

Teleste Corporation

**Annual General Meeting
12 April 2013**

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.



Business Areas



Video and Broadband Solutions

Product solutions for broadband networks, video service platforms and video surveillance applications



Network Services

Comprehensive service solutions for cable networks

Synergies between businesses

Video and Broadband Solutions

Video Networks



Broadband Cable Networks



**Common customer base
Cable Operators**

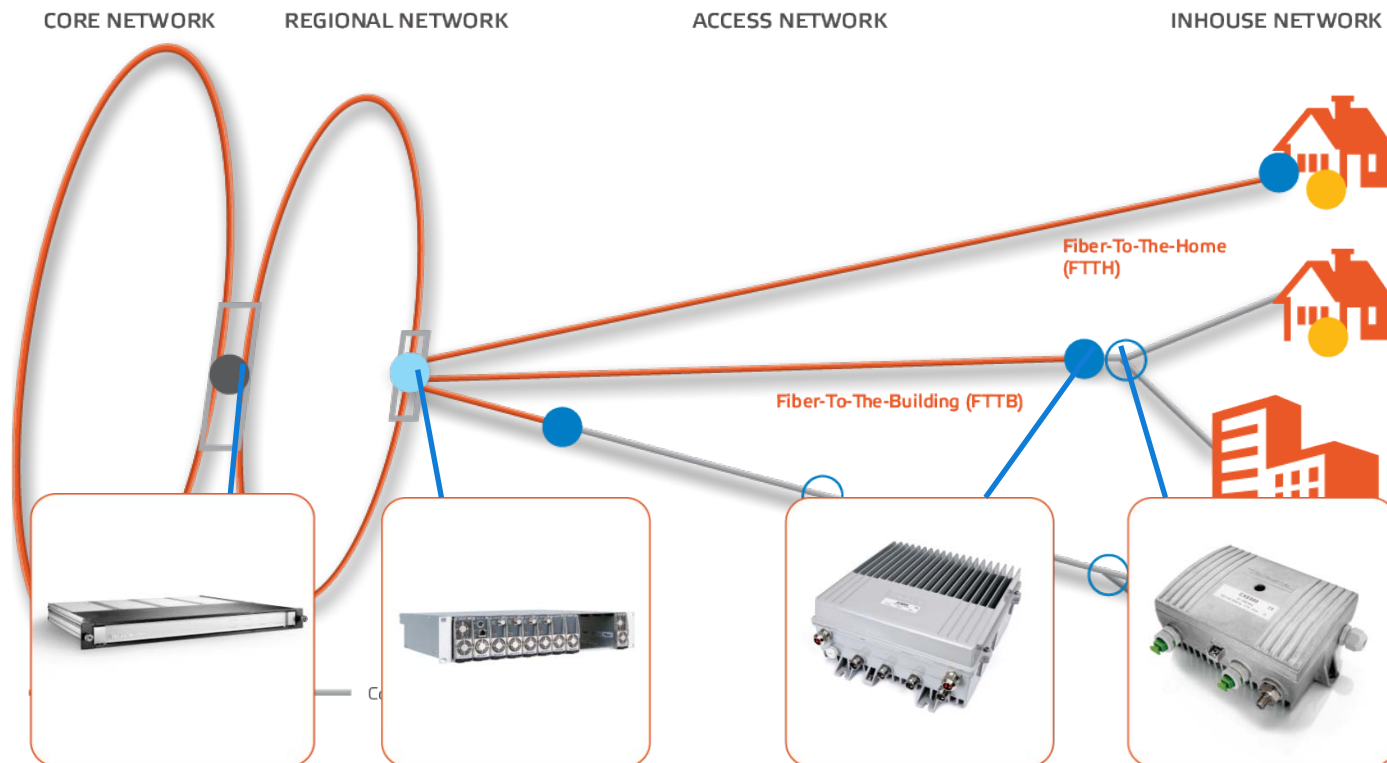


**Common technology platform
Video processing and transmission technology**



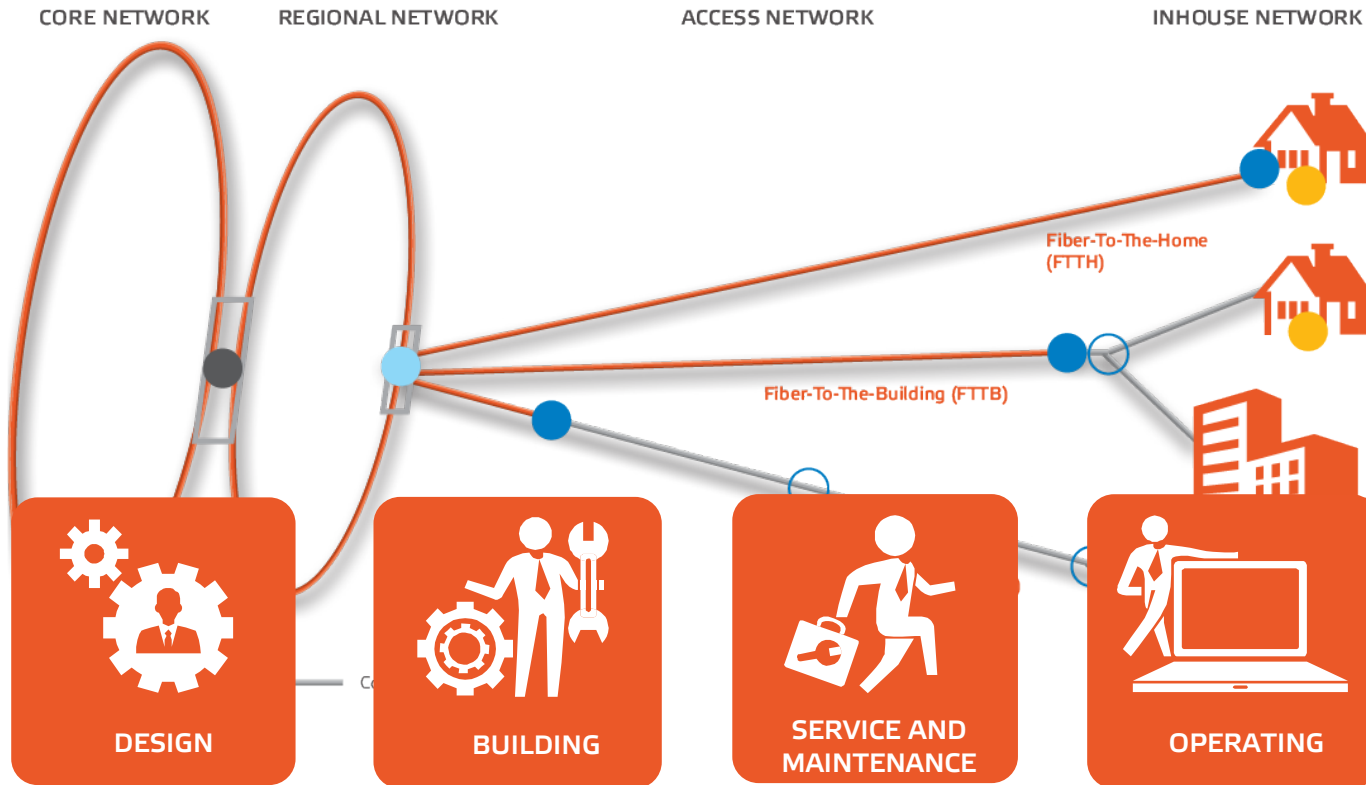
Strategy: Access network products

- We develop intelligent and automated network solutions for operators
 - Faster internet access
 - Lower operating cost



Strategy: Access network services

- We develop high-quality services, which enables smooth operation and low operating costs



Video surveillance solutions

- Comprehensive video surveillance solutions
- Demanding video surveillance systems mainly for public sector, such as road and railway traffic, surveillance of city centres, ports and airports...
- Teleste's references are of world-class in its target segments: even thousand of cameras and multi-sited
- Teleste's products cover video transmission, storage and management



Teleste's customers

Network Services



Video and Broadband Solutions

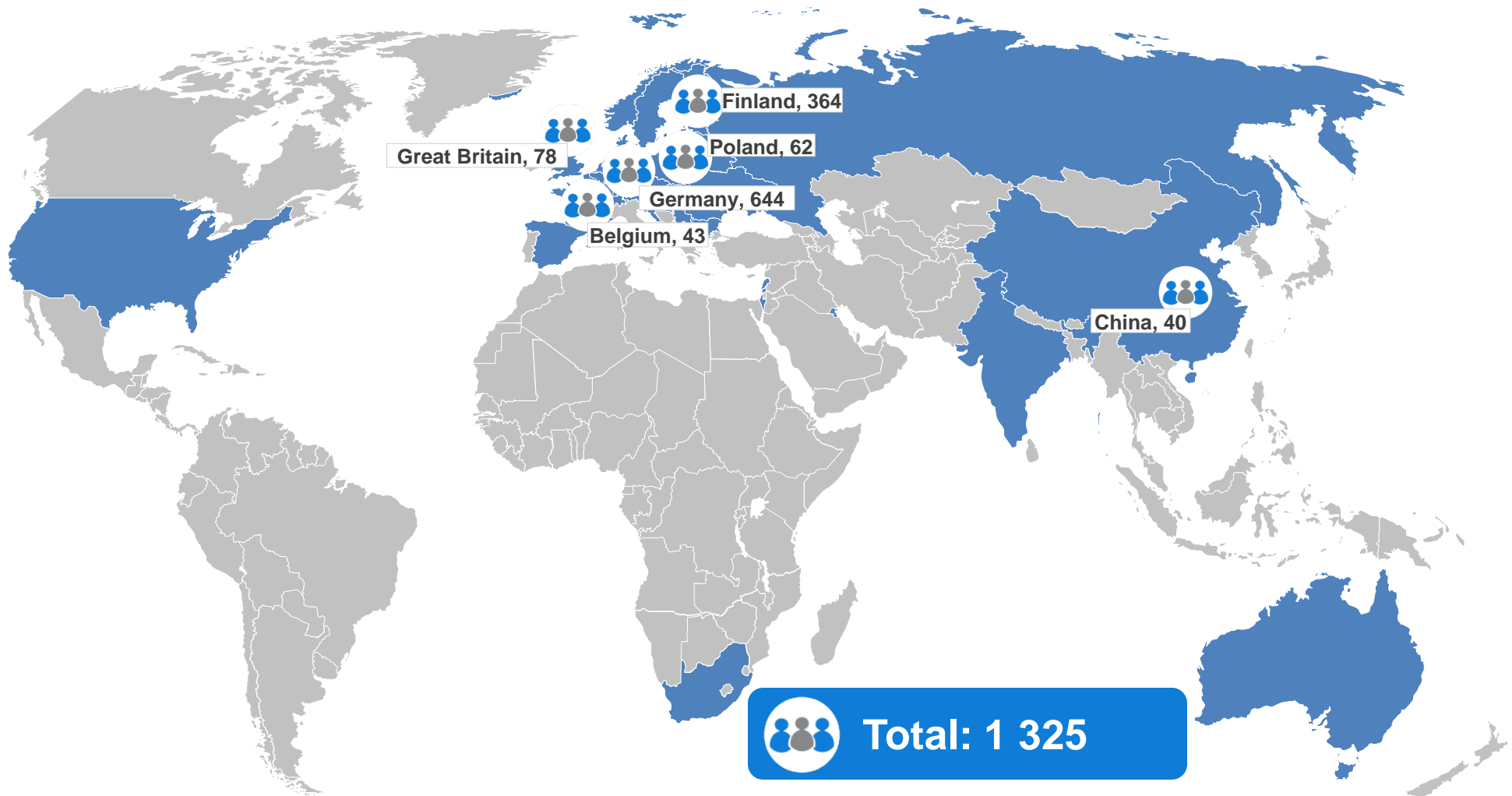
Cable TV & IPTV and Network



Video Networks



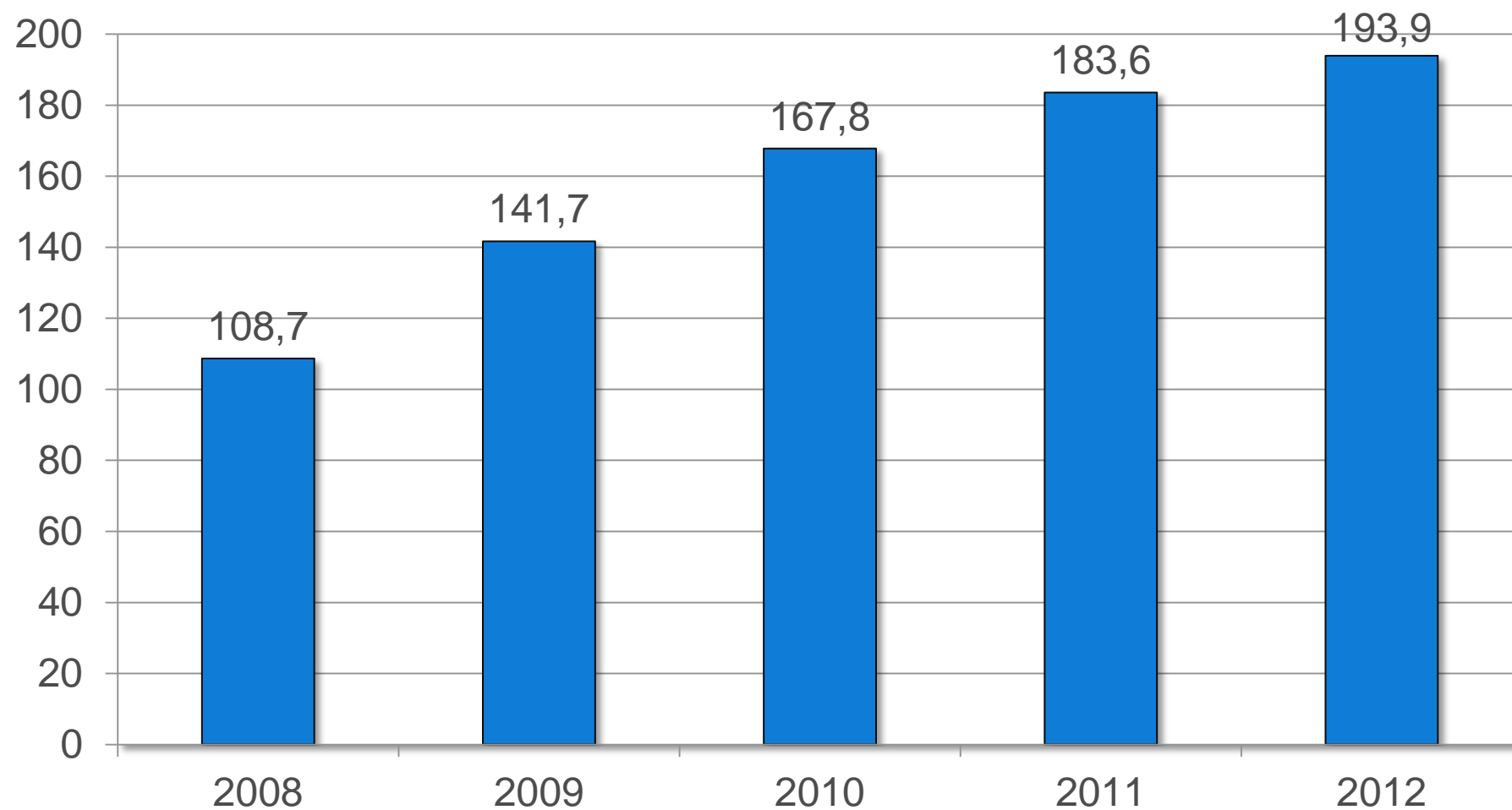
Market area and personnel



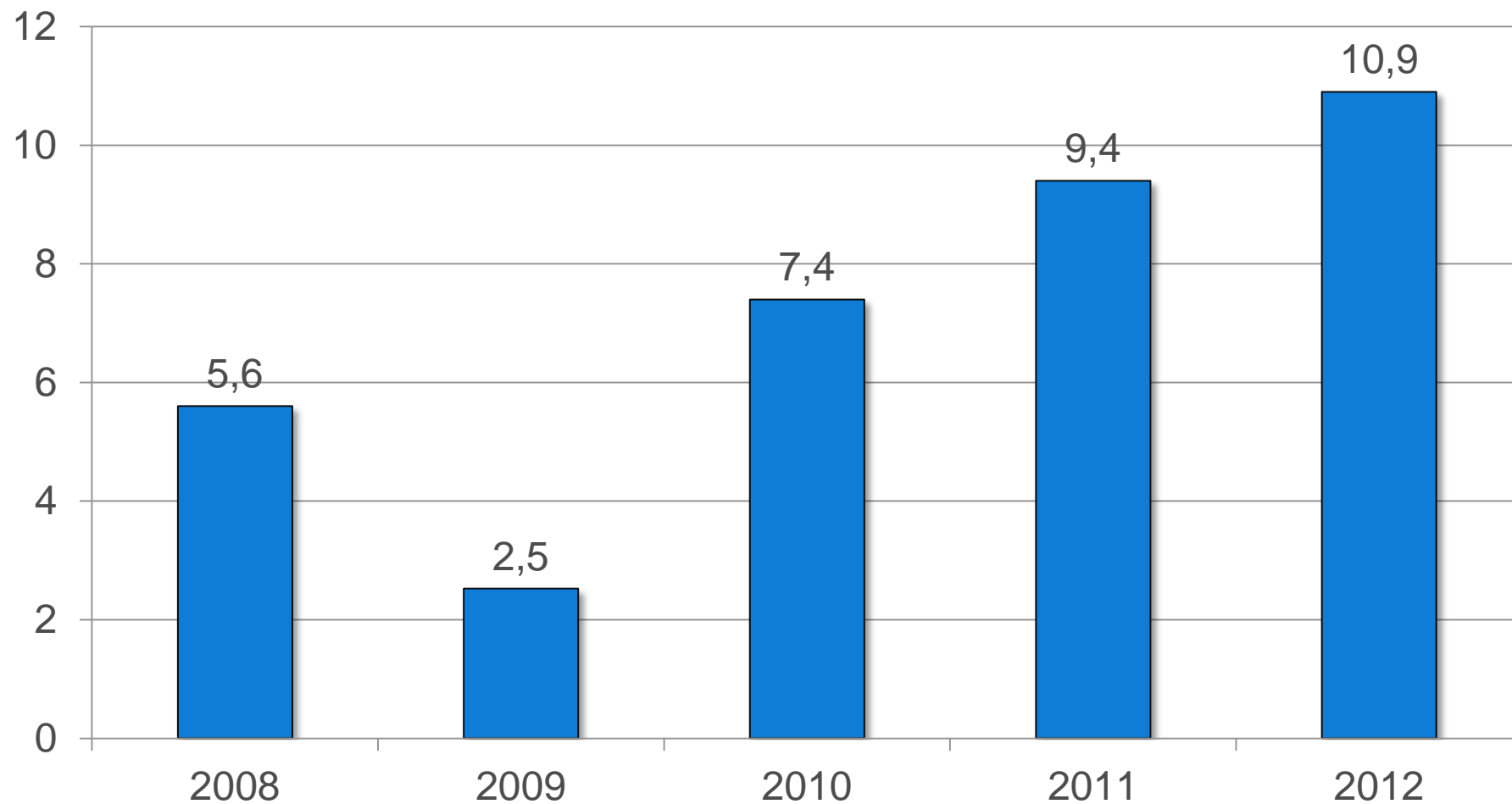
RESULT 2012 - Group

	2012	2011	Change%
Orders Received	189.7	188.1	0.8%
Net Sales	193.9	183.6	5.6%
EBIT	10.9	9.4	16.6%
EBIT %	5.6%	5.1%	n/a
Net Profit for the Period	6.7	6.3	6.4%

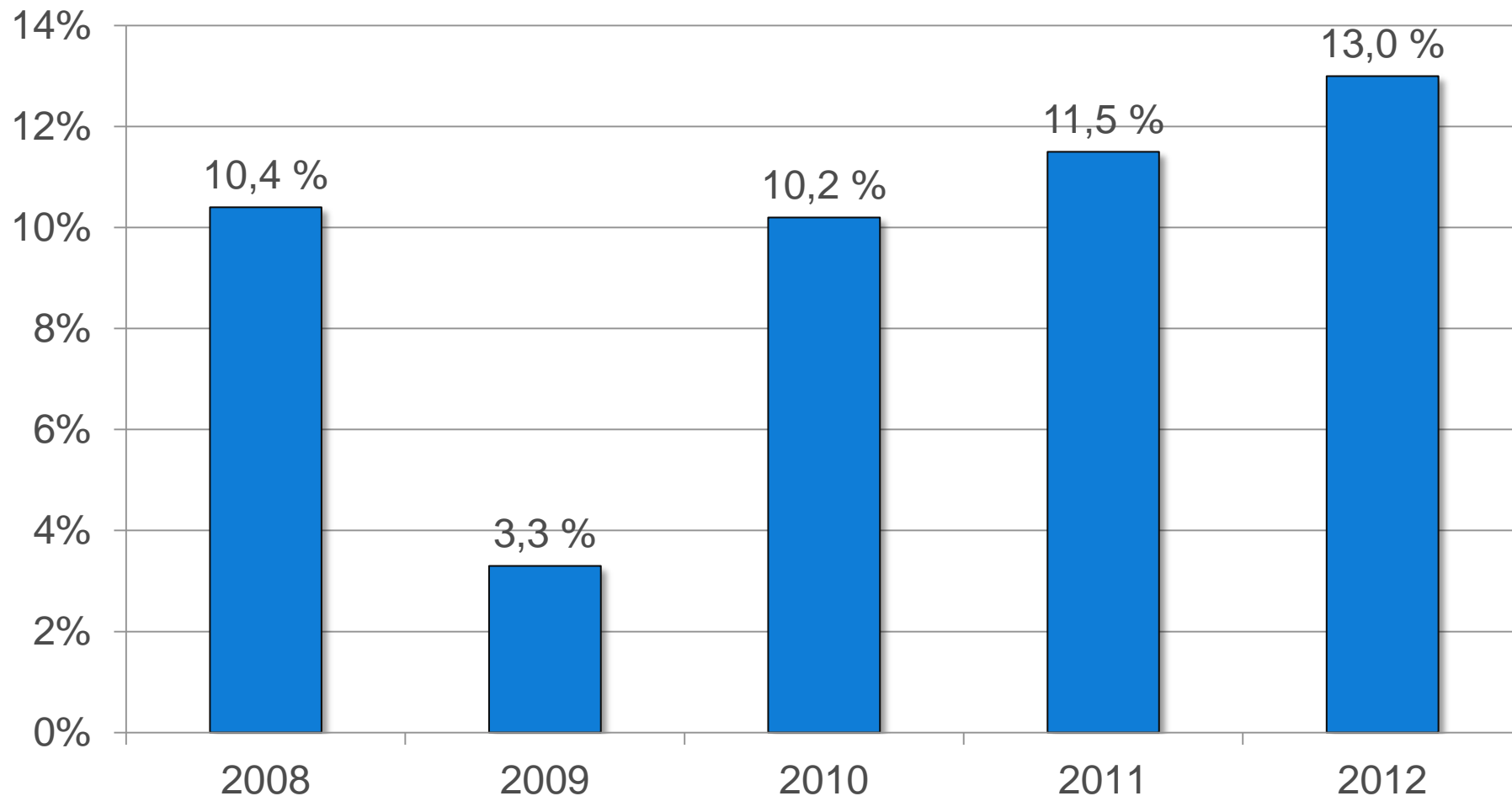
Net Sales



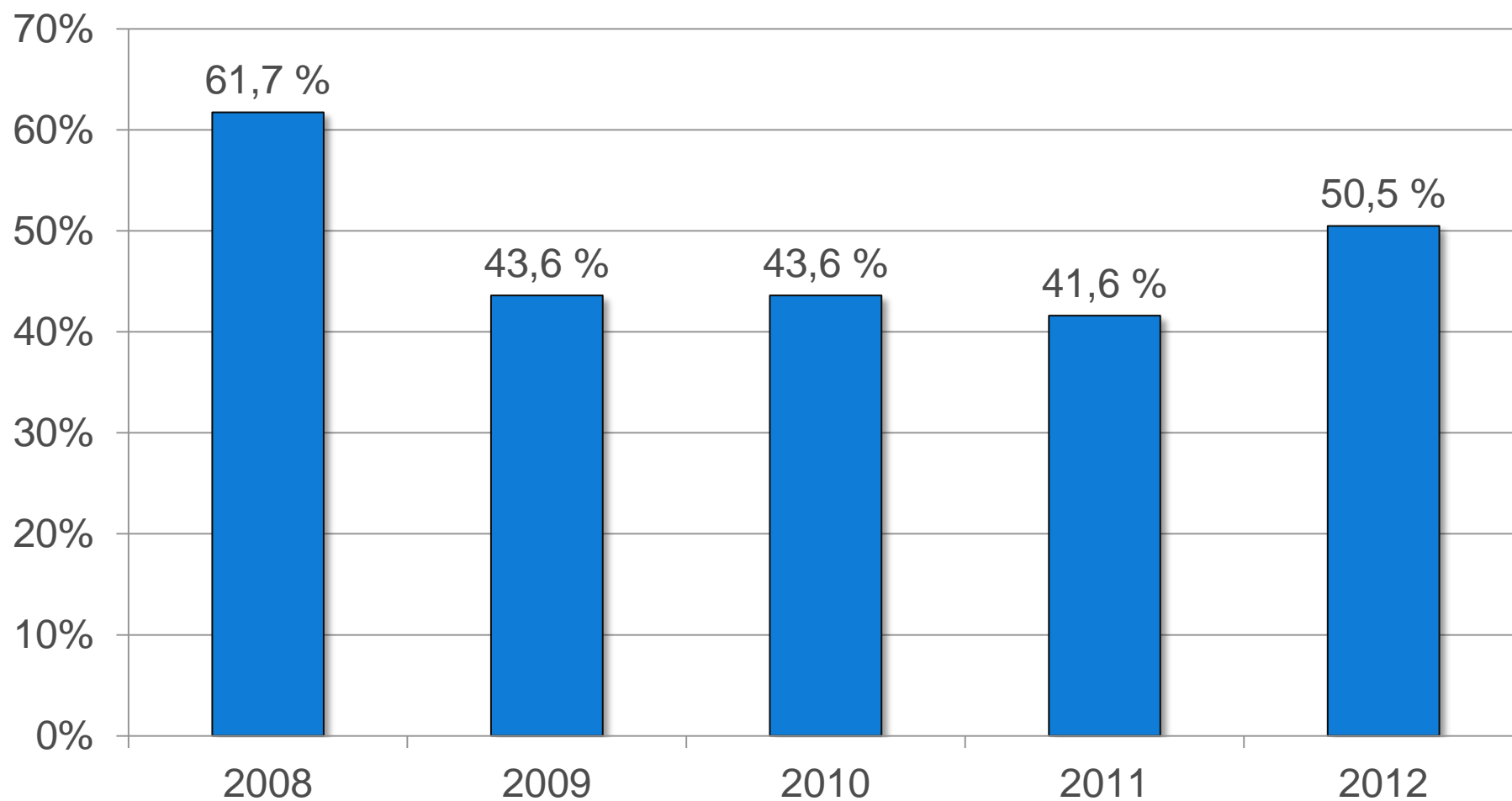
EBIT



Return on Capital Employed %



Equity Ratio

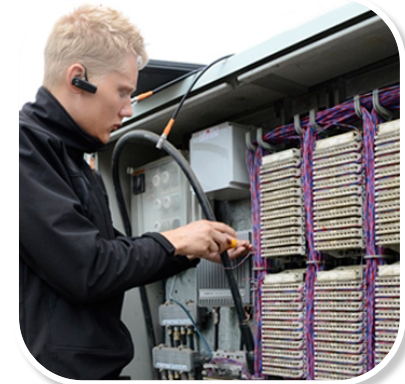


Outlook

Given the new video services offered by the operators, there is a continuous need for increased cable network capacity, so we estimate the deliveries by **Video and Broadband Solutions** in our target markets to reach at least the 2012 level. In our view, investments by cable operators will be given more weight during the second half of the year.

We estimate that **Network Services'** net sales in our target markets will reach at least the 2012 level and that the profitability will improve from the 2012 level with the developments in productivity.

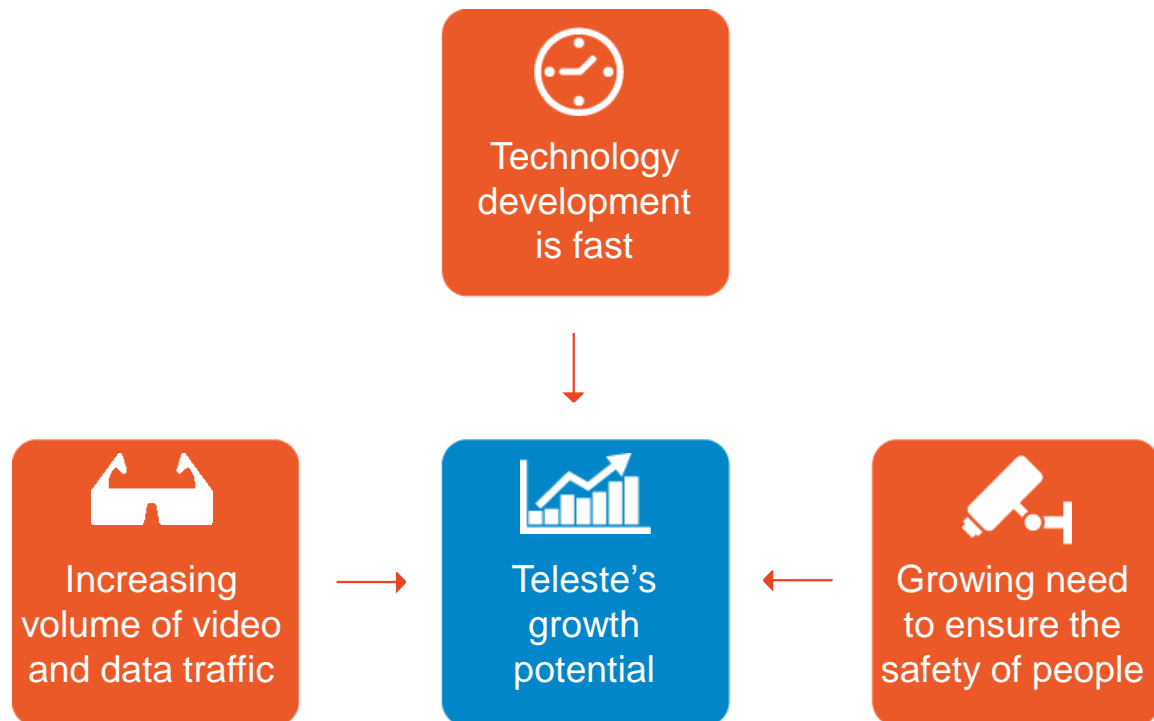
- **We expect net sales and operating profit for 2013 to reach the 2012 level. In our assessment, net sales and operating profit for the first half of 2013 will remain below the comparative period.**



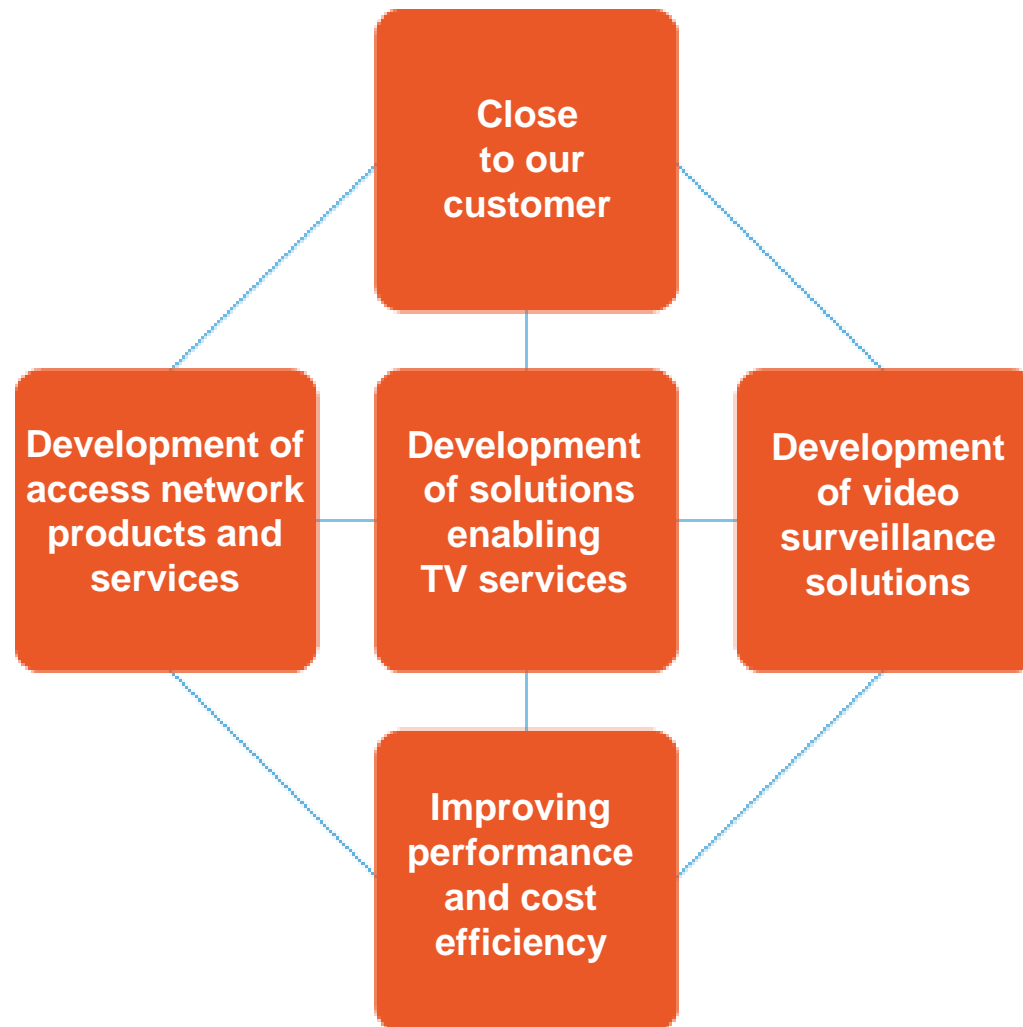
"We are living in an age of digital evolution. The world is networking, the volume of information is growing and the modes and means of communications are changing. Today, people want different things than in the past."



Key megatrends



Our strategy



Our vision

- As the leading provider in our field, we build a modern networked society with new broadband and video solutions.

