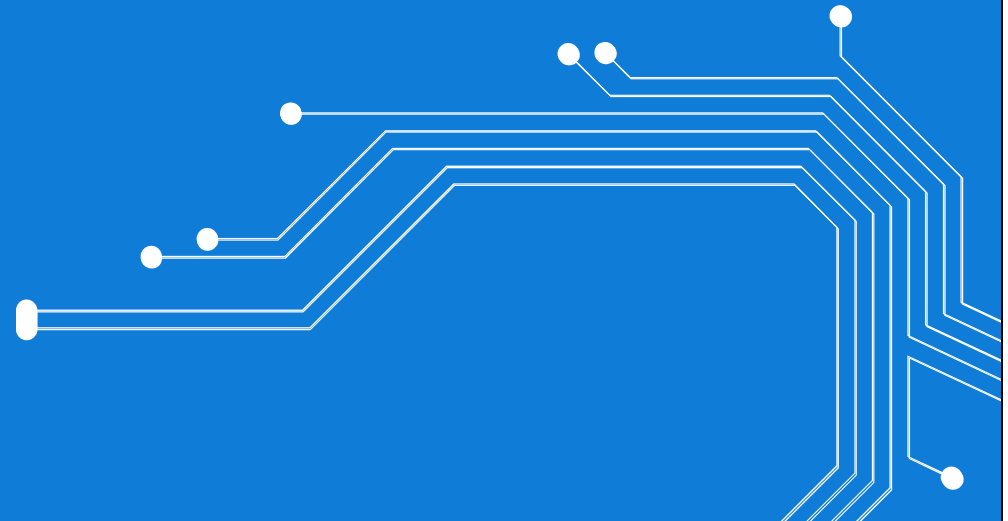


# Result Q3 2010

JUKKA RINNEVAARA  
CEO



## Market situation Q3 / 2010

### Video and Broadband Solutions

- Market situation continues to be relatively quiet
- There are tentative signs of a slight pick-up in the market
  - E.g. Frame agreement of 16 M€ with Hot Telecom
- There is a need for increased network capacity
- Decisions on orders involving some important video surveillance projects have been delayed

### Network Services

- Summer holiday season was even quieter than normal
- Operation in Germany mainly involved deliveries in the lower price bracket (simple modem installations)
- Otherwise the market situation is stable and the 3-year services agreement signed with KDG ensures our leading position in the German services market allowing for a more long-term business development

## RESULT Q3 - Group

	Q3 2010	Q3 2009	Change%
Orders Received	39.9	48.6	-18.0%
Net Sales	38.6	41.7	-7.4%
EBIT	2.0	1.6	23.4%
EBIT %	5.1%	3.9%	
Net Profit for the Period	1.2	0.5	

## RESULT Q3 - Video and Broadband Solutions (VBS)

	Q3 2010	Q3 2009	Change%
Orders Received	21.2	22.5	-5.9%
Net Sales	19.9	18.3	8.7%
EBIT	2.0	1.5	33.3%
EBIT %	9.8%	8.3%	

## RESULT Q3 – Network Services (NS)

	Q3 2010	Q3 2009	Change%
<b>Orders Received</b>	<b>18.7</b>	<b>26.1</b>	<b>-28.4%</b>
<b>Net Sales</b>	<b>18.7</b>	<b>23.4</b>	<b>-20.2%</b>
<b>EBIT</b>	<b>0.0</b>	<b>0.1</b>	<b>-66.5%</b>
<b>EBIT %</b>	<b>0.2%</b>	<b>0.4%</b>	

## RESULT 1-9/2010 - Group

	1-9/2010	1-9/2009	Change%
<b>Orders Received</b>	<b>116.4</b>	<b>104.2</b>	<b>11.7%</b>
<b>Net Sales</b>	<b>121.2</b>	<b>97.9</b>	<b>23.8%</b>
<b>EBIT</b>	<b>4.5</b>	<b>0.8</b>	<b>453.9%</b>
<b>EBIT %</b>	<b>3.7%</b>	<b>0.8%</b>	
<b>Net Profit for the Period</b>	<b>2.7</b>	<b>-0.6</b>	

**RESULT 1-9/2010 - Video and Broadband Solutions (VBS)**

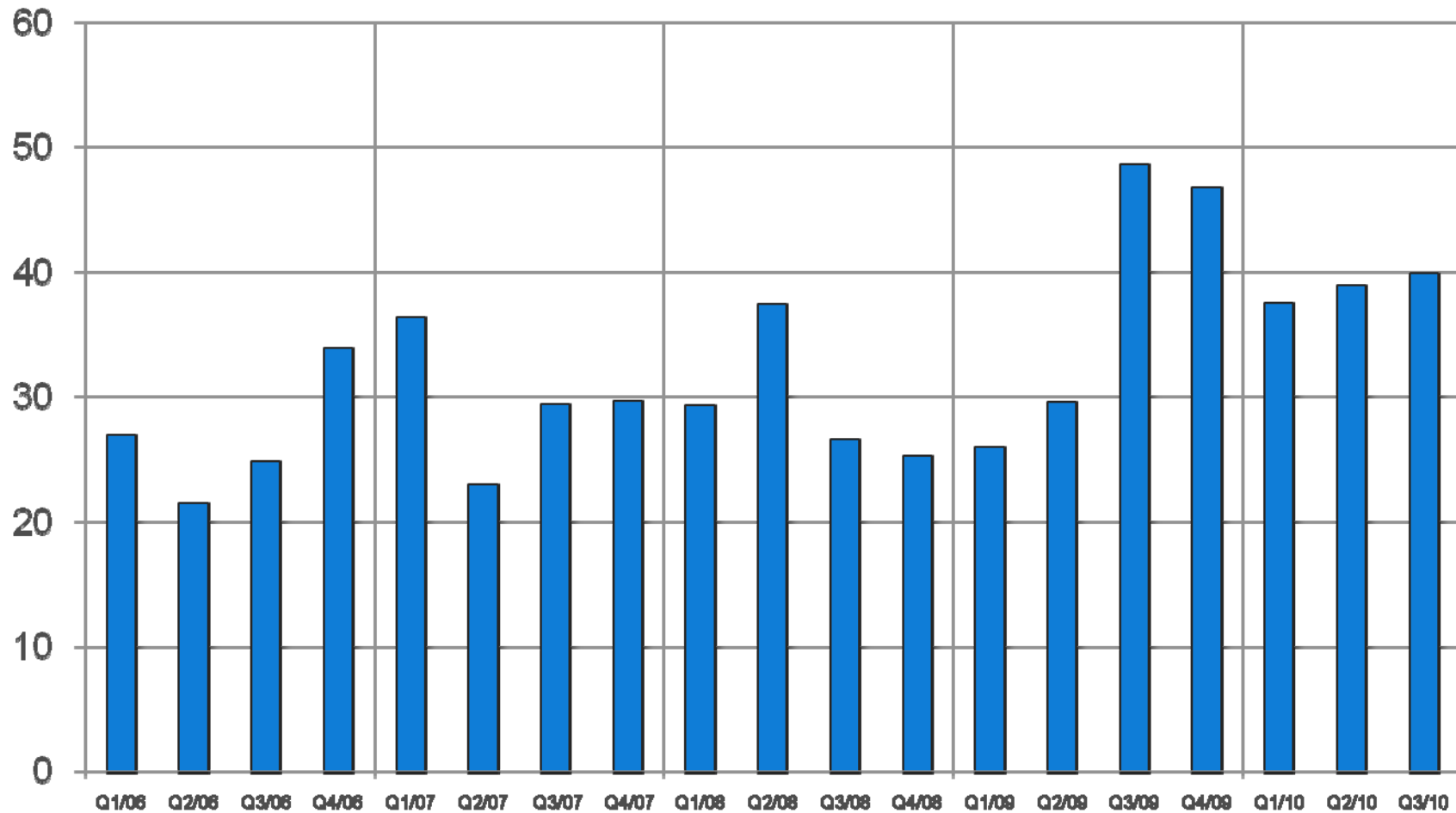
	<b>1-9/2010</b>	<b>1-9/2009</b>	<b>Change%</b>
<b>Orders Received</b>	<b>59.5</b>	<b>58.9</b>	<b>0.9%</b>
<b>Net Sales</b>	<b>59.2</b>	<b>55.3</b>	<b>7.0%</b>
<b>EBIT</b>	<b>4.0</b>	<b>-0.2</b>	<b>N/A</b>
<b>EBIT %</b>	<b>6.7%</b>	<b>-0.4%</b>	

## RESULT 1-9/2010 – Network Services (NS)

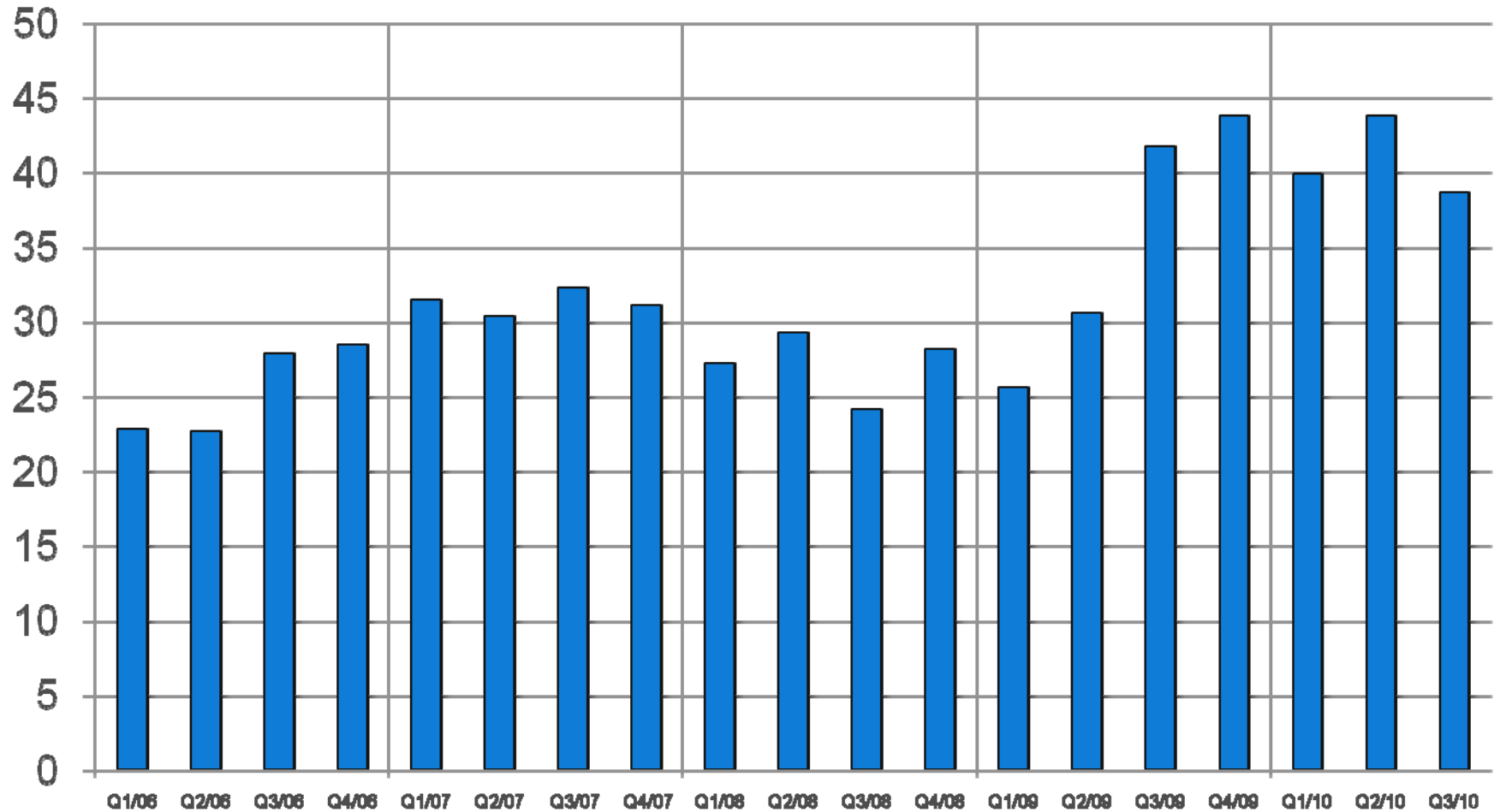
	1-9/2010	1-9/2009	Change%
<b>Orders Received</b>	<b>56.9</b>	<b>45.3</b>	<b>25.7%</b>
<b>Net Sales</b>	<b>62.0</b>	<b>42.6</b>	<b>45.6%</b>
<b>EBIT</b>	<b>0.5</b>	<b>1.0</b>	<b>-53.0%</b>
<b>EBIT %</b>	<b>0.8%</b>	<b>2.4%</b>	

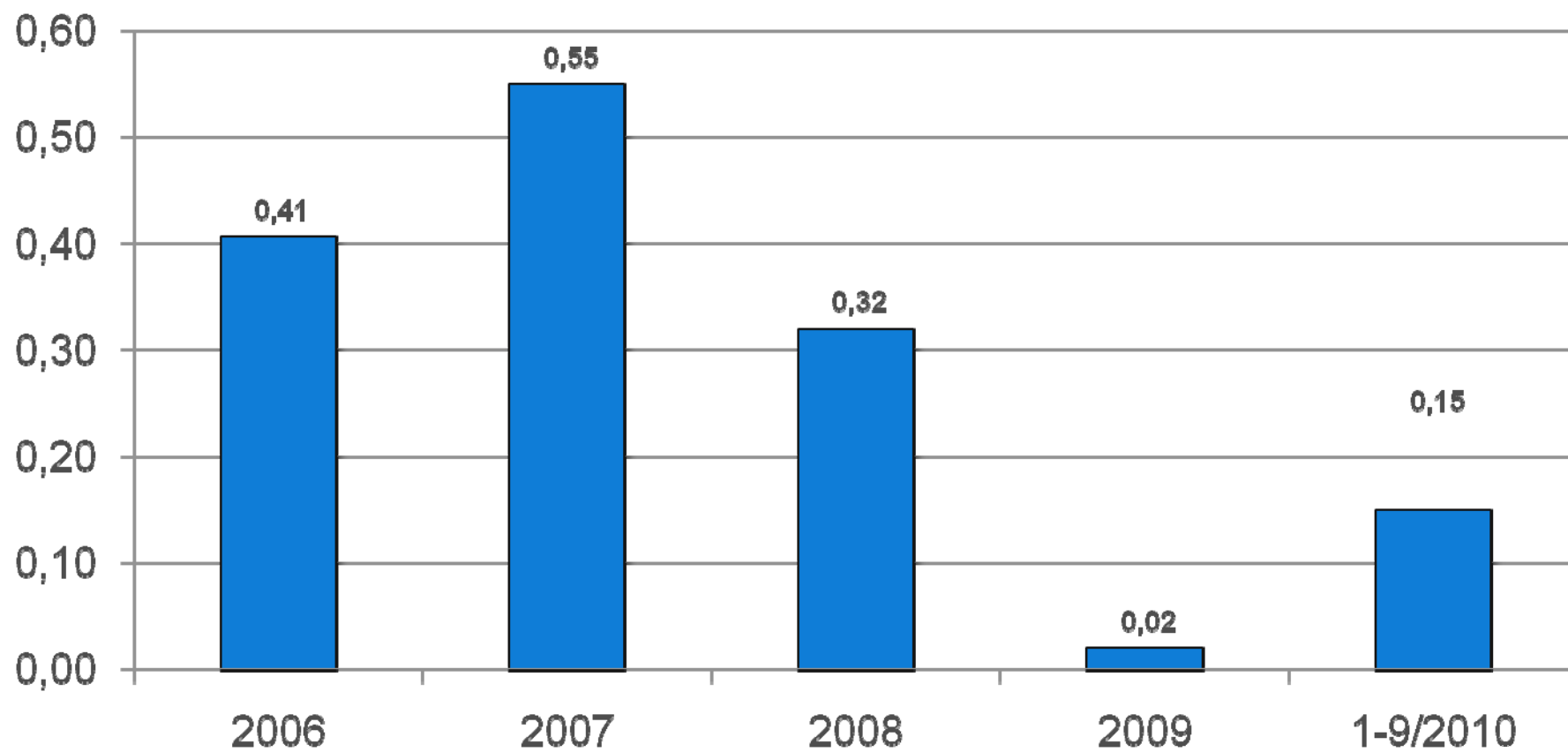


## Orders Received by Quarters

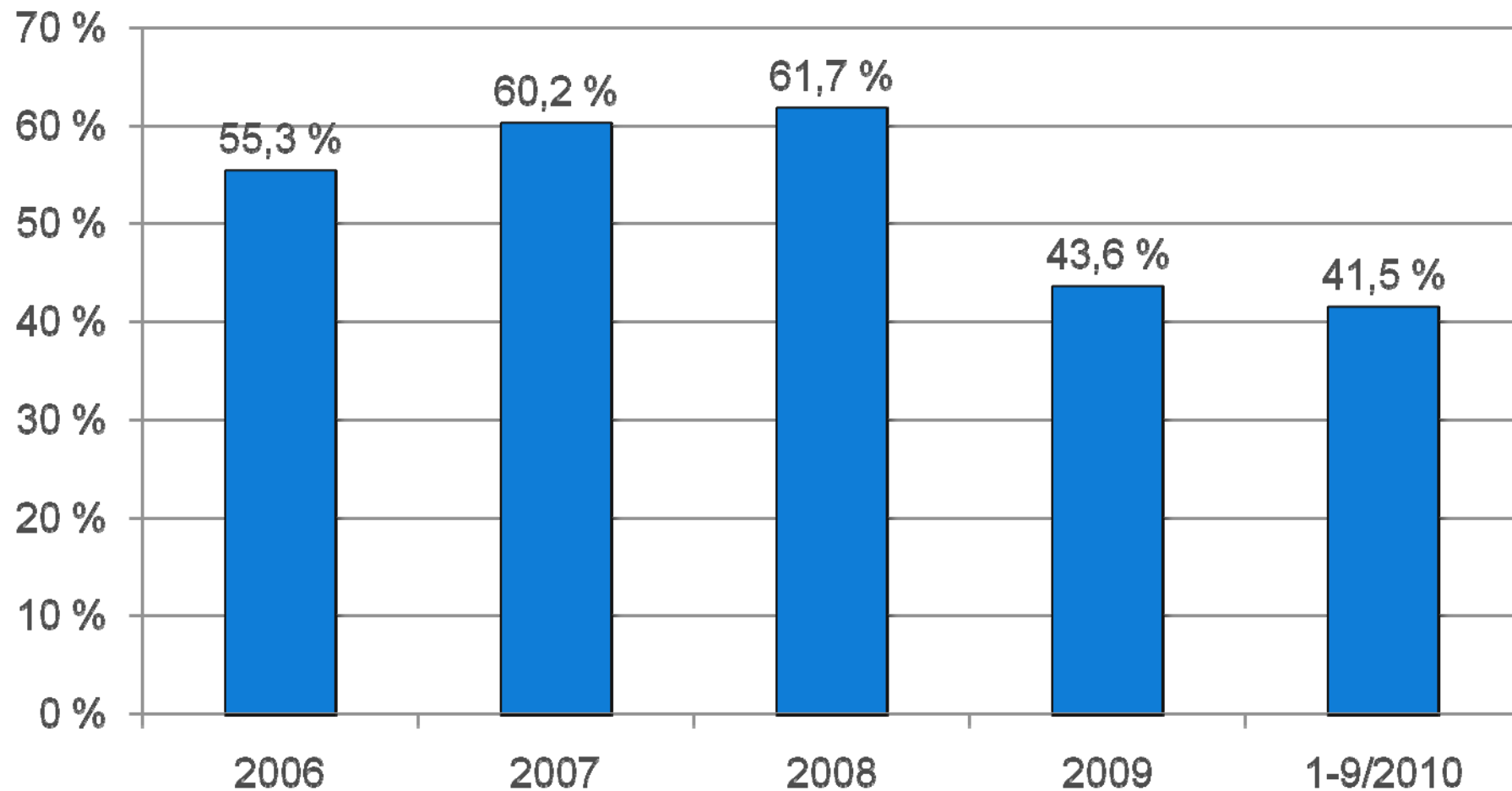


# Net Sales by Quarters

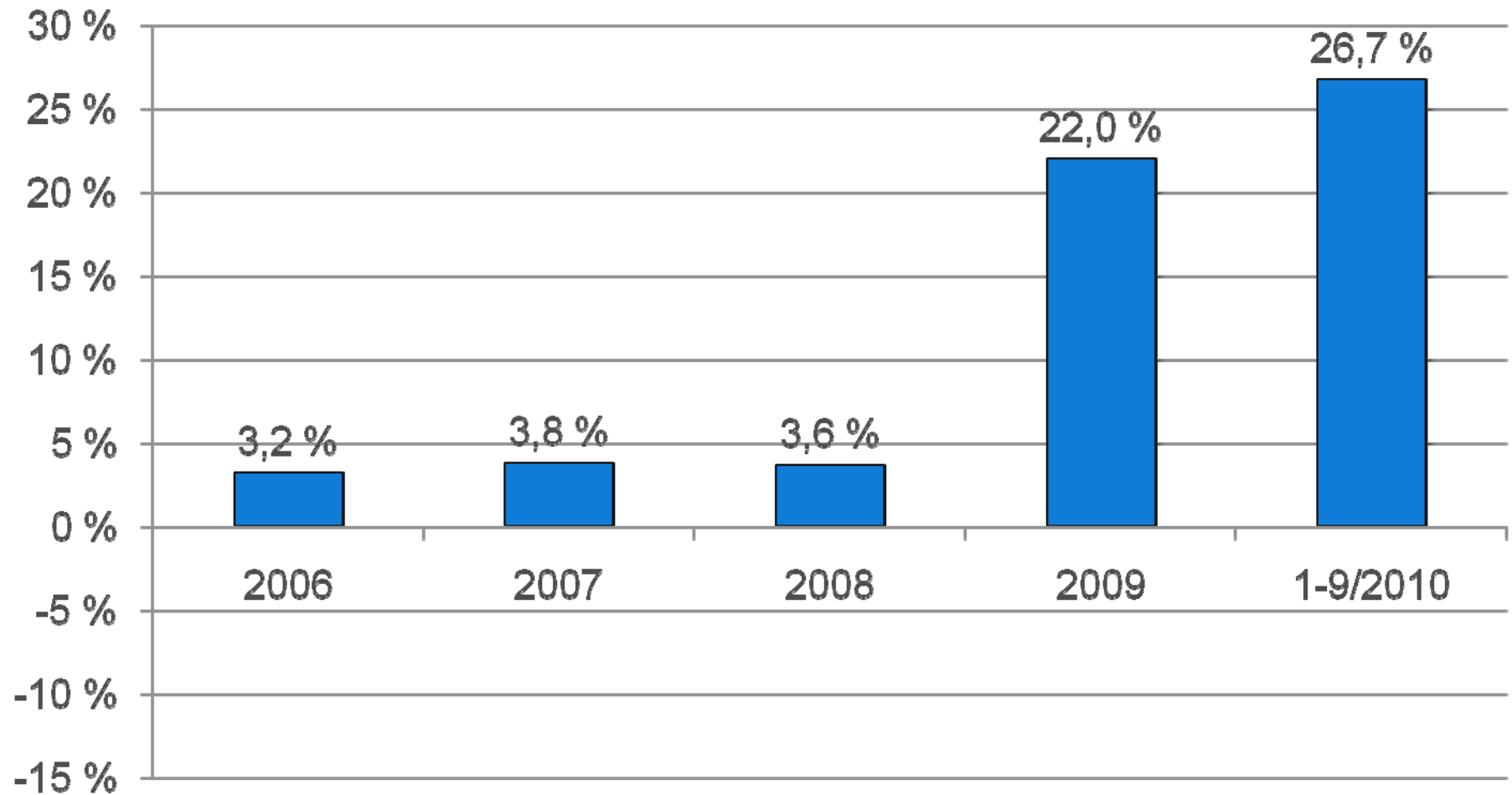


**EPS**

## Equity Ratio



## Netgearing



## 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.**
- **On the annual level, 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.**
- **Due to increased net sales and adaptation of costs we estimate the operating profit for 2010 to improve clearly over 2009.**

