

First nine months in brief

- Net sales rose to EUR 69.3 million for the first nine months, up 8.2 per cent on the previous year's EUR 64.1 million
- Net sales were EUR 22.4 (20.4) million in the third quarter
- Operating profit for the first nine months remained on a good level and was EUR 10.2 (10.4) million
- Operating profit in the third quarter was EUR 3.0 (3.3) million or 13.4 (16.2) per cent of net sales
- Earnings per share were EUR 0.17 (0.19) based on the diluted number of shares at the end of the reporting period

Divisions

- Demand for industrial profiles remained strong in the third quarter
- Industry Division posted strong growth in operating profit in the first nine months, up 37.2 per cent to EUR 7.6 (5.5) million
- Sport Division sales remained on last year's level
- Strong focus on opening Nordic Walking markets hampered profitability in the Sport Division, posting an operating profit of EUR 0.5 (1.3) million in the third quarter.

IFRS reporting

Exel has applied IFRS reporting since the beginning of 2005, and this interim report has been prepared in accordance with the recognition and measurement principles of IFRS. The reconciliation statement for the opening IFRS balance sheet for 2004 was presented in the financial statements bulletin released on 24 February 2005. The effects of IFRS transition on 2004 financial statements on a quarterly basis were explained in more detail in a stock exchange release published on 3 May 2005. In the present interim report, the figures published on that occasion have been used as comparative information.

Net sales

Exel's consolidated net sales for January-September grew this year by 8.2 per cent over the previous year's to EUR 69.3 (64.1) million. In Q3, net sales grew by 9.9 per cent to EUR 22.4 (20.4) million. The net sales for April-September include the operations of the Austrian company Faserprofil GmbH, which was acquired on 1 April 2005. The company now operates as Exel's subsidiary under the name Exel Composites GmbH. Of the growth in net sales the majority, EUR 3.2 million, represented organic growth. The acquisition of Faserprofil accounted for EUR 2.0 million of the net sales in the first nine months.

Profit performance

Exel's operating profit for the first nine months remained close to last year's level at EUR 10.2 (10.4) million. Operating profit as a percentage of net sales was 14.7 (16.2) per cent. The Industry Division's operating profit improved due to in-creased sales and improved cost efficiency. The Sport Division's operating profit was charged by ongoing investments in expanding the Nordic Walking market.

The Group's net financial expenses were EUR 229 (335) thousand. The Group's pre-tax profit was EUR 10.0 (10.1) million, and profit for the reporting period totalled EUR 7.2 (6.9) million.

	1.730.9.	1.730.9.		1.130.9.	1.130.9.	•	1.131.12.
EUR million	2005	2004	Change %	2005	2004	Change%	2004
Net sales	22.4	20.4	9.9	69.3	64.1	8.2	83.9
Operating profit	3.0	3.3	- 8.9	10.2	10.4	- 1.6	13.7
% of net sa l es	13.4	16.2	- 17.1	14.7	16.2	- 9.1	16.3
Profit for the period	2.1	2.2	- 5.4	7.2	6.9	4.5	9.1
Equity	24.4	17.3	40.6	24.4	17.3	40.6	20.7
Net interest-bearing liabilities	10.9	12.8	- 14.7	10.9	12.8	- 14.7	7.4
Invested capital	40.9	33.5	22.2	40.9	33.5	22.2	33.3
Return on equity, %	35.9	49.8	- 27.9	42.5	52.6	- 19.2	47.8
Return on investment, %	29.4	37.6	- 21.8	37.2	45.5	- 18.2	45.2
Solvency ratio, %	43.1	37.7	14.3	43.1	37.7	14.3	44.9
Net gearing, %	44.7	73.6	- 39.3	44.7	73.6	- 39.3	36.0
Earnings per share, EUR	0.18	0.20	- 10.0	0.64	0.64	0.0	0.84
Earnings per share, EUR, di <mark>l</mark> uted	0.17	0.19	- 9.7	0.62	0.61	1.8	0.80
Equity per share, EUR	2.15	1.61	33.5	2.15	1.61	33.5	1.84

Balance sheet and financial position

The consolidated balance sheet total at the end of the reporting period stood at EUR 56.6 (46.1) million. One-third of the increase was due to the Austrian acquisition and the rest to an increase in working capital arising from increased sales volumes, especially in Exel's main markets, and increased liquid assets.

At the end of the reporting period, equity stood at EUR 24.4 (17.3) million, and the solvency ratio was 43.1 (37.7) per cent. Interest-bearing liabilities were EUR 16.5 (16.1) million, of which short-term liabilities accounted for EUR 6.3 (6.7) million. Net interest-bearing liabilities were EUR 10.9 (12.8) million, and the net gearing was 44.7 (73.6) per cent.

The development of cash flow from business operations remained clearly positive in the third quarter and was EUR +5.4 (+11.0) million for the first nine months. The lower cash flow compared to last year was due to the exceptionally low level of working capital at the turn of the year resulting mostly from accounts receivable. In addition, owing to the good results posted in 2004, EUR 1.5 million in taxes for last year was paid in H1. Operative capital expenditure was financed with cash flow from business operations. Despite the acquisition, the amount of interest-bearing liabilities remains at the same level as last year. At the end of the reporting period,

the Group's liquid assets stood at EUR 5.6 million, compared with EUR 5.1 million at the end of 2004.

Capital expenditure

The Group's capital expenditure totalled EUR 3.2 million, containing some EUR 1.6 million operative investments and some EUR 1.5 million in the purchase price of the fixed assets of Faserprofil GmbH. Capital expenditure for the third quarter was EUR 0.6 million, consisting mainly of investments in a new production line and maintenance and productivity-enhancing investments.

Personnel

The number of people employed by the Exel Group on 30 September 2005 was 471 (438). Of these 321 (300) worked in Finland and 150 (138) abroad. The number of employees during the reporting period averaged 467 (443). The increase from last year is mainly due to the acquisition of the Austrian unit and the beginning of operations of Exel's subsidiary in the USA.

Business segments

The Group's operations are divided into two main segments: the Industry Division and the Sport Division.

Industry Division

The Industry Division's key financial figures for the reporting period were as follows:

	1.730.9.	1.730.9.	1	.130.9.	1.130.9.	1.1	131.12.
EUR 1,000	2005	2004	Change %	2005	2004	Change %	2004
Net sales	13,8	11,5	19.4	41,7	36,7	13.8	48,3
Operating profit	2,5	2,0	21.7	7,6	5,5	37.2	7,8
% of net sales	18.1	17.7	1.9	18.2	15.1	20.6	16.2
Average personnel	257	237	8.4	234	226	3.5	224

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The Industry Division's net sales grew by 13.8 per cent on those posted a year earlier. Of the increase, EUR 2.0 million arose from the acquisition of Faser-profil, while the remaining two-thirds represented organic growth. Demand in the profiles market has continued to be strong in the third quarter, and research and development in new applications is currently very active. In the beginning of the year, new customer mould projects numbered some 40, which reflects the increase in demand. The production utilisation rate was high at most production plants. One new production line was opened in the third quarter at the Voerde plant in Germany.

Profitability remained at a good level despite a considerable increase in raw material prices. Some of this price pressure has been systematically passed on within the production chain. Operating profit grew by 37.2 per cent to EUR 7.6 million from EUR 5.5 million the previous year. The improvement in profitability is due to higher sales volumes and productivity gains at the main production plants. Tight cost management has also reinforced profitability.

Carbon fibre raw materials were in short supply throughout the reporting period, a situation that is expected to continue throughout the year. This is due to massive new projects, the most significant of which are the Airbus A380 programme, defence projects in the USA, and the development of China's infrastructure. The situation has remained essentially unchanged in the third quarter. Exel has for the most part ensured adequate fibre supplies for this year's projects. The main carbon fibre suppliers have announced investments to increase capacity. The new capacity will enter the markets in stages during the second half of 2006.

Business licenses needed for a new production plant in China have been granted, and negotiations for constructing the plant are in their final stages. According to plans, the factory will be in full operation by the second half of 2006. Establishing the factory will incur costs also in 2005, but the most significant increases in costs will be encountered in 2006.

Sport Division

The Sport Division's key financial figures for the reporting period were as follows:

The Sport Division's net sales remained at last year's level. The Nordic Walking market continues to grow steadily in the German-speaking market, although competition is increasing. Exel is investing heavily in opening new markets, especially in North America, China and Japan. Floorball operations have developed strongly due to new models and branding. Exel has signed an agreement to become the main sponsor of the Floorball World Championships in 2006.

The Sport Division's operating profit fell from last year's EUR 4.9 million to EUR 2.6 million. The strong focus on opening new Nordic Walking markets, the strengthening of the Exel Sports Oy organisation, and the introduction of the Exel concept continued. Marketing investments are expected to reduce the division's operating profit also in the fourth quarter.

Significant efforts are being made to open new markets in North America, where the new subsidiary Exel USA, Inc. is investing in spreading the sport, and in China, where joint marketing with our partner CISS is progressing. Although the sale of Nordic Walking poles momentarily shows stagnation, the Nordic Walking product category is expected to experience strong future growth, being one of the few growing sporting goods segments.

In the OEM product group (surfing masts and laminate components) the market is stable. The downward trend in surfing mast deliveries has stopped, and volumes are expected to remain at the present level. Laminate sales have increased over the previous year, and several new industrial applications are being developed.

Share

During the reporting period, on 9 September 2005, an increase in the share capital of EUR 19,944 due to a subscription of shares under the warrant programme was registered in the Finnish Trade Register. A total of 110,800 shares were subscribed. As a result of the increase, the share capital of Exel Oyj is now EUR 2,041,344 and the total number of shares is 11,340,800, each with a counter-value of EUR 0.18.

The highest share quotation during the reporting

11.35 (5.87). The share price closed at EUR 14.10 (11.90). The average share price during the reporting period was EUR 12.61 (10.93).

During the reporting period 3,381,524 (5,235,416) shares were traded, accounting for 30.0 (48.6) per cent of the average number of outstanding shares. Based on the closing price in the reporting period, market capitalisation totalled EUR 159.8 (128.1) million.

Outlook

Competition in existing Nordic Walking markets has become more fierce. Intensified work is being done in consumer-oriented product development and in sales and distribution to reinforce the competitive position of Exel. A strong focus is being kept on opening up new Nordic Walking markets. These activities will continue to hamper profitability.

Exel's main core is the industrial operations, which is well positioned for profitable growth through further acquisitions and organic growth. The acquisition of Faserprofil GmbH strengthened Exel's leading position in the Central European pultrusion markets. Demand of industrial profiles remains strong. The raw material markets have stabilised. In the short term, however, carbon fibre prices continue to face inflationary pressures and the supply of carbon fibre will restrain growth in the Industry Division.

The Group's net sales for 2005 are expected to substantially exceed last year's level, whilst profit after financial items is expected to be slightly below last year's level.

Mäntyharju, 3 November 2005

Exel OyjBoard of Directors

Ari Jokelainen President

	1.730.9.	1.730.9.		1.130.9.	1.130.9.	1.1	131.12.	
EUR 1,000	2005	2004	Change %	2005	2004	Change %	2004	
Net sales	8,6	8,9	- 2.4	27,6	27,4	0.7	35,5	
Operating profit	0,5	1,3	- 58.4	2,6	4,9	- 45.7	5,9	
% of net sales	6.1	14.2	- 57.4	9.6	17.8	- 46.1	16.5	
Average personnel	241	219	10.0	233	217	7.4	217	

CONDENSED CONSOLIDATED 1.7.-30.9. 1.7.-30.9. 1.1.-30.9. 1.1.-30.9. 1.1.-31.12.

INCOME STATEMENT	2005	2004	Change %		2005	Change %	2004
Net sales	22,402	20.386	9.9	69,343	64,081	8.2	83,857
Other operating income	17	- 42	140.5	220	78	182.1	111
Operating expenses	- 18,477	- 16,304	- 13.3	- 56,775	- 51,547	- 10.1	- 67,085
Depreciation and impairment	- 933	- 736	- 26.8	- 2,569	- 2,223	- 15.6	- 3,181
Operating profit	3,009	3,304	- 8.9	10,219	10,389	- 1.6	13,702
Financial income and expenses	- 60	- 137	56.2	- 229	- 335	31.6	- 467
Profit before income taxes	2,949	3,166	- 6.9	9,989	10,053	- 0.6	13,236
ncome tax charge	- 878	- 976	10.0	- 2,812	- 3,188	11.8	- 4,110
Profit for the period	2,071	2,190	- 5.4	7,177	6,865	4.5	9,126
Earnings per share, EUR	0.18	0.20	- 10.0	0.64	0.64	0.0	0.84
Earnings per share, EUR, diluted	0.17	0.19	- 9.7	0.62	0.61	1.8	0.80
CONDENSED CONSOLIDATED		ptember	30 Septer	mber			December
BALANCE SHEET	2005		2004		Change	200	4
Assets							
Non-current assets							
ntangib l e assets		855	47			384	926
Goodwi ll		3,717	3,18			529	3,188
Tangible assets		15,725	14,26			159	13,742
Deferred tax assets		994)9	7	785	310
Other non-current assets		102		99		3	100
Non-current assets total		21,393	18,23	33	3,1	160	18,266
Current assets							
nventories		15,458	12,73			724	13,269
Trade and other receivables		14,135	11,80	08	2,3	327	9,568
Cash in hand and at bank		5,637	3,36		2,2	268	5,150
Current assets total		35,230	27,9	11	7,3	319	27,987
Total assets	5	56,623	46,14	14	10,4	79	46,253
Equity and liabilities							
Shareholders´ equity							
Share capital		2,041	1,88	34	1	157	1,932
Share issue				4		- 4	817
Share premium reserve		4,542	3,14	19	1,3	393	3,390
Retained earnings		10,614	5,43	31	5,1	183	5,427
Profit for the period		7,177	6,86	55	3	312	9,126
Total equity	2	24,374	17,33	33	7,0	041	20,692
Non-current liabilities							
Interest-bearing liabilities		10,236	9,43	37	7	799	8,456
Deferred tax liabilities		375	13	39	2	236	297
Current liabilities							
Interest-bearing liabilities		6,288	6,69		_ 4	108	4,141
Trade and other non-interest-bearing liabilitie	s	15,350	12,53	39	2,8	311	12,666
Total liabilities		32,249	28,81		3,4		25,560
Total equity and liabilities	5	56,623	46,14	14	10,4	79	46,253
STATEMENT OF CHANGES		are	Share	Share pre		ained	
IN SHAREHOLDERS' EQUITY	сар	oital	issue	um reserv	re ear	nings	Total
Balance on 1 January 2004	1,	870	135	3,02	8 1:	2,429	17,462
Share issue		14	- 131	12	1		4
Exchange rate differences						0	0
Dividend paid					-	- 6,998	- 6,998
Profit for the period						6,865	6,865
			_	3,14	9 1	2,296	17,333
Balance on 30 September 2004	1,	884	4	•			
·		932	4 817	3,39	0 1	4,553	20,692
Balance on 1 January 2005				-		4,553	20,692 444
Balance on 1 January 2005 Share issue		932	817	3,39		4,553	-
Balance on 1 January 2005 Share issue Exchange rate differences		932	817	3,39	2	- 8	444 - 8
Balance on 30 September 2004 Balance on 1 January 2005 Share issue Exchange rate differences Dividend Profit for the period		932	817	3,39	2		444
Balance on 1 January 2005 Share issue Exchange rate differences Dividend	1,	932	817	3,39	-	- 8 - 3,931	444 - 8 - 3,931

CONDENSED CONSOLIDATED CASH FLOW STATEMENT	1.130.9.2005	1.130.9.2004	Change	1.131.12.2004
Cash flow from operations				
Profit for the period	7,177	6,865	312	9,126
Adjustments	5,653	5,861	- 200	7,623
Change in working capital	- 3,880	- 93	- 3.787	1,657
Cash flow generated by operations	8,950	12,633	-3,683	18,406
Net financial items	- 262	- 324	62	- 359
Income taxes paid	- 3,272	- 1,333	-1,939	- 2,136
Net cash flow from operations	5,416	10,976	- 5,560	15,911
Cash flow from investing activities				
Acquisitions	- 2,056	- 7,181	5,125	- 7,181
Capital expenditure	- 1,452	- 2,000	548	-3,187
Proceeds from sale of fixed assets				44
Other cash flow from investing activities				
Cash flow from investing activities	- 3,508	- 9,181	5,673	-10,324
Cash flow from financing				
Share issue	443	4	439	1,102
Change in long-term loans	401	2,798	- 2,397	
Change in short-term loans	1,666	3,011	- 1,345	2,700
Dividend paid	- 3,931	- 6,998	3,067	-6,998
Net cash flow from financing	- 1,421	- 1,177	- 236	-3,196
Change in liquid funds	487	610	- 123	2,391
Liquid funds at the beginning of the period	5,150	2,759	2,391	2,759
Change in liquid funds	487	610	- 123	2,391
Liquid funds at the end of the period	5,637	3,369	2,268	5,150

KEY FINANCIAL FIGURES								
BY QUARTER	III/2005	II/2005	I/2005	IV/2004	III/2004	II/2004	1/2004	I-IV/2004
Net sales by segment								
Industry	13,755	15,459	12,509	11,689	11,523	13,408	11,730	48,349
Sport	8,647	9,744	9,229	8,087	8,864	9,773	8,784	35,308
Total net sales	22,402	25,203	21,738	19,776	20,387	23,181	20,514	83,857
Operating profit by segment								
Industry	2,484	3,271	1,818	2,327	2,041	2,512	965	7,845
Sport	525	1,735	386	987	1,263	2,653	955	5,858
Total operating profit	3,009	5,006	2,204	3,314	3,304	5,165	1,920	13,702
Net financial items	- 60	- 112	- 58	- 131	- 138	- 91	- 107	- 466
Profit before taxes	2,949	4,894	2,146	3,182	3,167	5,074	1,813	13,236
Income taxes	- 878	- 1,332	- 602	- 922	- 976	- 1,613	- 598	- 4,110
Profit for the period	2,071	3,562	1,544	2,260	2,190	3,461	1,215	9,126
Earnings per share, EUR	0.18	0.32	0.14	0.21	0.20	0.32	0.11	0.84
Earnings per share, EUR, diluted Average number of shares,	0.17	0.31	0.13	0.19	0.19	0.31	0.11	0.80
undiluted, 1000 shares Average number of shares	11,302	11,230	11,230	10,998	10,768	10,766	10,766	10,826
diluted, 1000 shares	11,574	11,393	11,524	11,464	11,268	11,162	11,136	11,464
Average number of personnel	498	485	417	424	456	453	406	441

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COMMITMENTS AND CONTINGENCIES		30.9.2005	30.9.2004	31.12.2004
On own behalf		00.7.2000	00:7:200-7	01112.2004
Mortgages		2,954	2,954	2,954
Corporate mortgages		12,500	12,500	12,500
Lease liabilities				
- in next 12 months		440	216	223
- in next 1-5 years		1,743	972	1,563
Other commitments		262	222	67
DERIVATIVE FINANCIAL INSTRUMENTS, NOMINAL VALUES				
		30.9.2005	30.9.2004	31.12.2004
On own behalf		2.054	2.054	2.054
Mortgages		2,954	2,954	2,954
Corporate mortgages Lease liabilities		12,500	12,500	12,500
- in next 12 months		440	216	223
- in next 1-5 years		1,743	972	1,563
Other commitments		262	222	67
Other communents		202	222	67
CONSOLIDATED KEY FIGURES				
CONSOLIDATED KEY FIGURES	1.130.9.2005	1.130.9.2004	Change %	1.131.12.2004
Net sales	69, 343	64,081	8.2	83,857
Operating profit	10,219	10,389	- 1.6	13,702
% of net sales	14.7	16.2	- 9.1	16.3
Profit before taxes	9,989	10,053	- 0.6	13,236
% of net sales	14.4	15.7	- 8.2	15,8
Profit for the period	7,177	6,865	4.5	9,126
% of net sales	10.3	10.7	- 3.4	10.9
Shareholders´ equity	24,374	17,333	40.6	20,692
Interest-bearing liabilities	16,524	16,133	2.4	12,597
Cash and cash equivalents	5,637	3,369	67.3	5,150
Net interest-bearing liabilities	10,887	12,764	- 14.7	7,447
9			22.2	33,290
Capital employed	40,898 42.5	33,466 52.6	- 19.2	
Return on equity, %				47.8
Return on capital employed, %	37.2	45.5	- 18.2	45.2
Equity ratio, %	43.1	37.7	14.3 - 39.3	44.9
Net gearing, %	44.7	73.6	- 39.3	36.0
Capital expenditure	3,249	4,923	- 34.0	5,803
% of net sales	4.7	7.7	- 39.0	6.9
R&D costs	1,766	1,471	20.1	1,956
% of net sales	2.5	2.3	10.9	2.3
Earnings per share, EUR	0.64	0.64	0.0	0.84
Earnings per share, EUR, diluted	0.62	0.61	1.8	0.80
Eguity per share, EUR Equity per share, EUR	2.15			1.84
	2.15	1.61	33.5	1.04
Average number of shares, 1000	11 25/	10.7//	4.5	10.007
- cumulative	11,254	10,766	4.5	10,826
- cumulative, diluted	11,574	11,162	3.7	11,464

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Average number of employees

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