



Annual report and financial statements 2023



pwc

Annual report for the financial period 1 July 2022–30 June 2023



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Registered office in Helsinki
Business ID 0486406-8
PricewaterhouseCoopers Oy

Annual report

1 Operations during the financial period

Owned by its employees, PricewaterhouseCoopers Oy (PwC Finland) is a Finnish company designated officially as an auditor of the public accounts community. PwC Finland's services range from auditing and other assurance services, deals, consulting and tax consulting to legal services. We have operations throughout Finland. We are part of the global PwC network.

2 Financial position, financial results and investments

PwC Finland's financial position was very strong throughout the financial period. Turnover increased in auditing and assurance services, while it decreased from the previous financial period in other services, mainly due to the slower deals market. Our profitability remained high. Operating profit decreased from the previous year as a result of higher costs due to inflation and smaller non-recurring items than in the comparative year.

During the financial period, the average number of staff increased by 4.9% to 1,360 employees. Correspondingly, staff costs inclusive of performance bonuses increased by 1.5% to EUR 122 million.

Operating profit for the past financial period was EUR 16.8 (23.4) million, comprising 9.1% (12.9) of turnover. The operating profit includes EUR 0.5 million in non-recurring items related to business transactions completed during the previous financial period.

The equity ratio was 23.2% (27.8) and return on equity was 64.5% (93.6). Our financial position remained solid throughout the financial period. PwC Finland has no interest-bearing liabilities.

Investments in tangible and intangible assets during the financial period amounted to EUR 1.6 (0.4) million. Investments focused primarily on furniture.

	2023	2022	2021
Turnover	184,320,880	181,799,487	159,039,339
Operating profit	16,819,086	23,383,783	15,003,008
Equity ratio	23.2%	27.8%	24.0%
Return on equity	64.5%	93.6%	80.0%

3 Company structure and changes thereto

On 1 July 2022, PwC Finland acquired 100% of the shares in Mitopro Oy that specialises in corporate sustainability reporting, certification and consulting. The company became a subsidiary of PwC Finland. In April 2023, Mitopro was merged into the company. The merger entered into force on 30 April 2023. There were no other changes in the corporate structure during the financial period.

4 Staff and competence development

Being an expert organisation, the competence, motivation and wellbeing of the staff are key success factors for our company. Combining competencies, working together, utilising technology and developing digital and data capabilities are at the core of the strategy of our company and the entire PwC network. In accordance with our strategy, we focus on developing our employees' professional skills by training supervisors and developing wellbeing at work.

All permanent employees are covered by the remuneration scheme tied to company-specific and individual objectives. The company's management decides on the amount and payment criteria of the annually distributed bonus.

Compared to the previous year, the total number of staff at PwC Finland increased by 7.6%, totalling 1,353 (1,257) at the end of the financial period. The average number of staff over the financial period was 1,360 (1,296), of whom 8.8% (10.6) worked part-time. At the end of the financial period, the average age of the company's staff was 35.4 (36.2) years. The average length of employment was 6 (6) years. Of the staff, 52% (53) were women and 48% (47) were men.

At the end of the financial period, 39.6% (39.2) of the staff worked in statutory auditing services, 48.9% (49.3) in other services, and 11.5% (11.5) in internal services.

5 Company governance

According to the Articles of Association, the Annual General Meeting elects the Board of Directors annually. The Board must consist of no fewer than five and no more than nine ordinary members.

At the AGM held on 4 October 2022, Janne Rajalahti, who continued as the chair, Sari Elonheimo, Markku Launis, Samuli Perälä, Kimmo Vilske, Martti Virolainen and Panu Vänskä were elected to the Board of Directors.

Staff	2023	2022	2021
Number of staff at the end of the financial period	1,353	1,257	1,213
Average no. of staff over the financial period	1,360	1,296	1,257
Average age at the end of the financial period	35.4	36.2	36.4
Average term of employment in years	6.0	6.0	6.4
Share of men of all employees	48%	47%	47%
Share of women of all employees	52%	53%	53%

Audit firm Revico Grant Thornton Oy acted as the auditor throughout the financial period, with Satu Peltonen (APA) acting as the main auditor.

Mikko Nieminen, APA, continued as the company's CEO. At the partners' meeting held on 13 December 2022, Kauko Storbacka was elected as Territory Senior Partner, after which the company's Board of Directors appointed him PwC Finland's new CEO from 1 July 2023.

6 Shareholders and changes in share capital

On 30 June 2023, PricewaterhouseCoopers Oy had 35,200 A shares. The total number of shares is composed of three share types, and a redemption and consent clause has been included in the Articles of Association.

On 4 October 2022, the AGM authorised the Board to issue, at their own discretion, up to 10,000 shares through directed issues. By 30 June 2023, a total of 3,870 shares have been issued under this authorisation.

There was one A share and one B share issue during the financial period. A total of 3,800 A shares were issued, directed as a new issue at new and current partners. In addition, 70 B shares were issued to new partners. The price of the A shares was the current price approved by the AGM on 4 October 2022, EUR 160 per share.

On 4 October 2022, the AGM authorised the Board of Directors to acquire, at their own discretion, up to 10,000 treasury shares otherwise than in proportion to the holdings of the shareholders. The authorisation remains valid until the next AGM to be held no later than on 31 December 2023. The authorisation applies to the shares of the shareholders who, while the authorisation remains valid, stop working in the company or otherwise reduce their shareholdings. On the basis of this authorisation, a total of 2,600 A shares and 30 B shares were acquired during the financial period. All shares held by the company were annulled by 30 June 2023.

7 Risk management

The company's most significant risks are typical of the company's line of business and associated with the

availability of professional workforce and regulation-driven changes in markets. The Board estimates business risks annually and supervises compliance with the company's risk management policy. The company has prepared for hazard risks through an insurance programme.

By 31 October 2023, the company will publish a transparency report which will feature a description of the company's risk management and quality assurance system.

8 Outlook for the current financial period

The outlook for the current financial period is mainly positive, even though the market situation remains fairly unstable. We are monitoring market development closely and will develop our staff's skills and the use of technology to respond to our clients' changing needs.

We have increased our capability to serve our clients in such areas as increased sustainability reporting requirements and demanding deals.

9 Distribution of profits

According to its financial statements, the company's distributable assets on 30 June 2023 amounted to EUR 17,958,830.44, of which profit for the period was EUR 13,719,619.91.

No material changes have occurred in the company's financial position following the end of the financial period, and the solvency testing based on section 13(2) of the Limited Liability Companies Act has no effect on the amount of assets subject to distribution.

The Board proposes to the AGM that the distributable assets be used as follows:

Distribution of profits	
€385 per A share distributed as dividends, i.e., 35,200 × €385, totalling	13,552,000.00
Total amount to be retained in distributable assets	4,406,830.44
Total distributable assets	17,958,830.44

Income statement

	1.7.2022–30.6.2023	%	1.7.2021–30.6.2022	%	Change-%
Revenue	184,320,880.19	100.0	181,799,486.67	100.0	1.4
Other operating income	620,486.27	0.3	2,494,149.40	1.4	-75.1
Materials and services					
External services	14,937,875.38	8.1	13,574,820.15	7.5	10.0
Staff expenses					
Salaries and remunerations	99,499,325.28	54.0	98,598,614.20	54.2	0.9
Other staff expenses	22,317,268.85	12.1	21,399,173.11	11.8	4.3
	121,816,594.13	66.1	119,997,787.31	66.0	1.5
Depreciation and amortisation	1,071,455.99	0.6	796,320.25	0.4	34.6
Other operating expenses	30,296,354.84	16.4	26,540,925.24	14.6	14.1
Operating profit	16,819,086.12	9.1	23,383,783.12	12.9	-28.1
Financial income and expenses	277,732.76	0.2	112,224.59	0.1	147.5
Profit before appropriations and taxes	17,096,818.88	9.3	23,496,007.71	12.9	-27.2
Appropriations	8,003.04	0.0	80,746.68	0.0	-90.1
Income taxes	-3,385,202.01	1.8	-4,618,451.95	2.5	-26.7
Profit for financial period	13,719,619.91	7.4	18,958,302.44	10.4	-27.6

Balance sheet

	30.6.2023	%	30.6.2022	%
Assets				
Non-current assets				
Intangible assets	565,064.45		90,466.54	
Tangible assets	3,076,199.60		2,432,624.42	
Investments	98,971.20		98,971.20	
	3,740,235.25	4.6	2,622,062.16	3.1
Current assets				
Non-current receivables	310,903.19		215,816.56	
Current receivables	52,129,314.19		42,968,860.95	
Cash at bank and in hand	25,077,107.97		39,279,083.94	
	77,517,325.35	95.4	82,463,761.45	96.9
	81,257,560.60	100.0	85,085,823.61	100.0
Liabilities				
Shareholders' equity				
Share capital	915,260.00		915,260.00	
Invested non-restricted equity fund	2,535,250.71		1,927,180.71	
Retained earnings	1,703,959.82		1,868,343.38	
Profit for financial period	13,719,619.91		18,958,302.44	
	18,874,090.44	23.2	23,669,086.53	27.8
Accumulated appropriations	601,602.68	0.7	609,605.72	0.7
Liabilities				
Current liabilities	61,781,867.48		60,807,131.36	
	61,781,867.48	76.0	60,807,131.36	71.5
	81,257,560.60	100.0	85,085,823.61	100.0

Cash flow statement

	1.7.2022–30.6.2023	1.7.2021–30.6.2022
Cash flow from operating activities		
Profit before appropriations and taxes	17,097	23,496
Adjustments		
(Net) profit/loss from non-current assets	2	-97
Depreciation and amortisation according to plan	1,071	796
Financial income and expenses	-278	-112
Profit from sales of business	-548	-2,379
Cash flow before change in working capital	17,344	21,704
Change in working capital		
Increase (-)/decrease (+) in short-term zero-interest receivables	-9,485	6,052
Increase (+)/decrease (-) in short-term zero-interest debts	3,229	4,265
Cash flow from operating activities before financial items and taxes	11,088	32,021
Interest paid and other financial expenses due to operations	-88	-108
Interest received from operations	365	220
Direct taxes paid	-6,079	-1,650
Cash flow from operating activities (A)	5,287	30,483
Cash flow from investing activities		
Investments in tangible and intangible assets	-1,567	-383
Purchased subsidiary shares	-681	
Gains from divestments of tangible and intangible assets	129	134
Gains from divestment of financial assets	0	48
Gains from sales of business	673	3,161
Cash flow from investing activities (B)	-1,447	2,960
Cash flow from financing activities		
Rights issue	608	372
Acquisition of company's own shares	-423	-441
Increase (-)/decrease (+) in loan receivables	107	50
Increase (+)/decrease (-) in non-current loans	0	0
Dividends paid	-18,700	-12,040
Cash flow from financing activities (C)	-18,408	-12,059
Change in liquid assets (A+B+C) increase (+)/decrease (-)	-14 567	21 383
Liquid assets at the end of the financial period	25,077	39,279
Liquid assets transferred in the merger	365	
Liquid assets at the start of the financial period	39,279	-17,896
Change in liquid assets	-14,567	21,383

Notes on the financial statements of 30 June 2023

Accounting principles

Presentation of turnover and external services

According to Decision 2007/1799 of the Finnish Accounting Board, turnover is presented by recognising subcontracting of global assignments in turnover, i.e. it includes all subcontracts for which PwC Finland bears full financial responsibility. However, turnover does not include international statutory audits performed by the local PwC firm. Corresponding charges paid to foreign PwC firms for the above-mentioned subcontracted tasks are recorded as external services.

During the financial period, subcontracting performed by foreign PwC firms included in the turnover stood at €14,937,875 (€13,574,820 in the previous financial period).

Valuation of fixed assets

Fixed assets are valued on the basis of their current acquisition cost less accumulated depreciation according to plan.

The amount of depreciation according to plan is calculated according to the depreciation plan prepared in advance as straight-line depreciation from the initial acquisition cost of fixed assets. Depreciation periods based on estimated economic working lives are presented in the notes to the income statement.

Receivables and liabilities denominated in foreign currency

Receivables and liabilities denominated in foreign currency are valued on the basis of the average rate on the balance sheet date.

Appropriations

Appropriations include the depreciation difference and voluntary reserves, which are presented on the balance sheet as accumulated appropriations.

Deferred tax assets and liabilities

Deferred tax assets and liabilities are presented in the notes to the financial statements in connection with income taxes

Notes on the income statement	2023	2022
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1. Revenue per business area

Audit services, statutory audit	70,874,098.63	59,554,222.38
Other services	113,446,781.56	122,245,264.29
Total	184,320,880.19	181,799,486.67

2. Other operating income

Capital gains from fixed assets	7,954.88	100,068.40
Profit from the sales of business	548,078.25	2,378,733.00
Other operating income	64,453.14	15,348.00
Total	620,486.27	2,494,149.40

3. Staff expenses

Salaries and remunerations	99,499,325.28	98,598,614.20
Pension expenses	18,615,001.99	17,889,392.06
Other staff expenses	3,702,266.86	3,509,781.05
Total	121,816,594.13	119,997,787.31

Notes on staff and members of PwC's bodies are presented later in Section 16.

4. Depreciation and amortisation

Depreciation according to plan	1,071,455.99	796,320.25
Total	1,071,455.99	796,320.25

The balance sheet itemisation of changes in depreciation and depreciation difference is included in the itemisation of non-current assets and appropriations in the notes on the balance sheet.

Depreciation according to plan is based on the original acquisition costs of fixed assets and the estimated useful life. Depreciation periods according to plan are as follows:

	Years
Cars, incl. accessories	5
IT equipment and hardware	2–3
Other machinery and equipment	8
Goodwill	3
Renovation expenses of rented apartments	5–7

5. Financial income and expenses

Other interest income and financial income	365,435.90	220,026.15
Interest and other financial expenses	87,703.14	107,801.56
Financial income and expenses in total	277,732.76	112,224.59

6. Appropriations

Depreciation difference increase (-)/decrease (+)	8,003.04	80,746.68
Total	8,003.04	80,746.68

7. Income taxes

Income taxes from ordinary activities in the financial period (+/-)	3,378,227.29	4,620,379.94
Income taxes from ordinary activities in previous financial periods	6,974.72	-1,927.99
Taxes based on PwC's taxable income	3,385,202.01	4,618,451.95
Deferred tax liability	120,320.54	121,921.14

8. Intangible and tangible assets**Intangible asset****Other costs to be spread**

Acquisition cost 1.7.	2,219,612.82	2,201,232.82
Increases 1.7.–30.6.	0.00	18,380.00
Acquisition cost 30.6.	2,219,612.82	2,219,612.82

Accumulated amortisation 1.7.	2,129,146.28	2,101,966.86
Amortisation in the financial period	27,179.40	27,179.42
Accumulated amortisation 30.6.	2,156,325.68	2,129,146.28

Goodwill

Acquisition cost	752,665.97	0.00
Amortisation in the financial period	250,888.66	0.00

Book value 30.6.	565,064.45	90,466.54
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Decreases in the acquisition cost and accumulated amortisation of the decreases include costs to be spread written off by the beginning of the financial period.

Intangible assets in total	565,064.45	90,466.54
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Tangible assets**Machinery and equipment**

Acquisition cost 1.7.	8,072,738.75	8,002,185.98
Increases 1.7.–30.6.	1,567,453.23	365,021.90
Decreases 1.7.–30.6.	-187,702.60	-294,469.13
Acquisition cost 30.6.	9,452,489.38	8,072,738.75

Accumulated depreciation 1.7.	5,640,114.33	5,140,989.85
Accumulated depreciation of decreases	-57,212.48	-258,117.47
Depreciation for the financial period	793,387.93	757,241.95
Accumulated depreciation 30.6.	6,376,289.78	5,640,114.33

Book value 30.6.	3,076,199.60	2,432,624.42
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Tangible assets in total	3,076,199.60	2,432,624.42
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9. Investments**Other shares and rights of ownership**

Acquisition cost 1.7.	98,971.20	147,464.15
Increases 1.7.–30.6.	0.00	0.00
Decreases 1.7.–30.6.	0.00	48,492.95
Acquisition cost 30.6.	98,971.20	98,971.20
Book value 30.6.	98,971.20	98,971.20
Investments in total	98,971.20	98,971.20

10. Non-current receivables

Loan receivables	0.00	106,853.37
Rental deposits	110,903.19	108,963.19
Edenred deposit	200,000.00	0.00
Total	310,903.19	215,816.56

11. Current receivables

Accounts receivable	50,078,781.51	40,229,205.48
Other receivables	223,943.16	89,587.21
Prepayments and accrued income	1,245,139.86	2,060,170.50
Unapproved PwC invoices	581,449.66	589,897.73
Current receivables in total	52,129,314.19	42,968,860.92

Notes on the balance sheet liabilities	2023	2022
12. Shareholders' equity		
Share capital 1.7.	915,260.00	915,260.00
Share capital 30.6.	915,260.00	915,260.00
Invested non-restricted equity fund 1.7.	1,927,180.71	1,555,140.71
Rights issue	608,070.00	372,040.00
Invested non-restricted equity fund 30.6.	2,535,250.71	1,927,180.71
Retained earnings 1.7.	20,826,645.82	14,349,317.38
Dividends paid	-18,700,000.00	-12,040,000.00
Acquisition of company's own shares	-422,686.00	-440,974.00
Retained earnings 30.6.	1,703,959.82	1,868,343.38
Profit for financial period	13,719,619.91	18,958,302.44
	15,423,579.73	20,826,645.82
Shareholders' equity in total	18,874,090.44	23,669,086.53
Distributable assets	17,958,830.44	22,753,826.53
13. Accumulated appropriations		
Depreciation difference		
Intangible rights	-10,448.39	-10,448.39
Machinery and equipment	612,051.07	620,054.11
Total	601,602.68	609,605.72
14. Current liabilities		
Accounts payable	7,553,039.46	3,862,679.19
Other current liabilities	14,948,599.63	13,150,057.33
Accruals and deferred income	39,280,228.39	43,794,394.84
Current liabilities in total	61,781,867.48	60,807,131.36
Material items included in the prepayments and deferred income		
Staff expenses	36,183,327.33	39,315,128.70
Other consequent payments	3,096,901.06	4,479,266.14
Accruals and deferred income in total	39,280,228.39	43,794,394.84
15. Audit fees		
Auditing	34,965.00	33,405.00
Certificates and opinions	0.00	0.00
Audit fees in total	34,965.00	33,405.00
16. Notes on staff and members of PwC bodies		
16 a. Average no. of staff	1,360	1,296
16 b. No. of staff by business area at the end of financial period		
Audit services, statutory audit	536	493
Other services	662	620
Support functions and internal services	155	144
Total	1,353	1,257
16 c. The salaries of the CEO and members of the Board of Directors subject to prepayment tax were	2,774,914.88	2,898,801.80

17. Collaterals and contingent liabilities**Pledges and contingent liabilities****Other collaterals:**

Pledges as collateral for rent	110,903.19	108,963.19
Total	110,903.19	108,963.19

Other liabilities

Leasing liabilities:

- Payments the following year	1,377,898.46	1,247,684.01
- Payments later	902,473.81	1,263,138.11
Total	2,280,372.27	2,510,822.12

	Next financial period	Subsequent financial years
Leasing liabilities from long-term, non-cancellable lease agreements	5,521,279.05	11,806,187.57
Client assets held	70,144.84	27,883.23

Signatures and auditor's note

Signatures for annual report and financial statements

Helsinki on 26 September 2023

Janne Rajalahti
the chairman of the Board of Directors

Markku Launis

Kimmo Vilske

Panu Vänskä

Sari Elonheimo

Samuli Perälä

Martti Virolainen

Kauko Storbacka
CEO

Auditor's note

A report has been given today on the audit performed.

Helsinki on 29 September 2023

Revico Grant Thornton Oy - Audit firm

Satu Peltonen
APA

Auditor's report

For PricewaterhouseCoopers Oy's Annual General Meeting

AUDIT OF FINANCIAL STATEMENTS

Conclusion

We have audited PricewaterhouseCoopers Oy's (Business ID 0486406-8) financial statements for the financial period of 1 July 2022 to 30 June 2023. The financial statements include the balance, income statement and cash flow statement of the company, as well as additional notes.

In our conclusion, we state that the financial statements present a correct and sufficient picture of the company's performance and financial position in accordance with the regulations concerning financial statements that are applicable in Finland and meet the statutory requirements.

Grounds for the conclusion

We have performed the audit in accordance with good auditing practice in Finland. Our obligations according to good auditing practice are described in more detail under The auditor's obligations with regard to the audit of the financial statements. We are independent of the company in accordance with the ethical requirements that apply in Finland regarding our audit and we have fulfilled our other ethical obligations in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit's conclusion.

Obligations of the Board of Directors and CEO with regard to the financial statements

The Board of Directors and CEO are responsible for ensuring that the financial statements give a correct and sufficient picture in accordance with the regulations concerning financial statements that are applicable in Finland and meet the statutory requirements. The Board of Directors and CEO are also responsible for such internal control which they consider necessary for the preparation of financial statements that are free from significant inaccuracies caused by malpractice or errors.

When preparing the financial statement, the Board of Directors and CEO are obliged to assess the ability of the company to continue their operations and, where appropriate, to present the facts relating to the continuity of operations and to the fact that the financial statements have been prepared based on the continuity of operations. The financial statements are prepared based on the continuity of operations, except if the company is to be dissolved or the operations are to be discontinued or there is no realistic alternative to doing so.

The auditor's obligations with regard to the audit of the financial statements

Our goal is to reach reasonable certainty of whether the financial statements as a whole contain significant inaccuracies caused by malpractice or errors, and to provide an auditor's report containing our conclusion. Reasonable certainty is a high degree of certainty, but this is not a guarantee that significant inaccuracies are always detected in an audit performed in accordance with good auditing practice. Inaccuracies may occur because of malpractice or errors, and are considered significant if they alone or jointly can reasonably be expected to influence the financial decisions made by users on the basis of the financial statements.

Auditing in accordance with good auditing practice includes using our professional judgment and maintaining professional scepticism throughout the audit.

Additionally:

- We recognise and assess significant risks of inaccuracies arising from malpractice or errors, plan and implement auditing practices to manage these risks and obtain sufficient and appropriate evidence as the basis for our conclusion. The risk that a significant inaccuracy caused by malpractice is not detected is greater than the risk that a significant inaccuracy caused by an error is not detected, as malpractice may be associated with collusion, forgery, intentional nondisclosure of information, presentation of incorrect information or ignoring of internal control.
- We form an understanding of the internal control relevant to the audit in order to be able to plan appropriate auditing practices, but not in order to be able to provide a statement on the effectiveness of the company's internal control.
- We assess whether the principles applied to the preparation of the financial statements are appropriate and whether the accounting estimates made by the management and the information contained therein are reasonable. PwC Finland – Annual report and financial statements
- We conclude whether it was appropriate for the Board of Directors and the CEO to prepare financial statements based on the assumption of continuity of operations, and based on the evidence we have obtained, we conclude whether there is such uncertainty related to transactions or circumstances that may give rise to

significant doubt as to the ability of the company to continue to operate. If our conclusion is that there is significant uncertainty, we must ensure that the reader of the auditor's report becomes aware of the information in the financial statements associated with the uncertainty or, if the information associated with the uncertainty is not sufficient, adjust our conclusion. Our conclusion is based on the evidence we have obtained prior to presenting the auditor's report. However, future events or circumstances may result in the company being unable to continue operating.

- We evaluate the general presentation, structure and content of the financial statements, including all the information that is presented therein, and assess whether the statements reflect the business operations and transactions on which they are based in such a way that they present a correct and sufficient picture.

We communicate with the governing bodies about, for example, the planned scope and scheduling of the audit and significant findings, including any significant inadequacies of the internal control that we may identify during the audit.

OTHER REPORTING OBLIGATIONS

Other information

The Board of Directors and the CEO are responsible for other information. Other information encompasses the annual report. Our conclusion concerning the audit does not apply to other information.

It is our obligation to read the other information in connection with the audit and to assess whether the other information significantly contradicts the information that we have gained from the financial statements or during the audit, or otherwise appears to be significantly incorrect. It is also our obligation to assess whether the annual report has been written in accordance with the applicable regulations.

In our conclusion, we state that the information in the annual report and the financial statement is consistent and that the annual report has been written in accordance with applicable regulations.

If we, based on our work, reach the conclusion that there are significant inaccuracies in the annual report, we must report this. We have nothing to report on this matter.

Helsinki 29 September 2023

Revico Grant Thornton Oy
Audit firm

Satu Peltonen
APA

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