Proha Plc Stock Exchange Bulletin March 4, 2004 at 9.00 a.m

PROHA PLC FINANCIAL STATEMENTS JANUARY 1 - DECEMBER 31, 2003

- The Proha Group's net sales in 2003 were EUR 76.8 (100.8 in 2002) million.
- Decline in net sales compared with 2002 was mainly due to a decline in the US net sales, the appreciation of the euro and the sales of non-core operations in 2002.
- Earnings before goodwill amortization (EBITA) totaled EUR -4.0 (2.6) million.
- The Group's performance was adversely affected by the lower-than-expected sales and operating result in the United States. The operating result includes EUR 1.0 (0.0) million of non-recurring reorganization charges and a EUR 0.5 (3.7) million gain on the sales of shares and business operations.
- Artemis 7 and Artemis Views 7 product releases succeeded as planned.
- Patrick Ternier was appointed the new president and CEO of the Artemis sub-group in January 2004.
- Measures to adapt the Artemis sub-group's cost structure will focus on the first quarter of 2004.
- Proha management expects the Group's profitability to improve in 2004 particularly as a result of cost savings in general and administrative expenses.

BUSINESS PERFORMANCE

In line with its strategy, Proha focuses on portfolio and project management software solutions. The Proha Group includes the sub-group Artemis, which represents 69.5% of the net sales of the Group; and project management operations in Norway, which concentrate on the oil and gas sector and represent 30.5% of the net sales of the Group. Proha is a world market leader in enterprise-level project and portfolio management solutions.

The situation in the software market continued to be challenging during the financial year 2003. However, the Proha management estimates that the Group's market position remained strong during the year. The business performance of the Proha Group was uneven in different market areas. The performance was adversely affected by the lower-than-expected sales and operating result in the United States. Although the expense level was lower compared with the previous financial year, net sales and profitability targets were not achieved in the United States. In other areas, the volume of business and profitability were mainly as expected.

Artemis' project and portfolio management software solutions were developed intensively during 2003. In August 2003, a new more versatile Artemis 7 software solution was introduced to replace the Portfolio Director software. Artemis 7 consists of modules that can compile various portfolio, project and resource management solutions. It includes the Investment Management, Program Management, Project Management, Time Reporting and Resource Management modules.

Artemis 7 also fulfills the requirements of the public sector for program management and measuring of effectiveness and value. Examples of the new Artemis 7 users in the public sector are the District Council of Bordeaux in France and the financial services division of the French postal service. In the finance sector, for example the Austria-based insurance and finance group Generali Vienna acquired the Artemis 7 solution. VR-Track Ltd in Finland is the first company to adopt the Artemis 7 Resource Management system module.

As the portfolio management methods become more common, the sales of the Artemis 7 solution is expected to increase. On the basis of this estimate, investments in worldwide sales and marketing of the software have been made.

A technically renewed version of the Artemis Views project and resource management software was launched in September 2003.

During the financial year 2003, Artemis entered into new market areas. Artemis opened an office in Shanghai to meet the growing demands of the Chinese project and portfolio management market. Operations in China were strengthened in December 2003 when Artemis' China office signed cooperation agreements with the local companies GT. Technology and China Alliances on the marketing, distribution and consulting of Artemis software solutions. In Mexico, Artemis signed a partnership agreement with Siproco Asociación Profesional on offering Artemis software solutions to the country's public sector organizations and large-scale enterprises. Artemis also expanded its markets into the Baltic countries by delivering the Artemis Views project management system to the Lithuanian Comliet Group. In Lithuania and Latvia Artemis' distributor is Informacines Technologijos Group. Proha sees the evolving project management markets in the Baltic Countries strategically important.

In order to improve the availability of the portfolio management consulting, Artemis signed partnership agreements in different countries during 2003. New partners include Unilog, Fujitsu Consulting, DMR Conseil (Quebec), Robbins-Gioia, True Solutions, Conseillen and Agilense.

In Norway, Proha's project management business continued its steady development due to investments of the oil and gas industry. Both net sales and profitability targets were reached. Proha's fully owned subsidiary Safran (Safran Software Solutions AS) specializes in project management software solutions and Dovre (Dovre International AS) in project management consulting. Proha owns 40% of Dovre through Safran. Proha also has an option to buy the remaining 60% of Dovre's shares in 2003-2006. On the basis of Proha's control over Dovre and the purchase options, Dovre has been consolidated as a subsidiary in Proha's financial statements 2003.

Dovre operates globally and is currently engaged in 10 countries. Over 20% of Dovre's net sales are generated outside Norway. The oil and gas industry projects cover up to 75% of Dovre's operations. During the financial year 2003, Dovre opened an office in Houston, the hub of world oil and gas industry. In September 2003, Safran introduced a new product: Safran for Microsoft Project. The product is compatible with Microsoft Project and adds e.g. earned value reporting to Microsoft Project.

NET SALES

In 2003, the Group's net sales amounted to EUR 76.8 (100.8) million, showing a decrease of EUR 24.0 million compared with 2002. In the table below, the net sales of the financial statements January 1-December 31, 2002 have been adjusted to be comparable with the net sales for 2003 (EUR million).

Net sales 2003	76.8
Net sales 2002	100.8
The effect of sold operations	-6.0
Pro forma net sales 2002	94.8
Effect of changes in exchange rates	-7.9
Net sales representing business volume 2002	86.9

The decline in net sales compared with 2002 was mainly due to a decline in the US net sales, the appreciation of the euro and the sales of non-core operations in 2002.

The decline in the US sales volume resulted mainly from the reduction of service sales and the postponement of some deals.

In 2003, approximately 70% of the Group's net sales originated from outside the euro zone. The appreciation of the euro vis-à-vis the main invoicing currencies (US dollar, English pound, Japanese yen and Norwegian krone) reduced the euro-denominated net sales of 2003 by approximately 7.7%.

As part of its strategy, Proha sold Accountor Oy (which was part of Proha's Financial Management business area) in November 2002. In 2002, the net sales of Accountor Oy were EUR 5.1 million.

As project management business generated approximately 99% of Proha's net sales in 2003, Financial Management and Internet Technologies are no longer presented as separate business areas in the financial statements 2003.

Distribution of net sales by product type:

Net sales by product type	EUR million	Percentage of net sales	EUR million 2002	Percentage of net sales 2002
One-time license revenue	12.4	16.1%	16.5	16.4%
Recurring license revenue	15.9	20.7%	17.7	17.6%
Services	48.5	63.2%	66.6	66.0%
Total	76.8	100.0%	100.8	100.0%

The emphasis of net sales was still on services, which constituted EUR 48.5 (66.6) million or 63.2% (66.0%) of net sales. The services include Dovre's project management consulting and the consulting, training, implementation and support services of Artemis' software solutions.

License sales amounted to EUR 28.3 (34.2) million, accounting for 36.8% (34.0%) of net sales. The share of one-time licenses was EUR 12.4 (16.5) million and that of recurring licenses EUR 15.9 (17.7) million.

In 2003, the Group sold approximately 59,000 (92,000) new end-user licenses. The total number of Artemis licenses sold worldwide is approximately 560,000. The number of licenses in 2003 is not fully comparable with the numbers of 2002, since license sales in 2003 were focused on products with richer feature sets. The average license price also rose during 2003.

Distribution of net sales by country:

	2003 EUR million	Percentage of net sales	2002 EUR million	Percentage of net sales
Great Britain	8.8	11.5%	8.9	8.8%
Italy	6.0	7.8%	6.0	6.0%
Japan	5.5	7.1%	6.7	6.7%
Norway	23.4	30.5%	21.7	21.5%
France	7.3	9.5%	8.3	8.2%
Germany	3.3	4.4%	3.8	3.8%
Finland	7.6	9.9%	13.9	13.8%
United States	13.8	18.0%	29.7	29.5%
Other	1.1	1.3%	1.8	1.7%
Total	76.8	100.0%	100.8	100.0%

In the United States, the decline in business volume resulted from reduced service business and postponement of some deals. In Finland and in France, net sales were reduced by the sales of non-core operations. Otherwise, the decline in net sales was mainly due to the appreciation of the euro vis-à-vis the main invoicing currencies. In Norway, the steady demand for project management solutions and services in the oil and gas industry compensated for the effects of the appreciated euro.

PROFITABILITY

Earnings before goodwill amortization (EBITA) totaled EUR -4.0 (2.6) million.

Operating loss (EBIT) was EUR -6.0 (3.0) million, amounting to -7.8% (3.0%) of net sales.

The Group's performance was adversely affected by the lower-than-expected sales and operating result in the United States. The Group's expense level was significantly lower in 2003 than in 2002. However, the result for 2003 was affected by significant juridical and auditing costs, which originated from Artemis operating as a publicly held company in the United States. The costs from the sales and marketing of the Artemis 7 and Artemis Views 7 product releases have also had an impact on the result for 2003.

The non-recurring charges included in the operating result comprised EUR 1.0 (0.0) million reorganization charges and EUR 0.5 (3.7) million gain on the sales of shares and business operations. A total of EUR 1.0 (0.0) million of non-recurring reorganization charges consisted of staff costs EUR 0.7 million and other operating expenses EUR 0.3 million.

The consolidation reserve originating from the Opus360 transaction was recognized as income, improving the result for

2002 by EUR 2.7 million. The consolidation reserve was based on the additional costs of the Opus360 transaction, which were taken into account in the purchase price. The remainder of the consolidation reserve was fully recognized as income during 2002.

The result before appropriations and taxes was EUR -5.8 (3.3) million. The result for the financial year 2003 was EUR -6.2 (1.8) million.

Earnings per share amounted to EUR -0.12 (0.03). Return on investment (ROI) was -19.1% (18.2%) and return on equity (ROE) -48.8% (16.4%).

FINANCING AND INVESTMENTS

At the end of the financial year 2003, cash and cash equivalents totaled EUR 7.1 (12.7) million, showing a decrease of EUR 5.6 million compared to 2002. In 2003, cash flow from operating activities was EUR -4.3 million, mainly due to the losses from Artemis' US-based operations. Repayment of loans also decreased cash assets by EUR 7.1 million. Proceeds from new loans were EUR 5.5 million and resulted mainly from a line of credit granted by Laurus Master Fund Ltd. The share issue conducted during the financial year increased cash assets by EUR 0.9 million.

In August 2003, Proha Plc subsidiary Artemis International Solutions Corporation (AISC), agreed on a line of credit up to USD 5 million with Laurus Master Fund Ltd (Laurus) to finance its business operations. Laurus has the right to convert any portion of the outstanding loan into AISC shares at a per share market price plus 25%. Pursuant to the terms of the agreement, Laurus' beneficial ownership in AISC is limited to 2.5%. In connection with the loan agreement, Laurus received a warrant to purchase 125,000 AISC shares. AISC has the right to repay the loan at any time.

At the end of 2003, interest-bearing liabilities amounted to EUR 7.7 (7.2) million, accounting for 17.4% (12.2%) of the Group's capital and reserves, provisions, and creditors total. Of the interest-bearing liabilities, EUR 4.3 (5.2) was non-current liabilities and EUR 3.4 (2.0) million current liabilities.

The Group's Quick Ratio was 1.1 (1.1).

Gross investments in fixed assets were EUR 0.5 (2.5) million.

The balance sheet total on December 31, 2003 was EUR 44.7 (59.6) million. Equity to assets ratio was 26.1% (31.4%) and gearing 5.3% (-31.8%).

STATEMENT ON THE ADEQUACY OF THE GROUP'S ASSETS

On December 31, 2003, the Group's cash and cash equivalents amounted to EUR 7.1 million. According to the Proha management, the Group's cash and cash equivalents are sufficient to continue as a going concern.

RESEARCH AND DEVELOPMENT

The product development costs of strategic products were EUR 7.9

(8.6) million, representing 10.3% (8.5%) of net sales in 2003. R&D costs are expensed in the year they are incurred. Tactical products were developed regionally. The product development costs of tactical products are also expensed in full.

The reorganization of product development has accelerated product development cycles and saved costs. In 2003, the development of project and portfolio management solutions continued intensively. In August, a new more versatile Artemis 7 software solution was introduced to replace the Portfolio Director software. Artemis 7 consists of modules that can compile various portfolio, project and resource management solutions. A technically renewed version of the Artemis Views project and resource management software was introduced in September. The main trend in the product development has been to respond to the technical development on the markets which is moving from client/server solutions to browser-based solutions (Java architecture, J2EE).

In September, Proha's Norway-based subsidiary Safran Software Solutions introduced a new product: Safran for Microsoft Project. The product is compatible with Microsoft Project and adds e.g. earned value reporting to Microsoft Project.

Regional project management solutions were also enhanced. Towards the end of 2003, the functionalities of all solutions (Planet and CMPro) were extended and their interoperability with Safran and Artemis applications was further improved.

PERSONNEL

At the end of 2003, the Proha Group employed 619 (643) people. The number of employees in Finland was 108 (118), whereas 511 (525) worked abroad. The average number of personnel in 2003 was 642 (753).

Staff costs amounted to EUR 56.8 (63.2) million, constituting 73.9% (62.7%) of net sales. The staff costs for the financial year 2003 include charges of EUR 0.7 (0.0) million caused by the terminations of employment.

Comparable staff costs (EUR million) for the corresponding period in 2002:

	2003	Pro forma 2002
Staff costs	56.8	63.2 (reported)
The effect of sold operations		-3.5
Staff costs		59.7
Net sales	76.8	94.8
% of net sales	73.9%	63.0%

The proportional growth in staff costs is caused by the decline in net sales in United States.

Proha's temporary dismissals in Finland

In the fall of 2003, Proha had joint discussions with its personnel in Finland. The total number of temporary dismissals was 25 man-months and they are scheduled to take place between September 2003 and March 2004.

ADOPTION OF IFRS

Proha will publish its first IFRS financial statements for the financial year ending December 31, 2005. As of 2005, the interim reports will also be prepared in accordance with the IFRS standards. The company will follow the recommendations of the CESR for informing about the implementation of the IFRS standards.

The preparations for the adoption of IFRS have proceeded as planned. According to Proha's estimates, the main changes compared with the Group's current accounting principles will concern the handling of product development costs (IAS 38). Part of the product development costs that were previously expensed will be capitalized and amortized over their expected useful lives. In addition, the IFRS standards may significantly affect the handling of employee benefits (IAS 19), deferred tax assets and liabilities (IAS 12) and stock options (ED 2).

CHANGES IN THE GROUP STRUCTURE

Proha sold its minority holding in Tietokate Oy

Proha sold its 20% holding in the Finnish accounting company Tietokate Oy in June 2003. The gain on sale had no material effect on Proha's net sales or result.

OTHER EVENTS DURING THE FINANCIAL YEAR

Proha outsourced the ASP services of Intellisoft to Xenetic Oy

Proha continued to focus on its core business, portfolio and project management software products, and outsourced the ASP services of its subsidiary Intellisoft Oy to Xenetic Oy. The agreement has no material effect on Proha's net sales or result.

ARTEMIS INTERNATIONAL SOLUTIONS CORPORATION

Proha Plc owns 80% of Artemis International Solutions Corporation (AISC) in the United States.

Steven Yager to chair the Board

In April 2003, the Board of Directors of AISC elected Steven Yager, President of Gores Technology Group Inc, as the new Chairman of the AISC Board. Previously, Mr. Yager served as Vice Chairman of the AISC Board, and until January 25, 2002 as president and CEO of AISC. The former Chairman, James Cannavino, continues as a member of the AISC Board.

AISC audit

AISC changed its certifying accountant in January 2003. The new independent accountant of AISC is Squar Milner Reehl & Williamson LLP. The audit of AISC' financial statements prepared in accordance with the US GAAP, and the preparation of the necessary SEC reports, have not yet been completed for the financial year ending on December 31, 2003. The auditor of Proha Plc is Ernst and Young Oy with APA Ulla Nykky as the auditor in charge.

AISC settles shareholder lawsuit

In June 2003, AISC signed an agreement for the settlement and release of all claims against AISC in the class action complaint filed against Opus360 Corporation in April 2001. AISC's insurer covered substantially all the settlement costs. In 2001, Proha acquired a Nasdaq-listed company, Opus360 Corporation, and consolidated it with its subsidiary Artemis. The class action lawsuit filed against Opus360 Corporation was connected to its initial public offering in 2000.

AISC's reverse split 1:25

AISC implemented a reverse stock split on February 7, 2003. Each twenty-five (25) shares of AISC common stock issued and outstanding were converted into one share of common stock. Artemis' shareholders approved the reverse stock split at a special meeting held on October 21, 2002. Prior to the reverse split, AISC had approximately 250,000,000 shares of common stock outstanding, and following the reverse split it has approximately 10,000,000 shares outstanding. The trading of the reverse split shares commenced on February 7, 2003 on OTCBB. The new trading symbol for the shares is AMSI. The reverse split is a technicality that does not have an effect on the size of Proha's ownership of AISC or on the Proha shares or on the trading of Proha shares.

AISC divested the SPR operations

AISC divested the operations of Software Productivity Research (SPR) in December 2003. SPR continues its operations independent from AISC. The divestiture does not have a significant impact on the Proha Group's net sales or operating result.

ANNUAL GENERAL MEETING HELD ON APRIL 24, 2003

The Annual General Meeting on April 24, 2003 confirmed the Financial Statements of 2002. The CEO and the following members of the Board of Directors were discharged from liability: Pekka Pere, Olof Ödman, Steven Yager, Alec Gores, and Klaus Cawén. The other members of the Board of Directors, James Cannavino, Ari Horowitz and Michael Rusert, were not discharged from liability.

The Annual General Meeting approved the Board of Directors' proposal according to which the result for the financial year 2002 is entered in capital and reserves and no dividend is paid.

The following six members were elected to the Board of Directors of Proha Plc: Olof Ödman, Pekka Pere, Klaus Cawén, Alec Gores, Steven Yager, and Pekka Mäkelä.

Ernst & Young Oy was elected as the company's auditor, with Ulla Nykky, APA, as the auditor in charge.

Increase in company's share capital

The Annual General Meeting authorized the Board of Directors to increase the company's share capital through an issue of new shares, stock options, option warrants and/or convertible bonds deviating from the shareholders pre-emptive subscription rights. Pursuant to this authorization, the aggregate maximum number of new shares to be issued or offered for subscription pursuant to stock options, option warrants and/or convertible bonds shall not exceed 10,373,454 shares with an account equivalent value of EUR 0.26 each, and the share capital of the company may be increased by no more than EUR 2,697,098.04. This represents 20% of the registered share capital and of the votes that can be cast in the General Meeting of Shareholders at the time.

This authorizes the Board of Directors to deviate from the shareholders' pre-emptive subscription right if there is a strong financial reason, such as improving the company's capital structure, financing operations and/or acquisitions and/or creating incentives for the personnel of the Group. The authorization entitles the Board to decide on the subscription price, and other terms and conditions.

Stock option issue

On April 24, 2003, the Annual General Meeting approved the Board of Directors' proposal to issue a maximum of 850,000 stock options that are offered, deviating from the shareholders pre-emptive subscription right, to certain key persons of the Proha Group and to the members of the Board of Directors of Proha Plc.

The Annual General Meeting decided on the distribution of 450,000 stock options to the members of the Board of Directors as follows: 120,000 stock options to be issued to the CEO and 66,000 stock options to each of the other members of the Board of Directors. The Board of Directors decided on the distribution of the remaining 400,000 stock options.

At its meeting on May 8, 2003, the Board of Directors approved the subscriptions and confirmed the subscription price for a share subscribed on the basis of the stock options as EUR 0.50. In the issue, a total of 824,055 Proha Plc stock options were subscribed, amounting to a subscription of 824,055 shares. The stock options were granted without compensation to the key persons of the Proha Group. On April 24, 2003, the Annual General Meeting granted a total of 450,000 stock options to the members of the Board of Directors. The Board of Directors granted the rest of the stock options. The subscriptions may increase the share capital by a maximum of EUR 214,254.30.

SHARE CAPITAL AND AUTHORIZATIONS TO ISSUE SHARES

Proha Plc has one class of shares. The book value of the shares is EUR 0.26 per share and each share entitles the shareholder to one vote. Proha Plc shares are traded on the NM list of the Helsinki Stock Exchange. On January 1, 2003, the share capital of Proha Plc was EUR 13,485,490.20 and the total number of shares was 51,867,270.

In the special issue on June 27, 2003, Proha Plc's share capital was increased by EUR 390,000.00 by giving 1,500,000 shares to three Finnish investment funds. The increase in share capital was entered into the Trade Register on July 3, 2003.

On December 31, 2003, the share capital of Proha Plc was EUR 13,875,490.20 and the total number of shares was 53,367,270.

The Board of Directors has an authorization given by the Annual

General Meeting on April 24, 2003 to decide on the increase of the company's share capital. A total of 8,873,454 shares corresponding to EUR 2,307,098.04 in share capital remain unused of the authorization representing 17% of the registered share capital as of December 31, 2003. The authorization is valid until April 23, 2004.

CONVERTIBLE LOAN

On December 20, 2002, Proha issued a convertible loan that was offered for subscription to professional investors. A total of EUR 2,810,000 of the loan was subscribed. The fixed interest of the loan is 6.00% p.a. The loan matures on December 30, 2007. The loan can be converted into a maximum of 4,496,000 new shares.

TRADING ON THE HELSINKI STOCK EXCHANGE

The number of registered shareholders of Proha Plc totaled 3,841 at the end of 2003. During 2003, the share price was EUR 0.43 at its lowest and EUR 0.84 at its highest. The closing price was EUR 0.78 at the end of 2003. Market capitalization was approximately EUR 41.6 million at the end of the financial year. The trading volume of the Proha share on the NM list of the Helsinki Stock Exchange was approximately EUR 15 million in 2003.

EVENTS FOLLOWING THE FINANCIAL YEAR

Patrick Ternier appointed as new president and CEO of AISC

The Board of AISC appointed Patrick Ternier as president and CEO of the company as of January 23, 2004. The former president and CEO Michael J. Russert also resigned from his duties as a member of the Board of Directors of AISC.

Product releases

AISC introduced two new industry specific solutions designed specifically for energy companies and public sector organizations.

PROSPECTS FOR 2004

Proha management expects the Group's profitability to improve in 2004 particularly as a result of cost savings in general and administrative expenses. Streamlining measures that were first initialized in 2003 will focus on the first quarter of 2004. These measures will cause non-recurring charges and the full impact of the savings cannot be seen until after the first quarter of 2004. Because of the uncertain market situation, growth expectations are cautious. However, the Group is well prepared for the possible recovery of the demand.

THE BOARD OF DIRECTORS' PROPOSAL FOR DISTRIBUTION OF PROFIT

The Proha Board of Directors proposes that the profit for the financial year be entered in capital and reserves and no dividend be paid.

PRESS CONFERENCE

Proha Plc will publish its financial statement for 2003 on Thursday, March 4, 2004. The company will hold a press conference for the media and financial analysts on March 4, 2004 at 14.30 p.m. at World Trade Center, address: Aleksanterinkatu 17, Helsinki.

Welcome

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PROHA GROUP CONSOLIDATED INCOME STATEMENT AND BALANCE SHEET
JANUARY 1-DECEMBER 31, 2003
The figures in the financial statements are unaudited.

INCOME STATEMENT	1/03-12/03 (EUR 1000)	1/02-12/02 (EUR 1000)
Net sales	76 792	100 824
Share of associated companies' results	5	-316
Other operating income	1 031	4 098
Materials and services	-6 188	-13 467
Staff costs	-56 782	-63 234
Depreciation, amortization and value adjustments		
Depreciation according to plan	-1 133	-2 059
Value adjustments of investments held as non-current assets	0	-703
Amortization of goodwill on consolidation	-1 982	-2 243
Change in consolidation reserve	36	2 744
Depreciation, amortization and value adjustments total	-3 079	-2 261
Other operating expenses	-17 766	-22 592
Operating profit/loss	-5 988	3 052
Financial income and expense	141	235
Profit/loss before extraordinary items, appropriations and taxes	-5 847	3 287
Income taxes	-978	-786
Change in deferred tax liabilities	-78	26
Profit/loss before minority interest	-6 902	2 527

Minority interest	715	-762
Profit/loss for the financial year	-6 187	1 765

BALANCE SHEET	31.12.2003	31.12.2002
ASSETS		
Non-current assets		
Intangible assets	463	508
Goodwill on consolidation	12 420	14 406
Tangible assets	997	1 755
Investments	2 114	2 076
Non-current assets total	15 995	18 745
Current assets		
Non-current receivables	448	429
Current receivables	21 120	27 682
Marketable securities	80	92
Cash and cash equivalents	7 058	12 666
Current assets total	28 706	40 869
ASSETS TOTAL	44 701	59 614
LIABILITIES		
Capital and reserves		
Subscribed capital	13 875	13 485
Share premium account	2 964	3 906
Profit/loss brought forward	-796	-4 179
Profit/loss for the financial year	-6 187	1 765
Capital loan	0	187
Capital and reserves total	9 857	15 164
Minority interest	1 081	2 392
Consolidation reserve	254	290
Provisions	88	383
Creditors		
Non-current creditors	4 317	5 196
Current creditors	29 104	36 189
Creditors total	33 421	41 385
LIABILITIES TOTAL	44 701	59 614

KEY RATIOS OF THE PROHA GROUP	1/03-12/03	1/02-12/02
Net sales (EUR 1000)	76 792	100 824
EBITDA*	-2 909	5 313
% of net sales	-3.8%	5.3%
EBITA**	-4 042	2 551
% of net sales	-5.3%	2.5%
EBIT***	-5 988	3 052
% of net sales	-7.8%	3.0%

Profit/loss before extraordinary items, appropriations and taxes	-5 847	3 287
% of net sales	-7.6%	3.3%
Profit/loss for the financial year	-6 187	1 765
% of net sales	-8.1%	1.8%

* Earnings before interest, taxes, depreciation and goodwill amortization
** Earnings before interest, taxes and goodwill amortization
*** Earnings before interest and taxes

Research and development costs, EUR 1000	7 920	8 610
% of net sales	10.3%	8.5%
Personnel at the end of the financial year	619	643
Average personnel	642	753
1) Weighted number of shares	52 615 215	51 798 227
1) Earnings per share, EUR	-0.12	0.03
2) Weighted number of shares diluted by stock options	53 128 712	51 938 283
2) Earnings per share, EUR	*)	0.03

*) The key ratio Earnings per share, adjusted by the dilution effect, is not presented because it would be better than the undiluted figure

3) Number of shares at the end of the financial year	53 367 270	51 867 270
3) Equity per share, EUR	0.19	0.30

Net sales by geographical area	1/03-12/03	1/02-12/02
United States	18%	30%
Finland	10%	14%
Rest of Europe	64%	49%
Asia	8%	7%
Total	100%	100%

Net sales by product type	1/03-12/03	1/02-12/02
One-time license revenue	16%	16%
Recurring license revenue	21%	18%
Services	63%	66%
Total	100%	100%

CASH FLOW STATEMENT	1.1.-31.12.2003	1.1.-31.12.2002
Cash flow from operating activities		
Operating profit/loss	-5 988	3 052
Adjustments		

Depreciation, amortization and value adjustments	3 079	2 261
Profits and losses on sale of fixed assets and shares	-121	-3 037
Other adjustments	-385	165
Change in net working capital	-363	-2 883
Financial income and expense, net	236	2
Income taxes	-748	195
Cash flow from operating activities	-4 290	-245
Cash flow from investing activities		
Investments in tangible and intangible assets	-493	-1 071
Cash flow from acquisition of subsidiaries and associated companies	0	-804
Cash flow from disposal of subsidiaries and associated companies	150	4 225
Other paid cash flows	0	-57
Other received cash flows	63	263
Cash flow from investing activities	-280	2 556
Cash flow from financing activities		
Share issue	938	0
Proceeds from short-term loans	5 379	1 487
Repayments of short-term loans	-5 972	0
Proceeds from convertible loan	0	2 810
Proceeds from long-term loans	151	1 733
Repayments of long-term loans	-1 030	-2 891
Repayments of capital loans	-102	0
Dividends paid	-401	0
Cash flow from financing activities	-1 037	3 139
Change in cash and cash equivalents	-5 608	5 450
Cash and cash equivalents Jan.1	-12 666	-6 954
Cash and cash equivalents of subsidiaries acquired	0	-319
Cash and cash equivalents of subsidiaries sold	0	57
Cash and cash equivalents Dec.31	7 058	12 666
Change in cash and cash equivalents	- 5 608	5 450

CONTINGENT LIABILITIES (EUR 1000)	Group 2003	Group 2002
Debts secured by corporate mortgages		
Pension loans	107	265
Corporate mortgages given as security of the loans	168	588
Debts secured by the assets of the company*)		
Loans from financial institutions	2 629	651

*) Debt secured by the assets of Artemis International Solutions Corporation

Debts secured by assets		
Loans and checking account credit lines used	576	2 213
Book value of trade receivables, shares		

and fixed assets given as security	4 961	6 519
Debts secured by shares		
Loans from financial institutions	72	120
Book value of pledged shares	152	152
Leasing and rental liabilities		
In the following financial year	3 076	2 494
Thereafter	6 139	1 951
Total	9 215	4 445