## (0) talentum



## INTERIM REPORT Q3 JANUARY-SEPTEMBER 22 OCTOBER 2013

## TALENTUM OYJ INTERIM REPORT 22 October 2013 at 14:00

Talentum Oyj's Interim Report for January-September 2013:

## OPERATING INCOME FROM MAGAZINE BUSINESS FINLAND INCREASED, OPERATIONAL EFFICIENCY IN SWEDEN IS BEING INCREASED

## July-September 2013 in brief

- Talentum Group's net sales totalled EUR 14.2 million (EUR 14.3 million)
- Operating income without non-recurring items was EUR -1.0 million (EUR - 1.2 million)
- Operating income (EBIT) was EUR -1.0 million (EUR -1.3 million)
- Operating income from Magazine Business Finland increased compared to previous year
- Operating income from the Event Business decreased compared to previous year
- Operating income from Magazine Business Sweden remained unprofitable
- The amount of advertising revenue in Talentum's media decreased by $9.6 \%$. The share of advertising revenue in Talentum's net sales was 28.2\%.
- The Group's CEO Aarne Aktan assumed the role of Managing Director of the Swedish subsidiary on 30 August 2013
- Tuomas Hämäläinen assumed the role of Director, Magazine Business Finland on 30 August 2013

Net sales of business functions (EUR million):


## January-September 2013 in brief

- Talentum Group's net sales totalled EUR 53.5 million (EUR 54.8 million)
- Operating income without non-recurring items was EUR - 0.0 million (EUR -0.2 million)
- Operating income (EBIT) was EUR - 0.3 million (EUR - 3.2 million)
- Operating income from Magazine Business Finland increased compared to previous year
- Operating income from the Event Business decreased compared to previous year
- Operating income from Magazine Business Sweden was unprofitable
- The amount of advertising revenue in Talentum's media decreased by 18.8\%. The share of advertising revenue in Talentum's net sales was 27.7\%.

Net sales of business functions (EUR million):


## FINANCIAL FIGURES

| EUR million | $7-92013$ | $7-9$ | 2012 | $1-9$ | 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | 14.9 | 14.3 | 53.5 | 54.8 | 77.2 |
| Operating income without non-recurring items | -1.0 | -1.2 | -0.0 | -0.2 | 2.2 |
| as \% of net sales | -7.4 | -8.5 | -0.1 | -0.3 | 2.8 |
| Operating income | -1.0 | -1.3 | -0.3 | -3.2 | -0.7 |
| as \% of net sales | -6.9 | -8.9 | -0.5 | -5.9 | -1.0 |
| Income before taxes | -1.2 | -1.7 | -0.3 | -4.0 | -1.4 |
| Net cash from operating activities |  |  | 0.1 | -2.6 | 1.0 |
| Total assets |  |  | 52.3 | 57.8 | 55.0 |
| lnvestments | 0.3 | 0.5 | 1.2 | 1.4 | 1.6 |
| as \% of net sales | 2.1 | 3.2 | 2.3 | 2.5 | 2.1 |

## Chief Executive Officer Aarne Aktan:

"All in all, our business developed relatively well in the third quarter. The market situation continues to be challenging in both Finland and Sweden. However, the decrease in periodical advertising, which is vital to Talentum, seems to have slowed down in both countries in the third quarter. At the same time, many companies in the sector have launched new paid-content wall services, which, based on initial experiences, look promising. The Finnish advertising market for periodicals decreased by 7.5 per cent in July-August. The Swedish advertising market for professional journals decreased by 16.0 per cent in the third quarter.

We cannot be satisfied with the development of the Event Business in the third quarter. Net sales decreased by $1 \%$ compared to previous year, mainly due to the Swedish partner sales. This, combined with increasing costs, led to weaker profitability than in the comparative period.

The good performance of Magazine Business Finland at the beginning of the year continued in the third quarter. Net sales increased and especially profitability continued to improve compared to previous year. Even though recruitment advertising was again rather low, advertising sales remained at the comparative period's level. It is fair to say that our work since the first quarter of 2012 has resulted in a clear turnaround in Magazine Business Finland. Tuomas Hämäläinen, who, over the past two years, has achieved excellent results as Circulation Director of Magazine Business Finland, assumed the role of Director, Magazine Business Finland on 30 August 2013.

In the third quarter, Magazine Business Sweden performed slightly better than at the beginning of the year, mainly due to our more effective cost management. I became directly responsible for Magazine Business Sweden on 30 August 2013. We are restructuring the business in order to clearly increase efficiency in today's difficult market situation. Our goal is to pull off the same kind of
turnaround we have had in Magazine Business Finland. This will take time, but we will work with determination in order to achieve our goal.

Net sales and profitability from the Books and Legal Training segment increased slightly compared to previous year. Direct Marketing continued its steady growth and profitability remained at previous year's level.

Talentum's new digital service package - Talentum Summa - was published on 18 October 2013. Summa combines Talentum's magazines, websites and business literature into one content service. Content currently covers Finnish publications and Swedish publications will also be included in the service at a later stage. Summa will significantly improve Talentum's multimedia service for both its readers and advertisers. In addition, as the logistics and printing costs decrease, Summa will enable to achieve cost savings in the future."

## KEY FIGURES

| EUR million | 7-9 2013 | 7-9 2012 | $1-92013$ | 1-9 2012 | 1-12 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Return on invested capital \% |  |  | -1.4 | -17.6 | -7.8 |
| Return on equity \% |  |  | -1.6 | -15.7 | -3.2 |
| Equity ratio, \% |  |  | 45.8 | 42.2 | 47.6 |
| Gearing ratio, \% (net debt to equity) |  |  | 19.1 | 27.5 | 5.5 |
| Interest-bearing liabilities |  |  | 5.2 | 6.0 | 4.6 |
| Net interest-bearing liabilities |  |  | 3.4 | 4.9 | 1.1 |
| Personnel on average |  |  | 759 | 743 | 754 |
| Earnings per share, EUR | -0.02 | -0.03 | -0.01 | -0.07 | -0.02 |
| Cash flow from operating activities per share, EUR |  |  | 0.00 | -0.06 | 0.02 |
| Equity per share, EUR |  |  | 0.41 | 0.40 | 0.45 |

## Consolidated net sales and profit for July-September 2013

Consolidated net sales for July-September decreased by $0.7 \%$, totalling EUR 14.2 million (EUR 14.3 million). The exchange rate of the Swedish krona against the euro had a negative impact of EUR 0.2 million on net sales.

Consolidated operating income without non-recurring items was EUR -1.0 million (EUR -1.2 million). Non-recurring items for July-September, which amounted to EUR -0.1 million (EUR 0.1 million), included items relating to reorganisation.

Consolidated operating income for July-September was EUR -1.0 million (EUR -1.3 million) and $-6.9 \%(-8.9 \%)$ of net sales. Financial items were EUR - 0.2 million (EUR -0.4 million).

The exchange rate of the Swedish krona against the euro did not have a significant impact on operating income.

Income before taxes was EUR -1.2 million (EUR -1.7 million). The Group's taxes for the period under review were EUR 0.2 million (EUR 0.3 million). Consolidated income for July-September was EUR -1.0 million (EUR -1.4 million).

## Consolidated net sales and profit for January-September 2013

Consolidated net sales for January-September decreased by 2.3\%, totalling EUR 53.5 million (EUR 54.8 million). The exchange rate of the Swedish krona against the euro had a positive impact of EUR 0.3 million on net sales.

Consolidated operating income without non-recurring items was EUR - 0.0 million (EUR - 0.2 million). Non-recurring items for January-September, which amounted to EUR 0.2 million (EUR 3.1 million), included items relating to reorganisation.

Consolidated operating income for January-September was EUR -0.3 million (EUR -3.2 million) and $-0.5 \%(-5.9 \%)$ of net sales. Financial items were EUR - 0.1 million (EUR - 0.8 million).

The exchange rate of the Swedish krona against the euro did not have a significant impact on operating income.

Income before taxes was EUR - 0.3 million (EUR - 4.0 million). The Group's taxes for the period under review were EUR 0.0 million (EUR 0.9 million). Consolidated income for January-September was EUR - 0.3 million (EUR -3.1 million).

## BUSINESS AREAS

Talentum's business operations are divided into six segments: Magazine Business Finland, Magazine Business Sweden, Event Business, Books and Legal Training, Direct Marketing and Other Activities.

According to TNS Media Intelligence, the advertising market decreased by $9.8 \%$ in Finland during January-August and by 2.4 \% in Sweden during January-September (Sveriges Mediebyråer).
Advertising decreased by 14.5 \% in Finnish periodicals during January-August and by 19.5 \% in Swedish professional journals during January-September. In Finland online advertising revenues increased by 4.3 \% during January-August and by 20.3 \% in Sweden during January-September.

| EUR million | 7-9 2013 | 7-9 2012 | $1-92013$ | 1-9 2012 | 1-12 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |
| Magazines Finland | 5.2 | 5.1 | 19.4 | 20.1 | 27.3 |
| Magazines Sweden | 3.5 | 4.1 | 14.2 | 16.6 | 23.1 |
| Events | 2.1 | 2.1 | 8.5 | 7.9 | 11.0 |
| Books and Legal Training | 1.2 | 1.1 | 4.9 | 4.9 | 8.4 |
| Direct Marketing | 2.9 | 2.7 | 8.8 | 8.2 | 11.2 |
| Other Activities | -0.7 | -0.9 | -2.3 | -2.8 | -3.8 |
| Total | 14.2 | 14.3 | 53.5 | 54.8 | 77.2 |
| Operating income without non-recurring items |  |  |  |  |  |
| Magazines Finland | 0.2 | 0.0 | 2.0 | 0.8 | 1.5 |
| Magazines Sweden | -0.4 | -0.3 | -0.7 | 1.1 | 1.7 |
| Events | -0.8 | -0.3 | -0.9 | -0.4 | -0.5 |
| Books and Legal Training | -0.2 | -0.4 | -0.3 | -0.3 | 1.0 |
| Direct Marketing | 0.3 | 0.3 | 0.8 | 1.0 | 1.4 |
| Other Activities | -0.2 | -0.6 | -1.0 | -2.3 | -2.9 |
| Total | -1.0 | -1.2 | -0.0 | -0.2 | 2.2 |
| Non-recurring items |  |  |  |  |  |
| Magazines Finland | 0.0 | -0.0 | -0.0 | -0.9 | -1.0 |
| Magazines Sweden | -0.0 | 0.0 | -0.2 | -1.1 | -1.0 |
| Events | -0.0 | -0.0 | -0.0 | -0.0 | -0.0 |
| Books and Legal Training | -0.0 | -0.0 | -0.0 | -0.4 | -0.4 |
| Direct Marketing | -0.0 | - | 0.1 | - |  |
| Other Activities | 0.1 | - | -0.1 | -0.5 | -0.6 |
| Total | 0.1 | -0.1 | -0.2 | -3.1 | -2.9 |
| Operating income |  |  |  |  |  |
| Magazines Finland | 0.2 | -0.0 | 2.0 | -0.1 | 0.5 |
| Magazines Sweden | -0.4 | -0.3 | -0.8 | -0.1 | 0.8 |
| Events | -0.8 | -0.3 | -0.9 | -0.4 | -0.5 |
| Books and Legal Training | -0.2 | -0.4 | -0.3 | -0.8 | 0.5 |
| Direct Marketing | 0.3 | 0.3 | 0.9 | 1.0 | 1.4 |
| Other Activities | -0.1 | -0.6 | -1.1 | -2.8 | -3.5 |
| Total | -1.0 | -1.3 | -0.3 | -3.2 | -0.7 |

## Magazine Business Finland

Financial development for Finnish periodicals is reported in the Magazine Business Finland segment. The magazines with the highest circulation are Talouselämä and Tekniikka \& Talous.

## July-September

Net sales for the Magazine Business Finland for July-September amounted to EUR 5.2 million (EUR 5.1 million), an increase of $1.4 \%$ from the previous year.

In July-September, operating income (EBIT) from the Magazine Business Finland was EUR 0.2 million (EUR - 0.0 million). In July-September, operating income without non-recurring items from the Magazine Business Finland was EUR 0.2 million (EUR 0.0 million), thereby the segment increased compared to the previous year.

In July-September, advertising revenue increased by $0.7 \%$ from the previous year. Advertising revenue accounted for $40.9 \%$ ( $41.1 \%$ ) of net sales in the Magazine Business Finland.

In July-September, circulation revenue increased by 1.1 \% from the previous year. Circulation revenue accounted for $56.8 \%(57.0 \%$ ) of net sales in the Magazine Business Finland. Circulation revenue increased due to the exceptionally good success in customer segmentation and targeting.

## January-September

Net sales for the Magazine Business Finland for January-September amounted to EUR 19.4 million (EUR 20.1 million), a decrease of $3.4 \%$ from the previous year.

In January-September, operating income (EBIT) from the Magazine Business Finland was EUR 2.0 million (EUR - 0.1 million). In January-September, operating income without non-recurring items from the Magazine Business Finland was EUR 2.0 million (EUR 0.8 million).

In January-September, advertising revenue decreased by 14.0\% from the previous year.
Advertising revenue accounted for $38.1 \%$ ( $42.7 \%$ ) of net sales in the Magazine Business Finland.
In January-September, circulation revenue increased by $3.8 \%$ from the previous year. Circulation revenue accounted for 59.9 \% ( 55.7 \%) of net sales in the Magazine Business Finland.

## Magazine Business Finland revenue

| EUR million | $7-92013$ | $7-9$ | 2012 | $1-9$ | 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  | $1-9$ | 2012 | $1-12$ | 2012 |
| Advertisement revenue | 2.1 | 2.1 |  |  |  |
| $\quad$ Product advertisements | 1.8 | 1.4 | 8.6 | 11.6 |  |
| $\quad$ Recruitment advertisements | 0.3 | 0.5 | 5.9 | 6.1 | 8.5 |
| Circulation revenue | 3.0 | 1.5 | 2.5 | 3.2 |  |
| Other revenue | 0.1 | 2.9 | 11.6 | 11.2 | 15.3 |
| Total | 5.2 | 0.1 | 0.4 | 0.3 | 0.4 |

## Magazine Business Sweden

Financial development for Swedish periodicals is reported in the Magazine Business Sweden segment. The magazines with the highest circulation are Ny Teknik and Affärsvärlden.

## July-September

Net sales for the Magazine Business Sweden for July-September amounted to EUR 3.5 million (EUR 4.1 million), a decrease of $14.4 \%$ from the previous year.

In July-September, operating income (EBIT) from the Magazine Business Sweden was EUR -0.4 million (EUR - 0.3 million). In July-September, operating income without non-recurring items from the Magazine Business Sweden was EUR -0.4 million (EUR -0.3 million).

In July-September, advertising revenue decreased by 19.1\% from the previous year. Advertising revenue accounted for $53.8 \%$ ( $56.8 \%$ ) of net sales in the Magazine Business Sweden.

In July-September, circulation revenue increased by $0.4 \%$ from the previous year. Circulation revenue accounted for $43.7 \%$ ( $37.2 \%$ ) of net sales in the Magazine Business Sweden.

## January-September

Net sales for the Magazine Business Sweden for January-September amounted to EUR 14.2 million (EUR 16.6 million), a decrease of $14.1 \%$ from the previous year.

In January-September, operating income (EBIT) from the Magazine Business Sweden was EUR -0.8 million (EUR -0.1 million). In January-September, operating income without non-recurring items from the Magazine Business Sweden was EUR -0.7 million (EUR 1.1 million).

In January-September, advertising revenue decreased by 23.0\% from the previous year.
Advertising revenue accounted for $52.2 \%$ ( $58.2 \%$ ) of net sales in the Magazine Business Sweden.
In January-September, circulation revenue remained at the previous year's level. Circulation revenue accounted for $45.6 \%$ (39.2\%) of net sales in the Magazine Business Sweden.

## Magazine Business Sweden revenue

| EUR million | $\mathbf{7 - 9} 2013$ | $7-9$ | 2012 | $1-9$ | 2013 |
| :--- | ---: | ---: | ---: | ---: | ---: |

## Event Business

The financial development of the Event Business segment in Finland, Sweden and Denmark is reported under the Event Business segment. The Event Business segment includes also the Group's share of the income of the associated company Professio Oy.

## July-September

Net sales for the Event Business segment for July-September amounted to EUR 2.1 million (EUR 2.1 million), a decrease of $0.9 \%$ from the previous year.

In July-September, operating income (EBIT) for the Event Business segment was EUR -0.8 million (EUR -0.3 million). Operating income for the comparative period for the Event Business segment included EUR 0.1 million amortisation of intangible assets. In connection with the acquisition of the Event Business, a receivable relating to a non-compete undertaking was recognised, and the related cost entry, which weakens the result, was EUR 0.1 million (EUR 0.1 million) in JulySeptember.

The Group's share of an associated company Professio Oy's income in July-September was EUR 0.0 million (EUR 0.0 million).

## January-September

Net sales for the Event Business segment for January-September amounted to EUR 8.5 million (EUR 7.9 million), an increase of $7.6 \%$ from the previous year.

In January-September, operating income (EBIT) for the Event Business segment was EUR -0.9 million (EUR - 0.4 million). Operating income for the Event Business segment includes EUR 0.1 million (EUR 0.2 million) amortisation of intangible assets. In connection with the acquisition of the Event Business, a receivable relating to a non-compete undertaking was recognised, and the related cost entry, which weakens the result, was EUR 0.3 million (EUR 0.3 million) in JanuarySeptember.

The Group's share of an associated company Professio Oy's income in January-September was EUR 0.1 million (EUR 0.2 million).

## Books and Legal Training

Financial development for book publishing and legal training is reported in the Books and Legal Training segment. The best-known book in the book publishing business is the green Finnish Law book.

## July-September

Net sales for the Books and Legal Training segment for July-September amounted to EUR 1.2 million (EUR 1.1 million), an increase of $5.6 \%$ from the previous year.

In July-September, operating income (EBIT) was EUR -0.2 million (EUR -0.4 million). Operating income without non-recurring items from the Books and Legal Training segment was EUR -0.2 million (EUR -0.4 million) in July-September.

## January-September

Net sales for the Books and Legal Training segment for January-September amounted to EUR 4.9 million (EUR 4.9 million), a decrease of $0.2 \%$ from the previous year.

In January-September, operating income (EBIT) was EUR -0.3 million (EUR -0.8 million). Operating income without non-recurring items from the Books and Legal Training segment was EUR -0.3 million (EUR - 0.3 million) in January-September.

## Direct Marketing

In the Direct Marketing segment, financial development is reported for the direct marketing business. The operations of Talentum's subsidiary, Suoramarkkinointi Mega Oy, in Finland and the Baltic countries belong to this segment. The company operates in the telemarketing business.

## July-September

Net sales for the Direct Marketing business for July-September amounted to EUR 2.9 million (EUR 2.7 million), an increase of $5.6 \%$ from the previous year.

In July-September, operating income (EBIT) was EUR 0.3 million (EUR 0.3 million). Operating income without non-recurring items from the Direct Marketing was EUR 0.3 million (EUR 0.3 million).

## January-September

Net sales for the Direct Marketing business for January-September amounted to EUR 8.8 million (EUR 8.2 million), an increase of $7.5 \%$ from the previous year.

In January-September, operating income (EBIT) was EUR 0.9 million (EUR 1.0 million). Operating income without non-recurring items from the Direct Marketing was EUR 0.8 million (EUR 1.0 million).

## Other activities

The Other Activities segment comprises Group operations as well as the Russian subsidiary, Conseco Press.

## Cash flow, financial position and balance sheet for the Group

Cash flow from business operations in January-September was higher than in the previous year following the change in operating income. Consolidated cash flow from operating activities was EUR 0.1 million (EUR - 2.6 million). The change in consolidated working capital was EUR - 0.3 million (EUR -0.1 million). Working capital is negative, as is usual for the sector, because liabilities include subscription fee advances received from customers of EUR 13.2 million (for balance sheet items, the comparison date is 31 December 2012: EUR 13.6 million). The advance fees of the subscriptions on the balance sheet's assets at the end of September include subscription fee advances of EUR 2.9 million for Talentum's magazines, of which EUR 0.5 million is included in noncurrent receivables and EUR 2.4 million in current receivables.

The consolidated balance sheet total at the end of the period under review stood at EUR 52.3 million (EUR 55.0 million). The Group's interest-bearing loans and borrowing amounted to EUR 5.2 million (EUR 4.6 million). The Group's liquid assets were EUR 1.8 million (EUR 3.5 million). Interestbearing net liabilities were EUR 3.4 million (EUR 1.1 million).

The available bank overdraft limit, which is valid until further notice, is EUR 12 million. EUR 5.1 million of the limit was in use at the end of the period under review (EUR 4.4 million was in use on 31 December 2012).

The equity ratio at the end of the period under review was $45.8 \%$ (47.6\%). The Group's equity per share was EUR 0.41 (EUR 0.45). The Group does not hedge against currency fluctuations with regard to the acquisition of subsidiaries. The weakening or strengthening of the Swedish krona against the euro affects the Group's equity through the translation difference arising from the acquisition of the Swedish subsidiaries. On 30 September 2013, the translation difference in the Group's equity was EUR 1.2 million. The change in January-September was EUR 0.3 million (negative).

## Investments

Gross investments in tangible and intangible assets for January-September totalled EUR 1.2 million (EUR 1.4 million), which was $2.3 \%$ ( $2.5 \%$ ) of net sales.

## Changes in Group structure

There were no changes in Group structure during the period.

## Personnel

In January-September, Talentum Group's operations employed an average of 759 (743) people. Geographically, the personnel were divided as follows: Finland 387 (414) people, Sweden 119 (131), Denmark 17 (14), Latvia 131 (92), Estonia 97 (85) and Russia 8 (8).

## Seasonal variation and short-term risks for the business

The media and advertising markets are subject to seasonal variations. Talentum's magazines and books do not generally come out during the summer holiday season, which is why the third quarter is the weakest in terms of sales. Historically, profit for the third period is negative. Operations are generally at their busiest in the final quarter.

No significant changes have occurred in Talentum Group's short-term business risks compared to the risks described in the financial statements for 2012.

## Talentum prospects for 2013

Talentum estimates further that its comparable net sales for 2013 will remain approximately at the same level as in 2012 and that its operating income without non-recurring items will be higher than in 2012.

## TALENTUM GROUP

## Shares and share capital

On 30 September 2013, Talentum Oyj's share capital totalled EUR 18,593,518.79 and the company had $44,295,787$ fully paid shares. The shares are listed on the NASDAQ OMX Helsinki stock exchange.

A total of 1,757,793 Talentum shares were traded in January-September, which corresponded to $4.0 \%$ of the total number of shares. The highest price paid for shares in January-September was EUR 1.29 and the lowest was EUR 0.90. The closing price for the shares on 30 September 2013 was EUR 0.96. Market capitalisation at the closing price for the period was EUR 42.5 million (EUR 56.7 million).

On 30 September 2013, the company held 573,479 treasury shares, which is about $1.3 \%$ of Talentum's total shares and votes.

## Shareholding of management and governing bodies

On 30 September 2013, the number of Talentum Oyj shares and options owned by members of the Board of Directors and the CEO, personally or through companies in which they have a controlling interest, was 123,290 representing $0.3 \%$ of the company's total shares and votes.

A total of 30,710 Talentum Oyj shares were held by the management group on 30 September 2013.

## Corporate governance

The AGM on 22 March 2013 decided that there should be five members of the Board of Directors. Joachim Berner, MBA, BBA; Atte Palomäki, Group Vice President Corporate Communications; Merja Strengell, MSc (Eng.); Kai Telanne, CEO; and Henri Österlund, CEO were re-elected as members of the Board.

Kai Telanne was re-elected as the Chairman of the Board and Merja Strengell as the Deputy Chairman.

## Fees of the members of the Board of Directors

The AGM decided to pay the following annual fees: EUR 24,000 to the members of the Board, EUR 30,000 to the Deputy Chairman and EUR 48,000 to the Chairman. The AGM also decided to use approximately $40 \%$ of the annual fee to acquire Talentum Oyj shares on behalf of the Board members. The proportion of the fee payable in shares may also be paid by transferring treasury shares held by the company.

In May, treasury shares held by the company were transferred to the members of the Board of Directors in an amount corresponding to $40 \%$ of the annual fee. The number of treasury shares held by the company that were transferred to the members of the Board of Directors was 57,139 . As a consequence of the transfer, the value of the Group's treasury shares in the Group's equity decreased by EUR 0.2 million, amounting to EUR -2.4 million on 30 September 2013. The transfer
of shares resulted in a loss of equity of EUR 0.2 million, which was recognised under retained earnings.

## Auditing

Authorised Public Accountants PricewaterhouseCoopers Oy were re-elected auditors, with APA Samuli Perälä as the accountable auditor.

## Authorisation for the acquisition of the company's own shares

The Annual General Meeting decided to authorise the Board of Directors to acquire a maximum of $3,500,000$ of Talentum Oyj shares, which corresponds to approximately eight (8) per cent of all Talentum Oyj shares. The authorisation will remain in force until 30 June 2014.

## Authorisation to decide on a share issue

The Annual General Meeting authorised the Board of Directors to decide on a share issue including the conveyance of shares owned by the company and the issue of special rights. Based on the authorisations, a maximum number of $3,500,000$ new shares may be issued and/or shares held by the company may be disposed of, which corresponds to approximately eight (8) per cent of the company's shares. The authorisations will remain in force until 30 June 2014.

## Executive management

The composition of the executive management team is as follows:
-Chief Executive Officer: Aarne Aktan (Chairman). CEO was responsible for the Magazine Business in Finland until 30 August 2013. CEO is responsible for the Magazine Business in Sweden as of 30 August 2013.
-Chief Financial Officer: Niclas Köhler
-Managing Director responsible for the Magazine Business in Sweden: Roger Thorén until 30
August 2013
-Director responsible for the Event Business: Johan Ehrström
-Deputy CEO, General Counsel: Lasse Rosengren. Mr Rosengren is also responsible for the Books and Legal Training segment.
-Director responsible for the Magazine Business in Finland: Tuomas Hämäläinen as of 30 August 2013

The members of the executive management team report to the CEO.

## TABLES

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| EUR million | 7-9 2013 | 7-9 2012 | 1-9 2013 | 1-9 2012 | 1-12 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 14.2 | 14.3 | 53.5 | 54.8 | 77.2 |
| Other operating income | 0.1 | 0.1 | 0.6 | 0.4 | 0.6 |
| Materials and services | 1.9 | 2.2 | 7.8 | 8.4 | 11.8 |
| Employee benefit expenses | 7.9 | 8.0 | 27.0 | 30.6 | 40.3 |
| Depreciation, amortisation and impairment | 0.3 | 0.4 | 1.0 | 0.9 | 1.3 |
| Other operating expenses | 5.2 | 5.1 | 18.6 | 18.6 | 25.4 |
| Share of income of an associated company | 0.0 | 0.0 | 0.1 | 0.2 | 0.2 |
| Operating income | -1.0 | -1.3 | -0.3 | -3.2 | -0.7 |
| Financial income | 0.0 | 0.0 | 0.7 | 0.1 | 0.7 |
| Financial expenses | 0.3 | 0.4 | 0.7 | 0.9 | 1.3 |
| Income before taxes | -1.2 | -1.7 | -0.3 | -4.0 | -1.4 |
| Taxes | 0.2 | 0.3 | 0.0 | 0.9 | 0.7 |
| Income for the period | -1.0 | -1.4 | -0.3 | -3.1 | -0.7 |
| Other comprehensive income |  |  |  |  |  |
| Items that may be later transferred into profit or loss |  |  |  |  |  |
| Translation differences | 0.4 | 1.1 | -0.3 | 1.5 | 1.1 |
| Available-for-sale investments |  |  |  |  | 0.0 |
| Income tax on available-for-sale investments |  | - |  | - | -0.0 |
| Available-for-sale investments transferred into profit or loss | 0.0 | - | -0.0 | - |  |
| Items that will not be later transferred into profit or loss |  |  |  |  |  |
| Actuarial gain or loss on defined benefit pension obligation | -0.0 | - | -0.0 | - |  |
| Income tax on actuarial gain or loss | 0.0 |  | 0.0 | - |  |
| Other comprehensive income | 0.4 | 1.1 | -0.3 | 1.5 | 1.1 |
| Total comprehensive income for the period | -0.6 | -0.3 | -0.6 | -1.6 | 0.4 |
| Income for the period attributable to |  |  |  |  |  |
| Owners of the parent company | -1.0 | -1.4 | -0.3 | -3.1 | -0.7 |
| Non-controlling interest | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total comprehensive income for the period attributable to |  |  |  |  |  |
| Owners of the parent company | -0.6 | -0.3 | -0.6 | -1.6 | 0.4 |
| Non-controlling interest | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Basic and diluted earnings per share, EUR* | -0.02 | -0.03 | -0.01 | -0.07 | -0.02 |

[^0]
## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| EUR million | 30.9.2013 | 30.9.2012 | 31.12.2012 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Non-current assets |  |  |  |
| Property, plant and equipment | 1.2 | 1.3 | 1.3 |
| Goodwill | 20.1 | 20.5 | 20.2 |
| Other intangible assets | 12.9 | 13.1 | 12.9 |
| Investments in associates | 0.4 | 0.3 | 0.3 |
| Available-for-sale investments | 0.0 | 0.1 | 0.1 |
| Deferred tax assets | 1.4 | 1.3 | 1.4 |
| Other non-current receivables | 1.1 | 3.5 | 1.6 |
| Total non-current assets | 37.2 | 40.1 | 37.8 |
| Current assets |  |  |  |
| Inventories | 0.6 | 0.6 | 0.6 |
| Trade and other receivables | 12.7 | 15.9 | 13.1 |
| Cash and cash equivalents | 1.8 | 1.1 | 3.5 |
| Total current receivables | 15.1 | 17.7 | 17.2 |
| TOTAL ASSETS | 52.3 | 57.8 | 55.0 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity attributable to owners of the parent company |  |  |  |
| Share capital | 18.6 | 18.6 | 18.6 |
| Treasury shares | -2.4 | -2.6 | -2.6 |
| Other reserves | 1.2 | 1.9 | 1.5 |
| Invested non-restricted equity fund | -1.5 | -0.2 | -0.2 |
| Retained earnings | 1.9 | -0.0 | 2.4 |
| Total | 17.8 | 17.6 | 19.6 |
| Non-controlling interest | 0.1 | 0.1 | 0.1 |
| Total equity | 17.9 | 17.7 | 19.7 |
| Non-current liabilities |  |  |  |
| Deferred tax liabilities | 2.9 | 3.4 | 3.0 |
| Non-current financial liabilities | 0.0 | 0.1 | 0.1 |
| Pension obligation | 0.4 | 0.3 | 0.3 |
| Other non-current liabilities | 0.1 | 0.5 | 0.8 |
| Non-current provisions | 0.2 | 0.2 | 0.2 |
| Total non-current liabilities | 3.7 | 4.6 | 4.5 |
| Current liabilities |  |  |  |
| Current financial liabilities | 5.2 | 5.9 | 4.5 |
| Advances received | 13.2 | 15.8 | 13.6 |
| Trade and other payables | 11.7 | 12.6 | 11.8 |
| Current provisions | 0.6 | 1.2 | 0.9 |
| Total current liabilities | 30.7 | 35.5 | 30.8 |
| TOTAL EQUITY AND LIABILITIES | 52.3 | 57.8 | 55.0 |

## CONSOLIDATED STATEMENT OF CASH FLOW

| EUR million | 1-9 2013 | 1-9 2012 | 1-122012 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities Operating income | -0.3 | -3.2 | -0.7 |
| Adjustments to operating income* <br> Change in working capital <br> Dividends received from business operations <br> Financial items and taxes | 0.8 -0.3 0.0 -0.2 | 0.7 -0.1 0.2 -0.1 | 1.3 0.2 0.2 $-0,0$ |
| Net cash generated from operating activities | 0.1 | -2.6 | 1.0 |
| Cash flows from investment activities <br> Previous years' acquisition of subsidiaries and associates <br> Previous years' disposals of subsidiaries and associates <br> Acquisition of property, plant and equipment and intangible assets <br> Disposal of available for sale investments | $\begin{array}{r}-0.2 \\ - \\ -1.1 \\ 0.1 \\ \hline\end{array}$ | -0.2 0.4 -1.4 | -0.2 0.9 -1.6 |
| Net cash generated from investment activities | -1.2 | -1.1 | -0.9 |
| Cash flows from financing activities Change in current loans Dividends paid and other return on equity | 0.7 -1.3 | 4.8 -2.6 | $\begin{array}{r}3.4 \\ -2.6 \\ \hline\end{array}$ |
| Net cash used in financing activities | -0.6 | 2.2 | 0.8 |
| Cash and cash equivalents in the beginning of the period <br> Foreign exchange adjustment <br> Change in cash and cash equivalents | 3.5 -0.0 -1.7 | 2.6 0.0 -1.5 | 2.6 0.0 0.9 |
| Cash and cash equivalents at the end of the period | 1.8 | 1.1 | 3.5 |

* Adjustments to operating income mainly consist of depreciation and exchange rate differences as well as the income adjustment of associated companies.


## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

$\mathrm{a}=$ Share capital
b = Treasury shares
$\mathrm{c}=$ Fair value reserve
d = Translation reserve
$e=$ Invested non-restricted equity fund
$f=$ Retained earnings
$g=$ Equity attributable to equity owners of the parent
$\mathrm{h}=$ Non-controlling interest
i = Total equity

| EUR million | a | b | $c$ | c | c | f | g | h | \| |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Equity 1 January 2013 | 18.6 | -2.6 | 0.0 | 1.4 | -0.2 | 2.4 | 19.6 | 0.1 | 19.7 |
| Return on equity |  |  |  |  | -1.3 |  | -1.3 |  | -1.3 |
| Conveyance of treasury shares |  | 0.2 |  |  |  | -0.2 | 0.1 |  | 0.1 |
| Total comprehensive income for the period |  |  | -0.0 | -0.3 |  | -0.3 | -0.6 | 0.0 | -0.6 |
| Equity 30 September 2013 | 18.6 | -2.4 | - | 1.2 | -1.5 | 1.9 | 17.8 | 0.1 | 17.9 |
| Equity 1 January 2012 | 18.6 | -2.8 | 0.0 | 0.3 | 2.4 | 3.3 | 21.9 | 0.1 | 21.9 |
| Retrospective application of IAS 19R |  |  |  |  |  | -0.1 | -0.1 |  | -0.1 |
| Adjusted equity 1 January 2012 | 18.6 | -2.8 | 0.0 | 0.3 | 2.4 | 3.2 | 21.8 | 0.1 | 21.9 |
| Return on equity |  |  |  |  | -2.6 |  | -2.6 |  | -2.6 |
| Conveyance of treasury shares |  | 0.2 |  |  |  | -0.1 | 0.1 |  | 0.1 |
| Total comprehensive income for the period |  |  |  | 1.5 |  | -3.1 | -1.6 | 0.0 | -1.6 |
| Equity 30 September 2012 | 18.6 | -2.6 | 0.0 | 1.9 | -0.2 | -0.0 | 17.6 | 0.1 | 17.7 |

## NOTES TO THE FINANCIAL STATEMENTS

In the preparation of this interim report, Talentum has applied the same principles as in the financial statements for 2012, and those new and revised IFRS-standards that have been described in the financial statements for 2012. Among the new and revised IFRS-standards only amended of IAS 19 Employee Benefits had significant effect on the preparation of the interim report.

As of 1 January 2013, the management of the Group started to monitor the Group's share of income of the associated company Professio Oy in Event Business segment. Formerly the management of the Group monitored the Group's share of income of associated company Professio Oy in Other Activities. Segment reporting has been changed to correspond with the new management reporting structure. The figure of comparative years' periods has been adjusted accordingly.

## Amendment to IAS 19 - Employee Benefits

According to this amendment, all actuarial gains and losses are recognised under other comprehensive income. In other words, the use of the so-called "corridor approach" is eliminated. Expected return is no longer determined, and interest return on assets are calculated using the discount rate. In this interim report, the balance sheets for the comparative periods have been adjusted to meet the requirements of the amended standard.

As a consequence of this amendment, balance sheet's equity for the comparative period on 31 December 2012 decreased by EUR 0.3 million and pension obligations increased by EUR 0.3 million, while equity on 30 September 2012 decreased by EUR 0.2 million and pension obligations increased by EUR 0.2 million. For comparative period January-September 2012 the amendment decreased the operating income by EUR - 0.1 million, and for January-December 2012 the amendment decreased the operating income by EUR -0.2 million.

All figures in this Interim Report have been rounded up or down, so the sums of individual figures may differ from the totals shown.

## TALENTUM GROUP BY SEGMENT

| $\begin{aligned} & \text { 1-9 } 2013 \\ & \text { EUR million } \end{aligned}$ | Mag Fi | Mag Swe | > Books and Legal Events Training |  | Direct Marketing | Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| External sales | 19.4 | 14.2 | 8.4 | 4.9 | 6.4 | 0.2 | 53.5 |
| Inter-segment net sales | - | 0.0 | 0.1 | - | 2.4 | -2.5 | 0.0 |
| Operating income | 2.0 | -0.7 | -0.9 | -0.3 | 0.8 | -1.0 | -0.0 |
| Segment income before taxes | 2.0 | -0.7 | -0.9 | -0.3 | 0.8 | -1.0 | -0.0 |
| Reconciliation |  |  |  |  |  |  |  |
| Segment income before taxes Non-recurring items Financing items, net | 2.0 | -0.7 | -0.9 | -0.3 | 0.8 | -1.0 | $\begin{aligned} & \hline-0.0 \\ & -0.2 \\ & -0.1 \\ & \hline \end{aligned}$ |
| Consolidated income before taxes |  |  |  |  |  |  | -0.3 |


| $\begin{array}{\|l\|l} 1-92012 \\ \text { EUR million } \end{array}$ | Mag Fi | Mag Swe | Events | Books and Legal Training | Direct <br> Marke- <br> ting | Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External sales | 20.1 | 16.4 | 7.9 | 4.9 | 5.3 | 0.1 | 54.8 |
| Inter-segment net sales | - | 0.2 | 0.0 | - | 2.9 | -3.0 | 0.0 |
| Operating income | 0.8 | 1.1 | -0.4 | -0.3 | 1.0 | -2.3 | -0.2 |
| Segment income before taxes | 0.8 | 1.1 | -0.4 | -0.3 | 1.0 | $-2.3$ | -0.2 |
| Reconciliation |  |  |  |  |  |  |  |
| Segment income before taxes Non-recurring items Financing items, net | 0.8 | 1.1 | -0.4 | -0.3 | 1.0 | -2.3 | $\begin{aligned} & \hline-0.2 \\ & -3.1 \\ & -0.8 \\ & \hline \end{aligned}$ |
| Consolidated income before taxes |  |  |  |  |  |  | -4.0 |


| $\begin{aligned} & \text { 1-12 } 2012 \\ & \text { EUR million } \end{aligned}$ | Mag F | Mag Swe | $\begin{array}{r} \text { Books } \\ \text { and Legal } \\ \text { Events Training } \\ \hline \end{array}$ |  | Direct Marketing | Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |
| External sales | 27.3 | 22.9 | 10.9 | 8.4 | 7.4 | 0.3 | 77.2 |
| Inter-segment net sales |  | 0.2 | 0.1 | - | 3.8 | -4.1 | 0.0 |
| Operating income | 1.5 | 1.7 | -0.5 | 1.0 | 1.4 | -2.9 | 2.2 |
| Segment income before taxes | 1.5 | 1.7 | -0.5 | 1.0 | 1.4 | -2.9 | 2.2 |
| Reconciliation |  |  |  |  |  |  |  |
| Segment income before taxes | 1.5 | 1.7 | -0.5 | 1.0 | 1.4 | -2.9 | 2.2 |
| Non-recurring items |  |  |  |  |  |  | -2.9 |
| Financing items, net |  |  |  |  |  |  | -0.6 |
| Consolidated income before taxes |  |  |  |  |  |  | -1.4 |

## CHANGE IN SHARE QUANTITIES *

| 1,000 shares | $1-92013$ | $1-92012$ | $1-122012$ |
| :--- | ---: | ---: | ---: |
| Shares outstanding at the beginning of the <br> period | 43661 | 43615 | 43615 |
| Number of shares outstanding at the end of the <br> period | 43722 | 43661 | 43661 |

* Excluding treasury shares held by the company.

For the period under review, the weighted average number of shares used in the calculation of earnings per share during the financial period is $43,700,639$ ( $43,622,198$ shares 1-9/2012).

The total number of shares issued is $44,295,787$.

## PERSONNEL BY SEGMENT ON AVERAGE

|  | $1-9$ | 2013 | $1-9$ |
| :--- | ---: | ---: | ---: |
| Magazines Finland | 109 | 129 | 1 -12 2012 |
| Magazines Sweden | 93 | 106 | 105 |
| Events | 95 | 86 | 88 |
| Books and Legal Training | 36 | 39 | 38 |
| Direct Marketing | 396 | 349 | 365 |
| Other Activities | 30 | 33 | 33 |
| Total | 759 | 743 | 754 |

## CHANGES IN PROPERTY, PLANT AND EQUIPMENT

| EUR million | $1-9$ | 2013 | $1-9$ |
| :--- | ---: | ---: | ---: |
| Carrying amount at the beginning of the period | 1.3 | 1.0 | 1.0 |
| Additions | 0.4 | 0.8 | 0.9 |
| Decreases | -0.2 | -1.3 | -1.3 |
| Accumulated depreciation of decreases | 0.2 | 1.3 | 1.3 |
| Depreciation for the period | -0.5 | -0.5 | -0.6 |
| Translation differences | 0.0 | 0.0 | 0.0 |
| Carrying amount at the end of the period | 1.2 | 1.3 | 1.3 |

## CHANGES IN INTANGIBLE ASSETS

| EUR million | $1-92013$ | $1-9$ | 2012 |
| :--- | ---: | ---: | ---: |
| Carrying amount at the beginning of the period | 33.1 | 32.1 | 32.1 |
| Additions | 0.8 | 0.6 | 0.8 |
| Decreases | -0.2 | -3.7 | -0.4 |
| Accumulated depreciation of decreases | - | 0.3 | 0.3 |
| Depreciation for the period | -0.5 | -0.5 | -0.7 |
| Translation differences | -0.2 | 1.3 | 0.9 |
| Carrying amount at the end of the period | 33.0 | 30.2 | 33.1 |

## RELATED PARTY TRANSACTIONS

| EUR million | $1-92013$ | $1-9$ | 2012 |
| :--- | ---: | ---: | ---: |
| Employee benefits for key management | 0.9 | 1.0 | 1.3 |
| Associates and joint ventures |  |  |  |
| $\quad$ Sales | 0.9 | 1.2 | 1.8 |
| Purchases | 1.5 | 1.4 | 1.6 |
| Receivables | 0.2 | 0.3 | 0.4 |
| Liabilities | 0.4 | 0.5 | 0.5 |

## AV AILABLE-FOR-SALE FINANCIAL ASSETS

| EUR million | $1-92013$ | $1-9$ | 2012 |
| :--- | ---: | ---: | ---: |
|  |  | $1-12$ | 2012 |
| Carrying amount at the beginning of the period | 0.1 | 0.1 | 0.1 |
| Additions | -0.1 | - | 0.0 |
| Decreases | - | $-0,0$ |  |
| Fair value measurement | 0.0 | 0.0 |  |
| Carrying amount at the end of the period | 0.0 | 0.1 | 0.1 |

Available-for-sale investments include unlisted shares. Available-for-sale investments are all denominated in Euros. Unlisted shares are shown at their acquisition cost which is considered to approximate the fair value. The maximum credit risk for available-for-sale investments corresponds to the book value at the end of the financial period.

## GUARANTEES

| EUR million | 30.9 .2013 | 30.9 .2012 | 31.12 .2012 |
| :--- | ---: | ---: | ---: |
| Guarantees posted for own commitments <br> Guarantees | 1.1 | 0.1 | 0.9 |

## Calculations of key indicators

Earnings per share = Profit for the period attributable to parent company shareholders / Adjusted average number of shares at the end of the financial period

Equity per share = Equity attributable to parent company shareholders / Adjusted average number of shares at the end of the financial period

Return on investment, \% = Income before taxes + interest and other financial expenses / Balance sheet total - non-interest-bearing liabilities (average of beginning and end of financial year) $\times 100$

Return on equity, $\%=$ Result for the financial period / Total equity (average of beginning and end of financial year) $\times 100$

Equity ratio, \% = Total equity / Balance sheet total - advances received x 100
Gearing, \% = Interest-bearing liabilities - cash and cash equivalents $/$ Total equity $\times 100$
Market capitalisation $=$ Number of shares at the end of the financial period x trading price at the end of the financial period

This interim report is unaudited.

## General statement

The forecasts and estimates presented here are based on the management's current view of economic development, and the actual results may differ substantially from what is now expected of the company.

## Briefing

A briefing in Finnish will be held for analysts and the media on 23 October 2013 at 11:00 at the Talentum head office, Itämerenkatu 23, Helsinki, Finland.

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[^0]:    * Earnings per share are calculated from the income attributed to the equity owners of the parent company.

