

# Martela Interim Report 1-3/2017



28.4.2017

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**Martela**

# JANUARY-MARCH 2017 SUMMARY

- First quarter revenue decreased by 10.8 per cent on the previous year due to timing of projects and discontinuation of own sales operations in Poland and Russia.
- The Group's first quarter operating result was EUR -0.6 million (-0.1)
- Cash flow from operating activities in January–March was EUR -0,8 million (3.9).
- The New Business Platform is extensively implemented in the near months and it will provide us with an agile foundation for developing our business as a comprehensive service in accordance with the Lifecycle strategy.



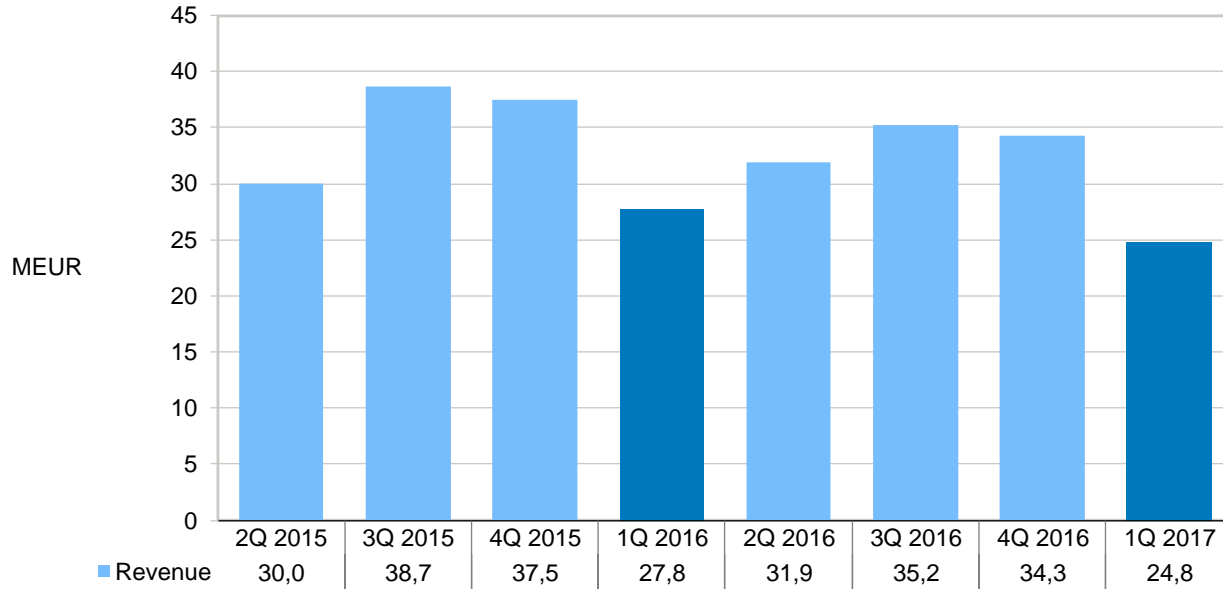
# JANUARY–MARCH 2017 REVENUE

## January-March revenue declined compared to previous year

January-March revenue was EUR 24.8 million (27,8)

- Finland: Revenue declined by 1,9 %.
- Sweden: Revenue declined by 39,4 % due to timing of projects.
- Norway: Revenue increased by 74,9 % due to timing of projects.
- Other countries: Revenue declined by 50,8 % due to discontinuance of sales operations in Poland and Russia.
- There has not been any material changes in the market situation during the first quarter.

# REVENUE



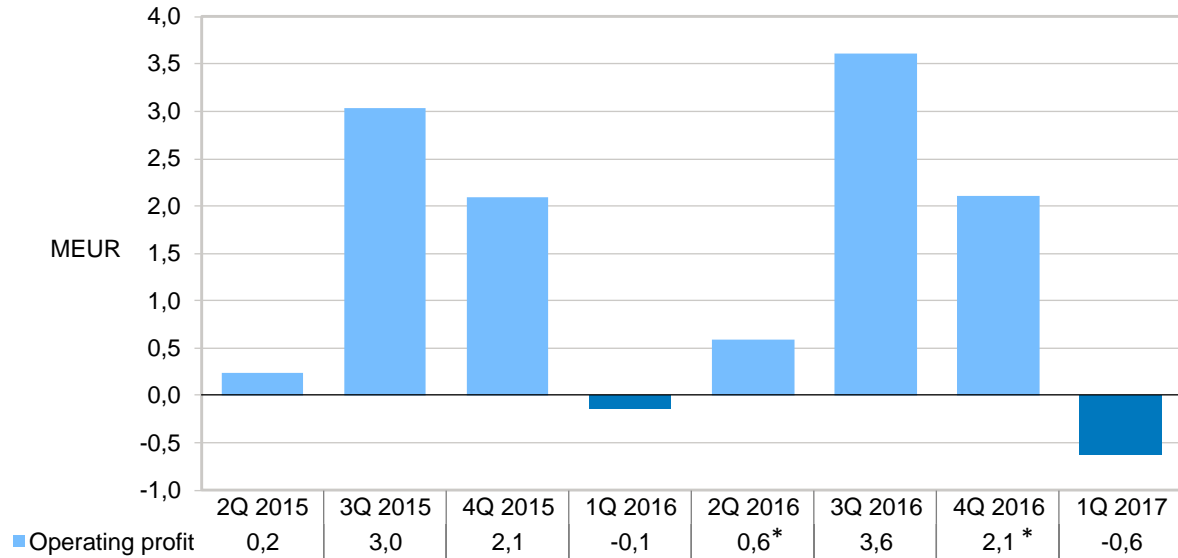
# JANUARY–MARCH 2017 OPERATING RESULT

**January-March operating result decreased slightly.**

January-March operating result was EUR -0.6 million (-0.1)

- Efficiency of operations improved slightly compared to previous year.

# OPERATING RESULT



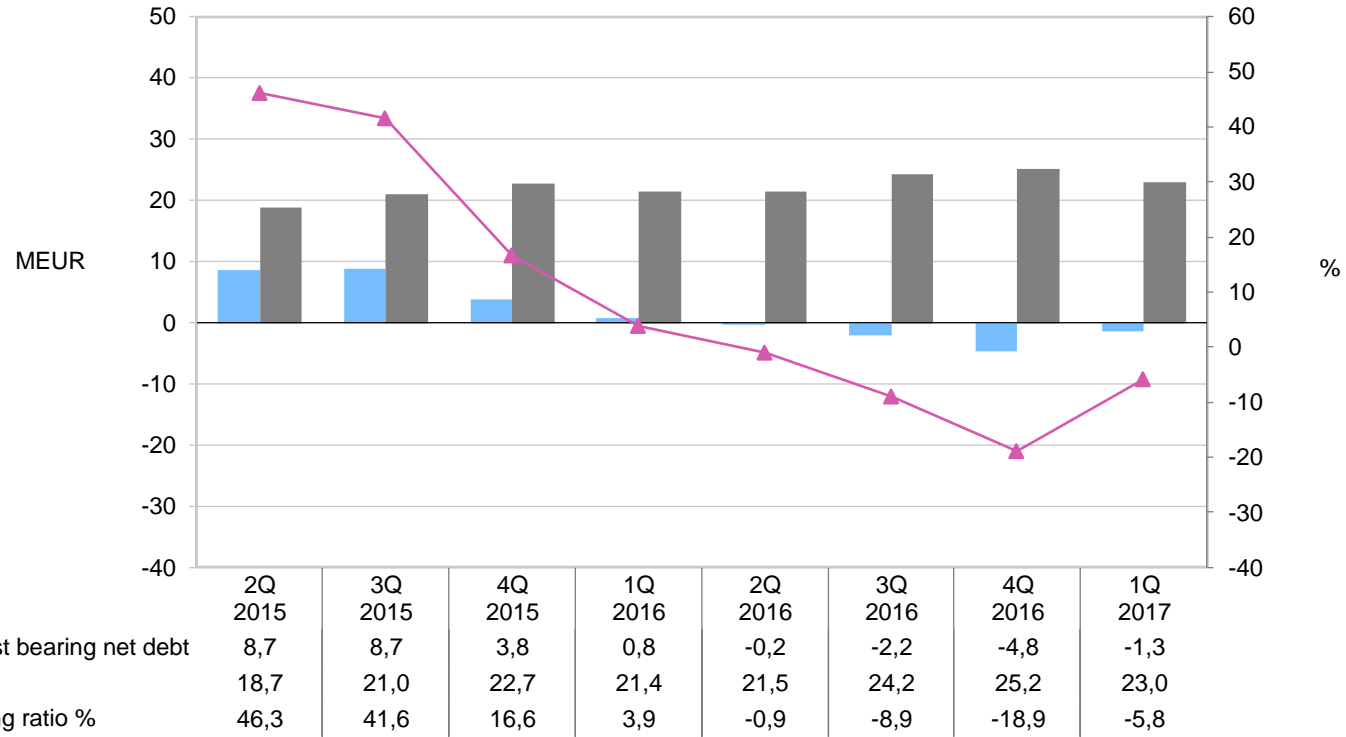
# JANUARY-MARCH 2017

## OTHER KEY FIGURES

- Cash flow from operating activities in January-March was EUR -0.8 million (3.9)
  - The cash flow from sales declined due to the New Business Platform implementation induced delays in invoicing.
- Result of the period January-March was EUR -0.6 million (-0.3)
- Equity ratio was 48.4 % (42.8)
- Gearing was -5.8 % (3.9)



# GEARING



# MAIN FOCUS AREAS

Implementing the  
Martela Lifecycle  
strategy in the  
Nordic countries

Improving  
profitability.

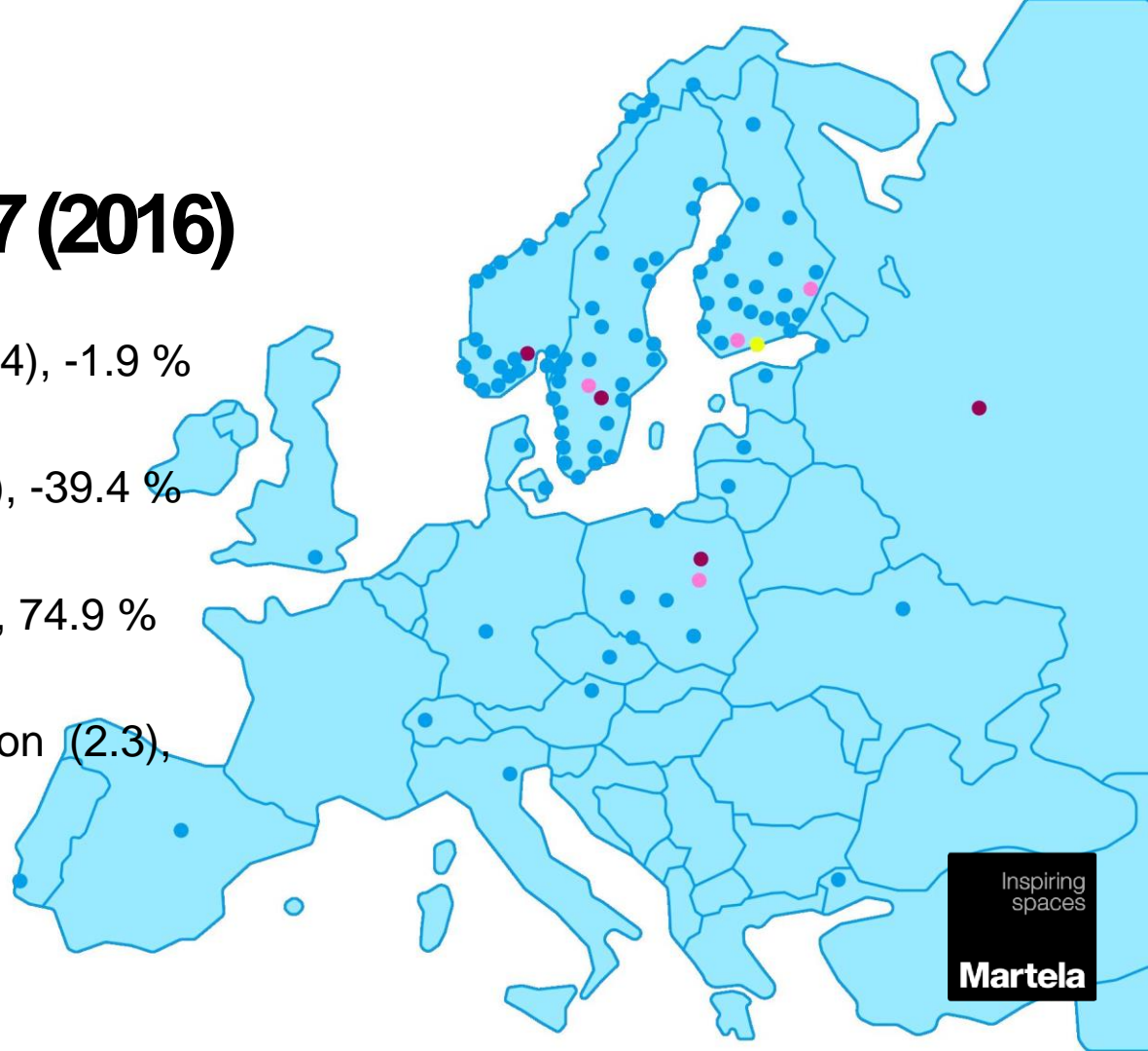
# OUTLOOK FOR 2017

The Martela Group anticipates that the Martela Group's revenue and the Group's IFRS operating result will remain at the level of 2016. Due to normal seasonal variations, the Group's operating result accumulates mainly during the second half of the year

# APPENDIX

# REVENUE 1-3 / 2017 (2016)

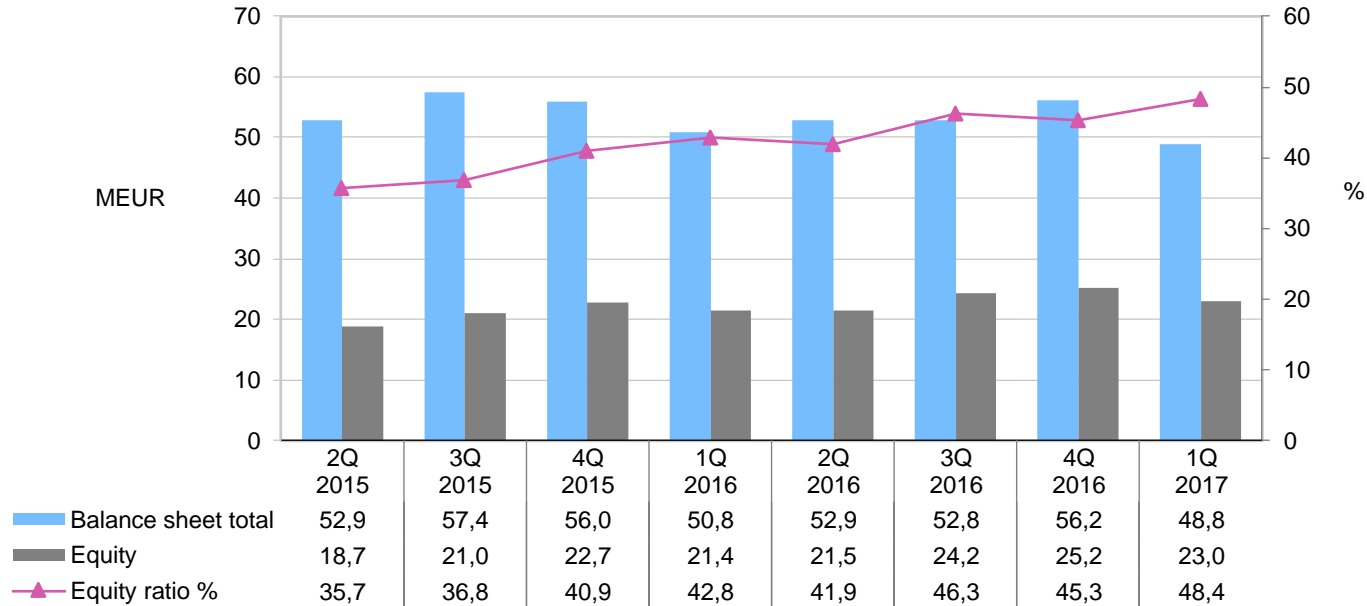
- Finland EUR 19.1 million (19.4), -1.9 %
- Sweden EUR 3.2 million (5.3), -39.4 %
- Norway EUR 1.4 million (0.8), 74.9 %
- Other countries EUR 1.1 million (2.3), -50.8 %



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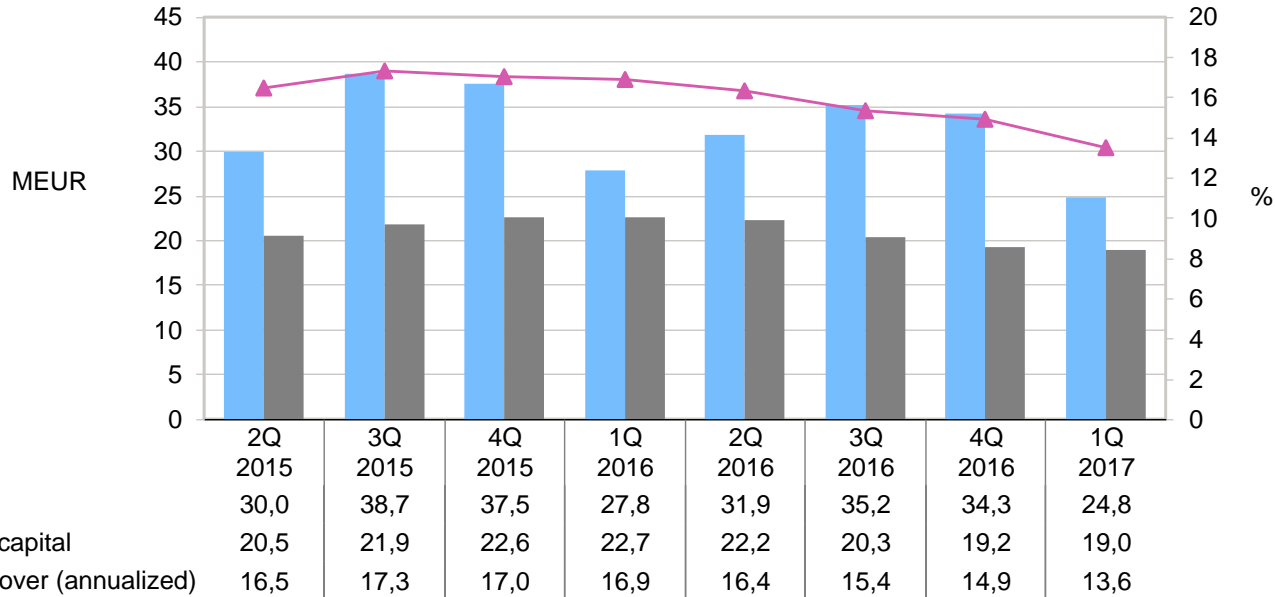
**Martela**

# BALANCE SHEET

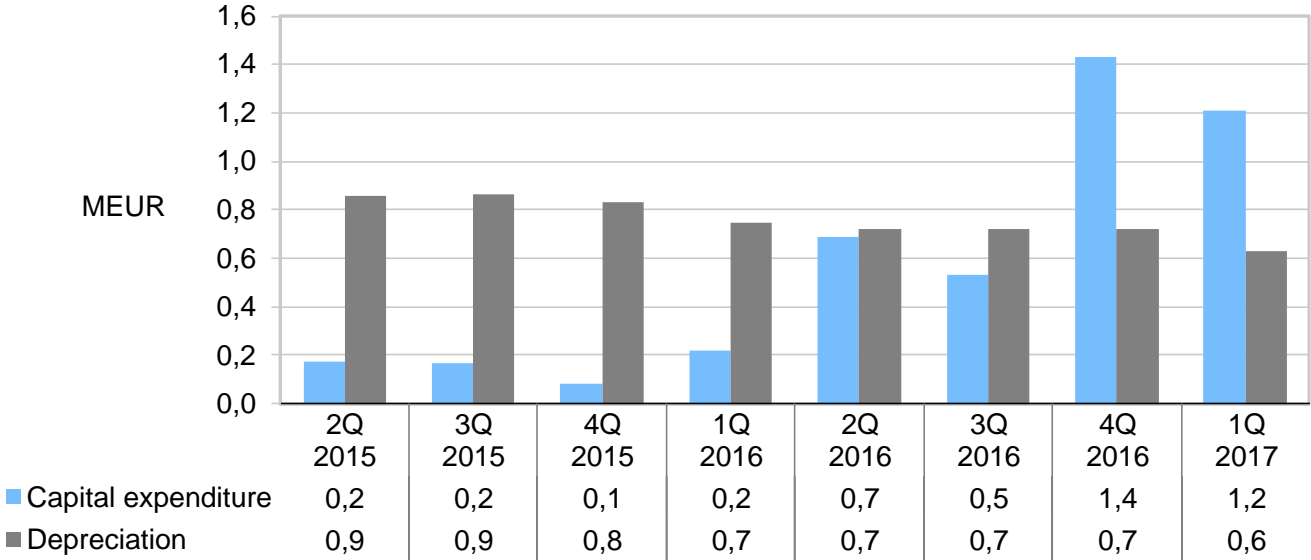


# WORKING CAPITAL

## On average 12 months

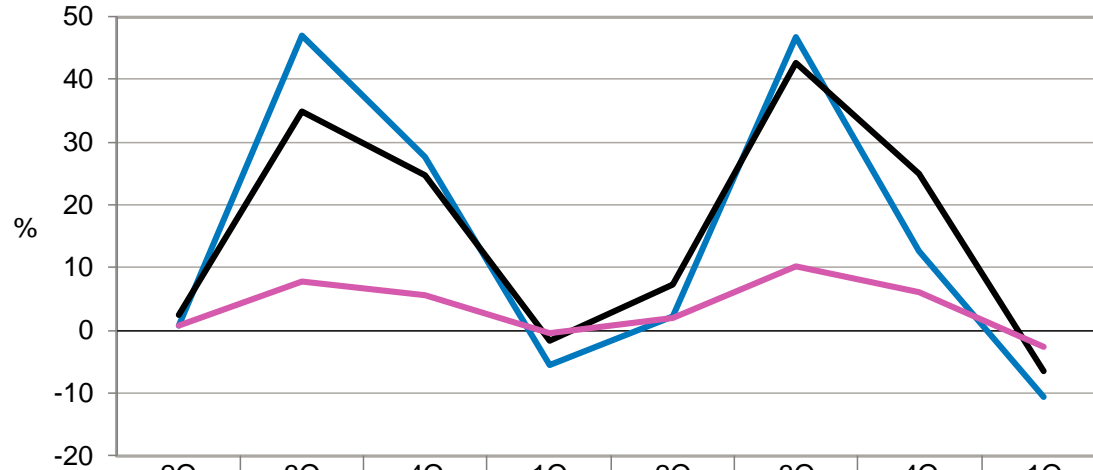


# CAPITAL EXPENDITURE AND DEPRECIATIONS





# PROFITABILITY BY QUARTER



	2Q 2015	3Q 2015	4Q 2015	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017
Return on equity	0,7	47,1	27,6	-5,5	2,1	46,8	12,7	-10,6
Return on investment	2,5	34,9	24,8	-1,7	7,3	42,6	25,0	-6,6
Operating profit %	0,8	7,9	5,6	-0,5	1,9	10,2	6,1	-2,5

# THANK YOU !