

## PRELIMINARY INFORMATION ON MARTELÀ'S 2017 REVENUE AND OPERATING RESULT

Based on unaudited preliminary financial statements for 2017 Martela's operating result did not reach the level published on 23 October 2017.

Based on unaudited preliminary financial statements the revenue and operating result for 2017 decreased clearly compared to the previous year. Revenue was about EUR 109 million and operating result about EUR 0 million.

On the fourth quarter 2017 the revenue in Finland did not reach the forecasted level. The new orders continued to grow on the fourth quarter in Finland, but the deliveries of them were divided between year 2017 and 2018. On the fourth quarter our delivery accuracy exceeded the 2016 level, supported by further improvements of the functionalities of the IT system and implementation of the new procedures throughout the organization.

Previous outlook for 2017 (published 23 October, 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.

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

Martela will publish its January-December 2017 financial statements on 2 February 2018.

Martela Corporation

Matti Rantaniemi  
CEO

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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