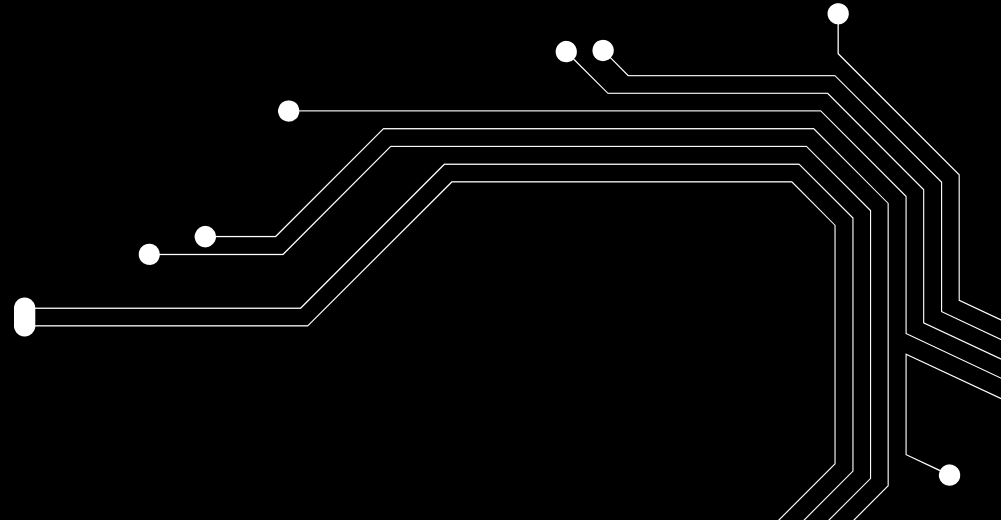


# RESULT Q3 2008

**JUKKA RINNEVAARA**  
**CEO**



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# Highlights and Market situation Q3/2008

## Highlights Q3 2008

- Delays in launching of customer projects
- Crisis in the financial markets leads to caution in investments by the cable operators
- Significant order from the Belgian Telenet and the Dutch Ziggo
- In Germany active investments by KDG continue
- The market in Britain is active (Virgin Media)
- Number of repurchased own shares for the period is 181,850

## Broadband Cable Networks

Investment needs for increased network capacity remain, uncertainty in the financial situation may, however, temporarily delay investments by the operators

- European cable operators continued developing new services
  - Broadband Internet, VoIP and Triple Play
  - Deliveries under frame agreements slowed down
- Continued tough price competition in specified product groups

## Video Networks

Need for improved safety - active demand for video surveillance

- Large-scale network management and recording projects underway
  - France, UK and USA still potential markets
  - Delays in projects by BT
  - Growth in industry-specific solutions

**RESULT 1-9/2008 Q3 - Group**

	<b>Cum Q3/2008</b>	<b>Cum Q3/2007</b>	<b>Change%</b>
<b>Orders Received</b>	<b>93.4</b>	<b>88.8</b>	<b>5.0%</b>
<b>Net Sales</b>	<b>80.6</b>	<b>94.0</b>	<b>-14%</b>
<b>Operating Profit</b>	<b>4.1</b>	<b>10.1</b>	<b>-60%</b>
<b>EBIT %</b>	<b>5%</b>	<b>10.8%</b>	<b>-53%</b>
<b>Net Profit for the Period</b>	<b>3.7</b>	<b>7.0</b>	<b>-47%</b>

## RESULT Cum Q3 - Broadband Cable Networks (BCN)

	Cum Q3 2008	Cum Q3 2007	Change%
Orders Received	81.8	76.2	7%
Net Sales	68.8	82.7	-17%
EBIT	4.4	10.5	-58%
EBIT %	6.4%	12.7%	-50%

## RESULT Q3 - Video Networks (VN)

	Q3 2008	Q3 2007	Change%
<b>Orders Received</b>	<b>3.8</b>	<b>5.7</b>	<b>-34%</b>
<b>Net Sales</b>	<b>3.2</b>	<b>3.9</b>	<b>-16%</b>
<b>EBIT</b>	<b>-0.2</b>	<b>0.1</b>	<b>n/a</b>
<b>EBIT %</b>	<b>-6.1%</b>	<b>1.9%</b>	<b>n/a</b>

## RESULT Q3 - Group

	Q3 2008	Q3 2007	Change%
Orders Received	26.6	29.4	-10%
Net Sales	24.1	32.3	-25%
Operating Profit	1.5	4.7	-69%
EBIT %	6.1%	14.4%	-68%
Net Profit for the Period	1.9	3.2	-41%

## RESULT Q3 - Broadband Cable Networks (BCN)

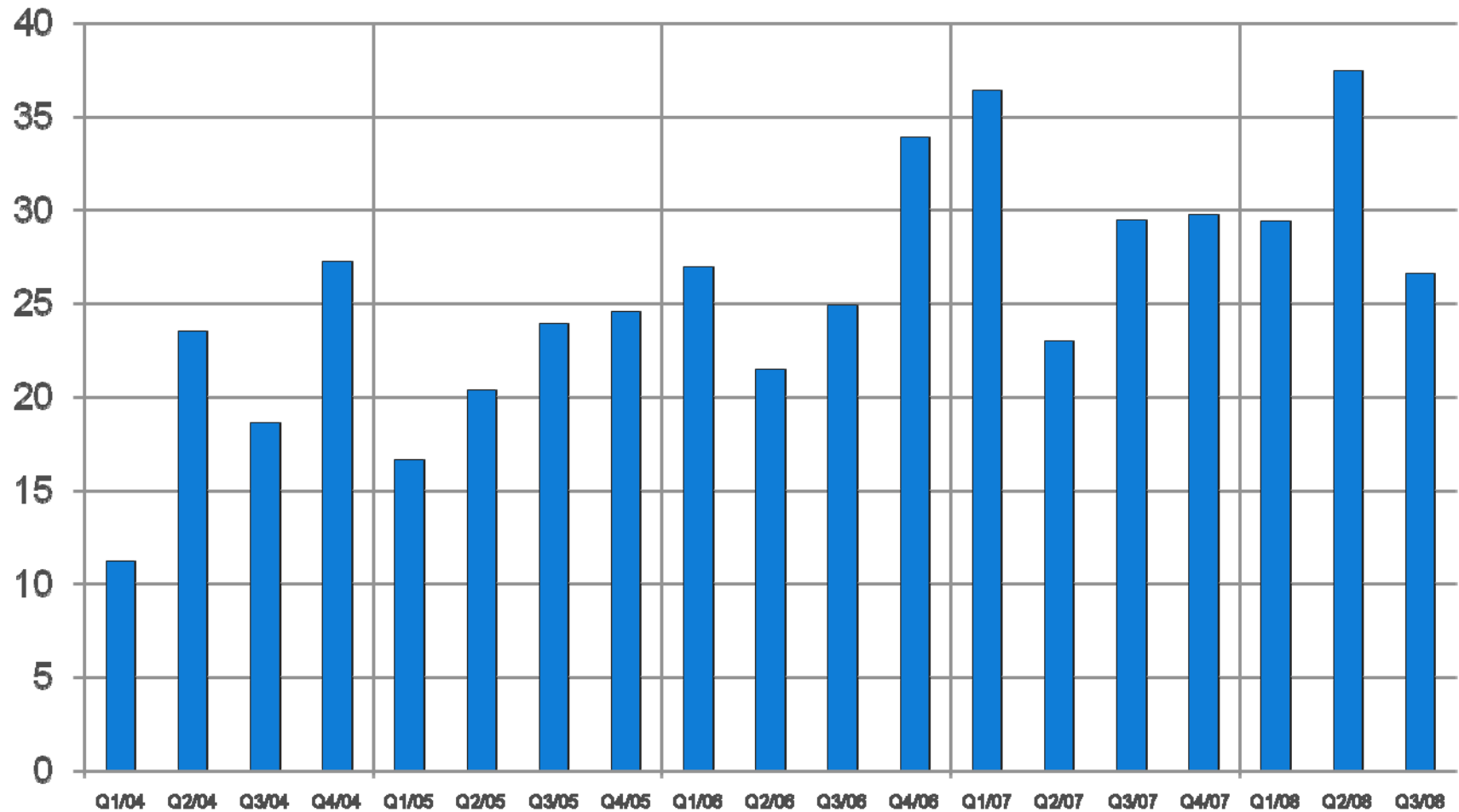
	Q3 2008	Q3 2007	Change%
Orders Received	22.8	23.8	-4%
Net Sales	20.9	28.4	-26%
EBIT	1.7	4.6	-64%
EBIT %	7.9%	16.1%	-51%



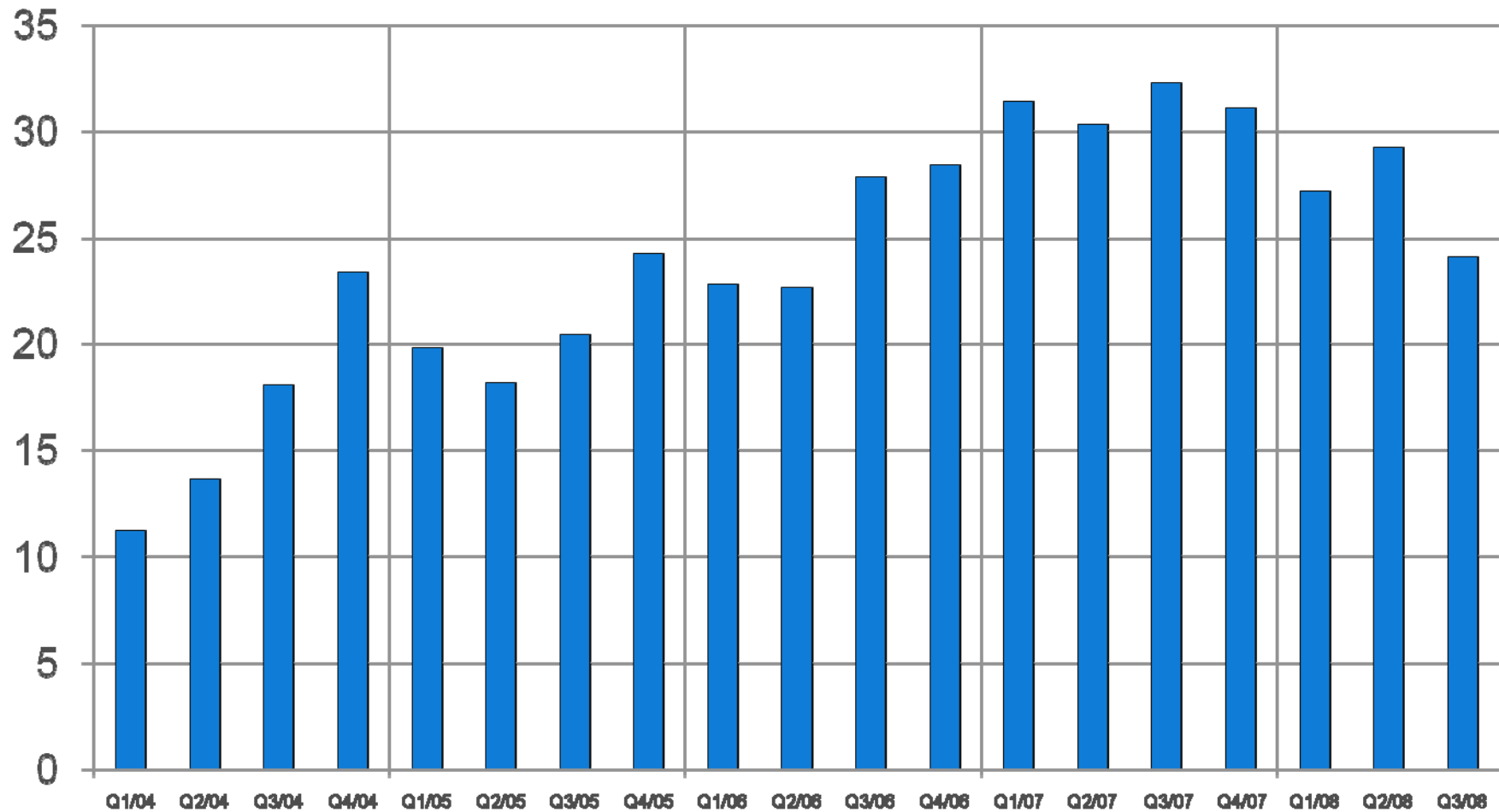
## RESULT Q3 - Video Networks (VN)

	Q3 2008	Q3 2007	Change%
Orders Received	3.8	5.7	-34%
Net Sales	3.2	3.9	-16%
EBIT	-0.2	0.1	n/a
EBIT %	-6.1%	1.9%	n/a

## Orders Received by Quarters

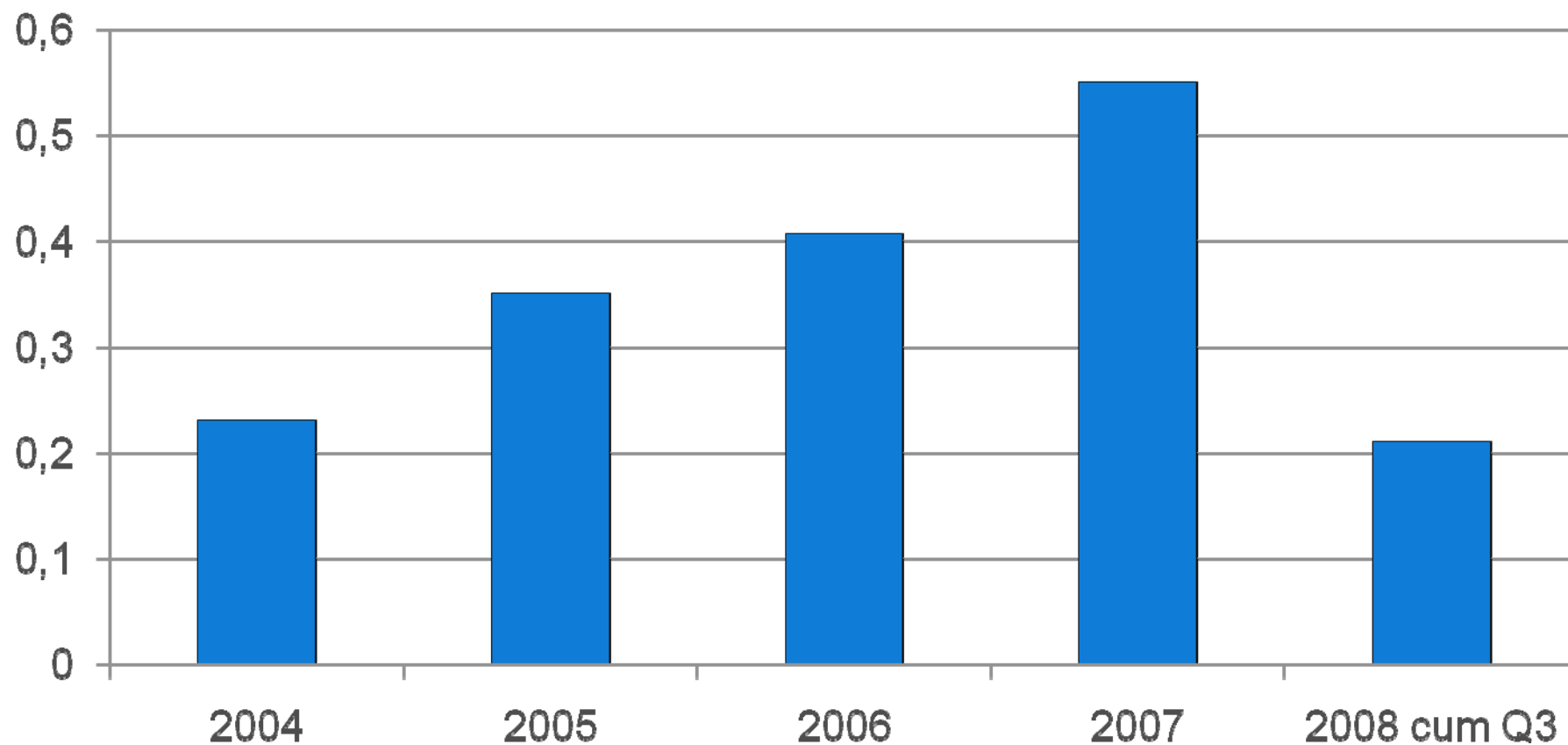


## Net Sales by Quarters

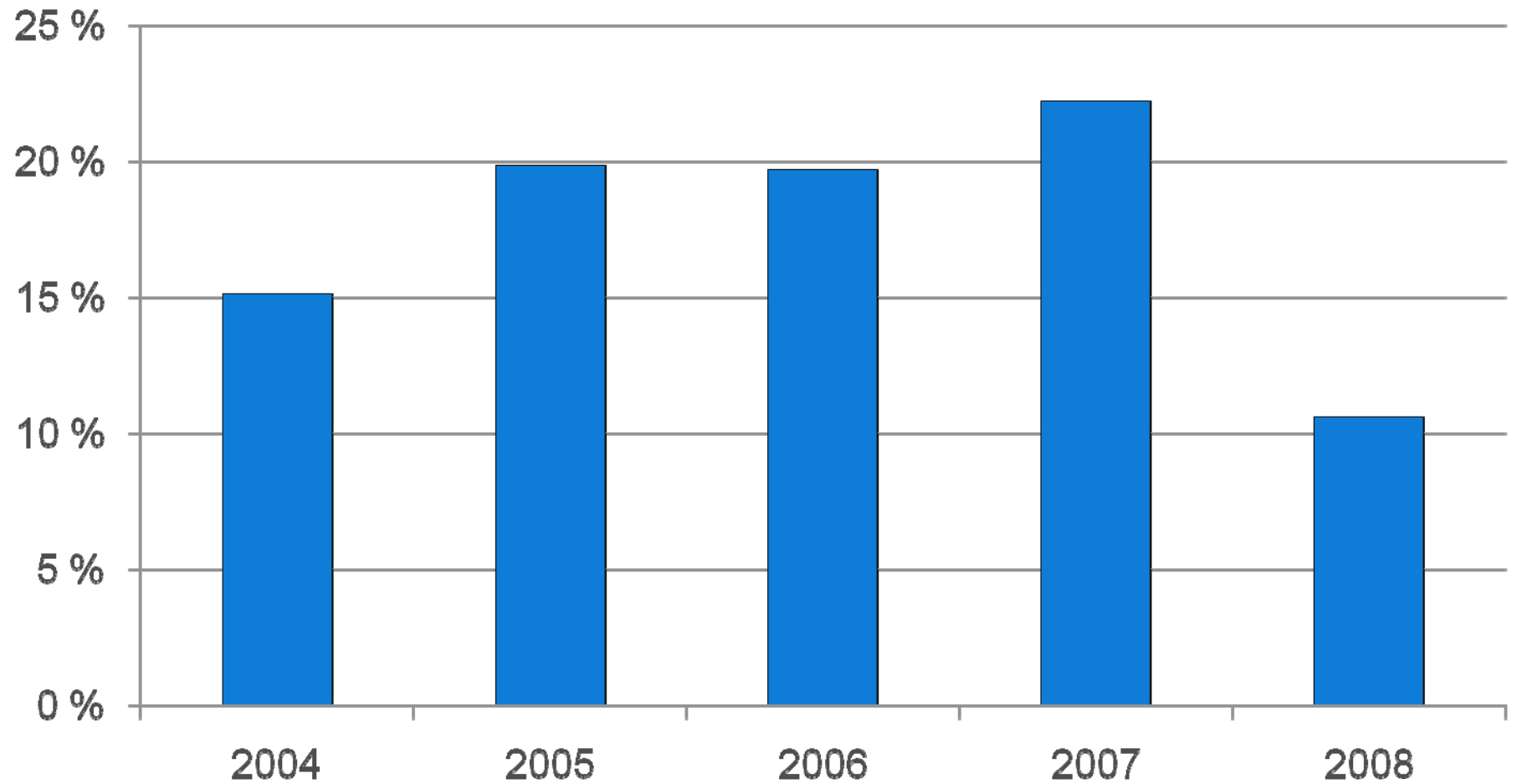


# EPS

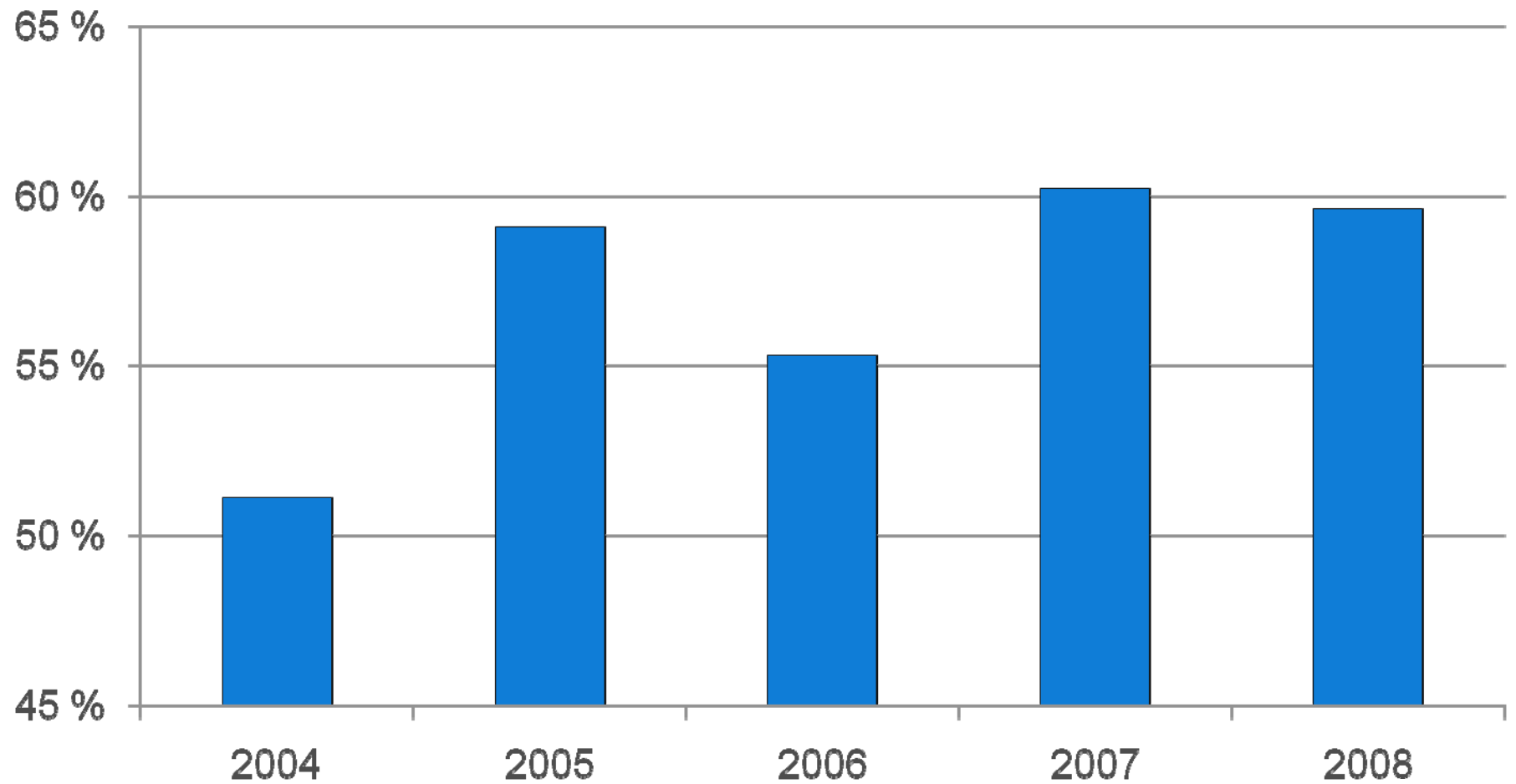
## EPS



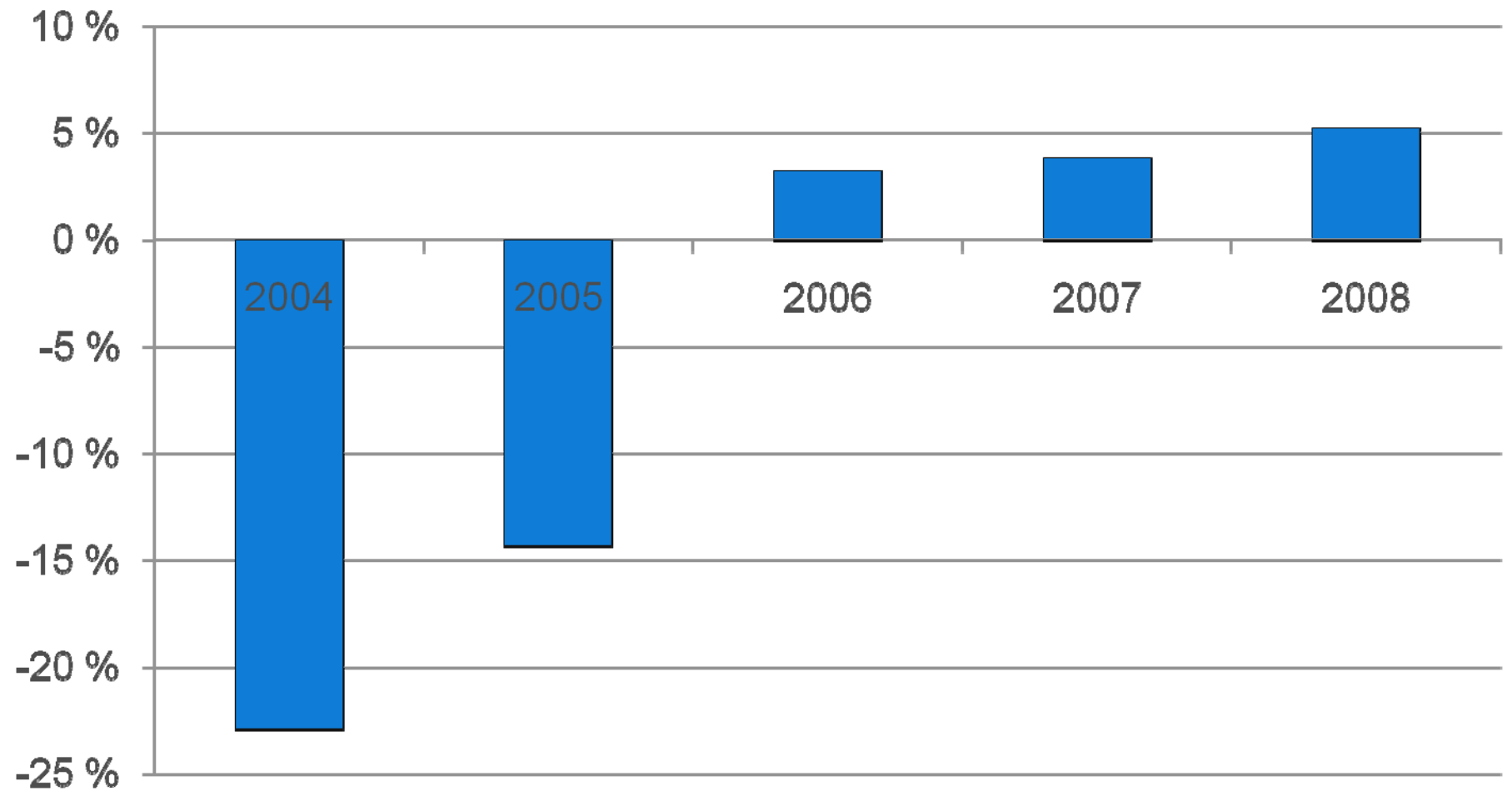
## Return on Equity %



## Equity Ratio



# Gearing



# Outlook

## Broadband Cable Networks

- Cable operators expand their service offerings
- Demand for increased network capacity driven by video (HDTV, IPTV, WebTV) and growth in Broadband Internet access continues
- General uncertainty in economy may delay demand for new services in consumer markets
- Cable operators are largely owned by private equity companies, which may lead to some caution in investment plans depending on the balance structure
- Increased demand for operator services, outsourcing projects being planned
- Continued consolidation in clientele and competition
- Continued price competition in specific product groups
  - We expect the market to continue to be active in 2008 - uncertain financial situation may cause some delays in investment decisions

## Video Networks

- Particular growth areas include large-scale network management and recording projects as well as industry-specific solutions
- Promising prospects list for the year 2009

## Teleste

- Increased need for network investments, however, launch of investments may be delayed
- We expect orders received to remain on level with past year, whereas net sales will fall and operating profit will fall clearly short of 2007; operating result for Q4 is expected to end up on level with the preceding quarters.
- Continued improvements in cost-efficiency with on-going focus on the chosen product and service areas
- Regardless of the uncertainty in the world economy and the crisis in the financial markets, our positive view of the market situation is based on growth prospects of the developing markets, the frame agreements and the potential growth in the provided services.