

MARTELA FINANCIAL STATEMENTS 1-12 / 2012

6 February 2013

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JANUARY – DECEMBER 2012

- Consolidated revenue for January-December amounted to EUR 142.7 million (130.7), a year-on-year increase of 9.2 per cent.
 - Revenue increased partly thanks to the acquisition of Grundell companies at the end of 2011.
 - Revenue also grew in traditional sales channels in Finland
 - Slight decline in revenue in both Business Unit Sweden & Norway and Poland
 - The comparable revenue growth in the Group was 4.7 per cent.
- Operating result for January-December was EUR -0.9 million (2.6)
 - Decline in Group operating profit was caused by investments in business development and the restructuring of Martela's operations in Denmark
 - Due to the general deterioration of economic climate the demand remained below expectations especially in Finland.
 - Grundell acquisition and the subsequent streamlining of service businesses continued as planned
- The cash flow from operating activities in January-December was EUR 0.0 million (1.2).
- The equity ratio was 42.6 per cent (44.7).
- The gearing ratio was 28.6 per cent (-2.6).

CENTRAL FOCUS AREAS

- **Profitability before growth**
- **Inspiring office-concept**
- **Revenue increase in Service business**
- **IT system projects, ERP**
 - **Control of order and delivery chain**
- **Businesses in Russia**



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MARKET SITUATION – OFFICE CONSTRUCTION IN FINLAND*

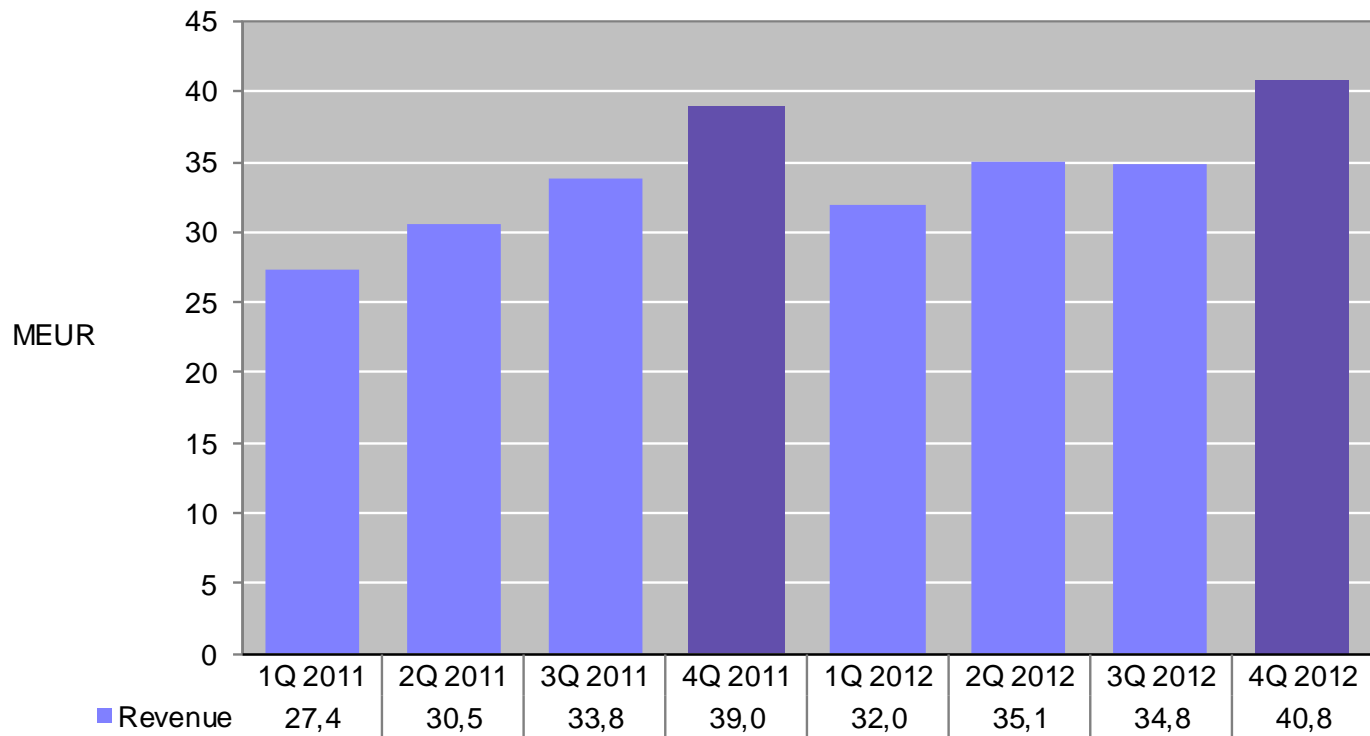
- During January – September 2012, more office building square meters were completed in Finland than previous year (+39%).
- Less building permits (-4%) were issued than previous year.
- New office building starts were -10% less than previous year.

* Statistics, Finland

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TURNOVER



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EXTERNAL REVENUE 1-12/2012 (2011)

Business Unit Finland 98,1 (88,6) 10,7 %

Business Unit Sweden&Norway 20,1 (20,6) -2,2 %

Business Unit Poland 12,7 (12,9) -1,7 %

Other segments 11,9 (8,6) 37,2 %

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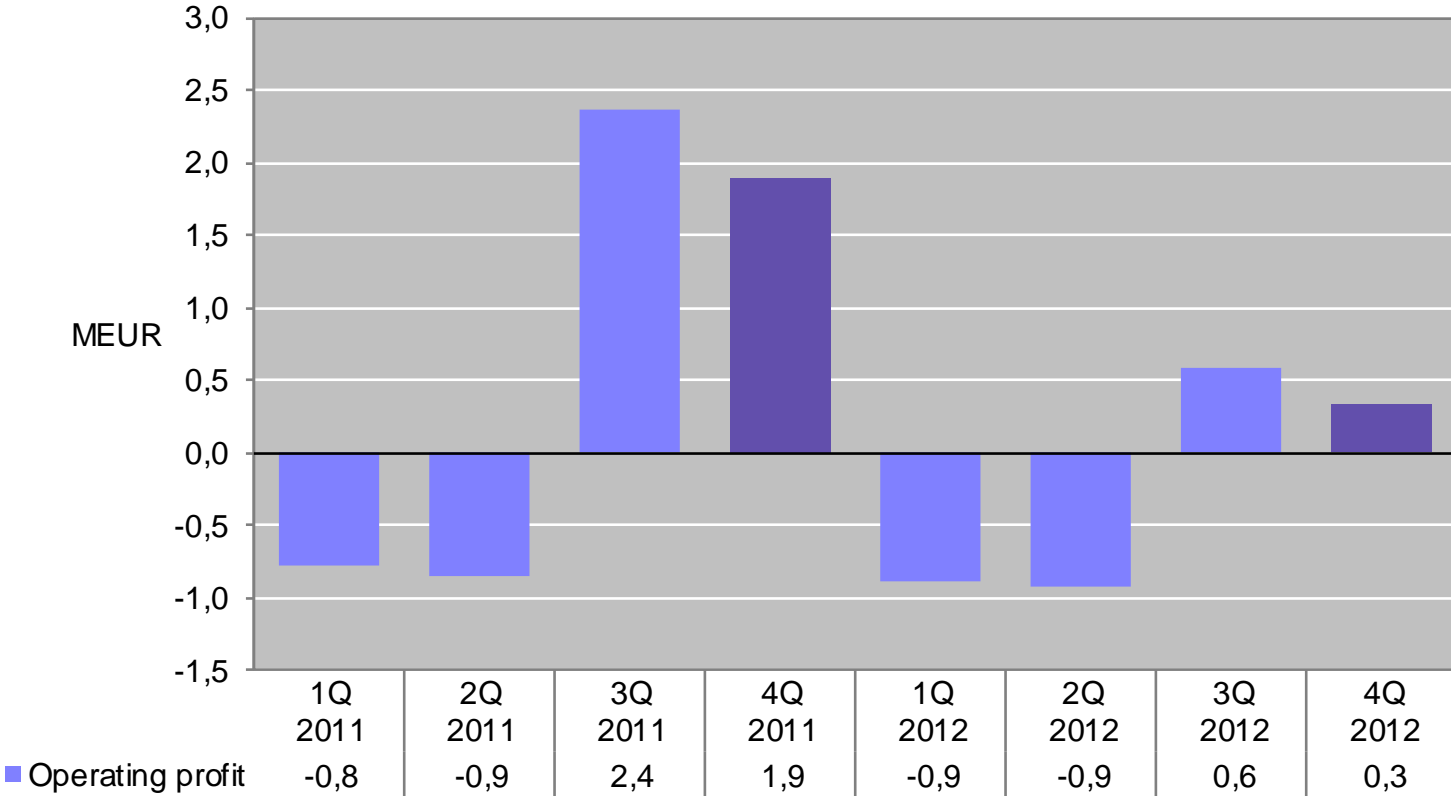
OPERATING PROFIT DEVELOPMENT 2012

EUR million	10-12 2012	10-12 2011	1-12 2012	1-12 2011
Finland	1.1	2.5	3.9	6.5
Sweden & Norway	0.0	0.2	-0.7	0.3
Poland	0.2	0.0	-1.2	-0.6
Other Segments	-1.2	-0.1	-3.0	-2.3
Other	0.2	-0.6	0.2	-1.2
Total	0.3	1.9	-0.9	2.6

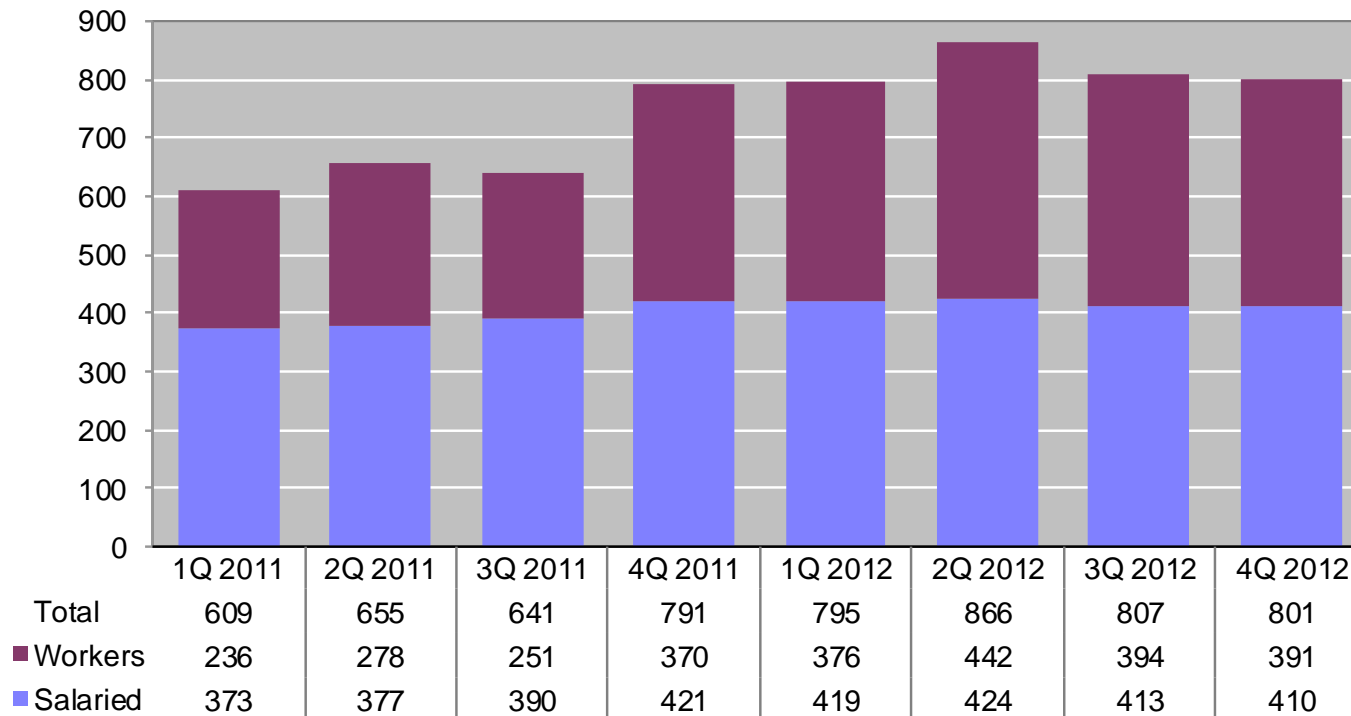
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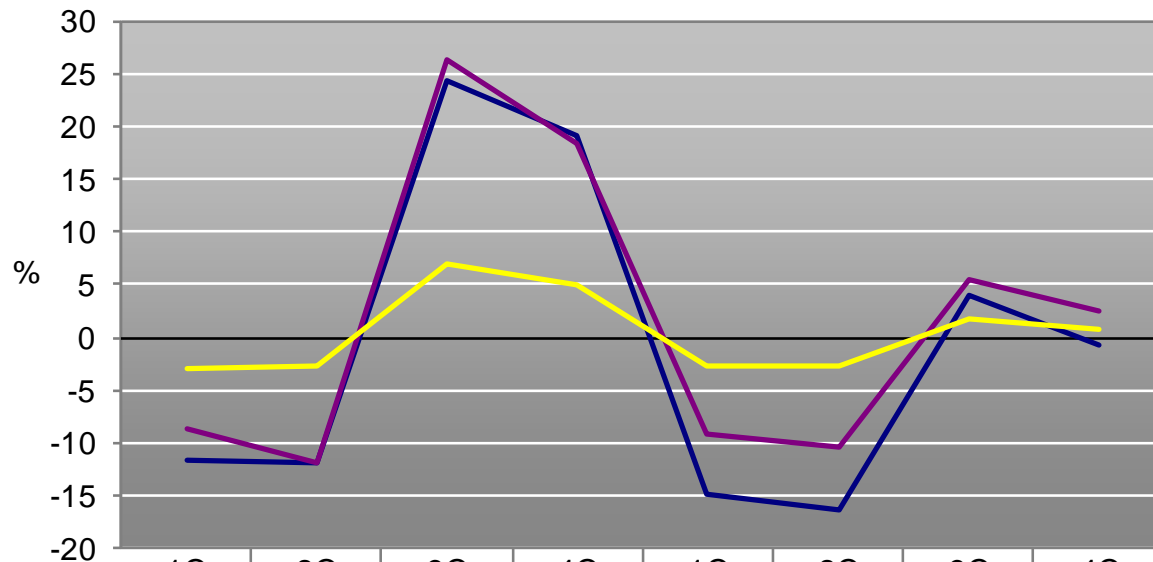
OPERATING PROFIT



PERSONNEL AT WORK, END OF PERIOD



PROFITABILITY QUARTERLY

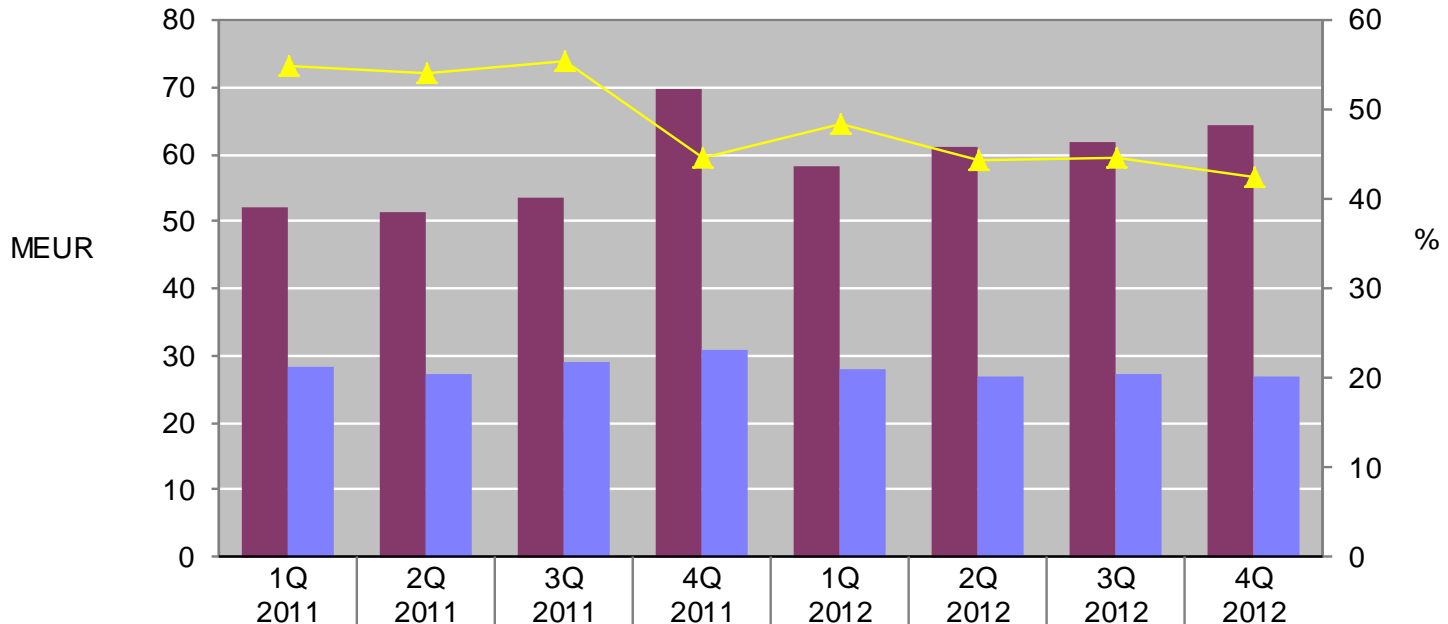


	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012
Return on equity	-11,8	-11,9	24,3	19,1	-14,9	-16,5	4,0	-0,8
Return on investment	-8,6	-12,0	26,3	18,4	-9,3	-10,4	5,5	2,4
Operating profit %	-2,9	-2,8	7,0	4,9	-2,8	-2,6	1,7	0,8

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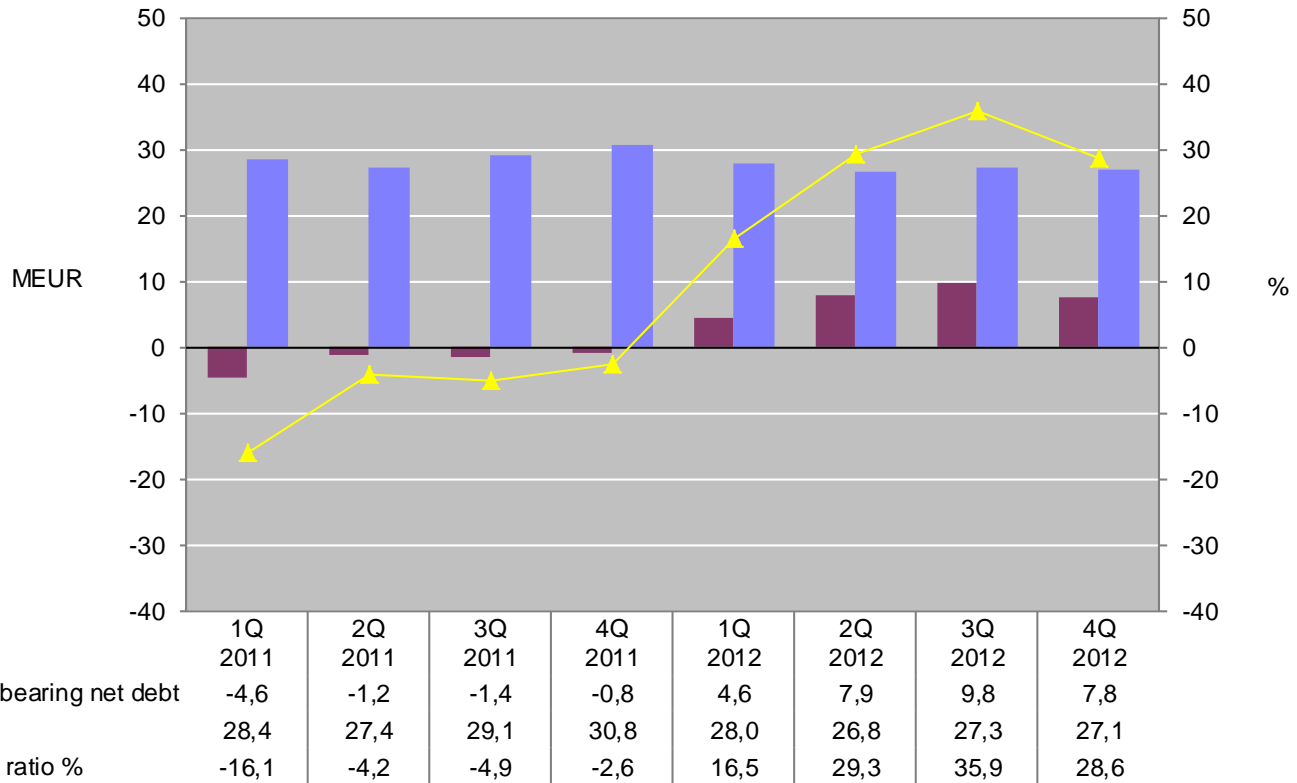
BALANCE SHEET



■ Balance sheet total
■ Equity
▲ Equity ratio %

	1Q 2011	2Q 2011	3Q 2011	4Q 2011	1Q 2012	2Q 2012	3Q 2012	4Q 2012
Balance sheet total	52,3	51,4	53,4	69,7	58,4	61,0	61,7	64,3
Equity	28,4	27,4	29,1	30,8	28,0	26,8	27,3	27,1
Equity ratio %	54,9	54,2	55,5	44,7	48,4	44,4	44,5	42,6

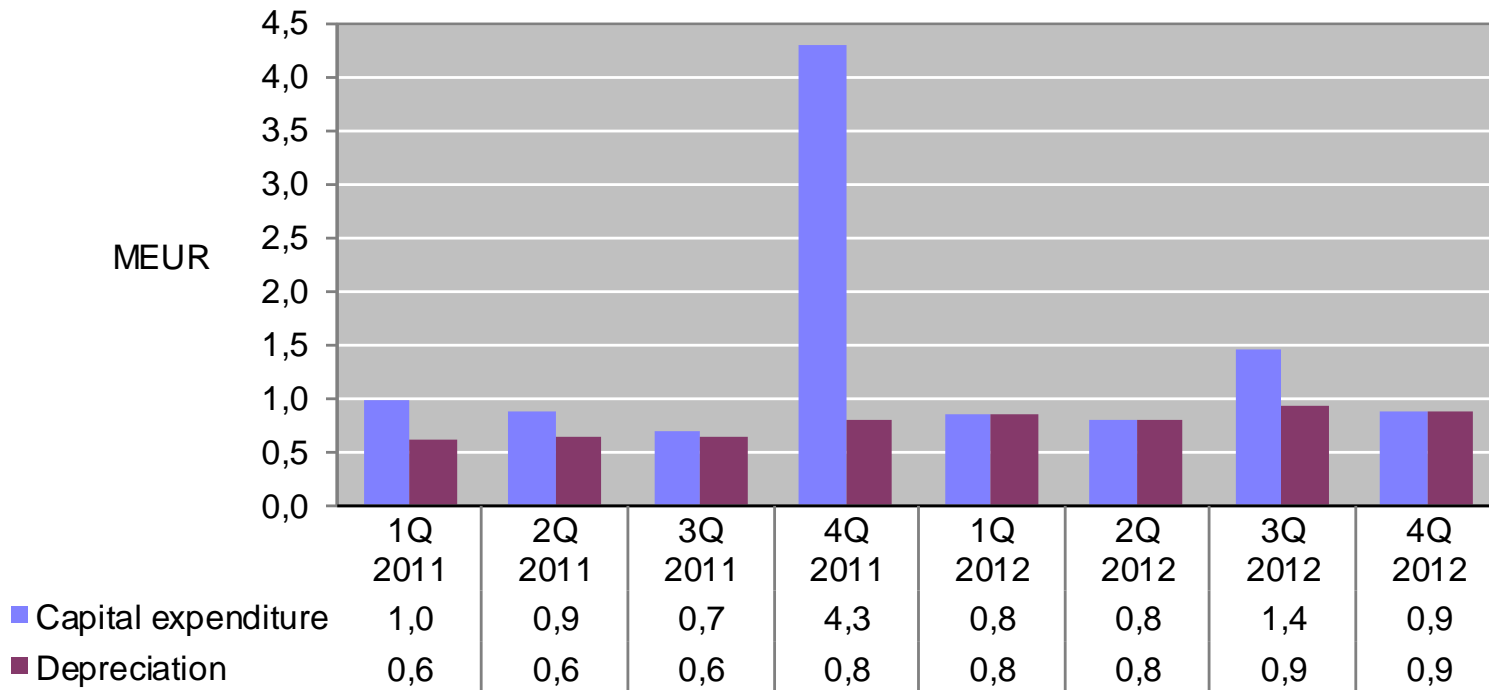
GEARING



WORKING CAPITAL (AVERAGE 12 MONTHS)



CAPITAL EXPENDITURE AND DEPRECIATION



OUTLOOK FOR 2013

The Martela Group anticipates that its revenue in 2013 will be at about the 2012 level, and that its operating result will show a year-on-year improvement

Appendices

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GROUP INCOME STATEMENT (EUR 1,000)

	2012 1.1.-31.12.	2011 1.1.-31.12.	Change %
Net sales	142,686	130,685	9,2 %
Other operating income	0,409	0,417	-1,8 %
Personnel expenses	-38,617	-30,931	24,8 %
Other operating expenses	-101,970	-94,896	7,5 %
Depreciation and impairment	-3,421	-2,649	29,1 %
Operating profit/loss	-0,912	2,625	
As a percentage of turnover	-0,6 %	2,0 %	
Financial income and expenses	-0,633	-0,358	77,0 %
Share of associates' results	-0,300	-0,358	-16,4 %
Profit/loss before taxes	-1,845	1,909	
As a percentage of turnover	-1,3 %	1,5 %	
Income tax	-0,203	-0,343	-40,8 %
Profit/loss for the period	-2,048	1,566	
As a percentage of turnover	-1,4 %	1,2 %	

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GROUP BALANCE SHEET (EUR 1,000)

	31.12.2012	31.12.2011	Change %
ASSETS			
Non-current assets			
Intangible assets	6,031	4,699	28,4 %
Tangible assets	12,881	13,653	-5,7 %
Investments	0,097	0,097	0,3 %
Deferred tax assets	0,186	0,315	-40,9 %
Pension receivables and other rec.	0,064	0,258	-75,0 %
Investment property	0,600	0,600	0,0 %
Total	19,860	19,622	1,2 %
CURRENT ASSETS			
Inventories	13,142	12,988	1,2 %
Receivables	23,751	25,148	-5,6 %
Financial assets securities	0,000	0,000	
Cash and cash equivalents	7,589	11,947	-36,5 %
Total	44,483	50,082	-11,2 %
Total assets	64,343	69,704	-7,7 %

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GROUP BALANCE SHEET (EUR 1,000)

	31.12.2012	31.12.2011	Change %
SHAREHOLDERS' EQUITY AND LIABILITIES			
Shareholders' equity			
Share capital	7,000	7,000	0,0 %
Share premium account	1,116	1,116	0,0 %
Other funds	0,117	0,118	0,0 %
Translation diff.	-0,006	-0,236	-97,5 %
Retained earnings & shareb.incentives	19,890	23,809	-16,5 %
Treasury shares	-1,050	-1,050	0,0 %
Total	27,067	30,757	-12,0 %
Non-current liabilities			
Interest-bearing debts	9,331	7,645	22,1 %
Deferred tax liability	1,269	1,366	-7,1 %
Other non-current liabilities	0,150	0,175	
Total	10,751	9,186	17,0 %
Current liabilities			
Interest-bearing	6,010	3,490	72,2 %
Non-interest bearing	20,516	26,271	-21,9 %
Total	26,526	29,761	-10,9 %
Total liabilities	37,276	38,947	-4,3 %
Total shareholders' equity and liabilities	64,343	69,704	-7,7 %

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SCOPE OF OPERATIONS

	2012 1.1.-31.12.	2011 1.1.-31.12.	Change %
Earnings / share, EUR	-0,51	0,39	
Equity / share, EUR	6,68	7,60	-12,0 %
Equity ratio %	42,6	44,7	
Return on equity %	-7,1	5,1	
Return on investment %	-2,7	6,0	
Interest- bearing net debt, EUR million	7,8	-0,8	
Gearing ratio	28,6	-2,6	
Capital expenditure, EUR million	4,0	6,8	-41,9 %
Personnel at the end of period	801	791	1,3 %
Average personnel	806	637	26,5 %
Net sales / employee, EUR thousand	177,0	205,2	-13,7 %

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STATEMENT OF SOURCE AND APPLICATION OF FUNDS (1000 EURO)

	2012 1-3	2012 4-6	2012 7-9	2012 10-12	12m rolling
Net cash from operating activities (A)	-2,887	0,759	-0,981	3,108	-0,002
Cash flow from investing activities (B)	-0,965	-3,720	-0,969	-1,011	-6,665
Net cash from financial activities (C)	-2,022	0,676	3,681	-0,146	2,189
Net increase in cash and cash equivalents	-5,874	-2,285	1,731	1,951	-4,477
Cash and equivalents at the beginning period	11,947	6,166	3,847	5,646	11,947
Cash and equivalents at the end of period	6,166	3,847	5,646	7,589	7,589

	2012 1.1.-31.12.	2011 1.1.-31.12.	Change %	2011 1.1.-31.12.
Net cash from operating activities (A)	-0,002	1,192		1,192
Cash flow from investing activities (B)	-6,665	-2,134		-2,134
Net cash from financial activities (C)	2,189	2,374		2,374
Net increase in cash and cash equivalents	-4,477	1,432		1,432
Cash and equivalents at the beginning period	11,947	10,249	16,6 %	10,249
Cash and equivalents at the end of period	7,589	11,640	-34,8 %	11,640

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