint ventures	4.5	2.6	4.9
Loan and other receivables		8.7	9.2
Deferred tax assets	5.1	9.1	33.8
Non-current assets total		841.5	964.1
Current assets			
Inventories	2.1	11.8	14.7
Trade and other receivables	1.2.3	208.5	194.0
Derivative financial instruments	3.8	155.8	163.7
Other financial assets	3.2.1	427.7	332.8
Cash and cash equivalents	3.2.2	280.5	93.4
Current assets total		1,084.3	798.6
Assets held for sale	4.4	124.5	122.4
Assets total		2,050.3	1,885.1

#### **Balance sheet**



EUR mill.	Note	31 Dec 2015	31 Dec 2014
EQUITY AND LIABILITIES			
Equity attributable to owners of the parent			
Share capital	3.9	75.4	75.4
Other equity	3.9	652.0	438.3
Total		727.5	513.7
Non-controlling interests		0.0	0.6
Equity total		727.5	514.3
Non-current liabilities			
	3.3	271.0	2277
Interest-bearing liabilities			337.7
Pension obligations	1.3.7.2	4.4	25.3
Provisions	1.3.5	55.7	52.1
Other liabilities	3.3	15.8	22.1
Non-current liabilities total		346.9	437.3
Current liabilities			
Provisions	1.3.5	38.3	44.2
Interest-bearing liabilities	3.3	75.2	89.9
Trade payables		67.5	56.2
Derivative financial instruments	3.8	180.5	198.5
Deferred income and advances received	1.2.4	374.8	327.9
Liabilities related to employee benefits	1.3.7.1	91.0	79.7
Other liabilities	1.3.4	148.7	137.1
Current liabilities total		976.0	933.4
Liabilities total		1,322.9	1,370.7
Equity and liabilities total		2,050.3	1,885.1
Equity and nabilities total		2,030.3	1,005.1

#### Strong financial position, strong equity

Finnair's equity and financial position strengthened mainly thanks to positive operational results, A350 operating sale and leaseback transactions and issue of a new hybrid bond.

Equity ratio increased to 35.5 per cent (27.3).

Fleet transition proceeded as Finnair became the first European airline to take delivery of three new A350 aircraft. Two of those were sold and leased back under operating lease arrangements right after the acquisition and third one remained in Finnair ownership and was capitalised in the balance sheet.



# Consolidated cash flow statement

EUR mill.	2015	2014
Cash flow from operating activities		
Result for the financial year	89.7	-82.5
Depreciation and impairment	148.5	135.7
Other adjustments to result for the financial year		
Financial income	-1.3	-3.5
Financial expenses	9.7	26.9
Share of results in associates and joint ventures	-0.1	3.2
Income taxes	23.6	-16.5
EBITDA	270.2	63.2
Non-cash transactions*	-137.5	6.2
Changes in working capital	43.1	-33.2
Interest expenses paid	-5.3	-14.1
Other financial expenses paid	-2.3	-4.5
Interest income received	3.0	6.7
Income taxes paid	-0.2	-0.2
Net cash flow from operating activities	171.0	24.2
Cash flow from investing activities		
Investments in intangible assets	-4.3	-4.3
Investments in tangible assets	-352.5	-142.1
Divestments of fixed assets and group shares	448.1	267.6
Net change in financial interest bearing assets at fair value through profit or loss, maturing after more than three months	-14.4	-109.5
Change in non-current receivables	1.7	2.6
Net cash flow from investing activities	78.6	14.4
Cash flow from financing activities		
Loan repayments and changes	-82.5	-169.4
Hybrid bond repayments	-81.7	0.0
Proceeds from hybrid bond	200.0	0.0
Hybrid bond interests and expenses	-17.6	-10.7
Dividends paid	-0.2	-0.2
Net cash flow from financing activities	18.1	-180.3
Change in cash flows	267.7	-141.8
Liquid funds, at beginning	190.1	331.8
Change in cash flows	267.7	-141.8
Liquid funds, at end**	457.7	190.1

#### Notes to consolidated cash flow statement

#### \* Non-cash transactions

EUR mill.	2015	2014
Employee benefits	15.6	11.4
Fair value changes in derivatives	2.1	34.9
Other adjustments	-155.2	-40.1
Total	-137.5	6.2

Other adjustments mainly include sales gains and losses on aircraft and changes in maintenance and other provisions.

#### \*\* Liquid funds

EUR mill.	2015	2014
Other financial assets	427.7	332.8
Cash and cash equivalents	280.5	93.4
Short-term cash and cash equivalents in balance sheet	708.2	426.1
Maturing after more than three months	-250.5	-236.0
Total	457.7	190.1

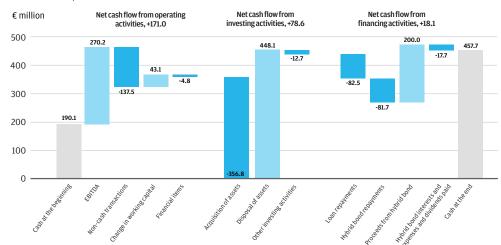
# Strong financing position enables development of operations and financing of fleet transition

Cash flow from operations improved due to increased profits and changes in working capital, such as increased prepayments related to unflown tickets and increased trade and other short-term payables in foreign currencies (USD).

Finnair invested in the new wide-body fleet and received three new A350s during 2015. Various operating sale and leaseback transactions (2 x A350, 3 x E190 and 6 x ATR72) turned the net cash flow from investments positive.

Net increase in cash of 118.3 million euros resulted from the issue of a new hybrid bond and repayment of the old hybrid bond.

# **Cash flow 2015, +267.7 € million**



# Consolidated statement of changes in equity

			Hedging reserve			E	quity attributable	Non-	
EUR mill.	Share capital	Other restricted funds	and other OCI items	Unrestricted equity funds	Retained earnings	Hybrid bond	to owners of the parent	controlling interests	Equity total
Equity 1 Jan 2015	75.4	168.1	-87.4	247.4	-8.8	118.9	513.7	0.6	514.3
Result for the financial year					89.4		89.4	0.3	89.7
Change in fair value of hedging instruments			-11.3				-11.3		-11.3
Actuarial gains and losses from defined benefit plans			30.2		-0.1		30.1		30.1
Translation differences			0.6				0.6		0.6
Comprehensive income for the financial year	0.0	0.0	19.5	0.0	89.3	0.0	108.8	0.3	109.1
Proceeds from hybrid bond						198.2	198.2		198.2
Hybrid bond repayments						-81.7	-81.7		-81.7
Hybrid bond interests and expenses					-13.0	0.7	-12.2		-12.2
Dividend					0.0		0.0	-0.2	-0.2
Share-based payments				0.6			0.6		0.6
Changes in non-controlling interests							0.0	-0.7	-0.7
Equity 31 Dec 2015	75.4	168.1	-67.9	248.1	67.6	236.2	727.5	0.0	727.5

EUR mill.	Share capital	Other restricted funds	Hedging reserve and other OCI items	Unrestricted equity funds	Retained earnings	Hybrid bond	Equity attributable to owners of the parent	Non- controlling interests	Equity total
Equity 1 Jan 2014	75.4	168.1	-15.0	247.3	82.5	118.9	677.3	0.7	678.0
Result for the financial year					-82.7		-82.7	0.2	-82.5
Change in fair value of hedging instruments			-69.6				-69.6		-69.6
Actuarial gains and losses from defined benefit plans			-3.3				-3.3		-3.3
Translation differences			0.4				0.4		0.4
Comprehensive income for the financial year	0.0	0.0	-72.4	0.0	-82.7	0.0	-155.1	0.2	-154.9
Dividend							0.0	-0.2	-0.2
Share-based payments				0.1			0.1		0.1
Hybrid bond interests and expenses					-8.6		-8.6		-8.6
Equity 31 Dec 2014	75.4	168.1	-87.4	247.4	-8.8	118.9	513.7	0.6	514.3

Finnair issued a new 200 million euros. Non-controlling interests' share of equity after expenses by 198.2 million euros. At the same time, Finnair amortised hybrid bond issued at 2012 by 81.7 million euros. Non-controlling interests' share of equity was eliminated through sale of Finnair's subsidiary Estravel AS.

☑ Improved results and hybrid bond issue resulted in increased equity (increase +213.1) - enables flexible financing of growth

Finnair's equity strengthened from 514.3 million euros to 727.5 million euros (increase 213.1 million euros) mainly due to improved results (89.4), other comprehensive income (19.5) and hybrid bond issue. Strong equity enables flexible financing of growth.

# Notes to the consolidated financial statements

# **Accounting principles**

#### How should the Finnair's accounting principles be read?

Finnair describes the accounting principles in conjunction with each note in the aim of providing enhanced understanding of each accounting area. Basis of preparation is described as part of this note (accounting principles), while the ones more directly related to a specific note are attached to the corresponding note. The Group focuses on describing the accounting choices made within the framework of the prevailing IFRS policy and avoids repeating the actual text of the standard, unless Finnair considers it particularly important to the understanding of the note's content. Refer to the table below to see which notes, accounting principles and IFRS standards are related.

Accounting principle	Note	Nr.	IFRS
Segment reporting	Segment information	1.1	IFRS 8
Revenue recognition, other income and trade receivables	Operating income	1.2	IAS 18, IAS 39, IFRS 7
Provisions and contingent liabilities	Provisions	1.3.5	IAS 37
Employee benefits and share-based payments	Remuneration	1.3.7	IAS 19, IFRS 2
Pensions	Pensions	1.3.7.2	IAS 19
Tangible assets	Tangible assets	2.1	IAS 16, IAS 36
Operating and finance lease arrangements	Leasing arrangements	2.2	IAS 17
Intangible assets	Intangible assets	2.3	IAS 38
Interest and dividend income	Financial income and expenses	3.1	IAS 18, IAS 32
Financial assets and impairment of financial assets	Financial assets	3.2	IAS 39, IFRS 7
Cash and cash equivalents	Financial assets	3.2	IAS 39, IFRS 7
Financial liabilities	Financial liabilities	3.3	IAS 39, IFRS 7
Derivative contracts and hedge accounting	Derivatives	3.8	IAS 39, IFRS 7
Equity, dividend and treasury shares	Equity-related information	3.9	IAS 32, IAS 33
Consolidation principles of subsidiaries	Subsidiaries	4.2	IFRS 10
Non-controlling interests and transactions with non-controlling interests	Subsidiaries	4.2	IFRS 10
Assets held for sale	Non-current assets and liabilities held for sale	4.4	IFRS 5
Investments in associates and joint ventures	Investments in associates and joint ventures	4.5	IFRS 11
Income and deferred taxes	Income taxes	5.1	IAS 12

#### Description of the company

The Finnair Group engages in worldwide air transport operations and supporting services. The Group's operations are divided into the Airline Business and Travel Services business areas. The Group's parent company is Finnair Plc, which is domiciled in Helsinki at the registered address Tietotie 9, Vantaa. The parent company is listed on the NASDAO OMX Helsinki Stock Exchange. The Board of Directors of Finnair Plc has approved these financial statements for publication at its meeting on 9 February 2016. Under Finland's Limited Liability Companies Act, shareholders have the option to accept, change or reject the financial statements in the Annual General meeting of the shareholders, which will be held after the publication of the financial statements.

#### **Basis of preparation**

Finnair Plc's consolidated financial statements for 2015 have been prepared according to the International Financial Reporting Standards (IFRS) and IFRIC interpretations in effect on 31 December 2015 and as adopted by the European Union. The notes to the consolidated financial statements also comply with Finnish accounting and corporate law. New and amended standards applied in 2015 and future periods are described in the Note 4.7 Application of new and amended IFRS standards and IFRIC interpretations.

The 2015 consolidated financial statements have been prepared based on original acquisition costs, except for financial assets recognised through profit and loss at fair value, financial assets available-for-sale, and derivative contracts, which have been measured at fair value. Financial statement data is presented in millions of euros, rounded to the nearest one hundred thousand euro. This means that the sum of the individual figures may differ from the total shown.

#### Presentation of Consolidated Income Statement and Balance Sheet

IAS 1 Presentation of Financial Statements standard does not define 'operating result'. The Group has defined it as net amount of operating income and expenses, including revenue and other operating income, less operating expenses, such as maintenance expenses and materials used, lease payments for aircraft and other lease fees, employee benefits, depreciation and possible impairment losses arising as well as other operating expenses. Exchange rate differences and changes in fair values of derivatives are included in operating profit if they arise from items related to business operations; otherwise they are recognised in financial items. Operating result excludes financial items, share of results from associates and joint ventures and income taxes.

Consolidated income statement includes, in addition to operating result, operational result and operational EBITDAR which are presented to better reflect the Group's business performance when comparing results to previous periods. Operational result doesn't include capital gains and losses, changes in the value of foreign currency denominated fleet maintenance reserves, changes in the unrealised fair value of derivatives or non-recurring items. Operational EBITDAR is a common measure in airline business which aims to reflect operational results excluding capital cost, independent of whether aircraft are owned or leased. Therefore, operational EBITDAR is calculated by excluding depreciations and operating lease payments for aircraft from operational result.

In the consolidated balance sheet, assets and liabilities are classified as current when they are expected to realise within 12 months or when they are classified as liquid funds or financial assets or liabilities classified at fair value through profit or loss. Other assets and liabilities are classified as non-current assets or liabilities.

#### Use of estimates

The preparation of financial statements in accordance with IFRS standards requires Group management to make certain estimates and judgements in applying the accounting principles. Information about the judgement exercised by management in applying the Group's accounting principles and the areas where estimates and judgements have biggest impact in the financial statements are presented in the following paragraph Critical accounting estimates and sources of uncertainty.

#### Critical accounting estimates and sources of uncertainty

The preparation of financial statements requires the use of estimates and assumptions relating to the future, and the actual outcome may differ from the estimates and assumptions made. In addition, discretion has to be exercised in applying the accounting principles of the financial statements. Estimates are based on management's best estimate at the balance sheet date. Changes in estimates and assumptions effect the financial statements in the period the changes occur, and in all the subsequent financial periods.

If the identified main critical estimates and sources of uncertainty are presented in connection to the items considered to be affected. attached to the corresponding note. The table below shows where to find more information about those presentations.

Critical accounting estimates and sources of uncertainty	Note number	Note
Finnair Plus Customer Loyalty Program	1.2	Operating income
Pension obligations	1.3.7.2	Pensions
Impairment testing	2.1	Tangible assets
Judgements of classifying lease arrangements	2.2	Leasing arrangements
Deferred taxes	5.1	Income taxes

# I = Critical accounting estimates

# **1 Segments and operating result**

ISegments and operating result include segment information and notes related to operating result both from income statement and balance sheet perspective.

#### 1.1 Segment information

#### A Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Board of Directors. Segments are defined based on Group's business areas.

Reportable segments follow the Group's business area based internal organisational structure and financial reporting to management. The reportable segments in Finnair are Airline Business and Travel Services. The entities included in segments are specified in Note 4.2 Subsidiaries.

Airline Business is responsible for scheduled passenger and charter traffic as well as cargo sales, customer service and service concepts, flight operations and management, maintenance and financing of the fleet. In addition, the segment is responsible for managing real estate owned by Finnair. Finncatering Oy, that was sold to LSG Lufthansa Service Europa/Afrika GmbH, is included in the Airline segment figures until 28 February 2014 and airport shops of Travel Retail, that were sold to World Duty Free Helsinki, are included as well until 1 October 2014.

Travel Services consists of the Group's travel agency operations as well as tour operations and travel sector software business operations. Estravel AS and its subsidiary Estravel Vilnius UAB, which were sold at the end of 2015, are included in the segment figures until 29 December 2015.

Transactions between segments are based on commercial terms. Items excluded from operating profit are not allocated to segments. Personnel working in group functions is presented separately, but costs from group functions are allocated to segments.

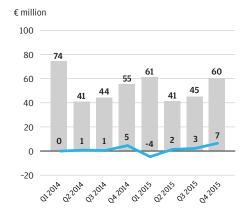
#### **Airline Business (not audited)**

External revenue

# € million 700 600 500 400 300 200 -100

Operational result

#### **Travel Services (not audited)**



▲ Airline Business revenue has increased and operational result improved in every quarter during 2015, compared to the corresponding quarter in the previous period.

<sup>=</sup> Content of the section

A = Accounting principles

<sup>=</sup> Highlights

#### **Business segment data 2015**

EUR mill.	Airline Business	Travel Services	Elimi- nations	Other functions	Group total
External revenue	2,117.1	206.9			2,324.0
Internal revenue	88.6	1.2	-89.8		0.0
Revenue	2,205.7	208.1	-89.8		2,324.0
Operational result	17.1	6.7			23.7
Operating result	113.4	8.3			121.7
Share of results in associates and joint ventures					0.1
Financial income					1.3
Financial expenses					-9.7
Income taxes					-23.6
Non-controlling interests					-0.3
Result for the financial year attributable to owners of the parent company					89.4
Depreciation and impairment	106.9	1.2			108.1
Average number of employees	4,002	567		337	4,906
Employees at the end of year	4,083	397		337	4,817

#### **Business segment data 2014**

EUR mill.	Airline Business	Travel Services	Elimi- nations	Other functions	Group total
External revenue	2,070.7	213.8			2,284.5
Internal revenue	97.0	3.0	-100.0		0.0
Revenue	2,167.7	216.7	-100.0		2,284.5
Operational result	-43.5	7.0			-36.5
Operating result	-78.4	5.9			-72.5
Share of results in associates and joint ventures					-3.2
Financial income					3.5
Financial expenses					-26.9
Income taxes					16.5
Non-controlling interests					-0.2
Result for the financial year attributable to owners of the parent company					-82.7
Depreciation and impairment	132.9	1.4			134.3
Average number of employees	4,232	645		295	5,172
Employees at the end of year	4,050	600		331	4,981

#### 1.2 Operating income

i Operating income section includes both income statement and balance sheet notes that relate to revenue. The aim is to provide more coherent picture of income related items effecting Finnair's result and financial position. Trade receivables, advances received relating to flight tickets and travel tour services as well as deferred income are presented in connection with this section, because those are an essential part in revenue recognition.

#### A Revenue recognition

Revenue is recognised when goods or services are delivered. Revenue is measured at fair value of the consideration received or receivable, net of discounts and indirect taxes.

Airline Business sales are recognised as revenue when the flight is flown in accordance with the flight traffic program. Unused tickets are recognised as revenue when the ticket expires and Finnair has no obligation to return the consideration to customer.

Finnair loyalty customers can earn Finnair Plus Points from tickets or services purchased, and use the earned points to buy services and products offered by Finnair or its partners in cooperation. The points earned are fair valued according to IFRIC 13, and recognised as a decrease of revenue and debt at the time when the points-earning event (for example, flight is flown) is recognised as revenue. Fair value is measured by taking into account the fair value of those awards that can be purchased with the points and the customer selection between different awards based on historical customer behaviour. In addition, the fair valuation takes into account the expiring of the points. The debt is derecognised when the points are used to buy a service or a good (awards).

Sale of goods in aircraft (Travel Retail) is recognised as revenue when the goods are delivered to the customer. Aircraft maintenance services are after restructuring sold only in small extent to external customers. The related revenue is recognised when the service has been completely performed.

Revenue related to Travel Services is recognised when the service has been performed, i.e. in case of tour operation services at the date of departure and in commission sales at the time of sale. In commission based sales, only the part of commission is included in the revenue.

#### Trade receivables

Trade receivables are recognised at fair value. When the Group has objective evidence that it may not be able to collect all trade receivables that are due, a bad debt provision is recognised. Financial difficulties that indicate that a customer is going into bankruptcy, financial restructuring or substantial delays in payments are examples of objective evidence that might cause trade receivables to be impaired. Impairment of trade receivables is recognised in other operating expenses. A

#### Finnair Plus Customer Loyalty Program

Valuation and revenue recognition related to Finnair Plus debt requires judgement of management especially related to fair valuation of points and timing of revenue recognition related to points expected to expire. The fair value of the point is defined by allocating the point to award selection based on historical behaviour of customers, after which fair value of each award is defined. The liability is calculated by taking the total amount of points earned by customers, decreased with the expected expiring of the points. These points are then fair valued as described above, and the result is recognised as liability in the balance sheet. 1

- i = Content of the section
- A = Accounting principles
- = Critical accounting estimates

#### 1.2.1 Revenue by product

EUR mill.	2015	2014
Airline Business	2,117.1	2,070.7
Passenger revenue	1,749.7	1,640.2
Ancillary services revenue	104.6	79.1
Cargo revenue	183.7	231.3
Other revenue	79.1	120.0
Travel Services revenue	206.9	213.8
Total	2,324.0	2,284.5

#### 1.2.2 Revenue by currency

EUR mill.	2015	2014
EUR	1,372.8	1,313.2
JPY	191.4	211.6
CNY	163.0	152.1
SEK	110.3	106.2
KRW	70.4	63.3
USD	57.6	64.1
Other currencies	358.6	373.9
Total	2,324.0	2,284.5

Hedging policies of currency are described in the Note 3.5 Management of financial risks.

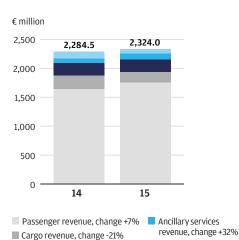
Other revenue,

change -34%

# **Revenue by product**

■ Travel services revenue,

change -3%



# **Revenue by currency**



#### 1.2.3 Trade and other receivables

EUR mill.	2015	2014
Trade receivables	113.0	108.6
Prepaid expenses, accrued income and other receivables total	95.5	85.4
Accrued income	51.6	33.0
VAT receivables	8.1	6.1
Employee benefit related receivables	7.6	2.8
Prepaid operating leases	7.4	7.2
Interest and other financial items	3.2	3.0
Other items	17.7	33.3
Total	208.5	194.0

The fair value of trade receivables does not materially differ from balance sheet value.

Aging analysis of trade receivables	2015	2014
Not overdue	98.4	96.2
Overdue less than 60 days	1.9	3.5
Overdue more than 60 days	12.7	8.9
Total	113.0	108.6

 $The Group \ has \ recognised \ a \ total \ of \ 2.4 \ million \ euros \ (12.3) \ of \ credit \ losses \ from \ trade \ receivables \ during \ the \ financial \ year.$ At the end of 2014 Finnair wrote down 11.3 million euros of receivables related to restructuring need of Flybe Finland Oy (currently Nordic Regional Airlines Oy). More information related to the write down can be found in the Note 4.5 Investments in associates and joint ventures. Trade receivables do not contain significant credit risk because of diversity in customer basis. The maximum exposure to credit risk at the reporting date is the carrying amount of trade receivables. The Group does not hold any collateral as security related to trade receivables.

#### Trade receivables by currency

EUR mill.	2015	2014
EUR	69.9	72.1
USD	6.2	3.2
CNY	6.0	5.8
JPY	5.4	4.0
SEK	4.3	3.2
KRW	3.1	3.2
Other currencies	18.0	17.2
Total	113.0	108.6

#### 1.2.4 Deferred income and advances received

EUR mill.	2015	2014
Unflown air transport revenues	301.7	252.3
Loyalty program Finnair Plus	31.9	29.6
Advances received for tour operations	30.8	27.1
Other items	10.4	18.9
Total	374.8	327.9

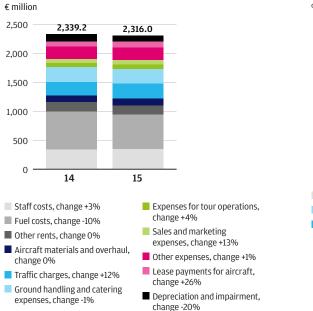
Deferred income and advances received includes prepaid, yet unflown flight tickets and package tours, whose departure date is in the future. Unflown ticket revenue has increased mainly due to increased sales compared to 2014.

Finnair Plus liability is related to Finnair's customer loyalty program, and equals to the fair value of the earned unused Finnair Plus points.

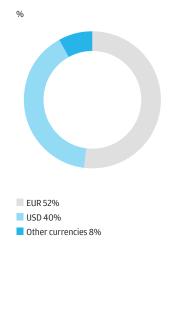
### 1.3 Operating expenses

In the operating expenses section includes the income statement and balance sheet notes related to the operating expenses, aiming to provide better overview of the business operations and related expenses. Maintenance provisions of leased aircraft that inherently relate to overhaul expenses are included in this operating expenses section. Accrued expenses, like liabilities related to jet fuel and traffic charges, are also presented in this section. All the income statement and balance sheet items related to employee benefits are also presented at the end of this section as a separate note. Employee benefits include the different forms of benefits, like share-based payments and pensions as well as their effect to balance sheet, and information on management remuneration.

#### **Operational expenses**



### **Operational expenses by currency**



#### 1.3.1 Operational expenses by currency

EUR mill.	2015	2014
EUR	1,211.3	1,219.2
USD	919.2	954.7
Other currencies	185.4	165.3
Total	2,316.0	2,339.2

Currency hedging policies are described in the Note 3.5 Management of financial risks.

#### 1.3.2 Leasing expenses

EUR mill.	2015	2014
Leasing payments for cargo capacity	11.1	25.2
Payments for purchase traffic and wet leases	116.3	96.7
Office and other rents	32.0	37.8
Other rents total (included in operational EBITDAR)	159.4	159.7
Lease payments for aircraft	99.3	78.8
Total	258.7	238.4

Lease payments for aircraft have increased mainly because of the sale and leasebacks of Embraer E190, ATR 72 and Airbus A350 aircraft. Purchase traffic payments for Nordic Regional Airlines Oy are included in the payments for purchase traffic and wet leases.

#### 1.3.3 Other expenses

EUR mill.	2015	2014
IT expenses and booking fees	93.2	82.1
Other items	126.1	135.3
Total	219.3	217.4

#### Audit fees in other expenses

EUR mill.	2015	2014
PricewaterhouseCoopers Oy		
Auditor's fees	0.2	0.2
Tax advising	0.1	0.1
Other fees	0.2	0.2
Total	0.5	0.4

= Content of the section

#### 1.3.4 Other liabilities

EUR mill.	2015	2014
Jet fuels and traffic charges	67.2	79.1
Expenses for tour operations	9.8	6.6
Aircraft materials and overhaul	5.4	6.8
Interest and other financial items	5.0	5.6
Other items	61.4	39.0
Total	148.7	137.1

Other items consists of several items related to expenses, none of which are individually significant.

#### 1.3.5 Provisions

# **A** Provisions

Provisions are recognised when the Group has a present legal or constructive obligation as the result of a past event, the fulfilment of the payment obligation is probable, and a reliable estimate of the amount of the obligation can be made. The amount to be recognised as provisions corresponds to the management's best estimate of the expenses that will be necessary to meet the obligation at the end of the reporting period.

Restructuring provisions are recognised when the Group has prepared a detailed restructuring plan and has begun to implement the plan or has announced it. A restructuring plan must include at least the following information: the operations affected, the main operating points affected, the workplace locations, working tasks and estimated number of the people who will be paid compensation for the ending of their employment, the likely costs and the date of implementation of the plan.

The Group is obliged to return leased aircraft at the required redelivery condition. To fulfil these maintenance obligations the Group has recognised airframe heavy maintenance, engine performance maintenance and engine life limited part provisions. The basis for the provision is flight hours flown during the maintenance period. A

EUR mill.	Aircraft maintenance provision	Other provisions	2015	Aircraft maintenance provision	Other provisions	2014
Provision at the beginning of period	82.5	13.8	96.3	92.4	17.4	109.8
Provision for the period	30.6	4.4	35.0	25.5	20.3	45.8
Provision used	-36.5	-11.1	-47.5	-44.2	-23.9	-68.1
Exhange rate differences	10.1		10.1	8.8		8.8
Total	86.8	7.1	94.0	82.5	13.8	96.3
Of which non-current	52.0	3.7	55.7	52.1		52.1
Of which current	34.8	3.5	38.3	30.4	13.8	44.2
Total	86.8	7.1	94.0	82.5	13.8	96.3

Non-current aircraft maintenance provisions are expected to be used by 2027. Other provisions include items related to group's restructurings.

# A = Accounting principles

#### 1.3.6 Items excluded from operational result

Operational result does not include non-recurring items and other items affecting comparability. Non-recurring items include sales gains and losses of fixed assets, businesses and subsidiaries and personnel related and other restructuring expenses. Fair value changes of derivatives are recognised through income statement and fair value changes of foreign currency denominated fleet maintenance reserves are considered as items affecting comparability in Finnair.

EUR mill.	2015	2014
Fair value changes of derivatives	-2.1	-34.9
Fair value changes of foreign currency denominated fleet maintenance reserves	-10.1	-8.8
Non-recurring items	110.2	7.7
Total	98.0	-36.0

#### 1.3.7 Employee benefits

#### 1.3.7.1 Employee benefit expenses and share-based payments

#### A Share-based payments

Finnair provides a number of share-based compensation plans for its employees, under which the Group receives services from employees as consideration for share-based payments. Regarding share-based incentive plans for key personnel and pilots, the awards are paid only if performance criteria set by the Board of Directors are met. Share-based savings plan for employees (FlyShare) requires the employees to remain in Finnair's service for the defined period but payment does not depend on any performance criteria.

The total expense for share-based payments is recognised over the vesting period, which is the period over which all of the specified vesting conditions are to be satisfied. The portion of the earned reward that the participants receive in shares is accounted for as an equity settled transaction, and the portion of the earned reward settled in cash or covering the tax and other charges, is accounted for as cash settled transaction. The equity-settled share awards are measured based on the market price of the Finnair share as of the grant date, and recognised as an employee benefit expense over the vesting period with corresponding entry in the equity. The liability resulting from the cash-settled transactions is measured based on the market price of the Finnair share at the balance sheet date and accrued as an employee benefit expense for service period with the corresponding entry in the liabilities until the settlement date.

#### **Termination benefits**

Termination benefits are payable when employment is terminated by the Group before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognises termination benefits when it is demonstrably committed to a termination. The Group is demonstrably committed when it has a detailed formal plan to terminate the employment of current employees without possibility of withdrawal. In the case of an offer made to encourage voluntary redundancy, the termination benefits are measured based on the number of employees expected to accept the offer.

For accounting principles related to **Pensions**, see Note 1.3.7.2 Pensions for more information. A

#### Staff costs

EUR mill.	2015	2014
Wages and salaries	277.1	275.3
Pension expenses	57.0	54.6
Defined contribution plans	42.6	44.3
Defined benefit plans	14.4	10.3
Other social expenses	19.0	14.6
Total	353.2	344.5
Staff costs included in non-recurring items	2.9	7.0
Total staff costs in income statement	356.1	351.5

In Finnair, the total salary of personnel consists of fixed pay, allowances, short-and long-term incentives, fringe benefits and other personnel benefits. The total amount of short-term incentives recognised for 2015 were 6.3 million euros (4.6). In addition to staff costs, non-recurring items include personnel related restructuring costs of 2.9 million euros (7.0) as agreed in the Group's statutory employer-employee negotiations. Including non-recurring items, total staff costs amounted to 356.1 million euros (351.5).

#### Transfer to Personnel Fund

Finnair has a Personnel Fund that is owned and controlled by personnel. A share of Finnair's profits is allocated to the fund. The share of profit allocated to the fund is determined based on the targets set by the Board of Directors. The participants of the performance share plan (LTI) are not members of the Personnel Fund. The Personnel Fund is obliged to invest part of the bonus in Finnair Plc's shares. In 2015 and 2014 profits were not allocated to the fund, because the set performance criteria were not met.

#### Liabilities related to employee benefits

EUR mill.	2015	2014
Holiday payments	62.0	61.5
Other employee related accrued expenses	29.0	18.2
Employee benefit related accruals total	91.0	79.7

Other employee related accrued expenses mainly include withholding tax and accrued expenses related to social security costs. In addition, provisions in the balance sheet include employee related restructuring provisions amounting to 5.5 million euros (8.7).

#### **Management remuneration**

#### The President and CEO and Executive Board remuneration

Thousand euros	President and CEO Pekka Vauramo	Executive Board	Total 2015	President and CEO Pekka Vauramo	Executive Board	Total 2014
Fixed pay	649	1,196	1,845	639	1,614	2,253
Short-term incentives*	235	352	588	194	260	454
Fringe benefits	3	61	63	4	66	70
Termination benefits		369	369		392	392
Share-based payments	115	182	297	46	120	166
Pensions (statutory)**	153	277	429	134	322	456
Pensions (voluntary defined contribution)		69	69		122	122
Total	1,155	2,506	3,661	1,016	2,897	3,913

- Short-term incentives for the financial year 2015 are estimates, as at the balance sheet date, the final incentives have not been. confirmed Short-term incentives for 2014 realised circa 4,000 euros lower than expected in 2014 financial statements.
- Statutory pensions include Finnair's share of the payment to Finnish statutory "TyEL" pension plan.

Management remuneration is presented on an accrual basis. In 2015 share-based payments include accrued expenses related to 2013-2015, 2014-2016 and 2015-2017 share-based payment plans and FlyShare share savings plan. Share-based payments for the Executive Board in 2015 and 2014 include compensations related to Finnair Plc's share-based bonus scheme 2010-2012. The shares earned were delivered and cash-based share paid during 2013, but the income statement effect is accrued to vesting period for 2010-2015 up to ending of lock-up period, according to IFRS 2. Management has not been provided any other long-term incentives in addition to share-based payments.

The pension plans of the members of the Executive Board have been arranged through Finnish pension insurance company, and the retirement age is 63. All voluntary pension schemes provided for the Executive Board members are defined contribution plans, and executive service contracts concluded after 1 January 2013 do not include any voluntary pension benefits. Defined benefit plans for previous members of the Executive Board ceased during 2014.

More information on share-based payment schemes can be found later in this note and in a separate Remuneration statement, which also includes information on remuneration policies and structures and compensation paid to senior management.

#### The Board of Directors remuneration

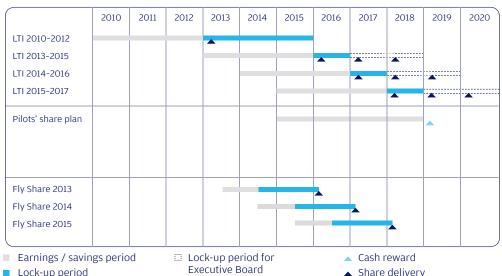
Compensation paid for board service, EUR	Total 2015	Fixed remuneration	Meeting compensation	Fringe benefits	Total 2014
Board of Directors total	383,015	247,200	118,200	17,615	358,227
Friman Maija-Liisa	49,980	31,800	10,800	7,380	
Heinemann Klaus	77,400	61,200	16,200	0	
Itävuori Jussi	63,153	31,800	29,400	1,953	
Kerminen Harri	44,400	32,400	12,000	0	
Kronman Gunvor	42,926	30,000	8,400	4,526	
Tuominen Jaana	42,309	30,000	9,600	2,709	
Turner Nigel	62,847	30,000	31,800	1,047	

The compensation paid to the members of the Board of Directors include annual remuneration and meeting compensation. The members of the Board of Directors are entitled to a daily allowance and compensation for travel expenses in accordance with Finnair's general travel rules. In addition, the members of the Board of Directors and their spouses have a limited right to use staff tickets in accordance with Finnair's staff ticket rules. Under the rules, the Directors and their spouses are entitled to four return or eight one-way tickets on Finnair flights per calendar year in Economy or Business Class. The fare of these tickets is zero, exclusive of any airport taxes, fees and charges, which are payable by the Directors and their spouses. These tickets constitute taxable income in Finland and are reported as fringe benefits in the table above.

#### Share-based payments

The note below provides description and information on effects of the Group's share-based incentive plans. More information on share-based personnel bonus schemes can be found in the Remuneration statement.

#### Finnair share-based payment plans



#### Performance share plan for key personnel (LTI) from 2013 onwards

Finnair's share based incentive plan is a performance-based, annually commencing long-term incentive (LTI) arrangement. Each share based incentive arrangement is divided into four-six-year share plans, and the commencement of each new plan is subject to a separate decision made by Finnair's Board of Directors. The first plan commenced in 2013, and at the end of 2015 there are three plans ongoing (2013-2015, 2014-2016, 2015-2017). The purpose of the share plan is to encourage the management to work to increase long-term shareholder value. The share plan is in line with the statement by the Finnish Cabinet Committee on Economic Policy regarding the remuneration of executive management and key individuals.

Each LTI plan contains a three-year performance period which is followed by a restriction period, during which the participant may not sell or transfer the shares received as a reward. The restriction period is three years for the members of Finnair's Executive Board and one year for other participants. In addition, the President and CEO, and members of Finnair's Executive Board are required to accumulate and, once achieved, to maintain, a share ownership in Finnair corresponding to his or her annual base salary as long as he or she holds a position as a member of Finnair's Executive Board.

The potential reward will be delivered in Finnair shares. The share delivery is split into three share tranches (50%, 30% and 20%) that will be delivered to the Executive Board members during the three years following the performance period. For other participants the shares are delivered at 50 per cent tranches during the two following years after the performance period. As Finnair has adopted a program consisting of annually commencing individual plans, in which the shares are paid in three tranches, the program also includes a bridge element to supplement payments in 2016 and 2017. This takes into consideration the fact that the LTI plan will not be in full effect until 2018. The targets set to the bridge element were not met.

If the performance criteria set are met at the target level, the incentive paid in Finnair shares to the President and CEO or other members of the Executive Board will be 30 per cent of his or her annual base salary and if criteria are met at the maximum level, the incentive paid in Finnair shares will be 60 per cent of the participant's annual base salary. The target level for incentives for other key personnel is 20-25 per cent and maximum level 40-50 per cent of the person's average annual base salary according to the job grade.

According to the rules of the LTI, the maximum value of shares delivered to an individual participant in any given year may not exceed 60 per cent of the person's annual base salary. The amounts of shares paid are stated before tax. The number of shares delivered will be deducted by the income tax and transfer tax payable for the incentive at the time of payment.

The performance criteria applied to the plan for 2013–2015 are the Group's relative operating EBIT margin growth and decrease in unit costs in European traffic. These two criteria are assigned weights of 60% and 40%, respectively. The performance criterion for the share plan's bridge element is the operating EBIT margin. The performance criteria applied in 2014-2016 and 2015-2017 plans are Finnair's return on capital employed (ROCE, weight 50 per cent) and total shareholder return (TSR). The target levels and maximum levels set for the criteria are based on long-term strategic objectives set by the company's Board of Directors. Performance against the criteria is monitored quarterly.

The total expense for the share-based payments is recognised over the vesting period (4–6 years). The compensation is measured during performance period in cash, and only after performance period at grant date translated into shares. Therefore the whole cost effect is recognised as debt until the end of performance period (grant date), and the debt is divided into equity settled and cash settled part only at grant date. At the same time, the equity settled part is recognised in equity. At the end of 2015, at the grant date of the plan 2013-2015, a debt of 0.2 million euros was transferred to equity. The expense recognised for 2015 amounted to 1.0 million euros (0.4).

	2013-2015 plan	2014-2016 plan	2015-2017 plan	Total
Maximum earning, million euros	3.4	2.5	2.8	8.6
Maximum earning, million shares (with 31 Dec 2015 share price)	0.6	0.5	0.5	1.6
Target earning, million euros	1.7	1.2	1.4	4.3
Target earning, million shares (with 31 Dec 2015 share price)	0.3	0.2	0.3	0.8
Expenses recognised for the financial year, LTI's total (million euros)	0.1	0.6	0.3	1.0
of which equity settled (recognised as debt until grant date)	0.0	0.2	0.1	0.4
of which cash settled	0.0	0.4	0.2	0.6
Liability related to LTI's at the closing date (million euros)	0.4	0.7	0.3	1.4
Shares granted (million shares)	0.0	0.0	0.0	0.0

#### FlyShare employee share savings plan from 2013 onwards

Finnair offers an annually commencing share savings plan for its employees. Commencing of each plan is subject to the decision of Finnair's Board of Directors. First plan commenced in 2013, and for the time being there are three plans ongoing. The objective of the plan is to encourage employees to become shareholders in the company, and to thereby strengthen the employees' interest in the development of Finnair's shareholder value and reward them in the long-term.

Each plan consists of one year savings period followed by two year lock-up period. Through the plan, each eligible Finnair employee is offered the opportunity to save part of his or her salary to be invested in Finnair shares. The maximum monthly savings are 8 per cent and the minimum 2 per cent of each participant's gross base salary per month, with the annual maximum savings set at 8,000 euros per participant. Shares are purchased with the accumulated savings at the market price quarterly, after the release of Finnair's interim reports.

Finnair awards 20 bonus shares to each employee that participates in the plan for the first time, and continues savings at least the first three months of the plan. The bonus shares are delivered in October each year, and the effect is recognised as expense for the period. The plan lasts for three years, and Finnair awards each participating employee with one share for each two shares purchased and held at the end of three-year period. The awarded bonus and additional shares are taxable income for the recipient. The cost related to additional shares delivered is recognised as expense during vesting period.

Effect of FlyShare share savings plan on Group's results and financial position, million euros	2015	2014
Total income statement effect of FlyShare	1.6	0.4
Of which share-settled	0.5	0.2
Of which cash settled	1.2	0.2
Liability related to share-based payments at the closing date	1.3	0.2

#### Share-based performance plan for pilots

The Finnair Board of Directors approved in 2014 a long-term incentive plan for Finnair pilots as part of the savings agreement between Finnair and the Finnish Air Line Pilots' Association (SLL). The plan period is 2015–2018 and the prerequisite for rewarding pilots based on this plan is the materialisation of the agreed cost savings over this time period. In addition, the company share price must at least be four euros at the end of the incentive plan. If these conditions are met, the pilots are entitled to a cash payment based on the Finnair share price. The total reward to pilots amounts to 12 million euros if the share price is four euros or a maximum of 24 million euros, if the share price reaches at least eight euros. Finnair has hedged against the additional cost effects above the four euro share price with a market-based call option.

The plan is considered as a cash-settled share-based arrangement. The cost effects are accrued over the vesting period from grant date onwards (2014–2018), and the corresponding liability is fair valued at each reporting date. The 2015 closing rate of Finnair's share (5.42 euros) was above the minimum required level (four euros), and based on preliminary view of the savings targets being met a liability of 4.5 million euros was recognised in 2015. Since Finnair has hedged against the cost effects above four euro share price, the cost recognised in operational result in 2015 was limited to 3.2 million euros (0.0).

#### Finnair Plc's share-based bonus scheme 2010-2012

The Board of Directors of Finnair Plc approved a share-based bonus scheme for 2010-2012 on 4 February 2010. In the share bonus scheme, key individuals had the possibility of receiving company shares and cash for a three-year performance period according to how financial targets set for the performance period have been achieved.

The Board of Directors decided annually the financial targets to be set for each performance period. Achieving the targets set for the performance period determined how large proportion of the maximum bonus and of the incentive based on the acquisition of Finnair shares will be paid. In a three-year period, the total of the share bonuses, however, could not exceed three years' gross earnings.

If key individuals belonging to the share bonus scheme purchased Finnair Plc shares during 2010-2012, they were paid a cash incentive bonus in the spring of the year following the acquisitions. The incentive bonus was paid on the corresponding relation to the value of the shares acquired by the key individual as he or she had fulfilled the set targets. This bonus was supplemented by a cash sum, which in most cases corresponded to taxes and tax-related payments arising to key individuals from the receipt of their bonus. In any single year of the performance period the number of acquired shares, taken into account that it could be at most half of the key individual's share bonus allocation, i.e. the number of shares that the key individual could at most receive as a share bonus for the year in question. The size of the cash bonus was determined as follows: number of shares acquired by key individual x the company's share price at the time of payment x the target realisation percentage x 2.5.

Shares were earned annually in the period 2010–2012. The long-term incentive for the three-year period was achieved at an average level of 43%. This share-based incentive for the full three-year period was paid in spring 2013 and 708,679 shares were granted. At the same time, a cash bonus intended for payment of taxes was paid, amounting to 1.5 times the value of the shares at the time of payment. After the payment of shares, there was an embargo on their sale and shares were held in lock-up until end of 2015. A total amount of 5.3 million euros was paid related to the plan, of which 1.8 million euros was delivered as shares, 2.7 million euros paid as cash to cover tax payments and 0.8 euros paid as incentive bonus based on the purchase of shares.

The income statement effect related to the plan has been accrued to vesting period 2010-2015 based on the applied IFRS 2 standard. The effect on 2015 results totalled 0.2 million euros (0.2).

#### 1.3.7.2 Pensions

#### A Defined benefit and defined contribution plans

Pension plans are classified as defined benefit and defined contribution plans. Payments made into defined contribution pension plans are recognised in the income statement in the period to which the payment applies. Typically defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation. Current service cost is the present value of the post employment benefit, which is earned by the employees during the year and it is recognised as employee benefit expense. The liability recognised in the balance sheet in respect of defined pension plans is the present value of the defined benefit obligation at the end of the reporting period less the fair value of plan assets. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligations is determined by discounting the estimated future cash flows using interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating to the terms of the related pension obligation.

Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise. A

I The present value of the pension obligations depends on a number of factors that are determined on an actuarial basis using a number of assumptions. Any changes in these assumptions will impact the carrying amount of pension obligations. The note below includes a description of exposure to most significant risks and a sensitivity analysis on impacts of changes in actuarial assumptions. 1

#### Description of pension plans in Finnair

The statutory pension cover of the employees of the Group's Finnish companies has been arranged in a Finnish pension insurance company. The statutory pension cover is a defined-contribution plan. The Group's foreign sales offices and subsidiaries have various defined contribution plans that comply with local rules and practices. The voluntary pension schemes of three members of the Executive Board are arranged in a pension insurance company and the retirement age under these agreements is on average 63 years. These pension schemes are defined-contribution schemes. Other (voluntary) pension cover of the Group's domestic companies has been arranged mainly in Finnair Plc's Pension Fund, in which the pension schemes are defined-benefit plans. These pension plans cover old age pensions, disability and survivors' pensions. The pension fund is fully funded in accordance with the provisions of Finnish law. 700 Finnair pilots have, in addition to voluntary pension arranged in Finnair Pension Fund, special defined-benefit pension scheme. This scheme applies only to pilots who work older than 58 years of age. Voluntary pensions of pilots recruited in 2015 or later are defined contribution schemes.

#### **Exposure to most significant risks**

Volatility of plan assets: Some of the plan assets are invested in equities which causes volatility but is in the long run expected to provide higher returns than corporate bonds. The discount rate of plan obligations is defined based on the interest rates of corporate bonds.

Changes in bond yield: A decrease in corporate bond yields increases plan obligations due to the fact that the pension obligation is discounted to net present value with a rate that is based on corporate bond rates. This increase in plan obligations is partially mitigated by a corresponding increase in the value of corporate bonds in plan assets.

Life expectancy: The most significant part of the provided pension benefits relate to old age pensions. Therefore, an increase in life expectancy rate results in an increase of plan obligations.

Inflation risk: Pension obligations are linked to inflation which is why higher inflation leads to increased obligations. As only some of the plan assets increase with inflation, an increase in inflation will likely decrease the solvency of the pension plan.

#### Defined benefit pension plans

EUR mill.	2015	2014
Items recognised in the income statement		
Current service costs	9.2	8.8
Past service cost	5.3	1.7
Settlements and curtailments	1.7	-0.2
Service cost total	16.2	10.3
Net interest expenses	0.5	0.3
Included in personnel expenses total	16.7	10.7
Amounts recognised through other comprehensive income		
Experience adjustment on plan obligation	2.8	-24.4
Changes in financial actuarial assumptions	-28.9	50.5
Changes in demographical actuarial assumptions	10.6	0.0
Net return on plan assets	-22.2	-22.0
Transfer of actuarial items related to terminated plan to retained earnings	-0.1	
Amounts recognised through other comprehensive income total	-37.7	4.1
Number of persons involved, pension fund	4,797	4,502
Other defined benefit plans, persons involved	10	0

#### Items recognised in the balance sheet

EUR mill.	2015	2014
Present value of funded obligations	426.3	436.0
Fair value of plan assets	-422.0	-410.7
Net defined benefit liability	4.4	25.3

The net defined benefit liability in 2015 includes 2.6 million euros (25.3) related to defined benefit plans insured through pension fund and 1.7 million euros (0.1) related to other defined benefit plans. The decrease in net liability is mainly related to the change in inflation rate assumption. Finnair changed the basis used for inflation assumption to market based inflation. Due to the change, the inflation rate decreased from 2.0% to 1.2% and future pension increase rate decreased from 2.1% to 1.4%. The discount rate (2.0%) remained in the same level as in 2014 (2.1%). These effects are included in the changes in financial assumptions. The positive effect was partially mitigated by the change in mortality rate, included in changes in demographical assumptions. In the Finnish national pension system, the mortality rate used will be updated from 31 December 2016 onwards. The redefined assumption is applied in accounting of IFRS pension liability already in the financial statements of 2015.

A = Accounting principles

<sup>! =</sup> Critical accounting estimates

#### The Finnish employee pension reform

In November 2015, the Finnish Parliament passed an amendment to Finnish employee pension legislation, which inter alia increases the statutory retirement age of the employees. The Board of Directors of Finnair Pension Fund has made a decision in principle that the amendment of the pension legislation is incorporated in the rules of the fund so that the pension obligations of the fund remain unchanged despite the change. Finnair pilots' pension benefits, which are provided by the fund and which exceed the existing statutory pension benefits in Finland, form part of their collective labour agreement. Finnair considers that these benefits are not affected by the amendment of pension legislation. Finnair has obtained a legal opinion on the matter. Finnair has not recognised a supplementary obligation due to the amendment of the employee pension legislation.

#### **Changes in pension obligations**

EUR mill.	2015	2014
Net present value of pension obligations at 1 January	436.0	406.9
Current service cost	9.2	8.8
Past service cost	5.3	1.7
Settlements and curtailments	1.7	0.3
Interest expense	9.0	12.9
Expenses recognised in income statement	25.1	23.7
Changes in actuarial assumptions	-18.3	50.5
Experience adjustment on plan obligation	2.8	-24.4
Remeasurements recognised through OCI	-15.5	26.1
Benefits paid	-19.3	-20.7
Net present value of pension obligations	426.3	436.0

#### Changes in plan assets

EUR mill.	2015	2014
Fair value of plan assets at 1 January	410.7	396.3
Interest income	8.4	12.6
Settlements and curtailments	0.0	0.5
Items recognised through profit and loss	8.4	13.1
Actuarial gain (loss) on plan assets	22.2	22.0
Items recognised through OCI	22.2	22.0
Contributions paid	0.0	0.0
Benefits paid	-19.3	-20.7
Fair value of plan assets at 31 December	422.0	410.7

#### Plan assets are comprised as follows

%	2015	2014
Listed shares	21.4	19.5
Debt instruments	53.6	53.4
Property	17.5	18.8
Other	7.5	8.3
Total	100.0	100.0

Plan assets of the pension fund include Finnair Plc shares with a fair value of 0.6 million euros (0.3) and buildings used by the Group with a fair value of 2.0 million euros (3.3).

#### Defined benefit plans: principal actuarial assumptions

	2015	2014
Discount rate	2.0%	2.1%
Inflation	1.2%	2.0%
Annual rate of future salary increases	2.1%	2.1%
Future pension increases	1.4%	2.1%
Estimated remaining years of service	11	11

## **Sensitivity analysis**

Sensitivity analysis describes the effect of change in actuarial assumptions to net defined benefit obligation. The analysis is based on a change in an assumption while holding all other assumptions constant. The method used is the same as the one applied when measuring the defined benefit obligation recognised in the balance sheet.

# Sensitivity analysis on principal actuarial assumptions

Actuarial assumption	Change in assumption	Impact when increase in assumption, EUR mill.	%	Impact when decrease in assumption, EUR mill.	%
Discount rate	0.3%	-14.9	-3.5%	15.8	3.7%
Annual rate of future salary increases	0.3%	4.6	1.1%	-4.5	-1.1%
Future pension increases	0.3%	11.1	2.6%	-10.8	-2.5%
Life expectancy at birth	1 year	12.1	2.9%	-11.8	-2.8%

According to Finnish legislation, the pension fund needs to be fully funded. Expected contribution payments for the next five years are approximately 45 million euros. The amount of payments depends on future returns on plan assets.

The duration of defined benefit obligation is 14.93 years. The duration is calculated with a discount rate of 2.0%.

# 2 Aircraft and other intangible and tangible assets and leasing arrangements

i Aircraft and other intangible and tangible assets, and leasing arrangements include particularly notes related to aircraft fleet. Notes related to the aircraft operated by the Group, both owned and leased aircraft under different kind of lease arrangements, are combined in this section so that the general view of the fleet would be easier to perceive.

The assets owned and leased by Finnair consist mostly of aircrafts operated by Finnair and Norra. Approximately half of the fleet operated is owned by Finnair. More detailed information regarding owned aircrafts is found in Note 2.1 and regarding leased aircrafts in Note 2.2.

#### Fleet

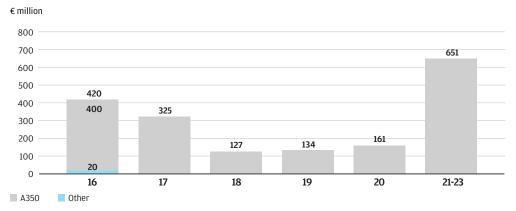
Narrow-body, 56	Owned, 36  ***************  ******************	Finance lease, 3	Operating lease, 33  *****************  ***************
Wide-body, 16	****	***	*****

Finnair operated, 46 Norra operated, 26

#### **Investment commitments**

At the end of financial year investment commitments totalled 1,818 million euros (1,950) including firm aircraft orders and orders related to the building project of new cargo terminal. The total commitment fluctuates between the order and the delivery of the aircraft mainly due to exchange rate EUR/USD and the escalation clauses included in airline purchase agreements. The final amount of the commitment in relation to each aircraft is only known at the time of the delivery.

#### **Investment commitments**



#### 2.1 Tangible assets

A Tangible assets are stated at historical cost less accumulated depreciation and impairment loss if applicable. Tangible assets include mainly aircraft. The acquisition cost of aircraft is allocated to the aircraft frame, engines and maintenace components as separate assets. Maintenance components include heavy maintenance of aircraft frames and performance restoration and maintenance of life-limited parts of aircraft engines, and they are depreciatied during the maintenance cycle. Aircraft frames and engines are depreciated over the useful life of the aircraft. Significant modifications of own or leased aircraft are capitalised as separate items and depreciated over the expected useful life, which in the case of leased aircraft cannot exceed the lease period. Replaced components are derecognised from the balance sheet. Rotable items are capitalised and depreciated during their expected useful life.

Advance payments for aircraft are recorded as tangible assets. Interest costs related to advance payments are capitalised as acquisition cost for the period at which Finnair is financing the manufacturing of the aircraft. Fair value changes of derivatives used in hedging of currency exchange rate risk related to firm commitments of aircraft purchases are recognised in advane payments. Advance payments, realized fx hedges and capitalised interests are recognised as a part of the aircraft acquisition cost once the aircraft is delivered and put to commercial use.

Depreciation of tangible assets is based on the following expected economic lifetimes:

- · Aircraft and engines (aircraft) as well as flight simulators (other equipment) on a straight-line basis as follows:
- Airbus A350 fleet, over 20 years to a residual value of 10%
- Airbus A320 and Embraer fleet, over 20 years to a residual value of 10%
- Airbus A330 fleet, over 18 years to a residual value of 10%
- Airbus A340 fleet, over 15 years to a residual value of 10%
- Turboprop aircraft (ATR fleet), over 12 years to a residual value of 10%
- · Heavy maintenance of aircraft frames and performance maintenance and life limited parts of the engines, on a straight-line basis during the maintenance period
- · Rotable items, over 15-20 years to a residual value of 10%
- Buildings, over 50 years from time of acquisition to a residual value of 10% or 3-7% of the diminishing balances
- Other tangible assets, over 3-15 years or 23% of the diminishing balances

The residual values and estimated useful lives of assets are assessed at each closing date and if they differ significantly from previous estimates, the depreciation periods and residual values are changed accordingly.

Gains and losses on disposal of tangible assets is included in the non-recurring items.

#### **Impairment**

On every closing date the Group reviews individual tangible asset items for any indication of impairment losses. An asset's carrying amount is written down immediately to its recoverable amount if it is greater than the recoverable amount.

The recoverable amount is defined for cash generating unit, and need for impairment is evaluated on the cash generating unit level. The recoverable amount is the higher of the asset's fair value less costs to sell or its value in use. The value in use is based on the expected discounted future net cash flows obtainable from the asset or cash-generating unit. A

# Impairment testing

The recoverable amounts of cash generating units have been determined in calculations based either on the value in-use or on the sale price less the expenses of the sale. The preparation of these calculations requires the use of estimates. Estimates are based on budgets and forecasts, which inherently contain some degree of uncertainty. The main uncertainty factors in calculations are the USD/EUR and JPY/EUR exchange rates, unit revenue, estimated sales volumes and jet fuel price. !!

- i = Content of the section
- A = Accounting principles
- ! = Critical accounting estimates

#### Tangible assets 2015

EUR mill.	Aircraft	Buildings and land	Other equip- ment	Advances	Total
Acquisition cost 1 Jan 2015	1,620.2	138.5	72.4	66.4	1,897.5
Additions	248.7	17.4	1.7	91.3	359.1
Disposals	-264.3	-113.3	-35.5		-413.1
Currency hedging of aircraft acquisitions				-14.7	-14.7
Reclassifications	57.1		11.7	-62.4	6.4
Transfer to assets held for sale	-311.3	-16.7			-328.0
Acquisition cost 31 Dec 2015	1,350.3	25.9	50.4	80.6	1,507.1
Accumulated depreciation and impairment 1 Jan 2015	-842.6	-108.4	-48.8		-999.7
Disposals	110.1	102.7	32.0		244.8
Depreciation for the financial year	-94.2	-3.6	-2.5	-3.1	-103.5
Depreciation in non-recurring items	-31.2	-9.2	-0.1		-40.4
Reclassifications			-2.3		-2.3
Transfer to assets held for sale	190.3	15.2			205.5
Accumulated depreciation and impairment 31 Dec 2015	-667.5	-3.3	-21.7	-3.1	-695.6
Book value 31 Dec 2015	682.8	22.6	28.7	77.5	811.6

The carrying value of rotable parts included in aircraft is 15.1 million euros (13.2). In addition, inventories include non-rotable aircraft parts of 10.1 million euros (13.1).

The value of aircraft that have been pledged as a security for external loans amount to 250.0 million euros (314.8). Currency hedging of aircraft acquisitions are described in Notes 3.5 Management of financial risks and 3.8 Derivatives.

#### **Tangible assets 2014**

EUR mill.	Aircraft	Buildings and land	Other equipment	Advances	Total
Acquisition cost 1 Jan 2014	2,052.2	148.8	75.7	66.0	2,342.7
Additions	56.2		1.0	86.3	143.4
Disposals	-361.3		-5.5		-366.8
Currency hedging of aircraft acquisitions				-64.1	-64.1
Reclassifications	19.7		1.2	-21.8	-0.9
Transfer to assets held for sale	-146.6	-10.3			-156.9
Acquisition cost 31 Dec 2014	1,620.2	138.5	72.4	66.4	1,897.5
Accumulated depreciation and impairment 1 Jan 2014	-888.0	-112.3	-49.8		-1,050.1
Disposals	132.9		5.4		138.3
Depreciation for the financial year	-123.2	-1.2	-4.1		-128.6
Depreciation in non-recurring items	-1.2		-0.2		-1.4
Transfer to assets held for sale	37.0	5.2			42.1
Accumulated depreciation and impairment 31 Dec 2014	-842.6	-108.4	-48.8		-999.7
Book value 31 Dec 2014	777.6	30.1	23.6	66.4	897.8

#### **Capitalised borrowing costs**

	Airc	raft	Adv	ances	Tota	ıl
EUR mill.	2015	2014	2015	2014	2015	2014
Book value 1 Jan			1.9		1.9	
Additions	2.2		5.0	1.9	7.1	1.9
Disposals	-1.9				-1.9	
Reclassifications	0.8		-0.8		0.0	
Book value 31 Dec	1.0		6.1	1.9	7.1	1.9

In 2015, borrowing costs of 7.1 million euros (1.9) were capitalised in tangible assets related to the Airbus A350 investment program. The interest rate used was 5.0 per cent, which represents the costs of the loan used to finance the investment. Capitalised borrowing costs on aircraft is not yet depreciated, because the A350 aircraft and spare engine were received at the end of financial year. Disposals are related to the sale and leasebacks of two A350 aircraft.

#### Impairment test

The impairment test of the aircraft based on the fair value has been done on the closing date. It did not cause any need for impairment. The test based on the fair value is sensitive to exchange rate EUR/USD and the weakening of the USD decreases the fair value of aircraft. The fair value of aircraft would still be higher than the carrying value, if the USD would weaken by 10 per cent.

#### 2.2 Leasing arrangements

# A The Group as the lessee

Lease agreements of tangible assets, where a substantial part of the risks and rewards of ownership are transferred to the Group, are classified as finance leases. Finance leases are capitalised at the commencement of the lease term at the lower of the fair value of the leased property and the present value of the minimum lease payments. A corresponding sum is recognised as a finance lease liability. The lease payments are allocated between finance expenses and the reduction of the outstanding liability. The corresponding rental obligations, net of finance charges, are included in the long-term or short-term interest-bearing liabilities. Asset items acquired under finance leases are depreciated over the shorter of the useful life of the asset or the lease term.

Lease agreements, where the lessor retains a substantial part of the risks and rewards, are classified as operating leases. Payments under operating leases are charged to the income statement over the lease term to lease payments for aircraft (not included in operational EBITDAR) or to other rents for facilities, purchased traffic and temporary aircraft leases.

#### The Group as the lessor

The agreements, where the Group is the lessor, are accounted for as operating leases, when a substantial part of the risks and rewards of ownership are not transferred to the lessee. The assets are included in the tangible assets and they are depreciated during their useful life. Depreciation is calculated using the same principles as the tangible assets for own use. Under the provisions of certain aircraft lease agreements, the lessee is required to pay a periodic maintenance reserve which accumulate funds for aircraft maintenance. Advaces received for maintenance are recognised as liability, which is charged, when maintenance is done.

The rents for premises are recognised in the income statement as other operating income over the lease term and the rents for aircraft as revenue.

#### Sale and leaseback transactions

If the sale and leaseback transaction is resulting in a finance lease agreement, the difference between the selling price and the carrying amount of the asset sold is deferred and amortised over the lease period. If the sale and leaseback transaction is resulting in an operating lease agreement, the difference between the selling price and the carrying amount of the asset sold is recognised in the income statement when the selling price is based on fair value. Otherwise the sales gain or loss is deferred and amortised over the lease period. \Lambda

A = Accounting principles

# Critical accounting estimates and sources of uncertainty

The classification of lease arrangements in the Group's Airline Business to financial and other leases requires management discretion in interpretation and application of accounting standards. Where the management has made a judgement that risks and rewards of ownership belong to the Group, the lease is treated as a financial lease, otherwise as other lease.

#### Finance lease arrangements

EUR mill.	Buildings	Aircraft	Other equipment	Total
Acquisition cost	4.2	197.2	8.4	209.8
Additions			0.7	0.7
Disposals	-3.6		-0.6	-4.2
Accumulated depreciation	-0.5	-68.0	-4.7	-73.3
Book value 31 Dec 2015	0.0	129.2	3.8	133.0
Acquisition cost	4.2	197.2	8.4	209.8
Accumulated depreciation	-0.4	-57.9	-4.1	-62.5
Book value 31 Dec 2014	3.7	139.3	4.3	147.3

Facilities in Kiinteistö Oyj Lentäjäntie 1 under finance lease arrangement were reclassified as operating lease arrangement in 2015.

#### Finance lease liabilities

	Minimum lea	Minimum lease payments Future finar		cial expenses	Present value of minimum lease payments	
EUR mill.	UR mill. 2015 2014		2015	2014	2015	2014
less than a year	17.5	17.5	1.3	2.1	16.2	15.4
1-5 years	68.8	70.3	3.1	6.0	65.7	64.3
more than 5 years	24.1	49.5	0.2	8.3	23.8	41.2
Total	110.3	137.4	4.6	16.4	105.7	121.0

Finance lease liabilities mainly include three Airbus A330 aircraft, whose minimum lease payments are 106.2 million euros (119.5), future financial expenses 4.5 million euros (7.1) and present value of minimum lease payments 101.7 million euros (112.5). In addition, liability includes finance lease agreements of ground transportation equipment, and at the end of 2014 also in Kiinteistö Oyj Lentäjäntie 1.

#### Other lease arrangements

#### Minimum lease payments for irrevocable lease agreements, the Group as lessee

	Airc	raft	t Premises and land		Other equipment	
EUR mill.	2015	2014	2015	2014	2015	2014
less than a year	128.6	89.5	24.5	20.2	5.5	6.3
1-5 years	426.5	253.6	80.3	75.4	11.1	2.6
more than 5 years	485.2	292.7	183.7	141.8		
Total	1,040.3	635.8	288.6	237.5	16.6	8.9

The Group has leased premises as well as aircraft and other fixed assets with irrevocable lease agreements. These agreements have different levels of renewal and other index-linked terms and conditions. The Group has leased 37 aircraft on leases of different lengths. Rental payments of aircraft have increased mainly because of the sale and leaseback of Embraer E190, ATR 72 and Airbus A350 aircraft.

#### Minimum lease payments for irrevocable lease agreements, the Group as lessor

	Airc	raft	Prem	ises	
EUR mill.	2015	2014	2015	2014	
less than a year	38.9	52.5	5.2	5.2	
1-5 years	33.9	87.3	20.9	22.0	
more than 5 years		0.2	37.1	43.6	
Total	72.8	140.0	63.2	70.8	

The Group has leased premises as well as aircraft with irrevocable lease agreements. These agreements have different levels of renewal and other index-linked terms and conditions. The Group has leased 30 aircraft on leases of different lengths. Irrevocable aircraft lease agreements have decreased due to terminating lease agreements of E170 aircraft at the beginning of 2016.

#### 2.3 Intangible assets

A Intangible assets are stated at historical cost less accumulated amortisation and impairment loss if applicable.

Intangible assets in Finnair at the end of 2015 amounted to 9.5 million euros (18.4) and the depreciations and impairments recognised in 2015 amounted to 4.6 million euros (5.7). Intangible assets mainly include computer software amounting to 6.2 million euros (8.9), and they are depreciated over useful life of 3–8 years. Other intangible assets mainly include connection fees which are not depreciated. The goodwill included in intangible assets amounts to 1.2 million euros (1.2) and based on impairment testing there was no indication of impairment at the end of 2015.

# 3 Capital structure and financing costs

#### 3.1 Financial income and expenses

i The notes related to financial assets, liabilities and equity have been gathered into the capital structure and financing costs-section in order to give a better overview of the Group's financial position. Note 'Earnings per share' has been added to the equity section. i

#### A Interest income and expenses

Interest income and expenses are recognised on a time-proportion basis using the effective interest method. Interest expense srelated to financing of significant investments are capitalised as part of the asset acquisition cost and depreciated over the useful life of the asset. More detailed information about financial assets can be found in Note 3.2 and about interest bearing liabilities in Note 3.3.

EUR mill.	2015	2014
Interest income from financial assets classified as held for trading	1.2	2.6
Other financial income	0.0	0.9
Financial income total	1.3	3.5
Interest expenses for financial liabilities valued at amortised acquisition cost	-1.3	-9.0
Interest on finance leases	-2.0	-2.5
Exchange gains and losses	-4.2	-0.6
Other financial expenses	-2.3	-14.8
Interest rate swaps, fair value hedges	5.2	5.8
Fair value adjustment to bond book value attributable to interest rate risk	-5.2	-5.8
Financial expenses total	-9.7	-26.9
Financial expenses, net	-8.4	-23.4

In the effectiveness testing of the Group's hedge accounting, both cash flow and fair value hedging were found to be efficient. Thus, as in the comparison year 2014, no inefficiency is included in the financial items for 2015. Financial income includes an identical amount of profit and loss for fair value hedging instruments and for hedging items resulting from the hedged risk. In 2015, the exchange gains and losses recognised in financial expenses consist of net realised exchange losses of 3.2 mil-

lion euro and unrealised net exchange losses of 1.9 million euros. During the year 2015, 7.1 million euros of interest was capitalised regarding the A350 investment program (1.9). Other financial expenses in 2014 include a write down of 10.8 million euros subordinated loan (including interest) given to the Nordic Regional Airlines group. More information about Nordic Regional Airlines can be found in Notes 4.5 Investments in associates and joint ventures and 4.6 Related party transactions, and about capitalised interest in Note 2.1 Tangible assets.

# i = Content of the section

#### 3.2 Financial assets

#### A Financial assets

In the Group, financial assets have been classified into the following categories according to the IAS 39 standard "Financial Instruments: Recognition and Measurement": financial assets at fair value through profit and loss (assets held for trading), held-to-maturity investments, loans and other receivables, as well as available-for-sale financial assets. The classification is made on the basis of the purpose of the acquisition of the financial assets in connection with the original acquisition. All purchases and sales of financial assets are recognised on the trade date.

The financial asset category recognised at fair value through profit and loss includes assets held for trading purposes and assets measured at fair value through profit and loss on initial recognition. Financial assets at fair value through profit and loss have mainly been acquired to obtain a gain from short-term changes in market prices. All those derivatives that do not fulfil the conditions for the application of hedge accounting are classified as financial assets at fair value through profit and loss and are valued at fair value in each financial statement. Realised and unrealised gains and losses arising from changes in fair value are recognised in the income statement in the period in which they arise. Financial assets at fair value through profit and loss as well as those maturing within 12 months are included in current assets.

In Finnair Group, unquoted shares are valued at their acquisition price in the absence of a reliable fair value.

Loan receivables and other receivables are recognised at amortised cost using the effective interest method. Loans and other receivables include trade receivables, deferred charges, other long-term receivables and security deposits for aircraft operational lease agreements.

Derecognition of financial assets takes place when the Group has lost its contractual right to receive cash flows or when it has substantially transferred the risks and rewards outside the Group.

#### Impairment of financial assets

At the end of each reporting period, the Group assesses whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has a reliably estimated impact on the estimated future cash flows of the financial asset or group of financial assets.

When a receivable is impaired, the Group reduces the carrying amount to its recoverable amount. The recoverable amount is the estimated future cash flow discounted at the original effective interest of the instrument. From there on, the reversal of the discount effect is booked as interest income. The loss is recognised in profit and loss. Interest income on impaired loans is recognised using the original effective interest rate.

#### Cash and cash equivalents

Cash and cash equivalents consist of cash reserves and short-term bank deposits with a maturity of less than three months. Foreign exchange-denominated items have been converted to euros using the closing date mid-market exchange rates A

A = Accounting principles

#### 3.2.1 Other current financial assets

EUR mill.	2015	2014
Commercial papers, certificates and bonds	382.6	287.9
Money market funds	35.7	35.5
Deposits, maturing in more than 3 months	9.4	9.4
Total	427.7	332.8
Ratings of counterparties		
Better than A	12.4	26.6
A	170.9	134.0
BBB	129.5	49.0
BB	5.0	10.0
Unrated	109.9	113.3
Total	427.7	332.8

The Group's financial asset investments and risk management policy are described in more detail in Note 3.5 Management of financial risks. The IFRS classifications and fair values of financial assets are presented in Note 3.6 Classification of financial assets and liabilities.

#### 3.2.2 Cash and cash equivalents

EUR mill.	2015	2014
Cash and bank deposits	270.5	63.1
Deposits, maturing in less than 3 months	10.1	30.2
Total	280.5	93.4

The items include cash and bank deposits realised on demand. Foreign currency cash and bank deposits have been valued using the closing date mid-market exchange rates. The reconciliation of cash and cash equivalents is illustrated in the notes of the consolidated cash flow statement.

#### 3.3 Financial liabilities

#### A Financial liabilities

Financial liabilities are initially recognised at fair value on the basis of the original consideration received. Transaction costs have been included in the original book value of the financial liabilities. Thereafter, all non-derivative financial liabilities are valued at amortised cost using the effective interest method. Financial liabilities are included in long- and short-term liabilities and they can be interest-bearing or non-interest-bearing. Loans that are due for payment within 12 months are presented in the short-term liabilities.

Foreign currency loans are valued at the mid-market exchange rate on the closing date and translation differences are recognised in the financial items.

Accounts payable are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method. Derecognition of financial liabilities takes place when the Group has fulfilled the contractual obligations. A

#### **Non-current liabilities**

EUR mill.	2015	2014
Bank loans	26.3	76.8
Bonds	155.2	155.3
Finance lease liabilities	89.6	105.6
Interest-bearing liabilities total	271.0	337.7
Non-interest-bearing liabilities	15.8	22.1
Total	286.8	359.8

Non-interest-bearing liabilities mainly include leases and maintenance reserves related to the aircraft leased to other airlines.

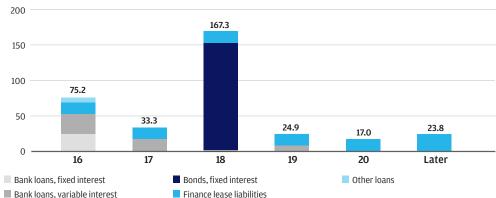
#### **Current interest-bearing liabilities**

EUR mill.	2015	2014
Bank loans	51.9	39.7
Commercial papers	0.0	28.0
Finance lease liabilities	16.2	15.4
Other loans	7.1	6.8
Total	75.2	89.9

Maturity dates of interest-bearing financial							
liabilities 31 Dec 2015 EUR mill.	2016	2017	2018	2019	2020	Later	Total
Bank loans, fixed interest	23.8	0.0	0.0	0.0	0.0	0.0	23.8
Bank loans, variable interest	28.2	17.2	1.2	8.3	0.0	0.0	54.9
Bonds	0.0	0.0	150.0	0.0	0.0	0.0	150.0
Commercial papers	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Finance lease liabilities	16.2	16.1	16.1	16.6	17.0	23.8	105.7
Other loans	7.1	0.0	0.0	0.0	0.0	0.0	7.1
Interest-bearing financial liabilities total	75.2	33.3	167.3	24.9	17.0	23.8	341.5
Payments from currency derivatives	1,022.0	431.3	0.0	0.0	0.0	0.0	1,453.3
Income from currency derivatives	-1,098.5	-501.5	0.0	0.0	0.0	0.0	-1,600.0
Commodity derivatives	147.6	23.4	0.1	0.0	0.0	0.0	171.1
Interest rate derivatives	0.0	0.2	-5.2	0.0	0.0	0.0	-5.0
Equity derivatives	0.0	0.0	0.0	-4.1	0.0	0.0	-4.1
Trade payables and other liabilities	872.8	0.0	0.0	0.0	0.0	0.0	872.8
Interest payments	6.2	5.7	5.6	0.1	0.0	0.0	17.5
Total	1,025.2	-7.6	167.8	20.8	17.0	23.8	1,247.0

### Maturity dates of interest-bearing financial liabilities





Maturity dates of interest-bearing financial							
liabilities 31 Dec 2014 EUR mill.	2015	2016	2017	2018	2019	Later	Total
Bank loans, fixed interest	23.5	23.8	0.0	0.0	0.0	0.0	47.3
Bank loans, variable interest	16.2	15.2	12.7	10.3	14.8	0.0	69.2
Bonds	0.0	0.0	0.0	150.0	0.0	0.0	150.0
Commercial papers	28.0	0.0	0.0	0.0	0.0	0.0	28.0
Finance lease liabilities	15.4	15.3	15.9	16.4	16.7	41.2	121.0
Other loans	6.8	0.0	0.0	0.0	0.0	0.0	6.8
Interest-bearing financial liabilities total	89.9	54.3	28.6	176.7	31.5	41.2	422.2
Payments from currency derivatives	914.9	291.5	214.4	0.0	0.0	0.0	1,420.8
Income from currency derivatives	-1,010.4	-323.2	-247.1	0.0	0.0	0.0	-1,580.7
Commodity derivatives	152.2	38.2	0.0	0.0	0.0	0.0	190.4
Interest rate derivatives	2.5	0.0	0.6	-5.8	0.0	0.0	-2.7
Equity derivatives	0.0	0.0	0.0	0.0	-0.6	0.0	-0.6
Trade payables and other liabilities	600.8	0.0	0.0	0.0	0.0	0.0	600.8
Interest payments	9.4	6.8	6.1	6.1	0.1	0.0	28.5
Total	759.4	67.5	2.7	176.9	31.0	41.2	1,078.7

Part of the loans are secured by bank guarantees. Bank loan repayments include 23.8 million euros secured debt payments in the year 2016. Bank loans include a long-term currency and interest rate swap that hedges one loan. The interest rate re-fixing period for variable interest loans is three or six months. The fixed interest bond maturing in 2018 does not include the 5.2 million euros market value of the interest rate swap. Additionally, the bond does not include the amortised cost of 0.4 million euro which was paid in 2013. Therefore, the total amount of interest-bearing financial liabilities differs from the book value by the amount equal to the market value of the interest rate swap and the amortised cost. The minimum lease payments, discount values and present values of finance lease liabilities are presented in Note 2.2 Leasing arrangements.

The currency mix of interest-bearing liabilities (including cross currency interest rate swaps) is as follows:

EUR mill.	2015	2014
EUR	328.2	407.3
USD	18.1	20.2
Total	346.3	427.6

The weighted average effective interest rate on interest-bearing long-term liabilities was 3.4 % (3.3).

#### Interest rate re-fixing period of interest-bearing liabilities

	2015	2014
Up to 6 months	93.1%	87.7%
6-12 months	0.0%	0.0%
1-5 years	6.9%	11.3%
More than 5 years	0.0%	1.0%
Total	100.0%	100.0%

### 3.4 Contingent liabilities

EUR mill.	2015	2014
Other pledges given on own behalf	160.1	181.1
Guarantees on behalf of group companies	67.0	72.8
Guarantees on behalf of others	0.1	2.2
Total	227.2	256.1

#### 3.5 Management of financial risks

#### **Principles of financial risk management**

The nature of Finnair Group's business operations exposes the company to a variety of financial risks: foreign exchange, interest rate, credit and liquidity, and commodity price risks. The Group's policy is to limit the uncertainty caused by such risks on cash flow, financial performance and equity.

The management of financial risks is based on the risk management policy approved by the Board of Directors. The policy specifies the minimum and maximum levels permitted for each type of risk. Financial risk management is directed and supervised by the Financial Risk Steering Group. Practical implementation of risk management policy and risk management have been centralised to the parent company's finance department.

In the risk management of foreign exchange, interest rate, jet fuel positions, and electricity price risk, the company uses different derivative instruments, such as forward contracts, swaps and options. At inception, derivatives are designated as hedges for future cash flows (cash flow hedges), hedges for firm orders (hedges of the fair value of firm commitments) or as financial derivatives not qualifying for hedge accounting (economic hedges). In terms of the hedging of future cash flows (cash flow hedging), Finnair Group implements foreign exchange hedging of lease payments, interest rate hedging of the issued bond (fair value hedging), hedging of the jet fuel price and foreign exchange risks and hedging of the electricity price risk and as hedges of the fair value of firm commitment aircraft purchases, in accordance with the hedge accounting principles of IAS 39.

#### Fuel price risk in flight operations

Fuel price risk means the cash flow and financial performance uncertainty arising from fuel price fluctuations.

Finnair hedges against jet fuel price fluctuations using jet fuel forward contracts and options. As the underlying asset of jet fuel derivatives, the Jet Fuel CIF Cargoes NWE index is used, as over 60 per cent of Finnair's fuel purchase contracts are based on the benchmark price index for North and West Europe jet fuel deliveries.

Finnair applies the principle of time-diversification in its fuel hedging. According to the risk management policy, the hedging horizon is two years. The risk management policy states that hedging must be increased during each quarter of the year so that the hedge ratio for Finnair's Scheduled Passenger Traffic is more than 60 per cent for the first six months and thereafter, a lower hedge ratio applies for each period. By allocating the hedging, the fuel cost per period is not as low as the spot-based price when prices fall, but when spot prices rise the fuel cost rises more slowly.

In terms of accounting, Finnair recognises jet fuel hedges in two different ways. The hedges of the first approximately 40 percentage points of consumption per period are treated as cash-flow hedges in accounting, in accordance with the hedge accounting principles of IAS 39. Changes in the fair value of derivatives defined as cash-flow hedges, in accordance with IAS 39, are posted directly in the fair value reserve in equity. The change in fair value recognised in the hedging reserve in equity is reversed into the income statement at the same time as the hedged transaction is realised. Changes in the fair value of hedges excluded from hedge accounting - which do not fulfil the hedge accounting criteria of IAS 39 - are recognised in the fair value changes in derivatives over the tenor time of the derivative.

At the end of the financial year, Finnair had hedged 67 per cent of its fuel purchases for the first six months of 2016 and 53 per cent of the purchases for the second half of the year. In the financial year 2015, fuel used in flight operations accounted for approximately one fourth compared to the Group's revenue. At the end of the financial year, the forecast for 2016 is approximately one fifth compared to the Group's revenue. On the closing date, a 10 per cent rise in the market price of jet fuel - excluding hedging activity calculated using Scheduled Passenger Traffic's forecasted flights - increases annual fuel

costs by an estimated 32 million euros. On the closing date - taking hedging into account - a 10 per cent rise in fuel lowers operating profit by around 14 million euros. The situation as of 31 December 2015 represents the mean of a calendar year.

#### Foreign exchange risk

Foreign exchange risk means the uncertainty in cash flows and financial performance arising from exchange rate fluctuations. Finnair Group's foreign exchange risk mainly arises from fuel and aircraft purchases, aircraft lease payments and foreign currency sales revenue. Somewhat less than 60 per cent of the Group's revenue is denominated in euros. The most important foreign sales currencies are Japanese yen (8 per cent, percentage of revenue), Chinese yuan (7 per cent, Swedish krona (5 per cent) and US dollar (3 per cent). Approximately half of the Group's operating costs are denominated in foreign currencies. The most important purchasing currency is US dollar, which accounts for somewhat over 40 per cent of all operating costs. Significant dollar-denominated expenses are fuel costs and aircraft lease payments. The largest investments – aircraft and their spare parts – also mainly take place in US dollars.

The risk management policy divides the foreign exchange position into two parts, a profit and loss position and an investment position.

The profit and loss position mainly consists of dollar-denominated expenses and revenue in a number of different currencies. The purpose of currency risk hedging - for P&L exposure - is to cut the volatility of cash flows and operating income due to fluctuating currency prices. This is done using a layered hedging strategy for the two biggest currencies and utilising diversification benefits of the portfolio of various currencies. The hedging limits are set only for the main contributors of currency risk: the US dollar and the Japanese yen. For these two currencies, the hedging horizon is two years, which is divided into four six-month periods. In order to achieve time diversification, the minimum hedge ratio for the closest sixmonth period is 60 per cent with a decreasing slope ending at zero per cent for the fourth six-month period. Even though the policy does not require hedging of smaller currency flows, it is allowed, in which case the layered hedging strategy is partially applied although no minimum hedging ratio is required.

The investment position includes all foreign exchange-denominated aircraft investments for which a binding procurement contract has been signed. According to the risk management policy, at least half of the investments recognised in the balance sheet must be hedged after the signing of a firm order. New hedges in the investment position will be made as an IAS 39 fair value hedge of a firm commitment.

At the end of the financial year, Finnair had a hedge ratio of 81 per cent in the USD-basket and 67 per cent in JPY for the coming 12 months. On the closing date - excluding hedges - a 10 per cent strengthening of the US dollar against the euro has a negative impact on the annual result of around 56 million euros and a 10 per cent weakening of the Japanese yen against the euro has a negative impact on the annual result of around 18 million euros. On the closing date - taking hedging into account – a 10 per cent strengthening of the US dollar weakens the result by around 10 million euros and a 10 per cent weakening of the Japanese yen weakens the result by around 9 million euros. In the above numbers, the USD-basket risk also includes the Chinese yuan and the Hong Kong dollar, whose historical correlation with the dollar is high. The situation as of 31 December 2015 well represents the mean of a calendar year.

#### Interest rate risk

Interest rate risk means the cash flow and financial performance uncertainty arising from interest rate fluctuations.

In Finnair Group the interest rate risk is measured using the interest rate re-fixing period. If necessary, interest rate derivatives are used to adjust the interest rate re-fixing period. According to the risk management policy, the mandate for the investment portfolio's interest rate re-fixing period is 0-12 months and for interest-bearing liabilities 0-24 months. On the closing date the investment portfolio's interest rate re-fixing period was approximately 4 months and approximately 3 months for interest-bearing liabilities. On the closing date, a one percentage point rise in interest rates increases the annual interest income of the investment portfolio by approximately 2.9 million euros and the interest expenses of the loan portfolio by approximately 2.6 million euros. The situation as of December 31 well represents the mean of a calendar year.

Borrowings issued at fixed rates expose the group to fair value interest rate risk. The group is applying hedge accounting (fair value hedge) in order to hedge the fair value interest rate risk of its 150 million euro fixed rate unsecured bond issued in August 2013.

Future lease agreements expose the group to interest rate risk, as the interest rate is one component of the lease price. The interest rate is fixed when the lease payments start. If necessary, the group can hedge this exposure with cash flow hedges.

#### Credit risk

The Group is exposed to counterparty risk when investing its cash reserves and when using derivative instruments. The credit risk is managed by only making contracts with financially sound domestic and foreign banks, financial institutions and brokers, within the framework of risk management policy of counterparty risk limits. Liquid assets are also invested in bonds and commercial papers issued by conservatively selected companies, according to company-specific limits. This way, the risks towards single counterparties are not significant. Change in the fair value of Group loans rise from changes in FX and interest rates, not from credit risk. The Groups' maximum exposure to credit risk is other financial assets are presented in Note 3.2.1 Other current financial assets, cash and cash equivalents presented in Note 3.2.2 and trade receivables presented in Note 1.2.3.

#### Liquidity risk

The goal of Finnair Group is to maintain good liquidity. Liquidity is ensured by cash reserves, bank account limits, liquid money market investments and committed credit facilities. With respect to aircraft acquisitions, the company policy is to secure financing, for example through committed loans, at a minimum of four months prior to delivery. Counterparties of Groups' long term loans are solid financial institutions with good reputation.

The Group's liquid assets were 708.2 million euros at the end of financial year 2015. Finnair Plc has a domestic commercial paper program of 200 million euros, which was not in use on the closing date. In addition, Finnair has a 180 million euros committed credit facility unused. The credit facility includes a finance covenant based on adjusted gearing. The covenant level of adjusted gearing is 175 per cent, while at the closing date the figure was 45.8 per cent. The maximum level set by the Board of Directors is 175 per cent.

### **Capital management**

The aim of the Group's capital management is, with the aid of an optimum capital structure, to support business operations by ensuring normal operating conditions and to increase shareholder value with the best possible return being the goal. An optimal capital structure also ensures lower capital costs. The capital structure is influenced via, for example, dividend distribution, share issues, and other equity-like capital transactions. The Group can vary and adjust the level of dividends paid to shareholders, the amount of capital returned to them or the number of new shares issued. The Group can also decide on sales of asset items in order to reduce debt. Respectively, Finnair can decide on payments of interest and capital of the hybrid bond. The aim of Finnair's dividend policy is to pay on average at least one third of the earnings per share as dividend during an economic cycle.

The development of the Group's capital structure is continuously monitored using the adjusted gearing. When calculating adjusted gearing, adjusted interest-bearing net debt is divided by the amount of shareholders' equity. The Group's adjusted gearing at the end of 2015 was 45.8 per cent (107.5).

#### Sensitivity analysis of the fair value reserve

If the price of Jet fuel CIF NWE had been 10 per cent higher, the balance of the reserve would have been 21.2 million euros (26.7) higher. Correspondingly, a 10 per cent weaker Jet fuel CIF NWE price would have reduced the reserve by 21.2 million euros (26.7). In terms of the US dollar, a 10 per cent weaker level would have lowered the balance of the fair value reserve by 50.3 million euros (53.2) and a 10 per cent stronger dollar would have had a positive impact of 50.3 million euros (53.2). Electricity price hedging was ineffective at the end of the year 2015, thus their valuation would have had no impact to the balance of the fair value reserve (0.0). The effect of change in interests to the fair value reserve in own equity is not essential. The enclosed sensitivity figures do not take into account any change in deferred tax liability (tax assets).

#### 3.6 Classification of financial assets and liabilities

EUR mill.	Hedge accounting items	Financial assets at fair value through profit and loss	Available for sale financial assets	Loans and receivables	Valued at amortised cost	Book value
31 Dec 2015						
Financial assets						
Receivables			0.4	8.3		8.7
Other financial assets		418.3		9.4		427.7
Trade receivables and other receivables				208.5		208.5
Derivatives	134.2	21.5				155.7
Cash and cash equivalents				280.5		280.5
Book value total	134.2	439.8	0.4	506.7		1,081.1
Fair value total	134.2	439.8	0.4	506.7		1,081.1
Financial liabilities						
Interest bearing liabilities					240.5	240.5
Finance lease liabilities					105.7	105.7
Derivatives	143.4	37.2				180.6
Trade payables and other liabilities				15.8	682.0	697.8
Book value total	143.4	37.2		15.8	1,028.3	1,224.6
Fair value total	143.4	37.2		15.8	1,028.3	1,224.7

In this note interest rate derivatives (currency and interest-rate swaps) are included in derivatives. In other notes they are included in bank loans. The item other financial assets mainly includes USD-denominated security deposits for leased aircraft. Trade payables and other liabilities include: trade payables, deferred expenses, pension obligations as well non-interest-bearing liabilities.

Derivatives are valued at fair value, with further details in the fair value hierarchy. Financial assets valued at fair value are money market funds (fair value hierarchy level 1) and bonds, or commercial papers (fair value hierarchy level 2). Loans and receivables are mainly current and the book value is equivalent to the fair value, because the discount effect is not significant. The current portions of loans valued at amortised cost is 75 million euro and the book value is equivalent to the fair value, because the discount effect is not significant. The issued bond makes the most significant part of the non-current loans valued at amortised cost. The bond was quoted at 103.5 per cent as per 31 December 2015, which explains the difference between book value and fair value. The valuation principles of financial assets and liabilities are outlined in the accounting principles.

EUR mill.	Hedge accounting items	Financial assets at fair value through profit and loss	Available for sale financial assets	Loans and receivables	Valued at amortised cost	Book value
31 Dec 2014						
Financial assets						
Receivables			0.4	8.7		9.2
Other financial assets		323.4		9.4		332.8
Trade receivables and other receivables				194.0		194.0
Derivatives	126.1	37.6				163.7
Cash and cash equivalents				93.4		93.4
Book value total	126.1	361.0	0.4	305.6		793.0
Fair value total	126.1	361.0	0.4	305.6		793.0
Financial liabilities						
Interest bearing liabilities					306.6	306.6
Finance lease liabilities					121.0	121.0
Derivatives	147.2	51.9				199.1
Trade payables and other liabilities				22.1	600.8	623.0
Book value total	147.2	51.9		22.1	1,028.4	1,249.7
Fair value total	147.2	51.9		22.1	1,028.8	1,250.1

### Fair value hierarchy of financial assets and liabilities valued at fair value

#### Fair values at the end of the reporting period

EUR mill.	31 Dec 2015	Level 1	Level 2
Assets			
Financial assets at fair value through profit and loss			
Securities held for trading	418.3	35.7	382.6
Derivatives held for trading			
Interest rate swaps	5.2		5.2
- of which in fair value hedge accounting	5.2		5.2
Currency derivatives	144.2		144.2
- of which in fair value hedge accounting	81.3		81.3
- of which in cash flow hedge accounting	42.0		42.0
Commodity derivatives	0.6		0.6
Equity derivatives	5.6		5.6
- of which in fair value hedge accounting	5.6		5.6
Total	574.0	35.7	538.3
Liabilities			
Financial liabilities recognised at fair value through profit and loss			
Derivatives held for trading			
Interest rate swaps	0.3		0.3
- of which in fair value hedge accounting	0.1		0.1
Currency derivatives	7.3		7.3
- of which in fair value hedge accounting	0.4		0.4
- of which in cash flow hedge accounting	0.8		0.8
Commodity derivatives	171.6		171.6
- of which in cash flow hedge accounting	140.8		140.8
Equity derivatives	1.4		1.4
- of which in fair value hedge accounting	1.4		1.4
Total	180.6		180.6

During the financial year, no significant transfers took place between fair value hierarchy Levels 1 and 2.

The fair values of hierarchy Level 1 are fully based on quoted (unadjusted) prices in active markets of the same assets and liabilities.

The fair values of Level 2 instruments are, to a significant extent, based on input data other than the quoted prices included in Level 1, but still mainly based on directly observable data (price) or indirectly observable data (derived from price) for the particular asset or liability.

The fair value hierarchy level, to which a certain item valued at fair value is classified in its entirety, is determined in accordance with the requirements of IFRS 7, based on the lowest level of input significant to the overall fair value of the particular item. The significance of the input data has been assessed in its entirety in relation to the particular item valued at fair value.

#### 3.7 Offsetting financial assets and liabilities

EUR mill.	2015	2014
Derivative assets gross amounts	155.8	163.7
Gross amounts of recognised financial liabilities set off in the balance sheet	0.0	0.0
Net amounts of financial assets presented in the balance sheet	155.8	163.7
Enforceable master netting agreement	-61.6	-63.5
Derivative assets net amount	94.2	100.2
Derivative liabilities gross amounts	180.7	199.1
Gross amounts of recognised financial assets set off in the balance sheet	0.0	0.0
Net amounts of financial liabilities presented in the balance sheet	180.7	199.1
Enforceable master netting agreement	-61.6	-63.5
Derivative liabilities net amount	119.1	135.6

For the above financial assets and liabilities, subject to enforceable master netting arrangements or similar arrangements, each agreement between the Group and the counterparty allows net settlement of the relevant financial assets and liabilities when both parties choose to settle on a net basis. In the absence of such mutual decision, financial assets and liabilities will be settled on a gross basis. However, each party of the master netting agreement, or similar agreement, will have the option to settle on a net basis in the event of default of the other party. Depending on the terms of each agreement, an event of default includes failure by a party to make payment when due, failure by a party to perform any obligation required by the agreement (other than payment), if such failure is not remedied within periods of 30 to 60 days after notice of such failure is given to the party, or bankruptcy.

#### 3.8 Derivatives

#### A Derivative contracts and hedge accounting

According to its risk management policy, Finnair Group uses foreign exchange, interest rate and commodity derivatives to reduce the exchange rate, interest rate and commodity risks which arise from the Group's balance sheet items, currency denominated purchase agreements, anticipated currency denominated purchases and sales as well as future jet fuel purchases.

The derivatives are initially recognised at original acquisition cost (fair value) in the balance sheet and thereafter subsequently valued at fair value in each financial statement and interim report. The fair values of the derivatives are based on the value, at which the instrument could be exchanged between knowledgeable, willing and independent parties, with no compulsion to sell or buy in the sales situation. The fair values of derivatives are determined as follows:

The fair values of all derivatives are calculated using the exchange rates, interest rates, volatilities and commodity price quotations on the closing date. The fair values of currency forward contracts are calculated as the present value of future cash flows. The fair values of currency options are calculated using generally accepted option valuation models. The fair values of interest rate swap contracts are calculated as the present value of future cash flows. The fair values of interest rate and currency swap contracts are calculated as the present value of future cash flows. The fair values of interest rate options are calculated using generally accepted option valuation models. The fair values of commodity forward contracts are calculated. ed as the present value of future cash flows. The fair values of commodity options are calculated using generally accepted option valuation models.

Gains and losses arising from changes in the fair value are presented in the financial statements according to the original classification of the derivative. Gains and losses on derivatives qualifying for hedge accounting are recognised in accordance with the underlying asset being hedged. At inception, derivative contracts are designated as future cash flows hedges, hedges of binding purchase contracts (cash flow hedges or fair value hedges) or as derivatives not meeting the hedge accounting criteria or to which hedge accounting is not applied (economic hedges). Hedging of the fair value of net investments of foreign units or embedded derivatives have not been used.

At the inception of hedge accounting, Finnair Group documents the relationship between the hedged item and the hedging instrument, as well as the Group's risk management objectives and the strategy for the inception of hedging. At the inception of hedging, and at least at the time of each financial statement, the Group documents and assesses the effectiveness of hedge relationships by examining the capacity of the hedging instrument to offset changes in the fair value of the hedged item or changes in cash flows. The values of derivatives in a hedging relationship are presented in the balance sheet item short-term financial asset and liabilities.

Finnair Group implements the IFRS hedge accounting principles in the hedging of future cash flows (cash flow hedging). The principles are applied to the price and foreign currency risk of electricity, the foreign currency and interest rate risk of aircraft lease payments and aircraft purchases.

The change in the fair value of the effective portion of derivative instruments that fulfil the terms of cash flow hedging are directly recognised in the fair value reserve of other comprehensive income, to the extent that the requirements for the application of hedge accounting have been fulfilled. The gains and losses, recognised in fair value reserve, are transferred to the income statement in the period in which the hedged item is recognised in the income statement. When an instrument acquired for the hedging of cash flow matures or is sold, or when the criteria for hedge accounting are no longer fulfilled, the gain or loss accrued from hedging instruments remains in equity until the forecast transaction takes place. The gain or loss regarding lease payment interest rate hedges will be accrued from fair value reserve to the income statement through the whole lease period. However, if the forecasted hedged transaction is no longer expected to occur, the gain or loss accrued in equity is immediately recognised in the income statement.

The effectiveness of hedging is tested on a quarterly basis. The effective portion of hedges is recognised in the fair value reserve of other comprehensive income, from which it is transferred to the income statement when the hedged item is realised or, in terms of investments, as an acquisition cost adjustment.

Fair value hedging is implemented on firm orders of new aircraft, in order to hedge the fixed interest rate bond, and to hedge the incentive plan negotiated with pilots. The binding purchase agreements for new aircraft are treated as firm commitments under IFRS, and therefore, the fair value changes of the hedged part arising from foreign currency movements are recognised in the balance sheet as an asset item and corresponding gains or losses recognised through profit and loss. Similarly the fair value of instruments hedging these purchases is presented in the balance sheet as a liability or receivable and the change in fair value is recognised through profit and loss.

In relation to the incentive plan negotiated with the pilots in October 2014, Finnair entered into an agreement where the market price of Finnair share has an effect at the end of the plan. Finnair group has hedged, the amount exceeding 12 million euros of the possible cost effect of this plan, with stock options. Fair value hedging is applied on the hedges. The unrealised fair value changes of the options are recognised as liability or receivable in the balance sheet, and in the income statement, the realised and unrealised hedging results are recognised in the staff costs. Similarly, the incentive plan is treated as a firm commitment under IFRS. The unrealised and the realised fair value change of the incentive plan is recognised in the staff costs in the income statement and the corresponding unrealised fair value as a liability or receivable in the balance sheet.

The gain or loss related to the effective portion of the interest rate swap, which hedges the fixed interest rate bond, is recognised as financial income or expenses in the income statement. The gain or loss related to the ineffective portion is recognised within other operating income and expenses in the income statement. The changes in fair value, attributable to the interest rate risik, of the fixed-interest rate loans, is recognised in the financial expenses in the income statement.

If the hedge no longer meets the criteria for hedge accounting, the adjustment to the carrying amount of a hedged item, for which the effective interest method is used, is amortised to profit or loss over the period to maturity.

Finnair Group uses foreign exchange and interest rate swap contracts in the hedging of the interest rate and foreign exchange risks of foreign currency denominated loans. The translation difference arising from foreign exchange and interest-rate swap contracts that fulfil the conditions of hedge accounting is recognised concurrently against the translation difference arising from the loan. Other changes in fair value are recognised in terms of the effective portion in the fair value reserve of other comprehensive income. Interest income and expenses are recognised in financial income and expenses.

Finnair Group uses jet fuel swaps (forward contracts) and options in the hedging of jet fuel price risk. Changes in the fair value of jet fuel hedging derivatives, which are defined as cash-flow hedges and fulfil the requirements of IFRS hedge accounting, are recognised directly in the fair value reserve of other comprehensive income. Accrued derivative gains and losses, recognised in shareholders' equity, are recognised as income or expense in the income statement, in the same financial period as the hedged item is recognised in the income statement. If a forecasted cash flow is no longer expected to occur, and the IFRS hedge accounting criteria are not fulfilled, the fair value changes and the accrued gains and losses, reported in shareholders' equity, are presented in the non-recurring items for the financial period in the income statement, during the tenor time.

Finnair Group uses electricity derivative contracts in the hedging of electricity price risk. The electricity price risk hedges are recognised as cash flow hedges. Changes in the fair value of derivatives, defined as cash-flow hedges in accordance with IFRS, are recognised in the fair value reserve of other comprehensive income. The recognised change in fair value is reversed into the income statement in the same period as the hedged transaction. Changes in the fair value of hedges excluded from hedge accounting (which do not fulfil the IFRS hedge accounting criteria) are recognised in other operating expenses over the tenor time of the derivative.

The change in the fair value of derivatives, not qualifying for hedge accounting and which are hedges of operational cash flows, are recognised in fair value changes in derivatives in the income statement. Changes in the fair value of interest rate derivatives, not qualifying for hedge accounting, are recognised in the income statement's financial income and expenses. A

		201	5			201	.4	
		Positive	Negative	Fair		Positive		
EUR mill.	Nominal value	fair values	fair values	net value	Nominal value	fair values	fair values	Fair net value
Currency derivatives								
Jet fuel currency hedging	331.6	23.8	-0.7	23.1	385.4	35.9	0.0	35.9
Fair value hedging of aircraft acquisitions	782.4	81.3	-0.4	81.0	657.6	66.3	0.0	66.3
Hedging of lease payments	171.2	18.2	-0.1	18.1	146.6	15.0	0.0	15.0
Hedge accounting items total	1,285.3	123.4	-1.2	122.2	1,189.6	117.1	0.0	117.1
Operational cash-flow hedging (forward contracts)	307.5	16.8	-2.0	14.8	370.4	29.5	-0.1	29.5
Operational cash-flow hedging (bought options)	180.4	3.7	0.0	3.7	110.2	7.1	0.0	7.1
Operational cash-flow hedging (sold options)	318.5	0.0	-4.1	-4.1	178.0	0.0	-3.0	-3.0
Balance sheet hedging (forward contracts)	11.5	0.4	0.0	0.4	13.7	0.9	0.0	0.9
Items outside hedge accounting total	817.8	20.9	-6.1	14.7	672.2	37.5	-3.0	34.5
Currency derivatives total	2,103.1	144.2	-7.3	136.9	1,861.8	154.6	-3.0	151.6
Commodity derivatives								
Jet fuel forward contracts, tonnes	559,000	0.0	-140.7	-140.7	534,700	0.0	-142.3	-142.3
Electricity derivatives, MWh	13,140	0.0	0.0	0.0	30,220	0.0	-0.1	0.0
Hedge accounting items total		0.0	-140.8	-140.8		0.0	-142.3	-142.3
Jet fuel forward contracts, tonnes	26,000	0.0	-4.2	-4.2	33,500	0.0	-8.6	-8.6
Bought options, jet fuel, tonnes	178,000	0.6	0.0	0.6	162,500	0.1	0.0	0.1
Sold options, jet fuel, tonnes	329,000	0.0	-26.2	-26.2	171,500	0.0	-39.3	-39.3
Electricity derivatives, MWh	26,352	0.0	-0.3	-0.3	46,904	0.0	-0.3	-0.3
Items outside hedge accounting total		0.6	-30.8	-30.2		0.1	-48.2	-48.1
Commodity derivatives total		0.6	-171.6	-170.9		0.2	-190.5	-190.4
Interest rate derivatives								
Interest rate swaps	150.0	5.2	-0.1	5.2	150.0	5.9	-0.1	5.8
Bought options	0.0	0.0	0.0	0.0	123.5	2.3	0.0	2.3
Sold options	0.0	0.0	0.0	0.0	123.5	0.0	-4.8	-4.8
Hedge accounting items total	150.0	5.2	-0.1	5.2	397.1	8.2	-4.8	3.4
Cross currency interest rate swaps	7.1	0.0	-0.2	-0.2	11.6	0.0	-0.6	-0.6
Interest rate swaps	0.0	0.0	0.0	0.0	25.0	0.0	-0.1	-0.1
Items outside hedge accounting total	7.1	0.0	-0.2	-0.2	36.6	0.0	-0.7	-0.7
Interest rate derivatives total	157.1	5.2	-0.3	5.0	433.7	8.2	-5.5	2.7
Equity derivatives								
Bought options, millions	3.0	5.6	0.0	5.6	3.0	0.7	0.0	0.7
Sold options, millions	3.0	0.0	-1.4	-1.4	3.0	0.0	-0.1	-0.1
Hedge accounting items total	6.0	5.6	-1.4	4.1	6.0	0.7	-0.1	0.6
Equity derivatives total	6.0	5.6	-1.4	4.1	6.0	0.7	-0.1	0.6
Derivatives total*		155.7	-180.6	-24.9		163.7	-199.1	-35.4

<sup>\*</sup> The positive/negative fair value of derivatives 31 December 2015 are shown as balance sheet receivables and liabilities.

#### **Ratings of derivative counterparties**

EUR mill.	2015	2014
Better than A	31.9	34.4
A	-47.3	-53.1
BBB	-9.5	-16.7
BB	-	-
Unrated	-	-
Total	-24.9	-35.4

#### Realised derivatives in operational expenses

EUR mill.		2015	2014
Jet fuel hedging	Fuel costs	77.6	15.0
Hedging of lease payments	Lease payments for aircraft	-15.7	-1.2
Expenses of hedge accounting ite	ms total	61.9	13.8
Jet fuel hedging	Fuel costs	59.4	3.8
Operational cash flow hedging	Other expenses	-33.4	-15.4
Electricity derivatives	Other expenses	0.7	0.4
Expenses of items outside hedge	accounting total	26.7	-11.3
Total		88.5	2.6

#### 3.9 Equity-related information

#### A Shareholders' equity

The nominal value of shares has been recognised in the share capital before an amendment to the Articles of Association registered on 22 March 2007. Share issue profit and gains related to sale of own shares have been recognised in other restricted funds before the change in the Limited Liability Company Act in 2006.

The subscription proceeds from the 2007 share issue less transaction costs after taxes as well as share-based payments according to IFRS 2 have been recognised in the unrestricted equity funds.

Hedging reserve and other OCI items include changes in the fair value of derivative instruments used in cash-flow hedging, in addition to actuarial gains and losses related to defined benefit pension plans, and translation differences.

The acquisition cost of repurchased owned shares less transaction costs after taxes is charged to equity until the shares are cancelled or reissued. The consideration received for sale or issue of own shares is included in equity.

The dividend proposed by the Board of Directors is not deducted from distributable equity until decided at the Annual General Meeting. The hybrid bond is recognised in equity. It is unsecured and subordinated to all senior debt. The hybrid bond does not confer share-holders' rights, nor does it dilute the holdings of shareholders. Interest expenses are debited from retained earnings on cash basis net of tax. In the calculation of earnings per share, interest expenses of the hybrid bond are included in the earnings for the financial year.

Number of shares	2015	2014
Number of outstanding shares in the beginning of the financial year	127,824,023	127,856,947
Shares returned from the share-bonus scheme 2010_2012	-14,893	-33,864
Shares granted from FlyShare employee share savings plans	1,780	940
Number of outstanding shares at the end of the financial year	127,810,910	127,824,023
Own shares held by the parent company	325,205	312,092
Total number of shares at the end of the financial year	128,136,115	128,136,115

Finnair Plc's share capital, paid in its entirety and registered in the trade register, was 75,442,904.30 euros at the end of 2014 and 2015. The shares have no nominal value. During the year 2015, Finnair recovered 14,893 shares from share-based bonus scheme (in the years 2010–2012) participants having terminated their employment.

#### The Group's hedging reserve and other OCI items

EUR mill.	2015	2014
Jet fuel price hedging	-140.7	-142.3
Jet fuel currency hedging	23.1	35.9
Hedging of lease payments	18.1	15.0
Interest rate options	-8.4	-2.5
The actuarial gains and losses of defined benefit plan	22.2	-15.5
Translation differences	0.7	0.1
Deferred tax asset (liability)	17.2	21.9
Total	-67.9	-87.4

#### Maturity dates of fair values recognised in the hedging reserve

EUR mill.	2016	2017	2018	2019	2020	Later	Total
Jet fuel price hedging	-119.3	-21.4	-0.1				-140.7
Jet fuel currency hedging	22.1	1.0					23.1
Hedging of lease payments	15.5	2.6					18.1
Hedging of interest related to future lease payments	-0.7	-0.7	-0.7	-0.7	-0.7	-4.9	-8.4
The actuarial gains and losses of defined benefit plan	22.2						22.2
Translation differences						0.7	0.7
Tax effect	12.0	3.7	0.2	0.1	0.1	1.1	17.2
Total	-48.1	-14.8	-0.6	-0.6	-0.6	-3.2	-67.9

#### **Hvbrid** bond

Shareholders' equity (after equity belonging to owners) includes a 38.3 million euro hybrid bond issued in 2012. The hybrid bond coupon is fixed, 8.875 per cent per year for the first four years, and thereafter at least 11.875 per cent per year. Finnair can postpone interest payment if it does not distribute dividends or any other equity to its shareholders. The bond has no maturity date, but the company has the right to redeem it four years after the issue date. During the year 2015, Finnair redeemed 81.7 million euros of the 120 million euro hybrid bond issued in 2012, at the redemption price of 87.2 million euros. The redemption price includes a premium of 5.5 million euros. In the year 2015, Finnair also issued a new hybrid bond of 200 million euro. The loan has no maturity date, but the company has the right to redeem it after five years. The hybrid bond coupon is fixed, 7.875 per cent per year for the first five years, and thereafter floating, at least 12.875 per cent per year. The overall hybrid bond net position recognised in equity is 236.2 million euros, due to issuing expenses. The hybrid bonds are unsecured and in a weaker preference position than promissory notes. A holder of hybrid bond notes has no shareholder rights.

#### Earnings per share

The basic earnings per share figure is calculated by dividing the result for the financial year attributable to the parent company's shareholders by the weighted average number of shares outstanding during the financial year. Result for the financial year is adjusted for the after-tax amounts of hybrid bond interests regardless of payment date, transaction costs of a new hybrid bond issued and premium paid, when a hybrid bond is redeemed. When calculating the earnings per share adjusted by dilution, the weighted average of the number of shares takes into account the diluting effect resulting from changing into shares all potentially diluting shares.

EUR mill.	2015	2014
Result for the financial year	89.4	-82.7
Hybrid bond interests	-12.5	-10.7
Premium paid related to redemption of the hybrid bond issued in 2012	-5.5	
Transaction costs of the hybrid bond issued in 2015	-2.3	
Tax effect	4.0	2.1
Adjusted result for the financial year	73.2	-91.2
Weighted average number of shares, mill. pcs	127.8	127.8
Basic and diluted earnings per share, EUR	0.57	-0.71
Effect of own shares	0.00	0.00
Result for the financial year per share, EUR*	0.70	-0.65

<sup>\*</sup>excluding the effect of expenses of the hybrid bond after taxes

### Dividend

The Board of Directors proposes to the Annual General Meeting that no dividend is paid for 2015. The Annual General Meeting on 25 March 2015 decided that no dividend was paid for 2014.

#### Finnair Plc's distributable equity

EUR mill.	31 Dec 2015	
Retained earnings at the end of financial year	-16.1	
Unrestricted equity	250.4	
Hedging reserve	-94.1	
Result for the financial year	40.9	
Distributable equity total	181.1	

### **4** Consolidation

1 Notes under the Consolidation section include a description of the general consolidation principles and methods of consolidation. The aim of the section is to provide an overall picture of the group's structure and principles applied in preparing consolidated financial statements and classifying ownership interests. In addition, the notes include information about subsidiaries, associated companies and joint ventures held, acquired or sold by the group as well as information about assets held for sale.

#### 4.1 General consolidation principles

#### **Consolidation**

Consolidation, consolidation method and classification of ownership interests depends on whether the Group has power to control or jointly control the entity or have significant influence or other interests in the entity. When group has power to control the entity, it is consolidated as subsidiary in the Group according to principles described in Note 4.2 Subsidiaries. When the Group has joint control or significant influence over an entity but does not have power to control, entity is accounted for by using equity method according to principles set in Note 4.5 Investments in associates and joint ventures. If the Group does not have power to control nor significant influence in the entity, its ownership interests are classified as financial assets available for sale and accounted for according to principles described in Note 3.2 Financial assets.

#### Translation of foreign currency items

Items included in each subsidiary's financial statements are measured in the currency that is the main currency of operating environment of each subsidiary ("functional currency"). The consolidated financial statements have been presented in euros, which is the parent company's functional and presentation currency. Transactions denominated in foreign currencies in group companies are translated into functional currency by using the exchange rate on the date of the transaction. Receivables and liabilities that are denominated in foreign currencies and are outstanding on the closing date are translated using the exchange rate of the closing date. Exchange rate differences are recognised in the income statement.

Foreign subsidiaries whose functional currency is not euro are translated into euros by using average rate for the financial year. Balance sheets are translated by using the closing rate for the financial period. Translation differences arising from the elimination of acquisition costs of foreign subsidiaries are recognised in other comprehensive income. When a foreign subsidiary is sold, the differences are recognised as part of the sales gain or loss.

#### 4.2 Subsidiaries

#### A Consolidation principles of subsidiaries

Finnair Plc's consolidated financial statements include the parent company Finnair Plc and all its subsidiaries. The subsidiaries are defined as companies where the parent company directly or indirectly owns more than 50 per cent of the votes or where Finnair otherwise has the power to govern the financial and operating policies. The acquired subsidiaries are included in the consolidated financial statements from the day the Group has control, and disposed subsidiaries until the control ceases.

Acquired and established companies are accounted for using the acquisition method of accounting. Accordingly, the acquired company's identifiable assets, liabilities and contingent liabilities are measured at fair value on the date of acquisition. The excess between purchase price and fair value of the Group's share of the identifiable net assets is recognised as goodwill.

All inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless there is evidence of impairment related to the transferred asset. The accounting principles of subsidiaries have been changed to correspond with the Group's accounting policies.

#### Non-controlling interest and transactions with non-controlling interest

Non-controlling interests are presented within the equity in the Consolidated Balance Sheet, separated from equity attributable to owners of the parent. For each acquisition the non-controlling interest can be recognised either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets. The carrying amount of non-controlling interests is the amount of the interests at initial recognition added with the non-controlling interests' share of subsequent changes in equity. A

- i = Content of the section
- A = Accounting principles

#### **Subsidiaries**

Name of the company	Group ownership %	Name of the company	Group ownership %
Airline Business		Travel Services	
Finnair Cargo Oy, Finland	100.0	Oy Aurinkomatkat - Suntours Ltd Ab, Finland	100.0
Finnair Aircraft Finance Oy, Finland	100.0	SMT Oy, Finland	100.0
Finnair ATR Finance Oy, Finland	100.0	Amadeus Finland Oy, Finland	95.0
Finnair Technical Services Oy, Finland	100.0	Aurinko Oü, Estonia	100.0
Finnair Engine Services Oy, Finland	100.0	Toivelomat Oy, Finland	100.0
Finnair Travel Retail Oy, Finland	100.0	Matkayhtymä Oy, Finland	100.0
Finnair Flight Academy Oy, Finland	100.0	000 Aurinko, Russia	100.0
Kiinteistö Oy Lentokonehuolto, Finland	100.0	000 Aurinkomatkat, Russia	100.0
Northport Oy, Finland	100.0	Norvista Travel Ltd, Canada	100.0
Kiinteistö Oy LEKO 8, Finland	100.0	Other functions	
Kiinteistö Oy Air Cargo Center 1, Finland	100.0	FTS Financial Services Oy, Finland	100.0
IC Finnair Ltd, Great Britain*	100.0	Back Office Services Estonia Oü, Estonia	100.0
A/S Aero Airlines, Estonia	100.0		
Balticport Oü, Estonia	100.0		
LSG Sky Chefs Finland Oy, Finland **	100.0		

<sup>\*</sup> IC Finnair Ltd is a fully owned captive insurance company in Guernsey which earnings are subject to normal taxation in Finland.

#### 4.3 Acquisitions and disposals

In the beginning of the financial year the joint venture of Finnair and Flybe Group plc (later as "Flybe UK") was transferred temporarily to Finnair's ownership as Finnair acquired Flybe UK's 60 per cent share of Flybe Nordic with one euro on an interim basis. Later on Flybe Nordic was renamed as Nordic Regional Airlines (Norra). Norra was classified as assets held for sale until Finnair further sold the 60 per cent share to Staffpoint Holding Oy and Kilco Oy. Due to the sale Norra became a joint venture of Finnair and the new owners. More information on Norra can be found in Note 4.5 Associated companies and joint ventures.

At the end of 2015 Finnair sold its ownership in Estonian subsidiary Estravel AS, including Estravel's Lithuanian subsidiary Estravel Vilnius UAB. The transaction did not have significant effect to Finnair's financial statements.

During 2014 Group sold Finnair Travel Retail's shops at Helsinki Airport to World Duty Free Group. The sale had a 12.7 million euros positive effect to Finnair's results in non-recurring items. In addition, Finnair sold its subsidiary Finncatering Oy to Lufthansa Service Europa/Afrika GmbH. The transaction did not have significant effect to Finnair's financial statements. During the financial year 2014 the Group did not acquire any new businesses or subsidiaries.

#### 4.4 Non-current assets and liabilities held for sale

A Non-current assets held for sale or disposal groups are classified as assets held for sale when their carrying amount is to be recovered principally through a sale transaction and sale is considered highly probable, during the following twelve months. Immediately before classification, assets held for sale or assets and liabilities of disposal groups are valued at the lower of the carrying amount or their fair value less cost to sell. Depreciation of these assets is discontinued at the moment of classification. A

Non-current assets held for sale include mainly aircraft held for sale. Aircraft classified as held for sale for 2015 include three A340 aircraft that are expected to be sold to Airbus during 2016. These wide-body aircraft are going to be replaced by new A350 aircraft. In addition, aircraft held for sale include two Embraer 170 and one ATR 72 scheduled for divestment in early 2016. In 2014 assets held for sale included three Embraer 190 and six ATR 72, which were sold and leased back at the beginning of 2015.

#### The book value of the assets held for sale

EUR mill.	2015	2014
Tangible assets	123.0	119.8
Inventories	1.6	2.6
Total	124.5	122.4

#### 4.5 Investments in associates and joint ventures

Associates are companies in which the Group generally holds 20–50 per cent of the voting right or in which the Group has significant influence but in which it does not exercise control. Companies where the Group has joint control with another entity and all the significant decisions require unanimous consent are considered as joint ventures. The Group's interests in associated companies and jointly controlled entities are accounted for using the equity method. The Group does not own jointly controlled entities that would be classified as joint operations, meaning such entities where Group would have rights to entity's assets or obligations to entity's liabilities, which it should consolidate in its balance sheet.

The investment in associates and joint ventures include goodwill recognised at the time of acquisition. The Group recognises its share of the post-acquisition results in associates and joint ventures in the income statement. When the Group's share of losses in an associate or a joint venture equals or exceeds its interest in the associate or joint venture, the Group does not recognise further losses, unless it has incurred obligations on behalf of the associate or joint venture.

Results from the transactions between the Group and its associates are recognised only to the extent of unrelated investor's interests in the associates. The Group determines at each reporting date whether there is any objective evidence that the investment in the associates is impaired. In case of such indications, the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value. The impairment is recognised in share of results in associates and joint ventures.

Accounting policies of associates or joint ventures have been changed where necessary to correspond with the accounting policies adopted by the Group. If financial statements for the period are not available, the share of the profit of certain associated or joint venture companies is included in the consolidated accounts based on the preliminary financial statements or latest available information.

<sup>\*\*</sup> The Group has made an cooperation agreement which includes a call option due to which the Group does not have control over the company

The Group's share of the result, assets and liabilities of associates and joint ventures is presented below.

EUR mill.	2015	2014
At the beginning of the financial year	4.9	8.2
Shares of results	0.1	-3.2
Disposals	-2.2	0.0
At the end of the financial year	2.6	4.9

The disposals include sale of Kiinteistö Oyj Lentäjäntie 1. In addition, Flybe Nordic AB (currently known as Nordic Regional Airlines AB) was transferred in the beginning of 2015 temporarily to Finnair's full ownership but the 60 per cent share was further sold later in 2015, and Norra continues as a joint venture of Finnair Group and its partners.

In addition, more information on transactions with joint ventures and associated companies can be found in Note 4.6. Related Party Transactions.

#### Information on the Group's associates and joint ventures 2015

EUR mill.	Domicile	Assets	Liabilities	Revenue	Profit/ Loss	Holding %
Amadeus Estonia	Estonia	0.8	0.3	1.1	0.3	33.25
Nordic Global Airlines Oy (NGA)*	Finland	1.8	5.8	12.1	-4.2	40.00
Nordic Regional Airlines AB (Norra)**	Sweden	40.5	39.7	100.7	35.8	40.00
Suomen Ilmailuopisto Oy	Finland	18.7	1.3	1.4	0.8	49.50
Total		61.8	47.1	115.2	32.8	

<sup>\*</sup> Nordic Global Airlines Oy business operations are discontinued and the company will be liquidated during 2016.

#### Information on the Group's associates and joint ventures 2014

EUR mill.	Domicile	Assets	Liabilities	Revenue	Profit/ Loss	Holding %
Amadeus Estonia	Estonia	0.8	0.3	0.9	0.3	33.25
Nordic Global Airlines Oy	Finland	10.7	10.6	42.2	-2.9	40.00
Flybe Nordic AB (currently Norra)*	Sweden	40.2	47.3	293.8	-1.0	40.00
Kiinteistö Oyj Lentäjäntie 1	Finland	25.6	19.3	1.5	0.0	28.33
Suomen Ilmailuopisto Oyj	Finland	17.4	0.8	8.1	0.0	49.50
Total		93.9	78.0	345.6	-3.8	

<sup>\*</sup> According to official financial statement of Flybe Finland Oy as per 31 March 2014, which is holding-company Flybe Nordic AB's subsidiary and responsible of the operations in the Flybe Nordic group.

All the associated companies and joint ventures owned by Finnair are unlisted companies, and none of them are considered as material compared to Finnair's operations. Finnair's share of associated companies and joint ventures continuous results for 2015 was 0.1 million euros (-1.4).

#### Nordic Regional Airlines AB (Norra, formerly known as Flybe Nordic AB)

Nordic Regional Airlines (Norra), formerly known as Flybe Nordic AB, is a regional airline company operating in the Nordic countries and in Baltics. Norra has during 2015 operated both purchase traffic for Finnair and traffic at its own risk. At the end of 2014, Flybe UK announced that it will exit the joint venture arrangement of Finnair and Flybe Group Plc (Flybe UK) and sell the shares of Flybe Nordic AB to Finnair or to a new majority shareholder assigned by Finnair. In the beginning of the financial year 2015 the joint venture was transferred temporarily to Finnair's ownership as Finnair acquired Flybe UK's 60 per cent share of Flybe Nordic with one euro, including Flybe UK's loan and interest receivables from Flybe Nordic of 19.4 million euros. Later on Flybe Nordic was renamed as Nordic Regional Airlines (Norra). Norra was classified as assets held for sale until Finnair further sold the 60 per cent share to Staffpoint Holding Oy and Kilco Oy with one euro. Due to the sale Norra became a joint venture of Finnair and the new owners. The change of majority shareholder in the joint venture did not have an effect in the nature of the arrangement, and the operations of Nordic Regional Airlines continue under joint control of Finnair and the new partners. The ownership transactions did not have any financial effects to Finnair. Finnair aims to find solutions that would enable the development of regional flying in a financially sustainable way.

Flybe Nordic's (currently Norra) operations were loss making and the value of investment in Finnair was written down in 2014. In addition, in the end of 2014 Finnair wrote down 11.3 million euros of operational receivables (presented as nonrecurring item) and 10.8 million euros of subordinated loan receivables (included in financial items) from Flybe Nordic Group. As part of the restructuring of Norra's operations, at the end of 2015 Finnair transferred the operational receivables of 11.3 million euros, and loan and interest receivables transferred from Flybe UK of 19.4 million euros, to Norra, to strengthen the equity and financial position of Norra Group. Transactions did not have an effect in Finnair Group's results nor financial position, but had a positive effect in Norra Group's profits in 2015. Finnair has accounted for Norra Group's net assets according to its accounting principles and no share of profits from Norra has been recognised for 2015.

Information on Norra can also be found in Notes 4.3 Acquisitions and disposals and 4.6 Related party transactions.

#### Nordic Global Airlines Oy (NGA)

Finnair's associated companies include Nordic Global Airlines Oy (NGA), which is a freight airline co-owned by Finnair Cargo Oy, Ilmarinen and Neff Capital Management. Due to unprofitable business operations, the company is under liquidation process. The liquidation is expected to be finalised during 2016. Finnair has written down its trade receivables from NGA during 2015. The write down did not cause any material effects to Finnair financial statements. The liquidation is not expected to cause such during 2016 either. Finnair does not expect the liquidation process to cause any material financial effects during 2016 either.

#### Other associated companies

Kiinteistö Oyj Lentäjäntie 1 is a property located in the airport area and co-owned by Finavia, Finnair Pension fund and Finnair Oyj. At the end of 2015, Finnair sold its share in the property to Finavia. The sales gain of 6.6 million euros have been reported under non-recurring items.

Amadeus Finland's associated company Amadeus Estonia provides IT solutions to travel agencies in Estonia. Suomen Ilmailuopisto (the Finnish Aviation Academy) is a vocational special purpose aviation school owned by Finnair Oyj (49.5 per cent), Finnish Government (49.5 per cent) and the City of Pori (1 per cent). Finnair is not entitled to company's results nor net assets, but possible results need to be used for developing school's activities.

<sup>\*\*</sup> Based on financial statement of Nordic Regional Airlines AB (Norra) as of 31 Dec 2015. The Group was formerly known as Flybe Nordic AB. Norra's results include profit from nine months period since Norra changed the end date of the financial year from 31 of March to 31 of December during 2015.

#### 4.6 Related party transactions

Related party of Finnair group includes its subsidiaries, management, associated companies and joint ventures and Finnair pension fund. Subsidiaries are listed in Note 4.2 and associates and joint ventures in Note 4.5. Related party transactions include such operations that are not eliminated in the group's consolidated financial statement.

The Finnish Government owns 55.8 per cent (55.8) of Finnair's shares. All the transactions with other government owned companies are with arms length basis.

The following transactions have taken place with associated companies and joint ventures:

EUR mill.	2015	2014
Sales of goods and services		
Associates	0.2	1.4
Joint ventures	49.3	59.9
Pension fund	0.0	0.1
Purchases of goods and services		
Associates	2.5	20.8
Joint ventures	126.7	228.3
Pension fund	4.5	4.6
Financial expenses		
Joint ventures	0.0	10.8
Receivables		
Short-term receivables from associates	0.5	1.5
Short-term receivables joint ventures	12.1	7.3
Liabilities		
Non-current liabilities to joint ventures	0.0	8.2
Non-current liabilities to pension fund	2.6	25.3
Current liabilities to associates	0.9	4.7
Current liabilities to joint ventures	0.1	3.4
Contingent liabilities		
Guarantees on behalf of joint ventures	0.0	2.0

Transactions with related parties are with arms length, and are with similar terms than transactions carried out with independent parties. Management remuneration is presented in Note 1.3.7.1. Management has not been granted any loans and there has not been any other transactions with management.

Transactions with joint venture of Finnair, Nordic Regional Airlines AB -Group (Norra), have been included in the transactions with joint ventures for the full financial year of 2015. Norra became temporarily a fully owned subsidiary of Finnair on 31 March 2015, when former partner Flybe UK decided to withdraw from the arrangement. Finnair reached conclusion with new partners on 4 November 2015, when the 60 per cent share was sold to new owners and Norra once again became joint venture of Finnair. Although Norra was fully owned subsidiary between 31 March till 4 November 2015, during that time it was classified as asset held for sale and the transactions related to purchase traffic arrangement between parties were not eliminated from Finnair's results from continuing operations, as the arrangement was expected to continue after sale of 60 per cent share. Therefore those transactions have been included in the 2015 related party transactions.

Associated company Kiinteistö Oyj Lentäjäntie 1 was sold in November 2015 and was considered as related party of Finnair until the moment of sale.

More information on Norra, Kiinteistö Oyj Lentäjäntie 1 and other associated companies and joint ventures can be found in Note 4.5 Investments in associates and joint ventures.

#### Finnair pension fund

The Finnair pension fund in Finland is a stand-alone legal entity which mainly provides additional pension coverage to Finnair's personnel in the form of defined benefit plan, and manages related pension assets. The assets include Finnair's shares representing 0.1 per cent (0.1) of the company's outstanding shares. Real estate and premises owned by the pension fund have been mainly leased to Finnair. In 2015 and 2014 Finnair didn't pay any contributions to the fund. Pension obligation was 2.6 million euros (25.3) at the end of the financial year.

#### 4.7 Application of new and amended IFRS standards and IFRIC interpretations

The changes in the IFRS standards effective from periods beginning 1 January 2015 included mainly improvements to current standards and did not have an effect on Finnair financial statements.

Regarding changes in the standards effecting future periods, Finnair is currently evaluating the effects of IFRS 15 Revenue recognition and IFRS 9 Financial Instruments to its financial statements. The standards will be, in case endorsed by EU, effective from 2018 onwards. Effects of Revenue Recognition standard are still under evaluation.

According to Finnair's preliminary view, IFRS 9 will allow it to apply hedge accounting more widely when hedging future cash flows. The change will decrease volatility in operating result. This is because unrealised fair value changes of derivatives can be recognised in other comprehensive income instead of operating result, when hedge accounting is applied. Changes related to classification and impairment model of financial instruments are not expected to have significant effect to Finnair.

IFRS published new Leasing standard IFRS 16 in January 2016. The standard will be effective from 2019 onwards, in case endorsed by EU. According to preliminary evaluation, Finnair expects the new standard to have significant effect to its financial statements. Aircraft currently classified as operating leases will be recognised as right to use -assets and leasing liabilities in the balance sheet. Currently future operating lease payments are presented as off-balance sheet items in the notes (Note 2.2 Leasing arrangements) as operating lease commitments.

Other standards issued and effecting future financial periods are not expected to have any significant impact on Finnair's financial statement.

i Other notes include all such notes that do not specifically relate to any previous subject matters. i

#### 5.1 Income taxes

⚠ The tax expense for the period includes current and deferred tax and adjustments to previous years' taxation. Tax is recognised in the income statement, except to the extent that it relates to items recognised in other comprehensive income or other equity items.

Deferred taxes are calculated for temporary differences between accounting and taxation using the valid tax rates for future years at the closing date. Deferred tax asset is recognised to the extent that realisation of the related tax benefit through future profits is probable. Temporary differences arise mainly from sales of tangible assets, depreciation and unused tax losses. Deferred tax is recognised for subsidiaries' undistributed earnings only when related tax effects are probable.

Deferred tax assets and liabilities are offset when they are levied by same taxing authority and Finnair has a legally enforceable right to set off the balances.

🗓 Utilising deferred tax assets related to tax losses requires management to make expectations of future performance of operations. 📘

#### Income taxes

EUR mill.	2015	2014
Taxes for the financial year		
Current tax	-0.2	-0.2
Adjustments recognised for current tax of prior periods	-0.3	-0.5
Deferred taxes	-23.1	17.3
Total	-23.6	16.5

The table below explains the difference between the theoretical tax cost calculated with Finnish nominal tax rate 20.0 per cent (20.0) and tax expense in the consolidated income statement:

EUR mill.	2015	2014
Result before taxes	113.2	-99.1
Taxes calculated using the Finnish tax rate	-22.6	19.8
Different tax rates of foreign subsidiaries	0.2	0.0
Share of result in associates and joint ventures	0.0	-0.6
Tax-exempt income	0.6	0.5
Non-deductible expenses	-1.4	-2.6
Adjustments recognised for taxes of prior periods	-0.3	-0.5
Income taxes, total	-23.6	16.5
Effective tax rate	20.8%	-16.7%

Effective tax rate was 20.8 per cent (-16.7).

#### Deferred tax assets and liabilities

The Group has evaluated the nature and classification of deferred tax assets. Based on the evaluation, deferred tax assets and liabilities levied by the same taxing authority met the requirements for offset eligibility in accordance with IAS 12. The deferred tax assets and liabilities are shown net on the balance sheet.

Changes in deferred taxes during 2015:

EUR mill.	2014	in the income statement	shareholders' equity	2015
Deferred tax assets				
Confirmed losses	62.3	-10.7		51.7
Employee benefits	5.1	3.0	-7.5	0.5
Other temporary differences	2.7	-2.5		0.1
Valuation of derivatives at fair value	18.7		2.8	21.6
Total	88.8	-10.2	-4.7	73.9
Offset against deferred tax assets	-55.0			-64.8
Net deferred tax assets	33.8			9.1
Deferred tax assets that can be used after more than 12 months	0.6			0.5

Confirmed tax losses expire earliest within four to ten years. According to the Group's estimate, the future profits result in taxable income off-setting the temporary difference realising from the confirmed tax losses.

Distributing retained earnings of foreign subsidiaries as dividends would cause a tax effect of 0.2 million euros (0.4).

EUR mill.	2014	Recognised in the income statement	Recognised in shareholders' equity	2015
Deferred tax liabilities	2014	Statement	equity	2015
Property, plant and equipment	51.8	7.4		59.2
Finance leasing	2.2	1.3		3.4
Other temporary differences	1.0	1.1		2.2
Total	55.0	9.8	0.0	64.8
Offset against deferred tax assets	-55.0			-64.8
Net deferred tax liabilities	0.0			0.0
Deferred tax liabilities that are expected to realise after 12				
months or more	52.8			60.2

i = Content of the section

A = Accounting principles

! = Critical accounting estimates

Changes in deferred taxes during 2014:

EUR mill.	2013	in the income statement	Recognised in shareholders' equity	2014
Deferred tax assets				
Confirmed losses	58.6	1.6	2.1	62.3
Employee benefits	2.2	2.1	0.8	5.1
Finance leasing	0.6	-0.6		0.0
Capitalisation of overhead expenses	1.0	-1.0		0.0
Change in accounting principles in 2014 related to engine maintenance	3.4	-3.4		0.0
Other temporary differences	2.1	0.5		2.7
Valuation of derivatives at fair value	1.3		17.4	18.7
Total	69.2	-0.7	20.3	88.8
Offset against deferred tax assets (restated)	-69.2			-55.0
Net deferred tax assets	0.0			33.8
Deferred tax assets that can be used after more than 12 months	0.6			0.6

EUR mill.	2013	Recognised in the income statement	Recognised in shareholders' equity	2014
Deferred tax liabilities	2013	Statement	equity	2014
Gains from sale of tangible fixed assets	68.4	-16.6		51.8
Hybrid bond, interest	2.8	-0.6		2.2
Employee benefits	1.3	-0.3		1.0
Total	72.6	-17.5	0.0	55.0
Offset against deferred tax assets (restated)	-69.2			-55.0
Net deferred tax liabilities	3.4			0.0
Deferred tax liabilities that are expected to realise after 12				
months or more	69.6			52.8

#### 5.2 Disputes and litigation

Finnair reports only cases of which the interest is 600 thousand euros or more and that are not insured. On 31 December 2015 there were no such disputes pending.

#### 5.3 Events after the closing date

Finnair has secured financing, arranged by BNP Paribas, for its third Airbus A350-900 XWB, which was delivered on 30 December 2015. The transaction amounts to approximately 135 million euros, implemented using a Japanese Operating Lease with Call Option (JOLCO) structure, where the transaction amount is treated in Finnair's IFRS accounting as a loan and the aircraft as owned. There have not been other remarkable events after the closing date.

#### 5.4 Restatement of key ratios

As of 1 January 2015, Finnair has adjusted calculation methods of unit revenue (RASK, unit revenue per available seat kilometre) and unit cost (CASK, unit cost per available seat kilometre) to better reflect the changes in the Group structure. Traffic previously operated and marketed by Flybe (currently named as Norra) has become part of the purchase traffic agreement between Finnair and Norra and RASK and CASK for comparison year have been restated to reflect this change. In addition, RASK has been restated to include all revenue and costs of inflight sales. Before restatement, these were partly included in CASK. In addition, restated CASK includes all costs related to group support functions, of which some were previously excluded from the calculation. Unit revenue per revenue passenger kilometre (yield) for comparison year has also been restated due to changes in the Group structure.

Finnair also introduced new key figures RASK and CASK at constant currency to provide comparative, currency neutral measurement on unit revenues and costs. All the exchange rate changes and currency hedging effects have been excluded from RASK and CASK at constant currency.

The equity ratio formula has been restated to better reflect generally used formula in the airline business. Previously equity ratio was calculated by dividing equity with total assets, excluded with prepayments received. The restated calculation only divides equity with total assets, without any adjustments related to prepayments.

The restated quarterly 2014 key ratios are presented in the tables below. Changed formulas are described in Note 18. Calculation of key ratios.

### **Cumulative key figures**

	Restated 2014	Reported 2014
Equity ratio, %	27.3	27.7
Unit revenue per available seat kilometre, (RASK), cents/ASK	6.23	6.10
Unit revenue per revenue passenger kilometre (yield), cents/RPK	6.65	6.59
Unit cost per available seat kilometre (CASK), cents/ASK	6.53	6.37
CASK excluding fuel, cents/ASK	4.49	4.31

### 6 Parent company financial statements

### Finnair Plc income statement

EUR mill.	Note	2015	2014
Revenue	6.2	2,066.4	1,972.7
Other operating income	6.3	62.6	44.5
Operating income		2,129.1	2,017.1
Materials and services	6.4	1,114.4	1,107.6
Staff costs	6.5	268.2	261.7
Depreciation and reduction in value	6.6	11.4	5.3
Other operating expenses	6.7	794.0	809.1
Operating expenses total		2,188.0	2,183.7
Operating profit/loss		-58.9	-166.6
Financial income and expenses	6.8	-18.1	-32.1
Profit/loss before extraordinary items		-77.0	-198.7
Extraordinary items	6.9	139.2	136.0
Profit/loss before appropriations and taxes		62.1	-62.7
Appropriations	6.10	-11.2	0.2
Income taxes	6.11	-10.1	8.7
Profit/loss for the financial year		40.9	-53.8

### Finnair Plc balance sheet

EUR mill.	Note	2015	2014
ASSETS			
Non-current assets			
Intangible assets	6.12	12.1	12.7
Tangible assets	6.13	36.0	41.2
Investments	6.14		
Shares in group companies		452.6	449.1
Shares in associated companies		2.5	4.7
Other investments		0.4	0.4
Loan and other receivables	6.15	34.1	12.0
Deferred tax assets	6.16	65.3	73.2
Total non-current assets		602.9	593.2
Current assets			
Current receivables	6.17	678.7	741.7
Marketable securities	6.18	427.7	332.8
Cash and bank equivalents	6.19	277.1	88.7
Total current assets		1,383.5	1,163.1
TOTAL ASSETS		1,986.4	1,756.3
		,	,
EQUITY AND LIABILITIES			
Equity	6.20		
Share capital		75.4	75.4
Share premium account		24.7	24.7
Legal reserve		147.7	147.7
Hedging reserve		-94.1	-85.2
Unrestricted equity funds		250.4	250.5
Retained earnings		-16.1	37.7
Profit/loss for the financial year		40.9	-53.8
Total equity		428.9	397.1
Accumulated appropriations	6.21	20.0	8.9
Provisions	6.22	89.8	87.2
**			
Liabilities	(22	2047	2012
Non-current liabilities	6.23	396.7	304.9
Current liabilities	6.24	1,051.0	958.3
Total liabilities		1,447.7	1,263.2
EQUITY AND LIABILITIES TOTAL		1,986.4	1,756.3

#### Finnair Plc cash flow statement

EUR mill.	2015	2014
Cash flow from operating activities		
Result before extraordinary items	-77.0	-198.7
Depreciation	11.4	5.3
Other non-cash transactions	-14.8	42.2
Financial income and expenses	18.1	32.1
Changes in working capital	76.7	-21.1
Interest and other financial expenses paid	-30.1	-23.5
Received interest and other financial income	7.8	16.6
Cash flow from operating activities	-8.0	-147.2
Cash flow from investing activities		
Investments in intangible and tangible assets	-14.8	-7.5
Proceeds from sales of tangible assets	28.4	0.0
Change in long-term receivables	38.6	53.2
Investments in group companies	-17.0	0.0
Proceeds from sales of associates and joint ventures	8.4	0.0
Other investments	0.0	0.3
Cash flow from investing activities	43.7	46.0
Cash flow from financing activities		
Proceeds from loans	45.5	0.0
Loan repayments and changes	-52.1	-34.6
Proceeds from hybrid bond	200.0	0.0
Hybrid bond repayments	-81.7	0.0
Received and given group contributions	136.0	103.6
Cash flow from financing activities	247.6	69.0
Change in cash flows	283.4	-32.2
Change in liquid funds		
Liquid funds, at beginning	421.5	453.6
Change in cash flows	283.4	-32.2
Liquid funds, at end	704.8	421.5

#### Notes to Finnair Plc financial statements

#### **6.1** Accounting principles

The financial statements of Finnair Plc have been prepared in accordance with the Finnish Accounting Standards (FAS).

#### **Foreign currency items**

Business transactions in foreign currencies have been valued using the exchange rate on the date of transaction. Receivables and liabilities on the balance sheet date are valued using the exchange rate on the balance sheet date. Advances paid and received are valued in the balance sheet using the exchange rate on the date of payment. Exchange rate differences on trade receivables and payables are treated as the adjustments to revenue and other operating expenses. Exchange rate differences on other receivables and liabilities are entered under financial income and expenses.

#### **Derivative contracts**

According to its risk management policy, Finnair uses foreign exchange, interest rate and commodity derivatives to reduce the risks which arise from the company's currency denominated purchase contracts, forecasted purchases and sales as well as future jet fuel purchases. Derivative contracts are valued using the rates on the balance sheet date according to Accounting Act Chapter 5 Article 2 a. The accounting principles related to derivative contracts and hedge accounting are described more specifically in Finnair Group's financial statement in the section 3.8 Derivatives.

#### Financial assets and liabilities

Financial assets have been classified into the following categories: financial assets at fair value through profit or loss (assets held for trading), held-to-maturity investments, loans and other receivables. The classification is made on the basis of the purpose of the acquisition of the financial assets in connection with the original acquisition. All purchases and sales of financial assets are recognised on the trade date. Liabilities are recognised at acquisition cost. Financial assets at fair value through profit and loss as well as assets and liabilities maturing within 12 months are are included in current liabilities.

Finnair assesses on each closing date whether there is any objective evidence that the value of a financial asset item or group of items has been impaired. If there is objective evidence that an impairment loss has arisen for loans and other receivables entered at amortised acquisition cost on the balance sheet or for held-to-maturity investments, the size of the loss is determined as the difference of the book value of the asset item and the present value of expected future cash flows of the said financial asset item discounted at the original effective interest rate. The loss is recognised through profit and loss.

Other financial assets and liabilities are recognised at fair value. Other financial assets include trade receivables, accrued income and prepaid expenses as well as other non-current receivables like loan receivables and other investments as well as the securities for aircraft leases. Other financial liabilities include trade payables, accruals and deferred income.

Derecognition of financial assets takes place when the company has lost its contractual right to receive the cash flows or when it has substantially transferred the risks and rewards outside the company.

#### Fixed assets and depreciation

The balance sheet values for fixed assets are based on original acquisition costs less planned depreciation. Land areas are not depreciated. Planned depreciation is based on the expected economic lifetimes:

- IT software: 3-8 years
- Other intangible assets: 3-10 years
- Buildings: over 50 years from time of acquisition to a residual value of 10 per cent or 3-7 per cent of the diminishing balances
- · Other tangible assets 23 per cent of the diminishing balances

#### **Research and development costs**

Except for major software development costs, research and development costs are expensed as they occur. Research and development of aircraft, systems and operations is conducted primarily by the manufacturers.

### Leasing

Lease payments for aircraft are significant. Annual lease payments are treated as rental expenses. Lease payments due in future years under aircraft lease contracts are presented as off-balance sheet items.

Extraordinary items consist of income and expenses which deviate from the ordinary activities of the company, such as group contributions.

#### **Appropriations**

The difference between total and planned depreciation is shown as accumulated appropriations in the balance sheet and the change during the financial year in the income statement.

The Finnish Business Income Tax Act enables deduction of reinvestment provision in connection with sale of premises. The accumulated amount of reinvestment provision is included in the balance sheet and the change during the financial year in the income statement.

Income taxes in the income statement include taxes calculated for the financial year based on Finnish tax provisions, adjustments to taxes in previous financial years and the change in deferred taxes.

#### Pension schemes

The mandatory pension cover of the company's domestic employees has primarily been arranged through Ilmarinen Mutual Pension Insurance Company and other additional pension cover through the Finnair Pension Fund or Finnish pension insurance companies. Since 1992, the pension fund has no longer accepted employees other than pilots for additional pension coverage. The Finnair pension fund's pension obligation is fully covered with respect to additional coverage. Pension fund liabilities are presented in the notes to the financial statements.

#### **Provisions**

Provisions in the balance sheet and entered as expenses in the income statement comprise those items which the company is committed to covering through agreements or otherwise in the foreseeable future and which have no corresponding revenue and whose monetary value can be reasonably assessed.

The company is obliged to return leased aircraft at the required redelivery condition. To fulfil these maintenance obligations the company has recognised provisions based on flight hours flown during the maintenance period.

#### 6.2 Revenue by business area

EUR mill.	2015	2014
Revenue by division		
Airline Business	2,066.4	1,972.7
Passenger revenue	1,837.4	1,744.5
Ancillary services	39.4	21.2
Aircraft lease income	142.8	153.8
Other	46.8	53.2
Distribution of revenue by market areas based on flight routes, % of revenue		
Finland	17	18
Europe	40	39
Other countries	43	43
Total	100	100

### 6.3 Other operating income

EUR mill.	2015	2014
Rental income	31.6	35.7
Capital gains on sales of tangible assets	13.3	0.0
Other income	17.7	8.8
Total	62.6	44.5

#### 6.4 Materials and services

EUR mill.	2015	2014
Materials and suppliers		
Ground handling and catering expenses	194.7	182.7
Fuel costs	596.8	643.0
Aircraft materials and overhaul	216.0	190.8
IT expenses	54.7	46.0
Other items	52.3	45.0
Total	1,114.4	1,107.6

#### 6.5 Staff costs

EUR mill.	2015	2014
Wages and salaries	219.7	213.7
Pension expenses	34.5	35.6
Other social expenses	13.9	12.5
Total	268.2	261.7
Salary and bonus expenses of Chief Executive Officer and Members of the Board of Directors		
Chief Executive Officer	1.2	1.0
Board of Directors	0.4	0.4
Personnel on average		
Airline Business	3,297	3,396
Other functions	177	157
Total	3,475	3,554

### 6.6 Planned depreciation and amortisation

EUR mill.	2015	2014
On other long-term expenditure	4.7	3.5
On buildings	5.6	0.9
On other equipment	1.1	0.9
Total	11.4	5.3

### 6.7 Other operating expenses

EUR mill.	2015	2014
Lease payments for aircraft	217.3	240.0
Other rents for aircraft capacity	116.3	96.7
Office and other rents	31.0	33.6
Traffic charges	258.8	225.3
Sales and marketing expenses	64.0	54.5
IT expenses	88.3	75.8
Other expenses	18.3	83.2
Total	794.0	809.1

### 6.8 Financial income and expenses

EUR mill.	2015	2014
Interest income		
From group companies	7.6	9.9
From other companies	1.1	2.0
Total	8.6	12.0
Gains on disposal of shares	6.2	0.0
Interest expenses		
To group companies	-1.3	-1.3
To other companies	-19.3	-19.4
Total	-20.6	-20.7
Other financial expenses to other companies	-9.9	-23.1
Exchange gains and losses	-2.5	-0.2
Financial income and expenses total	-18.1	-32.1

### 6.9 Extraordinary items

EUR mill.	2015	2014
Received group contribution	139.2	136.0

### 6.10 Appropriations

EUR mill.	2015	2014
Change in depreciation difference	8.9	0.2
Change in reinvestment provision	-20.0	0.0
Total	-11,2	0.2

#### 6.11 Income taxes

EUR mill.	2015	2014
Change in deferred taxes	-10.1	8.7
Total	-10.1	8.7

### 6.12 Intangible assets

EUR mill.	2015	2014
Other long-term expenditure		
Acquisition cost 1 January	46.5	42.6
Additions	4.2	4.1
Disposals	-13.2	-0.3
Acquisition cost 31 December	37.5	46.5
Accumulated depreciation 1 January	-33.9	-30.6
Disposals	12.5	0.2
Depreciation and reduction in value	-4.0	-3.5
Accumulated depreciation 31 December	-25.4	-33.9
Book value 31 December	12.1	12.7
Intangible assets Total 31 December	12.1	12.7

### 6.13 Tangible assets

### Tangible assets 2015

EUR mill.	Land	Buildings	Other equipment	Advances paid	Total
Acquisition cost 1 Jan 2015	0.7	51.0	8.3	6.5	66.5
Additions	0.0	0.0	1.0	19.1	20.1
Disposals	0.0	-26.5	-2.1	-6.5	-35.1
Acquisition cost 31 Dec 2015	0.7	24.5	7.2	19.1	51.5
Accumulated depreciation 1 Jan2015	0.0	-20.2	-5.2	0.0	-25.3
Disposals	0.0	11.2	1.9	0.0	13.1
Depreciation for the financial year	0.0	-2.4	-0.9	0.0	-3.3
Accumulated depreciation 31 Dec 2015	0.0	-11.4	-4.2	0.0	-15.5
Book value 31 Dec 2015	0.7	13.1	3.0	19.1	36.0
The share of machines and equipment in the book value of tangible assets 31 Dec 2015			0.8		

### Tangible assets 2014

EUR mill.	Land	Buildings	Other equipment	Advances paid	Total
Acquisition cost 1 Jan 2014	0.7	51.0	8.3	4.1	64.1
Additions	0.0	0.0	1.0	2.3	3.3
Disposals	0.0	0.0	-1.0	0.0	-1.0
Acquisition cost 31 Dec 2014	0.7	51.0	8.3	6.5	66.5
Accumulated depreciation 1 Jan 2014	0.0	-19.3	-5.2	0.0	-24.5
Disposals	0.0	0.0	0.8	0.0	0.8
Depreciation for the financial year	0.0	-0.9	-0.8	0.0	-1.7
Accumulated depreciation 31 Dec 2014	0.0	-20.2	-5.2	0.0	-25.3
Book value 31 Dec 2014	0.7	30.8	3.2	6.5	41.2
The share of machines and equipment in the book value of tangible assets 31 Dec 2014			0.7		

#### 6.14 Investments

EUR mill.	2015	2014
Group companies		
Acquisition cost 1 January	449.1	449.1
Additions	3.5	0.0
Book value 31 December	452.6	449.1
Associates and joint ventures		
Acquisition cost 1 January	4.7	15.4
Disposals	-2.2	0.0
Revaluation of shares	0.0	-10.7
Book value 31 December	2.5	4.7
Shares in other companies		
Acquisition cost 1 January	0.4	0.4
Book value 31 December	0.4	0.4

Associates and joint ventures	Share of parent company %	
Suomen Ilmailuopisto Oy, Finland	49.50	
Nordic Regional Airlines AB (previously Flybe Nordic), Sweden	40.00	

Group companies	Share of parent company %		Share of parent company %
Finnair Cargo Oy, Finland	100.00	Kiinteistö Oy LEKO 8, Finland	100.00
Finnair Aircraft Finance Oy, Finland	100.00	IC Finnair Ltd, Great Britain**	100.00
Northport Oy, Finland	100.00	A/S Aero Airlines, Estonia	100.00
Finnair Technical Services Oy, Finland	100.00	Amadeus Finland Oy, Finland	95.00
Finnair Engine Services Oy, Finland	100.00	Oy Aurinkomatkat - Suntours Ltd Ab, Finland	100.00
Finnair Flight Academy Oy, Finland	100.00	SMT Oy, Finland	100.00
Finnair Travel Retail Oy, Finland	100.00	Norvista Travel Ltd, Canada	100.00
LSG Sky Chefs Finland Oy, Finland*	100.00	FTS Financial Services Oy, Finland	100.00
Kiinteistö Oy Air Cargo Center 1, Finland	100.00	Backoffice Services Estonia Oü, Estonia	100.00
Kiinteistö Oy Lentokonehuolto, Finland	100.00		

<sup>\*</sup> The group has made an cooperation agreement which includes a call option and ceased control over the company.

### 6.15 Non-current loan and other receivables

EUR mill.	2015	2014
From group companies	32.5	11.6
From other companies	1.5	0.4
Total	34.1	12.0

#### 6.16 Deferred tax assets

EUR mill.	2015	2014
Deferred tax assets 1 January	73.2	44.2
From result for the financial year	-2.8	-10.3
From temporary differences	-7.3	19.0
From valuation of derivates at fair value	2.2	20.2
Deferred tax assets 31 December	65.3	73.2

<sup>\*\*</sup> IC Finnair Ltd is a fully owned captive insurance company in Guernsey which earnings are subject to normal taxation in Finland.

### 6.17 Current receivables

EUR mill.	2015	2014
Short-term receivables from group companies		
Trade receivables	21.0	43.5
Received Group contribution	139.2	136.0
Accrued income and prepaid expenses	3.2	4.1
Other receivables	282.4	329.3
Total	445.8	512.8
Short-term receivables from associates and joint ventures		
Trade receivables	11.2	4.2
Total	11.2	4.2
Short-term receivables from others		
Trade receivables	101.5	91.4
Prepaid expenses	31.3	26.4
Derivative receivables	55.8	79.2
Other receivables	33.1	27.5
Total	221.7	224.6
Short-term receivables total	678.7	741.7

### 6.18 Investments

EUR mill.	2015	2014
Short-term investments at fair value	427.7	332.8

### 6.19 Cash and bank equivalents

EUR mill.	2015	2014
Funds in group bank accounts and deposits maturing in three months	277.1	88.7

### 6.20 Equity

EUR mill.	Share capital	Share premium account	Legal reserve	Hedging reserve	Unre- stricted equity funds	Retained earnings	Equity total
Equity 1 Jan 2015	75.4	24.7	147.7	-85.2	250.5	-16.1	397.1
Change in fair value of hedging instruments				-9.0			-9.0
Share-based payments					-0.0		-0.0
Result for the financial year						40.9	40.9
Equity 31 Dec 2015	75.4	24.7	147.7	-94.1	250.4	24.8	428.9

EUR mill.	Share capital	Share premium account	Legal reserve	Hedging reserve	Unre- stricted equity funds	Retained earnings	Equity total
Equity 1 Jan 2014	75.4	24.7	147.7	-4.2	250.5	37.7	531.9
Change in fair value of hedging instruments				-80.9			-80.9
Share-based payments					-0.1		-0.1
Result for the financial year						-53.8	-53.8
Equity 31 Dec 2014	75.4	24.7	147.7	-85.2	250.5	-16.1	397.1

### Distributable equity

EUR mill.	2015	2014
Hedging reserve	-94.1	-85.2
Unrestricted equity funds	250.4	250.5
Retained earnings	-16.1	37.7
Profit/loss for the financial year	40.9	-53.8
Total	181.1	149.2

### 6.21 Accumulated appropriations

EUR mill.	2015	2014
Accumulated depreciation difference 1 January	8.9	9.1
Change in depreciation difference	-8.9	-0.2
Accumulated depreciation difference 31 December	0.0	8.9

EUR mill.	2015	2014
Accumulated reinvestment provision 1 January	0.0	0.0
Change in reinvestment provision	20.0	0.0
Accumulated reinvestment provision 31 December	20.0	0.0

Reinvestment provision is recorded relating to acquisition of new cargo terminal.

## 6.22 Provisions

EUR mill.	2015	2014
Provisions 1 January	87.2	94.0
Provision for the period	31.5	31.4
Provision used	-39.1	-47.2
Exhange rate differences	10.1	8.8
Provisions 31 December	89.8	87.2
Of which long-term	52.6	53.2
Of which short-term	37.2	33.9
Total	89.8	87.2

Long-term aircraft maintenance provisions are expected to be used by 2027.

### 6.23 Non-current liabilities

EUR mill.	2015	2014
Loans from group companies	1.0	1.0
Loans from financial institutions	0.0	23.8
Bonds	155.2	155.8
Hybrid bond	238.3	120.0
Other liabilities	2.2	4.3
Total	396.7	304.9
Maturity of interest-bearing liabilies		
2016	23.8	
2017	0.0	
2018	150.0	
2019	0.0	
2020	0.0	
2021 and later	238.3	
Total	412.1	

### 6.24 Current liabilities

EUR mill.	2015	2014
Current liabilities to group companies		
Trade payables	32.9	42.8
Accruals and deferred income	13.3	15.8
Group bank account liabilities	178.6	133.1
Total	224.8	191.7
Current liabilities to associates and joint ventures		
Trade payables	0.0	0.3
Accruals and deferred income	0.0	3.1
Total	0.0	3.4
Current liabilities to others		
Loans from financial institutions	23.8	24.5
Commercial papers	0.0	28.0
Prepayments	0.1	0.1
Trade payables	70.4	49.1
Accruals and deferred income	714.7	648.2
Other liabilities	17.3	13.2
Total	826.3	763.1
Current liabilities total	1,051.0	958.3
Accruals and deferred income		
Unflown air transport revenues	301.7	252.3
Jet fuels and traffic charges	67.2	63.9
Holiday payment liability	51.7	50.7
Loyalty program Finnair Plus	31.9	29.6
Derivatives	180.0	193.7
Other items	95.5	76.8
Total	728.0	667.1

### 6.25 Collateral, contingent liabilities and other commitments

EUR mill.	2015	2014
Guarantees and contingent liabilities		
On behalf of group companies	227.1	253.9
On behalf of associates	0.0	2.0
On others companies	0.1	0.2
Total	227.2	256.1
Aircraft lease payments		
Within one year	252.2	227.7
After one year and not later than five years	1,301.9	1,047.6
Later than five years	330.2	259.1
Total	1,884.4	1,534.4

Parent company has leased the aircraft fleet from the fully owned subsidiary.

EUR mill.	2015	2014
Other lease payments		
Within one year	26.6	27.8
After one year and not later than five years	82.1	83.9
Later than five years	184.0	141.8
Total	292.7	253.5
Pension obligations		
Total obligation of pension fund	331.7	328.8
Total obligation covered	-331.7	-328.8
Uncovered obligation of pension fund	0.0	0.0
Total	0.0	0.0

### 6.26 Derivatives

6.26 Derivatives	31 Dec 201	E	31 Dec 201	4
EUR mill.	Nominal value	Fair value	Nominal value	Fair value
Currency derivatives	- Itominai vaide	Tun Tunuc	Tommar varue	Tun Tunuc
Hedge accounting items (forward contracts):				
Jet fuel currency hedging	331.6	23.1	385.4	35.9
Hedge accounting items total	331.6	23.1	385.4	35.9
Items outside hedge accounting:	331.0	23.1	303.4	
Operational cash flow hedging (forward contracts)	307.5	14.8	370.4	29.5
Call options	180.4	3.7	110.2	7.1
Put options	318.5	-4.1	178.0	-3.0
Items outside hedge accounting total	806.3	14.3	658.5	33.6
Currency derivatives total	1,137.9	37.4	1,043.9	69.5
currency derivatives total	1,137.9	37.4	1,043.9	09.3
Commodity derivatives				
Hedge accounting items:				
Jet fuel forward contracts, tonnes	0.6	-140.7	0.5	-142.3
Hedge accounting items total	0.6	-140.8	0.6	-142.3
Items outside hedge accounting:				
Jet fuel forward contracts, tonnes	0.0	-4.2	0.0	-8.6
Options				
Call options, jet fuel, tonnes	0.2	0.6	0.2	0.1
Put options, jet fuel, tonnes	-0.3	-26.2	0.2	-39.3
Electricity derivatives, MWh	0.0	-0.3	0.0	-0.3
Items outside hedge accounting total	-0.1	-30.2	0.4	-48.1
Commodity derivatives total	0.5	-170.9	1.0	-190.4
Interest rate derivatives				
Hedge accounting items:	150.0	F 2	150.0	
Interest rate swaps	150.0 <b>150.0</b>	5.2 <b>5.2</b>	150.0 <b>150.0</b>	5.8
Hedge accounting items total	150.0	5.2	150.0	5.8
Items outside hedge accounting:	0.0	0.0	25.0	0.1
Interest rate swaps	0.0	0.0	25.0 <b>25.0</b>	-0.1 - <b>0.1</b>
Items outside hedge accounting total Interest rate derivatives total			175.0	5.8
interest rate derivatives total	150.0	5.2	175.0	3.8
Equity derivatives				
Hedge accounting items:				
Stock options				
Call options	3.0	5.6	3.0	0.7
Put options	3.0	-1.4	3.0	-0.1
Hedge accounting items total	6.0	4.1	6.0	0.6
Equity derivatives total	6.0	4.1	6.0	0.6
Derivatives total		-124.2		-114.5

## Calculation of key ratios

#### **Operational result:**

Operating result excluding fair value changes in derivatives, changes in the exchange rates of fleet overhauls and non-recurring items

#### Non-recurring items:

Capital gains and losses as well as items related to the restructuring and other non-recurring items

#### Operational EBITDAR:

Operational result + depreciation + lease payments for aircraft

#### Shareholders' equity:

Equity attributable to owners of the parent

#### Gross capital expenditure:

Investments in intangible and tangible assets excluding advance payments

#### Average capital employed:

Balance sheet total - non-interest-bearing liabilities (average)

#### Interest-bearing net debt:

Interest-bearing liabilities - other current financial assets - cash and cash equivalents

#### Earnings per share:

Result for the financial year - hybrid bond expenses net of tax

Average number of shares during the financial year, adjusted for share issues

#### Result for the period/share:

Result for the financial year

Average number of shares during the financial year, adjusted for share issues

#### Equity/share:

Shareholders' equity

Number of shares at the end of financial year, adjusted for share issues

#### Dividend/earnings. %:

Dividend/share

×100 Earnings/share

#### Dividend vield. %:

Dividend/share

×100 Share price at the end of the financial year

#### Cash flow from operating activities/share:

Cash flow from operating activities

Average number of shares during the financial year, adjusted for share issues

#### Price/earnings ratio (P/E):

Share price at the end of the financial year

Earnings/share

#### Equity ratio, %:

Shareholders' equity + non-controlling interest Balance sheet total

#### Gearing, %:

Interest-bearing net debt

Shareholders' equity + non-controlling interest

#### Adjusted gearing, %:

Interest-bearing net debt + 7 × lease payments for aircraft Shareholders' equity + non-controlling interest

×100

#### Return on equity (ROE), %:

Result for the financial year

Shareholders' equity + non-controlling interest (average)

#### Return on capital employed (ROCE), %:

Result before taxes + financial expenses

×100 Average capital employed

#### Available seat kilometres (ASK):

Total number of seats available × kilometres flown

#### Revenue passenger kilometres (RPK):

Number of revenue passengers x kilometres flown

#### Passenger load factor, %:

Share of revenue passenger kilometres of available seat kilometres

#### Available tonne kilometres (ATK):

Number of tonnes of capacity for carriage of cargo and mail x kilometres

#### Revenue tonne kilometres (RTK):

Total revenue load consisting of cargo and mail x kilometres flown

#### Overall load factor, %:

Share of revenue tonne kilometres of available tonne kilometres

#### Revenue per available seat kilometre (RASK):

Unit revenue (RASK) represents the Airline Business traffic revenue divided by available seat kilometres (ASK). Inflight sales and Cargo revenues are included in RASK on a net basis, decreased by direct costs related to those operations.

Unit revenue (RASK) with constant currency aims to provide a comparative, currency neutral measurement for unit revenues. All the currency changes and currency hedging results are excluded from the measurement.

#### Cost per available seat kilometre (CASK):

Unit cost (CASK) represents the Airline Business operational costs divided by available seat kilometres. Operational costs include a calculative capital cost for Finnair operated and owned aircraft. Direct operational costs related to Cargo operations and inflight sales are excluded in the measurement as their results are included on a net basis in unit revenues. Non-traffic related revenue is netted off and deducted from operational costs.

Unit cost (CASK) with constant currency aims to provide a comparative. currency neutral measurement for unit costs. All the currency changes and currency hedging results are excluded from the measurement.

## Board of Directors' proposal on the dividend

Finnair Plc's distributable equity according to the financial statements on 31 December 2015 amounts to 181,101,862,30 euros.

The Board of Directors proposes to the Annual General Meeting that no dividend shall be paid and the result for the financial year be retained in the equity.

### Signing of the Report of the Board of Directors and the Financial Statements

Helsinki, 9 February 2016

The Board of Directors of Finnair Plc

Klaus Heinemann

Jaana Tuominen

President and CEO of Finnair Plc

# Auditor's Report (Translation from the Finnish Original)

### To the Annual General Meeting of Finnair Oyj

We have audited the accounting records, the financial statements, the report of the Board of Directors and the administration of Finnair Oyj for the year ended 31 December, 2015. The financial statements comprise the consolidated statement of financial position, income statement, statement of comprehensive income, statement of changes in equity and statement of cash flows, and notes to the consolidated financial statements, as well as the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements.

### Responsibility of the Board of Directors and the Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, as well as for the preparation of financial statements and the report of the Board of Directors that give a true and fair view in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The Board of Directors is responsible for the appropriate arrangement of the control of the company's accounts and finances, and the Managing Director shall see to it that the accounts of the company are in compliance with the law and that its financial affairs have been arranged in a reliable manner.

## **Auditor's Responsibility**

Our responsibility is to express an opinion on the financial statements, on the consolidated financial statements and on the report of the Board of Directors based on our audit. The Auditing Act requires that we comply with the requirements of professional ethics. We conducted our audit in accordance with good auditing practice in Finland. Good auditing practice requires that we plan and perform the audit to obtain reasonable assurance about whether the financial statements and the report of the Board of Directors are free from material misstatement, and whether the members of the Board of Directors of the parent company or the Managing Director are guilty of an act or negligence which may result in liability in damages towards the company or whether they have violated the Limited Liability Companies Act or the articles of association of the company.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements and the report of the Board of Directors. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements and report of the Board of Directors that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting

policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements and the report of the Board of Directors.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion on the Consolidated Financial Statements**

In our opinion, the consolidated financial statements give a true and fair view of the financial position, financial performance, and cash flows of the group in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU.

# Opinion on the Company's Financial Statements and the Report of the Board of Directors

In our opinion, the financial statements and the report of the Board of Directors give a true and fair view of both the consolidated and the parent company's financial performance and financial position in accordance with the laws and regulations governing the preparation of the financial statements and the report of the Board of Directors in Finland. The information in the report of the Board of Directors is consistent with the information in the financial statements.

### **Other Opinions**

We support that the financial statements and the consolidated financial statements should be adopted. The proposal by the Board of Directors regarding the use of the profit shown in the balance sheet is in compliance with the Limited Liability Companies Act. We support that the Members of the Board of Directors and the Managing Director of the parent company should be discharged from liability for the financial period audited by us.

Helsinki, 9 February 2016

### **PricewaterhouseCoopers Oy**

**Authorised Public Accountants** 

Mikko Nieminen

Authorised Public Accountant

Balance sheet book	paper documents	
Journal and general ledger	electronic archive	
Accounts receivable and payable	electronic archive	
Bank receipts	paper documents and electronic archive	voucher types 42, 43, 68, 69, 70 and YI
Sales invoices	paper documents and electronic archive	voucher types 30, 31, 40, 41, XV, XW, YJ and YW
Flight coupon vouchers	electronic archive	voucher types SC, SE, SF, SH, SI, SJ, SM, SN, SO, SR, SS and ST
Purchase invoices	paper documents and electronic archive	voucher types 63, 64, 66, 67, YA, YM, YN, YP, YT, YU and YX
Payroll receipts	paper documents and electronic archive	voucher types XQ and YV
Travel and expense invoices	electronic archive	voucher type YQ
Treasury vouchers	paper documents and electronic archive	voucher types XK and XM
Fixed assets vouchers	paper documents and electronic archive	voucher types AA and AF
Finnair Plus vouchers	electronic archive	voucher type XY
Memo vouchers	paper documents and electronic archive	voucher types 10, 11, 13, 14, 16, 17, 18, 19, 20, 23, 24, XX and YY
Clearing vouchers	electronic archive	voucher types 22 and SU