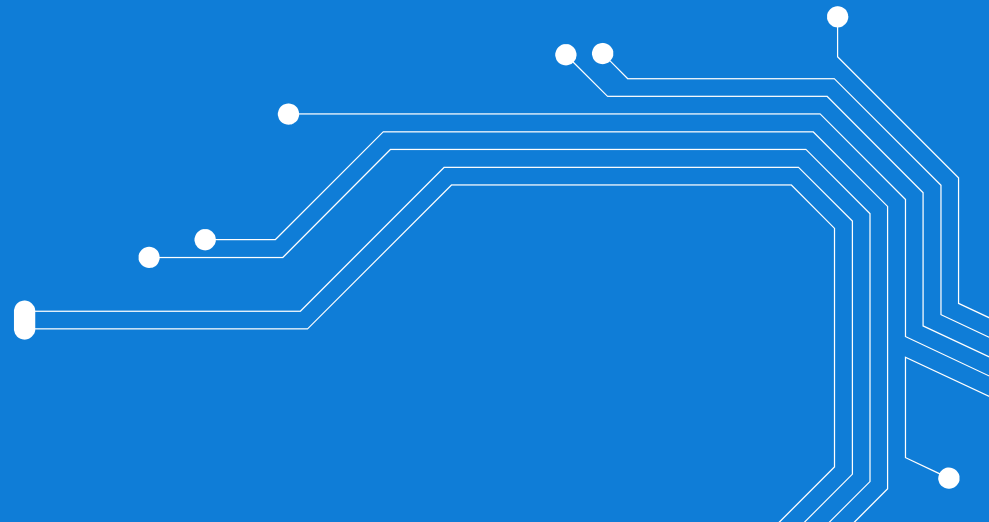


Result Q2 2012

JUKKA RINNEVAARA
CEO



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**VISION - Leading provider of
broadband video technology
and services for operators**



Market situation Q2 / 2012

Video and Broadband Solutions

- **Market situation continues to be relatively good**
- **New video services increase the need for greater network capacity**
- **Major sports events slowed down network investment to a degree**
- **Deliveries of video surveillance projects have proceeded well, few large projects proceed slowly**

Network Services

- **Good market situation**
- **German development program progressing as planned**
- **Cost overruns in project operations**

RESULT Q2 - Group

| | Q2 2012 | Q2 2011 | Change% |
|----------------------------------|-------------|--------------|---------------|
| Orders Received | 49.1 | 50.6 | -2.7% |
| Net Sales | 49.7 | 41.9 | 18.5% |
| EBIT | 2.4 | 0.9 | 165.9% |
| EBIT % | 4.9% | 2.2 % | n/a |
| Net Profit for the Period | 1.2 | 0.6 | 119.8% |

RESULT Q2 - Video and Broadband Solutions (VBS)

| | Q2 2012 | Q2 2011 | Change% |
|------------------------|-------------|-------------|--------------|
| Orders Received | 23.8 | 24.8 | -4.2% |
| Net Sales | 24.3 | 19.5 | 24.4% |
| EBIT | 1.5 | 1.3 | 16.2% |
| EBIT % | 6.4% | 6.8% | n/a |

RESULT Q2 – Network Services (NS)

| | Q2 2012 | Q2 2011 | Change% |
|------------------------|-------------|--------------|--------------|
| Orders Received | 25.4 | 25.7 | -1.3% |
| Net Sales | 25.4 | 22.4 | 13.5% |
| EBIT | 0.9 | -0.4 | n/a |
| EBIT % | 3.4% | -1.9% | n/a |

RESULT H1 - Group

| | H1 2012 | H1 2011 | Change% |
|---------------------------|---------|---------|---------|
| Orders Received | 98.2 | 90.8 | 8.3% |
| Net Sales | 100.8 | 83.2 | 21.1% |
| EBIT | 5.4 | 1.5 | 268.9% |
| EBIT % | 5.3% | 1.7% | n/a |
| Net Profit for the Period | 3.2 | 0.8 | 288.7% |

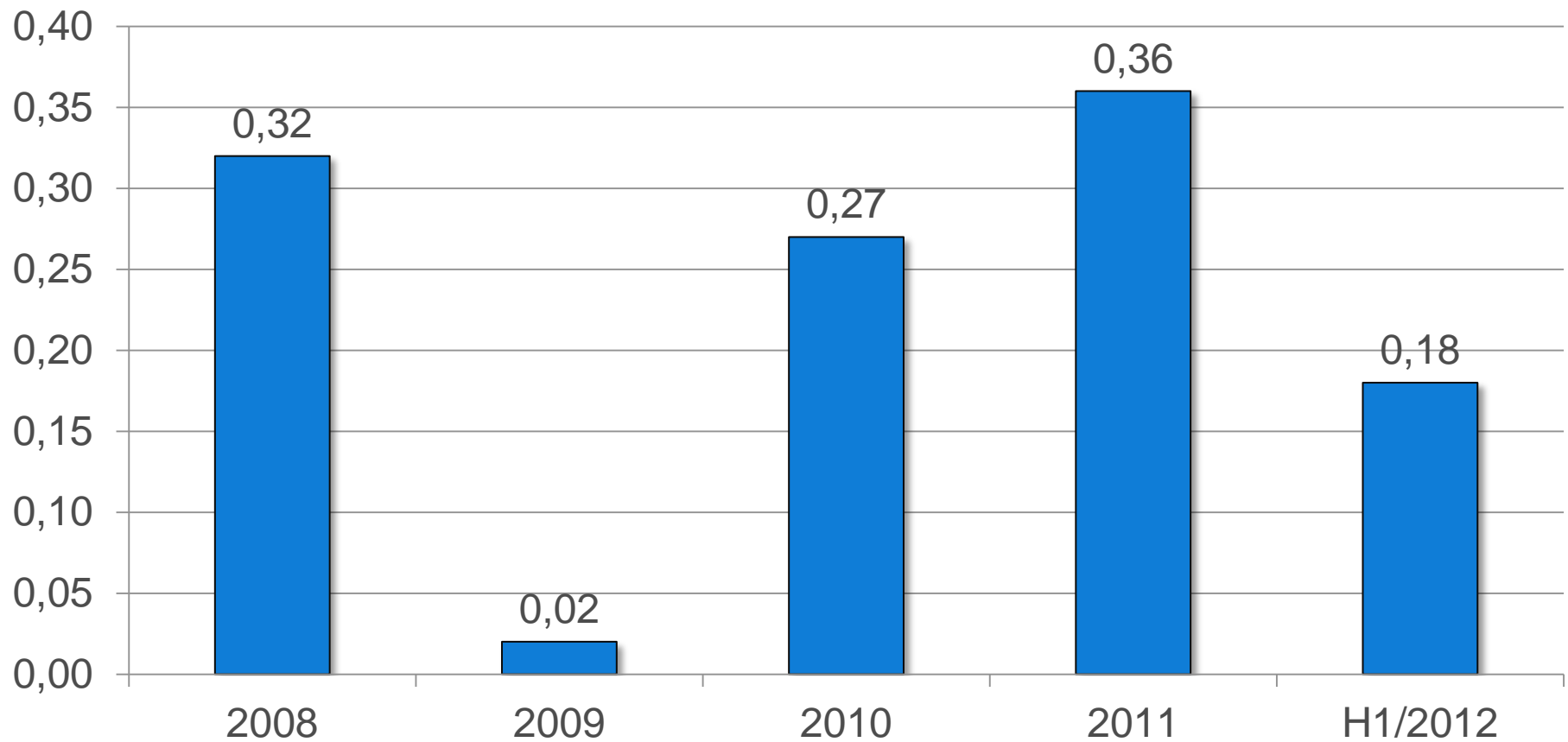
RESULT H1 - Video and Broadband Solutions (VBS)

| | H1 2012 | H1 2011 | Change% |
|------------------------|-------------|-------------|---------------|
| Orders Received | 50.2 | 42.3 | 18.6 |
| Net Sales | 51.8 | 38.1 | 36.0% |
| EBIT | 4.0 | 1.7 | 134.3% |
| EBIT % | 7.9% | 4.6% | n/a |

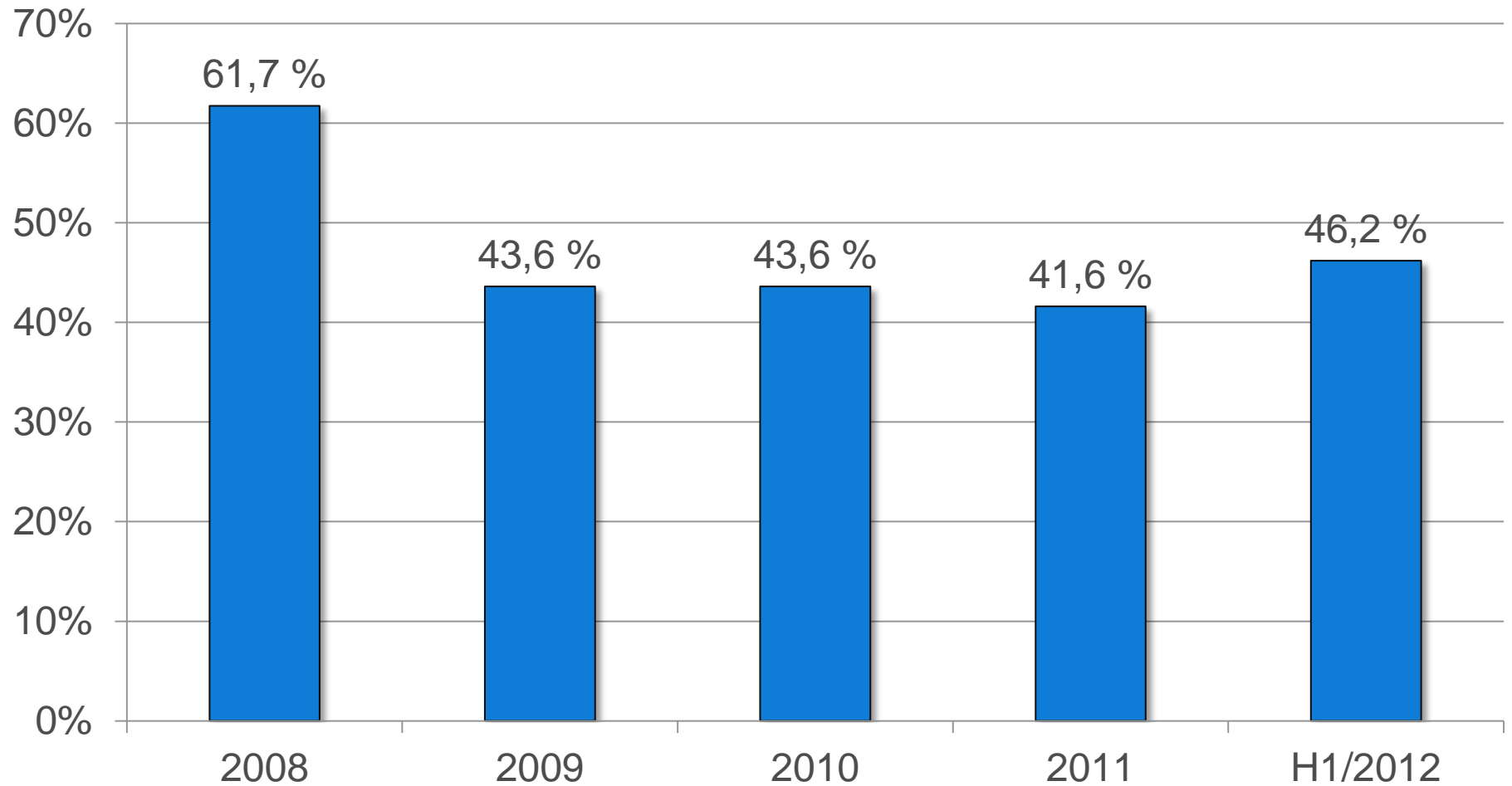
RESULT H1 – Network Services (NS)

| | H1 2012 | H1 2011 | Change% |
|------------------------|-------------|--------------|--------------|
| Orders Received | 48.1 | 48.5 | -0.7% |
| Net Sales | 49.0 | 45.2 | 8.6% |
| EBIT | 1.3 | -0.3 | n/a |
| EBIT % | 2.6% | -0.6% | n/a |

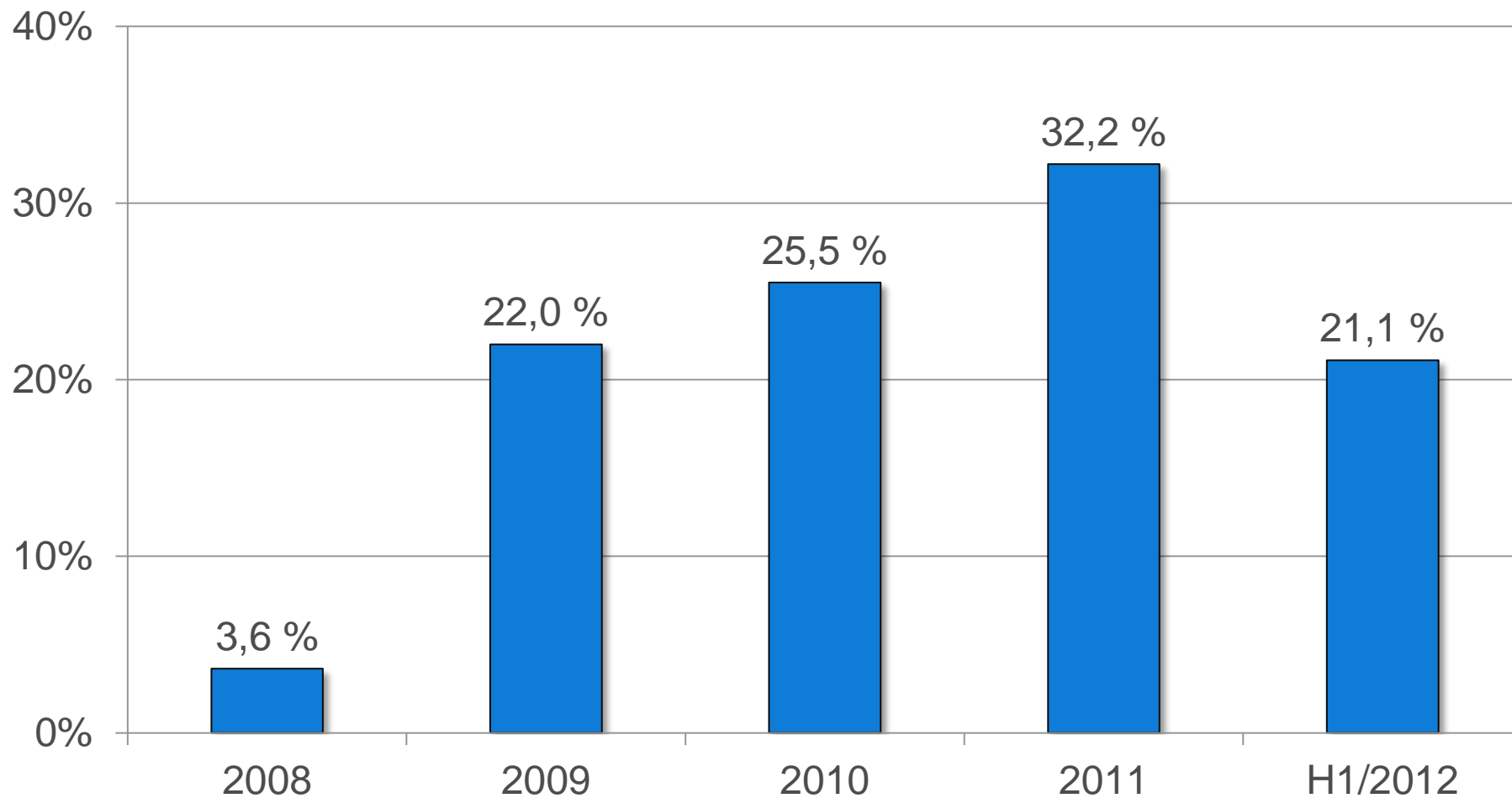
EPS



Equity Ratio



Gearing



Outlook

We estimate that deliveries of equipment and solutions for the operator clientele of **Video and Broadband Solutions** will increase from the 2011 level. European telecom operators are about to launch their investments into the TV distribution infrastructure, and we believe that our video headend and optical network products will be competitive in this new emerging market. Also, the network capacity will continue to increase driven by the new video services provided by the operators. Major sports events held in summer 2012 bring down the upgrading of networks also in the third quarter. Due to the strong fourth quarter of the reference period, achieving equal profitability in the remainder of the year will be a challenge.

On the annual basis, demand by our current clientele for the services provided by **Network Services** will remain relatively stable. In the main market area of Germany, we expect profitability to improve from the 2011 level with the gradual introduction of the efficiency measures.

- We estimate the 2012 net sales and operating profit to increase from the level of 2011.

