

WULFF GROUP PLC INTERIM REPORT

May 7, 2015 at 9:00 A.M.

## WULFF GROUP PLC'S INTERIM REPORT FOR JANUARY 1 - MARCH 31, 2015

### Wulff Group Plc improved its profitability in the first quarter

### **KEY POINTS JANUARY - MARCH 2015**

- Net sales totalled EUR 19.2 million (EUR 19.8 million). Net sales decreased by 3.0 percentages from previous year.
- EBITDA was EUR 0.4 million (EUR 0.3 million) being 2.0 percentages (1.5 %) of net sales.
- Operating profit (EBIT) amounted to EUR 0.2 million (EUR 0.0 million) being 1.0 percentages (0.2 %) of net sales.
- Earnings per share (EPS) was EUR -0.01 (EUR 0.00) in January-March.
- Wulff Group's outlook for the 2015 operating result remains unchanged.

### **WULFF GROUP'S CEO HEIKKI VIENOLA**

Wulff Group's CEO Heikki Vienola:

"I am pleased and delighted that we have managed to improve our profitability despite the challenges in our operating environment and the economic situation. The most important thing is that our customers are satisfied. Through our different sales channels, the Group is a flexible and efficient partner to businesses of all sizes. We take good care of our major customers and big corporations and serve medium-sized companies efficiently. Equally important for us is to serve the smallest companies well: every new company is a potential customer for Wulff. It is a pleasure to help and support new entrepreneurs with Wulff's comprehensive services and the expertise our personnel have to offer. In 2015, we will focus on cost-saving measures, invest in sales, and improve our operations to better respond to the market situation. We will also concentrate on positively improving our result. The most important values in our operations at all times have been customer orientation and profitability. Wulff will reach 125 years in the fall, and these same values are still the foundation for the future success of the company."

## **GROUP'S NET SALES AND RESULT PERFORMANCE**

In January-March 2015 net sales totalled EUR 19.2 million (EUR 19.8 million). In January-March EBITDA was EUR 0.4 million (EUR 0.3 million) being 2.0 percentages (1.5 %) of net sales. In January-March operating profit (EBIT) amounted to EUR 0.2 (EUR 0.0 million) being 1.0 percentages (0.2 percentages) of net sales. Typically in the industry and in the Group, the annual profit is made in the last quarter of the year.

In January-March 2015 employee benefit expenses amounted to EUR 3.8 million (EUR 4.3 million). Other operating expenses amounted to EUR 2.3 million (EUR 2.4 million) in January-March. Employee benefit and other operating expenses were still affected by the implemented successful cost-saving measures. To improve its profitability, The Wulff Group continues to examine its cost structure as part of ongoing reforms.

In January-March the financial income and expenses totalled (net) EUR -0.01 million (EUR -0.08 million) including interest expenses of EUR 0.07 million (EUR 0.05 million) and mainly currency-related other financial items (net) EUR 0.06 million (EUR -0.03 million).

In January-March the result before taxes was EUR 0.2 million (EUR -0.05 million). In January-March the net profit after taxes was EUR -0.2 million (EUR -0.04 million). The net profit was impacted by a write down of deferred tax receivables of EUR 0.3 million in January-March 2015. Earnings per share (EPS) was EUR -0.01 (EUR 0.00) in January-March.

### **CONTRACT CUSTOMERS DIVISION**

The Contract Customers Division is the customer's comprehensive partner in the field of office supplies, IT supplies, business and promotional gifts as well as international fair services. In January-March the division's net sales totalled EUR 16.5 million (EUR 16.7 million) and the operating result was EUR 0.2 (EUR 0.2 million).



The general economic situation and the decrease in the products' demand have slightly affected to the decrease in net sales. Due to the cost-saving program started at the end of 2013, the operating profit remained at the same level despite the decline in net sales. The promotional gifts business has been severely unprofitable during the first quarter and the company is planning changes to its operations.

International fair services are part of Wulff's business. Wulff Entre's investments in sales and its development have resulted in both stronger customer relationships and an increase in clientele in Finland but also in Germany, Sweden, Norway and Russia. At the end of 2014, Wulff Entre rejoiced the biggest single co-operation agreement in Norway in its history. In 2015, Wulff Entre will export Finnish companies' know-how to more than 30 countries. Wulff Entre is the market leader in its field in Finland and there has been a solid trust in Wulff Entre's ability to find the right international venues for over 90 years.

The office supplies market has declined slightly in Scandinavia and the net sales of Wulff Supplies decreased but the profitability improved in January-March 2015. The position of Wulff Group is strong in the market. Wulff Supplies serves the Group's Scandinavian and Nordic customers.

Wulffinkulma.fi is an open webstore for all companies and communities, and in particular, the webstore serves small and medium-sized companies. The webstore is an important investment in the future for Wulff because purchases of everyday products are done online more and more. Opened five years ago, the webstore has gained a good market position and serves its customers significantly more diversely than its competitors do.

#### **DIRECT SALES DIVISION**

The Direct Sales Division's aim is to help its customers by offering the best novelties and ideas in the market and the most professional, personal, and local service and sales network. In January-March the division's net sales totalled EUR 2.6 million (EUR 3.0 million) and operating profit was EUR 0.09 (EUR -0.09 million).

The Direct Sales Division will continue improving its profitability by concentrating on profitable product and service fields and by optimising the operations' efficiency. During the interim period, the Scandinavian Direct Sales Division was reformed to better respond to the current market situation. Wulff invests strongly in the development of the product and service range and aims to increase the synergy of the purchasing operations by group wide competitive bidding and cooperation. Direct Sales Division offers a large product range of different ergonomics and first aid products and products improving work safety in addition to the traditional office supplies. Scandinavian companies are investing in ergonomics and first aid products due to the constantly aging workforce. Office work will account for an ever increasing part of all labor and that is why companies are also proactively investing in good workplace ergonomics. With good workplace ergonomics, it is possible to make significant savings due to the diminution of sick leaves. The division offers personal service to its clients where the product concept is always built together with the clients to meet their needs.

Wulff is known for being the workplace of successful salesmen. More and more great executive leaders have experience and know-how in sales, and there is growing appreciation of sales skills in our society today. Successful recruiting has a significant effect on the performance of the Direct Sales Division. In 2015, Wulff has the readiness to employ numerous new talents to grow into sales experts. Wulff's own introduction and training programs ensure that not only does every sales person get a comprehensive training and an exciting start to their career, but also further education on how to improve one's own know-how.

# FINANCING, INVESTMENTS AND FINANCIAL POSITION

In January-March the cash flow from operating activities was EUR -1.3 million (EUR -1.6 million). In this industry it is typical that the result and cash flow are generated in the last quarter.

For its fixed asset investments the Group paid a net of EUR 0.03 million (EUR 0.3 million) in January-March. The repayments of long term and short term loans amounted to EUR 0.5 million in January-March 2015, and previous year long term and short term loans were withdrawn by EUR 1.7 million.

The Group's cash balance decreased by EUR 1.8 million in January-March (EUR 0.4 million). The Group's bank and cash funds totalled EUR 2.4 million in the beginning of the year and EUR 0.6 million in the end of the reporting period.

In the end of March 2015 the Group's equity-to-assets ratio was 43.8 percentages (December 31, 2014: 39.5 %). Equity attributable to the equity holders of the parent company increased to EUR 1.94 per share (December 31, 2014: EUR 1.95).

Wulff Group Plc Manttaalitie 12 Fl 01530 Vantaa



#### SHARES AND SHARE CAPITAL

Wulff Group Plc's share is listed on NASDAQ OMX Helsinki in the Small Cap segment under the Industrial Goods and Services sector. The company's trading code is WUF1V. In the end of the reporting period the share was valued at EUR 1.40 (EUR 1.35) and the market capitalization of the outstanding shares totalled EUR 9.1 million (EUR 8.8 million).

In January-March 2015 no own shares were reacquired. In the end of March 2015, the Group held 79,000 (March 31, 2014: 79,000) own shares representing 1.2 percentage (1.2 %) of the total number and voting rights of Wulff shares. According to the Annual General Meeting's authorisation on April 9, 2015, the Board of Directors decided in its organizing meeting to continue the acquisition of its own shares, by acquiring a maximum of 300.000 own shares by April 30, 2016.

#### **PERSONNEL**

In January-March 2015 the Group's personnel totalled 251 (295) employees on average. At the end of December the Group had 261 (295) employees of which 104 (115) persons were employed in Sweden, Norway, Denmark or Estonia.

The majority, 59 percentages, of the Group's personnel works in sales operations and 41 percentages of the employees work in sales support, logistics and administration. 53 % of the personnel are women and 47 % are men.

### **RISKS AND UNCERTAINTIES IN THE NEAR FUTURE**

The demand for office supplies is strongly affected by the general economic development. During the economic downturn, organizations' personnel lay-offs and cost-saving initiatives affect the purchase behavior of corporate customers. The ongoing economic uncertainties impact especially the demand for business and promotional gifts. During uncertain economic periods, corporations may also minimize attending fairs. As the ongoing economic uncertainty continues, the cost saving measures will have an effect on the ordering behavior of corporate customers and therefore Wulff must adapt to the developing market situation if needed.

Half of the Group's net sales come from other than euro-currency countries. Fluctuation of the currencies affect the Group's net result, however the effect of the fluctuation is expected to be moderate.

### **EVENTS AFTER THE REPORTING PERIOD**

The Group has not had material events after the reporting period.

# MARKET SITUATION AND FUTURE OUTLOOK

Wulff is the most significant Nordic player in its field. Wulff's mission is to help its corporate customers to succeed in their own business by providing them with leading-edge products and services in a way best suitable to them. The markets have been consolidating in the past few years and the Nordic markets are expected to consolidate in the future as well. Wulff is prepared to carry out new strategic acquisitions, and as a listed company Wulff has a good opportunity to be a more active player than its competitors.

Wulff estimates the market situation to remain unchanged. Therefore it is important to continue to implement the cost structure and improve the efficiency of the operations. Wulff's goal is to further improve the profitability of its businesses.

Wulff estimates the 2015 operating profit to be positive. Typically in the industry, the annual profit and cash flow are made in the last quarter of the year.



# **WULFF GROUP PLC'S FINANCIAL REPORTING**

Wulff Group Plc will release the following financial reports in 2015:

Interim Report, January-June 2015 Interim Report, January-September 2015 Thursday August 6, 2015 Thursday November 5, 2015

In Vantaa on May 6, 2015

WULFF GROUP PLC BOARD OF DIRECTORS

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DISTRIBUTION NASDAQ OMX Helsinki Oy Key media www.wulff-group.com



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# **CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 1.1. - 31.3.2015**

The information presented in the report has not been audited.

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CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS (IFRS)	1	1	I-IV
EUR 1000	2015	2014	2014
Net sales	19 174	19 775	74 262
Other operating income	88	35	1 522
Materials and services	-12 814	-12 849	-48 453
Employee benefit expenses	-3 776	-4 283	-15 873
Other operating expenses	-2 291	-2 390	-9 363
EBITDA	381	289	2 096
Depreciation and amortization	-196	-257	-987
Impairment	0	0	0
Operating profit/loss	185	31	1 109
Financial income	84	6	41
Financial expenses	-88	-90	-673
Profit/Loss before taxes	180	-53	478
Income taxes	-373	9	84
Net profit/loss for the period	-193	-44	562
Attributable to:			
Equity holders of the parent company	-90	13	696
Non-controlling interest	-103	-57	-134
Earnings per share for profit attributable to			
the equity holders of the parent company:			
Earnings per share, EUR	-0,01	0,00	0,11
(diluted = non-diluted)			
CONDENSED CONSOLIDATED STATEMENT OF OCI	1	ı	I-IV
EUR 1000	2015	2014	2014
Net profit/loss for the period	-193	-44	562
Other comprehensive income which may be reclassified to profit or loss subsequently (net of tax)			
Change in translation differences	63	39	-239
Fair value changes on available-for-sale investments	16	-8	61
Total other comprehensive income	79	85	-178
Total comprehensive income for the period	-114	-13	384
Total comprehensive income attributable to:			
Equity holders of the parent company	-10	23	540
Non-controlling interest	-104	-36	-156



FINANCIAL POSITION (IFRS)   EUR 1000   March 31, 2015   March 31, 2014   2014   2014   2014   2014   2014   2014   2014   2014   2015   2014   2014   2015   2014   2015   2014   2015
Non-current assets   Section   Sec
Non-current assets   Goodwill   7755   7830   7730
Goodwill         7 755         7 830         7 730           Other intangible assets         672         1 166         730           Property, plant and equipment         1 043         1 501         1 094           Non-current financial assets         35         35         35           Interest-bearing financial assets         121         236         140           Deferred tax assets         1 365         1 739         1 709           Total non-current assets         10 992         12 506         11 439           Current assets         10 992         12 506         11 439           Current assets         7 731         8 717         8 352           Current receivables         17         23         16           Interest-bearing receivables         17         23         16           Non-interest-bearing receivables         11 201         11 724         12 528           Financial assets recognised at fair value through profit/loss         0         3         3         3           Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS         30 545         34 369 <t< td=""></t<>
Other intangible assets         672         1 166         730           Property, plant and equipment         1 043         1 501         1 094           Non-current financial assets         35         35         35           Interest-bearing financial assets         121         236         140           Deferred tax assets         1 365         1 739         1 709           Total non-current assets         10 992         12 506         11 439           Current assets         10 992         12 506         11 439           Current assets         7 731         8 717         8 352           Current receivables         17         23         16           Interest-bearing receivables         17         23         16           Non-interest-bearing receivables         11 201         11 724         12 528           Financial assets recognised at fair value through profit/loss         0         3         3           Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS         30 545         34 369         34 759           Equity attributable to the equity holders of the parent company:         Share
Property, plant and equipment         1 043         1 501         1 094           Non-current financial assets         35         35         35           Interest-bearing financial assets         121         236         140           Deferred tax assets         1 365         1 739         1 709           Total non-current assets         10 992         12 506         11 439           Current assets         10 992         12 506         11 439           Current assets         7 731         8 717         8 352           Current receivables         17         23         16           Non-interest-bearing receivables         11 201         11 724         12 528           Financial assets recognised at fair value through profit/loss         0         3         3         3           Cash and cash equivalents         604         1 395         2 422         2         2           Total current assets         19 553         21 862         23 320         2         2         2         3         2           EQUITY AND LIABILITIES         Equity attributable to the equity holders of the parent company:         Share premium fund         7 662         7 662         7 662         7 662         1 662         1 662         1 662
Non-current financial assets   Interest-bearing financial assets   121   236   140     Deferred tax assets   1 365   1 739   1 709     Total non-current assets   1 365   1 739   1 709     Total non-current assets   10 992   12 506   11 439     Current receivables   17   23   16
Interest-bearing financial assets   35   35   35   Non-interest-bearing financial assets   121   236   140     Deferred tax assets   1 365   1 739   1 709     Total non-current assets   10 992   12 506   11 439     Current receivables   10 992   12 506   11 439     Current receivables   7 731   8 717   8 352     Current receivables   17   23   16     Non-interest-bearing receivables   11 201   11 724   12 528     Financial assets recognised at fair value through profit/loss   0   3   3   3     Cash and cash equivalents   604   1 395   2 422     Total current assets   19 553   21 862   23 320     TOTAL ASSETS   30 545   34 369   34 759     EQUITY AND LIABILITIES   Equity     Equity attributable to the equity holders of the parent company:     Share capital   2 650   2 650   2 650     Share premium fund   7 662   7 662   7 662     Invested unrestricted equity fund   223   223   223     Retained earnings   2 158   1 438   2 166     Non-controlling interest   -61   819   43     Total equity   12 632   12 792   12 744     Non-current liabilities   1 6
Non-interest-bearing financial assets         121         236         140           Deferred tax assets         1 365         1 739         1 709           Total non-current assets         10 992         12 506         11 439           Current assets         10 992         12 506         11 439           Current assets         10 992         12 506         11 439           Current assets         7 731         8 717         8 352           Current receivables         17         23         16           Non-interest-bearing receivables         11 201         11 724         12 528           Financial assets recognised at fair value through profit/loss         0         3         2         422         2         2         2         2         2         2         2
Deferred tax assets
Total non-current assets         10 992         12 506         11 439           Current assets         Inventories         7 731         8 717         8 352           Current receivables         Interest-bearing receivables         17         23         16           Non-interest-bearing receivables         11 201         11 724         12 528           Financial assets recognised at fair value through profit/loss         0         3         3           Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS         30 545         34 369         34 759           EQUITY AND LIABILITIES         Equity         Equity         2 650         2 650         2 650           Share capital         2 650         2 650         2 650         2 650         2 650           Share premium fund         7 662         7 662         7 662         7 662         1 662           Invested unrestricted equity fund         223         223         223         223         223           Non-controlling interest         -61         819         43           Total equity         12 632         12 792
Current assets         Inventories         7 731         8 717         8 352           Current receivables         17         23         16           Interest-bearing receivables         11 201         11 724         12 528           Financial assets recognised at fair value through profit/loss         0         3         3           Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS         30 545         34 369         34 759           EQUITY AND LIABILITIES         Equity         Equity attributable to the equity holders of the parent company:         Share capital         2 650         2 650         2 650           Share premium fund Invested unrestricted equity fund 223         223         223         223         223         Retained earnings         2 158         1 438         2 166         Non-controlling interest         -61         819         43           Total equity         12 632         12 792         12 744           Non-current liabilities         19         50         19           Interest-bearing liabilities         19         50         19
Inventories   7 731   8 717   8 352
Current receivables       17       23       16         Non-interest-bearing receivables       11 201       11 724       12 528         Financial assets recognised at fair value through profit/loss       0       3       3         Cash and cash equivalents       604       1 395       2 422         Total current assets       19 553       21 862       23 320         TOTAL ASSETS       30 545       34 369       34 759         EQUITY AND LIABILITIES         Equity       Equity attributable to the equity holders of the parent company:         Share capital       2 650       2 650       2 650         Share premium fund       7 662       7 662       7 662         Invested unrestricted equity fund       223       223       223         Retained earnings       2 158       1 438       2 166         Non-controlling interest       -61       819       43         Total equity       12 632       12 792       12 744         Non-current liabilities       19       50       19         Deferred tax liabilities       19       50       19
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Non-interest-bearing receivables         11 201         11 724         12 528           Financial assets recognised at fair value through profit/loss         0         3         3           Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS         30 545         34 369         34 759           EQUITY AND LIABILITIES         Equity         Equity attributable to the equity holders of the parent company:         Share capital         2 650         2 650         2 650           Share premium fund         7 662         7 662         7 662         7 662         1 662           Invested unrestricted equity fund         223         223         223         223           Retained earnings         2 158         1 438         2 166           Non-controlling interest         -61         819         43           Total equity         12 632         12 792         12 744           Non-current liabilities         19         50         19           Interest-bearing liabilities         19         50         19
Financial assets recognised at fair value through profit/loss         0         3         3           Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS         30 545         34 369         34 759           EQUITY AND LIABILITIES           Equity         Equity attributable to the equity holders of the parent company:         2 650
profit/loss         0         3         3           Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS           EQUITY AND LIABILITIES           Equity         Equity attributable to the equity holders of the parent company:         2 650
Cash and cash equivalents         604         1 395         2 422           Total current assets         19 553         21 862         23 320           TOTAL ASSETS           EQUITY AND LIABILITIES           Equity         Equity attributable to the equity holders of the parent company:           Share capital         2 650         2 650         2 650           Share premium fund         7 662         7 662         7 662           Invested unrestricted equity fund         223         223         223           Retained earnings         2 158         1 438         2 166           Non-controlling interest         -61         819         43           Total equity         12 632         12 792         12 744           Non-current liabilities         3 254         4 675         3 390           Deferred tax liabilities         19         50         19
Total current assets         19 553         21 862         23 320           TOTAL ASSETS         30 545         34 369         34 759           EQUITY AND LIABILITIES         Equity         Equity attributable to the equity holders of the parent company:         Share capital         2 650         2 650         2 650           Share premium fund provested unrestricted equity fund provested provested provested provested unrestricted equity fund provested provested provested provested unrestricted equity fund provested prov
TOTAL ASSETS         30 545         34 369         34 759           EQUITY AND LIABILITIES         Equity         Equity attributable to the equity holders of the parent company:         Share capital         2 650
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Equity         Equity attributable to the equity holders of the parent company:         Share capital       2 650       2 650       2 650         Share premium fund       7 662       7 662       7 662         Invested unrestricted equity fund       223       223       223         Retained earnings       2 158       1 438       2 166         Non-controlling interest       -61       819       43         Total equity       12 632       12 792       12 744         Non-current liabilities         Interest-bearing liabilities       3 254       4 675       3 390         Deferred tax liabilities       19       50       19
Equity         Equity attributable to the equity holders of the parent company:         Share capital       2 650       2 650       2 650         Share premium fund       7 662       7 662       7 662         Invested unrestricted equity fund       223       223       223         Retained earnings       2 158       1 438       2 166         Non-controlling interest       -61       819       43         Total equity       12 632       12 792       12 744         Non-current liabilities         Interest-bearing liabilities       3 254       4 675       3 390         Deferred tax liabilities       19       50       19
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Share premium fund       7 662       7 662       7 662         Invested unrestricted equity fund       223       223       223         Retained earnings       2 158       1 438       2 166         Non-controlling interest       -61       819       43         Total equity       12 632       12 792       12 744         Non-current liabilities       1       1       4 675       3 390         Deferred tax liabilities       19       50       19
Invested unrestricted equity fund         223         223         223           Retained earnings         2 158         1 438         2 166           Non-controlling interest         -61         819         43           Total equity         12 632         12 792         12 744           Non-current liabilities         Interest-bearing liabilities         3 254         4 675         3 390           Deferred tax liabilities         19         50         19
Retained earnings         2 158         1 438         2 166           Non-controlling interest         -61         819         43           Total equity         12 632         12 792         12 744           Non-current liabilities         Interest-bearing liabilities         3 254         4 675         3 390           Deferred tax liabilities         19         50         19
Non-controlling interest         -61         819         43           Total equity         12 632         12 792         12 744           Non-current liabilities         3 254         4 675         3 390           Deferred tax liabilities         19         50         19
Total equity         12 632         12 792         12 744           Non-current liabilities
Non-current liabilities3 2544 6753 390Interest-bearing liabilities195019
Interest-bearing liabilities         3 254         4 675         3 390           Deferred tax liabilities         19         50         19
Deferred tax liabilities 19 50 19
Total non-current liabilities 3 274 4 725 3 408
Current liabilities
Interest-bearing liabilities 3 532 4 521 3 791
Short-term provisions 23 0 41
Non-interest-bearing liabilities 11 083 12 329 14 775
Total current liabilities 14 639 16 850 18 607
14 000 10 000
TOTAL EQUITY AND LIABILITIES 30 545 34 369 34 759



CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS (IFRS)	1	1	I-IV
EUR 1000	2015	2014	2014
Cash flow from operating activities:			
Cash received from sales	20 464	19 719	73 200
Cash received from other operating income	88	35	99
Cash paid for operating expenses	-21 749	-20 932	-73 256
Cash flow from operating activities before financial items and income taxes	-1 197	-1 178	43
Interest paid	-103	-59	-174
Interest received	7	3	16
Income taxes paid	-30	-326	-90
Net cash flow from operating activities	-1 323	-1 559	-205
Cash flow from investing activities:			
Proceeds from sales of available for sale financial assets	20	0	101
Investments in intangible and tangible assets	-37	-237	-295
Proceeds from sales of intangible and tangible assets	6	1	1 654
Proceeds from sale of subsidiary (deducted by cash at the time of sale)	0	0	253
Loans granted	0	-65	0
Repayments of loans receivable	0	0	4
Net cash flow from investing activities	-11	-300	1 717
Cash flow from financing activities:			
Dividends paid	0	0	-152
Payment for the partial interest in a subsidiary that does not involve loss of control	0	-57	-56
Proceeds on disposal of partial interest in a subsidiary that does not involve loss of control	0	1	2
Cash paid for (received from) short-term investments (net)	0	1	0
Repayments of finance lease liabilities	-17	0	-8
Withdrawals and repayments of short-term loans	-254	1 652	839
Withdrawals of long-term loans	0	0	0
Repayments of long-term loans	-199	-119	-1 390
Net cash flow from financing activities	-470	1 478	-766
Change in cash and cash equivalents	-1 804	-382	746
Cash and cash equivalents at the beginning of the period	2 422	1 774	1 774
Translation difference of cash	-14	3	-98
Cash and cash equivalents at the end of the period	604	1 395	2 422



# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR 1000		Equity	y attributabl	e to equit	y holders of th	e paren	t company			
	Share capital	Share premium fund	Fund for invested non restricted equity	Own shares	Translation differences	Fair value fund	Retained earnings	Total	Non- controlling interest	TOTAI
Equity on Jan 1, 2014	2 650	7 662	223	-260	-196	-76	1 723	11 725	1 137	12 862
Net profit / loss for the period							13	13	-57	-44
Other comprehensive income (net of taxes):										
Change in translation diff					18			18	21	39
Fair value changes on available-for-sale investments						-8		-8		-8
Comprehensive income (net of taxes)					18	-8	13	23	-36	-13
Dividends paid										
Treasury share disposal										
Share- based payments							1	1		1
Changes in NCI which did not lead to loss of control							224	224	-282	-58
Equity on March 31, 2014	2 650	7 662	223	-260	-178	-84	1 961	11 973	819	12 792
Equity on Jan 1, 2015	2 650	7 662	223	-260	-426	-15	2 867	12 700	43	12 744
Net profit / loss for the period							-90	-90	-103	-193
Other comprehens. income (net of taxes):										
Change in translation diff					63			63	-1	62
Fair value changes on available-for-sale investments						16		16		16
Comprehensive income (net of taxes)					63	15	-90	-10	-104	-114
Dividends paid										
Share- based payments							1	1		1
Changes in NCI which did not lead to loss of control										
Changes in NCI which lead to loss of control										
Equity on March 31, 2015	2 650	7 662	223	-260	-362	0	2 780	12 692	-61	12 632



#### NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### 1. BASIS OF PREPARATION

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. The accounting principles used in the preparation of this report are consistent with those described in the 2014 IFRS Consolidated Financial Statements, with the exception of the changes to the IFRS standards effective and adopted as of 1 January 2015. The changes are described in the 2014 IFRS Consolidated Financial Statements. The changes do not have a significant effect on the interim report.

The IFRS principles require the management to make estimates and assumptions when preparing financial statements. Although these estimates and assumptions are based on the management's best knowledge of today, the final outcome may differ from the estimated values presented in the financial statements.

All figures are presented as thousands of euros and have been rounded to the nearest thousand euros.

Part of the Group's loan agreements include covenants, according to which the equity ratio shall be 35 percentages at minimum and the interest-bearing debt/EBITDA ratio shall be 3.5 at maximum in the end of each financial year. The covenants are reported on a yearly basis. In the interim report as of March 31, 2015 the Group's interest-bearing liabilities have been presented in non-current and current liabilities based on the loans' maturities.

The Group has no knowledge of any significant events after the end of the financial period that would have had a material impact on this report in any other way that has been already discussed in the review by the Board of Directors.

### 2. CHANGES IN GROUP STRUCTURE

#### Changes in the shares of minority shareholders

In March 2014, the Group acquired an additional 2 % share of the share capital of S Supplies Holding AB, and now the Group owns 85 % of the company's share capital. The sales price was 56 thousand euros. The book value of S Supplies Holding AB's net assets (without goodwill) was 2,795 thousand euros. As a result of the acquisition, the share of non-controlling interest decreased by 56 thousand euros.

In January 2014, the Group sold 20 % share of the share capital of Wulff Liikelahjat Oy. The sales price was 1 thousand euros. The net book value of Wulff Liikelahjat Oy was 1,151 thousand euros negative. As a result of the transaction a profit of 231 thousand was recognised in retained earnings and the share of non-controlling interest decreased accordingly.





# 3. SEGMENT INFORMATION

	1	I	I-IV
EUR 1000	2015	2014	2014
Net sales by operating segments			
Contract Customers Division	16 524	16 725	62 487
Direct Sales Division	2 625	3 040	11 888
Group Services	121	126	524
Intersegment eliminations	-96	-115	-637
TOTAL NET SALES	19 174	19 775	74 262
Operating profit/loss by segments			
Contract Customers Division	188	221	86
Goodwill impairment	0	0	0
Contract Customers Division total	188	221	86
Direct Sales Division	85	-93	160
Group Services and non-allocated items	-87	-97	863
TOTAL OPERATING PROFIT/LOSS	185	31	1 109





# 4. KEY FIGURES

	1	1	I-IV
EUR 1000	2015	2014	2014
Net sales	19 174	19 775	74 262
Change in net sales, %	-3,0 %	-13,0 %	-11,1 %
EBITDA	381	289	2 096
EBITDA margin, %	2,0 %	1,5 %	2,8 %
Operating profit/loss	185	31	1 109
Operating profit/loss margin, %	1,0 %	0,2 %	1,5 %
Profit/Loss before taxes	180	-53	478
Profit/Loss before taxes margin, %	0,9 %	-0,3 %	0,6 %
Net profit/loss for the period attributable to equity holders of the parent company	-90	13	696
Net profit/loss for the period, %	-0,5 %	0,1 %	0,9 %
Earnings per share, EUR (diluted = non-diluted)	-0,01	0,00	0,11
Return on equity (ROE), %	-1,5 %	-0,34 %	4,4 %
Return on investment (ROI), %	1,3 %	-0,01 %	3,5 %
Equity-to-assets ratio at the end of period, %	43,8 %	39,2 %	39,5 %
Debt-to-equity ratio at the end of period	48,5 %	60,5 %	36,9 %
Equity per share at the end of period, EUR *	1,94	1,83	1,95
Net cash flow from operating activities	-1 323	-1 559	-205
Investments in non-current assets	37	238	488
Investments in non-current assets, % of net sales	0,2 %	1,2 %	0,7 %
Treasury shares held by the Group at the end of period	79 000	79 000	79 000
Treasury shares, % of total share capital and votes	1,2 %	1,2 %	1,2 %
Number of total issued shares at the end of period	6 607 628	6 607 628	6 607 628
Personnel on average during the period	251	295	268
Personnel at the end of period	261	295	240

<sup>\*</sup> Equity attributable to the equity holders of the parent company / Number of shares excluding the acquired own shares

QUARTERLY KEY FIGURES	- 1	IV	III	Ш	- 1	IV	III
EUR 1000	2015	2014	2014	2014	2014	2013	2013
Net sales	19 174	20 471	16 502	17 515	19 775	22 585	17 474
EBITDA	381	2 067	-92	-167	289	328	-246
Operating profit/loss	185	1 831	-335	-418	31	-930	-1 141
Profit/Loss before taxes	0,9 %	1 517	-412	-574	-53	-1 242	-1 212
Net profit/loss for the period attributable to the equity holders of the parent company	-90	1 420	-312	-425	13	-2 113	-1 030
Earnings per share, EUR (diluted = non-diluted)	-0,01	0,22	-0,05	-0,07	0,00	-0,32	-0,16



### 5. RELATED PARTY TRANSACTIONS

	I	1	I-IV
EUR 1000	2015	2014	2014
Sales to related parties	32	49	151
Sale of property to a related party	0	0	1 500*
Purchases from related parties	33	11	20
Current non-interest-bearing receivables from related parties	1	20	16
Non-current interest-bearing receivables from related parties	0	0	0
Current non-interest-bearing liabilities to related parties	0	0	0

The Wulff Group Plc sold its industrial property located in Manttaalitie, Vantaa to Reserve Capital Finland Oy, a related party of Wulff Group Plc on November 2014. The property and possessory rights transferred to the buyer at the conclusion of the sale. No overriding or deferrable clauses were included in the deal. The value of the industrial property was 228 thousand euros in the Group's balance sheet. The sale added up to 1.3 million in sales profit that was recorded in other operating income.

The terms concerning related party transactions correspond to the stipulations that are adhered to in independent party transactions.

### 6. CONTINGENT LIABILITIES AND OTHER COMMITMENTS

EUR 1000	March 31, 2015	March 31, 2014	Dec 31, 2014
Mortgages and guarantees on own behalf			
Business mortgage for the Group's loan liabilities	10 850	7 550	10 850
Business mortgage, free	900	0	900
Real estate pledge for the Group's loan liabilities	0	900	0
Subsidiary shares pledged as security for group companies' liabilities	7 103	6 702	7 103
Other listed shares pledged as security for group companies' liabilities	0	115	19
Current receivables pledged as security for group companies' liabilities	0	242	0
Pledges and guarantees given for the group companies' off-balance sheet commitments	177	186	170
Guarantees given on behalf of third parties	131	0	131
Minimum future operating lease payments	4 100	4 264	4 346



# **Calculation of Key Figures**

Return on equity (ROE), %	Net profit/loss for the period (total including the non-controlling interest of the result)  Shareholders' equity total on average during the period (including non-controlling interest)
Return on investment (ROI), %	(Profit before taxes + Interest expenses) x 100
	Balance sheet total - Non-interest-bearing liabilities on average during the period
Equity ratio, %	(Shareholders' equity + Non-controlling interest at the end of the period) x 100
	Balance sheet total - Advances received at the end of the period
Net interest-bearing debt	Interest-bearing liabilities - Interest-bearing receivables - Cash and cash equivalents
Gearing, %	Net interest-bearing debt x 100
	Shareholders' equity + Non-controlling interest at the end of the period
Earnings per share (EPS), EUR	Net profit attributable to the equity holders of the parent company
	Share issue adjusted number of outstanding shares on average during the period
Equity per share, EUR	Equity attributable to equity holders of the parent company
	Share issue-adjusted number of outstanding shares at the end of period
Dividend per share, EUR	Dividend for the financial period
	Share issue-adjusted number of outstanding shares at the end of period
Payout ratio, %	(Dividend per share) x 100
•	Earnings per share (EPS)
Earnings before taxes, depreciation	
and amortization (EBITDA) per share,	Earnings before taxes, depreciation and amortization (EBITDA)
EUR	Share issue adjusted number of outstanding shares on average during the period
Market value of outstanding shares	Share issue-adjusted number of outstanding shares at the end of period
	x Closing share price at the end of period