

**Date** 16/08/2013

**Consensus Rating\*:** 0.08 (Hold)

 Previous rating **0.13 (Hold)**

 Stock price (in Euro) **14.99**

 High/Low (52 weeks) **18.43/13.15**

 Market cap (in Euro m) **1,087.3**

 ISIN **FI0009000277**

 Reuters **TIE1V.HE**

 Bloomberg **TIE1V FH**

 Exchange **OMX**

 Sector **IT**

 Internet [www.tieto.com](http://www.tieto.com)

 Coverage **12**

## Tieto

### Summary

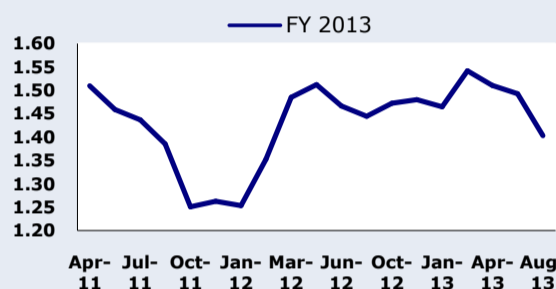
#### Outlook after Q2 2013 results:

Tieto expects its organic net sales to develop in line with the growth in the market for IT services, with the exception of the weaker outlook in the telecom sector.

Tieto expects its profitability to continue to improve and full-year operating profit (EBIT) excluding one-off items to increase from the previous year's level (EUR 138.8 million in 2012).

**Tieto will release its Q3 2013 results on 02<sup>nd</sup> October 2013.**

### EPS Estimates in Euro:



### YoY Change in Estimates

	Q3 13E	Q3 12A	Change
Sales	390.5	423.5	-7.8%
EBIT clean	36.1	37.5	-3.8%
EBIT	28.1	32.0	-12.2%
EPS adj.	0.36	0.40	-9.5%
EPS	0.28	0.32	-12.3%

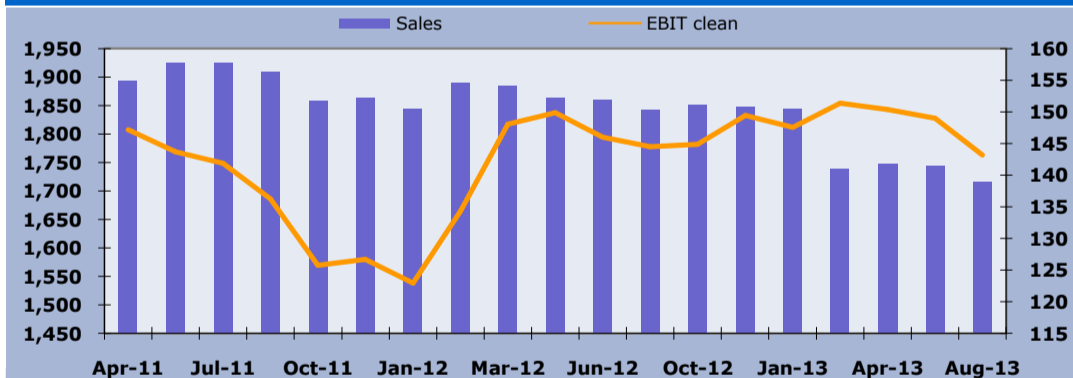
### Price targets in Euro

	Current	Previous	Change	Up-/Downside
Current Price	14.99			
Highest	19.00	19.00	0.0%	26.8%
Consensus	16.22	16.65	-2.6%	8.2%
Median	16.00	16.00	0.0%	6.7%
Lowest	14.00	14.00	0.0%	-6.6%

### Consensus Valuation

	Sales	EBIT clean	P/E	EV/Sales	EV/EBIT	Div.Yield
2010	1,714	110.0	12.53	0.67	10.48	4.6%
2011	1,828	117.0	10.86	0.52	8.06	6.3%
2012	1,825	138.8	12.61	0.66	8.68	5.1%
2013E	1,716	143.2	10.68	0.63	7.51	5.7%
2014E	1,704	152.9	9.67	0.60	6.66	6.4%

### FY 2013 Consensus Estimates



### \* Consensus Rating (CR):

#### Classification:

Buy: 1.50 ≤ CR &lt; 2.00

Accumulate: 0.50 ≤ CR &lt; 1.50

Hold: -0.50 &lt; CR &lt; 0.50

Reduce: -1.50 ≤ CR &lt; -0.50

Sell: -2.00 ≤ CR &lt; -1.50

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### Quarterly Development (in Euro m)

