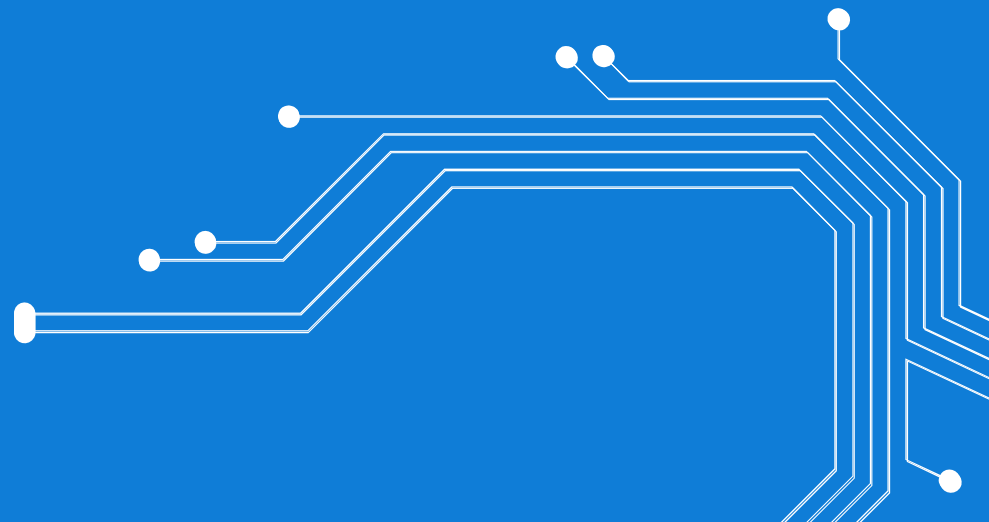


# Interim Report Q2 2010

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## Market situation Q2 / 2010

### Video and Broadband Solutions

- **Market situation continues to be relatively difficult**
  - On-going ownership arrangements among the clientele, public sector faces funding difficulties
- **There are tentative signs of a slight pick-up in the market**
- **There is a need for increased network capacity, some significant "deep fibre solutions" have been implemented, several network evolution projects are under preparation**
- **Order decisions received for some important video surveillance projects (IBM, SNFC) and projects are underway**

### Network Services

- **Bulk of the offering in services included renewal of low-margin broadband subscriber lines**
- **Otherwise, the market situation is stable**
- **Reorganization in our German operations on the home stretch**

## RESULT Q2 - Group

	Q2 2010	Q2 2009	Change%
Orders Received	39.0	29.6	32%
Net Sales	43.5	30.6	42%
EBIT	1.7	0.4	310%
EBIT %	3.8 %	1.3%	
Net Profit for the Period	0.9	0.1	964%

## RESULT Q2 - Video and Broadband Solutions (VBS)

	Q2 2010	Q2 2009	Change%
Orders Received	19.7	19.1	3%
Net Sales	20.1	20.1	0%
EBIT	1.5	-0.3	n/a
EBIT %	7.3 %	-1.5 %	

## RESULT Q2 – Network Services (NS)

	Q2 2010	Q2 2009	Change%
<b>Orders Received</b>	<b>19.3</b>	<b>10.5</b>	<b>84%</b>
<b>Net Sales</b>	<b>23.3</b>	<b>10.5</b>	<b>122%</b>
<b>EBIT</b>	<b>0.2</b>	<b>0.7</b>	<b>-71%</b>
<b>EBIT %</b>	<b>0.8 %</b>	<b>6.7 %</b>	

## RESULT H1 - Group

	H1 2010	H1 2009	Change%
Orders Received	76.5	55.6	38%
Net Sales	82.6	56.2	47%
EBIT	2.5	-0.8	n/a
EBIT %	3.0 %	-1.4 %	
Net Profit for the Period	1.2	-1.1	n/a

## RESULT H1 - Video and Broadband Solutions (VBS)

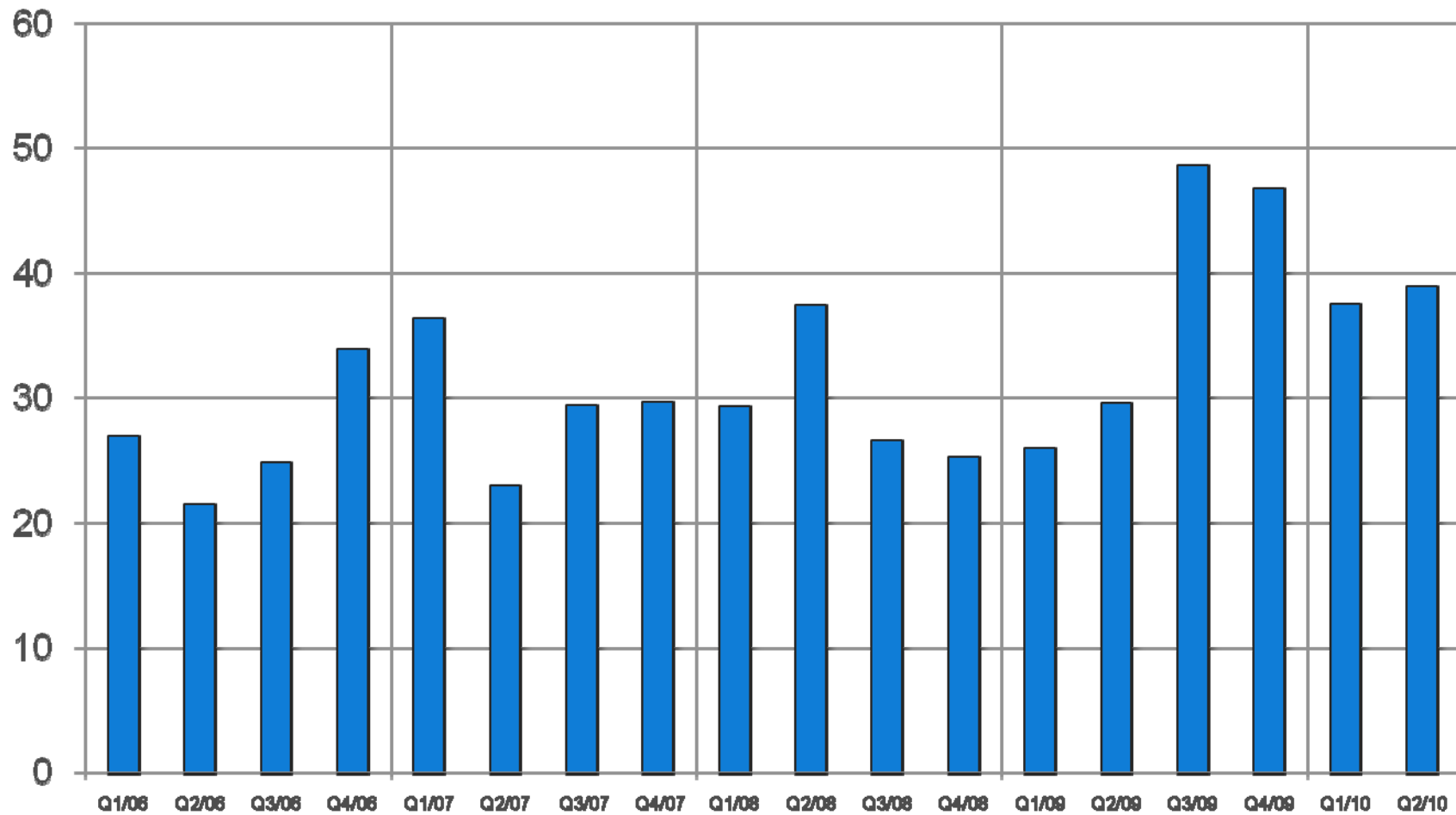
	H1 2010	H1 2009	Change%
Orders Received	38.3	36.4	5.2%
Net Sales	39.2	37.0	6.0%
EBIT	2.0	-1.8	n/a
EBIT %	5.2 %	-4.8 %	



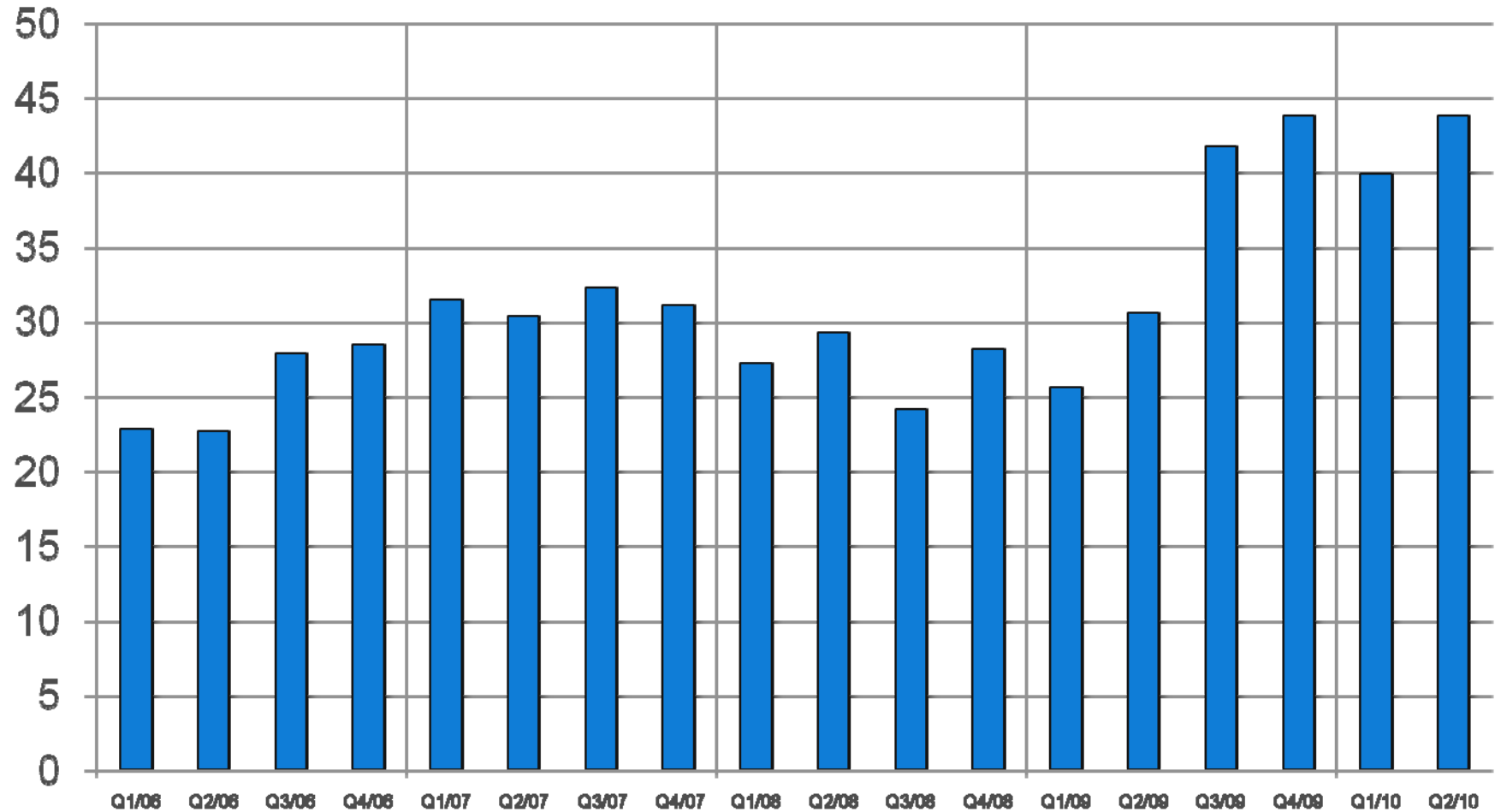
## RESULT H1 – Network Services (NS)

	H1 2010	H1 2009	Change%
<b>Orders Received</b>	<b>38.2</b>	<b>19.2</b>	<b>100%</b>
<b>Net Sales</b>	<b>43.4</b>	<b>19.2</b>	<b>126%</b>
<b>EBIT</b>	<b>0.5</b>	<b>1.0</b>	<b>-52%</b>
<b>EBIT %</b>	<b>1.1 %</b>	<b>5.0 %</b>	

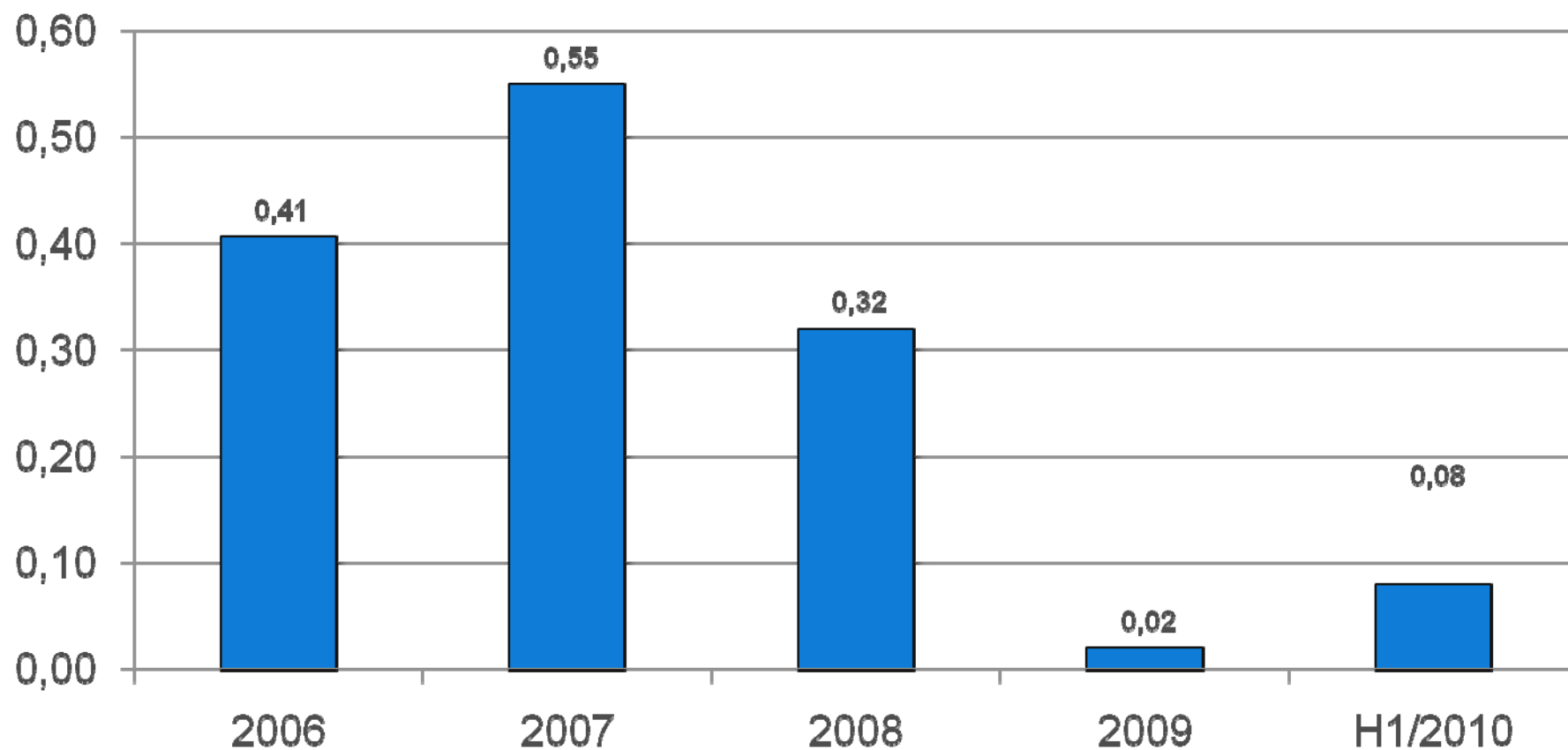
## Orders Received by Quarters



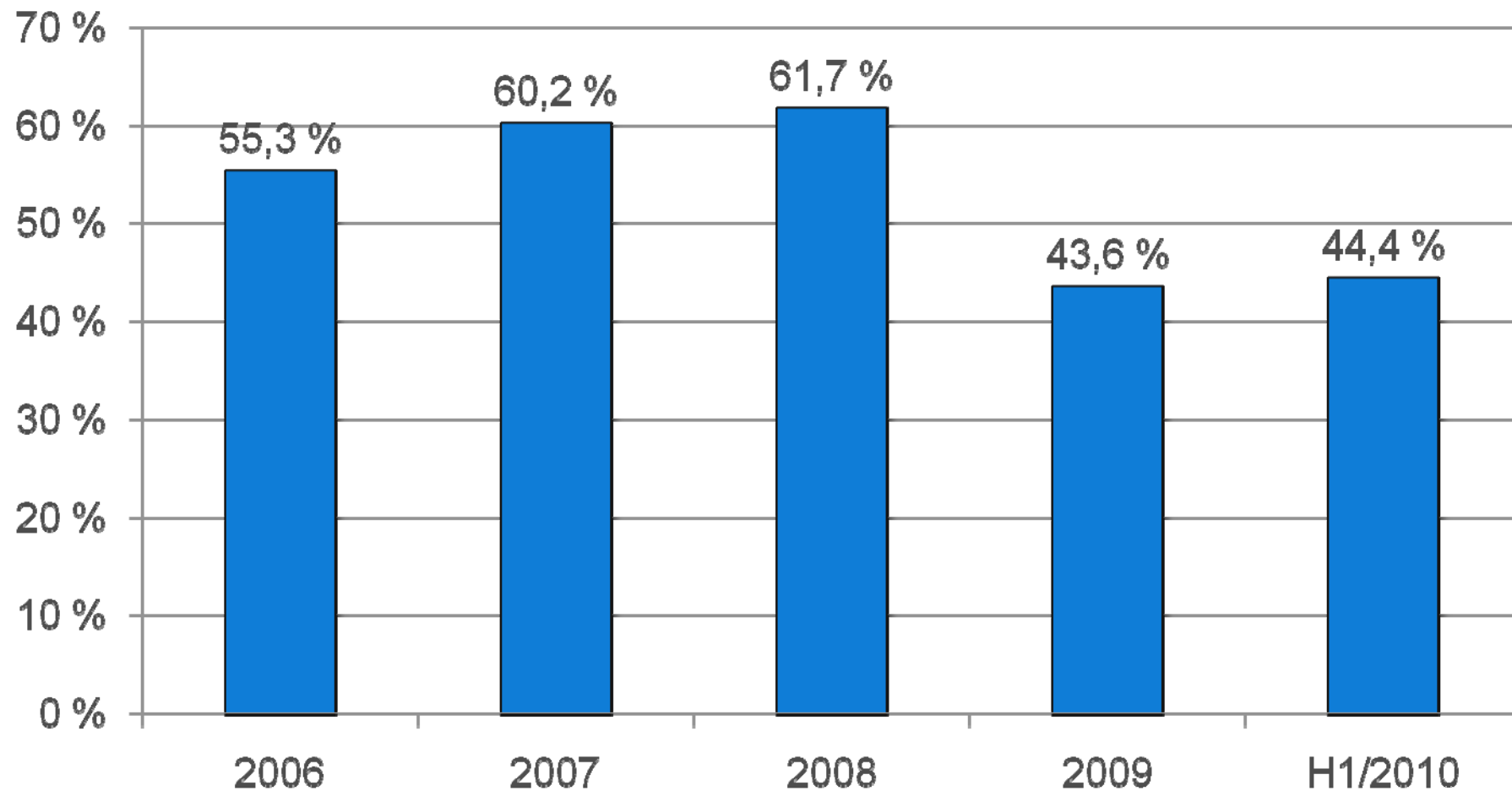
## Net Sales by Quarters



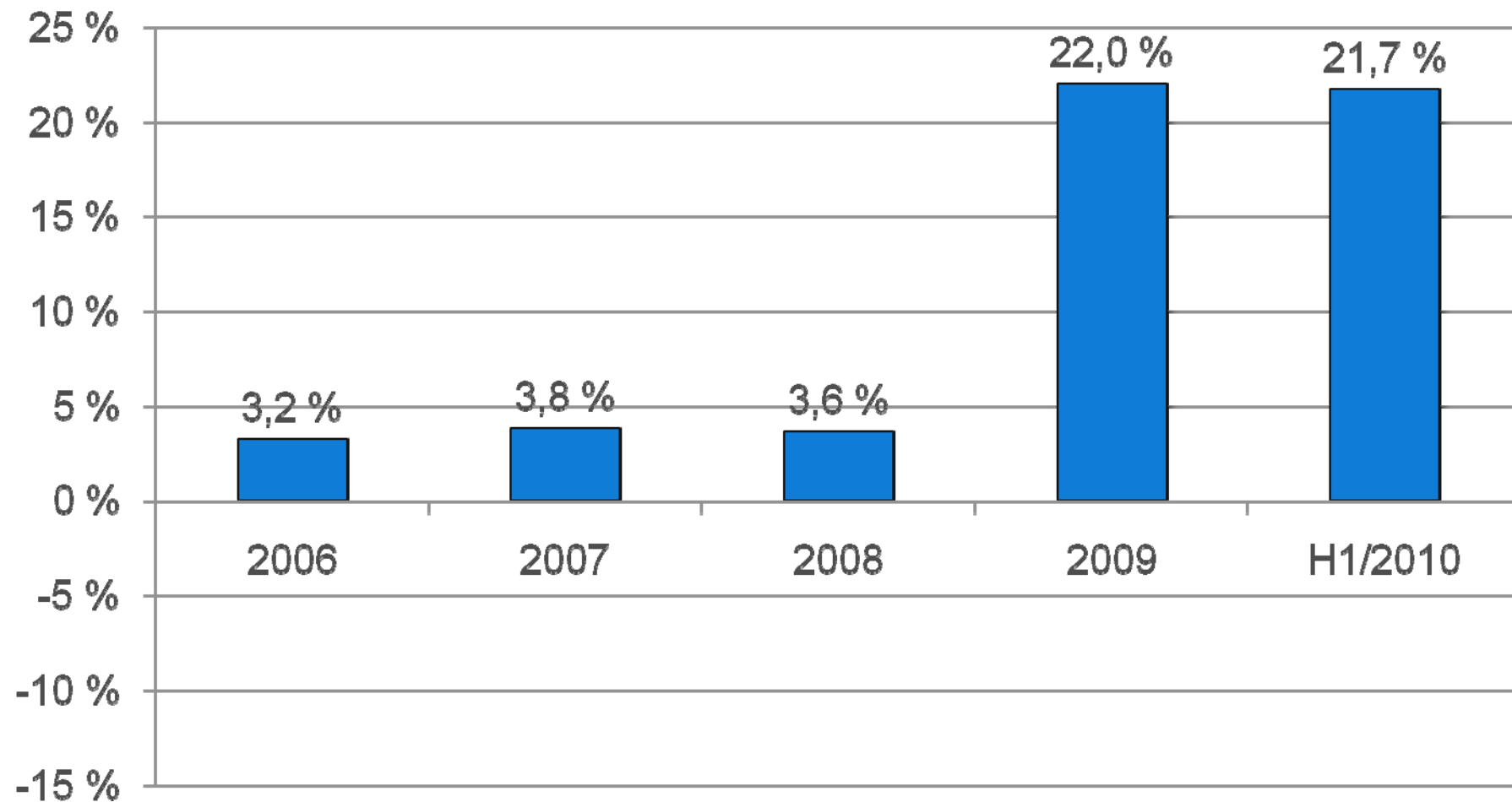
## EPS



## Equity Ratio



## Gearing



## Outlook

- **Cautious approach to network investments is likely to continue among the operator clientele of Video and Broadband Solutions. Nevertheless, we believe the deliveries will continue at least on the level of 2009.**
- **We estimate the demand by the current clientele of Network Services to continue steady. The realized acquisitions ensure that the net sales will improve considerably from last year.**
- **Bearing in mind the increased net sales and the adaptation of costs we estimate the operating profit to improve clearly over 2009.**

