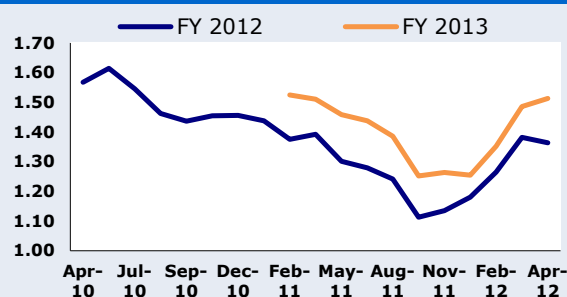


Date 11/05/2012

Consensus Rating*: 0.58 (Accumulate)

 Previous rating **0.29 (Hold)**
 Stock price (in Euro) **12.81**
 High/Low (52 weeks) **15.65/8.39**
 Market cap (in Euro m) **925.8**
 ISIN **FI0009000277**
 Reuters **TIE1V.HE**
 Bloomberg **TIE1V.FH**
 Exchange **OMX**
 Sector **IT**
 Internet www.tieto.com
 Coverage **13**
EPS Estimates in Euro:

YoY Change in Estimates

	Q2 12E	Q2 11A	Change
Sales	462.5	463.0	-0.1%
EBIT clean	27.0	24.5	10.0%
EBIT	-2.1	19.2	n.m.
EPS adj.	0.33	0.21	56.9%
EPS	-0.06	0.16	n.m.

*** Consensus Rating (CR):**
Classification:

 Buy: 1.50 ≤ CR < 2.00
 Accumulate: 0.50 ≤ CR < 1.50
 Hold: -0.50 < CR < 0.50
 Reduce: -1.50 ≤ CR < -0.50
 Sell: -2.00 ≤ CR < -1.50

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Tieto

Summary

Outlook after Q1 2012 results:

The full-year outlook for 2012 remains unchanged. Tieto expects its net sales to develop in line with the anticipated growth rate for the Western European IT services market, i.e. 0–2%. Full year operating profit (EBIT) excluding one-off items is expected to be above the previous year's level (EUR 117.1 million in 2011).

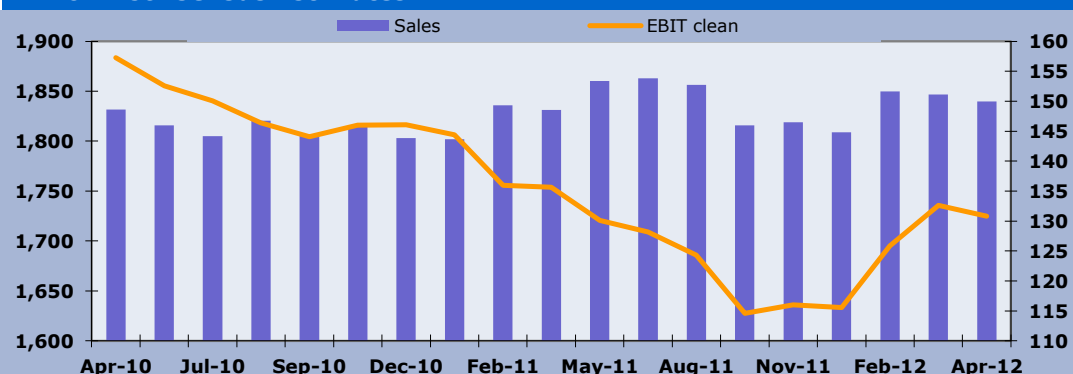
The second quarter will be strained by anticipated one-off costs of around EUR 30 million. These costs are part of the total streamlining costs of EUR 50 million announced in connection with the strategy launch. Additionally, existing idle capacity of the company is expected to burden second-quarter performance. The profitability improvement attributable to the ongoing streamlining actions starts to materialize towards the end of 2012.

Tieto will release its H1 2012 results on 20th July 2012.
Price targets in Euro

	Current	Previous	Change	Up-/Downside
Current Price	12.81			
Highest	19.00	20.00	-5.0%	48.3%
Consensus	15.28	14.82	3.1%	19.3%
Median	16.00	14.20	12.7%	24.9%
Lowest	11.50	11.50	0.0%	-10.2%

Consensus Valuation

	Sales	EBIT clean	P/E	EV/Sales	EV/EBIT	Div.Yield
2009	1,706	108.0	9.15	0.51	8.07	4.4%
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%
2012E	1,840	130.8	9.40	0.51	7.17	6.3%
2013E	1,863	149.8	8.47	0.50	6.26	6.9%

FY 2012 Consensus Estimates

Quarterly Development (in Euro m)
