

12 February 2004 at 9.00 am. (EET)

Aldata Solution Oyj Financial statements for 2003

(Unaudited)

- Net sales in 2003 totalled 75.3 (65.6) MEUR, the operating profit before goodwill amortization (EBITA) was 5.1 (6.8) MEUR, and the operating profit (EBIT) was 3.4 (4.7) MEUR.
- Fourth quarter net sales totalled 22.0 (20.1) MEUR, the operating profit before goodwill amortization (EBITA) was 1.7 (3.0) MEUR, and the operating profit (EBIT) was 1.3 (2.7) MEUR.
- Sales of Supply Chain Management software grew 45.0 % from 2002.
- Order back-log is strong, in January 2004 it was 31.8 MEUR, (29.7), and the future outlook is good, better than previous year.

General

The cornerstone of Aldata's strategy is profitable growth. The objective has been set that Aldata will be among the four leading companies in the world in retail software market by 2007. During 2003, several steps were taken towards this objective. The most important single step was the successful entry into the US market. In addition to this, Aldata reinforced its position in existing current market areas and in selected segments. The company developed and strengthened its global partner network, a key element in entering new geographical markets.

Matti Hietala begun his duties as President and CEO of Aldata on September 1, to prepare the company for further expansion and internationalization. A new organization structure was set up to better meet the targets for future growth.

Aldata Group won more than 40 new customers during the year 2003.

Aldata will continue to invest in R&D to guarantee its product and technology leadership. The company will continue to invest in international expansion to achieve the targeted market position. The chosen partner strategy will ultimately have an effect on the company's business model. In the longer term, the proportion of license sales is expected to increase and profitability to improve. The investments for establishing presence in new markets are lower when entering the markets together with partners. In order to reach a global presence and productivity gains, the company is allocating substantial resources in global/regional partnerships.

## Financial reporting during 2003

Uncertainty was a dominant factor in the prevailing world economic climate during the year under review, and this in turn made it difficult to predict business developments. In January 2003, Aldata expected net sales during the 2003 financial year to exceed 70 MEUR and operating profit to be at least 6 MEUR. In October, the company revised its forecast for 2003 by estimating that net sales would be clearly over 70 MEUR and operating profit at least 5 MEUR. However, after the closing of the financial year, in January 2004, Aldata informed the market that due to non-recurring items the company lowers the operating profit forecast for the fourth quarter of 2003. According to the new forecast, the net sales for 2003 were expected to be 75 MEUR and the operating profit 3.4 MEUR.

### Net sales and profitability

Aldata Group had net sales of 75.3 (65.6) MEUR. Supply Chain Management (SCM) software accounted for 71.2 (56.5%) of Group net sales, In-store software for 18.6 (32.1%) and Security Systems for 10.2 (10.0%). Software licenses and maintenance accounted for 22.7 (22.2%) of 2003 net sales, services for 61.5 (59.5%) and third party licences and hardware for 15.8% (18.3%). Ten largest customers represent 52.3% of the Group's net sales.

The Group's gross profit was 55.7 (49.2) MEUR. The Group's operating profit before goodwill amortization was 5.1 (6.8) MEUR. The operating profit was 3.4 (4.7) MEUR and the profit before extraordinary items was 2.3 (4.6) MEUR. In 2002 the earnings per share was 0.004 (0.028) euro, the return on investment was 13.8% (20.1%) and the return on equity 1.5% (9.8%).

During the final quarter of 2003 Aldata Group had net sales of 22.0 (20.1) MEUR, and the SCM software business area accounted for 15.7 MEUR of this. The consolidated operating profit in the final quarter was 1.3 (2.7) MEUR and SCM contributed 1.0 (2.4) MEUR to this. In the final quarter of 2003 the Group's gross profit was 16.5 (14.1) MEUR. The operating profit before goodwill amortization was 1.7 (3.0) MEUR. The profit before extraordinary items was 0.2 (2.5) MEUR.

Aldata's consolidated net sales in 2003 by category and quarter were as follows:

	Q1/03	Q2/03	Q3/03	Q4/03
Supply chain	11,4	13,4	13,1	15,7
In-Store	3,5	3,6	2,8	4,2
Security Systems	1,7	2,0	1,9	2,2

### Financing

The balance sheet total at the end of 2003 stood at 52.6 (48.3) MEUR. Short-term receivables totalled 28.2 MEUR, compared to 27.0 MEUR at the end of 2002. Short-term receivables include a receivable of 2.0 MEUR from Grand Vision S.A. The case has been submitted to the Paris Court. Aldata's opinion is that the company has a strong position.

Aldata Group's cash, cash equivalents and marketable securities totalled 9.0 (8.5) MEUR at the end of 2003. The Group's solvency ratio stood at 48.2% (51.7%), gearing at -5.4 (-7.2) and shareholder's equity per share was 0.372 (0.359) euro.

Gross capital expenditure in 2003, on hardware and software purchases and the purchase of subsidiary company shares, amounted to 7.3 (7.4) MEUR.

#### Supply Chain Management software

Net sales for the Supply Chain Management software business area grew 45.0% from 2002 to 53.7 (37.1) MEUR in 2003. The gross profit was 40.3 (30.8) MEUR. The operating profit before goodwill amortization was 4.3 (6.8) MEUR and the operating profit before goodwill amortization as a percentage of net sales was 8.0 % (18.3%). The operating profit was 3.6 (6.4) MEUR and as a percentage of net sales it was 6.7 % (17.3%).

In 2003 the Group proceeded on schedule with the roll-out of the G.O.L.D. V5 modules for Casino and successfully conducted the pilot phase for the other major installation in France for ATAC (Groupe Auchan).

During the review period, the Group won two major projects in the US to fully equip the retail chains Smart & Final and Trader Joe's. These projects are on schedule and are expected to be operational as planned during 2004.

In the end of the review period, Aldata signed a global agreement with Carrefour. The first project will start in early 2004 and will cover eight countries in Asia: Thailand, Malaysia, Singapore, Indonesia, Taiwan, China, Korea and Japan.

Major global partnership agreements were signed with integrators EDS and BearingPoint. Both of these agreements brought results even during the review period, with several projects in France, UK and USA.

#### In-store software

Net sales from In-store software in 2003 totalled 14.0 (21.1) MEUR. The gross profit was 11.2 (13.8) MEUR. The operating profit

before goodwill amortization was 0.2 (0.7) MEUR and the operating result was -0.5 (-0.1) MEUR.

A new version of the G.O.L.D. POS In-store software was released in 2003. The focus in developing the system has been on integrated supply chain management, to provide customers with the possibility for utilizing the in-store software systems as part of an end-to-end solution.

The deliveries of G.O.L.D. POS In-store software have already started for existing customers.

During the third quarter Aldata signed a wide-ranging co-operation agreement with a Finnish retail chain Tradeka relating to retail information systems. Under the terms of the agreement, Tradeka has contracted all its development and support services for retail operation support systems to Aldata.

A clear pick-up in interest from In-store software business area's customers was seen towards the end of the year in both main markets in Finland and in Sweden. The last two quarters of the year 2003 presented strong growth for In-store software.

#### Security Systems

Security Systems had net sales of 7.7 (6.6) MEUR in 2003. The gross profit was 4.3 (3.9) MEUR. Operating profit before goodwill amortization was 0.6 (0.7) MEUR and the operating profit was 0.4 (0.5) MEUR.

The growth in net sales of 17.0% is due to enhanced time and attendance capabilities and security integration. Security Systems, with its brand name Flexim, focuses on serving Finnish customers and the business succeeded in making significant gains in market share in 2003.

Major contracts signed in 2003 were Aldata Flexim solutions for the Port of Turku, Finland and for the Stockman department store in Moscow, Russia.

#### Research and development (R&D)

Aldata Group has R&D centers in Finland, France, Germany, France, Slovenia and Sweden.

The purpose of Aldata's R&D is to maintain and further strengthen the company's product leadership and technological advance. R&D activities take place in close co-operation with customers and partners.

The most significant R&D project in 2003 was Aldata G.O.L.D. V5. It was launched during the review period with major functional and

technological evolutions. The company also launched the G.O.L.D. POS In-store software system.

In 2003, 182 employees worked in R&D activities, which represent 36% of total workforce. The Group's R&D costs are recorded as costs for the period in which they are incurred.

#### Personnel

Aldata Group had 495 (457) employees in the end of 2003 and an average of 470 (448) employees during the year. The number of personnel increased by 8.0 % from the previous year and the growth was organic at large. The number of personnel grew in all geographical areas except Sweden where it subsided. Relative growth was strongest in France, Germany and Slovenia.

In the end of the year 2003, approximately 23 % of employees worked in Finland, 47% in France, 14 % in Germany, 11 % in Sweden, 4.3 % in Slovenia, 0.5 % in the UK and 0.2 % in the USA.

Share performance, foreign ownership and changes in ownership during 2003

The highest price of the Aldata Solution Oyj share in 2003 was 2.19 EUR and the lowest was 0.86 EUR. The average share price was 1.58 EUR and the closing price was 1.94 EUR. The absolute trading volume of the Aldata share on the Helsinki Exchanges during the period totalled 84.12 MEUR and 53.1 million shares changed hands.

The holding in Aldata Solution Oyj of Mach Hitech AG, Aldata's largest shareholder, rose to 17.0% on 13 January 2003.

The holding in Aldata Solution Oyj of Mach Hitech AG, Aldata's largest shareholder, rose to 20.2% on 17 April 2003.

The holding of Ilmarinen Mutual Pension Insurance Company in Aldata Solution Oyj rose to 5.13% on 26 June 2003.

The holding in Aldata Solution Oyj of Mach Hitech AG, Aldata's largest shareholder, decreased to 19.9% on 2 October 2003, due to an increase in the share capital of Aldata Solution Oyj.

31.7% of Aldata Solution Oyj shares were in foreign ownership at the end of 2003. The company had 8,533 shareholders and the free float totalled 99.56% of the share capital at the end of the year.

Changes in share capital and number of shares in 2003

During 2003 Aldata issued 1,288,200 new shares for the B stock options under the company's 1999 stock option scheme and the share capital was raised by EUR 12,882.00.

In the end of 2002 Aldata Solution Oyj had 66,145,742 shares and by the end of 2003 this figure had risen to 67,433,942 shares. The increase in the number of shares during 2003 corresponds to 1.9% of the total number of shares.

#### Board of Directors and President

In the beginning of 2003 the members of the Board were Werner Brockhagen, Peter Titz, Pekka Vennamo, Jere Lahti, Jarmo Kalliola and Matti Hietala.

The Annual General Meeting of Aldata Solution Oyj on 26 March 2003 elected the following members to the Board of Directors: Werner Brockhagen, Peter Titz, Pekka Vennamo and Matti Hietala. Pekka Vennamo was elected chairman. Matti Hietala resigned from the Board when he took over as President and CEO.

The company's President and CEO was Jarmo Kalliola until 31 August and Matti Hietala from 1 September 2003.

#### Executive Management Team

At the beginning of 2003 the Executive Management Team (EMT) consisted of Jarmo Kalliola, René Homeyer, Manfred Alt, Peter Uddfors and Kim Berknov. Matti Hietala begun his duties as new President and CEO as of September 1, 2003. As of September 5, Matti Hietala announced the new Executive Management Team to meet Aldata's objectives for global success.

The Chairman of the EMT is President and CEO Matti Hietala and the Vice Chairman is Deputy CEO and COO René Homeyer. The other members are Manfred Alt, German speaking countries; Dominique Chambas, International Sales; Tiina Hansson, Corporate Communications and Marketing; and Jukka Koivisto, Finland, the Baltic countries and Russia. In November, the Executive Management Team was strengthened by Markus Kivimäki, Corporate Legal Affairs. After the end of the review period Thomas Hoyer, CFO; Neil Thall, USA and Canada, and Mark Croxton, UK and Ireland, joined the Executive Management Team.

#### Auditors

The company's auditors throughout the financial year were Ernst & Young Oy. The supervising auditor until the Annual General Meeting was Per-Olof Johansson, Authorized Public Accountant, and from the Annual General Meeting onwards was Tomi Englund, Authorized Public Accountant.

Group structure, changes and business transactions during the period

Aldata Solution Oyj is the parent company of Aldata Group. At the end of 2003 Aldata Group consisted of Aldata Industries Oy (100%) and Aldata Solution Finland Oy (100%), with operations in Finland, and the following subsidiaries with operations outside Finland: Aldata Solution S.A. (97.43%) in France, Aldata Solution AB (100%) and Melior Utbildning AB (100%) in Sweden, Aldata Retail Solutions GmbH (98.75%), % in Germany, the Slovenian company Aldata Solution d.o.o. (81.21%), Aldata Solution Inc. (100%) in the USA and Aldata Solution UK Ltd. (100%) in UK. In 2003 Aldata Solution Oyj established a subsidiary in Finland, Aldata Solution Silvola Oy (100%), without any business operations.

In 2003 BUSY Warenwirtschaft mit System GmbH and ceris soft Gesellschaft für Beratung und Informationssysteme GmbH in Germany were integrated with Aldata Retail Solutions GmbH and Omegamax S.A. in France with Aldata Solution S.A.

The holding of Aldata Solution Oyj in the French subsidiary increased during 2003 following the purchase of shares in the subsidiary in accordance with the terms of the year 2000 contract.

On 1 May Aldata Solution Oyj incorporated its Retail Business in Finland as a separate Finnish company, Aldata Solution Finland Oy, 100% owned by the parent company Aldata Solution Oyj.

#### Board authorizations

The Annual General Meeting on 26 March 2003 authorized the Board to raise the share capital by issuing new shares or convertible bonds or bonds with warrants or stock options in one or more installments totalling at most EUR 132,291.48. At most 13,229,148 new shares of nominal value EUR 0.01 per share may be offered for subscription at a price and on other conditions to be determined by the Board.

The Board is also authorized to decide who shall be entitled to subscribe for shares and the authorization includes the right to disapply shareholders' pre-emptive subscription rights provided that the company has important financial grounds for doing so, such as to strengthen the company's financial structure, to finance acquisitions and other corporate arrangements, or to carry out co-operative arrangements. The Board may not disapply shareholders' pre-emptive rights in the interests of a company insider. New shares may also be issued on payment of consideration in kind. The authorization shall remain in force until 25 March 2004.

By 31 December 2003 the Board had not issued any shares under the authorization given at the Annual General Meeting on 26 March 2003.

#### Events after review period

Aldata Solution Oyj appointed Mark Croxton as Vice President, UK and Ireland and Managing Director of Aldata Solution UK Ltd. as of 19 January 2004.

On 28 January Aldata informed the market with a stock exchange release that the company's operating profit is expected to be lower than forecast in the fourth quarter of 2003.

On 28 January Aldata was granted the Software Industry Award 2003 in the category of business performance.

Aldata Group has received orders from new important customers e.g. Thorntons which is the leading chain of candy stores in UK and ERA which is a significant trading company in Slovenia.

#### Board's dividend proposal

The Board of Directors proposes to the Annual General Meeting on 15 April 2004 that no dividend is distributed from the financial year 2003. The assumption is that in the rapidly developing and expanding markets shareholders' investments are likely to give best returns if the company invests its profits primarily in developing its business.

#### Future outlook for 2004

The objectives for 2004 are built around organic growth. Aldata aims to increase net sales and profits compared to 2004. Profitability is expected to improve.

During 2004, Aldata is targeting to gain market share in retail software business. In general, the company expects retail software market to grow faster than the IT-market. Also in the Security Systems business area Aldata's goal is to further increase its market share.

The Board of Directors of Aldata Solution Oyj is aware that both the overall economic situation as well as the development of IT spending by the retail industry have a significant impact on the performance of the company.

In order to reach these objectives, Aldata will continue to invest in R&D to maintain its product and technology leadership. The company will also invest in international expansion together with the partners.

In January 2004 Aldata Group had an order book for the coming 12 months of 31.8 MEUR. The order book consists of binding orders and contracts. Maintenance orders are also included in the order book.

Aldata will revise its prospects for 2004 when it publishes its results for the first and second quarters of 2004 in May and August.

In Vantaa, Finland, 12 February 2004

Aldata Solution Oyj

Board of Directors

The audited financial statements of Aldata Group will be published in Finnish and in English on the company's website at [www.aldata-solution.com](http://www.aldata-solution.com) on 3. March 2004. The printed, English version of the Annual Report will be published in week 11.

For more information

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Aldata Solution is one of the leading providers of software solutions for the global retail industry. The company develops integrated software that enables retailers to capture, manage and analyze their complex data to reduce costs and optimize returns. The product portfolio includes Supply Chain Management software, In-store solutions and Security Systems. Aldata supplies its software through its own subsidiaries in Finland, Sweden, France, Germany, Slovenia, the UK and the USA, as well as through its global partner network. Aldata is currently the 4th largest retail software provider in Europe and has installations in 40 countries. Aldata's net sales in 2003 amounted to 75.3 MEUR and the personnel amounted to 495 in the end of 2003. Aldata's shares are quoted on the Helsinki Exchanges with the identifier ALD1V. More information at [www.aldata-solution.com](http://www.aldata-solution.com).

Aldata Solution Oyj organizes information event concerning the Group's financial result for 2003 at Scandic Hotel Simonkenttää (address Simonkatu 9, 00100 Helsinki) in Pavilion cabinet, 8th floor, on Thursday 12 February 2004 at 13.00 (EET). In the event Aldata's CEO Matti Hietala presents Aldata's financial result for 2003 and future prospects.

Tiina Hansson  
Vice President  
Corporate Communications and Marketing

Distribution  
HEX Helsinki Exchanges  
Principal media

APPENDICES

1. Consolidated Income Statement
2. Consolidated Balance Sheet
3. Contingent Liabilities
4. Key Figures
5. Quarterly Income Statement and Balance Sheet
6. Quarterly Key Figures

APPENDIX 1

CONSOLIDATED INCOME STATEMENT, MEUR

*)unaudited	1 Jan-31 Dec 2003*)	1 Jan-31 Dec 2002	Change %
Net Sales	75,3	65,6	15,0
Other operating income	0,4	0,8	-50,0
Materials and services			
Materials and supplies			
Purchases during the financial period	8,3	8,1	
Increase (-)/ Decrease (+) in stocks	0,4	0,0	
External services	11,2	9,1	
Materials and services total	-20,0	-17,2	16,0
Personnel expenses	-34,4	-28,3	21,0
Depreciations and writedowns On fixed assets and other long-term expenditure	1,2	1,2	-6,0
Goodwill amortization	1,6	2,1	-24,0
	-2,8	-3,4	-17,0
Other operating expenses	-15,2	-12,8	18,0
Operating profit	3,4	4,7	-27,0
Financial items			
Financial income	0,4	0,6	
Financial expences	-1,5	-0,6	
	-1,1	0,0	3134,0
Profit before extraordinary items	2,3	4,6	-50,0
Extraordinary items			
Extraordinary income	0,0	0,1	
Extraordinary expenses	0,0	-2,5	
	0,0	-2,4	-100,0
Profit before taxes	2,3	2,3	0,0
Minority interest	-0,1	-0,6	-79,0

Income taxes	-1,9	-1,6	22,0
Profit for the financial period	0,3	0,1	73,0

## APPENDIX 2

### CONSOLIDATED BALANCE SHEET, MEUR

\* )unaudited 31 Dec 2003 \*) 31 Dec 2002

#### ASSETS

##### NON-CURRENT ASSETS

##### Intangible Assets

Goodwill	9,5	6,2
Other long-term expenditures	0,5	0,3
	10,0	6,5

##### Tangible Assets

Machinery and equipment	1,0	1,3
Other tangible assets	0,3	0,2
	1,3	1,4

##### Investments

Other shares and holdings	0,0	0,2
Loan receivables	0,0	0,7
Other investments	0,3	0,3
	0,4	1,3

##### NON-CURRENT ASSETS TOTAL

11,8 9,2

##### CURRENT ASSETS

##### Inventories

Work in progress	0,2	1,2
Finished products/goods	0,9	0,7
Other inventories	0,0	0,0
Advance payments	0,0	-0,5
	1,2	1,5

##### Deferred tax assets

2,5 2,1

##### Short-term receivables

Account receivables	19,8	22,0
Loan receivables	0,1	0,3
Prepaid expences and accrued incomes	4,8	1,5
Other receivables	3,5	3,1
	28,2	27,0

##### Securities

Other securities	0,0	0,0
	0,0	0,0

##### Cash and cash equivalents

9,0 8,5

CURRENT ASSETS TOTAL	40,9	39,0
ASSETS TOTAL	52,6	48,3

CONSOLIDATED BALANCE SHEET, MEUR

\*) unaudited 31 Dec 2003 \*) 31 Dec 2002

SHAREHOLDERS' EQUITY AND LIABILITIES

SHAREHOLDERS' EQUITY

Share capital	0,7	0,7
Share premium fund	17,2	16,0
Translation difference	-0,2	-0,3
Retained earnings	7,2	7,2
Profit for the financial period	0,3	0,1
SHAREHOLDERS' EQUITY TOTAL	25,1	23,8

MINORITY INTEREST	0,3	1,1
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PROVISIONS

Other provisions	0,8	0,4
	0,8	0,4

LIABILITIES

Deferred tax liability	0,0	0,2
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Long-term liabilities

Loans from financial institutions	0,0	0,4
Other loans	0,2	0,1
	0,2	0,5

Short-term liabilities

Loans from financial institutions	3,4	0,8
Other loans	0,0	0,0
Advances received	0,0	0,1
Accounts payable	5,4	6,2
Accrued expences and deferred income	10,2	8,3
Other current liabilities	7,1	6,9
	26,2	22,2

LIABILITIES	26,4	23,0
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SHAREHOLDERS' EQUITY AND

LIABILITIES TOTAL	52,6	48,3
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APPENDIX 3

Contingent liabilities

Unaudited \*)

	MEUR	MEUR
*)	12/2003	12/2002

Loans from financial institutions	3,4	1,2
Mortgages for the above	5,4	5,4
Rent and leasing liabilities	6,9	5,4
Repurchase commitments	0,0	0,0
Guarantees on behalf of Group company debt	0,3	0,5
Guarantees on behalf of others	2,7	2,7

#### APPENDIX 4

KEY FIGURES, MEUR	2003*)	2002	2001	2000	1999
Unaudited *)					
SCOPE OF OPERATIONS					
Net sales, MEUR	75,3	65,6	67,6	50,8	32,2
Average number of personnel	470	448	451	280	185
Gross capital expenditure, MEUR	7,3	7,4	1,7	4,7	1,0
Gross capital expenditure, % of net sales	9,7	11,2	2,5	9,3	3,0
PROFITABILITY					
Operating profit before goodwill amortization, MEUR	5,1	6,8	5,8	3,5	3,6
Operating profit before goodwill amortization, % of net sales	6,7	10,4	8,6	6,8	11,3
Operating profit, MEUR	3,4	4,7	4,6	2,5	2,9
Operating profit, % of net sales	4,6	7,1	6,9	4,9	9,0
Profit before extraordinary items, MEUR	2,3	4,6	5,1	2,3	2,6
Profit before extraordinary items, % of net sales	3,1	7,1	7,5	4,5	8,2
Profit before appropriations and taxes, MEUR	2,3	2,3	6,2	2,2	1,9
Profit before appropriations and taxes, % of net sales	3,1	3,5	9,2	4,3	5,8
Return on equity, % (ROE)	1,5	9,8	14,9	9,2	18,6
Return on investment, % (ROI)	13,8	20,1	21,9	13,3	21,1
FINANCIAL STANDING					
Quick ratio	1,4	1,6	2,1	1,6	2,3
Current ratio	1,6	1,8	2,2	1,8	2,6
Equity ratio, %	48,2	51,7	57,1	48,2	59,2
Interest-bearing net debt, MEUR	-5,4	-7,2	-9,8	-5,9	-4,9
Gearing, %	-21,2	-28,8	-41,1	-31,7	-37,3
PER SHARE DATA					
Earnings per share, EUR (EPS)	0,004	0,028	0,042	0,026	0,041
Earnings per share, EUR (EPS), adjusted for dilution effect	0,004	0,027	0,042	0,025	0,040

Shareholders' equity per share,					
EUR	0,372	0,359	0,352	0,289	0,253
Dividend/share, EUR	0,00	0,00	0,00	0,00	0,00
Dividend/earnings, %	0,0	0,0	0,0	0,0	0,0
Effective dividend yield, %	0,0	0,0	0,0	0,0	0,0
Price/earnings ratio	485	32	49	253	88
Share performance (EUR)					
Share price on 31 Dec, EUR	1,94	0,88	2,07	6,57	3,60
Share issue-adjusted average share price, EUR	1,58	1,38	2,64	7,71	1,20
Share issue-adjusted lowest share price, EUR	0,86	0,43	0,73	2,80	0,96
Share issue-adjusted highest share price, EUR	2,19	2,72	7,18	13,40	3,60
Market capitalization, MEUR	131	58	135	391	188
No. of shares traded during the financial period, (during the period of quotation in 1999)					
	53101752	53655506	263710407	104187521	37316500
% of the company's average number of shares	79 %	81 %	404 %	175 %	71 %
Number of shares	67433942	66145742	65206221	59507846	52317680
Share issue-adjusted number of shares annual average	66490002	65783016	64202118	52947473	42232210
Share issue-adjusted number of shares at the end of the financial period	67433942	66145742	65206221	59507846	52317680
Share issue-adjusted number of shares annual average, adjusted for dilution effect	66857022	66229368	65445876	55017686	43095050
Share issue-adjusted number of shares at the end of the financial period, adjusted for dilution effect	67436122	66567535	66237889	61842593	53407680

#### APPENDIX 5

##### QUARTERLY FIGURES, MEUR

INCOME STATEMENT	Total	10-12/	7-9/	4-6/	1-3/	1-12/
*) unaudited	2003*)	2003*)	2003*)	2003*)	2003*)	2002
Net sales	75,3	22,0	17,7	19,0	16,6	65,6
Other operating incomes	0,4	0,2	0,1	0,1	0,1	0,8
Operating costs	-69,5	-20,2	-16,0	-17,8	-15,5	-58,3

Depreciation on fixed assets and other long-term expenditure	-1,2	-0,3	-0,3	-0,3	-0,3	-1,2
Operating profit before goodwill amortization	5,1	1,7	1,5	1,0	0,9	6,8
Goodwill amortization	-1,6	-0,4	-0,4	-0,4	-0,4	-2,1
Operating profit	3,4	1,3	1,1	0,6	0,4	4,7
Financial items	-1,1	-1,1	0,0	0,0	0,0	0,0
Profit before extraordinary items	2,3	0,2	1,1	0,6	0,4	4,6
Extraordinary items	0,0	0,0	0,0	0,0	0,0	-2,4
Profit before taxes	2,3	0,2	1,1	0,6	0,4	2,3
Income taxes	-1,9	-0,2	-0,6	-0,6	-0,6	-1,6
Minority interest	-0,1	0,0	0,0	-0,1	-0,1	-0,6
Profit for the financial period	0,3	0,0	0,6	-0,1	-0,2	0,1

BALANCE SHEET	31.12.	30.09.	30.06.	31.03.
*) unaudited	2003*)	2003*)	2003*)	2003*)

#### ASSETS

Non-current assets				
Intangible assets	10,0	11,4	9,3	9,5
Tangible assets et Investments	1,3	1,3	1,3	1,4
Investments	0,4	1,4	1,2	1,3
Non-current assets total	11,8	14,1	11,9	12,2
Current assets				
Inventories	1,2	1,1	1,5	1,8
Deferred tax assets	2,5	2,1	2,1	2,1
Short-term receivables	28,2	26,8	27,3	22,5
Securities	0,0	0,0	0,0	0,0
Cash and cash equivalents	9,0	8,7	5,8	6,4
Current assets total	40,9	38,6	36,7	32,8
Assets total	52,6	52,7	48,6	44,9

#### SHAREHOLDERS' EQUITY AND LIABILITIES

Shareholders' equity	25,1	26,0	23,5	23,5
Minority interest	0,3	0,4	1,3	1,2
Provisions	0,8	0,4	0,4	0,4
Liabilities	26,4	25,9	23,3	19,8
Shareholders' equity total	52,6	52,7	48,6	44,9

#### APPENDIX 6

#### QUARTERLY KEY FIGURES, MEUR

1-12/	10-12/	7-9/	4-6/	1-3/	1-12/
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\*) unaudited

	2003*)	2003*)	2003*)	003*)	2003*)	2002*)
Profitability						
Operating profit before goodwill amortization	5,1	1,7	1,5	1,0	0,9	6,8
Operating profit before goodwill amortization, % of net sales	6,7	7,8	8,6	5,0	5,2	10,4
Operating profit	3,4	1,3	1,1	0,6	0,4	4,7
Operating profit, % of net sales	4,6	5,9	6,3	3,1	2,6	7,1

	Jan-Dec 2003*)	Jan-Sep 2003*)	Jan-Jun 2003*)	Jan-Mar 2003*)
Return on equity, % (ROE)	1,5	2,0	-1,1	-2,1
Return on investment, % (ROI)	13,8	11,1	8,9	7,6

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Quick ratio	1,4	1,4	1,4	1,5
Current ratio	1,6	1,5	1,6	1,7
Equity ratio, %	48,2	50,0	51,1	55,1
Interest-bearing net debt	-5,4	-5,0	-4,8	-5,4
Gearing, %	-21,2	-19,2	-19,2	-21,8

Per share data

	EUR	EUR	EUR	EUR
Earnings per share (EPS)	0,004	0,004	-0,005	-0,003
Earnings per share (EPS), adjusted for dilution effect	0,004	0,004	-0,005	-0,003
Equity per share	0,372	0,391	0,354	0,355