



 Asiakastieto Group Plc  
INTERIM REPORT 1.1. – 30.9.2016



ASIAKASTIETO GROUP PLC, STOCK EXCHANGE RELEASE, 2 NOVEMBER 2016 AT 12.00 EET

## **Asiakastieto Group's Interim Report 1.1. – 30.9.2016: The brisk growth continued in the third quarter**

### **SUMMARY**

The figures presented in this Interim Report are unaudited.

#### **July – September 2016 in short:**

- Net sales amounted to EUR 11,7 million (EUR 10,5 million), an increase of 11,6 %.
- Adjusted EBIT excluding non-recurring and other adjusted items was EUR 4,8 million (EUR 4,4 million), an increase of 8,7 %.
- Operating profit (EBIT) was EUR 4,6 million (EUR 4,4 million). Operating profit included non-recurring expenses and other adjusted items of EUR 0,2 million (EUR 0,0 million).
- The share of new products and services of net sales was 6,0 % (8,6 %).
- The share of value-added services of net sales was 65,0 % (58,6 %).
- Free cash flow amounted to EUR 5,2 million (EUR 3,9 million). The impact of non-recurring and other adjusted items on free cash flow was EUR -0,2 million (EUR -0,1 million).
- Earnings per share were EUR 0,23 (EUR 0,22).

#### **January – September 2016 in short:**

- Net sales amounted to EUR 36,5 million (EUR 32,4 million), an increase of 12,9 %.
- Adjusted EBIT excluding non-recurring and adjusted items was EUR 14,8 million (EUR 13,4 million), an increase of 10,3%.
- Operating profit (EBIT) was EUR 15,7 million (EUR 10,9 million). Operating profit included non-recurring expenses and other adjusted items of EUR 0,2 million (EUR 2,5 million) as well as EUR 1,1 million (EUR 0,0 million) non-recurring, adjusted profit on sale of office premises.
- The share of new products and services of net sales was 8,2 % (8,5 %).
- The share of value-added services of net sales was 64,9 % (59,3 %).
- Free cash flow amounted to EUR 12,6 million (EUR 9,1 million). The impact of non-recurring and other adjusted items on free cash flow was EUR -0,3 million (EUR -2,9 million).
- Earnings per share were EUR 0,80 (EUR 0,52).
- Profit on non-recurring the sale of shares of office premises was EUR 1,1 million

### **Future outlook**

Asiakastieto Group expects its net sales growth rate to exceed on annual level the last year's level. Adjusted euro-denominated net operating profit is expected to increase from last year, despite the new rental cost for 2016 caused by the eventual realization of office premises.

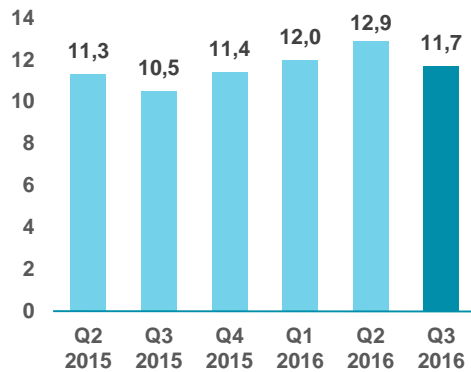
**KEY FIGURES**

EUR million	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
Net sales	11,7	10,5	36,5	32,4	43,7
Net sales growth, %	11,6	3,5	12,9	4,9	5,6
Adjusted EBITDA <sup>2</sup>	5,4	5,0	16,6	15,2	20,5
Adjusted EBITDA margin, % <sup>2</sup>	46,0	47,9	45,4	46,8	47,0
Adjusted operating profit (EBIT) <sup>2</sup>	4,8	4,4	14,8	13,4	18,3
Adjusted EBIT margin, % <sup>2</sup>	41,3	42,4	40,5	41,5	41,8
New products and services of net sales, % <sup>1</sup>	6,0	8,6	8,2	8,5	8,6
Free cash flow <sup>3</sup>	5,2	3,9	12,6	9,1	13,8
Net debt to EBITDA, x	2,2	2,6	2,2	2,6	2,4

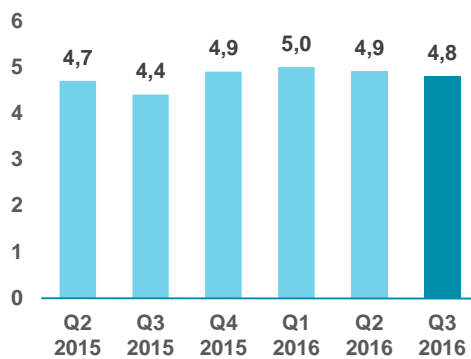
<sup>1</sup> The method used for calculating the share of new products and services, the comparative figures for 1 July – 30 September 2015, 1 January – 30 September 2015 and the financial year 2015 have been changed into rolling starting from 1 January 2016, so that the share include sales of products, which have been launched during the past 24 months. Earlier the share was calculated from the sales of products launched during the previous and current financial year. Figures based on the old calculation method were 5,1 % for the third quarter 1 July – 30 September 2016, 8,1 % for the comparative period 1 July – 30 September 2015, 6,6 % for the interim period 1 January – 30 September 2016, 7,1 % for the comparative period 1 January – 30 September 2015 and 7,6 % for the financial year 2015.

<sup>2</sup> Adjusted key figures are adjusted by following items: management fees which the Company has paid to Investcorp, the former owner of the Company, until the listing of the Company for certain ongoing advisory services, costs relating to the listing, an expense relating to the discount given to the personnel in the personnel offering, M&A related fees for legal and other advisory services, redundancy payments and compensations paid. The above listed adjusted items were EUR -0,2 million for the third quarter 1 July – 30 September 2016, EUR -0,0 million for the comparative period 1 July – 30 September 2015, EUR -0,2 million for interim period 1 January – 30 September 2016, EUR -2,5 million for the comparative period 1 January – 30 September 2015 and EUR -2,5 million for the financial year 2015. Adjusted key figures for the interim period 1 January – 30 September 2016 are also adjusted by the non-recurring profit on the sale of shares of office premises EUR 1,1 million.

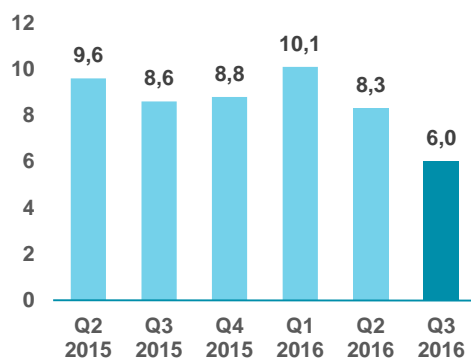
<sup>3</sup> The impact of adjusted items on free cash flow was EUR -0,2 million for the third quarter 1 July – 30 September 2016, EUR -0,1 million for the comparative period 1 July – 30 September 2015, EUR - 0,3 million for the interim period 1 January – 30 September 2016, EUR -2,9 million for the comparative period 1 January – 30 September 2015 and EUR -2,9 million for the financial year 2015.

**Net sales, EUR million**

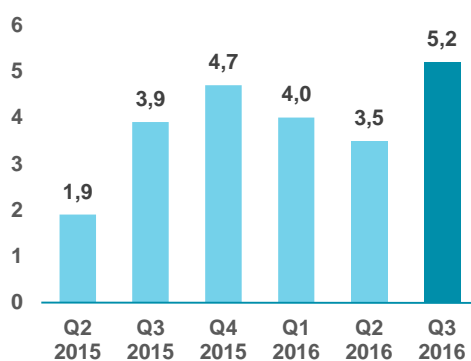
- Net sales grew in all product areas, especially in Consumer Information.
- Net sales was affected by the volume component and net sales of new services.

**Adjusted operating profit, EUR million**

- Rental agreement of the office premises has been effective from the beginning of March.
- The information gathering expenses increased compared to the corresponding period due to changes in the product mix.
- In addition, the on-going strategy work in the Group has caused costs.

**New services' share of net sales, %**

- Development portfolio of new services is strong.
- Share of new services in the third quarter was lower due to ordinary fluctuation in the timing of projects.
- During the third quarter service linked to politically exposed persons (PEP) and Ledger Management analysis tool was launched.

**Free cash flow, EUR million**

- Free cash flow was EUR 1,3 million higher than in the corresponding period.
- The positive impact of working capital was EUR 0,8 million in the third quarter.

## **JUKKA RUUSKA, CEO**

Asiakastieto Group's financial year 2016 in the third quarter continued with strong net sales growth. The net sales were EUR 11,7 million (EUR 10,5 million), growth from all four product areas being 11,6 % in total. The share of new services decreased to 6,0 percent of the net sales (8,6 %), which is due to ordinary fluctuation, when the period of examination of new services is relatively short. The development portfolio of new services is still strong.

Also profitability developed as expected. Irrespective of transferring to rented office premises and the data acquisition costs growing faster than the net sales, the adjusted operating profit increased by 8,7 %, being EUR 4,8 million in the third quarter (EUR 4,4 million).

In accordance with our reformed strategy, we will focus in the utilisation of so-called unstructured data during the remainder of the year, such as data collected from companies' websites and social media. An example of such data is decision-maker data collected from home pages. Here we are assisted by the strengthening brought on by the acquisition of Intellia Oy on 1 October 2016, which brings more expertise and new sales and marketing databases for the use of our clients.

A completely new way to process and test the applicability of data in business will be the test environment DataLab, the building work of which has begun. In DataLab also our clients and cooperation partners get to combine the data of Asiakastieto's developing core i.e. database into their own data materials and test their impact on each other. On the basis of experiences and results obtained from DataLab, we will develop new digital services for the use of our clients.

## **NET SALES**

### **July – September**

Asiakastieto Group's net sales in the third quarter amounted to EUR 11,7 million (EUR 10,5 million) and increased by 11,6 % compared to the corresponding period of the previous year. Net sales from new products and services were EUR 0,7 million (EUR 0,9 million), which was 6,0 % (8,6 %) of the total net sales for the third quarter. The growth of net sales was effected especially by development of volume and the share of new products and services

Business Information's net sales in the third quarter amounted to EUR 6,3 million (EUR 6,0 million) and increased by 5,3 % compared to the corresponding quarter of the previous year. The increase in net sales resulted mainly from more clients continually becoming users of value-added products and services, growth of volume and from the good success of new products and services introduced to the market during the years 2015 and 2016.

Consumer Information's net sales in the third quarter amounted to EUR 3,9 million (EUR 3,1 million) and increased by 25,9 % compared to the corresponding period of the previous year. In the third quarter sales performance was good in the majority of services due to the general volume growth. Sales performance continued particularly good in the third quarter in new products and services, e.g. in customer-specific decision-making solutions and in real estate information services in other services.

Customer Management's net sales in the third quarter amounted to EUR 0,7 million (EUR 0,7 million), and increased by 6,6 % compared to the corresponding quarter of the previous year. Especially salesoptimizer tool for sales and marketing customer selection has been successful.

Net sales of the Certificates and Analyses product area in the third quarter amounted to EUR 0,7 million (EUR 0,7 million) and increased by 6,8 % compared to the corresponding quarter of the previous year. The growth of net sales was caused by the increase of Certificates' net sales.

### **January – September**

Asiakastieto Group's net sales in the interim period amounted to EUR 36,5 million (EUR 32,4 million) and increased by 12,9 % compared to the corresponding period of the previous year. Net sales from new products and services were EUR 3,0 million (EUR 2,8 million), which was 8,2 % (8,5 %) of the total net sales of the interim period. The growth of net sales was affected especially by the share of new products and services and development of volume. Net sales of the interim period included, to a greater

extent than for the corresponding period of the previous year, revenue from long-term service development projects which was recognised on the stage of completion.

Business Information's net sales in the interim period amounted to EUR 19,9 million (EUR 18,5 million) and increased by 7,6 % compared to the corresponding period of the previous year. The increase in net sales resulted mainly from the good success of new products and services introduced to the market during the years 2015 and 2016, growth of volume as well as from more clients continually becoming users of value-added products and services.

Consumer Information's net sales in the interim period amounted to EUR 11,7 million (EUR 9,2 million) and increased by 26,1 % compared to the corresponding quarter of the previous year. In the interim period sales performance was good in the majority of services. Sales performance continued particularly good in the new services, e.g. customer-specific decision making solutions and in real estate information services in other services.

Customer Management's net sales in the interim period amounted to EUR 2,4 million (EUR 2,2 million), and increased by 7,8 % compared to the corresponding period of the previous year. Especially salesoptimizer tool for sales and marketing customer selection has been successful.

Net sales of the Certificates and Analyses product area in the interim period amounted to EUR 2,6 million (EUR 2,4 million) and increased by 7,4 % compared to the corresponding period of the previous year. The growth of net sales was caused by the increase of Certificates' net sales.

## FINANCIAL RESULTS

### July – September

Asiakastieto Group's operating profit (EBIT) for the third quarter amounted to EUR 4,6 million (EUR 4,4 million). Operating profit included non-recurring and adjusted items of EUR 0,2 million (EUR 0,0 million). The expertise fees linked to the acquisition of Intellia Oy were booked to non-recurring costs.

Adjusted EBIT excluding non-recurring and adjusted items for the third quarter amounted to EUR 4,8 million (EUR 4,4 million).

Adjusted operating profit margin for the third quarter was increased by good net sales development and scalable cost structure. On the other hand, adjusted operating profit percentage was negatively affected by increase in information gathering expenses as a result of the growth in net sales in real estate information services and link services, rental costs based on the rental agreement effective from the beginning of March, as well as administrative costs linked to strategy work.

The Group's depreciation and amortisation for the third quarter amounted to EUR 0,6 million (EUR 0,6 million).

Net financial expenses during the third quarter were EUR 0,3 million (EUR 0,3 million).

The Group's result before income tax in the third quarter was EUR 4,4 million (EUR 4,1 million).

The change in deferred taxes in the third quarter amounted to EUR -0,9 million (EUR -0,8 million).

The Group's result in the third quarter was EUR 3,5 million (EUR 3,3 million).

### January – September

Asiakastieto Group's operating profit (EBIT) for the interim period amounted to EUR 15,7 million (EUR 10,9 million). Operating profit included non-recurring and adjusted items of EUR 0,2 million (EUR 2,5 million) as well as a non-recurring profit on the sale of shares of office premises EUR 1,1 million (EUR 0,0 million). The expertise fees linked to the acquisition of Intellia Oy were booked to non-recurring costs in the third quarter.

Adjusted EBIT excluding non-recurring and adjusted items for the interim period amounted to EUR 14,8 million (EUR 13,4 million).

Adjusted operating profit margin for the interim period was increased by good net sales development and scalable cost structure. On the other hand, adjusted operating profit margin was negatively affected by increase in information gathering expenses as a result of the growth in net sales in real estate information services and link services as well as rental costs recognized from the beginning of March and strategy process which has increased administrative costs.

Profit on the sale of shares of office premises EUR 1,1 million was recognised in the second quarter. Stock exchange release on completing the sale of office premises was published on 17 May 2016.

The Group's depreciation and amortisation for the interim period amounted to EUR 1,8 million (EUR 1,7 million).

Net financial expenses during the interim period were EUR 0,8 million (EUR 1,1 million).

The Group's result before income tax in the interim period was EUR 14,9 million (EUR 9,9 million).

The change in deferred taxes in the interim period amounted to EUR -2,8 million (EUR -2,0 million).

The Group's result in the interim period was EUR 12,1 million (EUR 7,8 million).

### **CASH FLOW**

In the interim period the cash flow from operating activities amounted to EUR 15,0 million (EUR 10,6 million). Cash flow's increase in the interim period was mainly due to the lower level of non-recurring and adjusted items in cash flow (EUR -0,3 million) compared to the comparative period (EUR -2,9 million). The change in the Group's working capital was EUR -0,8 million (EUR -1,2 million).

The cash flow from investing activities for the interim period amounted to EUR 0,3 million (EUR -2,3 million). The cash flow from investing activities was increased by the payment from the sales of the office premises.

The cash flow from financing activities for the interim period amounted to EUR -15,1 million (EUR 1,3 million). The Group paid dividends and capital repayment during the interim period EUR 15,1 million, of which the actual profit distribution was EUR 11,6 million.

### **STATEMENT OF FINANCIAL POSITION**

At the end of the interim period, the Group's total assets were EUR 153,3 million (EUR 151,4 million). Total equity amounted to EUR 75,3 million (EUR 74,5 million) and total liabilities to EUR 78,0 million (EUR 76,9 million). Of the total liabilities, EUR 69,6 million (EUR 69,5 million) was non-current interest-bearing liabilities, EUR 0,2 million (EUR 0,0 million) non-current, non-interest-bearing liabilities and EUR 8,2 million (EUR 7,3 million) current, non-interest-bearing liabilities. Goodwill amounted to EUR 111,4 million (EUR 111,4 million) at the end of the interim period.

Asiakastieto Group's cash and cash equivalents at the end of the third quarter were EUR 21,3 million (EUR 16,6 million) and net debt EUR 48,3 million (EUR 52,9 million). Both the revolving credit facility and the bank overdraft were unused.

Leasing liabilities related to the office premises arrangement have been described in the note 2.4 Lease Commitments. Within the office premises arrangement, the Group has sold the shares entitling to the holding of its current premises to an outside investor and executed at the same time a leasehold agreement on the use of the premises. The Group also executed leasehold agreement on new office premises currently being under construction.

### **CAPITAL EXPENDITURE**

The majority of Asiakastieto Group's capital expenditure is related to the development of products and services as well as investments in IT infrastructure. Other capital expenditure mainly comprises purchases of company cars and office equipment. The Group's gross capital expenditure in the interim period amounted to EUR 2,3 million (EUR 2,4 million). Capital expenditure on intangible assets was EUR 2,1 million (EUR 1,9 million) and capital expenditure on tangible assets was EUR 0,2 million (EUR 0,5 million).

The Group resigned the shares entitling to the holding of its current premises in May, when the conditions in the sales agreement expired and thus the sale of office premises was conclusively completed. A non-recurring profit on the sale of shares of office premises EUR 1,1 million was recognised.

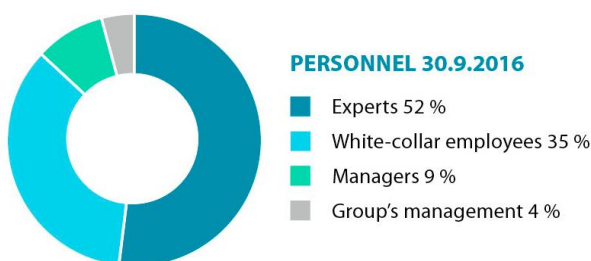
## RESEARCH AND DEVELOPMENT

The development activities of Asiakastiето Group relate to the development of product and service offering. During the interim period the capitalised development and software costs of the Group amounted to EUR 0,9 million (EUR 0,9 million). The capitalised development and software costs relate to the development of the Group's products and services as well as to intangible IT infrastructure. The Group had no material research activities.

## PERSONNEL

The average number of personnel employed by Asiakastiето Group during the third quarter of the year was 159 (151) and during the interim period 156 (149). At the end of the interim period the number of personnel was 159 (151).

During the interim period, the personnel expenses of the Group amounted to EUR 8,5 million (EUR 8,3 million) and included an accrued cost of EUR 220 thousand (EUR 91 thousand) from management's long-term incentive plan. See further details in the section "Transactions with related parties" in the notes to the condensed financial statements.



Personnel costs of the comparative period 1 January – 30 September 2015 include also cost of EUR 151 thousand, which was generated in the personnel offering where the Group's personnel subscribed for shares with 10 % discount.

Key figures describing the Group's personnel:

PERSONNEL					
	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
Average number of personnel	159	151	156	149	149
Full time	145	137	141	137	138
Part time and temporary	14	13	15	12	11
Wages and salaries for the period (EUR million)	2,3	2,1	6,9	6,8	8,8

## OTHER EVENTS DURING THE INTERIM PERIOD

### Changes in Asiakastiето's Executive Team

On 5 January 2016, Asiakastiето Group published a stock exchange release informing that Heikki Koivula will be in charge also of the product area of Customer Management in addition to Business Information, as the current Business Director Teija Rantanen-Leppo transferred to development project tasks in internal processes. At the same time, Teija Rantanen-Leppo left her position in the Company's Executive Team.

On 29 August 2016, the Board of Directors gave a mandate to CEO to sign a deed to acquire shares of Intellia Oy and nominated Esa Kumpu from Intellia Oy as a member of Executive Team. He was also nominated as Business Director responsible for the Customer Management product area. The responsibilities were transferred from Heikki Koivula to Esa Kumpu. The nominations required the transaction to be confirmed, so Kumpu started on 1 October 2016.

On 14 September 2016, the Board of Directors nominated Heikki Ylpekkala as member of the Executive Team and on 19 October 2016 the Board of Directors decided on the following changes in the product



areas. At the beginning of 2017, the product area of Certificates and Analyses will be incorporated in Business Information. In addition, a new product area will be established, which focuses on real estate information, collateral management services and housing company data services. Heikki Ylpekkala will be in charge of the new product area. He starts as member of the Executive Team on 15 December 2016 and as head of the product area on 1 January 2017.

### **Investment in start-up surveying company**

Asiakastieto Group signed a contract on 11 February 2016 and made an investment in the start-up company Hoodie Dude (Hupparihörhö Oy). Hoodie Dude is an interesting start-up as it develops collection and utilizing methods of unstructured information. After the investment the companies entered into business cooperation.

### **Asiakastieto Group Plc's General Meeting of shareholders on 1 April 2016**

The General Meeting of shareholders held on 1 April 2016 confirmed the financial statements for the financial period ended on 31 December 2015, discharged the members of the Board of Directors and the Chief Executive Officer from liability.

The Meeting approved the Board of Directors' proposal to pay a dividend of EUR 0,77 per share. The dividend will be paid to shareholders who are recorded in the company's shareholder register maintained by Euroclear Finland Ltd. The record date is 5 April 2016. The dividend will be paid on 12 April 2016.

The Annual General Meeting also authorised the Board, at its discretion, to resolve the distribution of funds to shareholders as capital repayment from the reserve for invested unrestricted equity of no more than EUR 0,23 per share.

The General Meeting of shareholders decided that the annual remuneration is EUR 40 000 for the chairman of the Board of Directors and EUR 25 000 for the members. No separate fees will be paid for meetings. The Chairperson of the Committee shall receive an attendance fee of EUR 500 and members of the Committee EUR 400 per committee meeting.

In accordance with the proposal of the Shareholders' Nomination Board Petri Carpén, Bo Harald and Anni Ronkainen were re-elected as members of the Board of Directors and Patrick Lapveteläinen and Carl-Magnus Månsson were elected as new members.

Authorised Public Accountants firm PricewaterhouseCoopers Oy was elected as the auditor of the Company, and Authorised Public Accountant Juha Tuomala as the auditor in charge.

### *Authorisation for issue of shares*

The Annual General Meeting authorised the Board of Directors to resolve on one or more issuances, which contain the right to issue new shares or dispose of the shares in the possession of the company. The authorisation would consist of up to 1 000 000 shares in the aggregate. The Board of Directors was authorised to decide on a directed issue. The authorisation is proposed to be used for material arrangements from the company's point of view, such as financing or implementing business arrangements or investments or for other such purposes determined by the Board of Directors in which case a weighty financial reason for issuing shares would exist.

The Board of Directors was authorised to resolve on all other terms and conditions of the issuance of shares, including the payment period, grounds for the determination of the subscription price and subscription price or allocation of shares free of charge or that the subscription price may be paid besides in cash also by other assets either partially or entirely.

The authorisation is effective for 18 months from the close of the Annual General Meeting. The authorisation cancelled the share issue authorisation granted to the Board of Directors by the written resolution of the sole shareholder of the company on 10 March 2015. The authorisation has not been used by 30 September 2016.

#### *Authorisation for repurchasing own shares*

The Annual General Meeting authorised the Board of Directors to decide on the repurchase of maximum of 1 000 000 company's own shares, in one or several instalments. The shares will be repurchased with the company's unrestricted shareholders' equity, and the repurchases will reduce funds available for distribution of profits. The shares can be repurchased for example to develop the company's capital structure, carry out or finance potential corporate acquisitions or other business arrangements, to be used as a part of the company's incentive programme or to be otherwise conveyed further, retained as treasury shares, or cancelled.

Shares may be repurchased in accordance with the resolution of the Board of Directors also in a proportion other than in which shares are owned by the shareholders (directed acquisition), using funds belonging to the company's unrestricted equity and at the market price of the shares quoted on regulated market organized by Nasdaq Helsinki Ltd or otherwise established on the market at the time of the repurchase. The Board of Directors will decide how shares will be repurchased. Among other means, derivatives may be used in acquiring the shares. According to the authorisation, the Board of Directors decides on all other matters related to the repurchase of the shares.

The authorisation is effective for 18 months from the close of the Annual General Meeting. The authorisation cancelled the authorisation to repurchase the company's shares granted to the Board of Directors by the written resolution of the sole shareholder of the company on 10 March 2015. The authorisation has not been used by 30 September 2016.

#### **Meeting of the Board of Directors on 1 April 2016**

The organizational meeting of the Board of Directors elected among its members Patrick Lapveteläinen as Chairperson of the Board of Directors and Bo Harald as Vice-Chairperson of the Board of Directors.

Board of Directors appointed Petri Carpén, Anni Ronkainen and Carl-Magnus Månsson as members of the Audit Committee. All the members are independent of the Company and independent of significant shareholders. Petri Carpén was elected chairman of the committee.

The Board of Directors has in its organization meeting evaluated the independence of the Directors according to the Finnish Corporate Governance Code. The Board noted that all members of the Board are independent of the Company and all except Patrick Lapveteläinen are independent of the significant shareholders. The Board of Directors noted the Company is in compliance with the recommendation 10 of the CG Code.

#### **Sale of premises**

Suomen Asiakastieto Oy signed in December 2015 a sales agreement of the shares in its current office premises. The conditional agreement became effective in the spring 2016 and starting from March, the Group hired its current premises for approximately two years, after which it will move as a leaseholder to premises to be built. The conditions in the sales agreement, which would have entitled the buyer to annul the transaction, expired in May, and thus the sale of 24 % ownership in Helsingin Yrittäjätalo Oy was conclusively completed. A non-recurring profit on the sale of shares of office premises was EUR 1,1 million.

#### **Meeting of the Board of Directors on 1 June 2016**

The Board of Directors resolved the distribution of funds to shareholders as capital repayment from the reserve for invested unrestricted equity of EUR 0,23 per share, as authorised by the Annual General Meeting on 1 April 2016. The capital repayment was paid to shareholders registered in the Company's shareholders' register held by Euroclear Finland Ltd on the payment record date of 3 June 2016. The funds were paid on 10 June 2016.

## Meeting of the Board of Directors on 22 June 2016

The Board of Directors resolved to continue the key employee Performance Share Plan as resolved by the Board in March 2015. The members of the Executive Team of the Group belong to the target group of the plan. For more detailed description on the Share Plan please see the note "Transactions with related parties".

## Aquisition of Intellia Oy shares on 30 August 2016

Asiakastieto Group Plc acquired all shares of Intellia Oy, company offering sales and marketing services. The agreement was signed on 30 August 2016 and on 1 of October the transaction entered into force. The transaction price was not published. The acquisition has no essential impact on the Group's business activities or key ratios. The purchase price allocation is in progress.

Asiakastieto Group strengthened the market share of the customer management services by the acquisition of Intellia and in the future its comprehensive databases combined with Intellia's expertise enable companies to build better service entities for the needs of sales and marketing. Intellia also provides consumer marketing services which have not been part of Asiakastieto Group's current service portfolio.

## EVENTS AFTER THE REPORTING DATE

Asiakastieto Group has decided to outsource by asset deal functions related to financial statements information and financial statements analysis to BHS Partners Oy as of 1.1.2017. Change concerns 12 employees and has no major financial impact.

## SHARES AND SHAREHOLDERS

The Company has one share class. Each share carries one vote at the General Meeting of shareholders and each share confers equal right to dividends and net assets of the Company. The shares have no nominal value. The shares of the Company are incorporated in the book-entry securities system maintained by Euroclear Finland Ltd.

On 30 September 2016, the total number of shares was 15 102 178 (15 102 178), and the share capital of the Company amounted to EUR 80 000 (EUR 80 000).

According to the book-entry securities system, the Company had 2 142 (1 758) shareholders at 30 September 2016. A list of the largest shareholders is available on the Company's investor pages at [investors.asiakastieto.fi](http://investors.asiakastieto.fi).



## SHARE-RELATED KEY FIGURES

EUR (unless otherwise mentioned)	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
Share price development			
Highest price	18,90	15,90	15,90
Lowest price	13,15	13,80	13,80
Average price	15,91	14,95	14,88
Closing price	18,20	14,20	14,98
Market capitalisation, EUR million	274,9	214,5	226,2
Trading volume, pcs <sup>1</sup>	1 775 020	21 132 513	24 194 331
Total exchange value of shares, EUR million	28,3	312,9	356,4

<sup>1</sup> The comparative period 1 January – 30 September 2015 and the financial year 2015 figures include the sale of 13 225 000 shares in the connection with the listing carried out by AKT Holdings S.à r.l.

## RISKS AND UNCERTAINTIES IN THE NEAR FUTURE

The demand for the Group's products and services depends on the activity of the business operations of its customers. Slow economic growth or a declining economy may result in a weakening demand for the services of Asiakastieto Group.

A general tendency to seek cost savings in business activities and tightening competition in the Group's business sector may cause downward pricing pressure, which may have a negative effect on revenue and result.

Asiakastieto Group believes that its continued success will be influenced by its ability to meet customers' needs through the development of products and services that are easy to use and that seek to increase customers' business process efficiency, offer cost savings, and facilitate better business decisions. Potential deficiencies in the management of the product development portfolio as well as a shortage of development resources may delay the introduction of new services or enhancements to the market and therefore weaken the Group's results.

Well-functioning information technology and good availability of services are essential conditions for the business operations of Asiakastieto Group. Notwithstanding the current solutions for high availability and protection solutions in accordance with best practices, the realisation of external or internal threats can never be completely eliminated. The realisation of risks of this kind could result in misuse, modification or illegal publication of information and could have legal consequences or cause reputational harm, loss of revenue, claims or regulatory action.

Asiakastieto Group Plc's competitor has in October 2015 filed an action against Asiakastieto Group Plc with the Finnish Market Court for an alleged breach of the Unfair Business Practices Act. Asiakastieto Group Plc did not consider the claims to be justifiable. In September 2016 the sides have made an agreement on this matter. The issue has no substantial financial impact on the Company.

## FUTURE OUTLOOK

Asiakastieto Group expects its net sales growth rate to exceed on annual level the last year's level. Adjusted euro-denominated net operating profit is expected to increase from last year, despite the new rental cost for 2016 caused by the eventual realization of office premises.

The outlook is subject to risks related to, among other factors, the development of the Finnish economy and the business operations of the Group. The most significant risks related to business operations include, for example, risks related to the success of product and service development activities, launches of new products and services and risks related to competitive tenders and to losing significant customer accounts.

Asiakastieto Group's business risks have been described in more detail on the Company's investor pages at [investors.asiakastieto.fi](http://investors.asiakastieto.fi).

Helsinki, on 2 November 2016

ASIAKASTIETO GROUP PLC  
Board of Directors

For further information:  
Jukka Ruuska, CEO  
Asiakastieto Group Plc  
tel. +358 10 270 7111

Distribution:  
Nasdaq Helsinki Ltd  
major media  
[investors.asiakastieto.fi](http://investors.asiakastieto.fi)

**CONDENSED FINANCIAL STATEMENTS AND NOTES 1.1. – 30.9.2016**

The figures presented in this Interim Report are unaudited. The amounts presented in the Interim Report are rounded and, so the sum of individual figures may differ from the sum reported.

**1. Consolidated statement of comprehensive income, financial position, cash flows and changes in equity**

<b>CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME</b>					
EUR thousand	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
<b>Net sales</b>	<b>11 697</b>	<b>10 480</b>	<b>36 547</b>	<b>32 372</b>	<b>43 729</b>
Other operating income	4	5	1 135	68	79
Materials and services	-2 148	-1 769	-6 814	-5 418	-7 522
Personnel expenses <sup>1</sup>	-2 812	-2 550	-8 527	-8 312	-10 759
Other operating expenses	-1 856	-1 498	-5 779	-6 944	-8 736
Work performed by the entity and capitalised	290	343	898	867	1 235
Depreciation and amortisation	-552	-576	-1 773	-1 721	-2 259
<b>Operating profit</b>	<b>4 624</b>	<b>4 436</b>	<b>15 685</b>	<b>10 912</b>	<b>15 767</b>
Finance income	4	1	4	2	4
Finance expenses	-265	-337	-814	-1 059	-1 365
Finance income and expenses	-261	-336	-809	-1 057	-1 361
<b>Profit before income tax</b>	<b>4 362</b>	<b>4 099</b>	<b>14 876</b>	<b>9 855</b>	<b>14 406</b>
Income tax expense	-874	-830	-2 752	-2 032	-2 946
<b>Profit for the period</b>	<b>3 489</b>	<b>3 269</b>	<b>12 124</b>	<b>7 824</b>	<b>11 459</b>
<b>Total comprehensive income for the period</b>	<b>3 489</b>	<b>3 269</b>	<b>12 124</b>	<b>7 824</b>	<b>11 459</b>
<b>Profit attributable to:</b>					
Owners of the parent company	3 489	3 269	12 124	7 824	11 459
<b>Total comprehensive income attributable to:</b>					
Owners of the parent company	3 489	3 269	12 124	7 824	11 459
<b>Earnings per share attributable to the owners of the parent during the period:</b>					
Basic	0,23	0,22	0,80	0,52	0,76
Diluted	0,23	0,22	0,80	0,52	0,76

<sup>1</sup> Personnel expenses include an accrued expense related to the long-term incentive plan to the management for the third quarter 1 July – 30 September 2016 EUR 103 thousand, the comparative period 1 July – 30 September 2015 EUR 50 thousand, the interim period 1 January – 30 September 2016 EUR 220 thousand, the comparative period 1 January – 30 September 2015 EUR 91 thousand and the financial year 2015 EUR 140 thousand. Personnel expenses for the comparative period 1 January – 30 September 2015 and the financial year 2015 include also an expense EUR 151 thousand relating to the discount given to the personnel in the personnel offering.

<b>CONSOLIDATED STATEMENT OF FINANCIAL POSITION</b>			
EUR thousand	30.9.2016	30.9.2015	31.12.2015
<b>ASSETS</b>			
<b>Non-current assets</b>			
Goodwill	111 358	111 358	111 358
Other intangible assets	6 363	5 370	5 461
Property, plant and equipment	1 462	3 779	4 331
Deferred tax assets	3 503	7 170	6 255
Loan and other receivables	168	2	0
<b>Total non-current assets</b>	<b>122 855</b>	<b>127 678</b>	<b>127 405</b>
<b>Current assets</b>			
Account and other receivables	9 166	7 081	7 094
Cash and cash equivalents	21 253	16 624	21 042
<b>Total current assets</b>	<b>30 419</b>	<b>23 705</b>	<b>28 136</b>
<b>Total assets</b>	<b>153 274</b>	<b>151 383</b>	<b>155 541</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity attributable to owners of the parent</b>			
Share capital	80	80	80
Invested unrestricted equity reserve	112 355	116 584	116 584
Accumulated losses	-49 290	-49 983	-49 962
Profit for the period	12 124	7 824	11 459
<b>Total equity</b>	<b>75 269</b>	<b>74 504</b>	<b>78 161</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Interest-bearing liabilities	69 633	69 521	69 549
Account and other payables	210	48	76
<b>Total non-current liabilities</b>	<b>69 843</b>	<b>69 569</b>	<b>69 625</b>
<b>Current liabilities</b>			
Advances received	1 897	1 906	1 937
Account and other payables	6 264	5 404	5 818
<b>Total current liabilities</b>	<b>8 161</b>	<b>7 310</b>	<b>7 755</b>
<b>Total liabilities</b>	<b>78 005</b>	<b>76 879</b>	<b>77 380</b>
<b>Total equity and liabilities</b>	<b>153 274</b>	<b>151 383</b>	<b>155 541</b>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

Attributable to owners of the parent

EUR thousand	Share capital	Invested unrestricted equity reserve	Accumulated losses	Total
<b>Equity at 1.1.2016</b>	<b>80</b>	<b>116 584</b>	<b>-38 502</b>	<b>78 161</b>
Total comprehensive income for the period	-	-	12 124	12 124
Distribution of dividend	-	-	-10 874	-10 874
Capital repayment	-	-4 229	-	-4 229
Management's incentive plan	-	-	86	86
<b>Equity at 30.9.2016</b>	<b>80</b>	<b>112 355</b>	<b>-37 166</b>	<b>75 269</b>

EUR thousand	Share capital	Invested unrestricted equity reserve	Accumulated losses	Total
<b>Equity at 1.1.2015</b>	<b>80</b>	<b>115 266</b>	<b>-50 177</b>	<b>65 169</b>
Total comprehensive income for the period	-	-	7 824	7 824
Share issue to the personnel	-	1 318	-	1 318
Share issue discount given to personnel	-	-	151	151
Management's incentive plan	-	-	43	43
<b>Equity at 30.9.2015</b>	<b>80</b>	<b>116 584</b>	<b>-42 159</b>	<b>74 504</b>

<b>CONSOLIDATED STATEMENT OF CASH FLOWS</b>					
EUR thousand	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
<b>Cash flows from operating activities</b>					
Profit before income tax	4 362	4 099	14 876	9 855	14 406
Adjustments for					
Depreciation and amortisation	552	576	1 773	1 721	2 259
Finance income and expenses	261	336	809	1 057	1 361
Profit (-) / loss (+) on disposal of property, plant and equipment	-1	-0	-14	-55	-50
Other adjustments	103	50	-886	242	291
Cash flows before change in working capital	5 277	5 061	16 559	12 821	18 267
Change in working capital:					
Increase (-) / decrease (+) in account and other receivables	1 012	-359	-2 081	-2 101	-2 107
Increase (+) / decrease (-) in account and other payables	-182	-408	1 283	877	415
Change in working capital	830	-767	-798	-1 224	-1 691
Interest and other finance expenses paid	-227	-328	-733	-985	-1 266
Interest and other finance income received	4	1	4	2	4
<b>Net cash from operating activities</b>	<b>5 884</b>	<b>3 967</b>	<b>15 032</b>	<b>10 614</b>	<b>15 314</b>
<b>Cash flows from investing activities</b>					
Purchases of property, plant and equipment	-52	-13	-961	-501	-535
Purchases of intangible assets	-887	-425	-2 204	-1 977	-2 254
Proceeds from sale of property, plant and equipment	3	0	3 615	123	152
Purchase of investments	-	-	-103	-	-
Non-current receivables	-	-	-67	-	-
Loan repayments	-	-	-	48	48
<b>Net cash from investing activities</b>	<b>-936</b>	<b>-438</b>	<b>280</b>	<b>-2 307</b>	<b>-2 589</b>
<b>Cash flows from financing activities</b>					
Share issue	-	-	-	1 356	1 356
Costs of share issue	-	0	-	-48	-48
Dividends paid and other profit distribution	-269	-	-15 102	-	-
<b>Net cash from financing activities</b>	<b>-269</b>	<b>0</b>	<b>-15 102</b>	<b>1 308</b>	<b>1 308</b>
<b>Net increase / decrease in cash and cash equivalents</b>	<b>4 679</b>	<b>3 530</b>	<b>211</b>	<b>9 615</b>	<b>14 033</b>
Cash and cash equivalents at the beginning of the period	16 574	13 095	21 042	7 009	7 009
<b>Cash and cash equivalents at the end of the period</b>	<b>21 253</b>	<b>16 624</b>	<b>21 253</b>	<b>16 624</b>	<b>21 042</b>



## 2. Notes

### 2.1. Accounting policies

This Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting. The accounting policies and methods applied in this Interim Report are the same as those applied in the financial statements for the financial year ended 31 December 2015.

The preparation of financial statements in accordance with IFRS requires Asiakastieto Group's management to use estimates and assumptions that affect the reported amounts of assets and liabilities, as well as the reported amounts of income and expenses for the interim period. In addition, it is necessary to exercise judgment in applying the accounting policies. Because estimates and assumptions are based on the understanding as at the end of the interim period, they include risks and uncertainties. Actual results may differ from the estimates and assumptions made. Critical accounting estimates and judgments are disclosed in more detail under the note 3 to the consolidated financial statements for the year 2015.

Asiakastieto Group Plc discloses alternative performance measures to depict the financial development of its business operations and to improve comparability between different periods. Alternative performance measures are not included in IFRS based consolidated financial statement as such, but they are derived from IFRS based consolidated financial statements or Interim Reports by amending parts of main calculations or notes and/or making them proportional. Alternative measures should not be considered replacing indicators compared to the performance measures defined in the IFRS financial statements norms. All companies do not calculate alternative performance measures in the same way, and therefore alternative performance measures used by the Company are not necessarily comparable with other companies, even if named in the same way. Alternative performance measures shown in this Interim Report have been calculated according to the principles described in stock exchange release published on 21 June 2016.

The amounts presented in the income statement and in the balance sheet are consolidated figures. The amounts presented in the Interim Report are rounded, so the sum of individual figures may differ from the sum reported. The figures presented in this Interim Report are unaudited.

### 2.2. Net sales

NET SALES BY PRODUCT AREA					
EUR thousand	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
Business Information	6 279	5 965	19 930	18 517	25 001
Consumer Information	3 945	3 134	11 656	9 241	12 645
Customer Management	746	699	2 353	2 183	2 998
Certificates and Analyses	728	682	2 609	2 430	3 085
<b>Total</b>	<b>11 697</b>	<b>10 480</b>	<b>36 547</b>	<b>32 372</b>	<b>43 729</b>

### 2.3. Interest-bearing liabilities

INTEREST-BEARING LIABILITIES OF THE GROUP			
EUR thousand	30.9.2016	30.9.2015	31.12.2015
Loans from financial institutions	69 633	69 521	69 549
<b>Total</b>	<b>69 633</b>	<b>69 521</b>	<b>69 549</b>

All interest-bearing liabilities are denominated in euros.

The Group has entered into a term loan and revolving credit facility agreement with Danske Bank Plc and Pohjola Bank Plc EUR 75,0 million consisting of a EUR 70,0 million term loan drawn down under the agreement and a EUR 5,0 million revolving credit facility including EUR 0,5 million bank overdraft. The loan from a financial institution matures on 28 November 2019.

The loan from a financial institution includes a financial covenant that is Net debt to EBITDA, calculated as defined under the financing agreement. The covenants are monitored on a quarterly basis. The Net debt to EBITDA, which is adjusted as defined under the financing agreement, was 2,2 as at 30 September 2016. According to the financing agreement, the covenant limits will be 4,0 during the period 1 January 2016 – 31 December 2016 and 3,5 from 1 January 2017 onwards.

The parent company of the Group, Asiakastieto Group Plc, and its subsidiary, Suomen Asiakastieto Oy, have guaranteed EUR 70,0 million of loans from financial institutions and EUR 5,0 million of undrawn facilities on behalf of each other.

## 2.4. Lease commitments

MINIMUM RENTS BASED ON NON-CANCELLABLE LEASE			
EUR thousand	30.9.2016	30.9.2015	31.12.2015
Due in one year	473	-	-
Due in 1-5 years	2 878	-	-
Due after 5 years	4 805	-	-
<b>Total</b>	<b>8 156</b>	<b>-</b>	<b>-</b>

## 2.5. Transactions with related parties

Related parties of the Group consist of group entities, shareholders using control or substantial control. In addition, the key management persons, including the Board of Directors, managing director and management team are related parties of the Group, as well as their close family members and companies, where above mentioned persons exercise controlling power.

THE FOLLOWING TRANSACTIONS WERE CARRIED OUT WITH RELATED PARTIES			
1.1. – 30.9.2016 EUR thousand	Sales of goods and services	Purchases of goods and services	Finance income and expenses
Companies controlled by the Management	288	-7	-
<b>Total</b>	<b>288</b>	<b>-7</b>	<b>-</b>
<b>30.9.2016</b>			
EUR thousand		Receivables	Liabilities
Companies controlled by the Management		50	-
<b>Total</b>		<b>50</b>	<b>-</b>
<b>1.1. – 31.12.2015</b>			
EUR thousand	Sales of goods and services	Purchases of goods and services	Finance income and expenses
Investcorp Financial and Investment Services S.A. <sup>1</sup>	-	-25	-
Management of the Company	-	-	1
Companies controlled by the Management	368	-3	-
<b>Total</b>	<b>368</b>	<b>-28</b>	<b>1</b>
<b>31.12.2015</b>			
EUR thousand		Receivables	Liabilities
Companies controlled by the Management		62	2
<b>Total</b>		<b>62</b>	<b>2</b>

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

<sup>1</sup> Until the listing, companies in Investcorp Group controlled the Group through the parent company, AKT Holdings S.à r.l. AKT Holdings S.à r.l. owned all the shares of Asiakastieto Group Plc until the listing. AKT Holdings S.à r.l. transferred its whole shareholding in Asiakastieto Group Plc during the year 2015.

### **Long-term incentive plan to the management**

In March 2015, the Board of Directors of the Company established an incentive plan for the management of the Group. The plan is based on the Group's management making individual investments in Asiakastieto Group Plc's shares and the opportunity for the Group's management to be awarded further shares on the basis of meeting long-term performance criteria and a commitment to the company. In order to participate in the plans and receive an award from the plans, the members of the Group's management acquired, in the personnel offering, the number of shares determined by the Board of Directors. Any shares acquired above the amount of shares determined by the Board of Directors are not entitled to an award. The long-term incentive plan contains two elements: a performance based share plan and a matching share plan.

In general, no award shall be paid if the employment or service contract terminates before the award payment. Any awards shall be paid partly in shares and partly in cash. The cash proportion is intended to cover taxes and tax-related costs arising from the award to the participants.

The participants must retain at least 50 per cent of all net shares received on the basis of the plan until the participant's share ownership equals his/her annual gross base salary. Such number of shares must be held as long as the participant's employment or service at Asiakastieto Group continues.

The plan is directed to approximately ten key members of the Group's personnel, including all members of the executive team. The awards to be paid out through the performance based share plan and the matching share plan, correspond to the value of 108 000 shares at a maximum including also the cash proportion and with the assumption that the criteria for the performance based share plan are achieved to its maximum.

In June 2016 the Board of Directors of Asiakastieto Group Plc resolved to continue the key employee performance share plan as resolved by the Board in March 2015. Should the targets of the plan resolved in June be attained in full, the payable rewards will correspond to a maximum total of 72 000 Asiakastieto Group shares, including also the cash proportion.

Long-term incentive plan to the management is in the scope of IFRS 2. For the interim period, an accrued expense EUR 220 thousand (EUR 91 thousand) has been recognised in personnel expenses.

#### *Matching Share Plan 2015*

In the personnel offering, the members of the Group's management subscribed Personnel Shares, the ownership of which is a prerequisite for participating in the long-term incentive plan. The acquisition of Personnel Shares within the matching share plan entitles the participant to be awarded one additional share for each Personnel Share within the plan in four years' time, provided that the participant's employment or service at the company continues and the Personnel Shares acquired within the plan are still held by the participant at such time.

#### *Performance Based Share Plan 2015*

The long-term incentive plan includes the possibility to be awarded with further shares based on a set of performance criteria. The performance-based award for the period March 2015 – March 2018 shall be based on the total shareholder return calculated on the Asiakastieto Group Plc's share, adjusted for dividends paid. Any earned award shall be paid out to participants after the end of the performance period.

#### *Performance Based Share Plan 2016*

The long-term incentive plan includes the possibility to be awarded with further shares based on a set of performance criteria. The performance-based award for the period July 2016 – December 2018 shall be based on the total shareholder return calculated on the Asiakastieto Group Plc's share, adjusted for dividends paid. Any earned award shall be paid out to participants in 2019.

**3. Quarterly consolidated statements of income**

<b>CONSOLIDATED STATEMENT OF INCOME</b>						
EUR thousand	Q3 2016	Q2 2016	Q1 2016	Q4 2015	Q3 2015	Q2 2015
<b>Net sales</b>	<b>11 697</b>	<b>12 867</b>	<b>11 983</b>	<b>11 357</b>	<b>10 480</b>	<b>11 345</b>
Other operating income	4	1 125	5	10	5	33
Materials and services	-2 148	-2 475	-2 191	-2 104	-1 769	-1 926
Personnel expenses	-2 812	-3 108	-2 606	-2 447	-2 550	-3 048
Other operating expenses	-1 856	-2 058	-1 866	-1 792	-1 498	-1 788
Work performed by the entity and capitalised	290	315	293	368	343	304
Depreciation and amortisation	-552	-635	-586	-538	-576	-559
<b>Operating profit</b>	<b>4 624</b>	<b>6 032</b>	<b>5 030</b>	<b>4 854</b>	<b>4 436</b>	<b>4 362</b>
Finance income	4	0	0	2	1	1
Finance expenses	-265	-259	-290	-306	-337	-360
Finance income and expenses	-261	-259	-289	-304	-336	-359
<b>Profit before income tax</b>	<b>4 362</b>	<b>5 773</b>	<b>4 741</b>	<b>4 550</b>	<b>4 099</b>	<b>4 003</b>
Income tax expense	-874	-928	-950	-915	-830	-811
<b>Profit for the period</b>	<b>3 489</b>	<b>4 845</b>	<b>3 790</b>	<b>3 636</b>	<b>3 269</b>	<b>3 192</b>
<b>Total comprehensive income for the period</b>	<b>3 489</b>	<b>4 845</b>	<b>3 790</b>	<b>3 636</b>	<b>3 269</b>	<b>3 192</b>
<b>Profit attributable to:</b>						
Owners of the parent company	3 489	4 845	3 790	3 636	3 269	3 192
<b>Total comprehensive income attributable to:</b>						
Owners of the parent company	3 489	4 845	3 790	3 636	3 269	3 192
<b>Earnings per share attributable to the owners of the parent during the period:</b>						
Basic	0,23	0,32	0,25	0,24	0,22	0,21
Diluted	0,23	0,32	0,25	0,24	0,22	0,21

#### 4. Key financial information for the Group

KEY INCOME STATEMENT AND CASH FLOW FIGURES AND RATIOS					
EUR million	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
Net sales	11,7	10,5	36,5	32,4	43,7
Growth of net sales, %	11,6	3,5	12,9	4,9	5,6
EBITDA	5,2	5,0	17,5	12,6	18,0
EBITDA margin, %	44,2	47,8	47,8	39,0	41,2
Adjusted EBITDA <sup>1</sup>	5,4	5,0	16,6	15,2	20,5
Adjusted EBITDA margin, % <sup>1</sup>	46,0	47,9	45,4	46,8	47,0
EBIT	4,6	4,4	15,7	10,9	15,8
EBIT margin, %	39,5	42,3	42,9	33,7	36,1
Adjusted EBIT <sup>1</sup>	4,8	4,4	14,8	13,4	18,3
Adjusted EBIT margin, % <sup>1</sup>	41,3	42,4	40,5	41,5	41,8
Free cash flow <sup>2</sup>	5,2	3,9	12,6	9,1	13,8
Cash conversion, % <sup>2</sup>	99,9	77,0	72,2	72,2	76,5
Net sales from new products and services <sup>3</sup>	0,7	0,9	3,0	2,7	3,8
New products and services share of net sales, % <sup>3</sup>	6,0	8,6	8,2	8,5	8,6
Net sales from value-added services	7,6	6,1	23,7	19,2	26,0
Value-added services share of net sales, %	65,0	58,6	64,9	59,3	59,4
Earnings per share, basic, EUR	0,23	0,22	0,80	0,52	0,76
Earnings per share, diluted, EUR	0,23	0,22	0,80	0,52	0,76

KEY BALANCE SHEET RATIOS					
EUR million	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
Balance sheet total	153,3	151,4	153,3	151,4	155,5
Net debt	48,4	52,9	48,4	52,9	48,5
Net debt to adjusted EBITDA, x	2,2	2,6	2,2	2,6	2,4
Return on equity, %	19,0	17,9	21,1	14,9	16,0
Return on capital employed, %	12,9	12,5	14,3	10,4	11,2
Gearing, %	64,3	71,0	64,3	71,0	62,1
Equity ratio, %	49,7	49,8	49,7	49,8	50,9
Gross investments	0,6	0,5	2,3	2,4	3,6

<sup>1</sup> Adjusted key figures are adjusted by following items: management fees which the Company has paid to Investcorp, the former owner of the Company, until the listing of the Company for certain ongoing advisory services, costs relating to the listing, an expense relating to the discount given to the personnel in the personnel offering, fees for legal and other advisory services, redundancy payments and compensations paid. The above listed adjusted items were EUR -0,2 million for the third quarter 1 July – 30 September 2016, EUR -0,0 million for the comparative period 1 July – 30 September 2015, EUR -0,2 million for interim period 1 January – 30 September 2016, EUR -2,5 million for the comparative period 1 January – 30 September 2015 and EUR -2,5 million for the financial year 2015. Adjusted key figures for the interim period 1 January – 30 September 2016 are also adjusted by the non-recurring profit on the sale of shares of office premises EUR 1,1 million.

<sup>2</sup> The impact of adjusted items on free cash flow was EUR -0,2 million for the third quarter 1 July – 30 September 2016, EUR -0,1 million for the comparative period 1 July – 30 September 2015, EUR -0,3 million for the interim period 1 January – 30 September 2016, EUR -2,9 million for the comparative period 1 January – 30 September 2015 and EUR -2,9 million for the financial year 2015.

<sup>3</sup> The method used for calculating the share of new products and services, the comparative figures for 1 July – 30 September 2015, 1 January – 30 September 2015 and the financial year 2015 have been changed into rolling starting from 1 January 2016, so that the share include sales of products, which have been launched during the past 24 months. Earlier the share was calculated from the sales of products launched during the previous and current financial year. Figures based on the old calculation method were 5,1 % for the third quarter 1 July – 30 September 2016, 8,1 % for the comparative period 1 July – 30 September 2015, 6,6 % for the interim period 1 January – 30 September 2016, 7,1 % for the comparative period 1 January – 30 September 2015 and 7,6 % for the financial year 2015.

**Matching of the alternative key figures to the closest IFRS**

<b>ADJUSTED EBIT</b>					
EUR thousand	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
<b>EBIT</b>	<b>4 624</b>	<b>4 436</b>	<b>15 685</b>	<b>10 912</b>	<b>15 767</b>
Profit on sale of shares of office premises	-	-	-1 106	-	-
Management fees	-	-	-	25	25
Listing expenses	-	-	-	2 079	2 079
Discount related to personnel offering	-	-	-	151	151
Fees of legal and other advisors, redundancy payments and paid compensations for damages	206	6	238	269	269
<b>Adjusted EBIT</b>	<b>4 829</b>	<b>4 441</b>	<b>14 818</b>	<b>13 436</b>	<b>18 290</b>

<b>EBITDA AND ADJUSTED EBITDA</b>					
EUR thousand	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
<b>EBIT</b>	<b>4 624</b>	<b>4 436</b>	<b>15 685</b>	<b>10 912</b>	<b>15 767</b>
Depreciation and amortisation	552	576	1 773	1 721	2 259
<b>EBITDA</b>	<b>5 175</b>	<b>5 011</b>	<b>17 459</b>	<b>12 634</b>	<b>18 026</b>
Profit on sale of shares of office premises	-	-	-1 106	-	-
Management fees	-	-	-	25	25
Listing expenses	-	-	-	2 079	2 079
Discount related to personnel offering	-	-	-	151	151
Fees of legal and other advisors, redundancy payments and paid compensations for damages	206	6	238	269	269
<b>Adjusted EBITDA</b>	<b>5 381</b>	<b>5 017</b>	<b>16 591</b>	<b>15 157</b>	<b>20 549</b>

<b>FREE CASH FLOW</b>					
EUR thousand	1.7. – 30.9.2016	1.7. – 30.9.2015	1.1. – 30.9.2016	1.1. – 30.9.2015	1.1. – 31.12.2015
<b>Cash flow from operating activities</b>	<b>5 884</b>	<b>3 967</b>	<b>15 032</b>	<b>10 614</b>	<b>15 314</b>
Paid interests and other financing expenses	227	328	733	985	1 266
Received interests and other financing income	-4	-1	-4	-2	-4
Acquisition of tangible assets and intangible assets	-939	-438	-3 164	-2 478	-2 789
<b>Free cash flow</b>	<b>5 168</b>	<b>3 857</b>	<b>12 596</b>	<b>9 120</b>	<b>13 787</b>

**FORMULAS FOR KEY FIGURES**

EBITDA	Operating profit + Depreciation and amortisation
Adjusted EBITDA	EBITDA + (i) Management fees paid by the Company to Investcorp, the former owner of the Company, until the listing of the Company for advisory services, (ii) costs relating to the listing, (iii) M&A related fees for legal and other advisory services, (iv) redundancy payments, (v) compensations and (vi) expenses relating to the discount given to the personnel in the personnel offering – (vii) profit on sale of shares of office premises.
Adjusted EBIT	EBIT + (i) Management fees paid by the Company to Investcorp, the former owner of the Company, until the listing of the Company for advisory services, (ii) costs relating to the listing, (iii) M&A related fees for legal and other advisory services, (iv) redundancy payments, (v) compensations and (vi) expenses relating to the discount given to the personnel in the personnel offering – (vii) profit on sale of shares of office premises.
Net sales from new products and services	Net sales of new products and services is calculated as net sales of those products and services introduced within the past twelve months together with the increase or decrease in the past twelve months' net sales of those products and services introduced within the preceding twelve months as compared to the net sales of those products and services in the preceding twelve months.
Net sales from value-added services	Net sales generated from value-added products and services during the period
Free cash flow	Cash flow from operating activities added by paid interests and other financing expenses, deducted by received interests and other financing income, deducted by acquisition of tangible and intangible assets
Cash conversion, %	$\frac{\text{Free cash flow}}{\text{EBITDA}} \times 100$
Net debt	Interest-bearing liabilities - Cash and cash equivalents
Net debt to adjusted EBITDA, x	$\frac{\text{Net debt}}{\text{Adjusted EBITDA}}$
Return on equity, %	$\frac{\text{Profit (loss) for the period}}{\text{Total equity (average for the period)}} \times 100$
Return on capital employed, %	$\frac{\text{Profit (loss) before taxes + Financial expenses}}{\text{Total assets - Non-interest-bearing liabilities (average for the period)}} \times 100$
Gearing, %	$\frac{\text{Interest-bearing liabilities - Cash and cash equivalents}}{\text{Total equity}} \times 100$
Equity ratio, %	$\frac{\text{Total equity}}{\text{Total assets - Advances received}} \times 100$



Asiakastieto Group Plc | tel. +358 10 270 7000 | [investors.asiakastieto.fi](https://investors.asiakastieto.fi)  
Työpajankatu 10 A PO Box 16, FI-00581 Helsinki | Business ID: 2194007-7