

# EB, Elektrobit Corporation

Interim Report 1Q 2008

May 7, 2008

#### Forward-looking Statements

Some statements made in this material relating to future circumstances or status, including, without limitation, future performance of the company, expectations regarding market growth, trend projections as well as any statements preceded by the words "expect", "believe", "foresee" or similar expressions are forward-looking statements. By their nature, forward-looking statements involve risk and uncertainty and actual results may, therefore, differ materially from the results that are expressed or implied by these forward-looking statements. Elektrobit Corporation disclaims all obligations to update such forward-looking statements except as required by mandatory law.

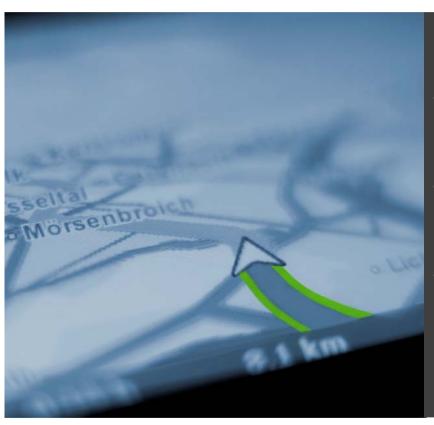




Pertti Korhonen, CEO

J.T. Bergqvist, Chairman of the Board

### Agenda



- Interim Report 1Q 2008
  - Pertti Korhonen
- Outlook for the first half of 2008
  - Pertti Korhonen
- Q&A
  - Pertti Korhonen and J.T. Bergqvist



EB

EB in 1Q 2008

#### Strong sales growth continued

Net sales amounted to EUR 47.3 million (EUR 31.0 million in Q1/2007),
 representing a 52.9 per cent growth year-on-year.

#### Operating loss grew slightly due to restructuring costs

 Operating loss from business operations amounted to EUR -5.1 million and the non-recurring restructuring costs amounted to EUR 2.9 million as communicated on March 27, 2008, resulting in a total operating loss of EUR -8.0 million (EUR -7.2 million, Q1/2007).

# Substantial R&D investments were made according to strategy with the share of the investments in the Automotive Business Segment growing

 R&D investments were 11.6 million (24.6 per cent of net sales) of which EUR 1.0 million were capitalised.

#### The equity ratio was 69.5%



#### Actions to improve the company cost structure continued

- Rearrangements in the Wireless Business Segment (cost provision of approximately EUR 2.2 million)
  - adjusting the fixed cost level and resources of the radio network solutions business
  - outsourcing manufacturing in wireless communications tools business
- The sale of the shares of EB's Swiss subsidiary, Elektrobit AG (a capital loss and a write-off totalling in aggregate approximately to EUR 0.7 million).
- These result to a total of EUR -2.9 million non-recurring restructuring cost in the Wireless Business Segment.



# Net Sales and Operating Profit

#### - Quarterly

| MEUR  | 1Q2008         | 4Q2007 | 3Q2007 | 2Q2007 | 1Q2007 | Jan<br>Dec.<br>2007 |
|---|----------------|--------|--------|--------|--------|---------------------|
| Net sales   | 47.3           | 44.6   | 35.3   | 33.5   | 31.0   | 144.3               |
| Operating profit (loss)   | 1) <b>-8.0</b> | -2.4   | -4.0   | -6.6   | -7.2   | -20.3               |
| Result before taxes   | -7.7           | -3.3   | -4.0   | -6.3   | -6.4   | -20.0               |
| Result for the period from continuing operations                        | -7.7           | -3.3   | -4.0   | -6.4   | -6.3   | -20.0               |
| Result after taxes for<br>the period from<br>discontinued<br>operations | 0.0            | 0.4    | -0.0   | 14.5   | -1.8   | 13.1                |
| Result for the period   | -7.7           | -2.9   | -4.0   | 8.1    | -8.1   | -6.9                |

<sup>1)</sup> Including non-recurring restructuring costs of EUR -2.9 million



# Net Sales by Market Area

## - Quarterly

| MEUR     | 1Q2008             | 4Q2007      | 3Q2007      | 2Q2007      | 1Q2007      | Jan Dec.<br>2007    |
|----------|--------------------|-------------|-------------|-------------|-------------|---------------------|
| Asia     | <b>2.0</b> (4%)    | 2.0 (5%)    | 4.4 (13%)   | 0.6 (2%)    | 2.5 (8%)    | <b>9.5</b> (7%)     |
| Americas | <b>18.5</b> (39%)  | 14.5 (32%)  | 7.4 (21%)   | 7.3 (22%)   | 4.1 (13%)   | <b>33.3</b> (23%)   |
| Europe   | <b>26.8</b> (57%)  | 28.1 (63%)  | 23.5 (67%)  | 25.7 (77%)  | 24.3 (79%)  | <b>101.6</b> (70%)  |
| Total    | <b>47.3</b> (100%) | 44.6 (100%) | 35.3 (100%) | 33.5 (100%) | 31.0 (100%) | <b>144.3</b> (100%) |



#### **Balance Sheet**

# Quarterly

| MEUR                         | Mar. 31,<br>2008 | Dec. 31,<br>2007 | Sep. 30,<br>2007 | June 30,<br>2007 | Mar. 31,<br>2007 |
|------------------------------|------------------|------------------|------------------|------------------|------------------|
| Assets                       |                  |                  |                  |                  |                  |
| Non-current assets           | 66.4             | 77.2             | 90.1             | 87.7             | 76.0             |
| Current assets               | 159.6            | 158.9            | 145.2            | 161.3            | 165.6            |
| Total assets                 | 226.0            | 236.1            | 235.3            | 249.1            | 241.6            |
| Equity and liabilities       |                  |                  |                  |                  |                  |
| Share capital                | 12.9             | 12.9             | 12.9             | 12.9             | 12.9             |
| Minority interest            | 0.0              | 0.0              | 0.0              | 0.0              | 0.0              |
| Total equity                 | 155.3            | 165.7            | 168.4            | 172.3            | 164.3            |
| Non-current liabilities      | 28.7             | 28.9             | 29.7             | 34.3             | 28.9             |
| Current liabilities          | 42.0             | 41.5             | 37.2             | 42.4             | 48.5             |
| Total equity and liabilities | 226.0            | 236.1            | 235.3            | 249.1            | 241.6            |



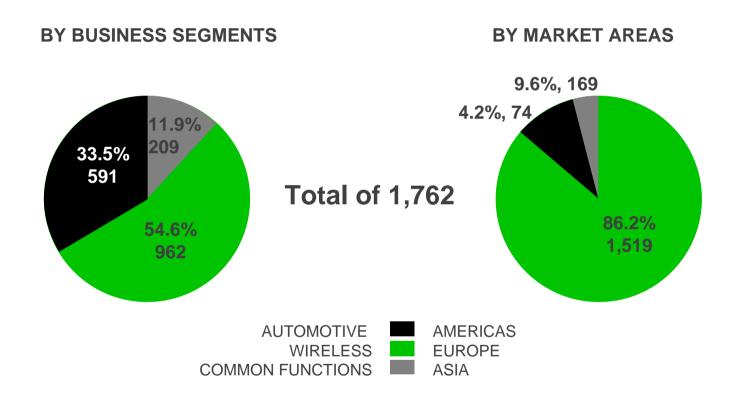
#### Cash Flow

| MEUR   | 1Q 2008 | 1Q 2007 | Jan Dec.<br>2007 |
|--|---------|---------|------------------|
| + net profit +/- adjustment of accrual basis items | -2.2    | -6.3    | -13.2            |
| +/- change in net working capital                  | -4.4    | 0.1     | -11.6            |
| - interests, taxes, and dividends                  | -0.8    | 0.8     | -2.2             |
| NET CASH FROM OPERATING ACTIVITIES                 | -7.4    | -5.5    | -27.1            |
| - net cash from investing activities               | 25.7    | -11.7   | -6.8             |
| - net cash from financing activities               | -4.5    | -11.3   | -19.3            |
| NET CHANGE IN CASH AND CASH EQUIVALENTS            | 13.8    | -28.5   | -53.2            |



#### Personnel

- End of March 31, 2008







Business Segments in 1Q 2008

## Automotive Business Segment in 1Q 2008 1(2)

- During the reporting period, the Automotive Business Segment continued to grow strongly.
  - the net sales of the Automotive Business Segment amounted to EUR
     15.5 million (EUR 10.6 million in 2007), which represents a strong year-on-year growth of 45.8 per cent.
  - the operating loss was EUR -1.6 million (EUR -0.6 million), reflecting the increased investments in the R&D of EB's automotive software platform products, in accordance with the strategy, as well as marketing and sales investments to expand the business globally.
- EB aims to continue to increase the share of automotive software products and services in the company's net sales.



# Automotive Business Segment in 1Q 2008 2(2)



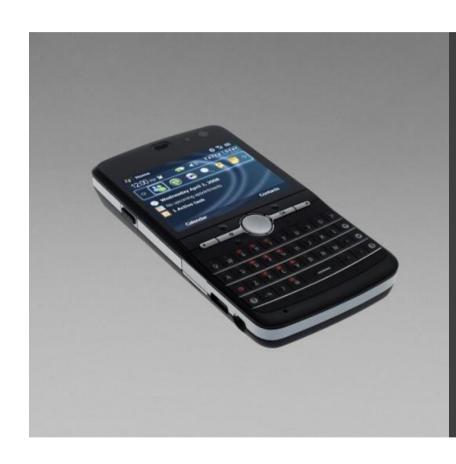
- EB's navigation software won its first commitments from Automotive OEMs to install it as an application SW in their head units as an original line-fit, in-dash software.
- In the American market, EB's automotive software has made positive inroads to start working in important elements of OEM's infotainment solutions.
- The R&D investments were focused on the development of continued success and competitiveness of the navigation solution, HMI (infotainment user interface) tooling and framework environment, as well as for a rich configuration, runtime and validation environment for the in-car Electronic Control Unit (ECU) software.
- The trend for increased use of software continues to prevail in the market.





- The net sales of the Wireless Business Segment, including the aforementioned extraordinary low-margin through-licensing revenues of approximately EUR 3 million, amounted to EUR 31.7 million (EUR 20.1 million), representing a year-on-year growth of 58.0 per cent. The operating loss, including the aforementioned non-recurring restructuring costs of EUR -2.9 million, was EUR -6.5 million (EUR -6.4 million).
- Compared to the corresponding period in 2007:
  - The profitability without the non-recurring cost was improved mainly due to a good level of resource utilisation of the mobile terminal solutions business.
  - The profitability reflected the significant investments in the R&D of mobile WiMAX base station module products and RFID reader systems and the weaker than expected demand and strong price competition of the radio network solutions R&D services.
  - Additionally, the large scale deployment of RFID is not taking off as fast as expected.

### Wireless Business Segment in 1Q 2008 2(5)



#### Mobile terminals business

- The development of handset technologies and reference designs for TerreStar Networks' satellite-terrestrial all-IP mobile network has continued as planned.
- EB signed a contract with the Finnish Armed Forces
   Technical Research Center to develop a Software Defined
   Radio (SDR) prototype for tactical communication. The
   prototype will be used in national and European software
   radio development activities.
- In February, NextWave Wireless demonstrated successfully VoIP calling over mobile WiMAX in a handset form-factor at the 2008 GSMA Mobile World Congress. In this development, EB worked as the main platform integrator.
- New multi-radio combinations and software platforms are creating new business opportunities.



# Wireless Business Segment in 1Q 2008 3(5)



#### Radio networks business

- Weaker than expected demand and strong price competition of the radio network solutions R&D services.
- In March, EB started personnel negotiations to align the fixed cost level and resources of the radio network solutions business.
  - The negotiations concern approximately 40 employees mainly in Oulu and Kajaani.
- EB continued to invest in the product development associated with mobile WIMAX base stations technology.
- The value chain and hence the horizontal technology and product market for mobile WiMAX is still in a forming phase.
- In early April, the main mobile WiMAX operator services market in America was announced to start "later in the year" 2008.

### Wireless Business Segment in 1Q 2008 4(5)



#### **Channel emulators business**

- R&D investments were targeted at renewing and extending the current product portfolio in order to maintain technology and product leadership.
- New wireless communications tools product releases included EB Propsim FE version for 3GPP LTE testing and new add-on features to the EB Propsim product portfolio.
- Spearheading emulator deliveries were made in the aerospace and satellite communications industries in Americas.
- In March, EB decided to examine the possibility of renouncing the main part of the production activities of wireless communications tools.
  - The negotiations concern approximately 50 employees in Oulunsalo
- The wireless communications tools market is predicted to expand moderately.



# Wireless Business Segment in 1Q 2008 5(5)

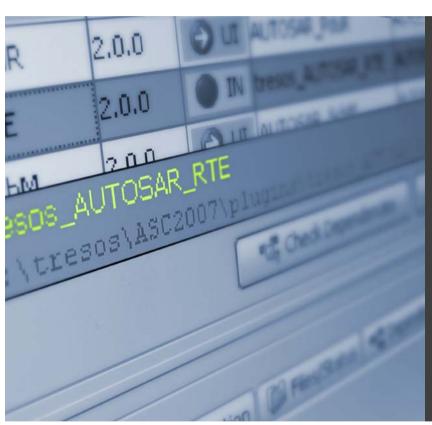


#### **RFID** reader systems business

- EB progressed in the product development programs of RFID reader systems
- In March, the sale of Elektrobit AG in Switzerland and consolidation of EB RFID development to Graz, Austria was announced. The sale was concluded on March 31.
- The arrangements will not change EB's strategy to deliver RFID reader system solutions.
- The UHF (Ultra High Frequency) RFID reader system market volume growth has been delayed from the earlier expected.



#### Research and Development in 1Q 2008



# The R&D investments continued in the following development areas:

- Development of automotive software platform based products
- Development of mobile WiMAX radio base station module products
- Development of the radio channel emulation product portfolio
- Development of RFID reader systems product portfolio
- Technical core competence areas as defined in the strategy



#### Outlook for the First Half of 2008 1(2)

- EB expects the net sales during the first half of 2008 to grow clearly compared to the second half of 2007 (EUR 79.9 million) with the net sales of the latter part of the half being roughly at the level of the beginning of the year.
- The company's R&D investments during the first half of 2008 will remain roughly at the level of the second half of 2007, with the share of the investments in the Automotive Business Segment growing further.



#### Outlook for the First Half of 2008 2(2)

- The company will continue to invest in:
  - Automotive software platform based products
  - Developing of mobile WiMAX radio base station module products
  - Developing the radio channel emulation product portfolio.
  - Developing the RFID reader systems product portfolio
  - The technical core competence areas defined in the strategy
  - Expanding the geographical market presence of the company
  - Further developing efficient and unified structures and platforms to enable global business operations in accordance with the strategy.
- EB expects the operating loss from business operations without non-recurring items to be roughly at the same level as the operating loss from business operations without non-recurring items in the second half of 2007 (MEUR -7.9). The non-recurring items improved the operating loss in the second half of 2007 by MEUR +1.5 and will affect negatively the operating loss in the first half of 2008 by MEUR -2.9.



#### Financial Reporting in 2008

#### The reporting dates in 2008:

- January-June on Friday, August 8, 2008, at 8.00 am
- January-September on Tuesday, October 21, 2008, at 8.00 am

#### **Investor Relations:**

- Panu Miettinen, CFO
   Tel. +358 40 344 5338, telefax +358 9 256 1012
- investor.relations@elektrobit.com





Discover the Experience



# Elektrobit Corporation P.O. Box 45 FIN-90461 OULUNSALO, FINLAND

TEL. +358 40 344 2000

www.elektrobit.com