

AFFECTO PLC

INTERIM REPORT

29 OCTOBER 2009 at 9.30

AFFECTO PLC'S INTERIM REPORT 1-9/2009

GROUP KEY FIGURES

MEUR	7-9/09	7-9/08	1-9/09	1-9/08	2008
Net sales	21.6	29.3	75.3	99.1	131.6
Operational segment result	0.8	3.0	2.6	11.9	14.5
% of net sales	3.5	10.4	3.4	12.0	11.0
Operating profit	0.2	2.4	-5.2	9.8	11.8
% of net sales	1.0	8.1	-6.9	9.9	9.0
Result before taxes	-0,2	1.6	-7.7	8.2	10.5
Result for the period	-0,3	1.8	-7.4	6.7	8.5
Equity ratio, %	43.5	45.1	43.5	45.1	43.0
Net gearing, %	46.4	40.3	46.4	40.3	34.7
Earnings per share, eur	-0.01	0.08	-0.35	0.31	0.40
Earnings per share (diluted), eur	-0.01	0.08	-0.35	0.31	0.40
Equity per share, eur	2.45	2.94	2.45	2.94	2.73

CEO Pekka Eloholma comments:

"Third quarter was characterized by the summer vacations, like every year. After summer vacations, the business activity returned to the normal level more slowly than usually. However, the customers' activity seems to have grown during Q3, and this might be seen in the order backlog in the next few months."

"Net sales decreased by 26% to 21.6 MEUR (29.3 MEUR). The main reasons, in addition to the economic recession, were the Contempus divestment in 2008, the weak development in Baltic, and the devaluation of the Norwegian and Swedish currencies (NOK, SEK). Organic decrease in net sales was approx. -21% and would have been -18% with fixed currency rates (NOK, SEK)."

"The third quarter operating profit was approx 0.2 MEUR i.e. 1% of net sales. Profitability was weakened by the vacation season. Business in Baltic made loss, but all other areas made profit."

"The order backlog was approx. 35 MEUR at the end of the period, compared to 38 MEUR at end of Q2."

"The weakened economic environment makes reliable forecasting more difficult. The net sales in year 2009 will remain below the level in 2008. The profitability (EBIT margin) of the whole year 2009 will be clearly below the profitability in 2008."

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This report is unaudited. The amounts in this report have been rounded from exact numbers.

INTERIM REPORT 1-9/2009

Affecto builds versatile IT solutions for companies and organisations to improve their efficiency in business and to support the related decision-making. With Affecto's Business Intelligence solutions organisations are able to integrate strategic targets with their business management. Business Intelligence solutions enable the further processing and utilisation of information generated by ERP and other IT systems. The company also delivers operational solutions, such as Enterprise Content Management (ECM), for improving and simplifying processes at customer organisations. Affecto offers Business Intelligence solutions in its operating areas in the Nordic and Baltic countries. In Operational solutions, the company has a presence in Finland and in the Baltic region.

Affecto is headquartered in Helsinki, Finland. The company has subsidiaries in Finland, Sweden, Norway, Denmark, Estonia, Lithuania, Latvia and Poland.

NET SALES

Affecto's net sales in 1-9/2009 were 75.3 MEUR (1-9/2008: 99.1 MEUR). Net sales in Finland were 32.6 MEUR (33.4 MEUR), in Norway 14.4 MEUR (23.5 MEUR), in Sweden 11.7 MEUR (17.2 MEUR), in Denmark 8.8 MEUR (7.9 MEUR) and 9.0 MEUR (18.4 MEUR) in Baltic. Net sales decreased by 24% especially due to weak development in Baltic and Sweden, the currency rates and also the divestment of Contempus. The organic change in sales was approx. -18%, and -14% when assessed using fixed currency rates (NOK, SEK). The summer vacations have decreased the net sales in the third quarter, as usual.

In the Nordic countries the Q3 was rather similar as Q1 and Q2. The customers continue to have interest in Affecto's solutions, but decision making has slowed down and price pressure has grown. After summer vacations, the business activity returned to the normal level more slowly than usually.

The economic situation has weakened significantly in the Baltic countries, which has negatively affected Affecto's business. The preliminary GDP information and forecasts for the Baltic countries suggest 15-20% decrease in GDP in 2009. The significant weakening of the Baltic economies combined with public sector's sizeable cost saving programs has clearly decreased the demand for IT services.

Net sales by reportable segments

Net sales, MEUR	7-9/09	7-9/08	1-9/09	1-9/08	2008
Finland	9.4	10.0	32.6	33.4	46.4
Norway	4.1	6.7	14.4	23.5	29.6
Sweden	3.4	4.6	11.7	17.2	22.6
Denmark	2.6	2.3	8.8	7.9	10.6
Baltic	2.1	6.1	9.0	18.4	24.3
Eliminations	-0.1	-0.3	-1.2	-1.3	-1.9
Group total	21.6	29.3	75.3	99.1	131.6

Net sales of BI business in 1-9/2009 were 48.8 MEUR (57.2 MEUR), Operational Solutions 20.4 MEUR (34.9 MEUR) and Geographic Information Services 7.5 MEUR (8.8 MEUR). The BI business has experienced organic growth (measured in local currency) in Denmark and to some extent also in Norway, contracted somewhat in Finland, and contracted substantially in Sweden.

Operational solutions business continued to grow in Finland especially regarding ECM solutions, but decreased significantly in Baltic. The Contempus divestment in September 2008 has also contributed to decrease in net sales. After the divestment Affecto has Operational solutions business only in Finland and Baltic.

## PROFIT

Affecto's EBIT in 1-9/2009 was -5.2 MEUR (9.8 MEUR). Operational segment result was in Finland 3.6 MEUR (4.8 MEUR), in Norway 1.6 MEUR (2.6 MEUR), in Sweden 0.8 MEUR (2.1 MEUR), in Denmark 0.5 MEUR (0.8 MEUR) and in Baltic -2.9 MEUR (3.4 MEUR). The result in Baltic includes 1.4 MEUR expenses related to restructuring.

## Operational segment result by reportable segments

Operational segment result, MEUR	7-9/09	7-9/08	1-9/09	1-9/08	2008
Finland	0.6	1.4	3.6	4.8	6.9
Norway	0.5	1.1	1.6	2.6	2.9
Sweden	0.1	0.4	0.8	2.1	2.9
Denmark	0.0	0.2	0.5	0.8	1.2
Baltic	-0.3	0.6	-2.9	3.4	3.2
Other	-0.2	-0.5	-1.0	-1.8	-2.5
Operational segment result	0.8	3.0	2.6	11.9	14.5
IFRS3 Amortization	-0.5	-0.7	-1.6	-2.1	-2.7
Impairment of Goodwill	-	-	-6.2	-	-
Operating profit	0.2	2.4	-5.2	9.8	11.8

The restructuring costs 1.4 MEUR in Baltic are included in the operational segment result of the Baltic segment (-1.7 MEUR in Q1, +0.3 MEUR in Q2). The goodwill impairment of 6.2 MEUR is reported separately.

According to IFRS3 requirements, 1-9/2009 EBIT includes 1.6 MEUR (2.1 MEUR) of amortization of intangible assets related to acquisitions. A significant part of the amortization is related to Sweden, Norway and Denmark segments. In year 2009 the IFRS3 amortization is estimated to total 2.1 MEUR and in 2010 approx. 1.9 MEUR based on currency exchange rates at the end of reporting period.

The summer vacation period weakened profitability in all areas. The Baltic segment remained slightly loss-making.

R&D costs totaled 0.3 MEUR (1.4 MEUR), i.e. 0.3% of net sales (1.4%). The costs have been recognized as an expense in income statement.

The fluctuation in financial costs between quarters is explained to a large extent by changes in the fair value of the interest swap taken, which changes have no effect on actual cash flow. The interest rate changes have caused -0.3 MEUR cost impact in Q1, +0.2 MEUR profit in Q2 and +0.1 MEUR profit in Q3, totaling net -0.0 MEUR in 1-9/2009. In addition, due to intra-group loans the first quarter result includes a foreign exchange loss of 0.9 MEUR, as the Norwegian krone (NOK) strengthened from the year-end's bottom level.

Taxes for the period have been booked as taxes. Net profit for the period was -7.4 MEUR, while it was 6.7 MEUR last year.

Order backlog totaled 35.2 MEUR at the end of period. The order backlog decreased compared both to the previous quarter (38.1 MEUR) and to the same quarter in previous year (40.9 MEUR). Affecto has a well diversified customer base. The ten largest customers generated approx. 20% of group revenue in 2008 and the largest customer corresponded to 4% of net sales.

## FINANCE AND INVESTMENTS

At the end of the reporting period, Affecto's balance sheet totaled 129.1 MEUR (12/2008: 146.6 MEUR). Equity ratio was 43.5% (12/2008: 43.0%) and net gearing was 46.4% (12/2008: 34.7%). Translation differences have increased the consolidated equity by 4.5 MEUR during 1-9/2009 mainly due to the strengthening of the Norwegian krone (NOK).

The financial loans were 42.4 MEUR (12/2008: 43.9 MEUR) as at 30 September 2009. The company's cash and liquid assets were 18.0 MEUR (12/2008: 23.6 MEUR). The interest-bearing net debt was 24.4 MEUR (12/2008: 20.4 MEUR).

Cash flow from operating activities for the reported period was -1.0 MEUR (7.9 MEUR) and cash flow from investments was -0.7 MEUR (4.4 MEUR). Investments in non-current assets excluding acquisitions were 0.8 MEUR (1.6 MEUR) during the period.

Based on decision by the Annual General Meeting held on 3 April 2009, Affecto has distributed dividends of 3.0 MEUR (previous year 3.4 MEUR) from the profit of the year 2008. Dividend was paid on 21 April 2009.

#### EMPLOYEES

The number of employees was 928 persons at the end of the reporting period (1124). Approx. 370 employees were based in Finland, 120 in Sweden, 110 in Norway, 60 in Denmark, and 270 in the Baltic countries. The average number of employees during the period was 993 (1 155).

Jukka Nortio was appointed in June as Affecto's Senior Vice President, Marketing & Communications. Åge Lønning, COO for Business Intelligence business, was appointed in September as the acting managing director of Affecto's Swedish subsidiary.

#### BUSINESS REVIEW BY AREAS

The business in Nordic countries has mainly developed rather steadily, although the general economic outlook has remained weak. The Baltic area is clearly the most weakened area.

The group's business is managed through five country units. Finland, Norway, Sweden, Denmark and Baltic are also the reportable IFRS segments.

#### Finland

In 7-9/2009 net sales in Finland were 9.4 MEUR (10.0 MEUR). Operational segment result was 0.6 MEUR (1.4 MEUR). After summer vacations, the business activity returned to the normal level more slowly than usually. Net sales of Operational solutions remained at last year's level, but sales of BI and GIS services decreased.

The customers' activity is estimated to have grown during the autumn. However, the decision making is still rather slow. The public sector seems to be active especially regarding ECM solutions. Affecto will build an IT system for the Academy of Finland by 2011 and the total value of the project is approx. 1.7 MEUR.

The growth of IT services market in Finland is forecast to be 0% in 2009 (Marketvisio's estimate, September 2009). However, Affecto's focus segments are expected to experience a higher growth in software sales (BI 4%, ECM 6%).

#### Norway

The net sales in 7-9/2009 were 4.1 MEUR (6.7 MEUR) and operational segment result was 0.5 MEUR (1.1 MEUR). The decrease in net sales in euro was significantly impacted by the divestment of Contempus and the devaluation of the Norwegian krone (NOK). The BI business in Norway decreased by 3% if measured in local currency.

The business has mainly developed steadily. The general economy has had some impact on sales and profit: e.g. the sales of third party licenses have been below targets.

## Sweden

In 7-9/2009 the net sales in Sweden were 3.4 MEUR (4.6 MEUR) and operational segment result 0.1 MEUR (0.4 MEUR). The strong devaluation of the Swedish krona (SEK) has had a major impact on euro-denominated figures.

The local management in Sweden was changed in September and Åge Lønning was appointed as the acting managing director of Affecto Sweden. There have been no major changes in business environment during the period. One large customer relationship is ending. Investment decision making is slower and IT budgets are smaller. The growing price pressure increases uncertainty regarding customer relationships.

## Denmark

The net sales in 7-9/2009 were 2.6 MEUR (2.3 MEUR) and operational segment result was 0.0 MEUR (0.2 MEUR).

Net sales grew compared to last year, but the profit weakened. The business has developed along the weakening general economy: the customers' decision making is slowing down and price pressure is growing.

## Baltic (Lithuania, Latvia, Estonia, Poland)

The Baltic business mostly consists of projects related to large customer-specific systems. Projects may be larger and tender processes longer than in Finland or the other Nordic countries. The business is mostly classified as Operational solutions, but also includes BI solutions. Public sector entities in the Baltic countries and insurance companies also outside Baltic area are significant customer segments.

In 7-9/2009 the Baltic net sales were 2.1 MEUR (6.1 MEUR). Operational segment result was -0.3 MEUR (0.6 MEUR). The summer vacations and increased price competition pushed the business to loss in Q3. We estimate that the price competition has increased in the Baltic countries.

The Baltic economies have suffered a lot from the economic crisis. The IT investments from the public sector are expected to decrease due to government cost saving programs.

Affecto published in April a goal to reduce the personnel in Baltic countries by some 130 employees. The business in Latvia and Poland was to be cut significantly, and to some extent also in Lithuania. For the costs of the actions a reserve of 1.7 MEUR was recognized in the first quarter result. The planned actions have mostly been carried out during the second quarter. As one part of the actions, a part of Latvian business planned to be terminated was divested to Tieto in June. It is currently estimated that the total restructuring costs will be approx. 1.4 MEUR and the unused amount of reserve has been reversed during Q2.

We estimate that the already taken actions enable profitable business in Baltic, assuming that the national economies continue at the current or improved level. However, the development of the local business environment is very uncertain.

## Review by business lines

Business intelligence (BI) net sales decreased by 15% to 13.7 MEUR (16.2 MEUR) in 7-9/2009. The weakened general economy has had limited impact on the BI business so far, and the effects been largest in Sweden. However, the sales of third party software licenses have been lower than earlier. Slower investment decisions and smaller IT budgets have led to growing price pressure from customers.

Customers see BI solutions as tools for improving their own efficiency and controllability, which may maintain the interest to invest in BI solutions also during periods of weaker economic growth. However, the weakness in general economy may also affect the BI investments. Gartner has estimated the BI solutions continue to be one of the key IT investment areas and annual global BI license market average growth to exceed 7% until year 2012, but the growth in 2009 is estimated to be only 2% (August 2009).

Net sales of Operational Solutions in 7-9/2009 decreased by 45% to 6.1 MEUR (11.2 MEUR). The net sales in Baltic decreased significantly, as sales decreased both for the local market services and for insurance sector export projects. The Norwegian Contempus subsidiary was divested in September 2008, which has contributed to the decrease. In Finland, the business was at last year's level and especially the demand for ECM solutions was good.

Net sales of the Geographic Information Services business were 2.5 MEUR (2.6 MEUR) in 7-9/2009. The development of the digital geographic content and outsourcing services businesses was better than the development of map and other publishing businesses. Profitability remained good.

#### ANNUAL GENERAL MEETING AND GOVERNANCE

The Annual General Meeting of Affecto Plc, which was held on 3 April 2009, adopted the financial statements for 1.1.-31.12.2008 and discharged the members of the Board of Directors and the CEO from liability. Approximately 27 percent of Affecto's shares and votes were represented in the Meeting. The Annual General Meeting decided that a dividend of EUR 0.14 per share be distributed for the year 2008.

Aaro Cantell, Pyry Lautsuo, Heikki Lehmusto, Esko Rytönen and Haakon Skaarer were re-elected as members of the Board of Directors. Immediately after the Annual General Meeting the organization meeting of the Board of Directors was held and Aaro Cantell was re-elected Chairman of the Board. The APA firm KPMG Oy Ab was elected auditor of the company with Reino Tikkanen, APA, as auditor in charge.

According to the Articles of Association, the General Meeting of Shareholders annually elects the Board of Directors by a majority decision. The term of office of the board members expires at the end of the next Annual General Meeting of Shareholders following their election. The Board appoints the CEO. The Articles of Association do not contain any special rules for changing the Articles of Association or for issuing new shares.

#### THE AUTHORIZATIONS GIVEN TO THE BOARD OF DIRECTORS

The Board did not use the authorizations given by the previous Annual General Meeting. Those authorizations ended on 3 April 2009.

The complete contents of the new authorizations given by the Annual General Meeting held on 3 April 2009 have been published in the stock exchange release regarding the Meetings' decisions.

The Annual General Meeting decided to authorize the Board of Directors to decide to issue new shares and to convey the company's own shares held by the company in one or more tranches. The share issue may be carried out as a share issue against payment or without consideration on terms to be determined by the Board of Directors and in relation to a share issue against payment at a price to be determined by the Board of Directors. A maximum of 4 200 000 new shares may be issued. A maximum of 2 100 000 own shares held by the company may be conveyed. In addition, the authorization includes the right to decide on a share issue without consideration to the company itself so that the amount of own shares held by the company after the share issue is a maximum of one-tenth (1/10) of all shares in the company. The authorization shall be in force until the next Annual General Meeting.

The Annual General Meeting decided to authorize the Board of Directors to decide to acquire the company's own shares with distributable funds. A maximum of 2 100 000 shares may be acquired. The authorization shall be in force until the next Annual General Meeting.

#### SHARES AND TRADING

The company has only one share series, and all shares have similar rights. As at 30 September 2009, Affecto Plc's share capital consisted of 21 516 468 shares. The company owns 36 738 treasury shares, which corresponds to 0.2% of all shares.

In 1-9/2009, the highest share price was 2.67 euro, lowest price 1.82 euro, average price 2.14 euro and closing price 2.23 euro. Trading volume was 6.4 million shares, corresponding to 40% (annualized) of the number of shares at the end of period. The market value of shares was 47.9 MEUR at the end of the period.

#### OPTIONS

During the review period, 306 132 options 2006C, 291 428 options 2008A and 340 000 options 2008B have been given to key personnel.

#### SHAREHOLDERS

The company had a total of 2256 owners on 30 September 2009 and the foreign ownership was 27%. The list of the largest owners can be viewed in the company's web site. Information about ownership structure and option programs is included as a separate section in the financial statements. The ownership of board members, CEO and their controlled corporations totaled approx. 6.3% (5.7% shares and 0.6% options).

#### ASSESSMENT OF RISKS AND UNCERTAINTIES

Affecto operates in markets that are directly affected by changes in the general economic conditions and the operating environments of its customers. The competition in the market tightens continuously. This could have a negative effect on the business, operating results and financial condition of Affecto.

The general economic downturn may lead to a decrease in overall customer demand for services, increase price pressure from customers and lengthen offer processes at customers. Also the competitors' eagerness to complain about public procurement decisions may increase, which may cause delays in projects or interrupt the project delivery work. The continuing downturn may lead into decrease in utilization rate of consultants.

The economic downturn may weaken customers' liquidity, also in the public sector. The risks related to receivables have grown especially in the Baltic countries.

Affecto's balance sheet includes a material amount of goodwill. Goodwill has been allocated to cash generating units. Cash generating units, to which goodwill has been allocated, are tested for impairment both annually and whenever there is an indication that the unit may be impaired. Potential impairment losses may have material effect on reported profit and value of assets.

Affecto's success depends also on good customer relationships. Affecto has a well diversified customer base. Although none of the customers is critically large for the whole group, there are large customers in various countries who are significant for local business in the country.

Affecto's order backlog has traditionally been only for a few months, which decreases the reliability of longer-term forecasts. Slower investment decision

making, postponing or cancellation of customers' IT investments may have negative impact on Affecto's profitability.

Approx a half of Affecto's business is in Sweden, Norway and Denmark, thus the development of the currencies of these countries (SEK, NOK and DKK) may have impact on Affecto's profitability.

Affecto's continued success is very much dependent on its management team and personnel. The loss of the services of any member of its senior management or other key employee could have a negative impact on Affecto's business and the ability of the company to implement its strategy. In addition, Affecto's success depends on its ability to hire, develop, train, motivate and retain skilled professionals on its staff.

Acquisition of Component Software in 2007 has increased the amount of (third party) licenses sold and their relative share of Affecto's net sales. This will increase the fluctuation in sales between quarters and will increase the difficulty of accurately forecasting the quarters. Affecto had license sales of approx. 12 MEUR in 2008. The license sales have most impact on the last month of each quarter and especially in the fourth quarter.

The damage risks of Affecto are normally related to personnel, property, processes and data processing. The realization of these risks might lead to injuries of personnel, property damages or interruption of business. In the operations the target of Affecto is to prevent these risks to realize by quality operations and anticipatory risk management actions. The realization of such risks is mainly prevented by guidelines for occupational health, work safety and information security as well as emergency plan. The damage risks, which cannot be prevented by own actions, are covered with adequate insurances.

Currently, corporate tax rates in Latvia and Lithuania are below those of several other member states of the European Union, and therefore Latvia and Lithuania provide a favorable environment for commercial enterprises. Furthermore, the income tax regulation of Latvia and Lithuania allow for local businesses to structure their operations in a cost-efficient way. For example, certain software development activities are treated as so-called creative activities, which is cost beneficial for the enterprises. When joining the European Union on 1 May 2004, Latvia and Lithuania committed to the ongoing harmonization of the laws and regulations of the member states. At present, the European Union leaves regulation relating to taxation to the discretion of its member states. However, there can be no assurances that the European Union will not impose requirements on its member states to harmonize their taxation system which, in the case of Latvia and Lithuania, could result in an increase in corporate tax rates and restrictions on the opportunities of local business to structure their operations to the extent currently possible. Furthermore, there can be no assurances that Latvia and Lithuania will not independently decide to implement tax reforms or that the interpretation of current tax laws by courts or fiscal authorities will not be changed retroactively with similar effects. Harmonization imposed by the European Union or domestic tax reforms or changes in the interpretation of current tax laws by courts or fiscal authorities in Latvia and Lithuania could have a material adverse effect on the business, operating results and financial condition of Affecto.

In seeking future growth, the strategy of Affecto is partially based on expansion through acquisitions of other operators in the IT services market. The inability to find new target companies or the lower than expected profitability of acquisitions made, could have a material adverse effect on the business, operating results and financial condition of Affecto.

The board of directors and the audit committee is responsible for Affecto's internal control and risk management. Company's management is responsible for and performs practically the internal control and risk management.



## EVENTS AFTER THE REVIEW PERIOD

UB Rahastoyhtiö Oy flagged on 13 October that its ownership in Affecto had exceeded 5%. Case Asset Management AB flagged on 13 October that its ownership in Affecto had decreased below 5%.

Ray Byman was appointed as the country manager for Finland at the end of October.

## FUTURE OUTLOOK

The weakened economic environment makes reliable forecasting more difficult. The net sales in year 2009 will remain below the level in 2008. The profitability (EBIT margin) of the whole year 2009 will be clearly below the profitability in 2008.

The company does not provide exact guidance for net sales or EBIT development, as single projects and timing of license sales may have large impact on quarterly sales and profit.

Affecto Plc  
Board of Directors

It is possible to order Affecto's stock exchange releases to be delivered automatically by e-mail. Please visit the Investors section of the company website: [www.affecto.com](http://www.affecto.com)

A briefing for analysts and media will be arranged at 11:00 at Restaurant Savoy, Eteläesplanadi 14, Helsinki.

[www.affecto.com](http://www.affecto.com)

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Financial information:

1. Consolidated income statement, consolidated comprehensive income statement, balance sheet, cash flow statement and statement of changes in shareholders' equity
2. Notes
3. Key figures

1. Consolidated income statement, consolidated comprehensive income statement, balance sheet, cash flow statement and statement of changes in shareholders' equity

CONSOLIDATED INCOME STATEMENT

(1 000 EUR)	7-9/09	7-9/08	1-9/09	1-9/08	2008
Net sales	21 570	29 288	75 270	99 073	131 565
Other operating income	0	1	16	844	902
Changes in inventories of finished goods and work in progress	-135	-127	-225	-59	-287
Materials and services	-4 107	-5 655	-13 496	-18 248	-25 317
Personnel expenses	-12 715	-15 490	-45 298	-52 904	-69 818
Other operating expenses	-3 496	-4 559	-12 551	-15 516	-20 962
Other depreciation and amortisation	-360	-417	-1 129	-1 271	-1 620
IFRS3 amortisation	-533	-676	-1 577	-2 116	-2 653
Impairment	-2	-	-6 210	-	-
Operating profit	221	2 363	-5 200	9 803	11 808
Finance costs (net)	-452	-776	-2 457	-1 602	-1 341
Result before income tax	-231	1 587	-7 657	8 201	10 467
Income tax	-20	229	237	-1 491	-1 963
Result for the period	-251	1 816	-7 419	6 710	8 503
Result attributable to:					
Equity holders of the Company	-251	1 816	-7 419	6 710	8 503
Minority interest	-	-	-	-	-
Earnings per share (EUR per share):					
Basic	-0.01	0.08	-0.35	0.31	0.40
Diluted	-0.01	0.08	-0.35	0.31	0.40

CONSOLIDATED COMPREHENSIVE INCOME STATEMENT

(1 000 EUR)	7-9/09	7-9/08	1-9/09	1-9/08	2008
Result for the period	-251	1 816	-7 419	6 710	8 503
Other comprehensive income:					
Translation difference	2 158	-2 827	4 463	-3 245	-9 472
Total Comprehensive income for the period	1 907	-1 011	-2 956	3 465	-969
Total Comprehensive income attributable to:					
Equity holders of the Company	1 907	-1 011	-2 956	3 465	-969
Minority interest	-	-	-	-	-

CONSOLIDATED BALANCE SHEET

(1 000 EUR)

	9/2009	9/2008	12/2008
<b>Non-current assets</b>			
Property, plant and equipment	2 362	2 059	2 715
Goodwill	69 058	75 978	72 614
Other intangible assets	10 026	12 802	11 093
Deferred tax assets	2 287	2 377	2 031
Available-for-sale financial assets	54	54	54
Derivative financial instruments	16	76	20
Trade and other receivables	178	150	220
	83 982	93 496	88 747
<b>Current assets</b>			
Inventories	870	1 672	1 148
Trade and other receivables	24 686	30 231	32 166
Current income tax receivables	1 212	1 360	206
Available-for-sale financial assets	-	102	295
Restricted cash and cash equivalents	376	419	518
Cash and cash equivalents	17 999	19 985	23 554
	45 144	53 768	57 886
<b>Total assets</b>	129 125	147 263	146 633
<b>Equity attributable to equity holders of the Company</b>			
Share capital	5 105	5 105	5 105
Share premium	25 404	25 404	25 404
Reserve of invested non-restricted equity	21 188	21 188	21 188
Other reserves	213	204	176
Treasury shares	-106	-106	-106
Translation differences	-5 780	-4 016	-10 243
Retained earnings	6 674	15 308	17 101
	52 699	63 087	58 625
Minority interest	-	-	-
<b>Total shareholders' equity</b>	52 699	63 087	58 625
<b>Non-current liabilities</b>			
Borrowings	38 439	42 420	40 424
Derivative financial instruments	811	-	715
Deferred tax liabilities	3 057	3 799	3 388
Trade and other payables	681	788	803
	42 987	47 007	45 330
<b>Current liabilities</b>			
Borrowings	4 000	3 000	3 500
Trade and other payables	28 118	29 966	37 556
Current income tax liabilities	890	4 204	1 442
Derivative financial instruments	99	-	179
Provisions	332	-	-
	33 439	37 170	42 677
<b>Total liabilities</b>	76 427	84 177	88 007
<b>Total shareholders' equity and liabilities</b>	129 125	147 263	146 633

CONSOLIDATED CASH FLOW STATEMENT

(1 000 EUR)	1-9/2009	1-9/2008	2008
<b>Cash flows from operating activities</b>			
Result for the period	-7 419	6 710	8 503
Adjustments to profit for the period	11 315	6 027	7 077
	3 896	12 737	15 581
Change in working capital	-1 477	-2 010	4 198
Interest and other finance cost paid	-1 581	-2 087	-2 812
Interest and other finance income received	146	380	651
Income taxes paid	-2 021	-1 144	-2 968
Net cash generated from operating activities	-1 037	7 876	14 651
<b>Cash flows from investing activities</b>			
Acquisition of subsidiaries, net of cash	-	-3 925	-3 925
Purchases of tangible and intangible assets	-810	-1 595	-2 741
Proceeds from sale of tangible and intangible assets	80	1 632	1 665
Sale of business/subsidiaries, net of cash	-	8 312	8 346
Net cash used in investing activities	-731	4 425	3 345
<b>Cash flow from financing activities</b>			
Repayments of borrowings	-1 500	-1 500	-3 000
Dividends paid to the company's shareholders	-3 007	-3 437	-3 437
Net cash generated in financing activities	-4 507	-4 937	-6 437
(Decrease)/increase in cash and cash equivalents	-6 275	7 364	11 559
Cash and cash equivalents at the beginning of the period	23 554	12 974	12 974
Foreign exchange effect on cash	720	-352	-979
Cash and cash equivalents at the end of the period	17 999	19 985	23 554

CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

(1 000 EUR)	Share capital	Share premium	Reserve of invested non-restricted equity	Other reserves	Trea-sury shares	Trans-lat. diff.	Ret. earn-ings	Total equity *
Shareholders' equity 1								
January 2009	5 105	25 404	21 188	176	-106	-10 243	17 101	58 625
Total comprehensive income						4 463	-7 419	-2 956
Share options				37				37
Dividends paid							-3 007	-3 007
Shareholders' equity 30								
September 2009	5 105	25 404	21 188	213	-106	-5 780	6 674	52 699

(1 000 EUR)	Share capital	Share premium	Reserve of invested non-restricted equity	Other reserves	Trea-sury shares	Trans-lat. diff.	Ret. earn-ings	Total equity *
Shareholders' equity 1								
January 2008	5 105	25 404	21 188	108	-106	-771	12 035	62 964
Total comprehensive income						-3 245	6 710	3 465
Share options				96				96
Dividends paid							-3 437	-3 437
Shareholders' equity 30								
September 2008	5 105	25 404	21 188	204	-106	-4 016	15 308	63 087

\* Affecto has not had a minority share in 2008 or 2009.

## 2. Notes

### 2.1. Basis of preparation

This report has been prepared in accordance with the IFRS recognition and measurement principles. This report does not comply with all of the requirements of IAS 34 Interim Financial Reporting. The report should be read in conjunction with the annual financial statements for the year 2008.

The group has adopted the following new and revised standards starting from 1 January 2009: IFRS 8 Operating Segments and IAS 1 Presentation of Financial Statements. In other respect, the same accounting policies have been applied as in the 2008 annual consolidated financial statements. Forthcoming standards and interpretations are presented in the accounting policies in Annual Report 2008.

### 2.2. Segment information

Affecto has changed its internal reporting. Since the beginning of 2009 Affecto's reporting segments are based on geographical locations and are Finland, Norway, Sweden, Denmark and Baltic. Corresponding information for prior periods disclosed in this report has been restated.

#### Segment sales and result

(1 000 EUR)	7-9/09	7-9/08	1-9/09	1-9/08	2008
<b>Total sales</b>					
Finland	9 401	10 000	32 568	33 432	46 432
Norway	4 118	6 699	14 449	23 516	29 597
Sweden	3 398	4 598	11 679	17 201	22 573
Denmark	2 575	2 267	8 778	7 877	10 564
Baltic	2 149	6 072	9 023	18 375	24 289
Eliminations	-71	-346	-1 227	-1 328	-1 890
<b>Group total</b>	<b>21 570</b>	<b>29 288</b>	<b>75 270</b>	<b>99 073</b>	<b>131 565</b>
<b>Operational segment result</b>					
Finland	575	1 422	3 580	4 841	6 886
Norway	520	1 070	1 581	2 572	2 877
Sweden	77	375	774	2 133	2 890
Denmark	26	157	544	764	1 157
Baltic	-266	562	-2 889	3 374	3 151
Other	-178	-545	-1 006	-1 765	-2 500
<b>Total operational segment result</b>	<b>754</b>	<b>3 040</b>	<b>2 584</b>	<b>11 918</b>	<b>14 461</b>
IFRS amortisation	-533	-676	-1 577	-2 116	-2 653
Impairment of Goodwill	-	-	-6 207	-	-
<b>Operating profit</b>	<b>221</b>	<b>2 363</b>	<b>-5 200</b>	<b>9 803</b>	<b>11 808</b>

The impairment of Goodwill is allocated to assets of Baltic segment.  
The operational segment result in Baltic includes 1.4 MEUR restructuring costs.

Segment assets (1 000 EUR)	9/2009	12/2008
Finland	37 061	39 806
Norway	20 529	24 027
Sweden	25 563	23 634
Denmark	14 976	14 785
Baltic	9 624	18 091
<b>Total segment assets</b>	<b>107 753</b>	<b>120 343</b>
<b>Unallocated assets</b>	<b>21 372</b>	<b>26 291</b>
<b>Total assets</b>	<b>129 125</b>	<b>146 633</b>

Sales by business lines (1 000 EUR)	7-9/09	7-9/08	1-9/09	1-9/08	2008
BI	13 700	16 179	48 783	57 169	77 584
Operational Solutions Geographic Information Services	6 094	11 156	20 371	34 923	44 613
Eliminations	2 534	2 614	7 474	8 791	11 774
	-758	-662	-1 358	-1 810	-2 406
<b>Group total</b>	<b>21 570</b>	<b>29 288</b>	<b>75 270</b>	<b>99 073</b>	<b>131 565</b>

### 2.3. Contingencies and commitments

The future aggregate minimum lease payments under non-cancelable operating leases:

1 000 EUR	30.9.2009	31.12.2008
Not later than one (1) year	2 952	2 832
Later than one (1) year, but not later than five (5) years	2 639	3 552
Later than five (5) years	-	-
<b>Total</b>	<b>5 591</b>	<b>6 384</b>

#### Guarantees:

1 000 EUR	30.9.2009	31.12.2008
Debt secured by a mortgage		
Financial loans	42 500	44 000

The above-mentioned debts are secured by bearer bonds with capital value of 52.5 million euro. The bonds are held by Nordea Pankki Suomi Oyj and secured by a mortgage on company assets of the group companies. In addition, the shares in Affecto Finland Oy and Affecto Norway AS have been pledged to secure the financial loans above.

Other securities given on own behalf:	30.9.2009	31.12.2008
Pledges	173	432
Other guarantees	203	56

Pledges consist of current receivables amounting to 98 TEUR and non-current receivables 75 TEUR.

## 2.4. Derivative contracts

1 000 EUR	30.9.2009	31.12.2008
Interest rate swaps:		
Nominal value	32 500	34 000
Fair value	-910	-894
Interest rate cap:		
Nominal value	8 000	8 000
Fair value	16	20



### 3. Key figures

	7-9/09	7-9/08	1-9/09	1-9/08	2008
Net sales, 1 000 eur	21 570	29 288	75 270	99 073	131 565
EBITDA, 1 000 eur	1 116	3 457	3 716	13 189	16 081
Operational segment result, 1 000 eur	754	3 040	2 584	11 918	14 461
Operating result, 1 000 eur	221	2 363	-5 200	9 803	11 808
Result before taxes, 1 000 eur	-231	1 587	-7 657	8 201	10 467
Net income for equity holders of the parent company, 1 000 eur	-251	1 816	-7 419	6 710	8 503
EBITDA, %	5.2 %	11.8 %	4.9 %	13.3 %	12.2 %
Operational segment result, %	3.5 %	10.4 %	3.4 %	12.0 %	11.0 %
Operating result, %	1.0 %	8.1 %	-6.9 %	9.9 %	9.0 %
Result before taxes, %	-1.1 %	5.4 %	-10.2 %	8.3 %	8.0 %
Net income for equity holders of the parent company, %	-1.2 %	6.2 %	-9.9 %	6.8 %	6.5 %
Equity ratio, %	43.5 %	45.1 %	43.5 %	45.1 %	43.0 %
Net gearing, %	46.4 %	40.3 %	46.4 %	40.3 %	34.7 %
Interest-bearing net debt, 1 000 eur	24 440	25 435	24 440	25 435	20 371
Gross investment in non-current assets (excl. acquisitions), 1 000 eur	188	327	810	1 595	2 741
Gross investments, % of sales	0.9 %	1.1%	1.1 %	1.6 %	2.1 %
Research and development costs, 1 000 eur	118	384	252	1 366	1 468
R&D -costs, % of sales	0.5 %	1.3%	0.3 %	1.4 %	1.1 %
Order backlog, 1 000 eur	35 228	40 919	35 228	40 919	44 467
Average number of employees	933	1 174	993	1 155	1 136
Earnings per share, eur	-0.01	0.08	-0.35	0.31	0.40
Earnings per share (diluted), eur	-0.01	0.08	-0.35	0.31	0.40
Equity per share, eur	2.45	2.94	2.45	2.94	2.73
Average number of shares, 1 000 shares	21 480	21 480	21 480	21 480	21 480
Number of shares at the end of period, 1 000 shares	21 480	21 480	21 480	21 480	21 480

Calculation of key figures

EBITDA	= Earnings before interest, taxes, depreciation, amortization and impairment	
Operational segment result	= Operating profit before amortisations on fair value adjustments due to business combinations (IFRS3) and Goodwill impairments	
Equity ratio, %	$= \frac{\text{Shareholders' equity + minority interest}}{\text{Total assets - advances received}} \times 100$	
Gearing, %	$= \frac{\text{Interest-bearing liabilities - cash, bank receivables and securities held as financial asset}}{\text{Shareholders' equity + minority interest}} \times 100$	
Interest-bearing net debt	= Interest-bearing liabilities - cash and bank receivables	
Earnings per share (EPS)	$= \frac{\text{Result for the period to equity holders of the Company}}{\text{Adjusted average number of shares during the period}}$	
Equity per share	$= \frac{\text{Shareholders' equity}}{\text{Adjusted number of shares at the end of the period}}$	
Market capitalization	= Number of shares at the end of period (excluding treasury shares) x share price at closing date	

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