

**Interim Report
1.1. – 30.6.2013**

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Disclaimer

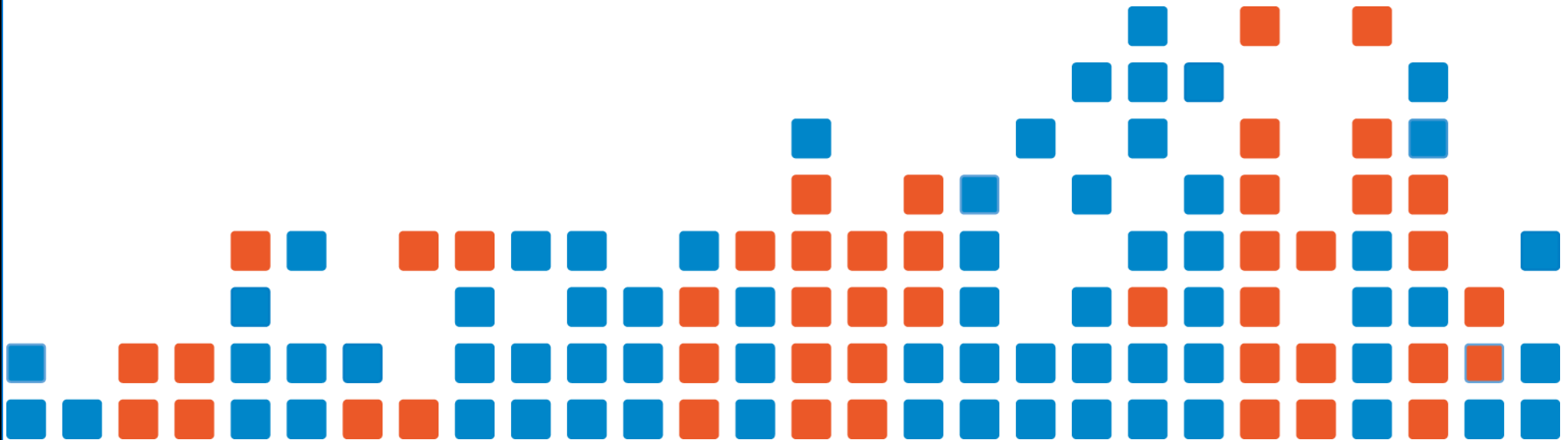
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Our mission

We develop and offer video and broadband products, services and solutions for cable operators and the public sector. We make everyday life easier, safer and more efficient.



Market situation Q2/2013

Video and Broadband Solutions

Market situation at par with the comparative period

- **Network investments by cable operators delayed**
 - by significant consolidation projects in the operator field
 - comparisons between network technologies (D3.1 decentralized – centralized)
- **Deliveries for video surveillance projects at a good level (CTA)**
- **Uncertain economic situation in Europe**

New video services continue to increase the need for expansion of network capacity

Network Services

The market at a lower level than the comparable period

- **Demand for new broadband connections in Germany lower than the seasonal**
- **Market in other countries at par with the comparative period**

RESULT Q2 - Group

	Q2 2013	Q2 2012	Change%
Orders Received	44.2	49.2	-10.1%
Net Sales	46.5	49.7	-6.4%
EBIT	1.7	2.4	-28.2%
EBIT %	3.7%	4.9%	n/a
Net Profit for the Period	1.3	1.2	5.1%

RESULT Q2 - Video and Broadband Solutions

	Q2 2013	Q2 2012	Change%
Orders Received	23.4	23.8	-1.8%
Net Sales	25.6	24.3	5.5%
EBIT	2.3	1.5	49.1%
EBIT %	9.0%	6.4%	n/a

RESULT Q2 – Network Services

	Q2 2013	Q2 2012	Change%
Orders Received	20.9	25.4	-17.9%
Net Sales	20.9	25.4	-17.9%
EBIT	-0.6	0.9	n/a
EBIT %	-2.7%	3.4%	n/a

RESULT H1 - Group

	H1 2013	H1 2012	Change%
Orders Received	87.6	98.3	-10.9%
Net Sales	92.3	100.8	-8.5%
EBIT	4.3	5.4	-19.0%
EBIT %	4.7%	5.3%	n/a
Net Profit for the Period	3.1	3.2	-5.1%

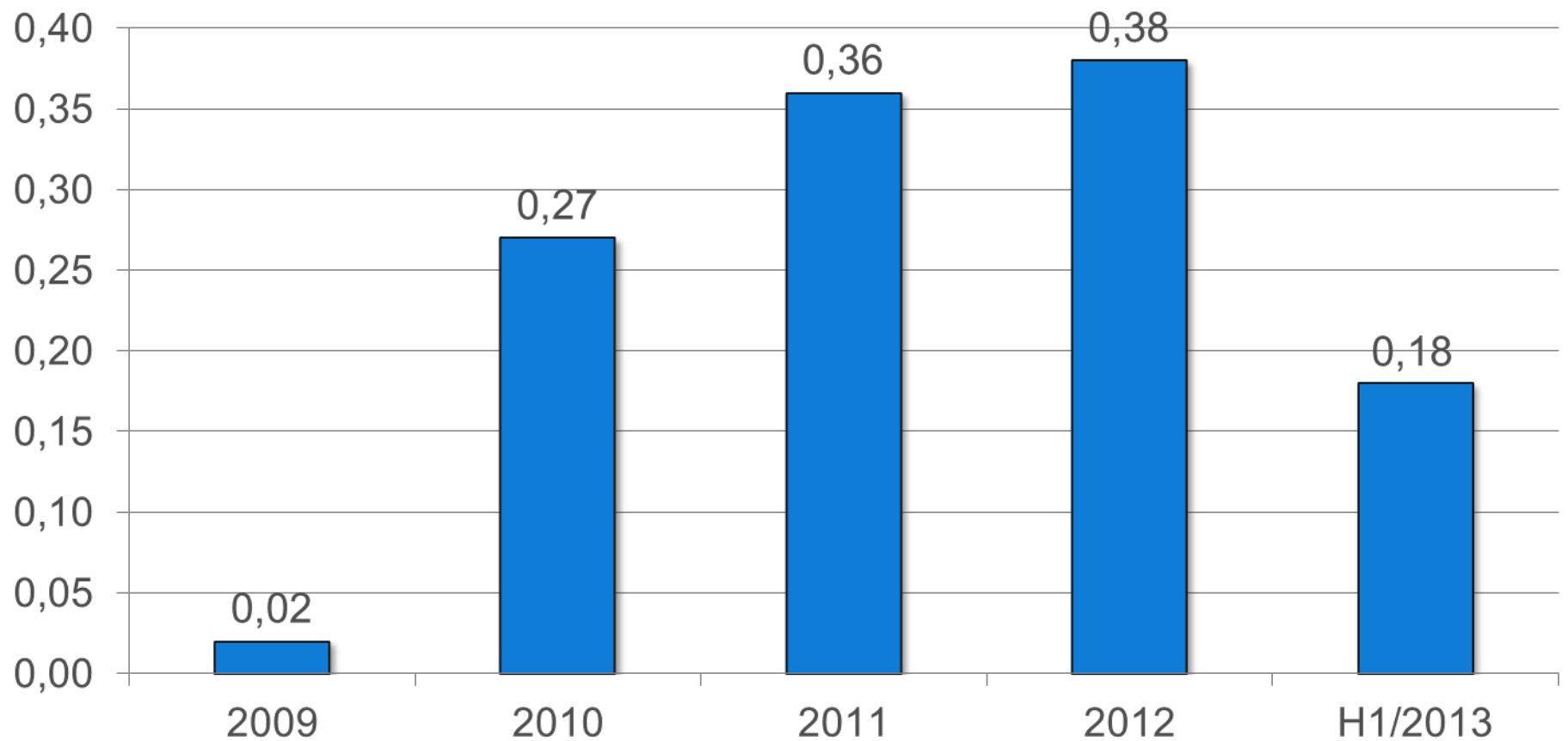
RESULT H1 - Video and Broadband Solutions

	H1 2013	H1 2012	Change%
Orders Received	44.8	50.2	-10.8%
Net Sales	49.4	51.8	-4.5%
EBIT	4.7	4.1	16.5%
EBIT %	9.6%	7.9%	n/a

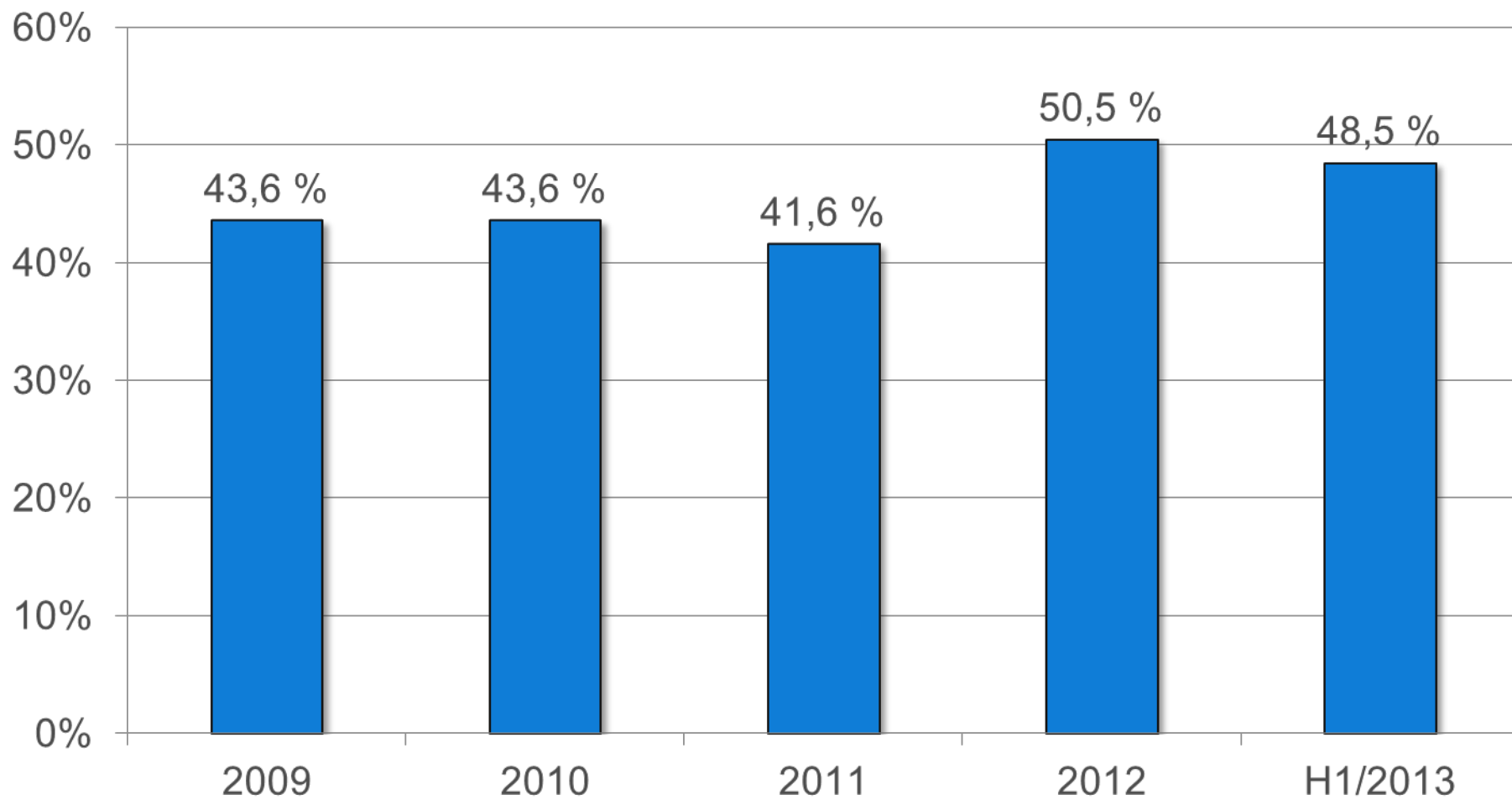
RESULT H1 – Network Services

	H1 2013	H1 2012	Change%
Orders Received	42.8	48.1	-11.1%
Net Sales	42.8	49.0	-12.7%
EBIT	-0.4	1.3	n/a
EBIT %	-0.9%	2.6%	n/a

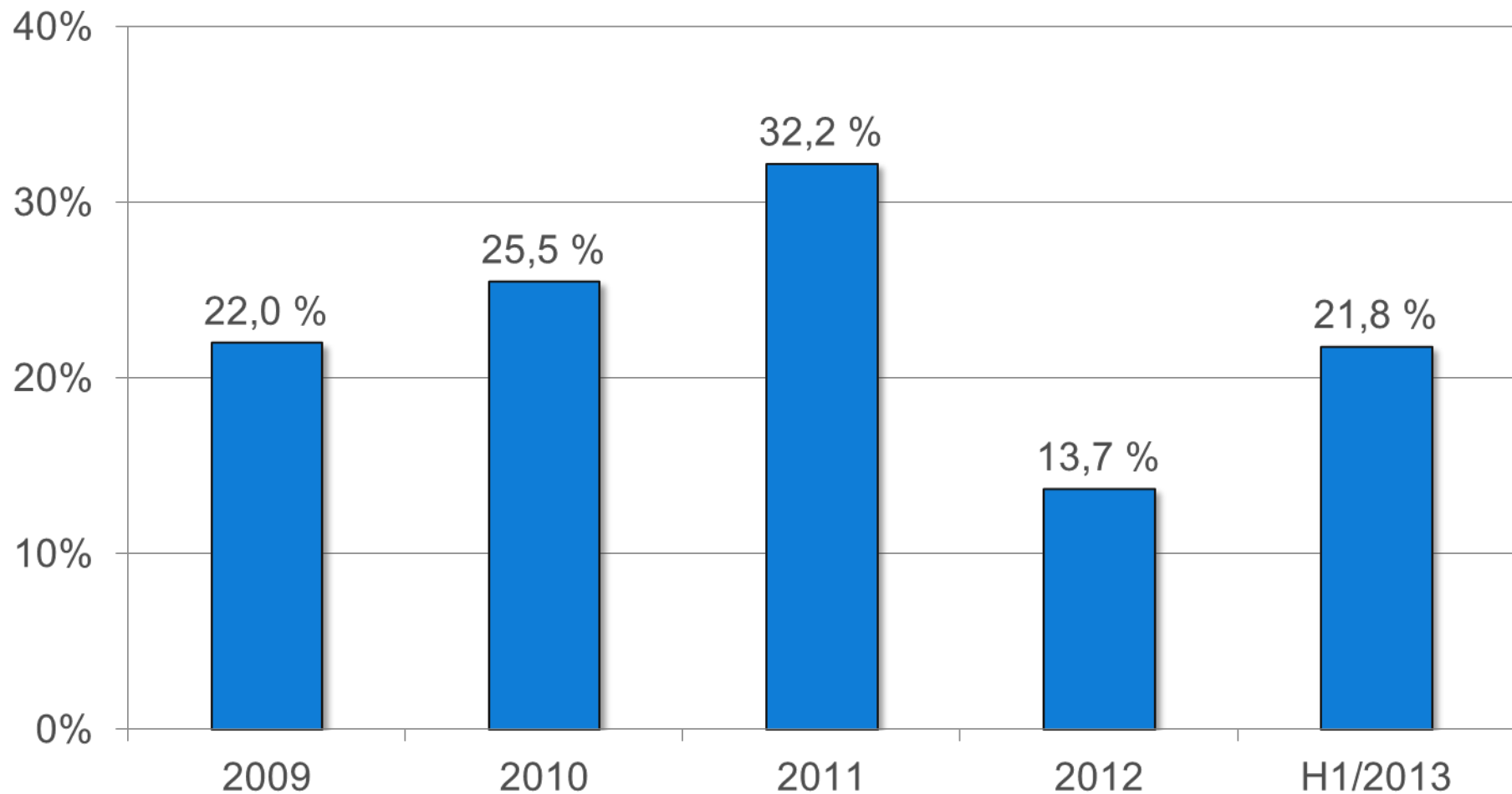
EPS



Equity Ratio



Gearing



Outlook

Network capacity will continue to increase driven by the new video services provided by the operators. However, comparisons made by the operators concerning the future access network technologies could delay the launch of investments. We estimate profitability of **Video and Broadband Solutions** to improve over the comparative period.

We estimate profitability of **Network Services** to remain below the comparative period.

- We expect net sales and operating profit for 2013 to reach the 2012 level.



”We are living in an age of digital evolution. The world is networking, the volume of information is growing and the modes and means of communications are changing. Today, people want different things than in the past.”

