eniro
Discover local. Search local.

Q3 | 14

INTERIM REPORT JANUARY–SEPTEMBER

The forecast for adjusted EBITDA 2014 is unchanged. In compliance with the conditions in the loan agreement. Impairment losses have been recognized as regards intangible assets, mainly in Local search in Norway and Voice. Improved transparency through restatement of financial statements.

Third quarter: July–September 2014

- Total operating revenue amounted to SEK 744 M (857), a decrease of 13%. Revenue decreased organically by 14% (-8%).
- Total multiscreen revenue (Desktop search, Mobile search and Campaign products) decreased organically by 10% (-3%). Revenue was negatively impacted by lower sales in Sweden and Norway.
- Revenue for Mobile search grew organically by 39% (82%). During Q3, 30% of total searches were performed via mobile channel.
- EBITDA amounted to SEK 125 M (225) and was negatively affected primarily by lower sales in Sweden and Norway. The EBITDA margin was 16.8% (26.2%). Adjusted EBITDA amounted to SEK 208 M (242). The adjusted EBITDA margin was 28.0% (28.2%).
- Impairment testing of the company's intangible assets resulted in non-cash impairment losses totaling SEK 1,799 M. SEK 1,237 M of this was attributable to Local search, primarily concerning the acquisition of the Norwegian Findexa in 2005, and SEK 562 M are related to Voice.
- Net income for the period amounted to SEK -1,820 M (90), owing mainly to recognition of impairment losses for intangible assets. Earnings per common share for the period was SEK -18.29 (0.76).
- Operating cash flow totaled SEK -104 M (-69).

Nine-month period: January–September 2014

- Total operating revenue amounted to SEK 2,280 M (2,636), a decrease of 14%.
- Total multiscreen revenues decreased organically by 7% (2%).
- EBITDA amounted to SEK 497 M (629) and was negatively affected by weak sales in Sweden and Norway, while capital gains during the first and second quarters had a positive impact. The EBITDA margin was 21.8% (23.9%). Adjusted EBITDA amounted to SEK 515 M (672). The adjusted EBITDA margin was 22.6% (25.5%).
- The income for the period amounted to SEK -1,714 M (259), owing mainly to recognition of impairment losses for intangible assets. Earnings per common share for the period were SEK -17.49 (2.17).
- Operating cash flow totaled SEK 17 M (122).

Events during the third quarter

- On September 5, 2014, Eniro issued a revised full-year forecast for adjusted EBITDA of SEK 700 M for 2014. This forecast remains unchanged.
- Johan Lindgren stepped down as President and CEO of Eniro on August 18, and the Board of Directors appointed Stefan Kercza as Acting President and CEO. Stefan Kercza is since previously CEO of Eniro Denmark and Acting Head of eniro.se.
- An investigation commissioned by the Board aimed at validating the Group's accounts identified accounting errors during the fourth quarter of 2013 and first half of 2014. Primarily, it was found that revenues had been allocated incorrectly to time periods, resulting in revenues being recognized too early. Eniro has retrospectively restated the financial statements, which constitute comparative information in this interim report. The effects of the retrospective restatements for the fourth quarter of 2013 and the first and second quarters of 2014 are published in this interim report.
- Eniro filed a police complaint against former CEO Johan Lindgren regarding the accounting inaccuracies.
- Eniro's Group CFO, Mattias Lundqvist, left Eniro, and Roland M. Andersen was appointed as the company's new Group CFO, effective July 29.

This is a translation of the Swedish original. In the event of any discrepancy between the Swedish and English versions, the Swedish version shall govern.

Eniro AB
Gustav III:s Boulevard 40
Solna
SE-169 87 Stockholm

Telephone:
+46 8 553 310 00
E-mail:
info@eniro.com

Website:
www.envirogroup.com
Corporate identity number:
556588-0936

Improved profitability through stronger market focus

"The changed behaviors among consumers and advertisers alike, coupled with technological innovations, are driving opportunities for greater sales for Eniro."

Profitability in line with forecast

The lower revenue of SEK 744 M and an adjusted EBITDA of SEK 208 M in the third quarter were in line with the forecast issued by Eniro in September this year. The company remains focused on its efficiency efforts and has continued to cut costs. The revenue growth in Mobile search continued, but does not yet compensate for the slide in revenue from other products. Net income was negatively impacted by the recognition of impairment losses on intangible assets of nearly SEK 1.8 billion, which was driven by the revised forecast.

In general the quarter was characterized by significant changes primarily in the sales organization of eniro.se, including clearer governance and responsibility, for example. It is gratifying to already be able to see that the measures are beginning to take effect, even though this is not reflected in revenue for the quarter.

Growing market for digital marketing

Eniro has a strong position in the growing market for digital marketing, where mobile advertising represent the largest growth area. There is a need to increase knowledge about how digital marketing can contribute to growth for small and midsize companies. Surveys conducted by TNS Sifo in Sweden in 2014 show that there is a major difference between what consumers hope to find in digital media from small and midsize companies, and what such companies' search results offer. For example, the "Mobile Economy 2014" survey shows that nine out of ten people in Sweden want more detailed information in their product searches. What they want most is price information, images, consumer reviews and information on where they can buy products in stores.

The fact that consumers today are more sophisticated than advertisers implies that existing and potential customers need to understand the importance of a digital presence. The changed behaviors among consumers and advertisers, coupled with technological innovations, are driving opportunities for greater sales for Eniro.

Strategy remains, but with stronger market orientation

The strategy of focusing on our digital advertising offering – we call it Multiscreen – has made great progress, and during the third quarter Eniro published its final regional directory – Gula Sidorna – in Sweden. With this, all of the core brands are now entirely digital, even though local printed directories remain. Today, digital advertising solutions account for 85% of Eniro's advertising revenue. At the same time, in spite of our focus on the Multiscreen channel, it is important that we manage our profitable business in Print as well as Voice in a responsible manner.

The company must now improve profitability based on our sustainable and strong market share. We need to be even better at making it easier for users to find what they are looking for and at the same time help advertisers reach interested users effectively.

My aim is to make Eniro's products even more attractive and to create a more market-oriented sales organization. Parallel with this, we will continue to improve efficiency by centralizing Group functions.

Increase attractiveness of our products

We will increase the attractiveness of our products. We will continue to be responsive to the market and develop our services based on users' needs and preferences. This will entail, among other things, offering a world-class user interface and improving the quality of our database.

We are striving continuously to deliver even more relevant search hits. One way of increasing their relevance can be to integrate more services. Such services will be provided through expanded cooperation with partners – the type of partners that also have the users' needs in mind. In this way we can implement new services faster and use our partners' cutting edge expertise.

One example of integration is the cooperation we have today with nDrive for our navigation app, which has been a major success in all of our markets, with more than 500,000 downloads. The app has also been nominated for a “Golden Mobile” award in the “Best utility app” category by the Swedish trade magazine *Mobil.*

More market-oriented sales organization

To increase the effectiveness of our sales force of 1,300 people, I want to establish a sales organization that is more market-oriented. In Denmark, during the past two years we have been very successful in this area. I want to introduce several of the measures I have implemented in Denmark across the entire Group. I will strive to ensure that we have the market’s best governance system and the same systems throughout the entire Group. In eniro.se this change is in full progress. Since August I have introduced a flatter sales organization with clearer shared responsibility. In addition, today we have real-time follow-up and daily control of the sales force. These measures are already beginning to have an effect and our order intake at eniro.se is rising.

I will also be conducting an overhaul of our sales channels. Currently a large share of the sales by eniro.se and gulesider.no are made via postal correspondence. Eniro’s digital offering is evolving over time, and with ever-changing products it is important to be able to carry on an effective dialog with customers, which is handled better through personal contact. We need to explain the differences in our product offering in order to be able to help advertisers choose the solutions that are in demand among users.

We must also be better at adapting our specific offerings to advertisers’ unique needs and market situations. By being regarded more widely as a partner who can optimize the customers’ use of digital marketing, I want to increase the already high repeat sales rate of roughly 85%, which Eniro has had for many years.

Another area that needs to be reviewed in the future is our customer base. Historically Eniro has focused on small and midsize companies, which has resulted in an impressive customer base of some 250,000 advertisers. Despite this large number, it represents only about 15%-20% of small and midsize companies in the respective countries.

Continued efficiency improvement

To succeed with our sales strategy we need to have the same operating platform in all countries – a platform that is cost-efficient and scalable. We will continue to improve our cost structure by focusing on efficiency enhancement throughout the organization. One example of economies of scale is the centralization of the Group’s development and production resources that we are currently carrying out during the autumn. We are centralizing large parts of our services in Poland and Sweden, but retaining those areas in the respective countries that are needed to quality-assure local content, product management and marketing.

Enhanced risk management

During the quarter we discovered inaccurate revenue accounting and that revenues had been recognized earlier than they should have been reported. We have retrospectively adjusted the accounting and thereby increased the transparency of our financial statements. As a result of these inaccuracies, we have reviewed the process around financial reporting and will further strengthen our processes and internal control routines.

With regards to our financing we maintain a close and positive relationship with the banks. We are not violating any part of the loan agreement.

Future outlook

Historically Eniro has issued guidance based on various key figures. For the remainder of 2014, we will issue guidance on adjusted EBITDA only.

Our strong brands, our extensive database and sales force, our customers and the 8 million users visiting our sites every week, all create the conditions for a robust Eniro. Consequently, ahead of 2015 I am confident about our opportunities in a growth market to capitalize on our position as a local search company and confirm a sustainable market share and profitability.

Solna, October 24, 2014
Stefan Kercza, Acting President and CEO

Important events and activities

Third quarter 2014

- Johan Lindgren stepped down as President and CEO of Eniro on August 18, and the Board of Directors appointed Stefan Kercza as acting President and CEO. Stefan Kercza is since previously CEO of Eniro Denmark and acting Head of eniro.se.
- An investigation commissioned by the Board aimed at validating the Group's accounts identified accounting errors during the fourth quarter of 2013 and first half of 2014. It was discovered primarily that revenues had been allocated incorrectly to time periods, resulting in revenues being recognized too early. Eniro has retrospectively restated the financial statements, which constitutes comparative information in this interim report. The effects of the retrospective restatements from the fourth quarter of 2013 and the first and second quarters of 2014 are published in this interim report.
- Eniro filed a police complaint against former CEO Johan Lindgren regarding the accounting inaccuracies.
- On September 5, 2014, Eniro issued a revised full-year forecast for adjusted EBITDA of SEK 700 M for 2014.
- Eniro's Group CFO, Mattias Lundqvist, left Eniro, and Roland M. Andersen was appointed as the company's new Group CFO, effective July 29.
- To further improve efficiency and thereby accelerate the development and launches of Eniro's products and services, large parts of the Group's development and production resources will be concentrated in Sweden and Poland. The change will be carried out during the autumn and will result in annual cost savings of SEK 50 M, with full effect in 2016.
- In early July Eniro signed a Share Transfer Agreement to acquire Idium AS, contingent upon, among other things, the Board's approval, Eniro's Board chose not to approve the acquisition.

Retrospective restatement of financial statements

In August 2014 the Board of Directors commissioned an investigation to validate the Group's accounts as of the fourth quarter of 2013. The investigation showed primarily accrual inaccuracies, entailing that revenues have been recognized earlier than they should have.

The accrual inaccuracies pertained to the Desktop search and Mobile search revenue categories within the Local search operating segment and stem from discounts offered to customers. These discounts were incorrectly allocated only to revenue accrued over time (subscription fees). The discounts were not allocated to the portion of revenue recognized immediately (for services provided at the time of sale). As a result the amount of revenue recognized at the point of sale was too high.

The incorrect accounting of these discounts affected the financial statements for the fourth quarter of 2013 through the second quarter of 2014. Following is a presentation of the periods, amounts and items that have been affected by the restatement.

The retrospective restatement will have impact on future periods, as revenue amounts reported in previous periods, as shown below, will be correctly recognized during the following 12 months. A presentation of the amounts and items that will be impacted going forward is provided under the heading "Future effect of corrections". After the second quarter of 2015 the retrospective restatement will have no further impact.

In addition to the accrual inaccuracies the investigation discovered SEK 7 M that had been incorrectly booked as revenue. This retrospective restatement will have no impact on future financial statements.

Correction in restated financial statements				**Future effect of corrections**			
Consolidated Income Statement	**Oct-Dec**	**Jan-Mar**	**Apr-Jun**	**Jul-Sep**	**Oct-Dec**	**Jan-Mar**	**Apr-Jun**
SEK M	**2013**	**2014**	**2014**	**2014**	**2014**	**2015**	**2015**
Gross operating revenues	-72	-23	-26	55	27	22	10
Operating income	**-72**	**-23**	**-26**	**55**	**27**	**22**	**10**
Income tax	17	5	6	-13	-6	-5	-2
Net income	**-55**	**-18**	**-20**	**42**	**21**	**17**	**8**
Earnings per common share, SEK	-0,55	-0,18	-0,20				

Consolidated Balance Sheet	**Dec. 31**	**Mar. 31**	**Jun. 30**	**Sep. 30**	**Dec. 31**	**Mar. 31**	**Jun. 30**
SEK M	**2013**	**2014**	**2014**	**2014**	**2014**	**2015**	**2015**
Assets							
Current tax assets	17	22	28	15	9	4	2
Equity and liabilities							
Retained earnings	-55	-73	-93	-51	-30	-14	-6
Other current liabilities *	72	95	121	66	39	17	7

* Incl. Prepaid revenues

Consolidated Statement of Cash flows	**Oct-Dec**	**Jan-Mar**	**Apr-Jun**	**Jul-Sep**	**Oct-Dec**	**Jan-Mar**	**Apr-Jun**
SEK M	**2013**	**2014**	**2014**	**2014**	**2014**	**2015**	**2015**
Operating income	-72	-23	-26	55	27	22	10
Cash flow from operating activities before changes in working capital	**-72**	**-23**	**-26**	**55**	**27**	**22**	**10**
Changes in working capital	72	23	26	-55	-27	-22	-10
Cash flow from operating activities	**0**	**0**	**0**	**0**	**0**	**0**	**0**

In Eniro's segment reporting, the corrections for the Local search segment appear under the Desktop search and Mobile search revenue categories.

Third quarter 2014

Revenue

Total operating revenue decreased by 13% to SEK 744 M (857) during the third quarter of 2014. Revenue decreased organically by 14% (-8%). Changed publication dates for directories and currency effects had a positive effect on revenue by SEK 12 M and SEK 21 M, respectively, compared with the third quarter a year ago.

Multiscreen

Revenue from multiscreen channels (Desktop search, Mobile search and Campaign products) decreased by 10% during the third quarter, to SEK 507 M (563). The decrease in organic revenue was also 10% (-3%). Multiscreen revenue as a share of total advertising revenue (excluding Voice) was 85% (81%).

Mobile search revenue grew by 41% to SEK 96 M (68), corresponding to organic growth of 39%. The share of searches in the mobile channel, where Eniro has a strong market position, continues to grow and now accounts for 30% of total unique browsers (UB).

Desktop search revenue decreased by 18% to SEK 358 M (437). The corresponding organic decrease was 20% (-10%).

Revenue for Campaign products decreased by 9% to SEK 53 M (58). Adjusted for the divestments of InTouch and Scandinavia Online AS in Norway, revenue grew organically by 6% (14%).

Print/Voice

Revenue from the Print and Voice categories continued to contract during the third quarter as a result of the shift towards digital search channels.

Print revenue decreased by 27% to SEK 77 M (106). During the third quarter Eniro published the last regional directory – Gula Sidorna – in Sweden. The local directories, which continue to have high use and a stabilized rate of decline, accounted for 93% (72%) of Print revenue during the quarter. Print revenue decreased organically by 36% (-20%).

Market volumes for directory information services continued to fall as a result of increased digitalization. Operating revenue for Voice decreased during the third quarter by 10%, to SEK 149 M (165). Organic revenues also decreased, by 12% (-16%).

Revenue and result

SEK M	Jul-Sep 2014	Jul-Sep 2013	%	Oct-Sep 2013/14	Jan-Dec 2013*
Operating revenue	744	857	-13	3 232	3 588
EBITDA	125	225	-44	645	777
Adjusted EBITDA	208	242	-14	727	884
Net income	-1 820	90	-2 122	-1 794	179
Operating cash flow	-104	-69	-51	224	329
Total operating cost	609	635	-4	2 659	2 828
Interest-bearing net debt	2 353	2 519	-7	2 353	2 340

* Retrospective restatement of financial statements in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

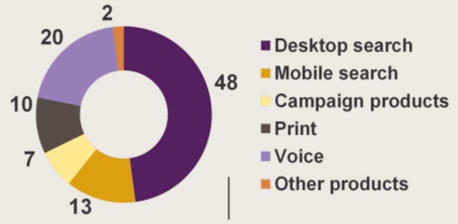
REVENUE Q3 2014

SEK **744** M

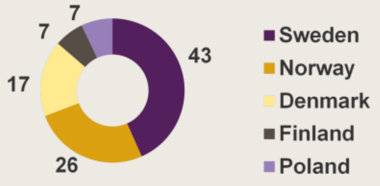
EBITDA Q3 2014

SEK **125** M

GROUP REVENUE PER CATEGORY Q3 2014, %



GROUP REVENUE PER COUNTRY Q3 2014, %



Earnings

EBITDA during the third quarter amounted to SEK 125 M (225). Earnings were negatively affected by weak sales in Sweden and Norway. The revaluation of synthetic shares had a positive impact on earnings, by approximately SEK 13 M. The EBITDA margin was 16.8% (26.2%).

Adjusted EBITDA, excluding restructuring costs and other items affecting comparability, amounted to SEK 208 M (242). The margin for adjusted EBITDA was 28.0% (28.2%). Items affecting comparability, totaling SEK 83 M, consisted mainly of restructuring costs for concentration of development and production resources in Sweden and Poland, costs for unutilized office space associated with a move of operations in Norway, and a provision for severance pay for employees.

Income for the third quarter amounted to SEK -1,820 M (90) and included recognition of an impairment loss of SEK 1,799 M for intangible assets.

Cost efficiency

Eniro has continued to improve its operating efficiency. Total operating costs were SEK 26 M lower than during the corresponding period a year ago. The cost savings adjusted for divested operations, currency effects and third-party costs amounted to SEK 30 M. The cost savings consisted mainly of lower costs for personnel.

Depreciation/amortization/impairment

During the third quarter an impairment test was performed of the company's intangible assets with indefinite useful life (goodwill and trademarks). Due to lower forecast of EBITDA the impairment test resulted in impairment loss. The total impairment loss amounted to SEK 1,799 M, of which SEK 1,237 M was attributable to Local search and SEK 562 M related to Voice. The impairment loss in Local search is primarily goodwill impairment related to the acquisition of the Norwegian Findexa in 2005. The impairment loss has no impact on cash flow.

Amortization pertaining to the reclassification of the Gule Sider and Ditt Distrikt brands totaled SEK 23 M during the third quarter. The Voice brand 1888 was amortized by SEK 9 M during the quarter.

Nine-month period 2014

Revenue
Total operating revenue during the first nine months of 2014 decreased by 14% to SEK 2,280 M (2,636). Revenue decreased organically by 12% (-6%). Changed publication dates had a negative effect on total revenue by SEK 14 M compared with the corresponding period a year ago, while currency effects were positive, by SEK 17 M.

Multiscreen
Revenue from multiscreen channels (Desktop search, Mobile search and Campaign products) decreased by 8% during the interim period, to SEK 1,604 M (1,752). The organic decrease in revenue was 7% (2%).

Mobile search revenue grew by 58% to SEK 292 M (185). Organic revenue growth was 57% (94%). Desktop search revenue decreased by 19% to SEK 1,124 M (1,393). Organic revenue also showed a decrease of 19% (-5%). Revenue for Campaign products grew 8% to SEK 188 M (174). Adjusted for the divestments of InTouch and Scandinavia Online in Norway, revenue grew organically by 21% (7%).

Print/Voice
Print revenue amounted to SEK 193 M (283) during the interim period, a decrease of 32%. Print revenue decreased organically by 29% (-31%).

Operating revenue for Voice decreased during the nine-month period by 17%, to SEK 441 M (530). Revenue decreased organically by 18% (-11%).

Earnings
EBITDA amounted to SEK 497 M (629) during the interim period. Earnings were negatively affected by lower sales in Sweden and Norway. Capital gains during the first and second quarters had a positive impact on EBITDA, as did a revaluation of synthetic shares, which amounted to approximately SEK 9 M. The EBITDA margin was 21.8% (23.9%). Income for the period amounted to SEK -1,714 M (259).

Adjusted EBITDA, excluding restructuring costs and other items affecting comparability, amounted to SEK 515 M (672). Other items affecting comparability had a net negative effect on adjusted EBITDA. The negative effect is mainly attributable to the capital gains from the sales of InTouch, Scandinavia Online and Krak Markedsdata, while adjusted EBITDA was positively affected primarily by a provision for severance pay for employees.

Cost efficiency
Total operating costs were SEK 169 M lower than during the corresponding period a year ago. Cost savings adjusted for divested operations, currency effects and third-party costs amounted to SEK 175 M. Cost savings consisted mainly of lower personnel costs.

Acquisitions/divestments
As part of the effort to concentrate operations to digital local search, during the first and second quarters Eniro divested the B2B services Krak Markedsdata in Denmark, and InTouch and Scandinavia Online in Norway.

Depreciation/amortization/impairment
The total impairment loss due to impairment testing of the company's intangible assets with indefinite useful lives amounted to SEK 1,799 M during the reporting period.

Amortization of the brands Gule Sider and Ditt Distrikt reclassified in 2013 totaled SEK 69 M during the interim period. The Voice brand 1888 was amortized by SEK 27 M during the period.

Revenue and result

SEK M	Jan-Sep 2014	Jan-Sep 2013	%	Oct-Sep 2013/14	Jan-Dec 2013*
Operating revenue	2 280	2 636	-14	3 232	3 588
EBITDA	497	629	-21	645	777
Adjusted EBITDA	515	672	-23	727	884
Net income	-1 714	259	-762	-1 794	179
Operating cash flow	17	122	-86	224	329
Total operating cost	1 845	2 014	-8	2 659	2 828
Interest-bearing net debt	2 353	2 519	-7	2 353	2 340

* Retrospective restatement of financial statements in accordance w ith IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

Revenue by category

SEK M	Jul-Sep 2014	Jul-Sep 2013	%	Jan-Sep 2014	Jan-Sep 2013	%	Oct-Sep 2013/14	Jan-Dec 2013*
Desktop search	358	437	-18	1 124	1 393	-19	1 505	1 774
Mobile search	96	68	41	292	185	58	382	275
Campaign products	53	58	-9	188	174	8	260	246
Multiscreen	***507***	***563***	***-10***	***1 604***	***1 752***	***-8***	***2 147***	***2 295***
Print	77	106	-27	193	283	-32	417	507
Other products	11	23	-52	42	71	-41	68	97
Local search	**595**	**692**	**-14**	**1 839**	**2 106**	**-13**	**2 632**	**2 899**
Voice	149	165	-10	441	530	-17	600	689
Total revenue	**744**	**857**	**-13**	**2 280**	**2 636**	**-14**	**3 232**	**3 588**

Organic revenue change by category

%	Jul-Sep 2014	Jul-Sep 2013	Jan-Sep 2014	Jan-Sep 2013	Oct-Sep 2013/14	Jan-Dec 2013*
Desktop search	-20	-10	-19	-5	n.a.	-9
Mobile search	39	82	57	94	n.a.	90
Campaign products	6	14	21	7	n.a.	7
Multiscreen	***-10***	***-3***	***-7***	***2***	***n.a.***	***-1***
Print	-36	-20	-29	-31	n.a.	-29
Other products	-13	-28	-19	-15	n.a.	1
Local search	**-15**	**-6**	**-11**	**-5**	**n.a.**	**-7**
Voice	-12	-16	-18	-11	n.a.	-15
Total organic development	**-14**	**-8**	**-12**	**-6**	**n.a.**	**-9**

Revenue by country

SEK M	Jul-Sep 2014	Jul-Sep 2013	%	Jan-Sep 2014	Jan-Sep 2013	%	Oct-Sep 2013/14	Jan-Dec 2013*
Sweden	326	399	-18	1 028	1 236	-17	1 453	1 661
Norway[1)]	191	228	-16	614	742	-17	856	984
Denmark	126	133	-5	343	356	-4	502	515
Finland	49	50	-2	138	159	-13	186	207
Poland	52	47	11	157	143	10	235	221
Total revenue	**744**	**857**	**-13**	**2 280**	**2 636**	**-14**	**3 232**	**3 588**

[1)] Of which SEK 57 M during the full year 2013 is attributable to divested businesses.

EBITDA by revenue area

SEK M	Jul-Sep 2014	Jul-Sep 2013	%	Jan-Sep 2014	Jan-Sep 2013	%	Oct-Sep 2013/14	Jan-Dec 2013*
Local search	76	168	-55	368	475	-23	491	598
Voice	76	66	15	187	196	-5	242	251
Other	-27	-9	-200	-58	-42	-38	-88	-72
Total EBITDA	**125**	**225**	**-44**	**497**	**629**	**-21**	**645**	**777**
Items affecting comparability								
Restructuring costs	41	16		44	42		108	106
Other items affecting comparability	42	1		-26	1		-26	1
Total adjusted EBITDA	**208**	**242**	**-14**	**515**	**672**	**-23**	**727**	**884**

* Retrospective restatement of financial statements in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

Earnings and cash flow for the nine-month period, and financial position

Other earnings items

Operating income for the first nine months of 2014 amounted to SEK -1,506 M (509).

Net financial items amounted to SEK -157 M (-94). Exchange rate differences had a negative impact on net financial items, by SEK 37 M (38).

Income before tax for the period amounted to SEK -1,663 M (415). Earnings per common share were SEK -17.49 (2.17).

Taxes

Reported tax costs were SEK -51 M (-156). The underlying tax rate for the period was 21% (24%).

Eniro's taxes are paid primarily in the first half of the year. Accordingly, paid taxes are low during the second half of the year. As a result of substantial tax-loss carry forwards in Sweden, Denmark and Finland, Eniro is expected to have low tax payments in the near future.

Investments

Eniro's net investments in business activities amounted to SEK 104 M (121) during the first nine months of the year.

Cash flow

Operating cash flow amounted to SEK 17 M (122). During the period the cash flow was mainly affected by a lower level of revenue.

Financial position

The Group's interest-bearing net debt amounted to SEK 2,353 M (2,519) on September 30, compared with SEK 2,340 M on December 31, 2013.

For the years 2014 through 2016, scheduled repayments amount to approximately SEK 375 M annually (to be paid semi-annually). The next loan repayment amounts to SEK 187 M and is due for payment in December.

At the end of the period, outstanding debt under existing credit facilities amounted to NOK 404 M, DKK 83 M and SEK 2,006 M, respectively. At the end of the period, Eniro had an unutilized credit facility of SEK 31 M. Cash and cash equivalents and unutilized credit facilities amounted to SEK 61 M.

The Group's indebtedness, expressed as interest-bearing net debt in relation to adjusted EBITDA, was 3.2 (2.6) as per the end of September 2014, compared with 2.6 on December 31, 2013.

Eniro has a credit insurance with PRI Pensionsgaranti (PRI) which remains in force until 2015. Eniro has pledged bank funds for future obligations (a so-called enhanced pension guarantee) to PRI. Total pledged funds amount to SEK 122 M including the return. Eniro pledged SEK 10 M in March 2014 and will pledge an additional SEK 10 M in March 2015.

Shares and treasury shares

Eniro has two classes of stock: common shares and preference shares. The total number of shares is 102,880,740, of which 101,880,740 are common shares and 1,000,000 are preference shares.

The total number of votes is 101,980,740, of which common shares correspond to 101,880,740 votes and preference shares to 100,000 votes.

Eniro held 1,703,266 treasury shares on September 30, 2014. The average holding of treasury shares during the period was 1,703,266.

Other information

Forecast for 2014

Adjusted EBITDA

Adjusted EBITDA for the full year is expected to be approximately SEK 700 M.

Dividend and dividend policy

Priority will be given to lowering net debt instead of paying dividends, which is in line with the goal to reduce net debt in relation to EBITDA. The company's long-term dividend policy is that, once the net debt target has been met, dividends should amount to at least 30% of net income. Eniro's preference shares are entitled to an annual dividend of SEK 48 per share.

Publication dates

Since revenues from the sale of printed directories are recognized when the various directories are published, changes in planned publication dates can affect comparisons. The table below shows the planned distribution among quarters and markets in 2014. The net effect on operating revenue in 2014 compared with 2013 is expected to be negative, by SEK 87 M. Recognized revenue for these directories is lower in 2014 as a result of the structural decline in the market for printed products.

Changed publication 2014 compared with 2013

SEK M	Q1	Q2	Q3	Q4	2014
Sweden	-19	4	-6	-66	-87
Norway	-5	-6	18	-16	-9
Denmark	0	0	0	9	9
Poland	0	0	0	0	0
Total effect	**-24**	**-2**	**12**	**-73**	**-87**

Employees

The number of full-time employees on September 30, 2014, was 2,554, compared with 3,002 on September 30, 2013.

Full time employees end of period

	Sep. 30 2014	Sep. 30 2013
Sweden including Other	667	755
Norway	437	504
Denmark	340	440
Poland	734	821
Local search incl. Other	**2 178**	**2 520**
Sweden	162	201
Norway	44	90
Finland	170	191
Voice	**376**	**482**
Totalt Group	**2 554**	**3 002**

Accounting policies as from 2014

This interim report has been prepared in accordance with International Financial Reporting Standards (IFRS) and IFRIC interpretations, as adopted by the European Union (EU). A detailed description of the accounting policies applied by Eniro can be found in the 2013 Annual Report, Note 1, with the exception of new and amended standards and interpretations adopted by the EU that came into effect in January 2014. The quarterly report has been prepared in accordance with IAS 34 Interim Financial Reporting.

Eniro has made a retrospective restatement of comparative information in accordance with IAS 8 – Accounting Policies, Changes in Accounting Estimates and Errors. This entails that the financial statements presented as comparative information have been adjusted retrospectively for the errors that have been identified.

The following new standards are obligatory for fiscal years that begin on January 1, 2014, or later.

IFRS 10 – Consolidated Financial Statements is based on existing policies, since it identifies control as the decisive factor in establishing whether a company is to be consolidated. The standard provides additional guidance for the establishment of control in cases where this is difficult to evaluate.

IFRS 11 – Joint Arrangements focuses on the rights and obligations of the parties in a joint arrangement rather than the legal form of the arrangement. Two types of joint arrangements have been defined: joint operations and joint ventures. A joint operation is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the assets, and obligations for the liabilities, relating to the arrangement. In such an arrangement, the assets, liabilities, income and expenses are to be reported based on the party's share of ownership in these. A joint venture involves a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the arrangement.

IFRS 12 – Disclosures of Interests in Other Entities includes disclosure requirements for subsidiaries, joint arrangements, associated companies and non-consolidated structured entities.

IFRS 10-12 have not had any significant impact on the Group. No other IFRS or IFRIC interpretations are expected to have any significant impact on the Group.

Risks and uncertainties

Eniro conducts risk analysis in an annual Enterprise Risk Management process, covering all parts of the business operations.

A detailed description of factors that could affect Eniro's Business operations, financial position and earnings is provided on pages 50-53 of the 2013 Annual Report.

The principal risks and uncertainties that could impact the Group's performance in 2014 include mobile and online traffic trends, product development that can attract users and thus, improve customer yield, increase sales efficiency and lower personnel turnover, as well as including the impact of the general economy on demand.

Nomination Committee

In accordance with a resolution by the 2014 Annual General Meeting, a nomination committee has been appointed. The Nomination Committee for the 2015 Annual General Meeting is composed of Ulric Grönvall, Danske Capital AB; Åsa Nisell, Swedbank Robur funds; Staffan Persson, Zimbrine Holding BV; Sebastian Jahreskog, own holding and via companies; and Lars-Johan Jarnheimer, Chairman of the Board of Eniro. The Nomination Committee appointed Ulric Grönvall as committee chair. Shareholders who wish to submit nominations to the Nomination Committee may do so by e-mail at nominationcommittee@eniro.com by December 15, 2014, at the latest.

Dividend

The 2014 Annual General Meeting approved, in accordance with the Board's recommendation, a dividend for preference shares for 2014/15 of SEK 48 per share, for a total dividend of SEK 48 M. The dividend will be paid in three month intervals. The record dates for payment of the dividend are October 31, 2014, and January 30, 2015.

Note that Nasdaq has shortened the period between trading and registration of shareholders (T+2), and thus the last day for trading of ex-rights preference shares is October 29 as regards the record date October 31, 2014.

Other information

The information in this interim report reflects the information that Eniro AB (publ) is obliged to disclose pursuant to the Securities Market Act.

This information was submitted for publication on October 24, 2014, at 8:00 a.m. CET.

Solna, October 24, 2014

Stefan Kercza
Acting President and CEO

FOR FURTHER INFORMATION, PLEASE CONTACT:

Stefan Kercza, Acting President and CEO
Tel.: +46-8-553 310 00
Roland M. Andersen, Group CFO,
Tel.: +46-8-553 310 00
Cecilia Ketels, Acting Head of Investor Relations
Tel.: +46+72-157 29 07
cecilia.ketels@eniro.com

PRESS AND ANALYST CONFERENCE

Conference call/webcast
Friday, October 24, 2014
10:00 a.m. CET
SE: +46 (0) 8 519 993 57
UK: +44 (0) 207 660 2077

WEBCAST
Follow the presentation via webcast at www.enirogroup.com

FINANCIAL CALENDAR 2014/2015

Interim report Jan.-Dec. 2014	Feb. 6, 2015
Interim report Jan.-March 2015	Apr. 24, 2015
Annual General Meeting	Apr. 24, 2015
Interim report Jan.-June 2015	Jul. 16, 2015
Interim report Jan.-Sept. 2015	Oct. 29, 2015

Auditor's review report of interim financial information

Auditor's review report of interim financial information in summary (interim report) prepared in accordance with IAS 34 and Ch. 9 of the Swedish Annual Accounts Act

Introduction
We have reviewed the condensed interim report for Eniro AB (publ) corporate identity number 556588-0936, as at 30 September 2014 and for the nine-month period then ended. The Board of Directors and President are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

Scope of review
We conducted our review in accordance with the International Standard on Review Engagements (ISRE) 2410 – Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of interim financial information consists of making inquiries, primarily to persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed on the basis of a review does not give the same level of assurance as a conclusion expressed on the basis of an audit.

Conclusion
Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, for the Group in accordance with IAS 34 and the Annual Accounts Act, and for the Parent Company in accordance with the Annual Accounts Act.

Stockholm, October 24, 2014

PricewaterhouseCoopers AB

Bo Hjalmarsson
Authorized Public Accountant
Auditor in Charge

Mikael Eriksson
Authorized Public Accountant

Consolidated Income Statement

SEK M	Jul-Sep 2014	Jul-Sep 2013	Jan-Sep 2014	Jan-Sep 2013	Oct-Sep 2013/14	Jan-Dec 2013*
Gross operating revenue	744	859	2 282	2 642	3 236	3 596
Advertising tax	0	-2	-2	-6	-4	-8
Operating revenue	**744**	**857**	**2 280**	**2 636**	**3 232**	**3 588**
Production costs	-169	-206	-548	-618	-805	-875
Sales costs	-259	-254	-791	-816	-1 115	-1 140
Marketing costs	-62	-53	-201	-153	-310	-262
Administration costs	-132	-104	-338	-350	-491	-503
Product development costs	-59	-57	-171	-192	-238	-259
Other income/costs	-10	3	62	7	72	17
Impairment of non-current assets	-1 799	-	-1 799	-5	-1 898	-104
Operating income**	**-1 746**	**186**	**-1 506**	**509**	**-1 553**	**462**
Financial items, net	-57	-25	-157	-94	-205	-142
Income before tax	**-1 803**	**161**	**-1 663**	**415**	**-1 758**	**320**
Income tax	-17	-71	-51	-156	-36	-141
Net income	**-1 820**	**90**	**-1 714**	**259**	**-1 794**	**179**
Of which, attributable to:						
Owners of the Parent Company	-1 820	88	-1 716	253	-1 792	177
Non-controlling interests	0	2	2	6	-2	2
Net Income	**-1 820**	**90**	**-1 714**	**259**	**-1 794**	**179**

* Retrospective restatement of financial statements in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

	Jul-Sep 2014	Jul-Sep 2013	Jan-Sep 2014	Jan-Sep 2013	Oct-Sep 2013/14	Jan-Dec 2013*
Earnings per common share, SEK	-18,29	0,76	-17,49	2,17	-18,37	1,29
Average number of common shares, thousands	100 177	100 177	100 177	100 177	100 177	100 177
Preference shares on closing date, thousands	1 000	1 000	1 000	1 000	1 000	1 000
Preference dividends on cumulative preference shares declared in the period	-12	-12	-36	-36	-48	-48
Net income used for calculating earnings per common share	-1 832	76	-1 752	217	-1 840	129
EBITDA	125	225	497	629	645	777
Operating cost	-609	-635	-1 845	-2 014	-2 659	-2 828
** Includes depreciation of	-6	-6	-17	-20	-23	-26
** Includes amortization of	-66	-33	-187	-95	-277	-185
** Includes impairment losses of	-1 799	-	-1 799	-5	-1 898	-104
Total	-1 871	-39	-2 003	-120	-2 198	-315

Consolidated statement of comprehensive income

SEK M	Jul-Sep 2014	Jul-Sep 2013	Jan-Sep 2014	Jan-Sep 2013	Oct-Sep 2013/14	Jan-Dec 2013*
Net income	**-1 820**	**90**	**-1 714**	**259**	**-1 794**	**179**
Other comprehensive income						
Items that cannot be reclassified to income statement						
Revaluation of pension obligations	-226	271	-211	287	-265	233
Tax attributable to revaluation pension obligations	49	-60	46	-63	58	-51
Total	**-177**	**211**	**-165**	**224**	**-207**	**182**
Items that have been or can subsequently be reclassified to income statement						
Exchange rate differences	55	-150	227	-333	242	-318
Hedging of net investments	-11	20	-32	80	-29	83
Tax attributable to other items	2	-4	7	-17	6	-18
Total	**46**	**-134**	**202**	**-270**	**219**	**-253**
Other comprehensive income, net after tax	***-131***	***77***	***37***	***-46***	***12***	***-71***
Total comprehensive income	**-1 951**	**167**	**-1 677**	**213**	**-1 782**	**108**
Of which, attributable to:						
Owners of the Parent Company	-1 953	165	-1 681	207	-1 782	106
Non-controlling interests	2	2	4	6	0	2
Total comprehensive income	**-1 951**	**167**	**-1 677**	**213**	**-1 782**	**108**

* Retrospective restatement of financial statements in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

Consolidated balance sheet

SEK M	Sep. 30 2014	Sep. 30 2013	Dec. 31 2013*
Assets			
Non-current assets			
Tangible assets	27	41	40
Intangible assets	5 264	7 078	6 948
Deferred tax assets	235	248	209
Financial assets	172	145	148
Total non-current assets	**5 698**	**7 512**	**7 345**
Current assets			
Trade receivables	378	398	430
Current tax assets	4	0	16
Other current receivables	273	269	267
Other interest-bearing receivables	1	1	3
Cash and cash equivalents	50	91	113
Total current assets	**706**	**759**	**829**
TOTAL ASSETS	**6 404**	**8 271**	**8 174**
Equity and liabilities			
Equity			
Share capital	309	309	309
Additional paid in capital	5 125	5 125	5 125
Reserves	-160	-377	-360
Retained earnings	-3 405	-1 311	-1 476
Total equity, owners of the Parent Company	**1 869**	**3 746**	**3 598**
Non-controlling interests	65	39	68
Total equity	**1 934**	**3 785**	**3 666**
Non-current liabilities			
Borrowing	1 964	2 296	2 115
Deferred tax liabilities	250	277	276
Pension obligations	515	218	273
Provisions	5	6	5
Other non-current liabilities	0	6	6
Total non-current liabilities	**2 734**	**2 803**	**2 675**
Current liabilities			
Trade payables	145	130	181
Current tax liabilities	33	34	25
Other current liabilities	939	1 070	1 101
Provisions	57	23	74
Borrowing	562	426	452
Total current liabilities	**1 736**	**1 683**	**1 833**
TOTAL EQUITY AND LIABILITIES	**6 404**	**8 271**	**8 174**

* Retrospective restatement of financial statements in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

Interest-bearing net debt

SEK M	Sep. 30 2014	Sep. 30 2013	Dec. 31 2013*
Borrowing	-2 526	-2 722	-2 567
Other current interest-bearing receivables	1	1	3
Other non-current interest-bearing receivables**	122	111	111
Cash and cash equivalents	50	91	113
Interest-bearing net debt	**-2 353**	**-2 519**	**-2 340**

** included in financial assets

Consolidated statement of changes in equity

SEK M	Share Capital	Additional paid in capital	Reserves	Retained earnings	Total equity, owners of the Parent Company	Non-controlling interest	Total equity
Opening balance, January 1, 2013	**2 529**	**5 125**	**-107**	**-4 004**	**3 543**	**-**	**3 543**
Change in non-controlling interests	-	-	-	44	44	33	**77**
Dividend on preference shares	-	-	-	-48	-48	-	**-48**
Share issue, redemption of shares	5	-	-	-5	-	-	**-**
Reduction of share capital	-2 225	-	-	2 225	-	-	**-**
Total comprehensive income	-	-	-270	477	207	6	**213**
Share based payments	-	-	-	0	0	-	**0**
Closing balance, September 30, 2013	**309**	**5 125**	**-377**	**-1 311**	**3 746**	**39**	**3 785**
Opening balance, January 1, 2014	**309**	**5 125**	**-360**	**-1 421**	**3 653**	**68**	**3 721**
Correction due to prior period errors	-	-	-	-55	-55	-	**-55**
Total comprehensive income	-	-	200	-1 881	-1 681	4	**-1 677**
Dividend on preference shares	-	-	-	-48	-48	-	**-48**
Dividend non-controlling interest	-	-	-	-	-	-7	**-7**
Closing balance, September 30, 2014	**309**	**5 125**	**-160**	**-3 405**	**1 869**	**65**	**1 934**

Key ratios

	Sep. 30 2014	**Sep. 30 2013**	**Dec. 31 2013***
Equity, average 12 months, SEK M	3 488	3 592	3 607
Return on equity (ROE), 12 months, %	-51,4	8,6	4,9
Return on Assets (ROA), 12 months, %	-20,4	8,5	6,1
Earnings per common share, SEK	-17,49	2,17	1,29
Adjusted earning per common share (non-IFRS), excl. items affecting comparability and PPA related depr/amort	1,02	2,55	2,45
Interest-bearing net debt, SEK M	-2 353	-2 519	-2 340
Debt/equity ratio, times	1,22	0,67	0,64
Equity/assets ratio, %	30	46	45
Interest-bearing net debt/EBITDA 12 months, times	3,6	2,7	3,0
Interest-bearing net debt/adjusted EBITDA, times	3,2	2,6	2,6
Average number full-time employees YTD	2 685	3 095	3 002
Number of full-time employees on closing date	2 554	3 002	2 816
Number of common shares on closing date after deduction of treasury shares, 000s	100 177	100 177	100 177
Number of preference shares on closing date, 000s	1 000	1 000	1 000

Key ratios per share

	Sep. 30 2014	**Sep. 30 2013**	**Dec. 31 2013***
Equity per share, SEK	18,47	37,02	35,56
Share price for common shares at end of period, SEK	10,51	23,50	49,59

* Retrospective restatement of financial statements in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

Consolidated statement of cash flows

SEK M	Jul-Sep 2014	Jul-Sep 2013	Jan-Sep 2014	Jan-Sep 2013	Oct-Sep 2013/14	Jan-Dec 2013*
Operating income	**-1 746**	**186**	**-1 506**	**509**	**-1 553**	**462**
Depreciation, amortization and impairment	1 871	39	2 003	120	2 198	315
Capital gain/loss and other non-cash items	41	-2	-53	-34	-13	6
Financial items, net	-34	-36	-104	-115	-141	-152
Income tax paid	0	-1	-22	-57	-24	-59
Cash flow from operating activities before changes in working capital	**132**	**186**	**318**	**423**	**467**	**572**
Changes in working capital	-206	-213	-197	-180	-108	-91
Cash flow from operating activities	**-74**	**-27**	**121**	**243**	**359**	**481**
Acquisitions/divestments of Group companies and other assets	12	-2	61	39	55	33
Investments in non-current assets, net	-30	-42	-104	-121	-135	-152
Cash flow from investing activities	**-18**	**-44**	**-43**	**-82**	**-80**	**-119**
Proceeds from borrowings	23	58	95	2 796	178	2 879
Repayment of borrowings	0	-	-186	-2 972	-435	-3 221
Long-term investments	0	-	-10	-50	-10	-50
Dividend on preference shares	-12	-12	-36	-36	-48	-48
Dividend minority owners	0	-	-7	-	-7	-
Rights issue	-	-	-	-	0	0
Cash flow from financing activities	**11**	**46**	**-144**	**-262**	**-322**	**-440**
Cash flow	**-81**	**-25**	**-66**	**-101**	**-43**	**-78**
Cash and cash equivalents at start of period	**131**	**117**	**113**	**198**	**91**	**198**
Cash flow	-81	-25	-66	-101	-43	-78
Exchange rate difference in cash and cash equivalents	0	-1	3	-6	2	-7
Cash and cash equivalents at end of period	**50**	**91**	**50**	**91**	**50**	**113**

* Retrospective restatement of financial statements in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

Analysis of interest-bearing net debt

SEK M	Jul-Sep 2014	Jul-Sep 2013	Jan-Sep 2014	Jan-Sep 2013	Oct-Sep 2013/14	Jan-Dec 2013*
Opening balance	**-2 232**	**-2 453**	**-2 340**	**-2 704**	**-2 519**	**-2 704**
Operating cash flow	-104	-69	17	122	224	329
Acquisitions and divestments	12	-2	61	39	55	33
Share issue	-	-	-	-	0	0
Translation differences and other changes	-29	5	-91	24	-113	2
Closing balance	**-2 353**	**-2 519**	**-2 353**	**-2 519**	**-2 353**	**-2 340**
Net debt/adjusted EBITDA, times	**3,2**	**2,6**	**3,2**	**2,6**	**3,2**	**2,6**

Financial instruments by category

Assets on the balance sheet SEK M	Sep. 30 2014	Sep. 30 2013	Dec. 31 2013
Loans and accounts receivables			
Interest-bearing assets and blocked bank funds	122	111	111
Trade receivables and other receivables	391	409	457
Cash and cash equivalents	50	91	113
TOTAL	**563**	**611**	**681**

Liabilities on the balance sheet, SEK M SEK M	Sep. 30 2014	Sep. 30 2013	Dec. 31 2013
Other financial liabilities			
Borrowing	2 526	2 722	2 567
Trade payables	145	130	181
TOTAL	**2 671**	**2 852**	**2 748**

Parent Company

Income statement

SEK M	Jan-Sep 2014	Jan-Sep 2013	Jan-Dec 2013
Revenues	28	37	37
Earnings before tax	-2 571	-142	486
Net Income	-2 539	-110	399

Balance sheet

SEK M	Sep. 30 2014	Sep. 30 2013	Dec. 31 2013
Non-current assets	6 110	8 725	8 525
Current assets	1 901	1 369	2 093
TOTAL ASSETS	**8 011**	**10 094**	**10 618**
Equity	3 193	5 271	5 780
Provisions	66	6	64
Non-current liabilities	4 672	4 729	4 672
Current liabilities	80	88	102
TOTAL EQUITY AND LIABILITIES	**8 011**	**10 094**	**10 618**

Eniro AB has written down shares in subsidaries with SEK 2 457 M during Q3 2014.

Financial definitions

Adjusted EBITDA
EBITDA excluding restructuring costs and other items affecting comparability.

Adjusted earnings per common share (non-IFRS)
Net income per share adjusted for items affecting comparability, acquisition-related depreciation/amortization and impairment losses, and other acquisition-related adjustments.

Average number of common shares
Calculated as an average number of common shares outstanding on a daily basis after redemptions and repurchases. Excluding shares held by Eniro.

Average shareholders' equity
Based on average shareholders' equity attributable to owners of the Parent Company at the start and end of each quarter.

Debt/equity ratio
Interest-bearing net debt divided by shareholders' equity including non-controlling interests.

Earnings per common share for the period
Earnings attributable to owners of the Parent Company for the period less the predetermined dividend on preference shares for the period, divided by the average number of common shares.

EBITDA
Operating income before depreciation, amortization and impairment losses.

EBITDA margin (%)
EBITDA divided by operating revenue, multiplied by 100.

Equity/assets ratio (%)
Shareholders' equity including non-controlling interests divided by the balance sheet total, multiplied by 100.

Equity per share
Shareholders' equity attributable to owners of the Parent Company divided by the number of shares at the end of the period after redemptions, repurchases and new issues.

Interest-bearing net debt
Borrowings excluding interest-rate derivatives less cash and cash equivalents and interest-bearing assets.

Interest-bearing net debt/EBITDA
Interest-bearing net debt divided by EBITDA.

Operating cash flow
Cash flow from operating activities and cash flow from investing activities excluding company acquisitions/ divestments.

Organic growth
The change in operating revenue for the period adjusted for currency effects, changed publication dates, acquisitions and divestments.

Operating income
Operating income after depreciation, amortization and impairment losses.

Return on equity (%)
Net income divided by average shareholders' equity attributable to owners of the Parent Company multiplied by 100.

Total operating costs
Production, sales, marketing and administrative costs excluding depreciation, amortization and impairment losses.

Eniro is a search company that aggregates, filters, organizes and presents local information. *Our growth is driven by users' increasing mobility and multiscreen behavior, where we are at the forefront with modern technical solutions. For more than 100 years Eniro has helped people find local information and companies find customers. Today it is a multiscreen solution – our users search for information using their smart phones, tablets and desktops.* ***Eniro is the local search engine. Eniro – Discover local. Search local.***