

Asiakastieto CMD 2016

STRONG GROWTH IN THE FIRST HALF OF THE YEAR

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22 September 2016

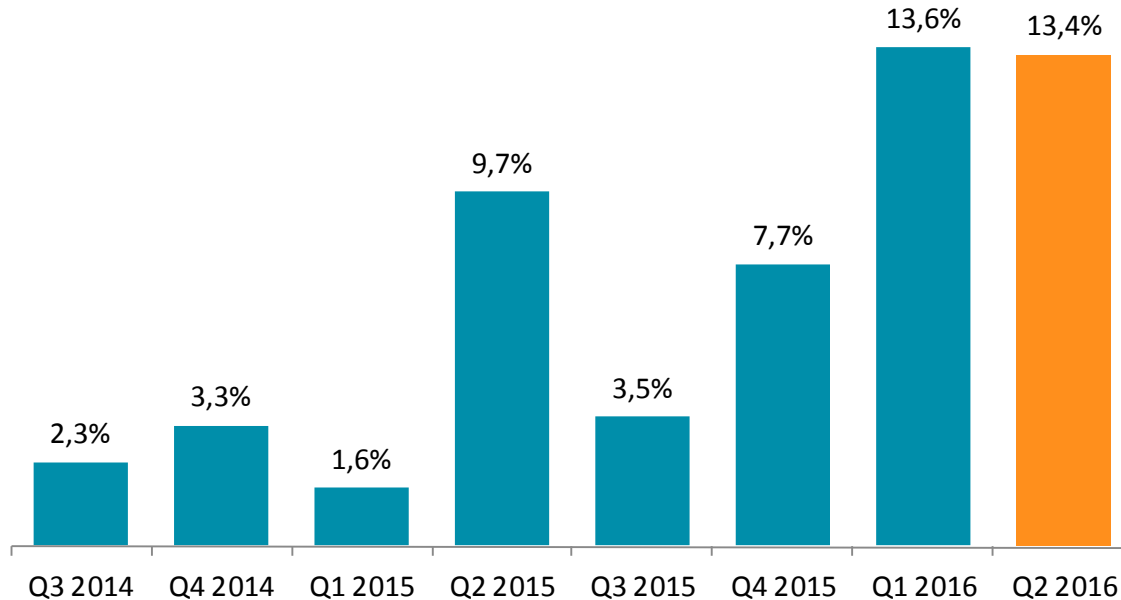
OVERVIEW OF H1 / 2016

EUR million (unless stated otherwise)	H1 / 2016	H1 / 2015	FY 2015
Net sales	24,9	21,9	43,7
Growth (year-on-year)	13,5 %	5,6 %	5,6 %
Adjusted EBITDA	11,2	10,1	20,5
Adjusted EBITDA margin	45,1 %	46,3 %	47,0 %
Adjusted EBIT	10,0	9,0	18,3
Adjusted EBIT margin	40,2 %	41,1 %	41,8 %
New products and services (% of net sales)	9,2 %	8,4 %	8,6 %
Value-added services (% of net sales)	64,9 %	59,7 %	59,4 %
EBITDA	12,3	7,6	18,0
EBIT	11,1	6,5	15,8

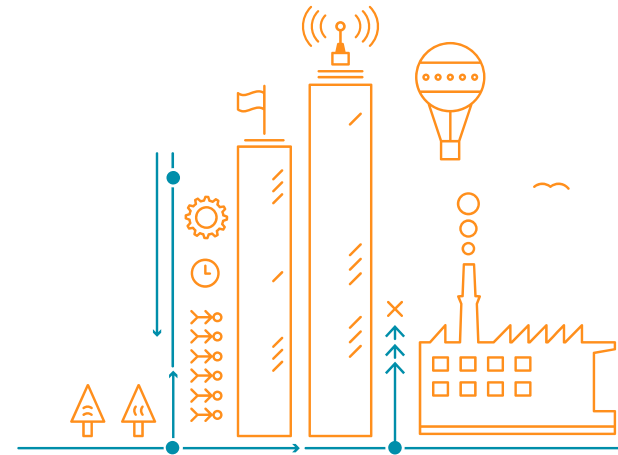
- Strong growth in Net sales
- New services key growth driver
- Increased information gathering expenses due to changed sales mix and office premises rental costs affected profitability development

NET SALES GROWTH

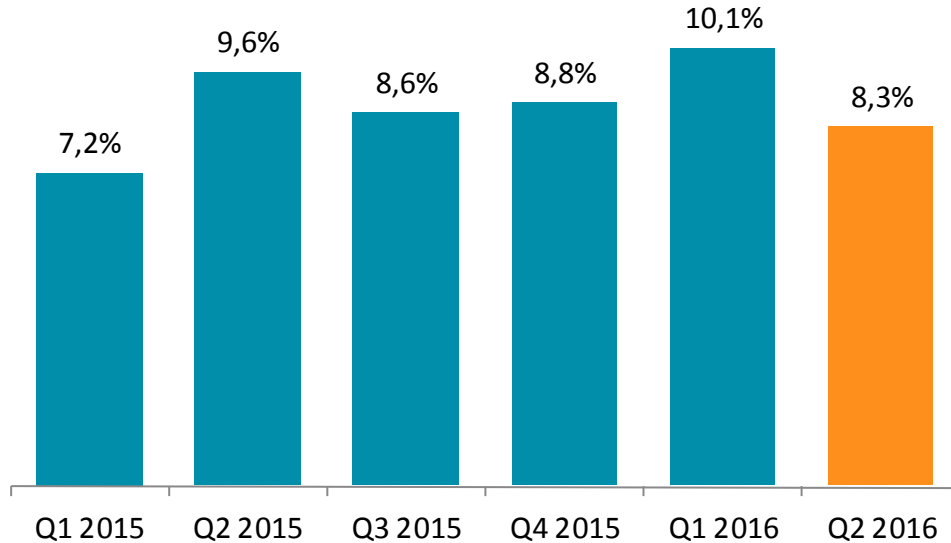
Net sales growth
(year-on-year)



- 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 H1 2016 than in H1 2015



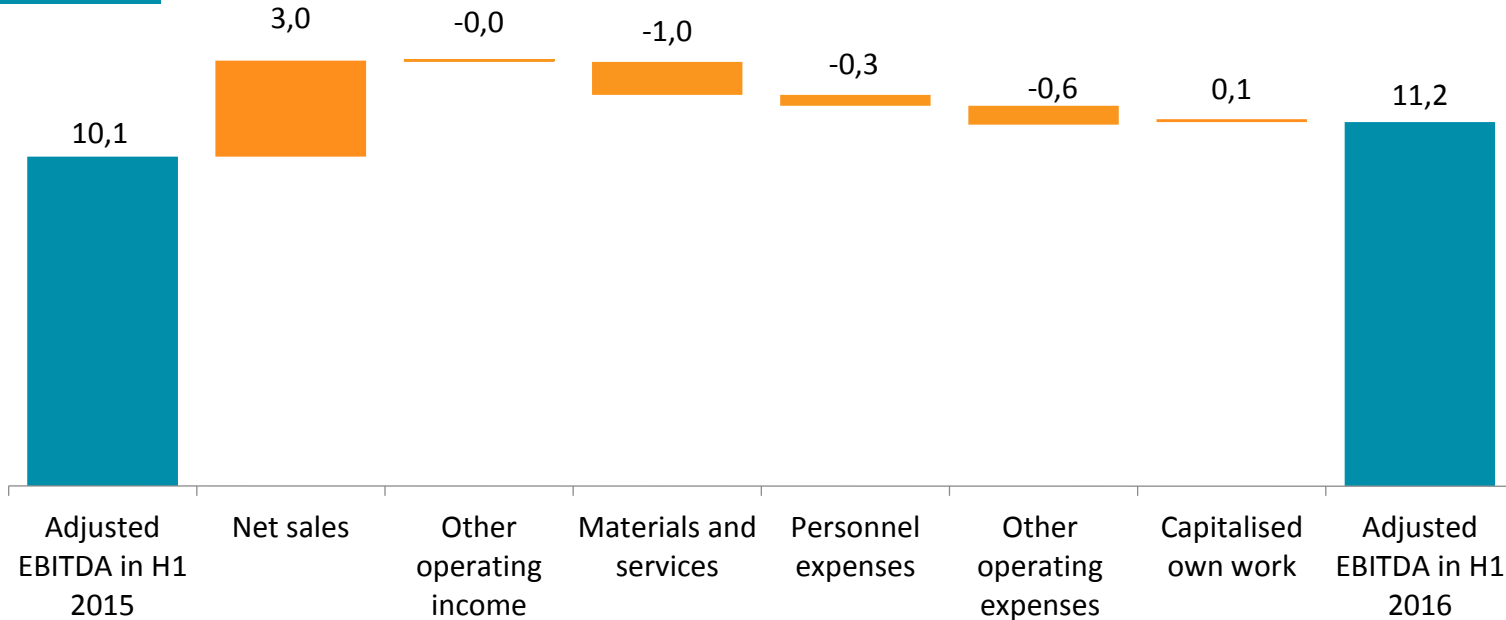
NEW SERVICES SHARE OF NET SALES



- Development of new services was carried on actively
- During Q2 / 2016 Asiakastiето 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

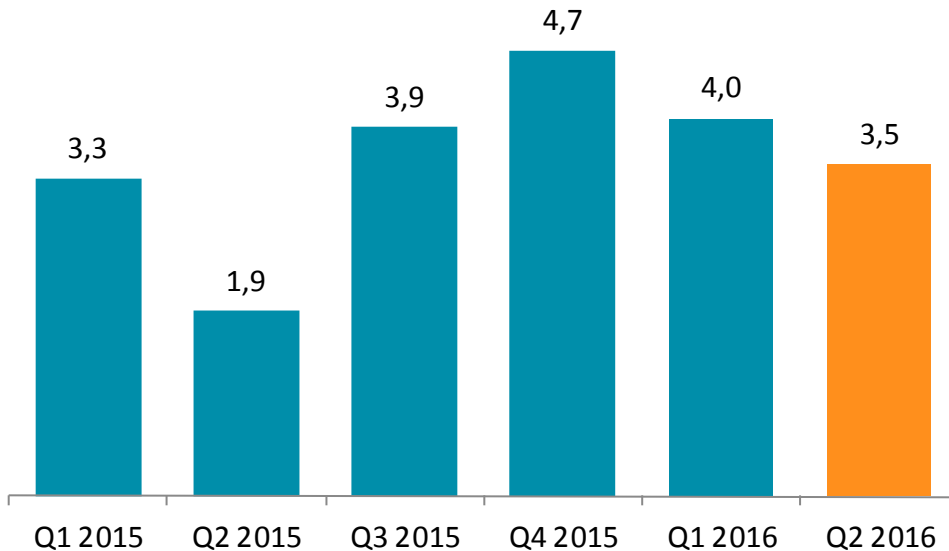
ADJUSTED EBITDA GREW BY 10,6%

EUR million



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) ¹	H1 / 2016	H1 / 2015	FY 2015
Net debt	53,0	56,4	48,5
Net debt / adjusted EBITDA	2,4x	2,8x	2,4x
Gearing, %	73,9 %	79,2 %	62,1 %
Equity ratio, %	48,5 %	48,8 %	50,9 %
Free cash flow	7,4	5,3	13,8
Cash conversion	60,5 %	69,0%	76,5 %
Gross investments	1,7	1,9	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 2,1 more than in corresponding period (IPO costs in H1 2015)
- Net debt / adjusted EBITDA below 2,4 (target maximum 3,0)

LONG-TERM TARGETS AND GUIDANCE 2016

Financial targets ¹	
Growth	Achieve 5 to 10 percent annual average growth in net sales (<i>Achieve 4 to 9 percent annual average growth in net sales</i>)
Profitability	Maintain profitability level of current services (<i>Maintain EBIT-margin at or around historic levels</i>)
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 ³	
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.

(Current guidance in parenthesis)

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.

Questions & Answers

