

## MARTELÀ'S OUTLOOK FOR 2017

The Martela Group lowers its revenue and operating result guidance for 2017. In the third quarter we concentrated into stabilizing our delivery accuracy and it affected negatively into our revenue and operating result accumulation.

## NEW GUIDANCE FOR 2017

The Martela Group anticipates that its 2017 revenue will decrease clearly and operating result will decrease compared to the previous year. Due to normal seasonal variations, the Group's operating result accumulates mainly during the second half of the year.

## PREVIOUS GUIDANCE FOR 2017

The Martela Group anticipates that its 2017 revenue will decrease and operating result will decrease slightly compared to the previous year. Due to normal seasonal variations, the Group's operating result accumulates mainly during the second half of the year.

Revenue for January-December 2016 was EUR 129.1 million and operating result EUR 6.2 million.

Martela will publish its January-September 2017 financial report on 2 November 2017.

Martela Corporation

Matti Rantaniemi  
CEO

Further information  
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Our strategic direction is defined by our mission "Better working" and our vision "People-centric workplaces". Martela provides people centric workplaces where the users and their wellbeing are in the core. We will focus on the Nordic countries, as the Nordic countries are forerunner in hybrid working environments with common open work culture background and needs.

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