

TRAINERS' HOUSE'S FINANCIAL STATEMENTS BULLETIN FOR 1 JANUARY - 31 DECEMBER 2010

January-December

- Net sales from continuing operations amounted to EUR 15.6 million (EUR 20.5 million)
- Operating profit from continuing operations before non-recurring items and depreciation resulting from the allocation of acquisition cost was EUR 1.1 million (EUR 1.9 million), or 7.1% of net sales (9.3%)
- Operating result from continuing operations after depreciations from resulting from the allocation of acquisition cost and goodwill write-downs was EUR -15.8 million (EUR -2.1 million), or -101.5% of net sales (-10.3%)
- Cash flow from operating activities was EUR -1.5 million (EUR 3.5 million)
- Earnings per share for continuing operations were EUR -0.24 (EUR -0.09)

October-December

- Net sales from continuing operations amounted to EUR 4.4 million (EUR 4.7 million)
- Operating profit from continuing operations before non-recurring items and depreciation resulting from the allocation of acquisition cost was EUR 0.1 million (EUR 0.9 million), or 2.7% of net sales (19.3%)
- Operating result from continuing operations after these items was EUR -14.7 million (EUR 0.4 million), or -334.8% of net sales (8.4%)
- Cash flow from operating activities was EUR 0.9 million (EUR 1.7 million)
- Earnings per share for continuing operations were EUR -0.22 (EUR -0.05)

Key figures at the end of the period under review

- Liquid assets totalled EUR 3.7 million (EUR 1.9 million)
- Interest-bearing liabilities amounted to EUR 9.9 million (EUR 16.7 million) and interest-bearing net debts totalled EUR 6.2 million (14.8 million)
- Net gearing was 17.7% (28.9%)
- The equity ratio was 66.8% (66.5%)

Trainers' House Plc's operating profit for the last quarter of 2010 was positive, but the development of net sales and profitability were weaker than expected.

There company recognised a write-down of EUR 14.4 million in the Group's goodwill in the financial statements. The write-down does not have an effect on cash flow. After this write-down, the Group balance sheet has 25.8 million of goodwill and shareholders' equity of EUR 35.1 million, accounting for 66.8% of the balance sheet total.

The Board of Directors appointed the deputy CEO, Mr Vesa Honkanen, as the new chief executive officer of the company effective as of 25 January 2011.

The Board of Directors proposes that no dividend be paid for 2010.

OUTLOOK FOR THE FUTURE

The company expects that net sales will increase and operating profit after depreciation resulting from the allocation of acquisition cost will improve year on year.

CEO VESA HONKANEN

The operation of Trainers' House is post-cyclical. The cautious purchase behaviour of customers in 2009 affected the 2010 net sales and result. The company recognised a write-down of EUR 14.4 million in the Group's goodwill in the financial statements. The write-down does not have an effect on cash flow.

The business environment did, however, show some signs of recovery in 2010. Even though the fourth quarter of the year was weaker than expected after a few important sales projects were postponed until 2011, orders in continuing operations increased by 21% year on year.

The restructuring measures carried out during 2010 streamlined the operations of Trainers' House, making it easier to focus on the company's core business. An increasing number of customer projects utilise a wide selection of Trainers' House services: Ignis offers new opportunities for our customers' sales agents and helps audit critical points in their customer and supervisor work, training services help our customers clarify their strategies and increase the efficiency of their operations, while SaaS systems ensure that they stay on the right path.

The new offerings of Trainers' House, i.e. the sales management system and employee well-being promotion services from Revenue House, were enthusiastically received. Both already generated revenue in 2010.

Trainer's House helps its customers grow by supporting their daily management work. Our skilled and committed personnel has a key role in making this happen.

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REVIEW OF OPERATIONS

Trainer's House helps its customers grow by supporting their daily management work.

This task is implemented by offering customers business-critical training based on the utilisation of marketing (Ignis) and management (SaaS) systems.

Through business divestments and restructuring, the company seeks to adjust the organisation model to suit its strategy. Due the structural changes, the number of personnel has been reduced from 227 to 133 persons year on year.

Changes in business operations and corporate structure

On 29 March 2010, the company announced the start of codetermination negotiations concerning its business unit in Tampere as well as Group administration functions. On 18 May 2010, the negotiations were announced to have been concluded. As a result of the negotiations, the Group's business unit in Tampere was shut down and personnel in administration deducted by lay-offs and transfers to customer service functions. In total, the personnel of the Group was reduced by 20 persons.

On 13 August 2010, Trainers' House, Sentica Kasvurahasto II Ky and AtBusiness Oy signed an agreement on a corporate transaction under which the IT project business of Trainers' House was sold to a new company, which simultaneously acquired the entire share capital of AtBusiness Oy from Sentica Kasvurahasto II Ky and the employee-owners at AtBusiness Oy.

The purchase price of the IT project business was EUR 9.0 million, of which about EUR 6.2 million was paid in cash. Trainers' House invested about EUR 2.8 million in the new company using equity and debt instruments. After the transaction, Trainers' House owns 19.9% of the new company's shares and votes, while Sentica Kasvurahasto II Ky and the new company's acting management own the rest of the shares.

Development of sales

The value of new orders in continuing operations increased by 21% year on year. The agreements entered into by the end of 2010 bring the total number of SaaS users from 16,000 to over 19,000. The development costs of SaaS products amounted to a total of EUR 1.1 million during the reporting period. These costs have been recognised as expenses.

FINANCIAL PERFORMANCE

Net sales development in the last quarter of the financial year was weaker than expected. Operating profit before non-recurring items and depreciation resulting from the allocation of acquisition costs decreased year on year and was slightly positive.

Continuing operations

The net profit of the company's IT process business that was sold in the third quarter of the year, from the beginning of 2010 to the date of the divestment, as well as the related non-recurring capital loss of EUR 4.8 million are presented as a single item on the line "Profit/loss for the period from discontinued operations". The figures for 2009 have been adjusted to correspond with this presentation method.

Net sales from continuing operations during the period under review came to EUR 15.6 million (EUR 20.5 million). Operating profit from continuing operations before depreciation resulting from the allocation of the acquisition cost of Trainers' House Oy was EUR 1.1 million, or 7.1% of net sales (EUR 1.9 million, or 9.3% of net sales). Cash flow from operating activities was EUR -1.5 million (EUR 3.5 million).

Depreciations resulting from the allocation of acquisition cost

EUR 10.2 million of the acquisition cost of Trainers' House Oy in 2007 has been allocated in intangible assets with a limited useful life. This item is depreciated over a period of five years. During the period under review, a total of EUR 2.0 million was depreciated. At the end of the period under review, these intangible assets totalled EUR 3.0 million. The total portion of this item to be depreciated is EUR 1.6 million in 2011 and EUR 1,4 million in 2012.

Non-recurring items

Goodwill

The allocation of the purchase price of the divested IT project business in the company's goodwill in the third quarter of the year reduced the goodwill recognised in the company's balance sheet by EUR 10.7 million. After the allocation of the purchase price, the goodwill recognised in company's balance sheet totalled EUR 40.3 million.

On 25 January 2011, the Board of Directors of Trainers' House decided to lower the estimates on the profitability and growth of net sales used in the impairment testing. As a result, the Board of Directors resolved that of the goodwill booked in connection with the merger of Satama Interactive Plc and Trainers' House Oy, a total of further EUR 14.4 million will be written down.

After the depreciation resulting from the allocation of the sales price and the goodwill write-down, approximately 25.8 million of goodwill remains in the Group balance sheet. The above-mentioned write-downs do not have an effect on cash flow.

Restructuring provision

Non-recurring items in the Group balance sheet include a restructuring provision in the amount of EUR 0.5 million.

In the first quarter of 2009, a restructuring provision of EUR 1.4 million was made to cover costs resulting from personnel reductions and the divestment of international operations. EUR 0.9 million of the restructuring provision has been used to cover actual expenses, while EUR 0.2 million was dissolved and recognized as income. On 31 December 2010, EUR 0.3 million of the restructuring provision remained. The unused provision is expected to cover the remaining costs resulting from the restructuring.

The codetermination negotiations carried out in the spring of 2010 resulted in the discontinuation of the Tampere unit and the dismissal of 20 Group employees. Related expenses of EUR 0.6 million were recognised in the result of the second quarter. EUR 0.4 million of the restructuring provision was used to cover actual expenses, while EUR 0.2 million was dissolved and recognized as income. No provision remains at the end of the period under review.

An additional provision of EUR 0.1 million was entered in the Group balance sheet for new restructuring measures undertaken during the second half of 2010. At the end of the period under review, the restructuring provision totalled EUR 0.4 million.

Deferred tax assets

The divestment of the company's IT project business completed in 2010 generated taxable income against which the company used losses carried forward. On 31 December 2010, the company's balance sheet contained deferred tax assets from losses carried forward in the amount of EUR 1.7 million. Tax loss carry-forwards must be utilised within 10 years from their recognition. EUR 1.2 million of the company's tax loss carry-forwards will expire in 2011 - 2012 and the rest EUR 0.5 million in 2019.

Financial performance

The comparative figures used for reporting operating profit include the reported operating profit as well as operating profit before depreciation of allocated acquisition cost related to the acquisition of Trainers' House Oy and non-recurring items (= operating profit, EBIT). According to the company's management, these figures provide a more accurate view of the company's productivity.

The following table itemizes the Group's key figures (in thousands of euros):

	2010	2009
Net sales	15,578	20,464
Expenses:		
Personnel-related expenses	-8,093	-11,317
Other expenses	-5,796	-6,484
EBITDA	1,689	2,663
Depreciation of non-current assets	-582	-766
Operating profit before depreciation of acquisition cost	1,107	1,897
% of net sales	7.1	9.3
Depreciation of allocation of acquisition cost	-1,968	-2,033
Operating profit/loss before non-recurring items	-861	-136
% of net sales	-5.5	-0.7
Non-recurring items **)	-14,953	-1,979
EBIT	-15,814	-2,115
% of net sales	-101.5	-10.3
Financial income and expenses	-1,094	-1,155
Profit/loss before tax	-16,907	-3,270
Tax *)	689	-3,167
Profit/loss for the period continuing operations	-16,218	-6,437
% of net sales	-104.1	-31.5
Discontinued operations ***)	-4,781	-579
Profit/loss for the period	-20,999	-7,016

*) The tax included in the income statement is deferred. Taxes recognized in the income statement have no effect on cash flow, because the company's balance sheet contains deferred tax assets from losses carried forward. In 2009 a write-down in deferred tax assets totalling EUR 3.7 million has been recognized

in the income statement.

**) Non-recurring items in 2009 include a restructuring provision in the amount of EUR 1.2 million, and a write-down in the Group's goodwill in the amount of EUR 0.8 million. Non-recurring items in 2010 include a restructuring provision in the amount of EUR 0.5 million and a write-down in the Group's goodwill in the amount of EUR 14.4 million.

***) Discontinued operations are specified in Notes.

The following table itemizes the distribution of net sales from continuing operations and shows the quarterly profit/loss from the beginning of 2009 (in thousands of euros:

	Q109	Q209	Q309	Q409	2009	Q110	Q210	Q310	Q410	2010
Net sales	6896	5155	3760	4652	20464	4180	4168	2831	4398	15578
Operating profit before depreciation of acquisition cost *)	369	372	258	898	1897	588	483	-81	118	1107
Operating profit	-2343	-36	-125	389	-2115	79	-575	-590	-14728	-15814

*) excluding non-recurring items

LONG-TERM OBJECTIVES

The company's long-term objective is profitable growth.

FINANCING, INVESTMENTS AND SOLVENCY

On 4 August 2010, Trainers' House Plc announced the divestment of its IT project business at the price of EUR 9.0 million, of which some EUR 6.2 million was paid to Trainers' House in cash. The company used the entire cash consideration to pay off interest-bearing loans.

Hybrid bond

On 15 January 2010, Trainers' House Plc issued an EUR 5.0 million domestic hybrid bond.

EUR 1.0 million of the bond was subscribed by domestic investors and EUR 4.0 million by major shareholders of Trainers' House Plc based on their underwriting commitments. The coupon rate of the bond is 10.0% per annum. The bond has no maturity, but the company may call the bond after three years.

The hybrid bond will strengthen Trainers' House Plc's capital structure and enhance its financial position. The arrangement will also enhance the ratio of net debt to EBITDA. A hybrid bond is an instrument which is subordinated to the company's other debt obligations and which is treated as equity in the IFRS financial statements. Hybrid bonds do not confer to their holders the right to vote at shareholder meetings and do not dilute the holdings of the current shareholders.

Interest of EUR 0.5 million related to the hybrid bond were recognised in the consolidated income statement of 31 December 2010. The interest was recognised in shareholders' equity and paid to investors on 21 January 2011.

Cash flow and financing

Cash flow before financial items totalled EUR -0.3 million (EUR 4.7 million) and cash flow after financial items was EUR -1.5 million (EUR 3.5 million).

Cash flow from investments totalled EUR 6.1 million (EUR -0.3 million). The largest item was the EUR 6.2 million cash payment for the divested IT project business.

Cash flow from financing was EUR -2.8 million (EUR -9.0 million). During the period under review, cash flow from financing was affected most significantly by the repayment of interest-bearing loans in the amount of EUR 7.5 million as well as the issue of the EUR 5.0 million hybrid bond.

Total cash flow amounted to EUR 1.8 million (EUR -5.8 million).

On 31 December 2010, the Group's liquid assets totalled EUR 3.7 million (1.9 million). The equity ratio was 66.8% (66.5%). Net gearing was 17.7% (28.9%). At the end of the period under review, the company had EUR 9.9 million of interest-bearing debt (EUR 16.7 million).

Financial risks

Currency risks are insignificant, because Trainers' House operates principally in the euro zone. Interest rate risk is managed by covering part of the risk with hedging agreements. A bad debt provision, which is booked on the basis of ageing and case-specific risk analyses, covers risks to accounts receivable.

SHORT-TERM BUSINESS RISKS AND FACTORS OF UNCERTAINTY

Risks in the company's operating environment remained unchanged in 2010. Due to the company's project-based operations, order lifecycle is short, which makes it more difficult to estimate future developments. The situation has improved due to the overall economic recovery, but long-term visibility remains weak.

Short-term risks

The Group's goodwill and deferred tax assets recognised in the balance sheet were retested for impairment at the end of the financial year. Based on the results of this impairment testing, the goodwill values were EUR 14.4 million lower than the book value, resulting in a goodwill write-off in the financial statements.

If the company's profitability should fail to develop as predicted, or if external factors beyond the company's control, such as interest rates, should change significantly, there is a risk that some of the Group's goodwill may have to be written down. However, such write-down would not affect the company's cash flow.

At the end of the period under review, Trainers' House Plc's balance sheet contained deferred tax assets from losses carried forward in the amount of EUR

1.7 million. If the Group's taxable income does not reach approximately EUR 4.6 million in 2010-2012, there is a risk that some of the EUR 1.2 million in deferred tax assets recognised in the balance sheet cannot be utilised and may have to be written down. EUR 0.5 million of the tax loss carry-forwards will expire in 2019. However, any such write-down would not affect the company's cash flow.

In connection with the merger of Trainers' House Oy and Satama Interactive Plc, the company concluded a loan agreement in the amount of EUR 40 million. At the balance sheet date, the company had loans related to this loan agreement in the amount of EUR 9.2 million. The loan agreement contains standard covenants, including one concerning the ratio of net debt to EBITDA.

In order to ensure that it will fulfil the financial covenant in the loan agreement concerning the ratio of net debt to EBITDA, the company issued a hybrid capital bond in the amount of EUR 5.0 million on 15 January 2010.

If the company's profitability should fail to develop as expected, there is a risk that the company might not be able to fulfil the covenants, which would increase the company's financial expenses.

About risks

Trainers' House is an expert organisation. Market and business risks are part of regular business operations, and their extent is difficult to define. Typical risks in this field are associated with, for example, general economic development, distribution of the clientele, technology choices and development of the competitive situation and personnel expenses. Risks are managed through the efficient planning and regular monitoring of sales, human resources and business costs, enabling a quick response to changes in the operating environment.

The success of Trainers' House as an expert organisation also depends on its ability to attract and retain skilled employees. Personnel risks are managed with competitive salaries and incentive schemes as well as investments in employee training, career opportunities and general job satisfaction.

Risks are discussed in more detail in the annual report and on the company's website at www.trainershouse.fi > Investors.

PERSONNEL

At the end of the period under review, the Group employed 133 (156) people.

BOARD OF DIRECTORS

Appointed by the previous Annual General Meeting, the Board of Directors of Trainers' House Plc includes the following persons: Aarne Aktan (Chairman), Tarja Jussila, Kai Seikku and Matti Vikkula.

The Board of Directors convened 13 times in 2010. The attendance rate was 96%.

ACTING MANAGEMENT

Mr. Jari Sarasvuo acted as the CEO of Trainers' House Plc during the period under review. Vesa Honkanen acted as the Senior Vice President for the entire period, and Jarmo Lönnfors until 13 August 2010. Mirkka Vikström acts as the company's CFO.

SHARES AND SHARE CAPITAL

The shares of Trainers' House Plc are listed on NASDAQ OMX Helsinki Ltd under the symbol TRH1V.

At the end of the period under review, Trainers' House Plc had issued 68,016,704 shares and the company's registered share capital amounted to EUR 880,743.59. No changes took place in the number of shares or share capital during the period under review.

Share performance and trading

During the period under review, a total of 16.0 million shares, or 23.6% of the average number of all company shares (20.6 million shares or 30.3%), were traded on the Helsinki Exchanges for a value of EUR 6.8 million (EUR 11.5 million). The period's highest share quotation was EUR 0.53 (EUR 0.71), the lowest EUR 0.33 (EUR 0.42) and the closing price EUR 0.36 (EUR 0.44). The weighted average price was EUR 0.42 (EUR 0.56). At the closing price on 31 December 2010, the company's market capitalisation was EUR 24.5 million (EUR 29.9 million).

PERSONNEL OPTION PROGRAMMES

Trainers' House Plc has one option programme for its personnel, included in the personnel's commitment and incentive scheme.

The Annual General Meeting held on 25 March 2010 decided to commence an employee option programme for key employees in Trainers' House and its subsidiaries.

The number of option rights granted shall not exceed 5,000,000, and the option rights shall entitle their holders to subscribe no more than 5,000,000 new shares or treasury shares in total. The subscription prize for the 2010A warrant is EUR 0.46. The subscription price for the 2010B warrant shall be based on the market price of the share of Trainers' House Plc on NASDAQ OMX Helsinki Ltd in March 2011. The subscription period for shares converted under the 2010A warrant is from 1 September 2011 to 31 December 2012, and for shares converted under the 2010B warrant from 1 September 2012 to 31 December 2013.

In 2010, the total number of warrants granted to the personnel was 1.8 million. Of these, 0.9 million were 2010A warrants and 0.9 million 2010B warrants. Option expenses of EUR 0.02 million were recognised in the income statement in 2010.

CHANGES IN OWNERSHIP

On 20 July 2010, Trainers' House Plc received the following notice of change in ownership: on July 2010, the share of Trainers' House Plc's shares and votes held by Smartum Oy exceeded 1/20. After the notice, Smartum Oy has increased

its holding further, and is not the second largest owner of the Group. On 31 December 2010, Smartum Oy owned a total of 4,250,000 shares, or 6.25% of Trainers' House Plc's shares and votes.

Information on the company's ownership structure and major shareholders is available on the company's website at www.trainershouse.fi > Investors.

EVENTS AFTER THE REVIEW PERIOD

The Board of Directors of Trainers' House Plc appointed Vesa Honkanen, M.Tech, as the new chief executive officer of the company effective as of 25 January 2011.

Vesa Honkanen has been with the company since 1997 acting in numerous positions, most recently as the deputy CEO being responsible for the training business of Trainers' House Plc. His previous responsibilities include acting as the CEO of Trainers' House Oy.

The previous CEO of Trainers' House, Mr Jari Sarasvuo, will stand for election to the Board of Directors in the Annual General Meeting which will be held on 23 March 2011. Mr Sarasvuo will continue on full time basis with the company, concentrating on client work and development of the company's service concepts.

CONDENSED FINANCIAL STATEMENTS AND NOTES

The Group divested its IT project business in August 2010, and the comparative figures for 2009 have been adjusted to correspond to the structure of the continuing and divested operations.

This report was compiled in accordance with the IAS 34 standard.

Amendments to and interpretations of published standards, as well as the new standards effective as of 1 January 2009 are presented in detail in the Financial Statements for 2009. Adoption of the standards did not cause any such impact on the accounting principles applied to the financial statements that would have called for retroactive changes to previous years' figures.

As of 1 January 2010, the Group has adopted the following new and revised standards: IAS 27 (revised) Consolidated and Separate Financial Statements, Improvements to IFRSs (April 2009), Amendment IAS 32 Financial Instruments: Presentation - Classification of Rights Issues. These newly adopted standards have not had impact on the reported results.

In producing this interim report, Trainers' House has applied the same accounting principles for key figures as in its Financial Statements for 2009. The calculation of key figures is described on page 56 of the Financial Statements included in the Annual Report 2009.

The figures given for 2010 in this Financial Statements bulletin are audited.

INCOME STATEMENT, IFRS (kEUR)

	Group 01/10- 31/12/10	Group 01/10- 31/12/09	Group 01/01- 31/12/10	Group 01/01- 31/12/09
CONTINUING OPERATIONS				
NET SALES	4,398	4,652	15,578	20,464
Other income from operations	119	24	263	101
Costs:				
Materials and services	843	439	2,231	2,499
Personnel-related expenses	2,356	2,386	8,522	11,765
Depreciation	594	652	2,549	2,799
Impairment	14,445		14,445	804
Other operating expenses	1,008	811	3,908	4,813
Operating profit/loss	-14,728	389	-15,814	-2,115
Financial income and expenses	-345	-382	-1,094	-1,155
Profit/loss before tax	-15,073	7	-16,907	-3,270
Tax*)	207	-3,566	689	-3,167
Profit/loss for the period continuing operations	-14,866	-3,558	-16,218	-6,437
Discontinued operations	-38	24	-4,781	-579
PROFIT/LOSS FOR THE PERIOD	-14,904	-3,534	-20,999	-7,016
Other comprehensive income:				
Exchange differences on translating foreign operations		7		11
Cash flow hedges	50	67	178	-121
Income tax relating to components of other comprehensive income	-13	-18	-46	31
Other comprehensive income for the year, net of tax	37	57	132	-79
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-14,867	-3,478	-20,867	-7,095

Profit/loss attributable to:

Owners of the parent company	-14,904	-3,534	-20,999	-7,016
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Total comprehensive income attributable to:

Owners of the parent company	-14,867	-3,478	-20,867	-7,095
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Earnings per share, undiluted:

EPS result for the period from continuing operations	-0.22	-0.05	-0.24	-0,09
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EPS attributable to hybrid

bond investors	-0.01		-0.01	
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EPS continuing operations	-0.22	-0.05	-0.24	-0.09
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EPS result for the period from discontinued operations

	-0.00	0.00	-0.07	-0.01
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EPS attributable to equity

holders of the parent company	-0.22	-0.05	-0.31	-0.10
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EPS result for the period	-0.22	-0.05	-0.31	-0.10
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Diluted earnings per share are the same as undiluted earning per share.

*) The tax included in the income statement is deferred.

BALANCE SHEET IFRS (kEUR)

Group	Group
31/12/10	31/12/09

ASSETS

Non-current assets

Property, plant and equipment	1,032	506
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Goodwill	25,806	50,968
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Other intangible assets	12,871	15,028
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Other financial assets	202	3
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Other receivables	3,127	513
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Deferred tax receivables	1,717	3,458
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Total non-current assets	44,754	70,477
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Current assets

Inventories	11	12
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Accounts receivables and other receivables	4,121	4,862
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Cash and cash equivalents	3,686	1,858
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Total current assets	7,817	6,733
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TOTAL ASSETS	52,571	77,209
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SHAREHOLDERS' EQUITY AND LIABILITIES
Equity attributable to equity holders
of the parent company

Share capital	881	881
Premium fund	13,943	13,943
Hedging reserve	-129	-260
Distributable non-restricted equity fund	31,872	31,872
Other equity fund	4,614	
Retained earnings	-16,062	4,921
Total shareholders' equity	35,119	51,357

Long-term liabilities

Deferred tax liabilities	3,288	3,800
Other long-term liabilities	4,649	15,336

Accounts payable and other liabilities	9,515	6,717
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Total liabilities	17,452	25,853
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TOTAL SHAREHOLDERS' EQUITY AND
LIABILITIES

52,571	77,209
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CASH FLOW STATEMENT, IFRS (kEUR)

	Group 01/01- 31/12/10	Group 01/01- 31/12/09
Profit/loss for the period	-20,999	-7,016
Adjustments to profit/loss for the period	22,447	8,051
Change in working capital	-1,740	3,670
Financial items	-1,176	-1,166
Cash flow from operations	-1,468	3,538
Divestment of business	6,183	
Investments in tangible and intangible assets	-118	-335
Cash flow from investments	6,065	-335
Dividend distribution		-3,401
Repayment of long-term loans	-6,200	-1,250
Repayment of short-term loans	-1,250	-3,750
Withdrawal of hybrid bond	4,962	
Repayment of finance lease liabilities	-281	-121
Increase in long-term receivables		-487

Cash flow from financing	-2,769	-9,009
Change in cash and cash equivalents	1,828	-5,806
Opening balance of cash and cash equivalents	1,858	7,664
Closing balance of cash and cash equivalents	3,686	1,858

CHANGE IN SHAREHOLDERS' EQUITY (kEUR)

Equity attributable to equity holders of the parent company

	Share capital	Premium fund	Hedging reserve	Distributable non-restricted equity	Other equity fund	Translation differences	Retained earnings	Total
Equity 01/01/2009	881	13,943	-171	31,872		-11	15,339	61,853
Other comprehensive income			-89			11	-7,016	-7,095
Dividends paid							-3,401	-3,401
Equity 31/12/2009	881	13,943	-260	31,872			4,921	51,357
Equity 01/01/2010	881	13,943	-260	31,872			4,921	51,357
Other comprehensive income			132				-20,999	-20,867
Hybrid bond					4,614			4,614
Share-based payments							15	15
Equity 31/12/2010	881	13,943	-129	31,872	4,614		-16,062	35,119

RESTRUCTURING PROVISION (kEUR)

Group 01/01-31/12/10 Group 01/01-31/12/09

Provisions 1 January	346	0
Provisions increase	675	1 400
Provisions used	-633	-1 054
Provisions 31 December	389	346

PERSONNEL	Group 01/01- 31/12/10	Group 01/01- 31/12/09
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Average number of personnel	150	203
Personnel at the end of the period	133	156

COMMITMENTS AND CONTINGENT
LIABILITIES (kEUR)

	Group 31/12/10	Group 31/12/09
Collaterals and contingent liabilities given for own commitments	12,894	15,877
Interest rate swaps		
Fair value	-174	-349
Nominal value	8,427	15,926

DISCONTINUED OPERATIONS (kEUR)

The results of a discontinued operations are as follows:

	Group 01/01- 13/08/10	Group 01/01- 31/12/09
Revenue	4,877	7,184
Expenses	-4,715	-7,763
Profit/loss before tax	162	-579
Tax	-42	
Profit/loss after tax	120	-579
Profit from a divested operation before tax	7,860	
Share of the divested operation in the goodwill	-10,717	
Loss from a divested operation before tax	-2,857	
Tax	-2,044	
Loss for the period from a discontinued operations	-4,781	-579
Earnings per share discontinued operations:		
Undiluted earnings/share (EUR)	-0.07	-0.01
Diluted earnings/share (EUR)	-0.07	-0.01

Impact on Group's financial position

	Group 13/08/10
Other intangible assets	22
Receivables	1,419
Accounts payable and other liabilities	-301
Receivables and liabilities total	1,140
Cash received	6 183
Cash and cash equivalents of a divested business	0
Impact on cash flow	6 183

OTHER KEY FIGURES

	Group 31/12/10	Group 31/12/09
Equity-to-assets ratio (%)	66.8	66.5
Net gearing (%)	17.7	28.9
Shareholders' equity/share (EUR)	0.52	0.76
Return on equity (%)	-37.5	-11.4
Return on investment (%)	-27.8	-2.6

Helsinki, 17 February 2011

TRAINERS' HOUSE PLC

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