

ASIAKASTIETO GROUP PLC

Q1 / 2016 RESULTS

4 May 2016 • CEO Jukka Ruuska

ASIAKASTIETO IN BRIEF

- One of the leading Finnish providers of business and consumer information services
- Products and services primarily used for risk management, finance and administration, decision-making and sales and marketing
- Largest customer industries include finance and banking as well as wholesale and retail sectors and expert services with an increased share
- Broad offering of services, including unique services in the Finnish market
- At the end of 2015, Asiakastiето employed 149 people
- Asiakastiето Group Oyj's shares are quoted on Nasdaq Helsinki Ltd since 27 March 2015



PRODUCT AREAS

Business Information (BI)

57,2 %



- Risk management and general business information services which are mainly used by customers engaged in B2B activities.

Consumer Information (CI)

28,8 %



- Risk management information and services regarding private individuals and real-estate, mainly used by customers engaged in B2C activities.

Customer Management (CM)

6,9 %



- Services for the prospecting of potential customers as well as for sales and marketing purposes, mainly used by customers engaged in B2B activities.

Certificates and Analyses (CA)

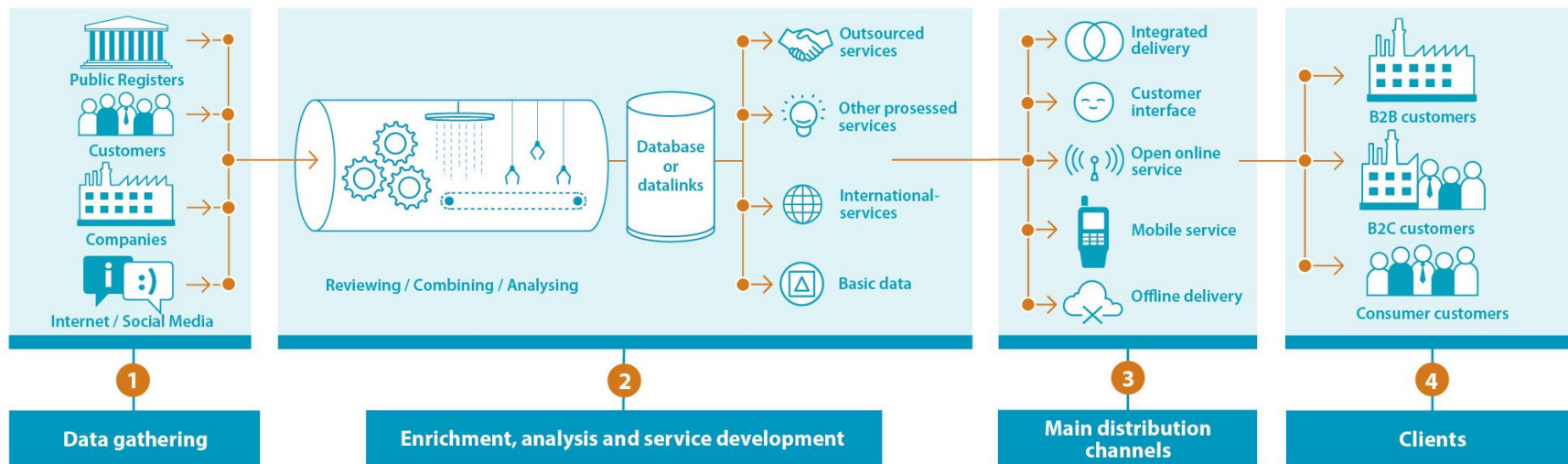
7,1 %



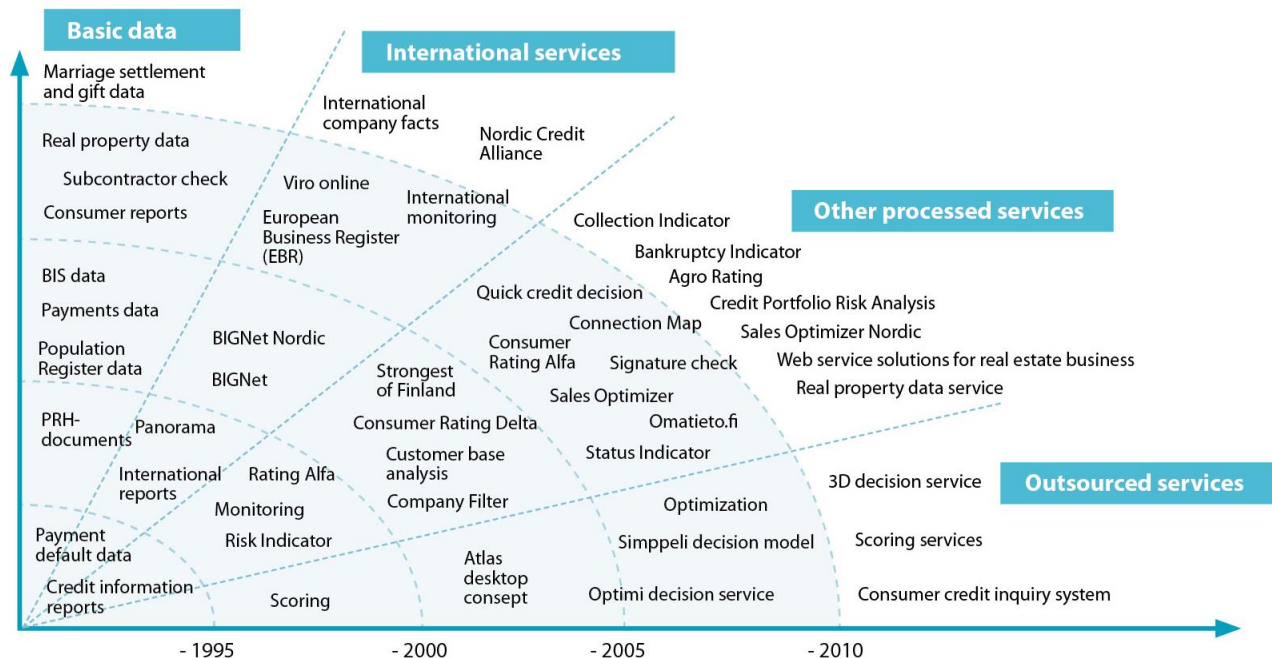
- Credit rating certificates, company and industry analyses, and printed products concerning risk management information.

Note: Figures for FY 2015

THE CORE OF ASIAKASTIETO'S BUSINESS OPERATIONS IS THE DATABASE



ASIAKASTIETO'S SERVICE DEVELOPMENT



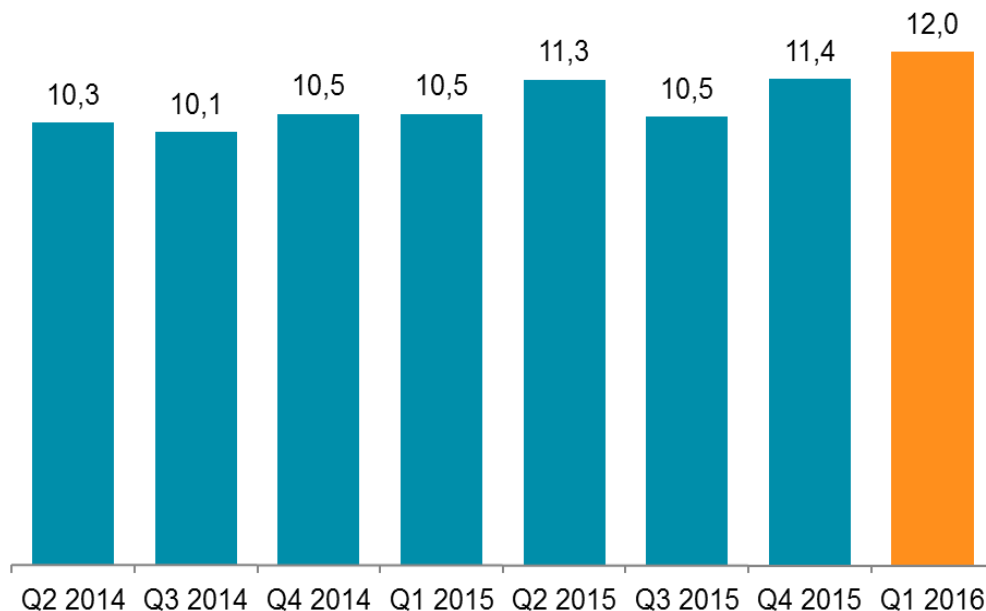
OVERVIEW OF Q1 / 2016

EUR million (unless stated otherwise)	Q1 / 2016	Q1 / 2015	FY 2015
Net sales	12,0	10,5	43,7
Growth (year-on-year)	13,6 %	1,6 %	5,6 %
Adjusted EBITDA	5,6	4,9	20,5
Adjusted EBITDA margin	47,0 %	46,2 %	47,0 %
Adjusted EBIT	5,0	4,3	18,3
Adjusted EBIT margin	42,1 %	40,6 %	41,8 %
New products and services (% of net sales)	10,1 %	7,2 %	8,6 %
Value-added services (% of net sales)	64,3 %	57,9 %	59,4 %
EBITDA	5,6	2,7	18,0
EBIT	5,0	2,1	15,8

- Strong growth in Net sales
- New services key growth driver
- Positive volume growth component
- Strong sales affected profitability positively
- EBIT grew faster than Net sales

QUARTERLY NET SALES

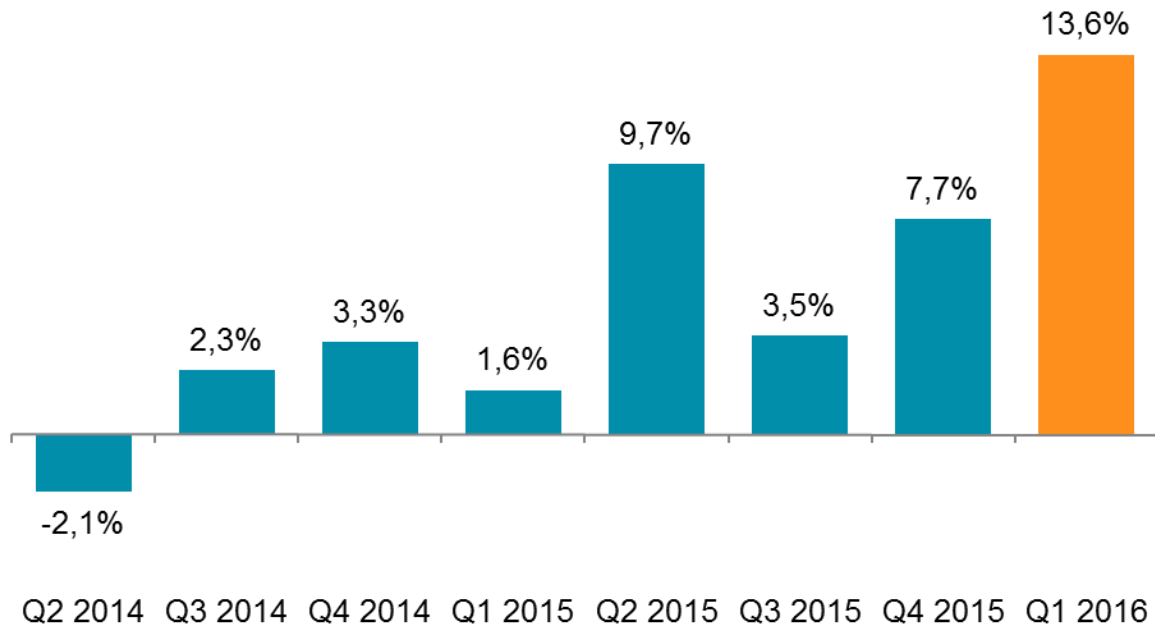
EUR million



- Growth of Net sales was affected especially by new services
- Net sales was also affected by the volume component
- Revenue recognition on projects was on higher level than previous year

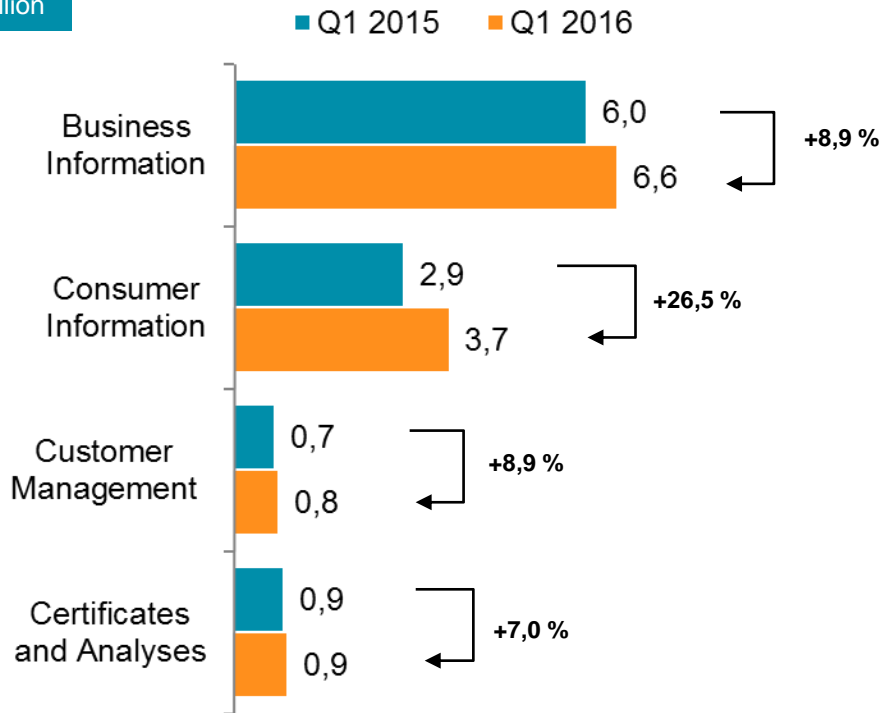
NET SALES GROWTH

Net sales growth
(year-on-year)
EUR million

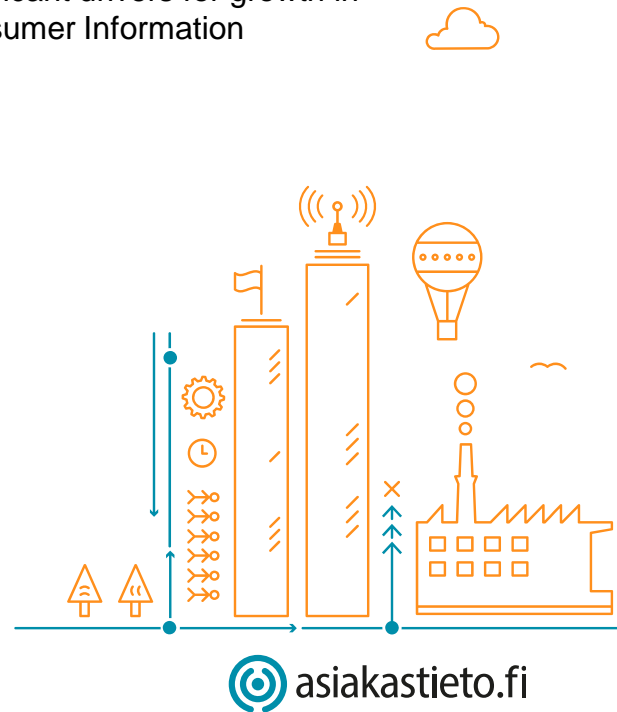


REVENUE BY PRODUCT AREA

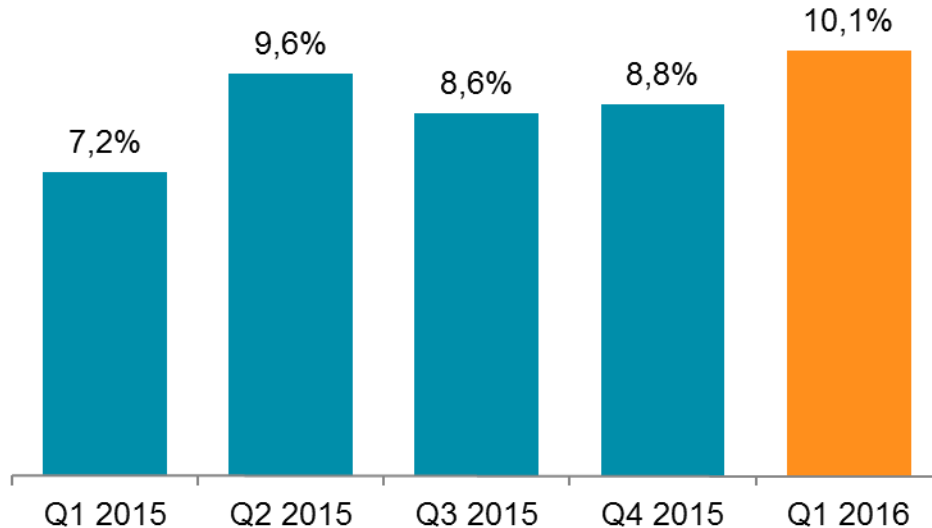
EUR million



- Net sales from real estate information services and tailored solutions significant drivers for growth in Consumer Information

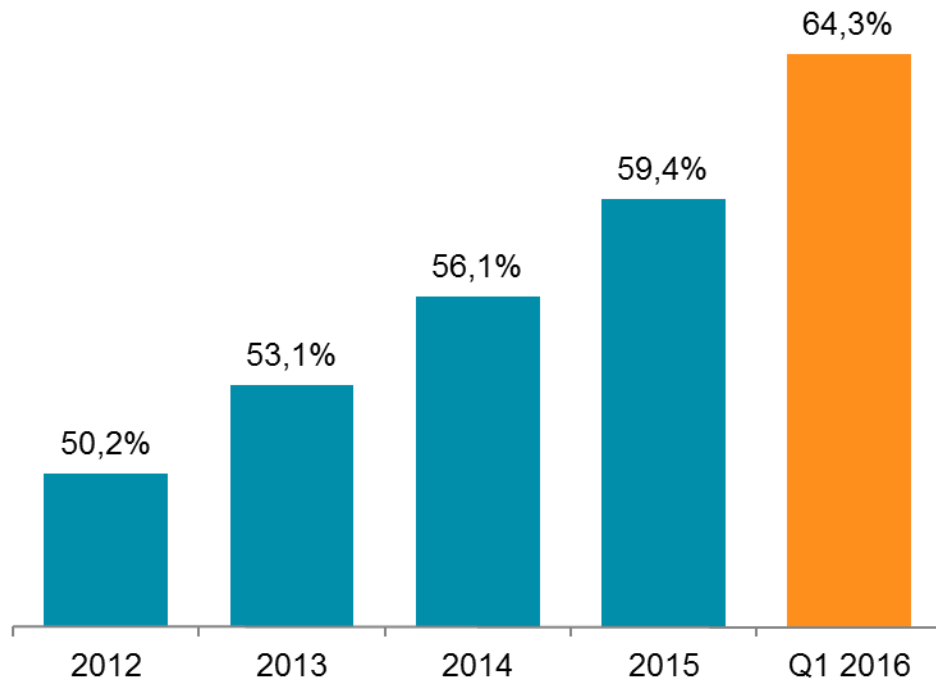


NEW SERVICES SHARE OF NET SALES



- New rolling formula for calculating the share of new products and services
- Development of new services was carried on actively
- During Q1 / 2016 e.g. 3D Decision making system and more comprehensive, wide-ranged services for international business were taken into production

VALUE-ADDED SERVICES SHARE OF NET SALES



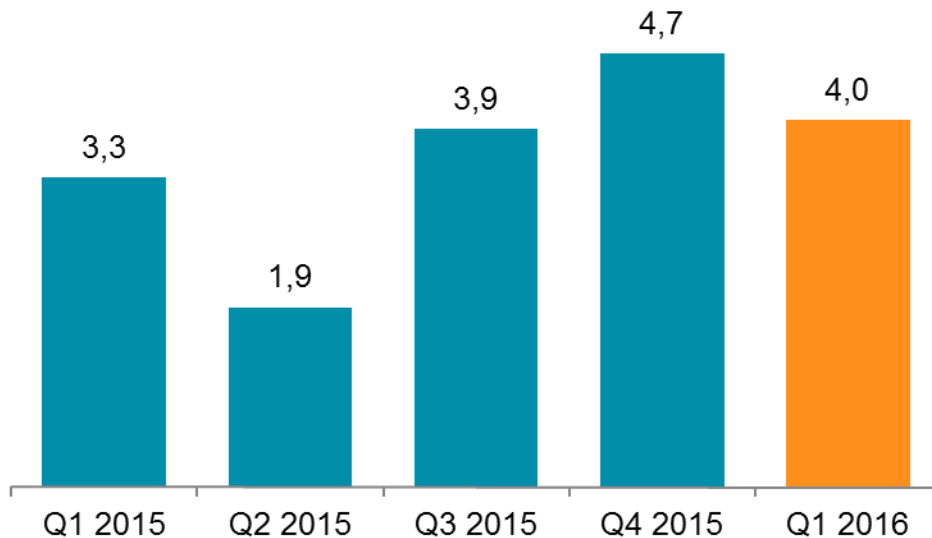
- Continuous growth in share of sales from new products and services
- Value-added services sales were also affected by the transaction volume increase of our customer companies

ADJUSTED EBITDA GREW BY 16%



FREE CASH FLOW

EUR million



- Free cash flow was affected by investments in hardware made during Q4 2015, but paid in Q1 2016
- Net working capital remained nearly on the same level as in the end of financial year 2015

IMPROVED KEY INDICATORS DUE TO STRONG CASH FLOW

EUR million (unless stated otherwise) ¹	Q1 / 2016	Q1 / 2015	FY 2015
Net debt	41,4	59,4	48,5
Net debt / adjusted EBITDA	1,8x	3,0x	2,4x
Gearing, %	50,5 %	87,3 %	62,1 %
Equity ratio, %	52,4 %	47,2 %	50,9 %
Free cash flow	4,0	3,3	13,8
Cash conversion	70,5 %	123,2 %	76,5 %
Gross investments	0,7	1,4	3,6

- Strong cash position of 28,2 EUR million
- Net debt reduction by 7,1 EUR million from year end 2015
- Net debt / adjusted EBITDA below 2,0 (target maximum 3,0)

LONG-TERM TARGETS AND GUIDANCE FOR 2016

Financial targets ¹	
Growth	Achieve 4 to 9 percent annual average growth in net sales
Profitability	Maintain EBIT-margin at or around historic levels
Balance sheet structure	Maintain net debt to EBITDA of less than 3,0x while continuing to maintain an efficient capital structure
Dividend policy	
Dividends	Asiakastieto's dividend policy is to distribute as dividends at least 70 per cent of the Company's profit for the year annually ²
Guidance for 2016 ³	
Guidance	Asiakastieto Group expects its net sales to exceed on annual level the last year's level. Growth of sales has been faster than forecasted and it will have a positive effect in Group's profitability and therefore 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.

Note: (1) These targets are based on assumptions that may not prove to be correct and actual results may deviate significantly; (2) Subject to the business development and investment needs of the Company. Any dividends to be paid in future years, their amount and the time of payment will depend on Asiakastieto's future earnings, financial condition, cash flows, investment needs, solvency and other factors; (3) This forward-looking statement is not a guarantee of future performance.

SUMMARY

Financial Statements Q1 / 2016



SUMMARY INCOME STATEMENT

EUR million	Q1 / 2016	Q1 / 2015	Full year 2015
Net sales	12,0	10,5	43,7
Other operating income	0,0	0,0	0,1
Materials and services	-2,2	-1,7	-7,5
Personnel expenses	-2,6	-2,7	-10,8
Other operating expenses	-1,9	-3,7	-8,7
Work performed by the entity and capitalised	0,3	0,2	1,2
Depreciation and amortisation	-0,6	-0,6	-2,3
Operating profit	5,0	2,1	15,8
Finance income and expenses	-0,3	-0,4	-1,4
Result before income tax	4,7	1,8	14,4
Income tax expense	-1,0	-0,4	-2,9
Result for the period	3,8	-1,4	11,5
Earnings per share attributable to the owners of the parent during the period:			
Basic and diluted earnings per share	0,25	0,09	0,76

SUMMARY BALANCE SHEET

EUR million	31.3.2016	31.12.2015
ASSETS		
Goodwill	111,4	111,4
Other intangible assets	5,7	5,5
Property, plant and equipment	4,2	4,3
Deferred tax assets	5,3	6,3
Loan and other receivables	0,1	0,0
Total non-current assets	126,6	127,4
Account and other receivables	8,0	7,1
Cash and cash equivalents	28,2	21,0
Total current assets	36,2	28,1
Total assets	162,9	155,5

EUR million	31.3.2016	31.12.2015
EQUITY AND LIABILITIES		
Share capital	0,1	0,1
Invested unrestricted equity reserve	116,6	116,6
Accumulated losses	-38,5	-50,0
Result for the period	3,8	11,5
Total equity	82,0	78,2
Interest-bearing liabilities	69,6	69,5
Account and other payables	0,1	0,1
Total non-current liabilities	69,7	69,6
Advances received	6,4	1,9
Account and other payables	4,8	5,8
Total current liabilities	11,2	7,8
Total liabilities	80,9	77,4
Total equity and liabilities	162,9	155,5

SUMMARY CASH FLOW

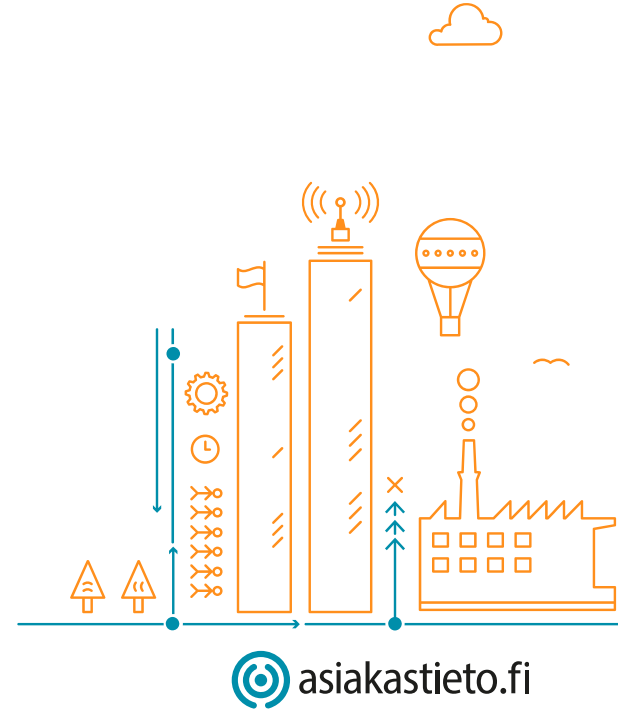
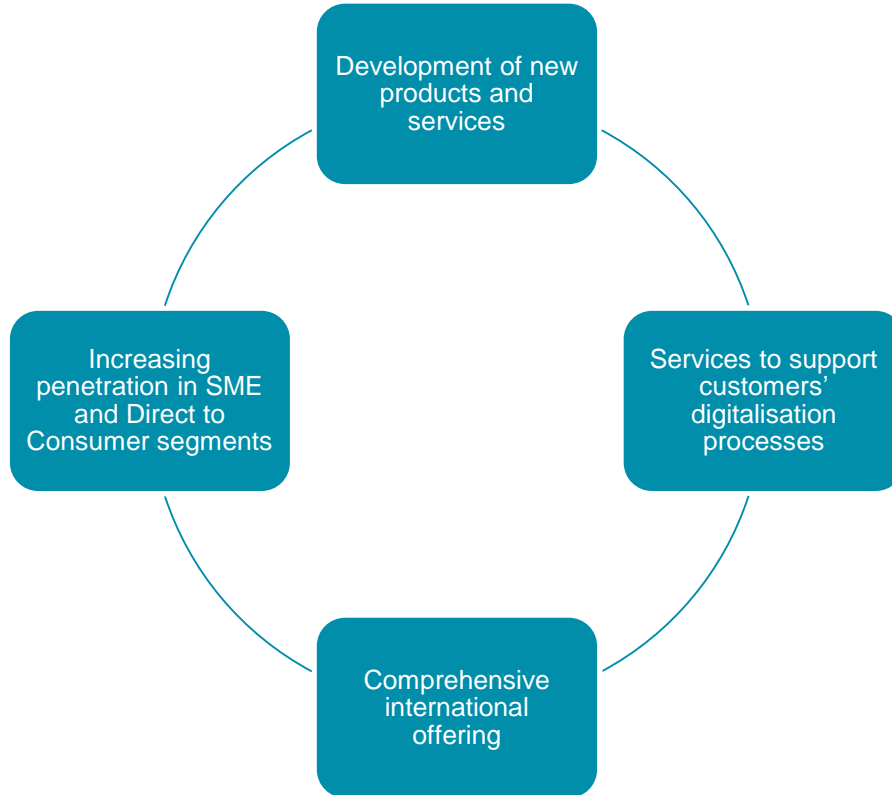
EUR million	Q1 / 2016	Q1 / 2015	Full year 2015
Cash flows from operating activities			
Result before income tax	4,7	1,8	14,4
Depreciation and amortisation	0,6	0,6	2,3
Finance income and expenses	0,3	0,4	1,4
Profit (-) / loss (+) on disposal of property, plant and equipment	0,0	-0,0	-0,0
Other adjustments	0,1	0,2	0,3
Change in working capital	-0,1	1,3	-1,7
Interest and other finance expenses paid	-0,3	-0,3	-1,3
Interest and other finance income received	0,0	0,0	0,0
Net cash from operating activities	5,3	3,8	15,3
Cash flows from investing activities			
Purchases of property, plant and equipment	-0,8	-0,4	-0,5
Purchases of intangible assets	-0,8	-0,4	-2,3
Proceeds from sale of property, plant and equipment	3,6	0,1	0,2
Purchase of investment	-0,1	-	-
Loan repayments	-	0,0	0,0
Net cash used in investing activities	1,9	-0,8	-2,6
Cash flows from financing activities			
Share issue	-	-	1,4
Costs of share issue	-	-	-0,0
Net cash used in financing activities	-	-	1,3
Net increase / decrease in cash and cash equivalents	7,2	3,1	14,0
Cash and cash equivalents at beginning of the period	21,0	7,0	7,0
Cash and cash equivalents at end of the period	28,2	10,1	21,0

GROWTH POTENTIAL

2016



ASIAKASTIETO'S GROWTH POTENTIAL

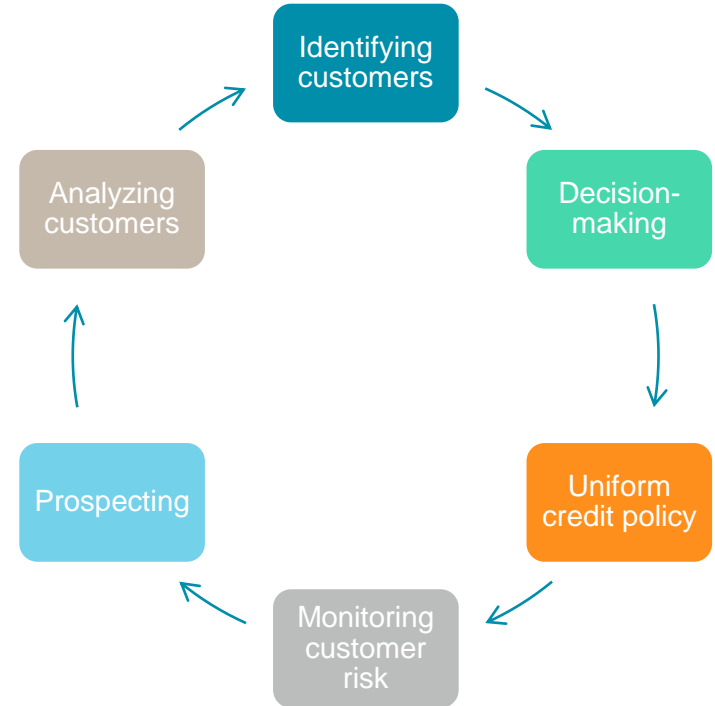


ASIAKASTIETO'S ONLINE WORLD

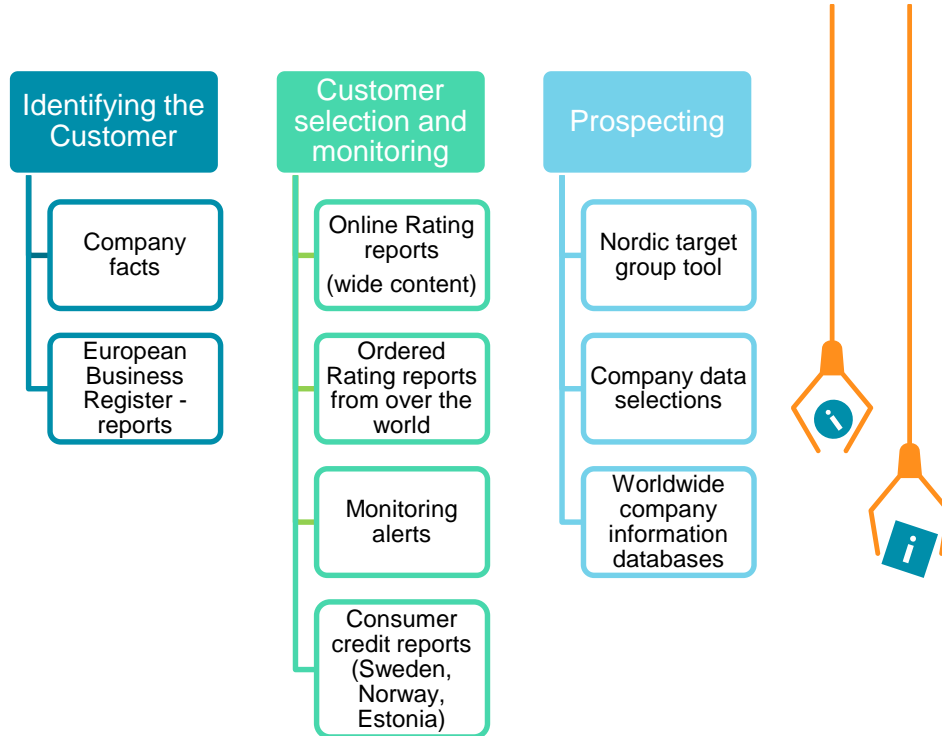


SERVICES FOR DIFFERENT NEEDS

- Along with the money laundering legislation, knowing customers' background concerns more and more companies
- Customer selection and credit decisions have to be made even faster
- Decisions have to be uniform irrespective of the decision-maker's location
- Customer management also includes the monitoring of customer risk and update of files
- New customers have to be acquired actively
- Customers of the right type are found by combining customer data and external data

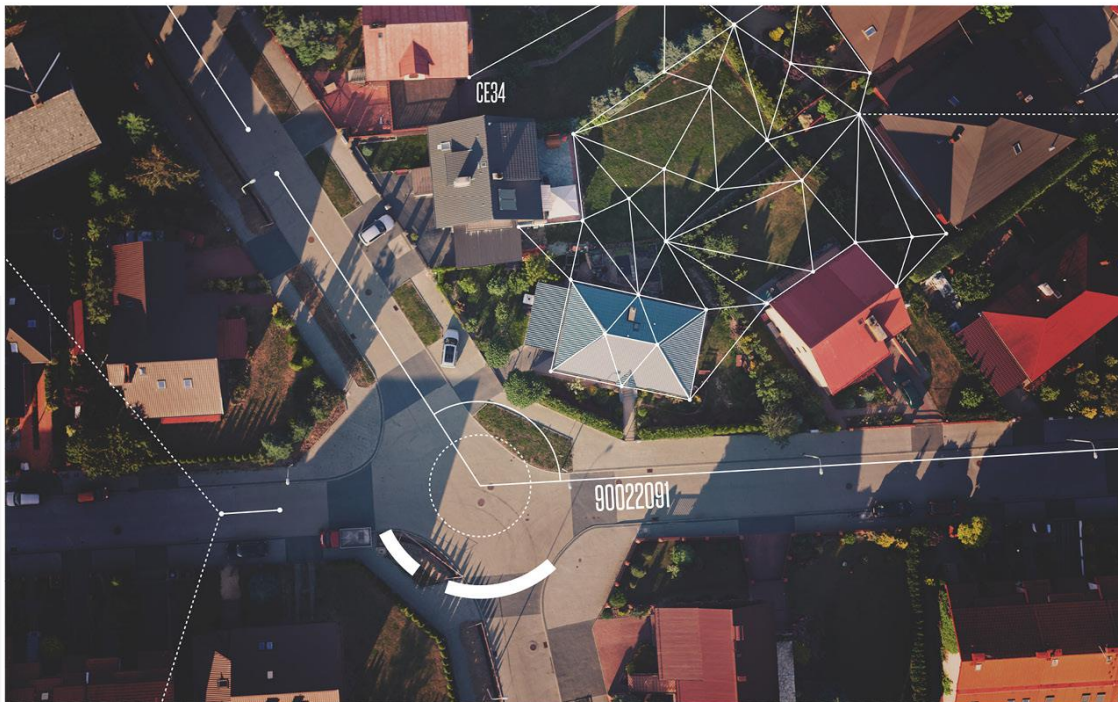


ASIAKASTIETO'S CROSS BORDER INFORMATION SERVICES



- Verifying a company's existence fast and cost-effectively
- Same prices all over the world for company facts
- Checking only the needed information
- Generating reports for different needs
- Accessible everywhere in the world in three languages
- Automated monitoring of customer risk
- Finding new customers in accordance with company's customer selection policy
- Analyzing the own customer base
- Updating company data in own registers from around the world
- Tailored company data selections

Questions & Answers



■ ■ ■ ASIAKASTIETO GROUP PLC
Q1 / 2016 RESULTS