

ASIAKASTIETO GROUP PLC

16 February 2017 • CEO Jukka Ruuska

FINANCIAL STATEMENTS 1.1. – 31.12.2016

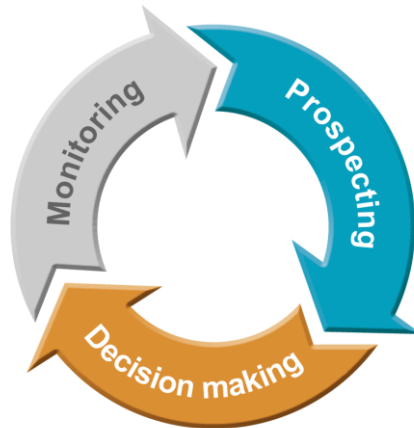
# CONTENTS

- Asiakastieto in brief
- Highlights 2016
  - Strategy Review: AT Future 2020
  - Intellia Acquisition
  - Changes in Product Area Structure
  - Launching of New Services 2016
- Overview Q4 / 2016 and FY 2016
- Future Growth Potential

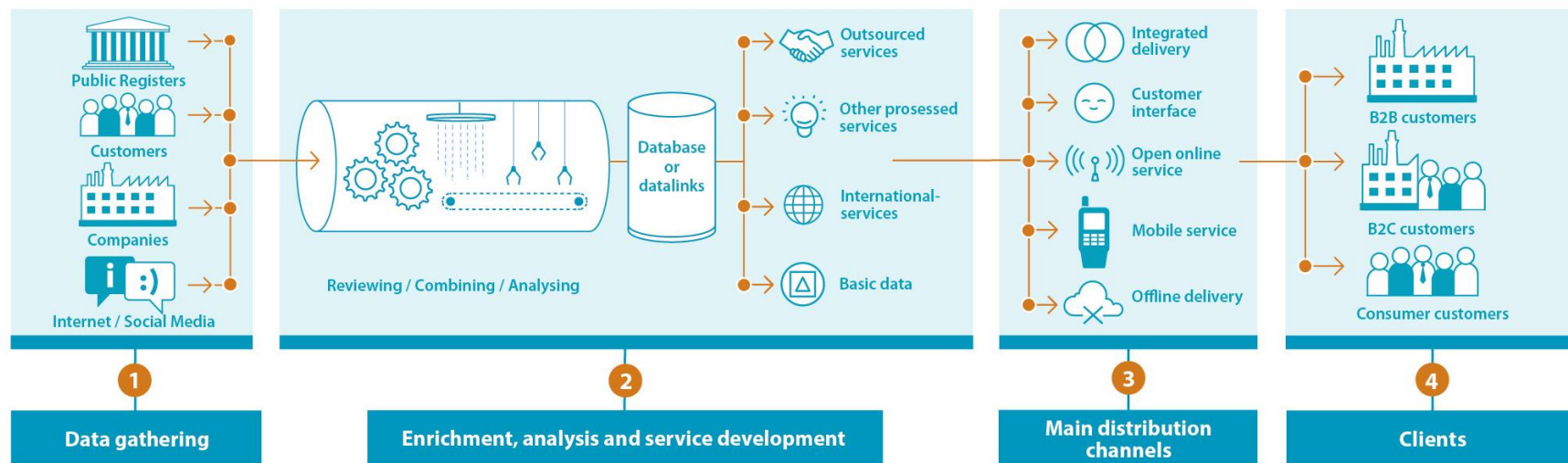


# ASIAKASTIETO IN BRIEF

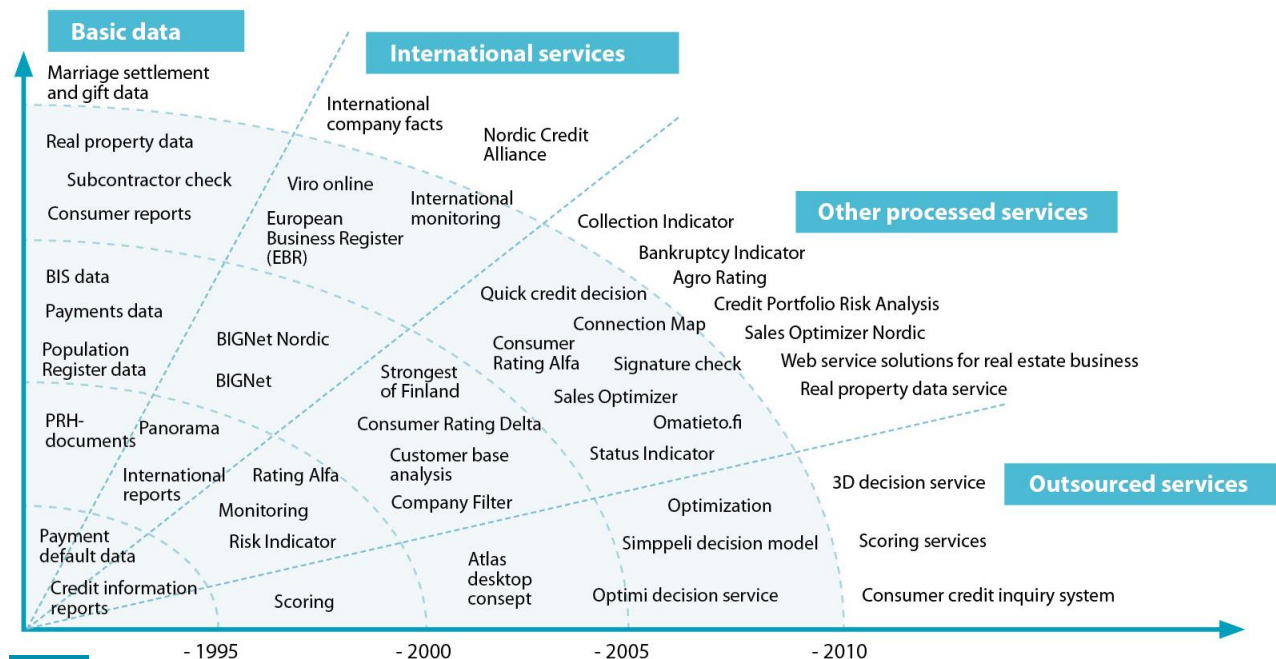
- One of the leading Finnish providers of business and consumer information services
- Products and services primarily used for risk management, finance and administration, decision-making and sales and marketing
- Largest customer industries include finance and banking as well as wholesale and retail sectors and expert services with an increased share
- Broad offering of services, including unique services in the Finnish market
- At the end of 2016, Asiakastieto employed 170 people
- Asiakastieto Group Oyj's shares are quoted on Nasdaq Helsinki Ltd since 27 March 2015



# THE CORE OF ASIAKASTIETO'S BUSINESS OPERATIONS IS THE DATABASE



# ASIAKASTIETO'S SERVICE DEVELOPMENT



# HIGHLIGHTS 2016



# STRATEGY REVIEW

## AT Future 2020



# AT Future 2020

## Vision

Best Decisions Easily.

### Distinctive Capabilities

Understanding  
of the  
Data Structure

Modelling,  
Predictive  
Methods

Data Base  
Operations

Insight of  
Risk Management  
Sector Processes

### Key Assets

High Quality Database

Trust Capital

Customer Relationships

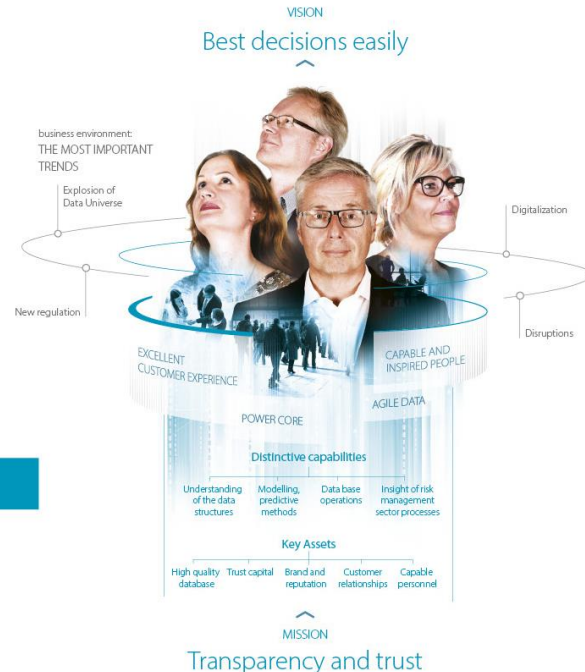
Brand and Reputation

Capable Personnel

## Mission

Transparency and Trust.

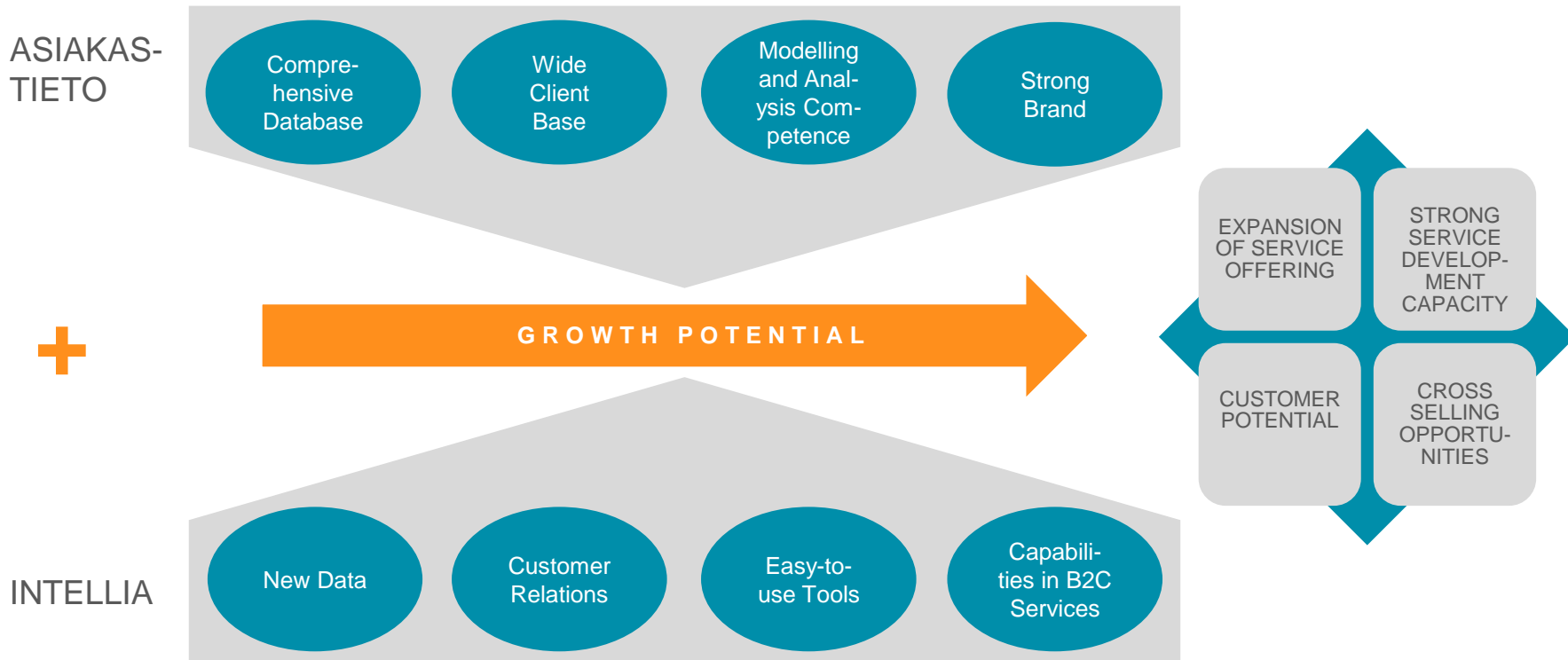
# AT Future 2020



# INTELLIA Acquisition



# (ASIAKASTIETO + INTELLIA) > 2



# CHANGES in Product Area Structure



# PRODUCT AREA STRUCTURE 1.1.2017

Business Information Services

Consumer Information Services

Customer Management Services

Real Estate and Collateral Information Services



# LAUNCHING of New Services



# EXAMPLES OF NEW SERVICES 2016

3D Decision Making System  
Q1 / 2016

Wide-ranged Cross Border Services  
Q1 / 2016

Extended Open Business Information Services  
Q2 / 2016

Extended Land Information Services  
Q2 / 2016

PEP Check and Sanction Lists  
Q3 / 2016

New Company Analysis Reports  
Q4 / 2016

New CRM Installation Package  
Q4 / 2016



# OVERVIEW

## Q4 / 2016



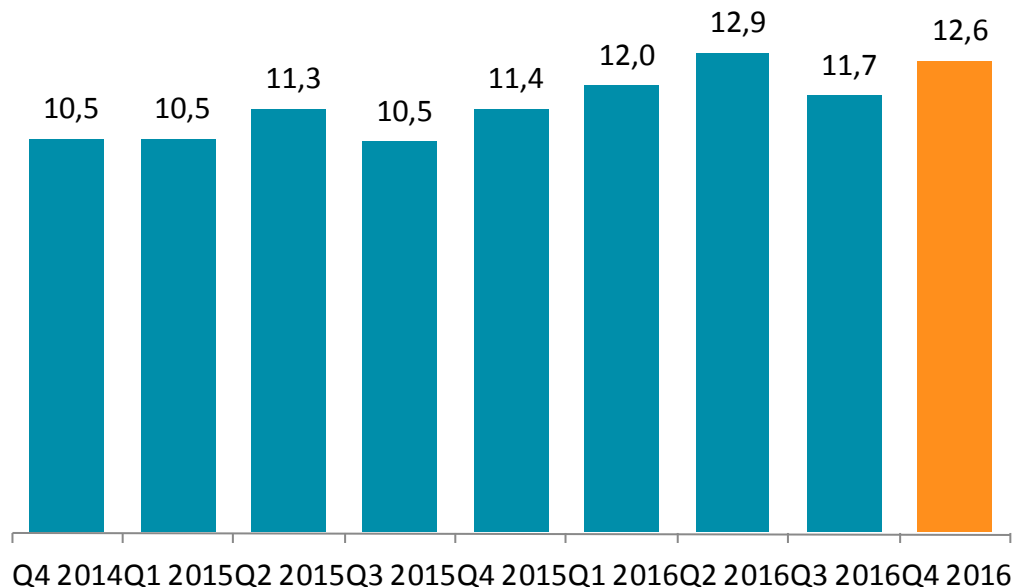
# OVERVIEW OF Q4 / 2016

EUR million (unless stated otherwise)	Q4 / 2016	Q4 / 2015	FY 2016	FY 2015
<b>Net sales</b>	<b>12,6</b>	<b>11,4</b>	<b>49,2</b>	<b>43,7</b>
Growth (year-on-year)	11,2 %	7,7 %	12,5 %	5,6 %
<b>Adjusted EBITDA</b>	<b>5,1</b>	<b>5,4</b>	<b>21,7</b>	<b>20,5</b>
Adjusted EBITDA margin	40,2 %	47,5 %	44,1 %	47,0 %
<b>Adjusted EBIT</b>	<b>4,4</b>	<b>4,9</b>	<b>19,2</b>	<b>18,3</b>
Adjusted EBIT margin	34,8 %	42,7 %	39,1 %	41,8 %
New products and services (% of net sales)	5,0 %	8,8 %	7,4 %	8,6 %
Value-added services (% of net sales)	66,9 %	59,7 %	65,4 %	59,4 %
EBITDA	5,0	5,4	22,5	18,0
EBIT	4,3	4,9	20,0	15,8

- The brisk growth continued in Q4.
- Positive volume growth component.
- Share of new services affected by timing of projects.
- Increased information gathering expenses due to changed sales mix, office premises rental costs and margin level of Intellia products affected margin growth.

# QUARTERLY NET SALES

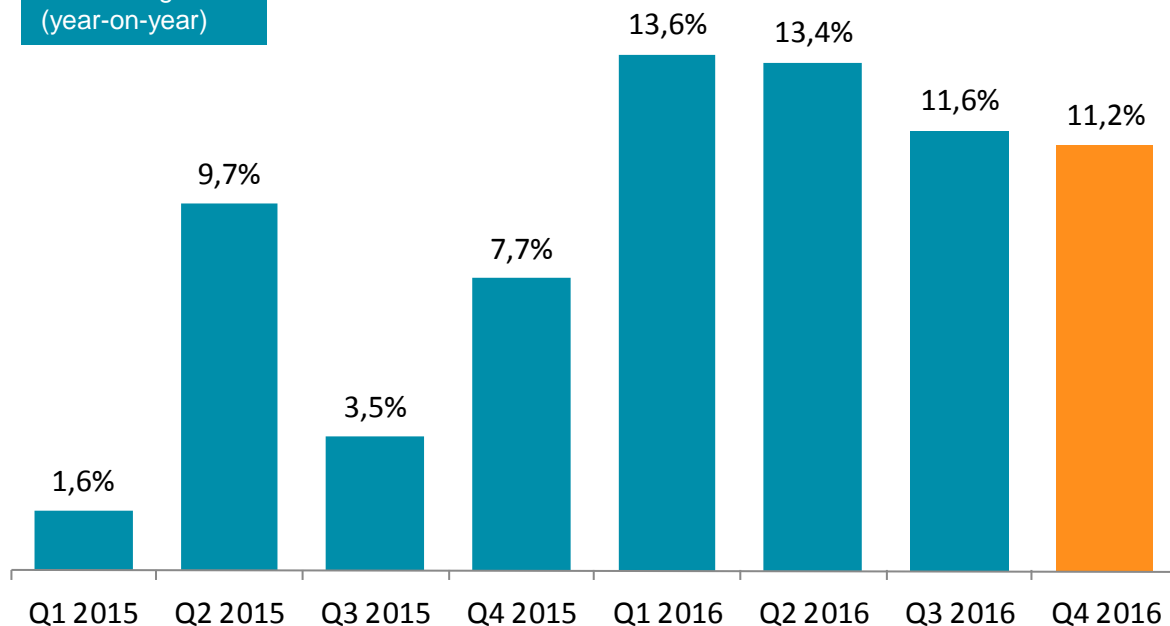
EUR million



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

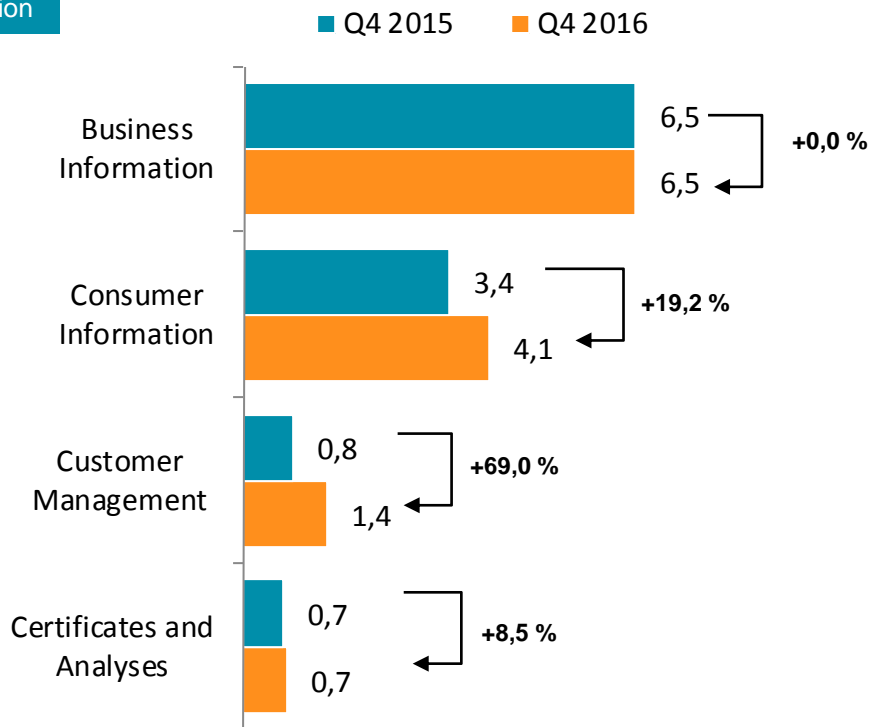
# NET SALES GROWTH

Net sales growth  
(year-on-year)

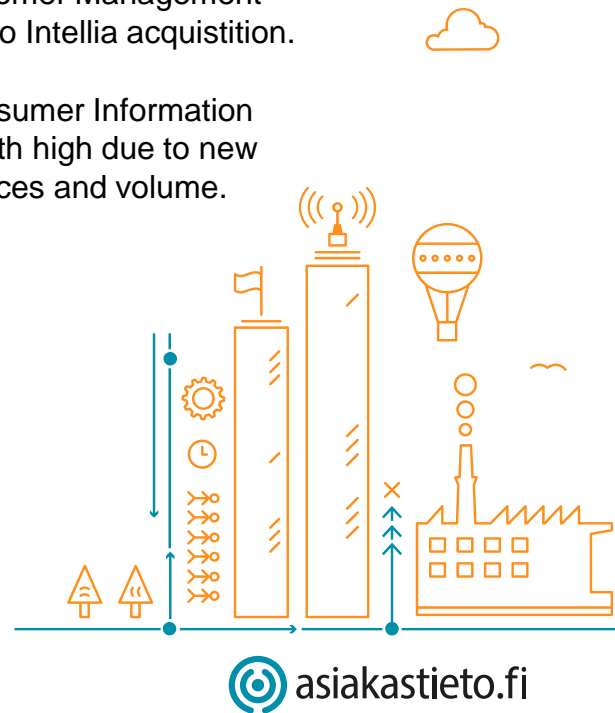


# REVENUE BY PRODUCT AREA

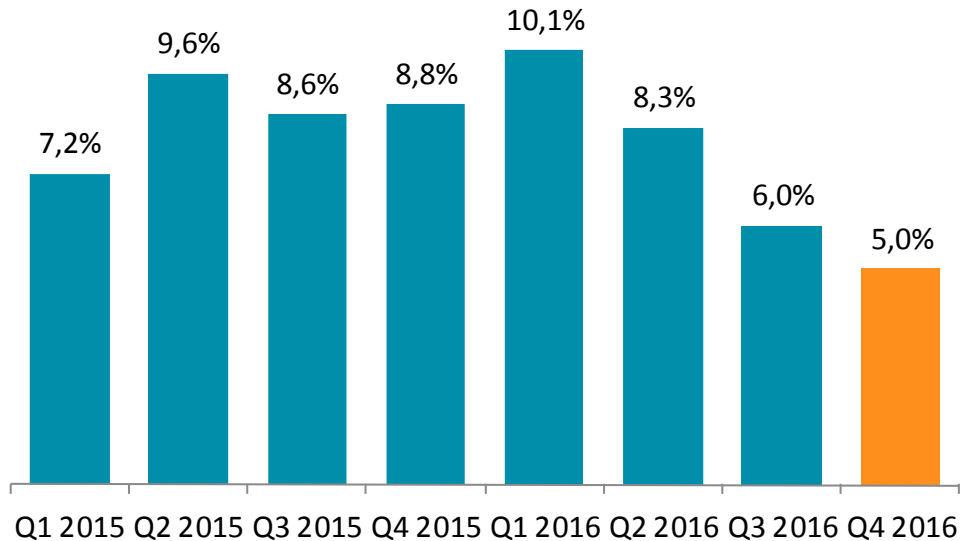
EUR million



- Net sales growth especially high in Customer Management due to Intellia acquisition.
- Consumer Information growth high due to new services and volume.

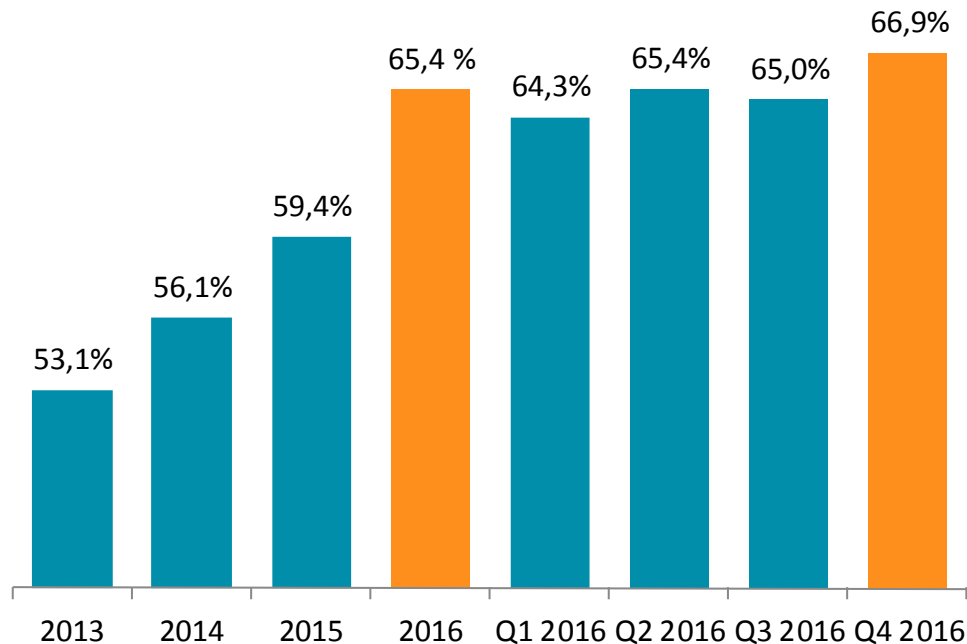


# NEW SERVICES SHARE OF NET SALES



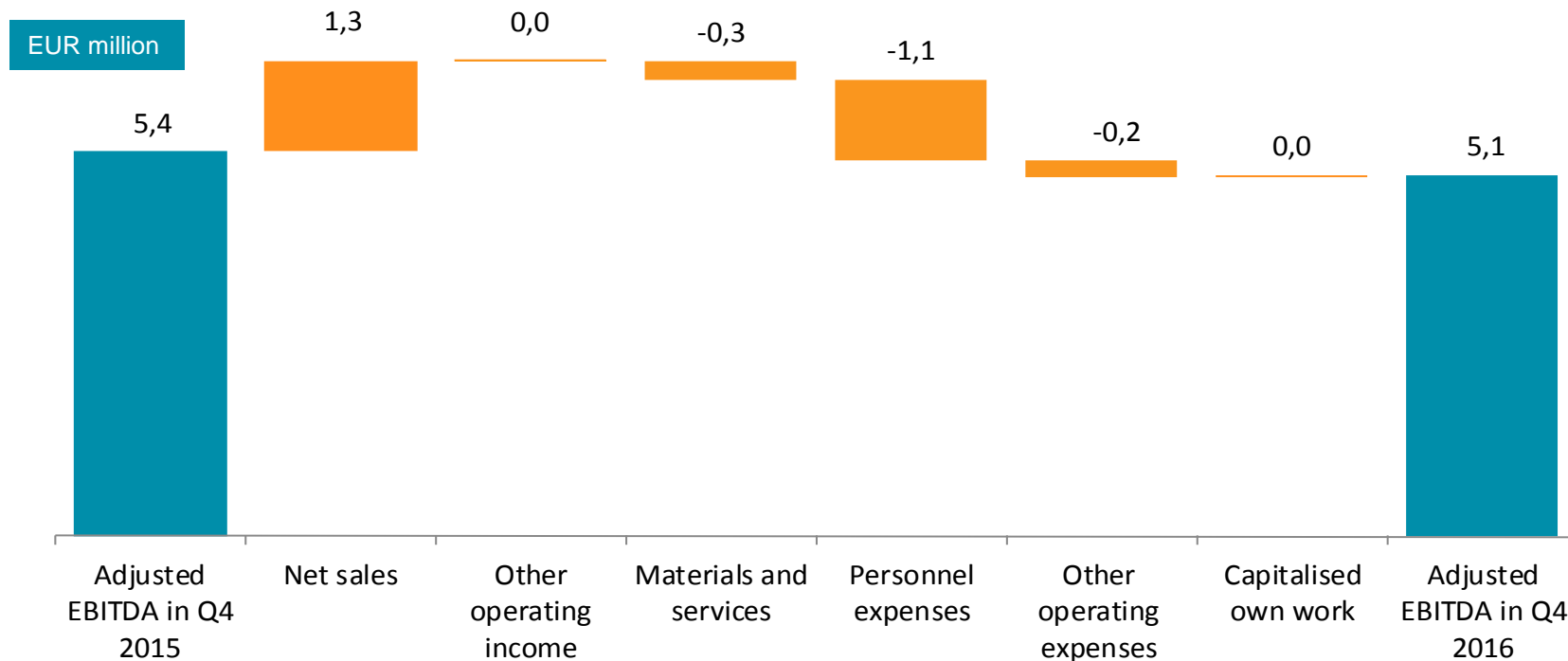
- Development portfolio of new services is strong.
- Share of new services in third and fourth quarter was lower due to ordinary fluctuation in timing of projects.
- During the fourth quarter
  - new company analysis reports were launched.
  - new features to international politically exposed persons (PEP) service were added and
  - CRM service was extended by CRM installation package combining data and technique.

# VALUE-ADDED SERVICES SHARE OF NET SALES



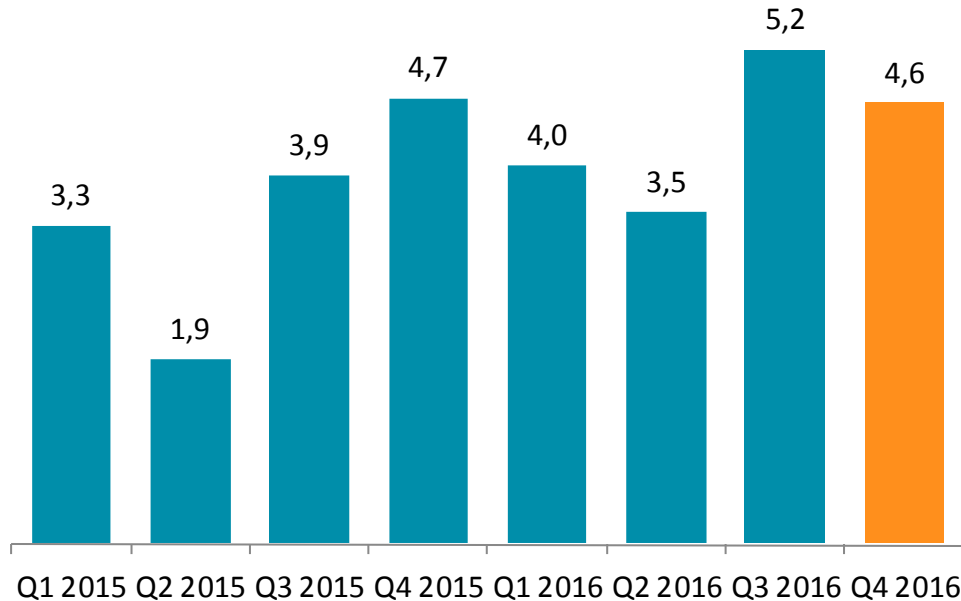
- Strong continued demand for value-added services.
- Good sales especially in real estate information services, risk indicators and personal classification services.

# ADJUSTED EBITDA WAS AFFECTED BY ONE-OFF PERSONAL EXPENSES



# FREE CASH FLOW

EUR million



- Free cash flow was at the same level as in corresponding period.
- Cash flow impact of tangible and intangible assets was EUR -1,4 million in fourth quarter.

# STRONG KEY INDICATORS

EUR million (unless stated otherwise) <sup>1</sup>	Q4 / 2016	Q4 / 2015	FY2016	FY 2015
Net debt	47,0	48,5	47,0	48,5
Net debt / adjusted EBITDA	2,3x	2,2x	2,2x	2,4x
Gearing, %	59,9 %	62,1 %	59,9 %	62,1 %
Equity ratio, %	50,5 %	50,9 %	50,5 %	50,9 %
Free cash flow	4,6	4,7	17,2	13,8
Cash conversion	92,1 %	86,6 %	76,6 %	76,5 %
Gross investments	1,5	1,2	3,8	3,6

- Strong cash position of EUR 22,6 million.
- Operating cash flow for full year 2016 EUR 20,8 million.
- Net debt EUR 1,5 million less than in the end of 2015.
- Intellia aquisition cost 2,9 meur (net) paid in Q4.

# LONG-TERM TARGETS AND GUIDANCE 2017

Financial targets <sup>1</sup>	
Growth	Achieve 5 to 10 percent annual average growth in net sales
Profitability	Maintain profitability level of current services
Balance sheet structure	Maintain net debt to EBITDA of less than 3,0x while continuing to maintain an efficient capital structure
Dividend policy <sup>2</sup>	
Dividends	Asiakastieto's dividend policy is to distribute as dividends at least 70 per cent of the Company's profit for the year annually
Guidance <sup>3</sup>	
Guidance for 2017	Asiakastieto Group expects its net sales growth rate to be within the range of long term target. Adjusted euro-nominated net operating profit is expected to grow from last year but at a slower pace than net sales.

*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 Q4 / 2016



# SUMMARY INCOME STATEMENT

EUR million	Q4 / 2016	Q4 / 2015	Full year 2016	Full year 2015
<b>Net sales</b>	<b>12,6</b>	<b>11,4</b>	<b>49,2</b>	<b>43,7</b>
Other operating income	0,0	0,0	1,1	0,1
Materials and services	-2,4	-2,1	-9,2	-7,5
Personnel expenses	-3,6	-2,4	-12,1	-10,8
Other operating expenses	-2,1	-1,8	-7,9	-8,7
Work performed by the entity and capitalised	0,4	0,4	1,3	1,2
Depreciation and amortisation	-0,7	-0,5	-2,5	-2,3
<b>Operating profit</b>	<b>4,3</b>	<b>4,9</b>	<b>20,0</b>	<b>15,8</b>
Finance income and expenses	-0,3	-0,3	-1,1	-1,4
<b>Result before income tax</b>	<b>4,1</b>	<b>4,6</b>	<b>18,9</b>	<b>14,4</b>
Income tax expense	-0,9	-0,9	-3,6	-2,9
<b>Result for the period</b>	<b>3,2</b>	<b>3,6</b>	<b>15,3</b>	<b>11,5</b>
<b>Earnings per share attributable to the owners of the parent during the period:</b>				
Basic and diluted earnings per share	0,21	0,24	1,01	0,76

# SUMMARY BALANCE SHEET

EUR million	31.12.2016	31.12.2015
<b>ASSETS</b>		
Goodwill	113,9	111,4
Other intangible assets	8,2	5,5
Property, plant and equipment	1,4	4,3
Deferred tax assets	3,0	6,3
Loan and other receivables	0,2	0,0
<b>Total non-current assets</b>	<b>126,6</b>	<b>127,4</b>
Account and other receivables	7,3	7,1
Cash and cash equivalents	22,6	21,0
<b>Total current assets</b>	<b>30,0</b>	<b>28,1</b>
<b>Total assets</b>	<b>156,6</b>	<b>155,5</b>

EUR million	31.12.2016	31.12.2015
<b>EQUITY AND LIABILITIES</b>		
Share capital	0,1	0,1
Invested unrestricted equity reserve	112,4	116,6
Accumulated losses	-49,3	-50,0
Result for the period	15,3	11,5
<b>Total equity</b>	<b>78,5</b>	<b>78,2</b>
Interest-bearing liabilities	69,7	69,5
Account and other payables	0,3	0,1
<b>Total non-current liabilities</b>	<b>69,9</b>	<b>69,6</b>
Advances received	1,3	1,9
Account and other payables	6,9	5,8
<b>Total current liabilities</b>	<b>8,1</b>	<b>7,8</b>
<b>Total liabilities</b>	<b>78,1</b>	<b>77,4</b>
<b>Total equity and liabilities</b>	<b>156,6</b>	<b>155,5</b>

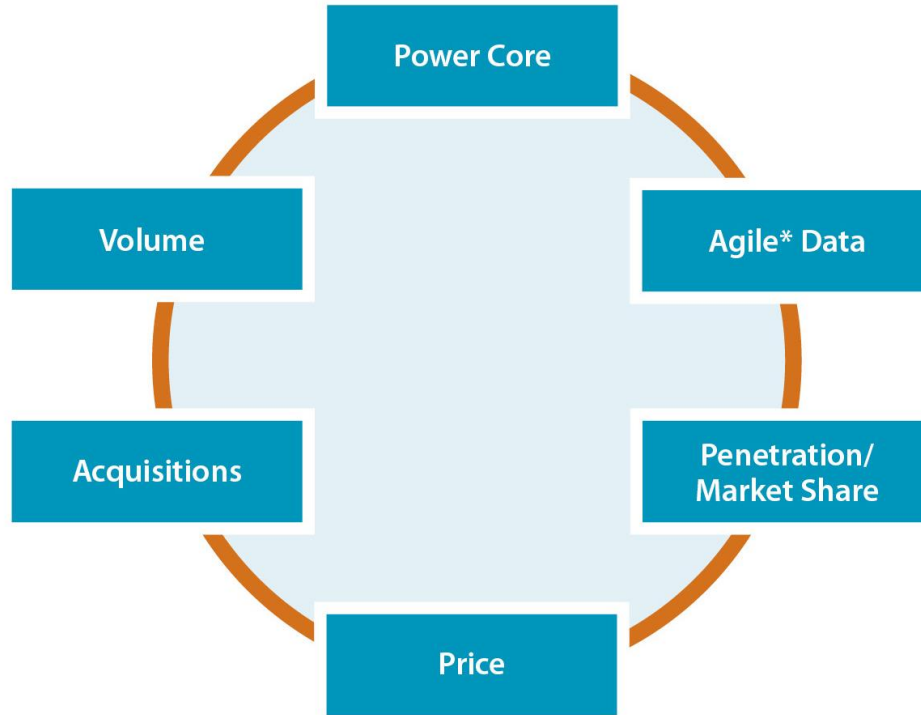
# SUMMARY CASH FLOW

EUR million	Q4 / 2016	Q4 / 2015	Full year 2016	Full year 2015
<b>Cash flows from operating activities</b>				
Result before income tax	4,1	4,6	18,9	14,4
Depreciation and amortisation	0,7	0,5	2,5	2,3
Finance income and expenses	0,3	0,3	1,1	1,4
Profit (-) / loss (+) on disposal of property, plant and equipment	-0,0	0,0	-0,0	-0,0
Other adjustments	0,1	0,0	-0,8	0,3
Change in working capital	0,9	-0,5	0,1	-1,7
Interest and other finance expenses paid	-0,3	-0,3	-1,0	-1,3
Interest and other finance income received	0,0	0,0	0,0	0,0
Income taxes paid	-0,0	-	-0,0	-
<b>Net cash from operating activities</b>	<b>5,7</b>	<b>4,7</b>	<b>20,8</b>	<b>15,3</b>
<b>Cash flows from investing activities</b>				
Purchases of property, plant and equipment	-0,1	-0,0	-1,1	-0,5
Purchases of intangible assets	-1,3	-0,3	-3,5	-2,3
Purchases of subsidiaries, net of cash acquired	-2,9	-	-2,9	-
Proceeds from sale of property, plant and equipment	0,0	0,0	3,6	0,2
Purchase of investments	0,0	-	-0,1	-
Non-current receivables	-	-	-0,1	-
Loan repayments	-	-	-	0,0
<b>Net cash used in investing activities</b>	<b>-4,3</b>	<b>-0,3</b>	<b>-4,0</b>	<b>-2,6</b>
<b>Cash flows from financing activities</b>				
Share issue	-	-	-	1,4
Costs of share issue	-	-	-	-0,0
Short-term financing, net increase (+) / decrease (-)	-0,0	-	-0,0	-
Dividends paid and other profit distribution	-	-	-15,1	-
<b>Net cash used in financing activities</b>	<b>-0,0</b>	<b>-</b>	<b>-15,1</b>	<b>1,3</b>
<b>Net increase / decrease in cash and cash equivalents</b>	<b>1,4</b>	<b>4,4</b>	<b>1,6</b>	<b>14,0</b>
Cash and cash equivalents at beginning of the period	21,3	16,6	21,0	7,0
<b>Cash and cash equivalents at end of the period</b>	<b>22,6</b>	<b>21,0</b>	<b>22,6</b>	<b>21,0</b>

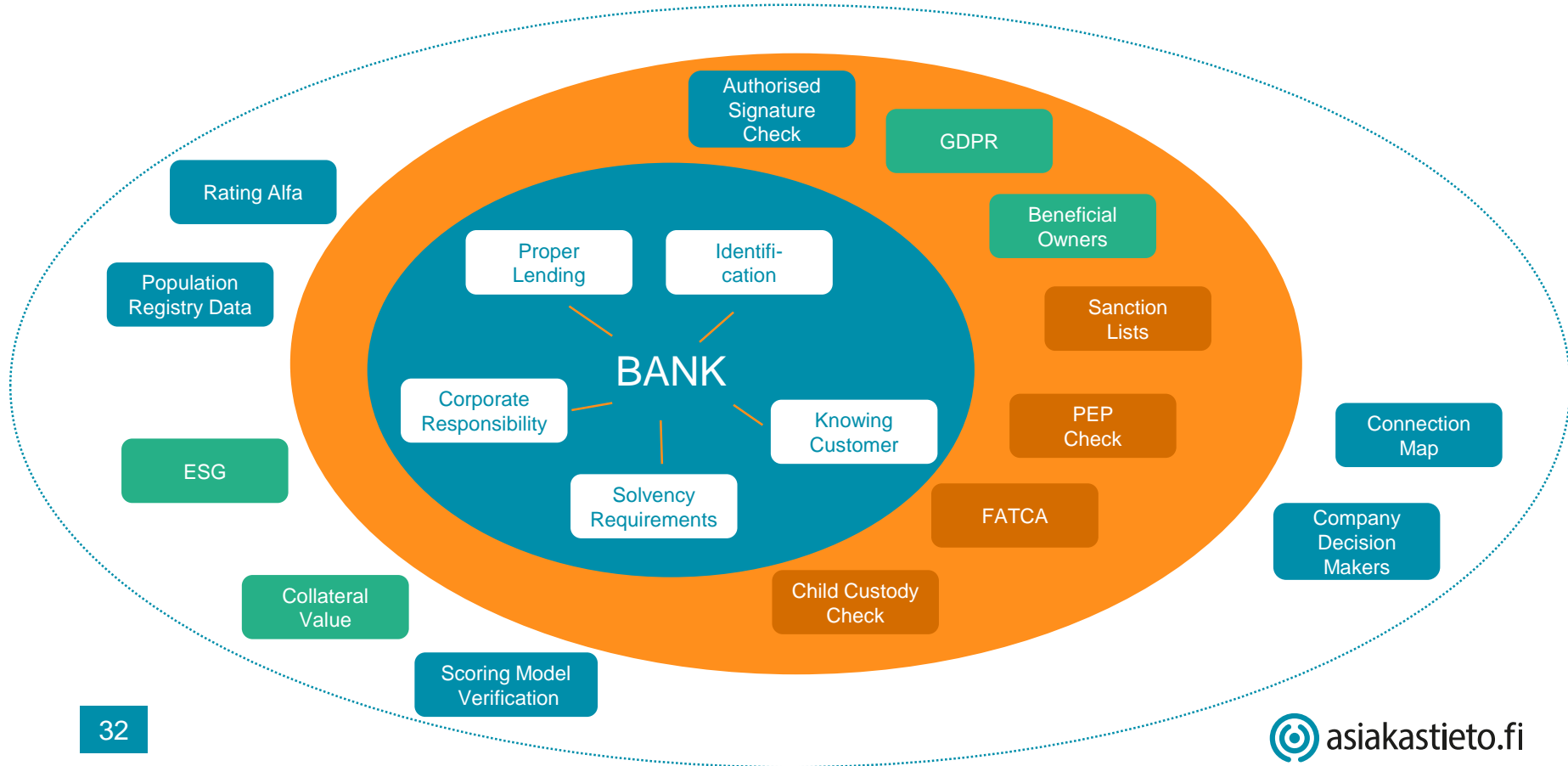
# FUTURE Growth Potential



# ASIAKASTIETO GROWTH FORMULA



# ASIAKASTIETO'S COMPLIANCE SERVICES



## Questions & Answers



ASIAKASTIETO GROUP PLC