

MARTELA FINANCIAL STATEMENTS 1-12 / 2013

February 4th, 2014



JANUARY – DECEMBER 2013

- Consolidated revenue for January-December amounted to EUR 132.3 million (142.7)
 - Finland: revenue decreased significantly but Q4 near to prior year level. Market climate remains weak.
 - Poland: revenue decreased from previous year but profitability improved clearly. Market climate more stable
 - BU Sweden and Norway: revenue at previous year level but last quarter weaker than previous year
 - Russia: revenue increased
 - Group's Q4 revenue EUR 36.8 million clearly behind the previous year's level (40.8)
- Operating result for January-December was EUR -2.9 million (-0,9)
 - Consolidated operating result was boosted by real estate sales gain EUR 0.9 million
 - Due to the restructuring activities Group's fixed expenses were lower compared to previous year's level
 - Decreasing trend of sales margin finished during Q4
 - Group's Q4 -0.4 million (0.3)

JANUARY – DECEMBER 2013

- Main driver for decreased operating profit is lower sales revenue and unfavorable product mix
- Implementation of cost savings program continues. So far decided activities and those under negotiation phase form 3.5 million euros out of total cost saving program (6.0 million eur)
- ERP system stabilized during the Autumn. Clear need for continuous development for achieving the benefits

Other key figures:

- The cash flow from operating activities in January-December was EUR -0,1 million (0,0)
- The equity ratio was 37.6 per cent (41.4)
- The gearing ratio was 51.2 per cent (32.8)

CENTRAL FOCUS AREAS

- **Improvement of profitability**
 - Implementation of savings program
 - Margin improvement
- **Exploitation of the Activity Based Office Demand**
 - Utilization of references
 - Stockholm fair
- **Increase of revenue in Total services and solutions**
- **Further development and utilization of common ERP**
- **Businesses in Russia**



MARKET SITUATION – OFFICE CONSTRUCTION IN FINLAND*

- During Q3 2013, office building square meters were completed in Finland 61% less than previous year
- Building permits were issued 49% less than previous year
- New office building starts were 66% less than previous year.

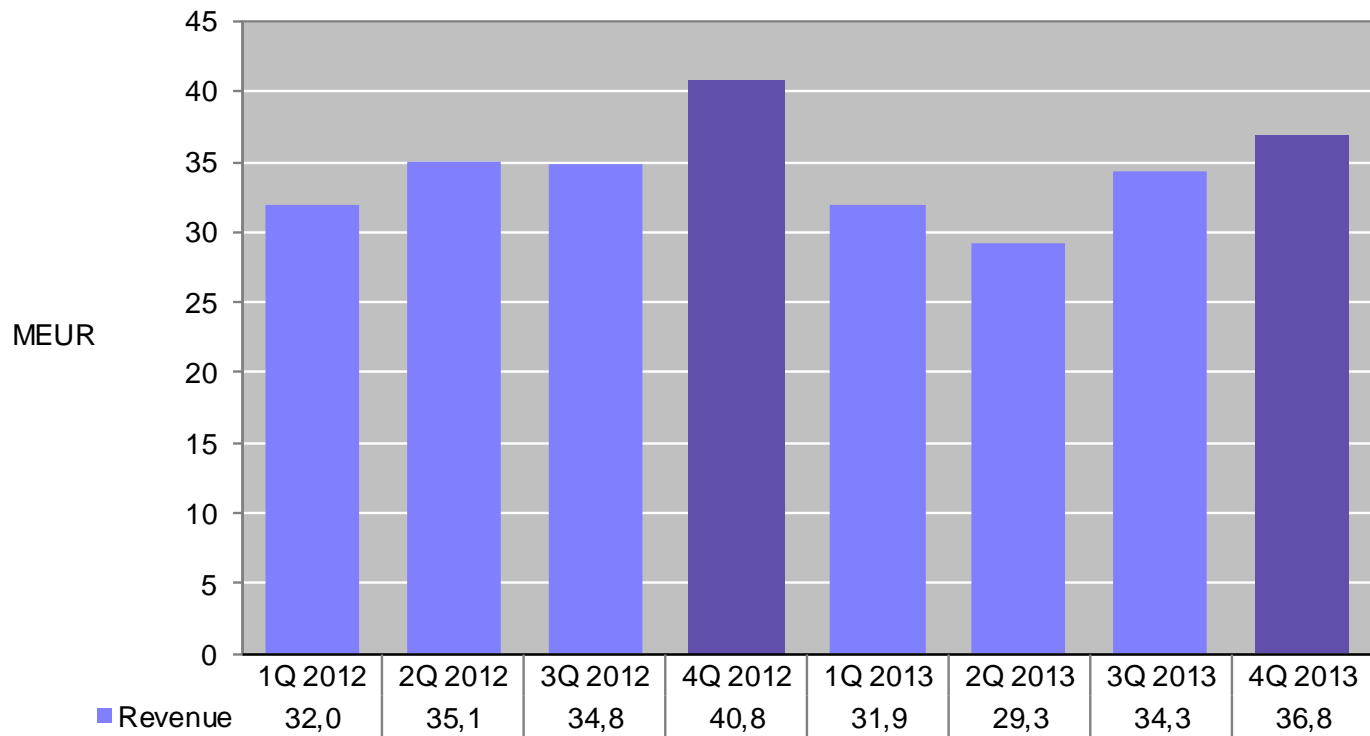
* Statistics, Finland



Inspiring
spaces

Martela

TURNOVER



Inspiring
spaces

Martela

EXTERNAL REVENUE 1-12/2013 (2012)

Business Unit Finland	92,3	(98,1)	-5,9 %
-----------------------	------	--------	--------

Business Unit Sweden&Norway	20,5	(20,1)	2,1 %
-----------------------------	------	--------	-------

Business Unit Poland	11,7	(12,7)	-7,6 %
----------------------	------	--------	--------

Other segments	8,2	(11,4)	-28,5 %
----------------	-----	--------	---------

Inspiring
spaces

Martela

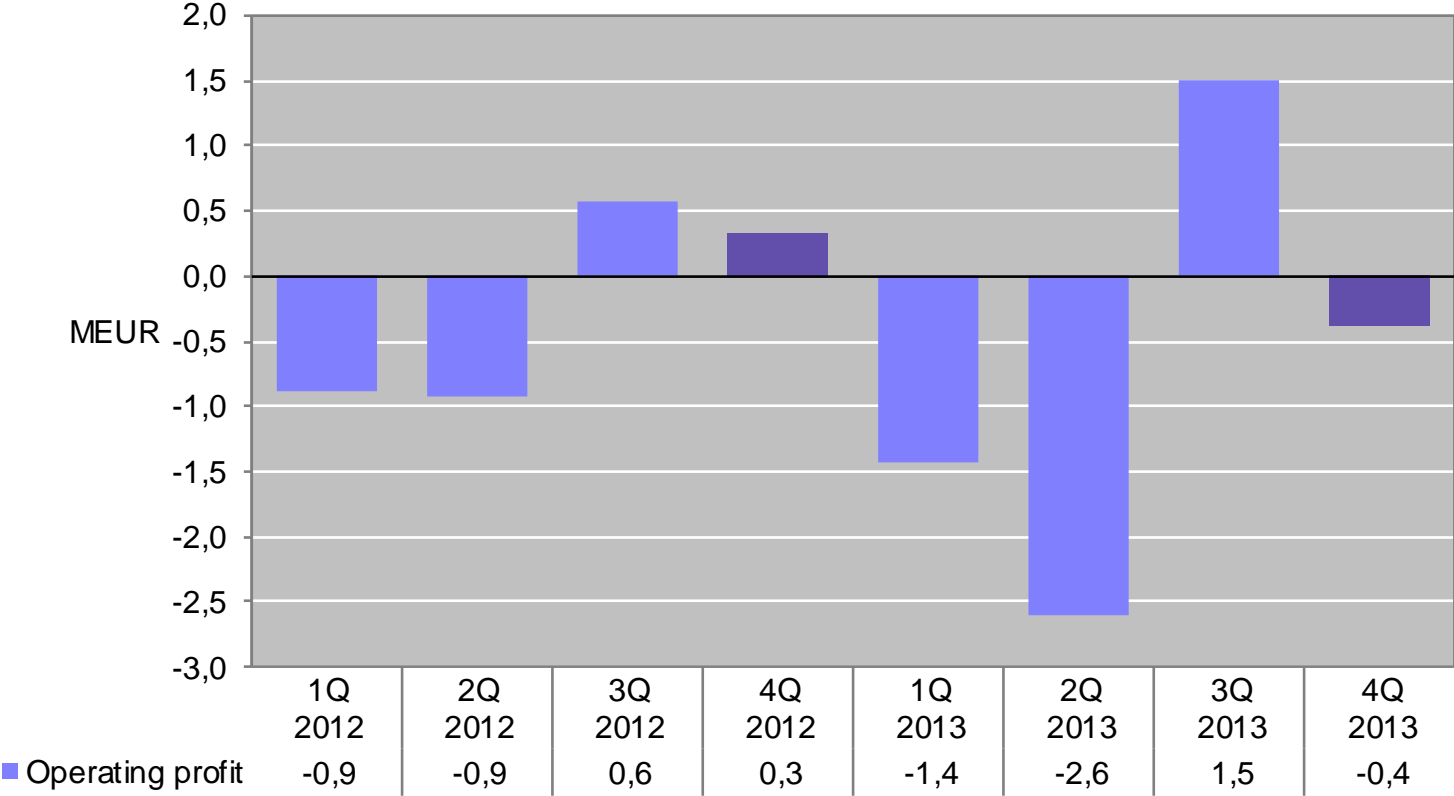
OPERATING PROFIT DEVELOPMENT 2013

	10-12 2013	10-12 2012	1-12 2013	1-12 2012	1-12 2012
EUR million					
Finland	1,4	1,1	1,4	3,9	3,9
Sweden & Norway	-0,3	0,0	-1,4	-0,7	-0,7
Poland	0,0	0,2	-0,7	-1,2	-1,2
Other segments	-0,3	-1,2	-1,6	-3,0	-3,0
Other	-1,1	0,2	-0,7	0,2	0,2
Total	-0,4	0,3	-2,9	-0,9	-0,9

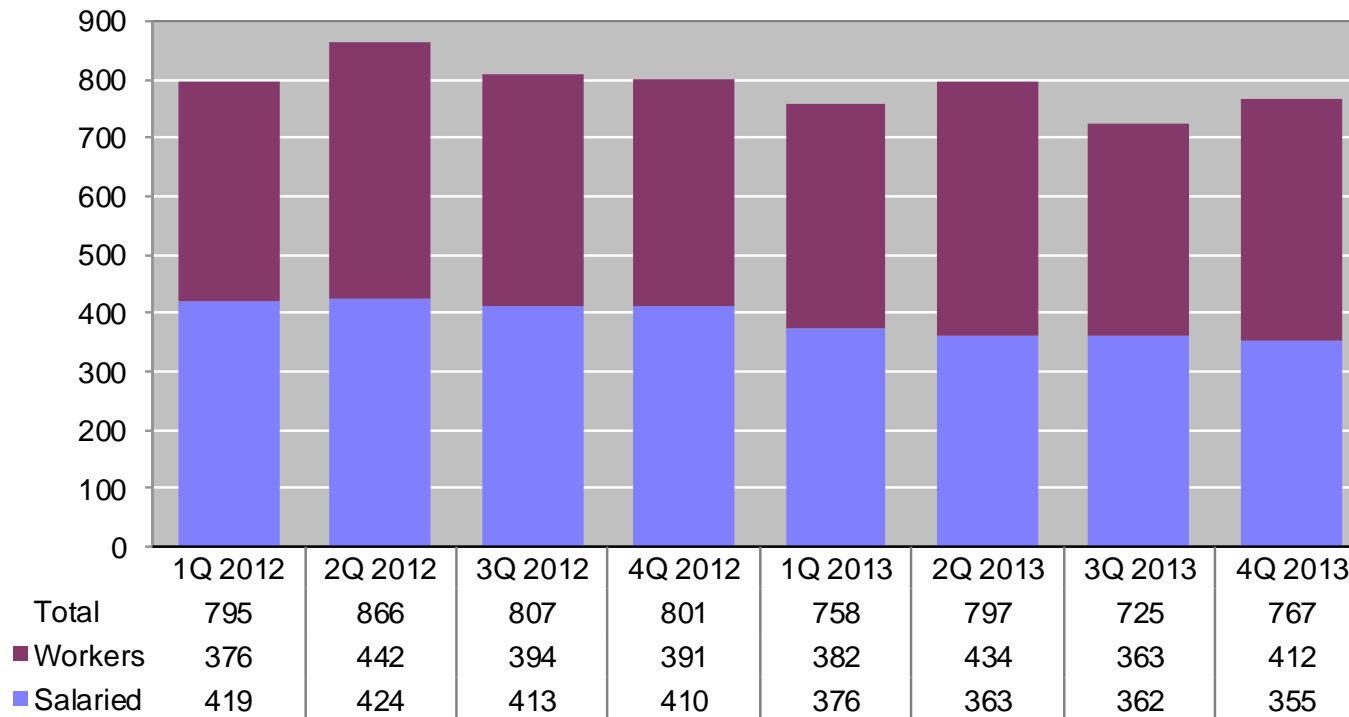
Inspiring
spaces

Martela

OPERATING PROFIT



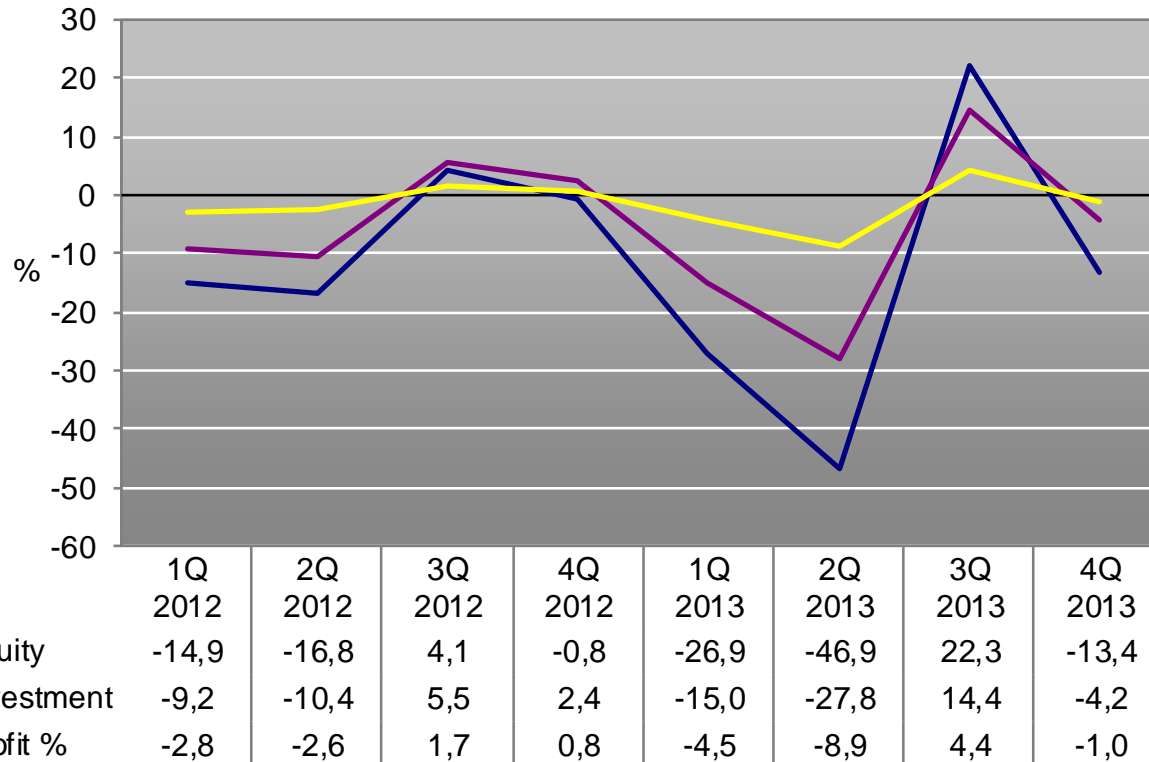
PERSONNEL AT WORK, END OF PERIOD



Inspiring
spaces

Martela

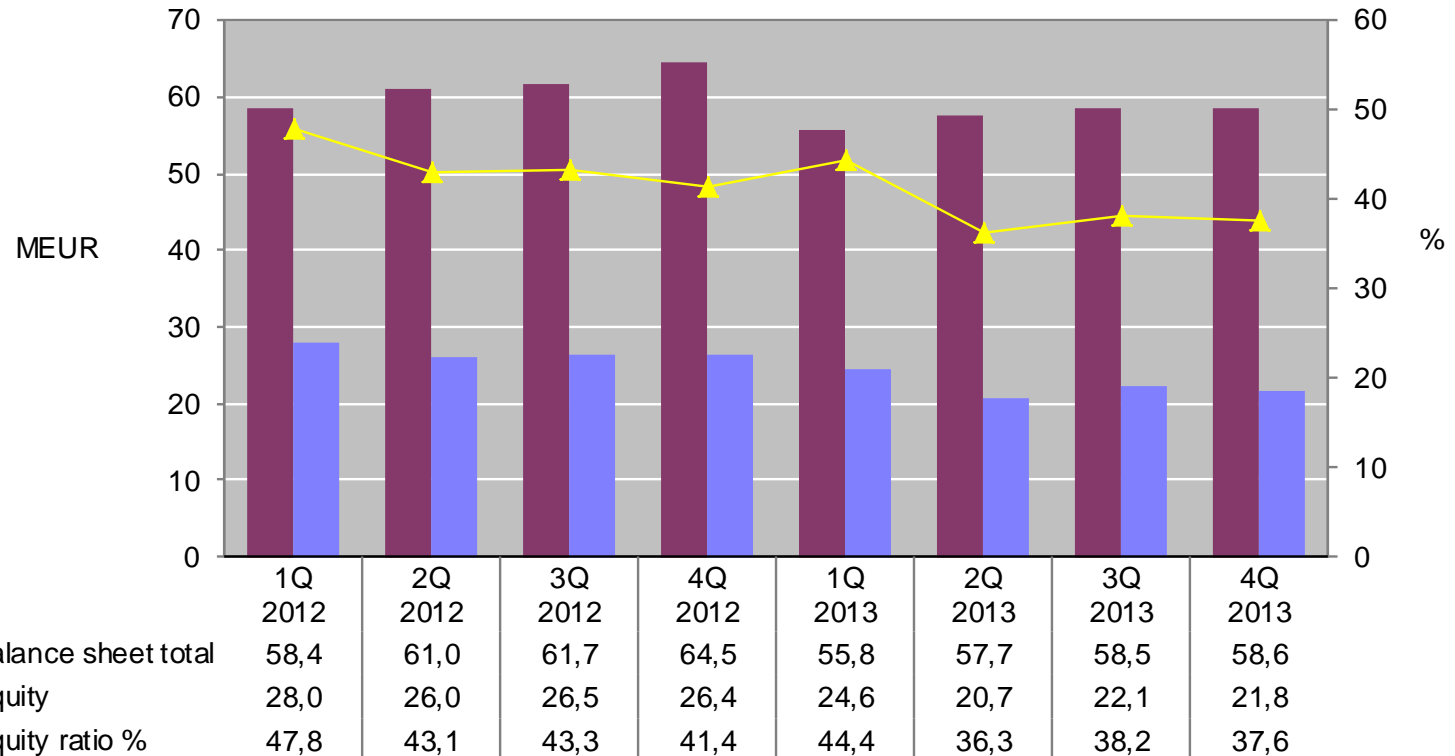
PROFITABILITY QUARTERLY



Inspiring
spaces

Martela

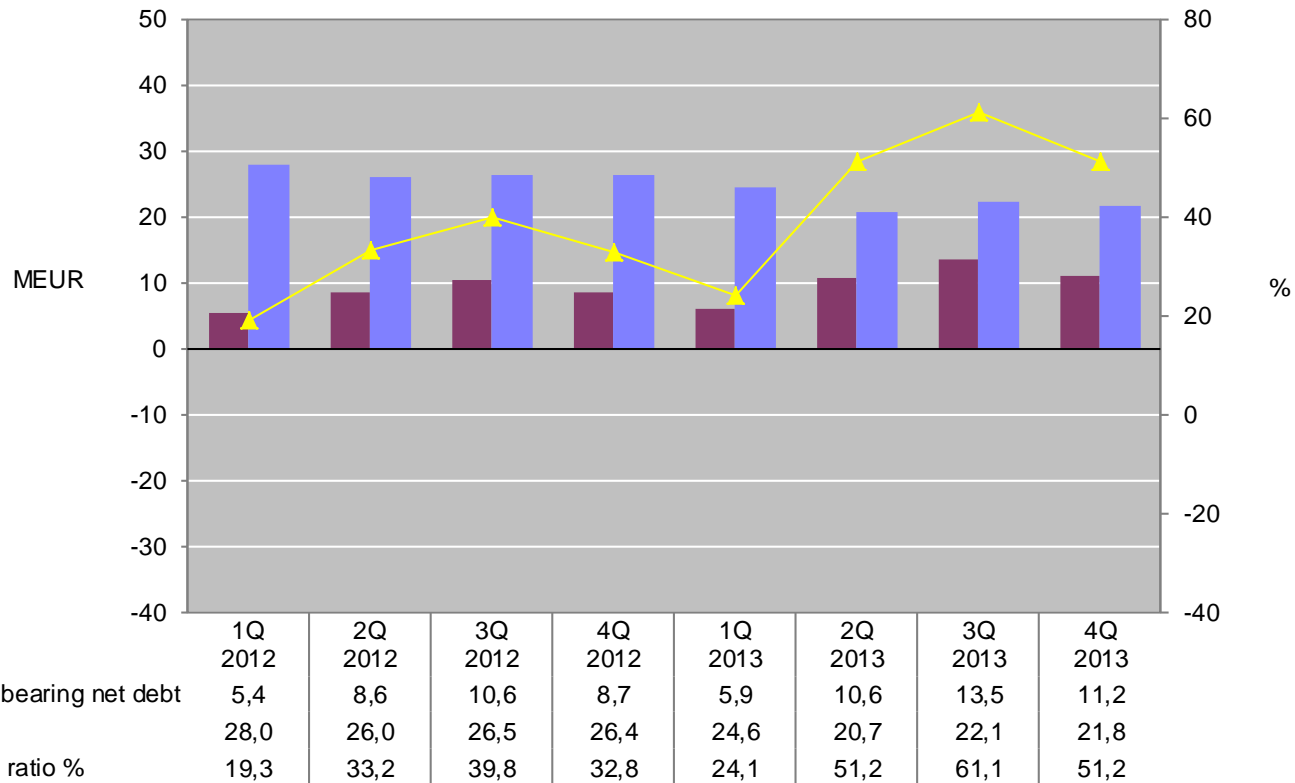
BALANCE SHEET



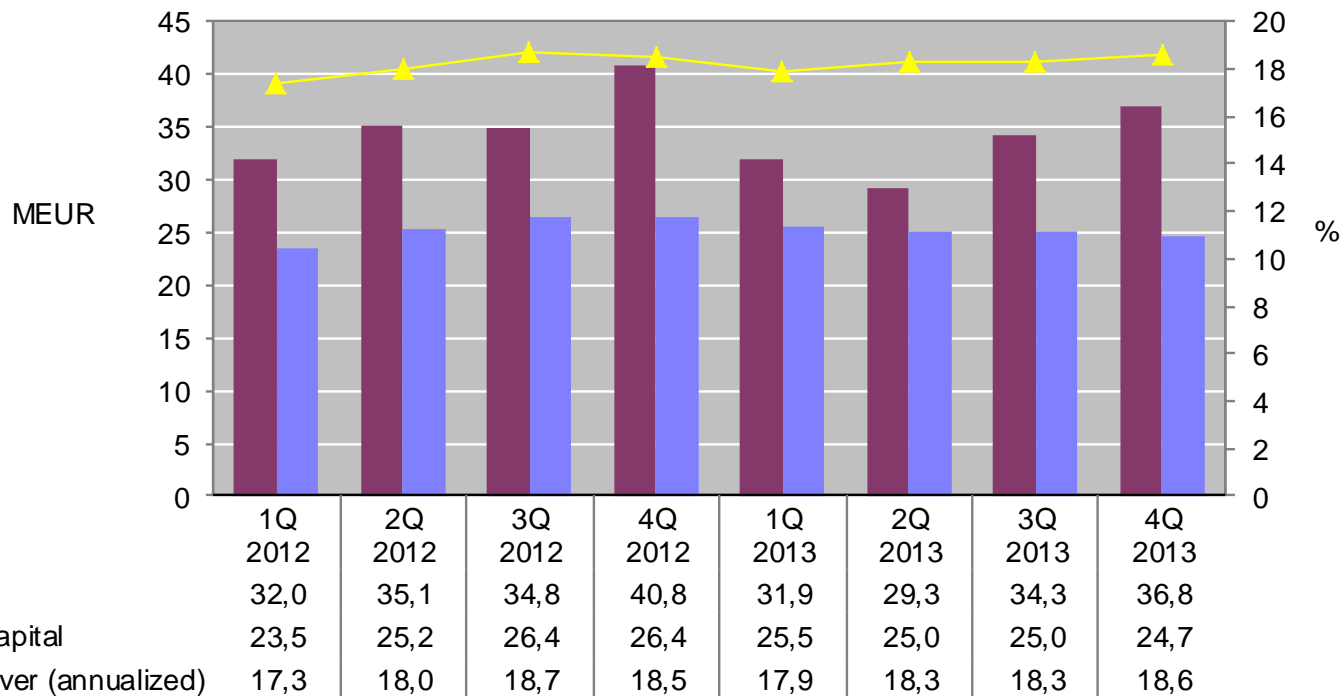
Inspiring spaces

Martela

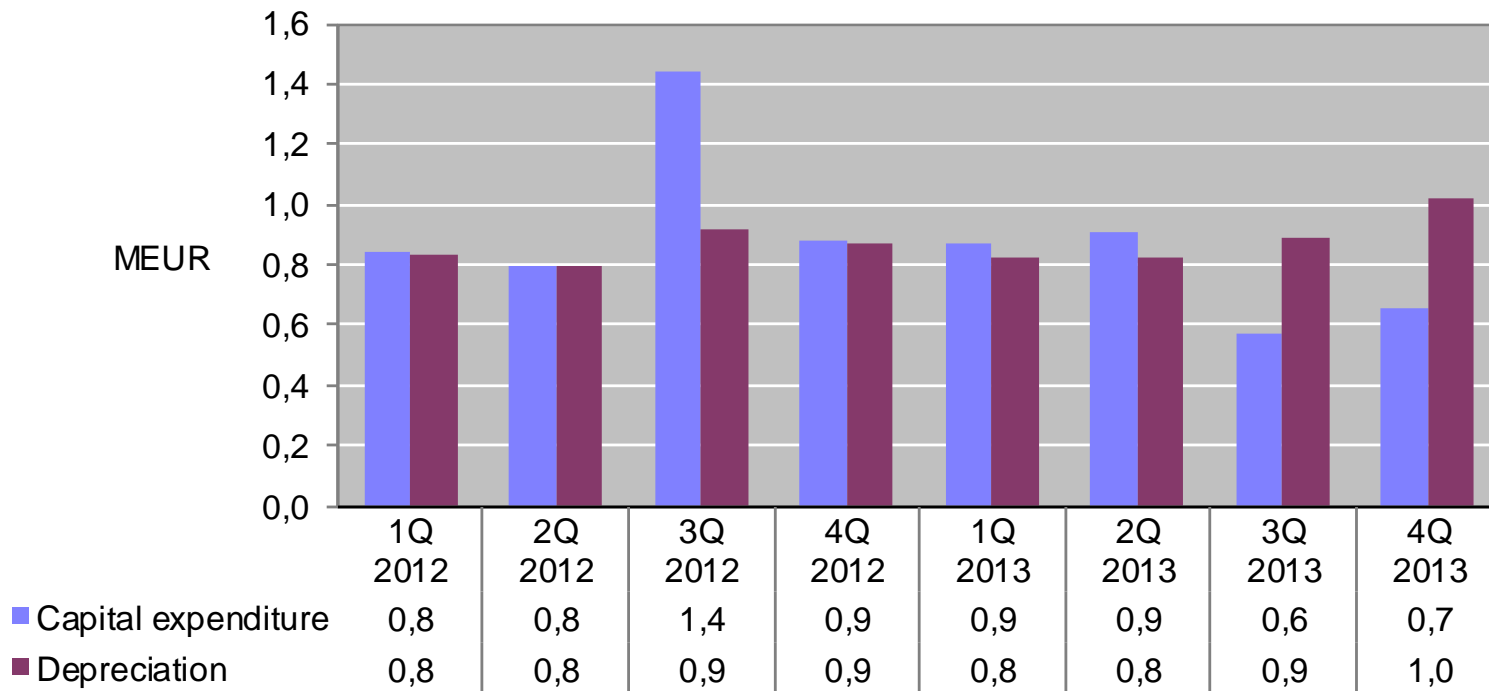
GEARING



WORKING CAPITAL (AVERAGE 12 MONTHS)



CAPITAL EXPENDITURE AND DEPRECIATION



Inspiring
spaces

Martela

OUTLOOK FOR 2014

The Martela Group anticipates that its revenue in 2014 will be at the 2013 level, and that its operating result will show a year-on-year improvement. Due to normal seasonal variation, the Group's operating result is weighted towards the second half of the year.