

TietoEnator: New business area comparison figures for first half of 2002 and 2001

Certain TietoEnator units in Germany, Denmark and the Netherlands have been transferred from Business Area Telecom & Media to Business Areas Banking & Finance and Public & Healthcare. The reorganisation has been done in order to strengthen the vertical position of Banking & Finance in Germany and the Netherlands and that of Public & Healthcare in Denmark as well as to better reflect the customer base of the units. Additionally, one Finnish unit formerly belonging to Business Area Banking & Finance has been transferred to Business Area Telecom & Media. As a whole, the units in question generate net sales of approximately EUR 30 million annually and employ some 240 people.

TietoEnator's financial reporting will include the changes from July 1 2002 onwards. This means that the Q3 2002 Interim report on October 25 will be according to an organisation where all changes mentioned above are in effect. In order to make the analysis of Business Area development easier, TietoEnator hereby provides new quarterly comparison figures for the first six months of 2002 and 2001.

The remaining three Business Areas are unchanged.

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Enclosures
Net Sales
Operating Profit
Operating Margin
Personnel on Average

TIETOENATOR CORPORATION

DISTRIBUTION
Helsinki Exchanges
Stockholm Stock Exchange
Principal Media
Analysts

Net sales 2002

MEUR	Net sales							
	Isolated				Accumulated			
	1-3	4-6	7-9	10-12	1-3	1-6	1-9	1-12
Banking & Finance	48	55			48	103		
Telecom & Media	40	40			40	80		
Public & Healthcare	47	47			47	94		
Production & Logistics	57	59			57	117		
Processing & Network	92	94			92	186		
Resource Management	44	42			44	86		
Group elimination	-18	-19			-18	-38		
	310	318			310	628		

Operating profit 2002

MEUR	Operating profit							
	Isolated				Accumulated			
	1-3	4-6	7-9	10-12	1-3	1-6	1-9	1-12
Banking & Finance	6.2	6.1			6.2	12.4		
Telecom & Media	4.1	3.8			4.1	7.9		
Public & Healthcare	4.9	4.7			4.9	9.6		
Production & Logistics	8.2	5.5			8.2	13.7		
Processing & Network	9.0	10.4			9.0	19.4		
Resource Management	5.1	3.2			5.1	8.2		
Business Area	37.6	33.6			37.6	71.2		
Group Function incl. other Associated companies outside BA	-3.5	-4.6			-3.5	-8.1		
	-0.1	0.0			-0.1	0.0		
Operating profit (EBITA) before goodwill amortisation and social costs on personell warrants	34.0	29.1			34.0	63.1		
Social costs on personnel warrants	0.4	-0.4			0.4	0.0		
Operating profit (EBITA) before goodwill amortisation	34.4	28.7			34.4	63.1		
Amortisation of Goodwill	-5.0	-7.1			-5.0	-12.1		
Operating profit (EBIT) before non recurring items	29.4	21.6			29.4	51.0		
Non Recurring items	0.0	0.0			0.0	0.0		
Operating profit (EBIT)	29.4	21.6			29.4	51.0		

Operating margin % 2002

MEUR	Operating margin %							
	Isolated				Accumulated			
	1-3	4-6	7-9	10-12	1-3	1-6	1-9	1-12
Banking & Finance	13.0	11.1			13.0	12.0		
Telecom & Media	10.3	9.5			10.3	9.9		
Public & Healthcare	10.6	9.9			10.6	10.3		
Production & Logistics	14.3	9.2			14.3	11.7		
Processing & Network	9.8	11.1			9.8	10.5		
Resource Management	11.4	7.5			11.4	9.5		
Business Area	12.1	10.6			12.1	11.3		
Group Function incl. other								
Associated companies outside BA								
Operating margin (EBITA) before goodwill amortisation and social costs on personell warrants	11.0	9.2			11.0	10.1		
Operating margin (EBITA) before goodwill amortisation	11.1	9.0			11.1	10.0		
Operating margin (EBIT) before non recurring items	9.5	6.8			9.5	8.1		
Operating margin (EBIT)	9.5	6.8			9.5	8.1		

Personnel on average 2002

Full time employees	Personnel on average			
	Accumulated			
	1-3	1-6	1-9	1-12
Banking & Finance	1,980	2,112		
Telecom & Media	1,602	1,613		
Public & Healthcare	1,675	1,685		
Production & Logistics	2,031	2,054		
Processing & Network	2,369	2,374		
Resource Management	1,405	1,402		
Group Function incl. other	84	82		
	11,147	11,322		

Net sales 2001

MEUR	Net sales							
	Isolated				Accumulated			
	1-3	4-6	7-9	10-12	1-3	1-6	1-9	1-12
Banking & Finance	43	43	38	50	43	86	124	175
Telecom & Media	41	36	29	39	41	76	105	144
Public & Healthcare	44	43	37	51	44	87	124	174
Production & Logistics	54	55	47	57	54	108	156	212
Processing & Network	76	82	79	92	76	158	237	329
Resource Management	44	46	40	47	44	90	130	178
Group elimination	-20	-23	-14	-21	-20	-42	-56	-77
	281	282	257	315	281	563	820	1135

Operating profit 2001

MEUR	Operating profit							
	Isolated				Accumulated			
	1-3	4-6	7-9	10-12	1-3	1-6	1-9	1-12
Banking & Finance	7.0	6.2	4.5	6.9	7.0	13.2	17.7	24.6
Telecom & Media	6.8	3.1	3.1	2.5	6.8	9.9	12.9	15.5
Public & Healthcare	4.8	3.4	3.2	8.1	4.8	8.2	11.4	19.5
Production & Logistics	7.5	6.2	3.9	5.5	7.5	13.7	17.6	23.1
Processing & Network	7.4	8.6	12.6	9.0	7.4	16.0	28.5	37.5
Resource Management	5.9	6.7	5.5	6.7	5.9	12.6	18.1	24.8
Business Area	39.3	34.3	32.7	38.7	39.3	73.6	106.3	145.0
Group Function incl. other	-4.3	-6.2	-1.7	-2.1	-4.3	-10.6	-12.3	-14.4
Associated companies outside BA	2.4	2.1	0.3	0.2	2.4	4.6	4.9	5.0
Operating profit (EBITA) before goodwill amortisation and social costs on personell warrants	37.4	30.2	31.3	36.7	37.4	67.6	98.9	135.6
Social costs on personnel warrants	0.5	0.2	0.2	-1.0	0.5	0.7	0.8	-0.2
Operating profit (EBITA) before goodwill amortisation	37.9	30.3	31.5	35.7	37.9	68.2	99.7	135.4
Amortisation of Goodwill	-3.1	-3.6	-4.2	-4.2	-3.1	-6.8	-10.9	-15.1
Operating profit (EBIT) before non recurring items	34.8	26.7	27.3	31.5	34.8	61.5	88.8	120.3
Non Recurring items	20.6	-0.4	0.0	111.3	20.6	20.1	20.1	131.5
Operating profit (EBIT)	55.3	26.3	27.3	142.9	55.3	81.6	108.9	251.8

Operating margin % 2001

MEUR	Operating margin %							
	Isolated				Accumulated			
	1-3	4-6	7-9	10-12	1-3	1-6	1-9	1-12
Banking & Finance	16.1	14.5	11.7	13.8	16.1	15.3	14.2	14.1
Telecom & Media	16.7	8.7	10.6	6.5	16.7	13.0	12.3	10.7
Public & Healthcare	11.0	7.9	8.7	16.0	11.0	9.5	9.2	11.2
Production & Logistics	13.9	11.4	8.3	9.7	13.9	12.6	11.3	10.9
Processing & Network	9.7	10.5	15.8	9.7	9.7	10.1	12.0	11.4
Resource Management	13.5	14.4	13.6	14.1	13.5	14.0	13.9	13.9
Business Area	14.0	12.2	12.7	12.3	14.0	13.1	13.0	12.8
Group Function incl. other								
Associated companies outside BA								
Operating margin (EBITA) before goodwill amortisation and social costs on personell warrants	13.3	10.7	12.2	11.7	13.3	12.0	12.1	11.9
Operating margin (EBITA) before goodwill amortisation	13.5	10.8	12.2	11.3	13.5	12.1	12.2	11.9
Operating margin (EBIT) before non recurring items	12.4	9.5	10.6	10.0	12.4	10.9	10.8	10.6
Operating margin (EBIT)	19.7	9.3	10.6	45.4	19.7	14.5	13.3	22.2

Personnel on average 2001

Full time employees	Personnel on average			
	Accumulated			
	1-3	1-6	1-9	1-12
Banking & Finance	1,631	1,663	1,692	1,716
Telecom & Media	1,151	1,152	1,183	1,276
Public & Healthcare	1,533	1,557	1,576	1,596
Production & Logistics	1,773	1,825	1,886	1,922
Processing & Network	1,981	2,030	2,075	2,094
Resource Management	1,290	1,313	1,331	1,346
Group Function incl. other	129	127	114	108
	9,488	9,668	9,859	10,058