

## **DIGIA PLC Q1 2015: NET SALES AND OPERATING PROFIT INCREASE ON THE BACK OF QT'S VIGOROUS GROWTH (30.9%)**

### **Summary**

#### **January-March**

- Consolidated net sales: EUR 25.7 (24.0) million, up 7.1 per cent
- Operating profit before extraordinary items EUR 1.1 (-0.3) million
- Extraordinary items include EUR 0.5 million in restructuring costs
- Operating profit after extraordinary items: EUR 0.7 (-0.3) million
- Profitability (EBIT%) before extraordinary items 4.5 (-1.2) per cent and 2.7 (-1.2) per cent after extraordinary items
- Product business accounted for 40.1 (40.6) per cent of net sales
- Earnings per share before extraordinary items EUR 0.04 (-0.02) and after extraordinary items EUR 0.01 (-0.02)

The Digia Group's net sales saw a year-on-year increase in the first quarter of 2015. This growth was generated by the Qt segment, whose net sales grew vigorously (30.9%) during the review period. The domestic segment's net sales also rose slightly on the comparison figures for the previous year.

The Qt segment's operating profit improved as a result of this net sales growth, rising into the black. The operating profit for the Group as a whole also increased on the previous year. Domestic operating profit before extraordinary items remained at the same level as in the previous year.

Digia expects overall demand to remain moderate in the domestic segment, with slight year-on-year growth forecast for its 2015 net sales of the domestic segment. The profitability of domestic operations is expected to improve as the review period progresses, reaching at least a moderately satisfactory level for 2015 as a whole.

Digia expects a clear year-on-year increase in the net sales of the Qt segment in 2015, and the full-year operating result is expected to be in the black.

## GROUP KEY INDICATORS AND RATIOS

EUR 1,000	Q1/2015	Q1/2014	Change, %
Net sales	25,652	23,958	7.1%
Operating profit before extraordinary items	1,148	-280	
- % of net sales	4.5%	-1.2%	
Operating profit	690	-280	
- % of net sales	2.7%	-1.2%	
Net profit	272	-331	
- % of net sales	1.1%	-1.4%	
Return on equity, %	3.0%	-3.8%	
Return on capital invested, %	7.0%	-1.6%	
Interest-bearing liabilities	16,468	16,873	-2.4%
Cash and cash equivalents	4,529	2,652	70.8%
Net gearing	33.0%	42.4%	
Equity ratio, %	51.0%	48.7%	
Earnings per share, EUR, undiluted	0.01	-0.02	
Earnings per share, EUR, diluted	0.01	-0.02	

## MARKETS AND DIGIA'S BUSINESS OPERATIONS

### Domestic segment

Demand for integration services grew and significant new orders were received during the review period, maintaining a good level of net sales and profitability. Investments to enhance delivery capacity continued. During the review period, investments in the development of product and business models for site optimisation put a strain on profitability throughout the business area.

On the whole, there were favourable developments in the ERP and MES business area during the review period. Extremely good trends were seen in solutions based on Microsoft technologies, but the ERP business in this area experienced typical fluctuations in project deliveries. However, business was good for ERP operations based on Digia's own software.

Demand for services based on financial-sector software has remained at a good level, and Digia managed to acquire many new customers in Sweden.

Customers' cost pressures affected the pricing of service business, and thereby net sales and operational profitability. Demand for services strengthened towards the end of the review period.

## Qt segment

The Qt segment continued to grow vigorously during the review period. Its operating profit also improved on the back of net sales growth, and the business became profitable.

At the beginning of the review period, the Qt business was hived off into a separate corporate entity named as The Qt Company. The new website launched for the Qt segment – [www.qt.io](http://www.qt.io) – has been well received and visitor numbers are increasing as expected. At the end of the period, the website was attracting about 1.6 million visits per month. This website plays an extremely important role in managing the Qt ecosystem, and Digia will continue to make substantial developments to this channel. During the review period, development measures in sales were carried out in Asia in particular, such as the opening of a new office in Shanghai.

## NET SALES

Digia's consolidated net sales for the period totalled EUR 25.7 (24.0) million, representing an increase of 7.1 per cent on the corresponding period of the previous year.

Net sales in the domestic segment rose by 1.1 per cent to EUR 19.4 (19.2) million. Net sales in the Qt segment totalled EUR 6.3 (4.8) million, representing an increase of 30.9 per cent.

The Group's net sales growth was generated by vigorous growth in the Qt segment. This growth in the Qt segment stemmed from good sales combined with significant contracts in automotive products and DTV receivers in particular. Favourable trends in net sales were also supported by the US dollar strengthening on the euro.

During the reporting period, the product business accounted for EUR 10.3 million (Q1/2014: EUR 9.7 million), representing 40.1 (40.6) per cent of consolidated net sales.

International operations accounted for EUR 6.4 million (Q1 2014: EUR 4.8 million), which is equivalent to 25.1 (19.9) per cent of consolidated net sales.

## PROFIT PERFORMANCE AND PROFITABILITY

Digia's consolidated operating profit before extraordinary items was EUR 1.1 (-0.3) million. Profitability (EBIT%) before extraordinary items was 4.5 (-1.2) per cent.

Consolidated operating profit after extraordinary items was EUR 0.7 (-0.3) million. Profitability (EBIT%) stood at 2.7 (-1.2) per cent.

In the domestic segment, the operating profit before extraordinary items totalled EUR 0.7 (0.6) million, up 5.9 per cent, with profitability (EBIT%) standing at 3.5 (3.4) per cent. Operating profit after extraordinary items was EUR 0.3 (0.6) million and profitability (EBIT%) 1.4 (3.4) per cent.

The Qt segment recorded an operating profit of EUR 0.5 (-0.9) million before extraordinary items with profitability (EBIT%) at 7.4 (-19.4) per cent. Qt's operating profit after extraordinary items was EUR 0.4 (-0.9) million and its profitability (EBIT%) stood at 6.9 (-19.4) per cent.

The Group's increased operating profit was a result of the Qt's segment's increased operating profit, which was generated by net sales growth.

Consolidated earnings before tax for the period totalled EUR 0.4 (-0.4) million, and profit after tax was EUR 0.3 (-0.3) million.

Consolidated earnings per share for the review period were EUR 0.04 (-0.02) before extraordinary items and EUR 0.01 (-0.02) after extraordinary items.

The Group's net financial expenses during the review period were EUR -0.3 (-0.2) million.

## FINANCIAL POSITION AND EXPENDITURE

At the end of the review period, the Digia Group's consolidated balance sheet total stood at EUR 79.8 million (12/2014: EUR 80.4 million) and the equity ratio stood at 51.0 (12/2014: 51.5 per cent). Net gearing was 33.0 per cent (30.3 per cent 12/2014). Cash and cash equivalents totalled EUR 4.5 million at period end (12/2014: EUR 5.1 million).

The Group's interest-bearing liabilities totalled EUR 16.5 million at period end (12/2014: EUR 16.2 million). These consisted of EUR 15.0 million in loans from financial institutions and EUR 1.5 million in financial leasing liabilities.

Consolidated net cash flow from operating activities was EUR 0.8 million (Q1/2014: EUR -1.7 million). Cash flow from investments for the period was EUR -0.4 (-0.3) million, and cash flow from financing was EUR -0.9 (-1.7) million.

The Group's investments in fixed assets during the period totalled EUR 0.5 (0.3) million.

Return on investment (ROI) for the period was 7.0 (-1.6) per cent, and return on equity (ROE) was 3.0 (-3.8) per cent.

## PERSONNEL, MANAGEMENT AND ADMINISTRATION

Group personnel numbered 927 at the end of the period, representing a decrease of 5 employees, or -0.5 per cent, since the end of the 2014 fiscal year (12/2014: 932 employees). During the review period, the number of employees averaged 930, a decrease of 5 employees, or 0.5 per cent, on the 2014 average (935).

Employees by function at period end:

Domestic segment	76%
Qt segment	19%
Administration and management	5%

At the end of the period, 141 employees were working abroad (12/2014: 146).

The Digia Plc Annual General Meeting of 12 March 2015 re-elected Päivi Hokkanen, Robert Ingman, Pertti Kyttälä, Seppo Ruotsalainen, Leena Saarinen and Tommi Uhari as members of the Board. Kai Öistämö was elected as a new member. At the Board's organisation meeting, Pertti Kyttälä was elected Chairman of the Board and Robert Ingman was elected Vice Chairman.

Juha Varelius has been Digia Plc's President and CEO since 1 January 2008.

On 12 March 2015, KMPG Oy Ab, Authorised Public Accountants, was elected as the Group's new auditor with Authorised Public Accountant Virpi Halonen as the principal auditor.

## RISKS AND UNCERTAINTIES

Digia's short-term business risks and uncertainties have been described in the 2014 Financial Statements and remain unchanged.

Risks and their management are also described on the company's website: [www.digia.com](http://www.digia.com).

## FUTURE PROSPECTS

Digia will continue its efforts to gain a deeper understanding of its customers and to develop a sales and service portfolio that will offer more competitive services and solutions for boosting the efficiency of its customers' operations.

Digia expects overall demand to remain moderate in the domestic segment, with slight year-on-year growth forecast for its 2015 net sales of the domestic segment. The profitability of domestic operations is expected to improve as the review period progresses, reaching at least a moderately satisfactory level for 2015 as a whole.

The Qt segment will be placing a strong focus on sales development, thereby creating the potential for further growth. The company will continue to introduce changes to open source code licensing in forthcoming versions of its Qt software. These changes seek to promote licence sales to commercial players.

The Qt order book is satisfactory in relation to the time of year and general market situation, and the company also expects to see continued growth in demand in the major customer segment. However, contract turnaround times in these markets are very long, typically around 6–18 months, which can cause significant fluctuation in quarterly net sales and in profitability in particular.

Business development efforts will focus especially on embedded systems in automotive, digital TV and DTV receivers. Areas targeted in product development include value-added features and tools required for building embedded systems.

The sales growth associated with embedded systems will also be reflected in earnings logic. Sales referred to as 'licence revenue' accumulate over the long term as opposed to one-off licence payments.

Digia expects a clear year-on-year increase in the net sales of the Qt segment in 2015, and the full-year operating result is expected to be in the black.

## OTHER MAJOR EVENTS OF THE REVIEW PERIOD

Digia Plc's Annual General Meeting (AGM) was held on 12 March 2015. The AGM adopted the financial statements for 2014, released the Board members and the CEO from liability, determined Board and auditor fees, resolved to keep the number of Board members at seven (7), elected the company's Board of Directors for a new term, and elected a new auditor.

With regard to profit distribution for 2014, the AGM approved the Board's proposal to pay a dividend of EUR 0.05 per share to all shareholders listed in the shareholder register maintained by Euroclear Finland Ltd on the reconciliation date of 16 March 2015. The dividend payment date was 23 March 2015.

### The AGM granted the following authorisations to the Board

Authorisation of the Board of Directors to decide on buying back treasury shares and/or accepting them as collateral

The AGM authorised the Board to decide on the buyback and/or acceptance as collateral of not more than 2,000,000 shares in the company. This buyback can only be executed by means of the company's unrestricted equity. The Board shall decide on how these shares are to be bought. Treasury shares may be bought back in disproportion to the holdings of the shareholders. The authorisation also includes acquisition of shares through public trading organised by NASDAQ OMX Helsinki Oy in accordance with the rules and instructions of NASDAQ OMX Helsinki and Euroclear Finland Ltd, or through offers made to shareholders. Shares may be acquired in order to improve the company's capital structure, to fund acquisitions or other business transactions, for offering share-based incentive schemes, to sell on, or to be annulled. The shares must be acquired at the market price in public trading. This authorisation supersedes that granted by the AGM of 11 March 2014 and is valid for 18 months, that is, until 12 September 2016.

Authorising the Board of Directors to decide on a share issue and granting of special rights

The AGM authorised the Board to decide on an ordinary or bonus issue of shares and the granting of special rights (as defined in Section 1, Chapter 10 of the Limited Liability Companies Act) in one or more instalments, as follows: The issue may total, at a maximum, 4,000,000 shares. The authorisation applies both to new shares and to treasury shares held by the company. By virtue of the authorisation, the Board has the right to decide on share issues and the granting of special rights, in deviation from the pre-emptive subscription rights of the shareholders (a directed issue). The authorisation may be used to fund or complete acquisitions or other business transactions, for offering share-based incentive schemes, to develop the company's capital structure, or for other purposes decided on by the Board. The Board was authorised to decide on all terms related to the share issue or special rights, including the subscription price, its payment in cash or (partly or wholly) in capital contributed in kind or its being written off against the subscriber's receivables, and its recognition in the company's balance sheet. This authorisation supersedes that granted by the AGM of 11 March 2014 and is valid for 18 months, that is, until 12 September 2016.

### SHARE CAPITAL AND SHARES

On 31 March 2015, the number of Digia Plc shares totalled 20,875,645.

According to Finnish Central Securities Depository Ltd, Digia had 4,553 shareholders on 31 March 2015.

### The ten major shareholders were

Shareholder	Percentage of shares and votes
Ingman Development Oy Ab	20.2%
Ilmarinen Mutual Pension Insurance Company	14.6%
Jyrki Hallikainen	7.4%
Kari Karvinen	5.7%
Matti Savolainen	5.1%
Varma Mutual Pension Insurance Company	4.6%
Investment Fund Säästöpankki Small Cap	1.3%
Nordea Bank Finland Plc (nominee-registered)	1.3%
Nordea Finnish Small Cap investment fund	1.2%
Mandatum Life Unit – Linked	1.0%

### Distribution of holdings by number of shares held on 31 March 2015

Number of shares	Shareholders	Percentage of shares and votes
1–100	23.3%	0.3%
101–1,000	58.1%	5.7%
1,001–10,000	16.6%	9.9%
10,001–100,000	1.3%	9.5%
100,001–1,000,000	0.5%	21.6%
1,000,001–4,000,000	0.1%	53.0%

### Shareholding by sector on 31 March 2015

	Shareholders	Shares
Companies	4.2%	26.6%
Finance and insurance	0.2%	5.9%
Public-sector organisations	0.1%	19.2%
Non-profit associations	0.3%	1.1%
Households	94.6%	44.7%
Foreign holding	0.6%	2.5%

The weighted average number of shares during the review period, adjusted for share issues, was 20,775,273. The number of outstanding shares totalled 20,775,273 at the end of the period.

Digia Plc held a total of 100,372 treasury shares at the end of the review period. The accounting counter value of these treasury shares is EUR 0.10 per share. The company held about 0.5 per cent of the capital stock as of 31 March 2015. Digia has financed the acquisition of 43,000 treasury shares for distribution through incentive schemes for key personnel. At the end of the period, 43,000 of these shares remained undistributed and were under the management of Evli Alexander Management Ltd.

### REPORTED SHARE PERFORMANCE ON THE HELSINKI STOCK EXCHANGE

Digia Plc shares are listed on the NASDAQ OMX Nordic Exchange under IT, IT Consulting & Other Services. The trading code is DIG1V. The lowest recorded share price during the review period was EUR 2.74 and the highest EUR 4.30. Digia's share officially closed at EUR 4.24 on the last day of trading. The trade-weighted average was EUR 3.42. The Group's market capitalisation totalled EUR 88,512,735 at period end.

### The company received the following flagging notifications during the review period

- On 26 February 2015, the Ingman Group announced that, as a result of internal restructuring, the Ingman Group had divested its entire holding in Digia Plc to Ingman Development Oy Ab. As a result of the transaction, the Ingman Group's holding in Digia Plc has fallen under the 5% flagging threshold and Ingman Development Oy Ab's holding has risen by a corresponding amount over the 20% flagging threshold, that is, to 20.21 per cent of the company's shares and voting rights.

### STOCK OPTION SCHEMES

Digia Plc has no outstanding options.

Helsinki, 30 April 2015

Digia Plc

Board of Directors

#### **BRIEFING**

Digia will hold a briefing on this Interim Report for analysts on Thursday 30 April 2015 at 11 am, in the Tapiola cabinet of Hotel Scandic Simonkenttä, Simonkatu 9, 00100 Helsinki, Finland. Welcome.

#### **FURTHER INFORMATION**

CEO Juha Varelius, exchange +358 (0)10 313 3000, e-mail: [juha.varelius@digia.com](mailto:juha.varelius@digia.com)

The Interim Report and CEO's presentation will be available on [www.digia.com](http://www.digia.com), in the 'Investors' section, as of 11 am on 30 April 2015.

#### **DISTRIBUTION**

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## CONDENSED FINANCIAL STATEMENTS AND NOTES

Consolidated Income Statement  
 Consolidated Balance Sheet  
 Consolidated Cash Flow Statement  
 Consolidated Statement of Changes In Shareholders' Equity  
 Notes to the Financial Statement Bulletin

### CONSOLIDATED INCOME STATEMENT, EUR 1,000

EUR 1,000	Q1/2015	Q1/2014	Change, %	2014
NET SALES	25,651.7	23,957.9	7.1%	97,433.5
Other operating income	423.1	400.8	5.6%	1,302.9
Materials and services	-2,292.7	-2,378.0	-3.6%	-9,501.1
Depreciation, amortisation and impairment	-615.3	-702.8	-12.4%	-2,490.4
Other operating expenses	-22,477.0	-21,558.3	4.3%	-82,435.0
Operating profit	689.8	-280.4		4,309.8
Financial expenses (net)	-303.8	-150.8	101.5%	-675.6
Earnings before tax	386.0	-431.2		3,634.2
Income taxes	-113.7	100.4		-783.8
NET PROFIT	272.3	-330.8		2,850.4
Other comprehensive income:				
Items which may later be reclassified as profit or loss:				
Exchange differences on translation of foreign operations	139.2	-44.1		-116.6
TOTAL COMPREHENSIVE INCOME	411.5	-375.0		2,733.8
Distribution of net profit:				
Parent-company shareholders	272.3	-330.8		2,850.4
Distribution of total comprehensive income:				
Parent-company shareholders	411.5	-375.0		2,733.8
Earnings per share, EUR	0.01	-0.02		0.14
Earnings per share (diluted), EUR	0.01	-0.02		0.14

**CONSOLIDATED BALANCE SHEET, EUR 1,000**

<b>Assets</b>	<b>31 Mar 2015</b>	<b>31 Dec 2014</b>	<b>Change, %</b>
Non-current assets			
Intangible assets	51,961.8	52,309.0	-0.7%
Tangible assets	1,882.7	1,698.6	10.8%
Financial assets	627.0	627.0	0.0%
Inventories	0.0	0.0	
Non-current receivables	38.6	26.0	48.6%
Deferred tax assets	197.5	201.2	-1.8%
<b>Total non-current assets</b>	<b>54,707.6</b>	<b>54,861.8</b>	<b>-0.3%</b>
Current assets			
Current receivables	20,585.9	20,399.3	0.9%
Available-for-sale financial assets	330.1	328.7	0.4%
Cash and cash equivalents	4,199.3	4,803.3	-12.6%
<b>Total current assets</b>	<b>25,115.3</b>	<b>25,531.3</b>	<b>-1.6%</b>
<b>Total assets</b>	<b>79,822.8</b>	<b>80,393.1</b>	<b>-0.7%</b>
<b>Shareholders' equity and liabilities</b>	<b>31 Mar 2015</b>	<b>31 Dec 2014</b>	<b>Change, %</b>
Share capital	2,087.6	2,087.6	0.0%
Rights issue	0.0	0.0	
Issue premium fund	7,899.5	7,899.5	0.0%
Other reserves	5,203.8	5,203.8	0.0%
Unrestricted shareholders' equity reserve	31,370.3	31,370.3	0.0%
Translation difference	540.2	401.0	34.7%
Retained earnings	-11,247.2	-13,093.8	14.1%
Net profit	272.3	2,850.4	-90.4%
Equity attributable to parent-company shareholders	36,126.5	36,718.7	-1.6%
<b>Total shareholders' equity</b>	<b>36,126.5</b>	<b>36,718.7</b>	<b>-1.6%</b>
Liabilities			
Non-current interest-bearing liabilities	9,776.3	9,646.4	1.3%
Non-current advances received	1,179.8	1,113.5	6.0%
Other non-current liabilities	0.0	0.0	
Deferred tax liabilities	279.8	288.5	-3.0%
<b>Total non-current liabilities</b>	<b>11,235.8</b>	<b>11,048.4</b>	<b>1.7%</b>
Current interest-bearing liabilities	6,692.1	6,599.0	1.4%
Other current liabilities	25,768.5	26,026.9	-1.0%
<b>Total current liabilities</b>	<b>32,460.5</b>	<b>32,625.9</b>	<b>-0.5%</b>
<b>Total liabilities</b>	<b>43,696.4</b>	<b>43,674.4</b>	<b>0.1%</b>
<b>Shareholders' equity and liabilities</b>	<b>79,822.8</b>	<b>80,393.1</b>	<b>-0.7%</b>

**CONSOLIDATED CASH FLOW STATEMENT, EUR 1,000**

	1 Jan 2015-31 Mar 2015	1 Jan 2014-31 Mar 2014
Cash flow from operations:		
Net profit	272	-331
Adjustments to net profit	445	166
Change in working capital	184	-1,328
Interest paid	-78	-82
Interest income	0	0
Taxes paid	-62	-168
Net cash flow from operations	761	-1,742
Cash flow from investments:		
Purchases of tangible and intangible assets	-431	-315
Cash flow from investments	-431	-315
Cash flow from financing:		
Proceeds from share issue	0	0
Acquisition of treasury shares	0	0
Repayment of current loans	0	-500
Repayments of non-current loans	0	0
Withdrawals of current loans	0	0
Withdrawals of non-current loans	0	560
Dividends paid and other profit distribution	-933	-1,804
Cash flow from financing	-933	-1,744
Change in liquid assets	-603	-3,802
Liquid assets at beginning of period	5,132	6,454
Change in fair value		
Change in liquid assets	-603	-3,802
Liquid assets at end of period	4,529	2,652

**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY, EUR 1,000**

	a	b	c	d	e	f	g	h
SHAREHOLDERS' EQUITY, 1 January 2014	2,088	0	7,899	33,448	5,204	518	-13,096	36,061
Net profit							2,850	2,850
Other comprehensive income						-117		-117
Repayment of capital				-2,078				-2,078
Share-based payments recognised against equity							2	2
SHAREHOLDERS' EQUITY 31 December 2014	2,088	0	7,899	31,370	5,204	401	-10,243	36,719
	a	b	c	d	e	f	g	h
SHAREHOLDERS' EQUITY, 1 January 2015	2,088	0	7,899	31,370	5,204	401	-10,243	36,719
Net profit							272	272
Other comprehensive income						139		139
Dividends							-1,039	-1,039
Share-based payments recognised against equity							35	35
SHAREHOLDERS' EQUITY 31 March 2015	2,088	0	7,899	31,370	5,204	540	-10,975	36,126

a = share capital

b = rights issue

c = share premium

d = unrestricted invested shareholders' equity

e = other reserves

f = currency translation differences

g = retained earnings

h = total shareholders' equity

**NOTES TO THE INTERIM REPORT**

This Interim Report has not been audited.

**Accounting principles**

This interim report has been prepared in compliance with IFRS and the IAS 34 standard.

Otherwise, the same accounting principles have been applied as in the 2014 Financial Statements.

**Seasonal nature of business**

The Group's business is affected by the number of workdays each month, as well as by holiday seasons.

**Dividends paid**

Dividends paid during the reporting period totalled EUR 1,040,913.65.

**Related-party transactions**

Digia Group's related parties include the CEO and the members of the Board of Directors and Group Management Team. Digia Group had no significant transactions with related parties during the review period.

## Segment information

Digia's business operations are divided into two main business segments: Domestic and Qt.

NET SALES, EUR 1,000	Q1/2015	Q1/2014	Change, %	2014
Domestic segment	19,399	19,181	1.1%	77,028
Qt segment	6,253	4,777	30.9%	20,406
Digia Group	25,652	23,958	7.1%	97,433

OPERATING PROFIT BEFORE EXTRAORDINARY ITEMS, EUR 1,000	Q1/2015	Q1/2014	Change, %	2014
Domestic segment	684	646	5.9%	6,311
Qt segment	464	-926		-1,850
Digia Group	1,148	-280		4,461

OPERATING PROFIT, EUR 1,000	Q1/2015	Q1/2014	Change, %	2014
Domestic segment	262	646	-59.5%	6,311
Qt segment	429	-926		-2,001
Digia Group	690	-280		4,310

ASSETS, EUR 1,000	31 Mar 2015	31 Dec 2014
Domestic segment	50,479	51,076
Qt segment	17,116	17,332
Unallocated	12,227	11,985
Digia Group	79,822	80,393

## Consolidated income statement by quarter

EUR 1,000	Q1/2015	Q4/2014	Q3/2014	Q2/2014	Q1/2014
Net sales	25,651.7	27,246.4	21,731.9	24,497.2	23,957.9
Other operating income	423.1	276.6	302.7	322.8	400.8
Materials and services	-2,292.7	-2,819.6	-1,960.3	-2,343.1	-2,378.0
Depreciation, amortisation and impairment	-615.3	-600.5	-580.1	-607.2	-702.8
Other operating expenses	-22,477.0	-21,794.4	-18,637.4	-20,444.9	-21,558.3
Operating profit	689.8	2,308.5	856.9	1,424.8	-280.4
Financial expenses (net)	-303.8	-164.6	-307.1	-53.2	-150.8
Earnings before tax	386.0	2,143.9	549.8	1,371.6	-431.2
Income taxes	-113.7	-463.3	-78.0	-342.8	100.4
Net profit	272.3	1,680.6	471.7	1,028.9	-330.8
Allocation:					
Parent-company shareholders	272.3	1,680.6	471.7	1,028.9	-330.8
Minority interest	0,0	0,0	0,0	0,0	0,0
Earnings per share, EUR	0.01	0.08	0.02	0.05	-0.02
Earnings per share (diluted), EUR	0.01	0.08	0.02	0.05	-0.02

## Group key indicators and ratios

EUR 1,000	Q1/2015	Q1/2014
Extent of business:		
Net sales	25,652	23,958
- change from previous year	7.1%	1.9%
Average capital invested	52,856	51,669
Personnel at period end	927	938
Average number of personnel	930	934
Profitability:		
Operating profit before extraordinary items and impairment	1,148	-280
- % of net sales	4.5%	-1.2%
Operating profit	690	-280
- % of net sales	2.7%	-1.2%
Earnings before tax	386	-431
- % of net sales	1.5%	-1.8%
Net profit	272	-331
% of net sales	1.1%	-1.4%
Return on equity, %	3.0%	-3.8%
Return on investment, %	7.0%	-1.6%
Financing and financial standing:		
Interest-bearing liabilities	16,468	16,873
Short-term investments & cash and bank receivables	4,529	2,652
Net gearing	33.0%	42.4%
Equity ratio	51.0%	48.7%
Net cash flow from operations	761	-1,742
Earnings per share, undiluted, EUR	0.01	-0.02
Earnings per share, diluted, EUR	0.01	-0.02
Equity/share, EUR	1.73	1.61
Lowest share trading price, EUR	2.74	3.90
Highest share trading price, EUR	4.30	4.59
Average share price, EUR	3.42	4.19
Market capitalisation	88,513	84,755

The formulae used to calculate key indicators and ratios are presented in the 2014 Financial Statements. These remained unchanged during the review period.