

**Bisnode Business Information Group** 

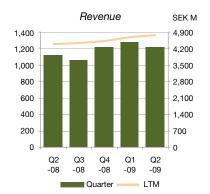
# Interim report January–June 2009

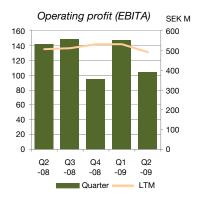
# April-June

- Revenue of SEK 1,223 million (1,125)
- Operating profit (EBITA) of SEK 103 million (141)
- Operating margin (EBITA) of 8.4 per cent (12.2)
- Cash flow from operating activities of SEK 16 million (67)
- Weak demand for Marketing Solutions product offering, but continued good demand for Credit Solutions product offering
- Integration of German Wer Liefert Was proceeding as planned

# January-June

- Revenue of SEK 2,503 million (2,247)
- Operating profit (EBITA) of SEK 249 million (287)
- Operating margin (EBITA) of 9.9 per cent (12.4)
- Cash flow from operating activities of SEK 175 million (100)







"In spite of a challenging market, Bisnode's business operations are characterised by continued stability and steady cash flows.

The second quarter showed a repetition of the pattern from the beginning of the year, with weak development for our Marketing Solutions product offering but continued strong growth for our Credit Solutions product offering.

After the end of the period, Bisnode signed an agreement to divest the pharmaceutical intelligence company Nomi to Cegedim of France. We have also signed an agreement to divest ICC, which is active in credit information in the UK and Ireland, to D&B UK.

These two divestments are consistent with Bisnode's new strategy aimed at focusing the Group's operations and realising synergies both between group companies and countries. The divestments creates opportunities for future investments and acquisitions."

Johan Wall, President and CEO

# Key figures

· ,	2009	2008	2009	2008	2008/09	2008
SEK millions	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Jun-Jul	Jan-Dec
Revenue	1,223	1,125	2,503	2,247	4,789	4,534
Revenue growth, %	8.7	22.7	11.4	26.6	5.6	16.3
Operating profit (EBITA)	103	141	249	287	491	528
Operating margin (EBITA), %	8.4	12.2	9.9	12.4	11.5	11.4
Operating profit (EBITA) excl. cap. gains	105	123	251	252	486	487
Operating margin (EBITA) excl. cap. gains, %	8.6	10.9	10.0	11.2	10.1	10.7
Cash flow for operating activities	16	67	175	100	510	434

# **Business overview**

The Group posted stable revenue and robust cash flows for the first half of the year. As in the first quarter, a strong euro rate contributed to both revenue growth and profit.

Since 1 January this year Bisnode has an organisation based on six geographical regions, all covering the product offerings Marketing Solutions, Credit Solutions and Business Information Solutions. In addition to these there are two separate business areas, Product Information and Software & Applications.

Overall development in region Sweden, Denmark, Finland, Estonia, which is the Group's largest in terms of revenue, was stable during the period, albeit with continued weak demand for marketing-related services. The measures taken in Denmark last year have had a positive impact on earnings.

Region Norway saw robust demand for Credit Solutions, while demand for Marketing Solutions remained low. Profit for the period was charged with one-time costs arising from changes in management.

Demand remained generally positive in region Germany, Austria, Switzerland. The drop in earnings for the second quarter is mainly explained by still ongoing customer projects that are expected to be completed in the third quarter. Efforts to further develop the offering in Credit Solutions in Germany are continuing.

Region Belgium, the Netherlands, France noted weak development during the period. As in the first quarter,

the negative earnings trend is mainly attributable to structural problems in the Group's Dutch company. The action plan that was launched at the beginning of the year is proceeding according to plan.

The region United Kingdom, Ireland is characterised by a continued weak market. After the end of the period, an agreement was signed to divest ICC to D&B UK. The divestment is expected to be completed at the end of August 2009.

The region Czech Republic, Hungary, Poland, Slovenia, Slovakia delivered strong growth and improved margins from an already high level.

The Product Information business area was strengthened by the acquisition of Wer Liefert Was in December 2008, which explains the period's growth in revenue and earnings. Other parts of the business area are showing signs of declining sales. Changes in the organisation have been made following a review of the cost structure that was initiated at the beginning of 2009.

The Software and Applications business area has been affected by falling demand for consulting services. The cost-cutting programme that was launched earlier in the year has not been able to fully offset the drop in demand.

Central functions include costs for the Group's head office and certain joint development projects, as well as acquisitions and divestitures.

	Revenue		Operating ma	rgin (EBITA)	Operating margin (EBITA), %		
	2009	2008	2009	2008	2009	2008	
SEK millions	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	Apr-Jun	
Region SE, DK, FI, EE	412	437	76	80	18.4	17.7	
Region NO	115	125	0	5	-0.3	4.3	
Region DE, AT, CH	219	175	5	17	2.5	9.6	
Region BE, NL, FR	185	153	16	19	8.5	12.0	
Region GB, IE	39	51	-4	0	-9.5	0.2	
Region CZ, HU, PL, SI, SK	45	38	11	9	25.0	23.2	
Business Area Product Information	143	56	11	8	8.1	14.5	
Business Area Software & Applications	102	128	9	26	8.8	19.5	
Central functions/internal eliminations	-37	-39	-23	-23	n/a	n/a	
Total	1,223	1,125	103	141	8.4	12.2	

	Revenue		Operating ma	rgin (EBITA)	Operating margin (EBITA), %	
	2009	2008	2009	2008	2009	2008
SEK millions	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun	Jan-Jun
Region SE, DK, FI, EE	862	918	178	188	20.5	20.1
Region NO	235	239	-11	5	-4.5	2.0
Region DE, AT, CH	448	342	26	26	5.7	7.4
Region BE, NL, FR	374	292	21	30	5.5	10.0
Region GB, IE	74	109	-4	4	-6.0	4.0
Region CZ, HU, PL, SI, SK	86	69	21	14	23.8	19.5
Business Area Product Information	285	106	34	9	11.9	8.1
Business Area Software & Applications	214	244	26	46	11.9	18.6
Central functions/internal eliminations	-76	-71	-42	-35	n/a	n/a
Total	2,503	2,247	249	287	9.9	12.4

# Market overview

The Credit Solutions product offering achieved favourable development during the period, with sustained growth and profitability. However, demand for services in the Marketing Solutions product offering remains subdued.

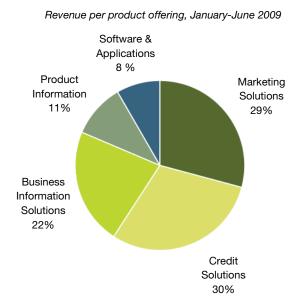
On the whole, trends in the markets where Bisnode is active were the same in the second quarter as in the first.

Economic slowing continued to impact the Marketing Solutions product offering during the period. Demand for marketing and sales-related products and services is largely campaign-driven and is affected by general activity in the economy. Postponed projects and falling demand for Bisnode's own high-margin products resulted in weak sales and lower profitability. In Bisnode's assessment, however, development was good compared to other segments of the advertising market.

Growth and profitability in the Credit Solutions product offering was favourable during the period. Operations in the Credit Solutions product offering are somewhat countercyclical in nature, since demand for these products and services, targeting the corporate market, rises in periods of financial uncertainty.

As in the first quarter, the Business Information Solutions product offering enjoyed stable demand with sustained high profitability and has not been visibly affected by the market decline.

A weaker advertising market has continued to negatively affect the Product Information product offering, which has a large share of advertising-financed services.



# Revenue and profit, April-June

Revenue for the quarter rose by 9 per cent to SEK 1,223 million, compared to SEK 1,125 million in the same period of last year. Organic growth amounted to 5 per cent, or -2 per cent adjusted for foreign exchange effects.

Operating profit (EBITA) was SEK 103 million (141), equal to an operating margin of 8.4 per cent (12.2). The figure for the comparison period includes capital gains of SEK 14 million on the sale of subsidiaries.

Operating profit (EBIT) fell to SEK 66 million (118), partly due to increased amortisation of intangible assets attributable to the acquisition of Wer Liefert Was in late 2008

Net financial items for the quarter totalled SEK -21 million, compared to SEK -65 million in the same period of last year. A stronger Swedish krona rate led to foreign exchange gains of SEK 45 million (-2) attributable to the Group's long-term borrowing.

Income tax for the quarter is reported at SEK 15 million (22), equal to an average tax rate of 34 per cent (40).

Profit after tax was SEK 30 million, compared to SEK 32 million in the same period of last year. Earnings per share, basic and diluted, were SEK 0.2 (0.2).

# Revenue and profit, January-June

Revenue for the first half rose by 11 per cent to SEK 2,503 million (2,247). Organic growth amounted to 7 per cent. Adjusted for foreign exchange effects, organic growth was 0 per cent.

Operating profit (EBITA) was SEK 249 million (287), equal to an operating margin of 9.9 per cent (12.4). Adjusted for capital gains on the sale of subsidiaries, Operating profit (EBITA) was SEK 251 million (252) and operating margin was 10.0 per cent (11.2).

Operating profit (EBIT) fell to SEK 166 million (240), partly as a result of increased amortisation of intangible assets attributable to business combinations. Due to weak development in one of the Norwegian units, a goodwill impairment loss of SEK 14 million was recognised at the beginning of the year.

Net financial items totalled SEK -106 million (-143), an improvement explained by a stronger Swedish krona.

Income tax for the period is reported at SEK 24 million (29), equal to an average tax rate of 40 per cent (30).

Profit after tax was SEK 36 million (68). Earnings per share, basic and diluted, were SEK 0.3 (0.5).

#### Cash flow and investments

Cash flow from operating activities for the period was SEK 175 million (100). The stronger cash flow is mainly explained by an improvement in working capital. Cash flow for the second quarter decreased to SEK 16 million (67) as a result of increased working capital. In individual quarters, the Group's cash flow from operating activities is tangibly affected by seasonal effects and temporary fluctuations in working capital. Bisnode is working actively to reduce working capital and is seeing the positive effects of these efforts.

The period's investments in non-current assets amounted to SEK 54 million (91), and included investments of SEK 21 million (56) in intangible assets, SEK 32 million (33) in tangible assets and SEK 0 million (3) in financial assets. Investments in tangible and intangible assets as a share of revenue decreased to 2.1 per cent (3.9). The drop in capital expenditure compared to the same period of last year is explained by IT investments in the comparison period.

Investments in subsidiaries amounted to SEK 9 million (66). The period's investments in subsidiaries refer to additional purchase consideration paid for acquisitions carried out in earlier periods.

# Financial position

As a result of a strong cash flow from operating activities, consolidated net debt decreased to SEK 3,028 million, compared to SEK 3,147 million at 31 December 2008.

Cash and cash equivalents amounted to SEK 227 million, compared to SEK 324 million at 31 December 2008. In addition, the Group has total granted but unutilised bank overdraft facilities of SEK 400 million.

# Acquisitions and divestitures

During the period, Bisnode divested its operations in the Norwegian company Inter Dialog. The divestment had no significant effect on profit. Additional divestitures have been carried out after the end of the period, see also "Events after the balance sheet date".

# Financial targets

The Group's targets for long-term financial development are:

- Annual revenue growth, including acquisitions and divestitures, of 10 per cent over a business cycle.
- On operating margin (EBITA) of at least 15 per cent over a business cycle.

The Bisnode Group has recorded average annual growth of around 12 per cent over the past ten years. This growth has been achieved mainly through acquisitions. The Group's strategy is to continue expanding primarily through organic growth.

Bisnode is working actively to streamline the Group's offering and increase the focus on core activities. As part of this process, Bisnode regularly evaluates the opportunities to both acquire strategically suitable companies and to sell off operations that are not consistent with the Group's core business.

A stronger focus on the core business and a geographical organisational structure that better utilises the potential for revenue and cost synergies in the Group are expected to lead to increased future profitability.

# **Employees**

The number of employees at 30 June 2009 was 3,396 (3,416 at 31 December 2008). The average number of employees during the period was 3,376, compared to 3,143 in the same period of last year.

# Events after the balance sheet date

After the end of the period Bisnode signed an agreement to divest Nomi which is active in the Nordic market for pharmaceutical intelligence, to Cegedim of France. Furthermore, an agreement has been signed to divest ICC in the UK and Ireland to D&B UK. The divestment is expected to be completed at the end of August 2009. All in all, the two companies have approximately 250 employees and annual revenue of SEK 220 million.

# Information about the Parent Company

The operations of the Parent Company consist of financing and ownership of subsidiaries. The Parent Company reported an operating profit of SEK -0.5 million (-6.3). Profit after financial items was SEK -42.5 million (-3.9). The Parent Company made no investments during the period.

#### Risks and uncertainties

Bisnode's operations are influenced by a number of external factors whose effects can be control to a varying extent. Demand for the Group's services and products is largely steered by economic development in the respective country. However, the Group's operating risks are reduced by maintaining a good geographical

spread with sales in 20 countries, a large number of customers and a wide range of services and products.

Bisnode's exposure to financial risks factors such as interest rate and foreign exchange risk is monitored and analysed regularly. Interest rate risk is managed through the use of derivative instruments to reduce exposure to interest rate movements. Foreign exchange risk is limited by raising part of the long-term borrowing in euro, the currency in which most of the Group's sales are denominated.

# Accounting policies

This interim report is presented in accordance with the Swedish Annual Accounts Act and IAS 34, Interim Financial Reporting. As of 1 January 2009 a number of new standards, amendments and interpretations of existing standards have gone into effect. The following new or revised standards have had a significant impact on presentation of the financial reports:

IAS 1 Presentation of Financial Statements (amendment) The amendment requires changes in the titles and presentation of financial statements. In compliance with this, Bisnode presents an additional statement of the Group's comprehensive income, which includes items previously reported in the consolidated statement of changes in equity.

#### IFRS 8 Operating Segments

IFRS 8 replaces IAS 14 and addresses the division of businesses into segments. According to the new standard, the information to be reported would be what management uses internally for evaluating segment performance and deciding how to allocate resources to operating segments. The financial information in the interim report is presented in accordance with the recently introduced organisation. The figures for the comparison period have been restated accordingly.

#### Statement of assurance

The Board of Directors give its assurance that this interim report provides a true and fair picture of the business activities, financial position and results of operations of the Parent Company and the Group, and describes the significant risks and uncertainties to which the Parent Company and the Group companies are exposed.

Stockholm, 20 August 2009

The Board of Directors

This report has not been reviewed by the company's independent auditors.

# Contact



JOHAN WALL
President and CEO
Telephone: +46 8-558 059 31
Mobile: +46 705-54 18 00

E-mail: johan.wall@bisnode.com



FREDRIK ÅKERMAN CFO

Telephone: +46 8-558 059 35 Mobile: +46 704-15 23 65

E-mail: fredrik.akerman@bisnode.com

# Financial calendar

Interim report January-September 2009
Year-end report 2009
February 2010
Interim report January-March 2010
Interim report January-June 2010
Interim report January-September 2010

November 2010

#### More information

For more information about Bisnode, please visit www.bisnode.com

Financial statistics: www.bisnode.com/statistics

Press room with opportunity to subscribe: www.bisnode.com/news

# Financial information

# CONSOLIDATED INCOME STATEMENT

CONSOLIDATED INCOME STATEMENT						
SEK millions	2009 Apr-Jun	2008 Apr-Jun	2009 Jan-Jun	2008 Jan-Jun	2008/2009 Jul-Jun	2008 Jan-Dec
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Revenue	1,223	1,125	2,503	2,247	4,789	4,534
Own work capitalised	3	10	6	16	23	33
Other operating income	6	27	19	50	45	76
Total operating income	1,232	1,161	2,527	2,314	4,857	4,643
Goods and services	-285	-279	-602	-573	-1,123	-1,093
Personnel costs	-584	-510	-1,173	-1,010	-2,217	-2,054
Depreciation, amortisation and impairment losses	-74	-50	-156	-103	-309	-256
Other expenses	-222	-205	-430	-389	-848	-807
Share of profit and loss in associated companies		0		0	0	0
Total operating expenses	-1,166	-1,044	-2,361	-2,074	-4,497	-4,210
Operating profit	66	118	166	240	360	433
Financial income	3	5	7	9	17	19
Financial expenses	-69	-68	-143	-146	-301	-305
Net foreign exchange gains/losses on financial activities	45	-2	30	-6	-95	-131
Net financial items	-21	-65	-106	-143	-379	-417
Profit/loss before tax	45	53	61	97	-20	17
Income tax expense	-15	-22	-24	-29	0	-4
meetine tax expense			24	-25		
Profit/loss for the period	30	32	36	68	-19	13
Attributable to:						
Equity holders of the Parent Company	27	27	31	59	-29	-1
Minority interest	3	4	5	9	10	13
Derivation of operating profit - EBITA						
Operating profit	66	118	166	240	360	433
Depreciation/amortisation of surplus values attributable to acq.	37	23	83	47	131	95
Operating profit - EBITA	103	141	249	287	491	528
STATEMENT OF COMPDEHENSIVE INCOME						
STATEMENT OF COMPREHENSIVE INCOME	2009	2008	2009	2008	2008/2009	2008
SEK millions	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Jul-Jun	Jan-Dec
CERTIMIONS	Aprioun	Aprioun	oan oun	oan oan	our our	- Oan Dec
Profit/loss for the period	30	32	36	68	-19	13
Other comprehensive income						
Fair value gains, net of tax		-11		-8	-5	-13
Cash flow hedges, net of tax	27	81	-6	71	-187	-110
Cash flow hedges, transferred to the income statement		-2		15	4	19
Translation differences	-20	18	-12	2	240	254
Tax attributable to items in other comprehensive income	-7	-23	2	-20	22	
Other comprehensive income, net of tax	-1		-2		-2	
Total other comprehensive income	0	64	-18	61	72	151
Total comprehensive income for the period	29	96	18	129	53	163
rotal comprehensive income for the period		90	10	129	J.S.	103
Attributable to:						
Equity holders of the Parent Company	26	91	13	120	41	148
Minority interest	3	5	5	9	12	15

# CONSOLIDATED BALANCE SHEET

SEK millions	30/06/2009	30/06/2008	31/12/2008
ASSETS			
Non-current assets			
Goodwill	4,885	4,310	4,907
Other intangible assets	1,070	946	1,136
Property, plant and equipment	411	325	414
Other non-current assets	196	178	222
Total non-current assets	6,562	5,759	6,679
Current assets			
Inventories	12	5	12
Other current assets	1,020	970	1,091
Derivative financial instruments		69	
Cash and cash equivalents	227	240	324
Total current assets	1,258	1,284	1,427
TOTAL ASSETS	7,820	7,043	8,105
EQUITY			
Equity attributable to equity holders of the Parent Company	1,179	702	1,166
Minority interest	60	57	57
Total equity	1,239	760	1,223
LIABILITIES			
Non-current liabilities			
Borrowings	3,694	3,832	3,826
Other non-current liabilities	699	689	724
Total non-current liabilities	4,393	4,521	4,550
Current liabilities			
Borrowings	339	341	393
Derivative financial instruments	150		144
Other current liabilities	1,699	1,421	1,795
Total current liabilities	2,188	1,762	2,332
Total liabilities	6,581	6,284	6,882
TOTAL EQUITY AND LIABILITIES	7,820	7,043	8,105

#### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

#### SEK millions

SEK millions							
	Equity a	attributable to	equity holders	of the Parent Cor	mpany		
				Retained	. ,		
		Other	е	arnings incl.			
	Share	capital		profit for		Minority	Total
	capital	contr.	Reserves	the period	Total	interest	equity
Balance at 1 January 2008	482	1,327	37	535	2,382	52	2,434
Total comprehensive income			61	59	120	9	129
Acquired minority					0	-2	-2
Dividends				-1,800	-1,800	-2	-1,802
Balance at 30 June 2008	482	1,327	98	-1,206	702	57	760
	Equity a	attributable to	equity holders	of the Parent Cor	mpany		
				Retained			
		Other	е	arnings incl.			
	Share	capital		profit for		Minority	Total
	capital	contr.	Reserves	the period	Total	interest	equity
Balance at 1 January 2009	482	1,770	186	-1,272	1,166	57	1,223
Total comprehensive income			-18	31	13	5	18
Acquired minority					0	0	0
Dividends					0	-3	-3
Balance at 30 June 2009	482	1,770	168	-1,241	1,179	60	1,239

#### CONSOLIDATED CASH FLOW STATEMENT

	2009	2008	2009	2008	2008/2009	2008
SEK millions	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Jul-Jun	Jan-Dec
Cash flow from operating activities						
Profit before tax	45	53	61	97	-20	17
Adjustments for non-cash items	81	33	159	100	525	466
Tax paid	-46	-16	-69	-67	-56	-54
Cash flow from operating activities						
before changes in working capital	80	70	150	129	450	429
Cash flow from changes in working capital	-64	-4	25	-29	60	5
Cash flow from operating activities	16	67	175	100	510	434
Cash flow from investing activities						
Acquisition of subsidiaries, net of cash	-1	-19	-9	-66	-499	-556
Sale of subsidiaries, net of cash	-1	7	3	7	47	51
Investments in other non-current assets	-27	-51	-54	-91	-169	-206
Sale of other non-current assets	0	88	1	88	9	96
Cash flow from investing activities	-29	24	-60	-62	-612	-614
Cash flow from financing activities						
Change in borrowings	-78	1,273	-208	1,786	-359	1,635
Shareholder contributions received					436	436
Dividend paid to minority shareholders	-3	-1,352	-3	-1,802	-2	-1,801
Cash flow from financing activities	-81	-79	-210	-15	75	270
Cash flow for the period	-94	12	-95	22	-27	90
Cash and cash equivalents at the beginning of the period	319	224	324	214	240	214
Exchange differences in cash and cash equivalents	1	4	-2	3	14	19
Cash and cash equivalents at the end of the period	227	240	227	240	227	324

#### CONSOLIDATED KEY RATIOS

	2009	2008	2009	2008	2008/2009	2008
	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Jul-Jun	Jan-Dec
Revenue, SEK (millions)	1,223	1,125	2,503	2,247	4,789	4,534
Revenue growth, %	8.7	22.7	11.4	26.6	5.6	16.3
Average number of employees, period	3,378	3,190	3,376	3,143	3,285	3,182
Revenue per employee, SEK (thousands)	362	353	741	715	1,458	1,425
Operating profit - EBITA, %	8.4	12.2	9.9	12.4	10.1	11.4
Operating profit - EBITA, % (excl. cap. gains)	8.6	10.9	10.0	11.2	10.1	10.7
Operating profit - EBIT, %	5.4	10.2	6.6	10.4	7.4	9.3
Average number of shares (millions)	121	121	121	121	121	121
Average number of shares after dilution (millions)	121	121	121	121	121	121
Earnings per share - basic (SEK)	0.2	0.2	0.3	0.5	-0.2	0.0
Earnings per share - diluted (SEK)	0.2	0.2	0.3	0.5	-0.2	0.0
Equity attributable to the Parent company, SEK (millions)	1,179	702	1,179	702	n/a	1,166
External net debt, SEK (millions)	3,028	3,232	3,028	3,232	n/a	3,148

 $<sup>^{\</sup>star}$  The key ratios for respective periods have not been adjusted on a return-per-year basis.

#### PARENT COMPANY INCOME STATEMENT

	2009	2008	2009	2008	2008/2009	2008
SEK millions	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Jul-Jun	Jan-Dec
Personnel costs		-0.8	0.0	-4.1	-4.0	-8.1
Other external expenses	-0.4	-2.3	-0.5	-2.1	-0.8	-2.4
Total operating expenses	-0.4	-3.1	-0.5	-6.3	-4.8	-10.5
Operating profit/loss	-0.4	-3.1	-0.5	-6.3	-4.8	-10.5
Result from financial items						
Result from participations in Group companies					74.8	74.8
Other interest income and similiar items		3.8		18.4	5.0	23.5
Interest expenses and similiar items	-21.6	-13.6	-43.7	-16.1	-107.3	-79.7
Net foreign exchange gains/losses on financial activities	20.5		1.7		-6.3	-8.1
Total profit/loss from financial items	-1.2	-9.8	-42.0	2.3	-33.8	10.5
Profit/loss after financial items	-1.6	-12.8	-42.5	-3.9	-38.6	0.0
Tax on profit/loss for the period						
Profit/loss for the period	-1.6	-12.8	-42.5	-3.9	-38.6	0.0

#### PARENT COMPANY BALANCE SHEET

SEK millions	30/06/2009	30/06/2008	31/12/2008
Financial assets	1,910	1,366	1,900
Current receivables	255	652	340
Cash and cash equivalents	0	0	0
TOTAL ASSETS	2,165	2,018	2,240
Total equity	1,019	622	1,061
Provisions	0	0	0
Non-current liabilities	1,095	1,014	1,053
Current liabilities	51	383	125
TOTAL EQUITY AND LIABILITIES	2,165	2,018	2,240

# **Definitions**

Average number of employees

The average number of full-time equivalents during the period.

Earnings per share

Profit attributable to equity holders of the Parent Company, divided by the average number of shares.

LTM

Last Twelve Months

Net debt

Interest-bearing provisions and liabilities (excluding shareholder loans) less cash and cash equivalents and other interest-bearing receivables.

Operating margin (EBITA)

Operating profit (EBITA) as a percentage of total operating income.

Operating margin (EBITA) excluding capital gains Operating profit (EBITA) adjusted for capital gains as a

percentage of total operating income.

Operating profit (EBIT)

Profit before tax and financial items.

Operating profit (EBITA)

Profit before tax, financial items and amortisation/impairment of intangible assets arising from business combinations.

Revenue per employee

Revenue divided by the average number of employees.

The figures in this interim report have been rounded off, while the calculations have been made without rounding off. As a result, the figures in certain tables and key ratios may appear not to add up correctly.



Mailing address:
Bisnode, \$168
SE-105 99 Stockholm
Visiting address:
Sveavägen 168,
Stockholm, Sweden
Office: +46 8 558 059 00
Fax: +46 8 558 059 95
E-mail: info@bisnode.com

Web: www.bisnode.com

# **About Bisnode**

Bisnode offers a complete range of online services for market, credit and product information in Europe. Bisnode has 3,400 employees in 20 European countries and is owned 70 per cent by Ratos and 30 per cent by Bonnier.

#### Vision

Bisnode's vision is to be the leading provider of digital business information in Europe.

# Mission

Bisnode's mission is to help customers maximise their sales, minimise their business risks and make better business decisions.

#### **Business model**

