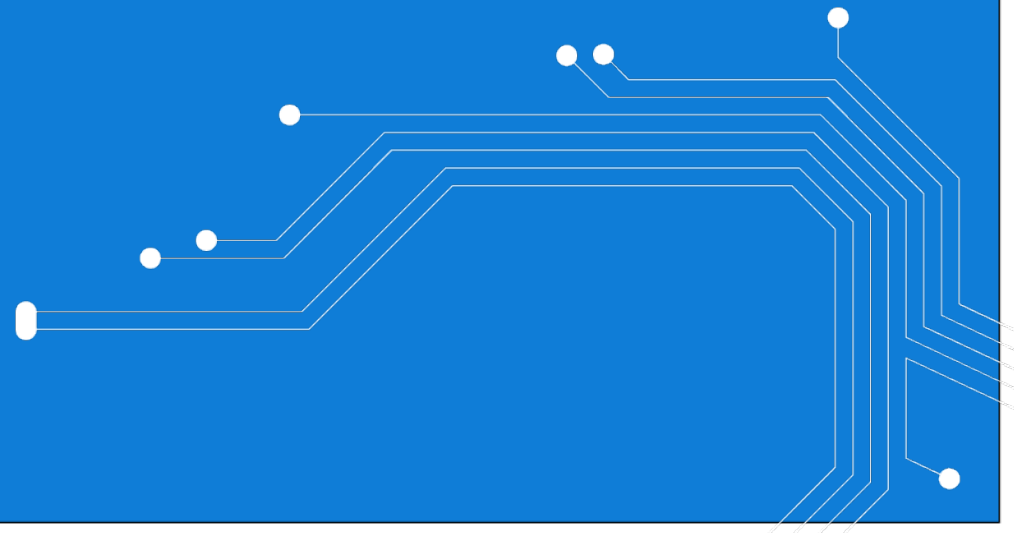


Result Q1 2011

JUKKA RINNEVAARA
CEO



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Market situation Q1/2011

Video and Broadband Solutions

- **Market situation quiet in Q1**
- **Network projects postponed by key customers**
- **High activity in preparation of tenders**
 - **If realized these projects will fall in H2 of the current year**
- **There is a need for increased network capacity**

Network Services

- **Net sales from the services business on healthy level**
- **The cold winter in Europe and limited availability of sub-contracting resources slowed down network deliveries, in particular**
- **Otherwise the market situation is stable**

RESULT Q1 - Group

	Q1 2011	Q1 2010	Change%
Orders Received	40.2	37.5	7.3%
Net Sales	41.3	39.1	5.7%
EBIT	0.5	0.8	-34.4%
EBIT %	1.3%	2.1 %	
Net Profit for the Period	0.3	0.5	-48.0%

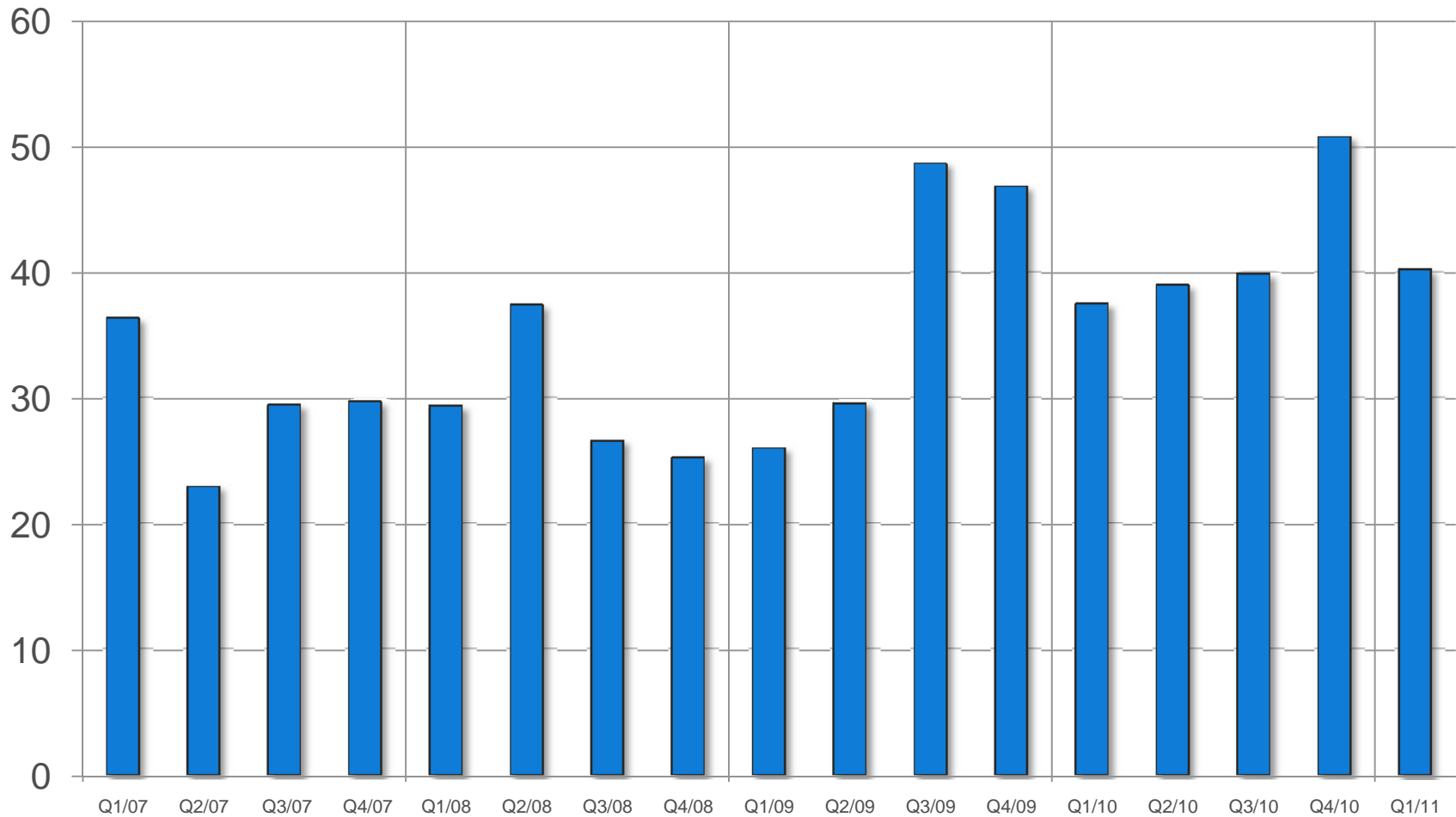
RESULT Q1 - Video and Broadband Solutions (VBS)

	Q1 2011	Q1 2010	Change%
Orders Received	17.5	18.6	-5.9%
Net Sales	18.6	19.1	-2.7%
EBIT	0.4	0.6	-27.8%
EBIT %	2.2%	2.9 %	

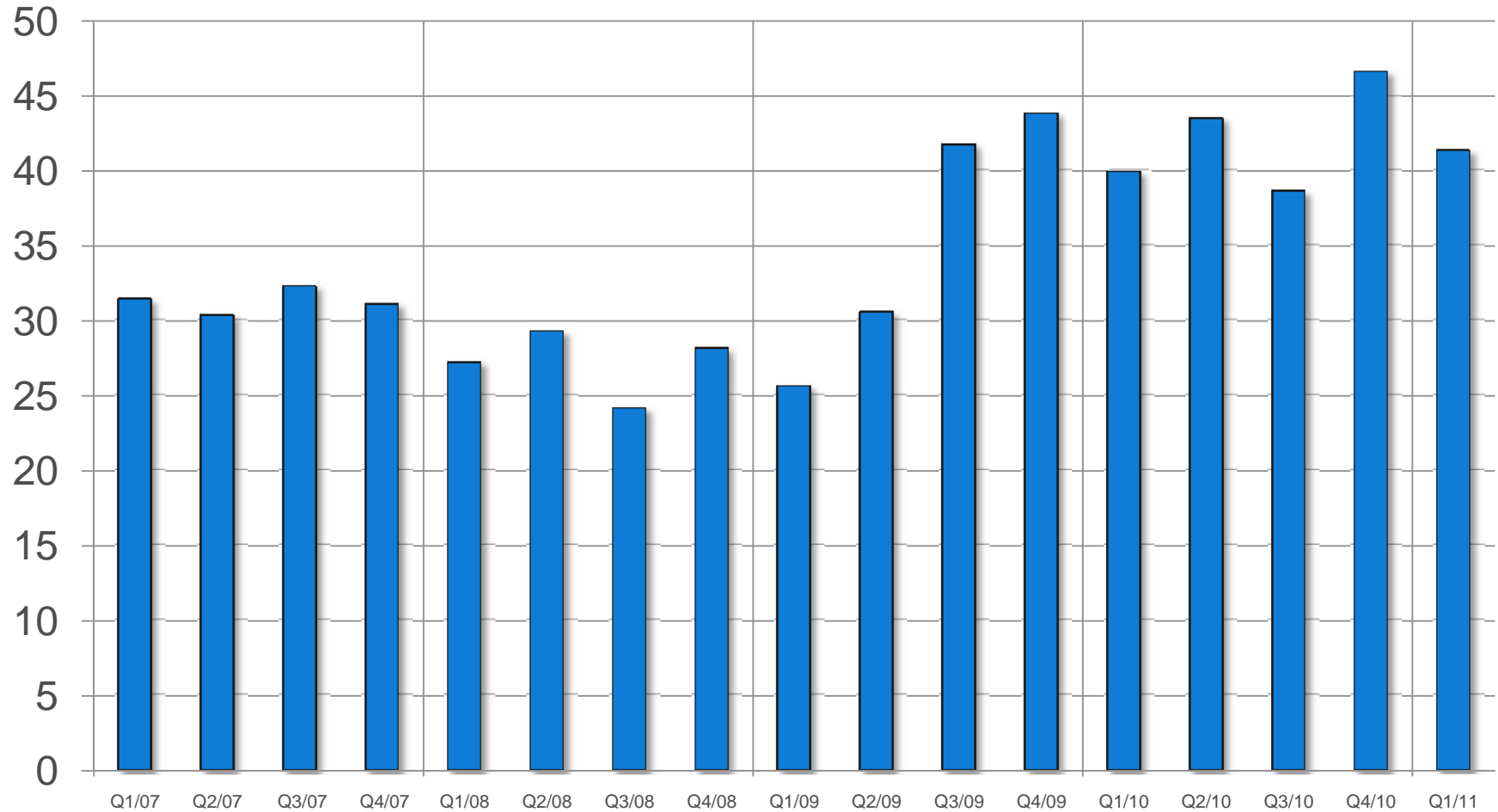
RESULT Q1 – Network Services (NS)

	Q1 2011	Q1 2010	Change%
Orders Received	22.8	18.9	20.2%
Net Sales	22.8	20.0	13.6%
EBIT	0.1	0.3	-48.5%
EBIT %	0.6%	1.3 %	

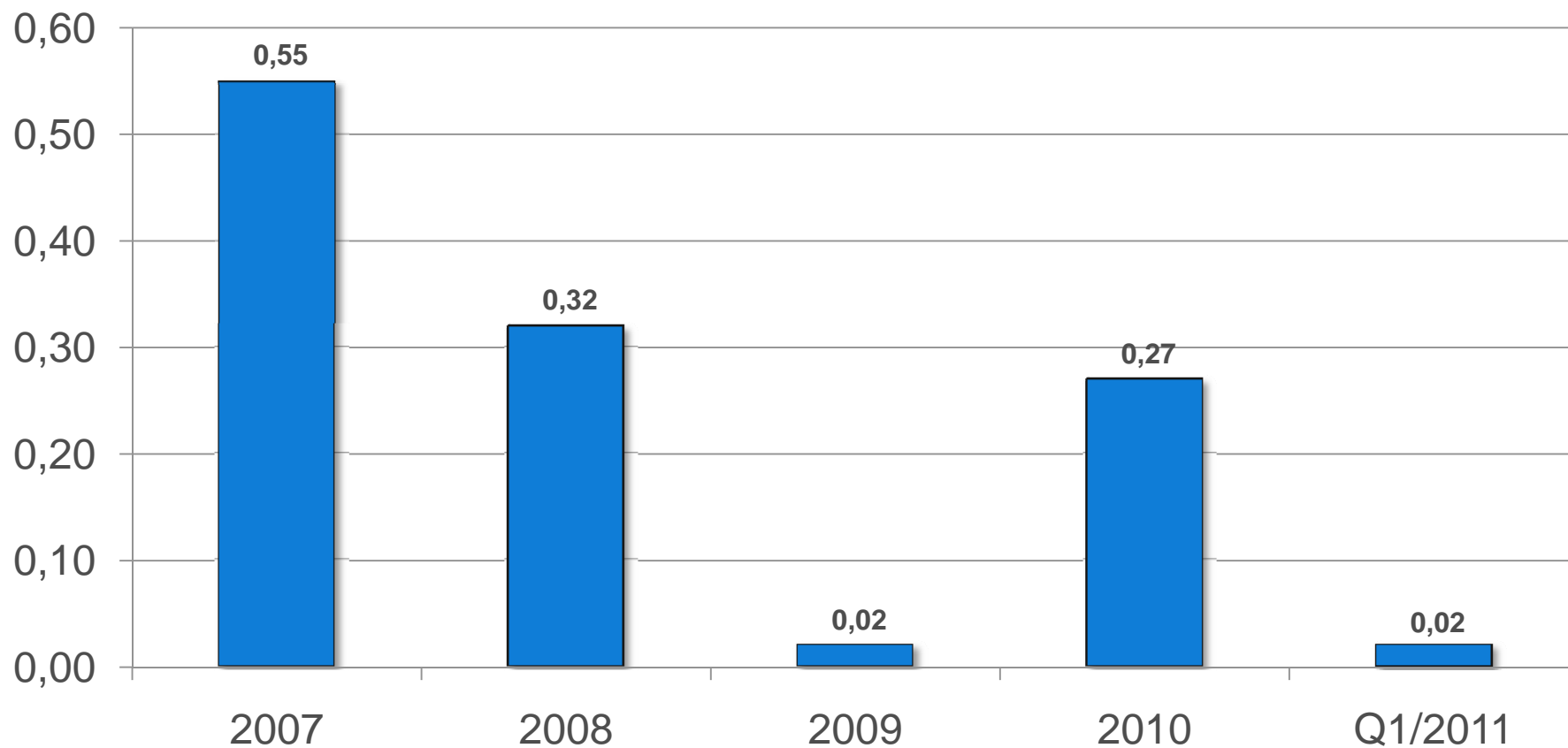
Orders Received by Quarters



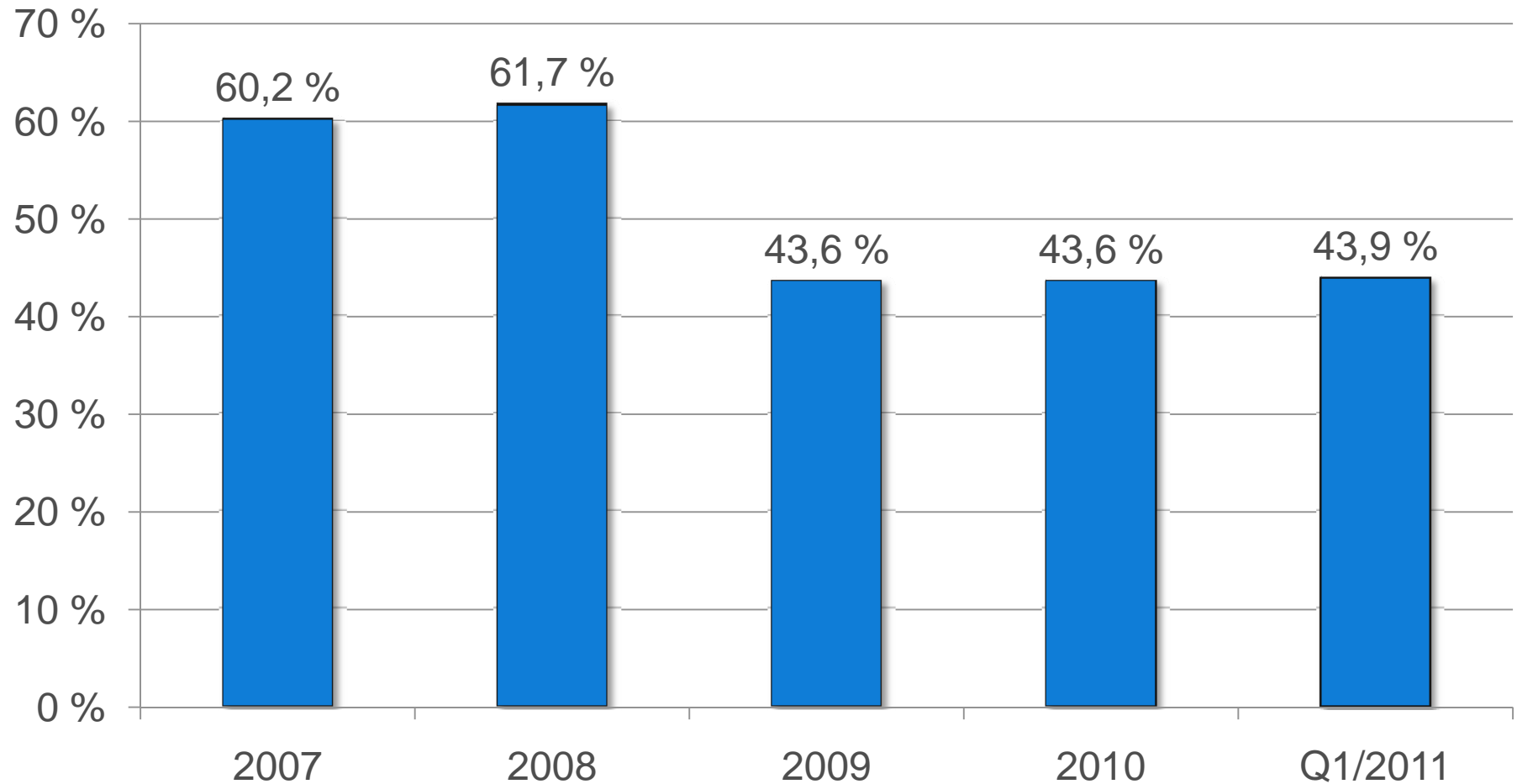
Net Sales by Quarters



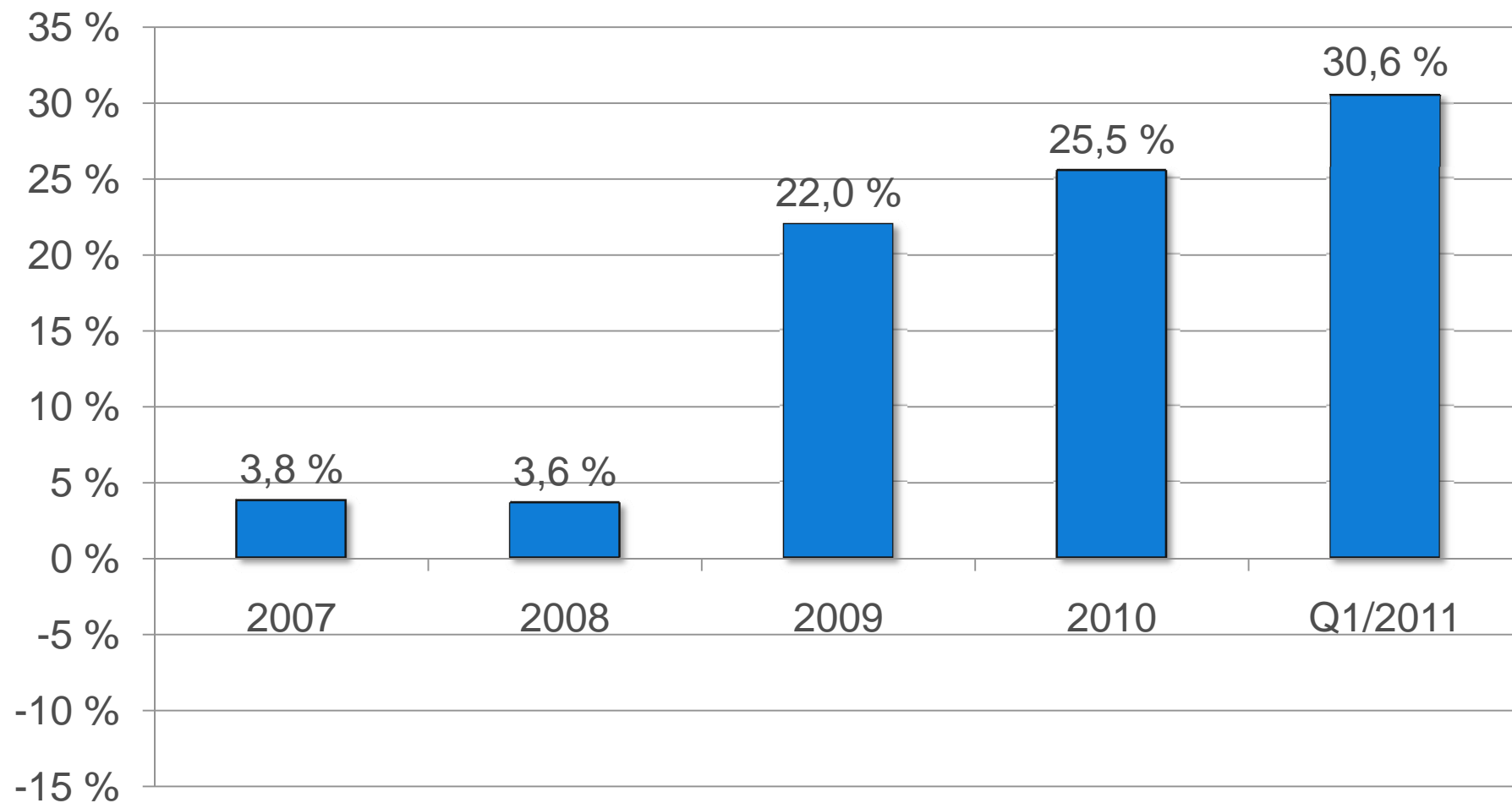
EPS



Equity Ratio



Gearing



Outlook

In 2011, deliveries of equipment and solutions by **Video and Broadband Solutions** to its customer base of operators in our target markets will at least achieve the level of 2010.

Deliveries related to **security and traffic control** may remain at the reference year's level due to postponements in a number of medium-sized projects.

On the annual basis, demand by our current clientele for the services provided by **Network Services** will remain relatively stable.

- **We estimate net sales for the entire 2011 to increase slightly and the operating profit to improve somewhat over the 2010 level. Improvement in the operating profit depends on the scheduled execution of the development program for the German services operations.**