

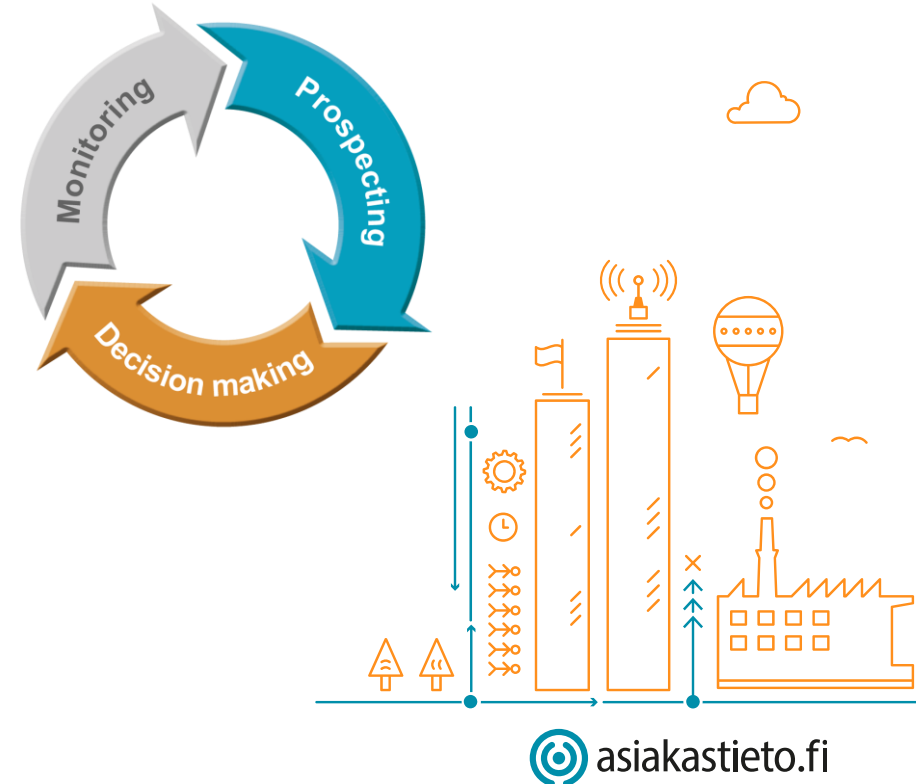
ASIAKASTIETO GROUP PLC

3 August 2016 • CEO Jukka Ruuska

HALF YEAR FINANCIAL REPORT 2016

# 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 %



## Consumer Information (CI)

28,8 %



## Customer Management (CM)

6,9 %



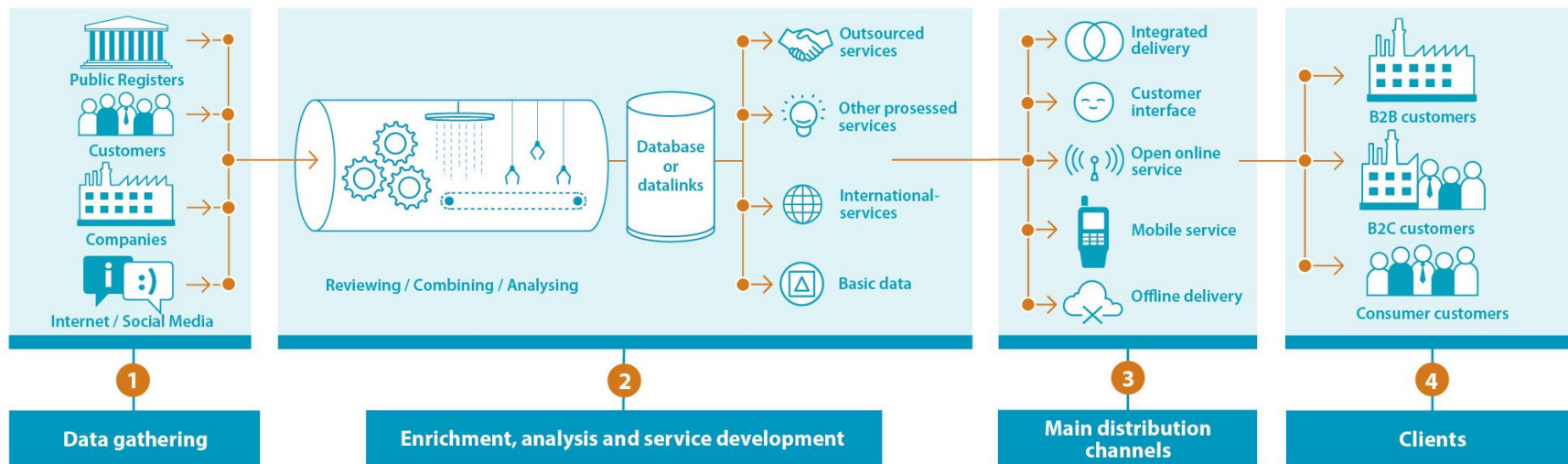
## Certificates and Analyses (CA)

7,1 %

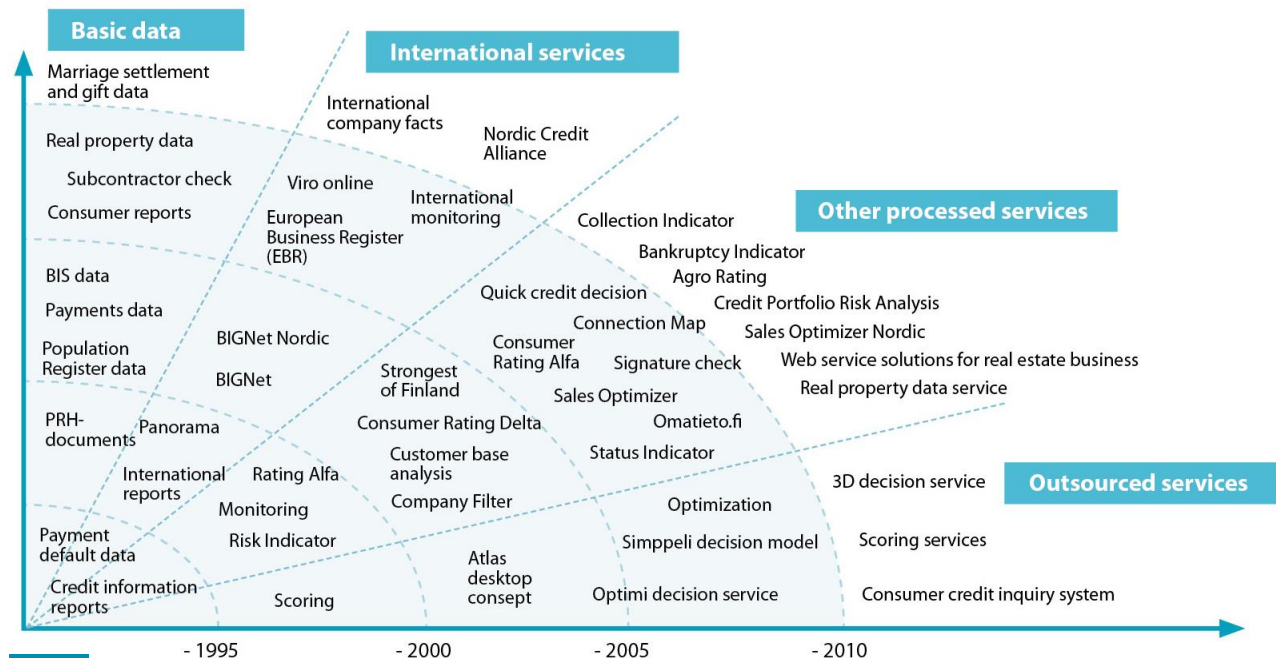


- Risk management and general business information services which are mainly used by customers engaged in B2B activities.
- Risk management information and services regarding private individuals and real-estate, mainly used by customers engaged in B2C activities.
- Services for the prospecting of potential customers as well as for sales and marketing purposes, mainly used by customers engaged in B2B activities.
- Credit rating certificates, company and industry analyses, and printed products concerning risk management information.

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



# ASIAKASTIETO'S SERVICE DEVELOPMENT



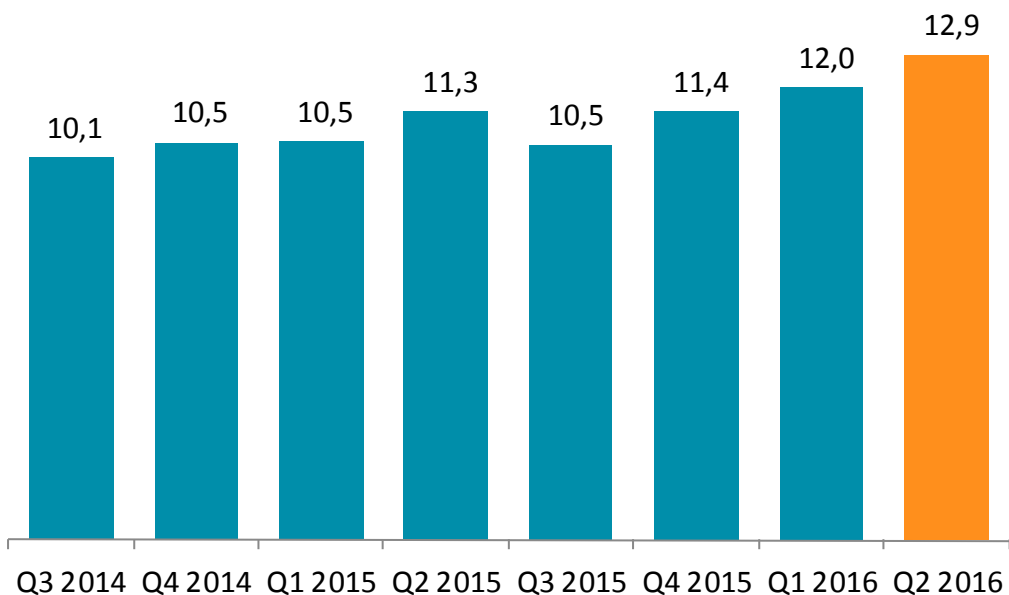
# OVERVIEW OF Q2 / 2016

EUR million (unless stated otherwise)	Q2 / 2016	Q2 / 2015	FY 2015
<b>Net sales</b>	<b>12,9</b>	<b>11,3</b>	<b>43,7</b>
Growth (year-on-year)	13,4 %	9,7 %	5,6 %
<b>Adjusted EBITDA</b>	<b>5,6</b>	<b>5,3</b>	<b>20,5</b>
Adjusted EBITDA margin	43,4 %	46,4 %	47,0 %
<b>Adjusted EBIT</b>	<b>4,9</b>	<b>4,7</b>	<b>18,3</b>
Adjusted EBIT margin	38,4 %	41,5 %	41,8 %
New products and services (% of net sales)	8,3 %	9,6 %	8,6 %
Value-added services (% of net sales)	65,4 %	61,3 %	59,4 %
EBITDA	6,7	4,9	18,0
EBIT	6,0	4,4	15,8

- Strong growth in Net sales
- New services key growth driver
- Positive volume growth component
- Increased information gathering expenses due to changed sales mix and office premises rental costs affected profitability development

# QUARTERLY NET SALES

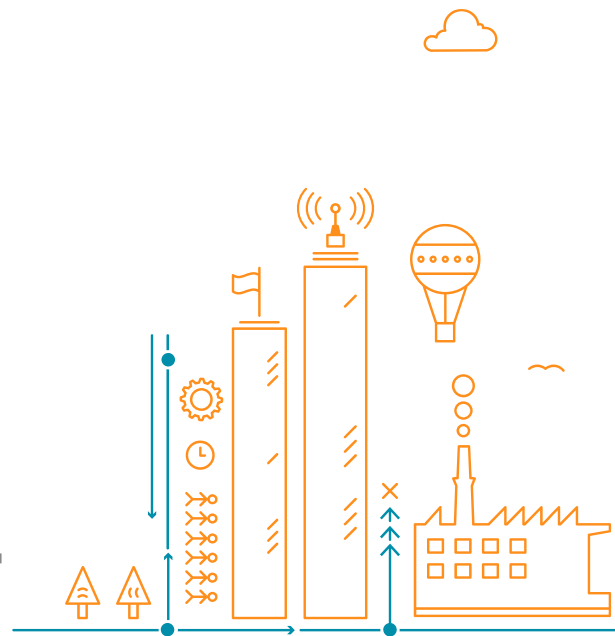
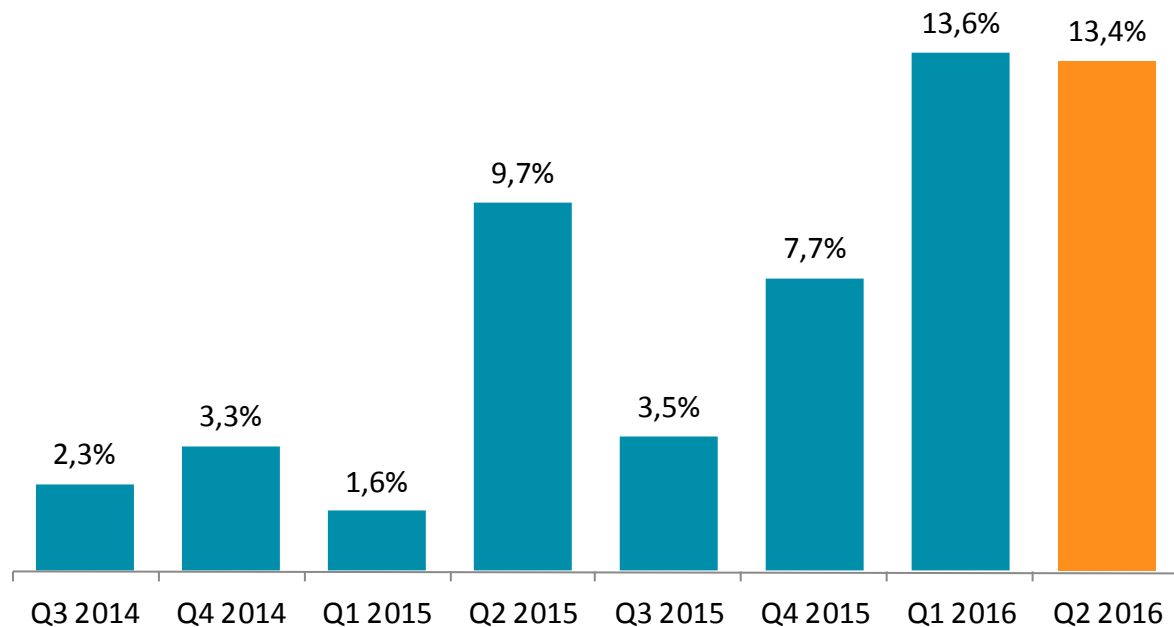
EUR million



- Growth of Net sales was affected especially by new services
- Net sales was also supported by the volume component
- There were higher number of business days in Q2 2016 than in Q1 2015

# NET SALES GROWTH

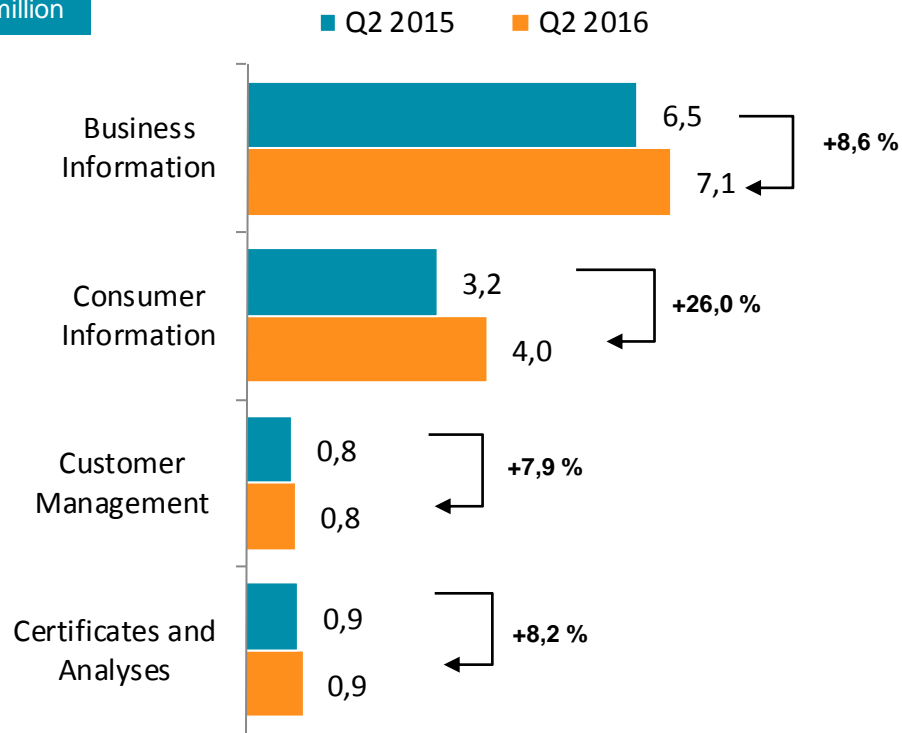
Net sales growth  
(year-on-year)





# REVENUE BY PRODUCT AREA

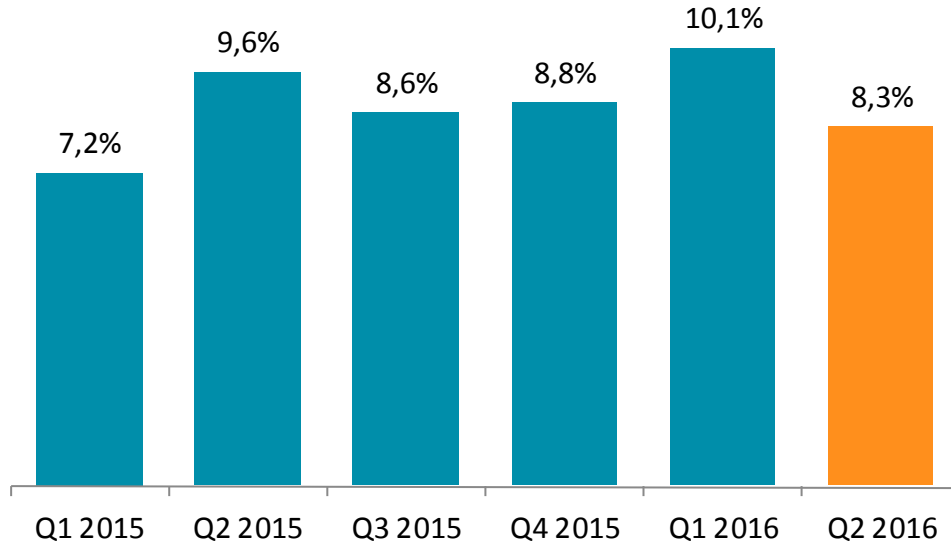
EUR million



■ Net sales growth in all Product Areas, especially in Consumer Information

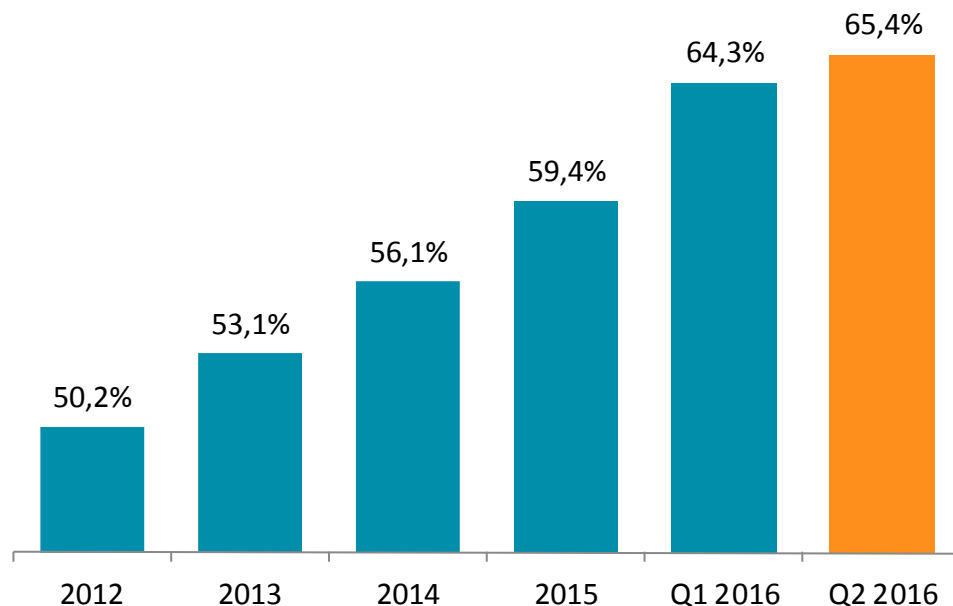


# NEW SERVICES SHARE OF NET SALES



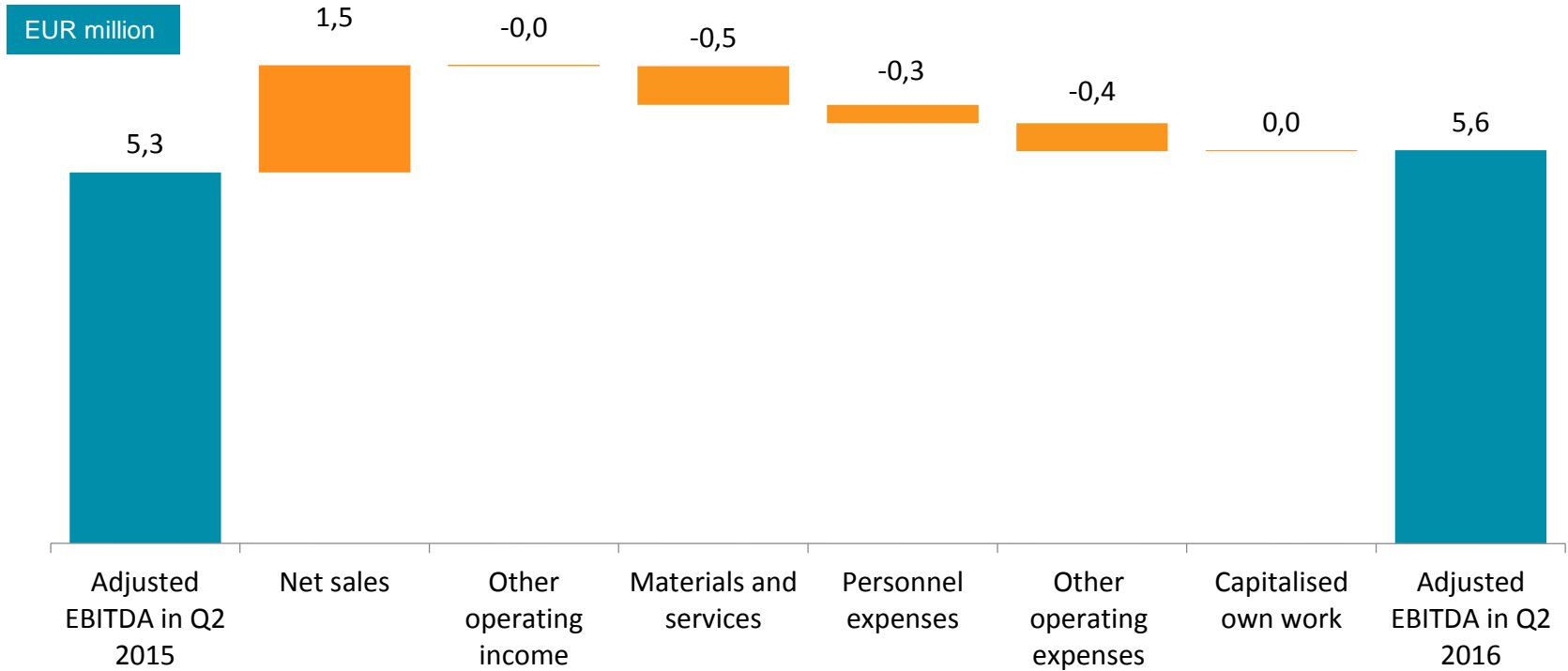
- Development of new services was carried on actively
- During Q2 / 2016 Asiakastieto extended it's service offering within Open Business Information with international business facts and financial information
- Real Estate services were further developed by extending reporting offering

# VALUE-ADDED SERVICES SHARE OF NET SALES



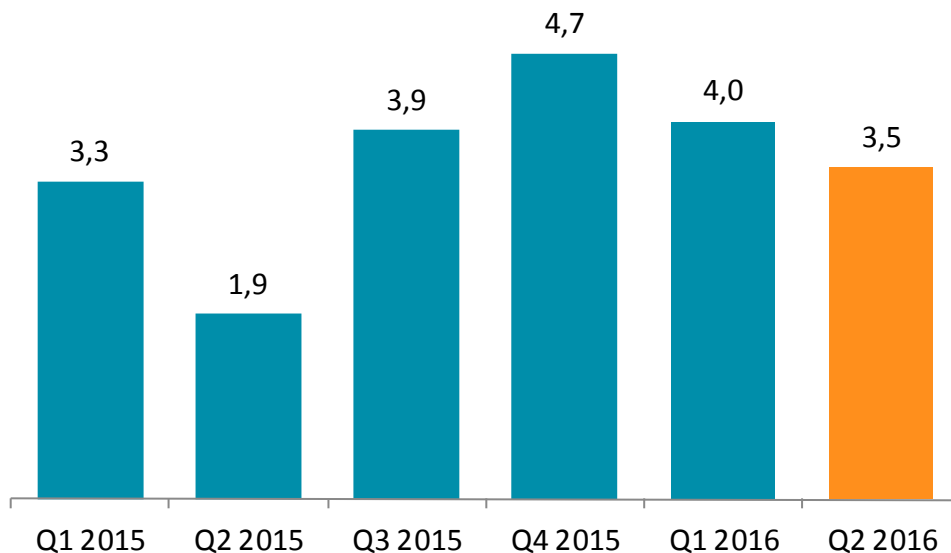
- Strong continued demand for value-added services
- Value-added services sales were resulted especially by customer-specific decision making solutions and real estate information services

# ADJUSTED EBITDA GREW BY 6%



# FREE CASH FLOW

EUR million



- Free cash flow was EUR 1,5 million higher than in corresponding period due to non-recurring listing costs in corresponding period
- Net working capital was negatively affected by the change in the payment method of employment pension insurance contributions

# IMPROVED KEY INDICATORS DUE TO STRONG CASH FLOW

EUR million (unless stated otherwise) <sup>1</sup>	Q2 / 2016	Q2 / 2015	FY 2015
Net debt	53,0	56,4	48,5
Net debt / adjusted EBITDA	2,4x	2,7x	2,4x
Gearing, %	73,9 %	79,2 %	62,1 %
Equity ratio, %	48,5 %	48,8 %	50,9 %
Free cash flow	3,5	1,9	13,8
Cash conversion	52,1 %	39,3 %	76,5 %
Gross investments	1,0	0,5	3,6

- Still strong cash position of 16,6 EUR million, even after dividends and capital repayment of 14,8 EUR million
- Free cash flow 1,5 more than in corresponding period (IPO costs in Q2 2015)
- Net debt / adjusted EBITDA below 2,4 (target maximum 3,0)

# LONG-TERM TARGETS AND GUIDANCE 2016

Financial targets <sup>1</sup>	
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 <sup>2</sup>
Guidance <sup>3</sup>	
Guidance for 2016	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 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 Q2 / 2016





# SUMMARY INCOME STATEMENT

EUR million	Q2 / 2016	Q2 / 2015	Full year 2015
<b>Net sales</b>	<b>12,9</b>	<b>11,3</b>	<b>43,7</b>
Other operating income	1,1	0,0	0,1
Materials and services	-2,5	-1,9	-7,5
Personnel expenses	-3,1	-3,0	-10,8
Other operating expenses	-2,1	-1,8	-8,7
Work performed by the entity and capitalised	0,3	0,3	1,2
Depreciation and amortisation	-0,6	-0,6	-2,3
<b>Operating profit</b>	<b>6,0</b>	<b>4,4</b>	<b>15,8</b>
Finance income and expenses	-0,3	-0,4	-1,4
<b>Result before income tax</b>	<b>5,8</b>	<b>4,0</b>	<b>14,4</b>
Income tax expense	-0,9	-0,8	-2,9
<b>Result for the period</b>	<b>4,8</b>	<b>3,2</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	0,32	0,21	0,76

# SUMMARY BALANCE SHEET

EUR million	30.6.2016	31.12.2015
<b>ASSETS</b>		
Goodwill	111,4	111,4
Other intangible assets	6,1	5,5
Property, plant and equipment	1,6	4,3
Deferred tax assets	4,4	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	10,2	7,1
Cash and cash equivalents	16,6	21,0
<b>Total current assets</b>	<b>26,8</b>	<b>28,1</b>
<b>Total assets</b>	<b>150,4</b>	<b>155,5</b>

EUR million	30.6.2016	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	8,6	11,5
<b>Total equity</b>	<b>71,7</b>	<b>78,2</b>
Interest-bearing liabilities	69,6	69,5
Account and other payables	0,1	0,1
<b>Total non-current liabilities</b>	<b>69,8</b>	<b>69,6</b>
Advances received	2,5	1,9
Account and other payables	6,4	5,8
<b>Total current liabilities</b>	<b>8,9</b>	<b>7,8</b>
<b>Total liabilities</b>	<b>78,7</b>	<b>77,4</b>
<b>Total equity and liabilities</b>	<b>150,4</b>	<b>155,5</b>

# SUMMARY CASH FLOW

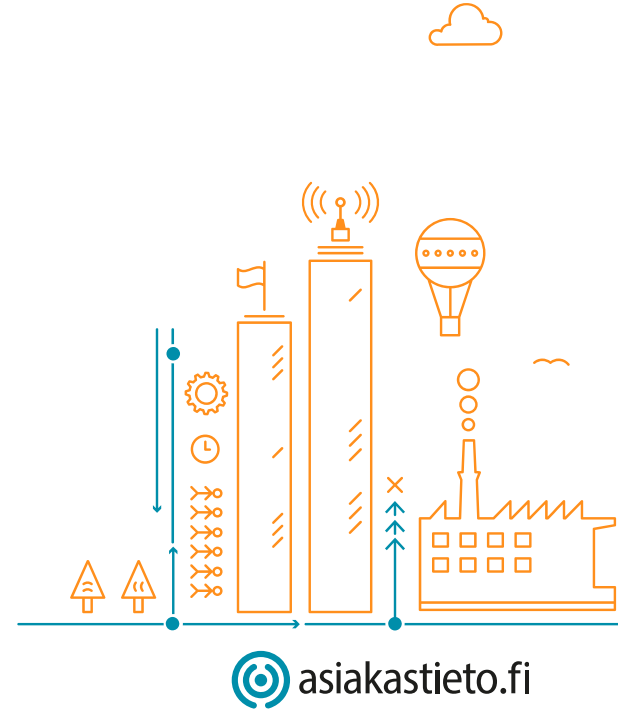
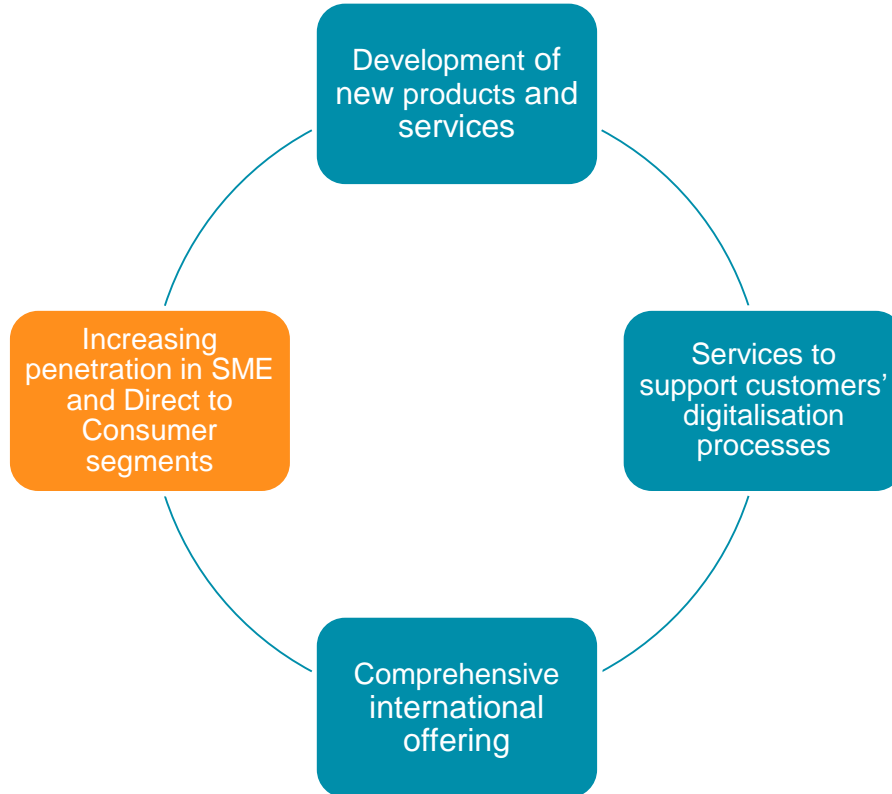
EUR million	Q2 / 2016	Q2 / 2015	Full year 2015
<b>Cash flows from operating activities</b>			
Result before income tax	5,8	4,0	14,4
Depreciation and amortisation	0,6	0,6	2,3
Finance income and expenses	0,3	0,4	1,4
Profit (-) / loss (+) on disposal of property, plant and equipment	-0,0	-0,0	-0,0
Other adjustments	-1,0	0,0	0,3
Change in working capital	-1,5	-1,8	-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
<b>Net cash from operating activities</b>	<b>3,9</b>	<b>2,8</b>	<b>15,3</b>
<b>Cash flows from investing activities</b>			
Purchases of property, plant and equipment	-0,1	-0,1	-0,5
Purchases of intangible assets	-0,6	-1,1	-2,3
Proceeds from sale of property, plant and equipment	0,0	0,1	0,2
Non-current receivables	-0,1	-	-
Loan repayments	-	0,0	0,0
<b>Net cash used in investing activities</b>	<b>-0,6</b>	<b>-1,1</b>	<b>-2,6</b>
<b>Cash flows from financing activities</b>			
Share issue	-	1,4	1,4
Costs of share issue	-	-0,0	-0,0
Dividends paid and other profit distribution	-14,8	-	-
<b>Net cash used in financing activities</b>	<b>-14,8</b>	<b>1,3</b>	<b>1,3</b>
<b>Net increase / decrease in cash and cash equivalents</b>	<b>-11,6</b>	<b>3,0</b>	<b>14,0</b>
Cash and cash equivalents at beginning of the period	28,2	10,1	7,0
<b>Cash and cash equivalents at end of the period</b>	<b>16,6</b>	<b>13,1</b>	<b>21,0</b>

# GROWTH POTENTIAL

## 2016

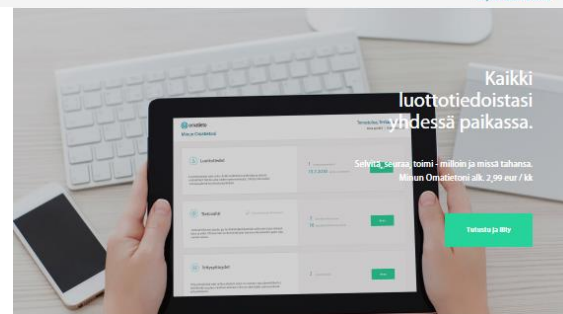
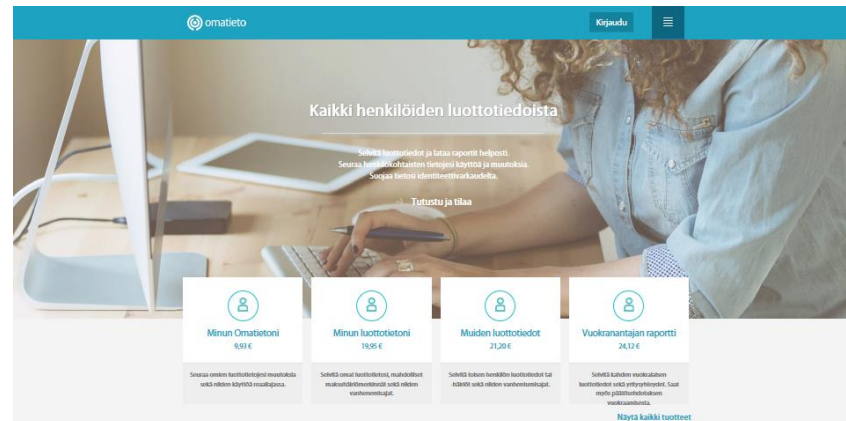


# ASIAKASTIETO'S GROWTH POTENTIAL



# RENEWED OMATIETO SERVICE

- With Omatieto service you can guarantee the protection of your data
- Three entities: Investigate, Monitor and Protect
- **Investigate:** Where and how your details are displayed
- **Monitor:** Follow your information inquiries
- **Protect:** With own credit stoppage your details can be protected
- With Omatieto service the risk of misuse of own information is significantly reduced
- Customer oriented service which also can be used with a tablet and a mobile phone



# ELECTRONIC IDENTITY THEFTS

- According to the Statistics Finland 1 400 identity thefts have been reported to police during the beginning of the year
- Potential for growth in services related to consumers' information security
- Preventing identity thefts is important and sorting them out is often troublesome and expensive for the victim of the crime
- Asiakastieto believes to be able to reduce problems caused by this internationally growing type of crime by further developing Omatieto service



omatieto Kirjaudu

Minun luottotietoni 19,95 € Tilaa

### Minun luottotietoni

- 1. Perustiedot**  
Tässä kohdassa näet tunnistautumisen kautta saamamme perustietosi, nimesi sekä syntymäaikasi.
- 2. Oikeustoimikelpoisuutesi**  
Näet oikeustoimikelpoisuutesi sekä sen mahdolliset rajoitukset.
- 3. Luottotiedot**  
Selvitä mahdolliset luottotietomerkitäsi sekä niiden vanhenemisajat.

## Questions & Answers



ASIAKASTIETO GROUP PLC