Elektrobit Corporation Interim Report January - September 2013



Jukka Harju, CEO November 7, 2013



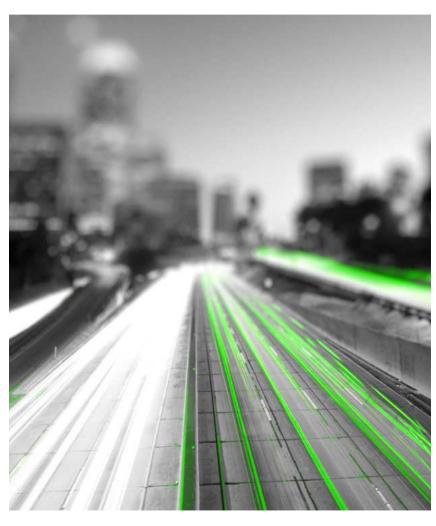


Forward-looking Statements

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.



Agenda



- Highlights of 3Q 2013
- Financial Performance in 3Q 2013 and 1-9 2013
- Business Segments in 3Q 2013
- Outlook for 2013
- Q&A



Notes to the Financial Numbers

- From the beginning of 2013 EB has applied the new IFRS10 and IFRS11 standards.
 - As a result the proportion of net sales and operating result of e.solutions GmbH, a
 jointly owned company of EB and AUDI, to be consolidated into Elektrobit group's
 consolidated financial statements has changed.
 - For comparability, all figures presented for comparison are restated assuming that the proportionate consolidation method according to the above mentioned standards would have been applied already in 2012.
- EB's figures are divided between Continuing and Discontinuing Operations as provided by the IFRS5 standard.
 - In this interim report, Test Tools product business, sold on January 31, 2013, is classified as Discontinuing Operations.



Major Events during 3Q 2013



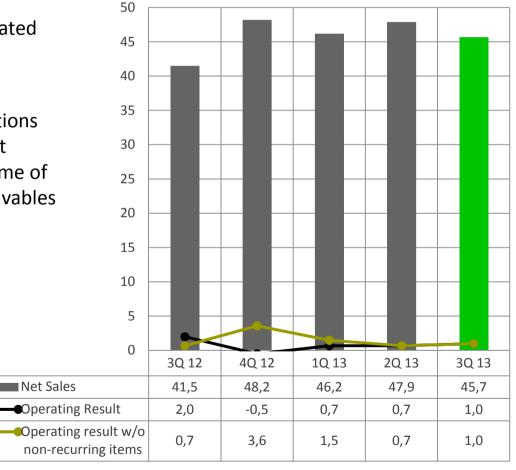
- EB's net sales continued to grow year-on-year.
- EB's operating result was at the same level as in 3Q 2012 without non-recurring items
- Automotive Business Segment
 - Net sales grew and operating result improved from the previous year
- Wireless Business Segment
 - Net sales decreased and operating result weakened from the previous year

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3Q 2013: Net Sales Grew and Operating Result was Slightly Positive

- Net sales from continuing operations increased by 10.1% to MEUR 45.7 (restated net sales MEUR 41.5, 3Q 2012)
- Operating profit from continuing operations
 was MEUR 1.0 (restated operating profit
 MEUR 2.0, including non-recurring income of
 MEUR 1.2 related to collecting the receivables
 from TerreStar companies, 3Q 2012).

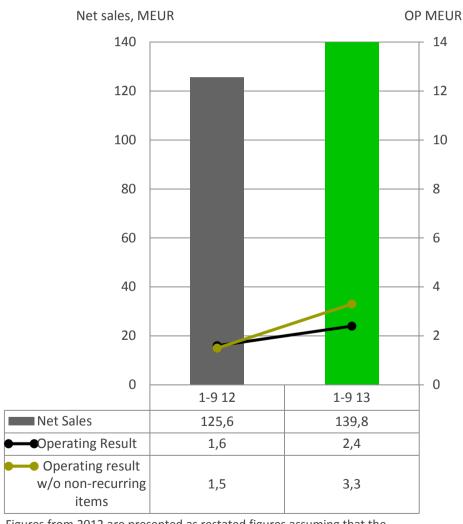


Figures from 2012 are presented as restated figures assuming that the proportionate consolidation method would have been applied already in 2012.



1-9 2013: Net Sales and Operating Result Increased Y-on-Y

- Net sales from continuing operations increased by 11.3% to MEUR 139.8 (restated net sales MEUR 125.6, 1-9 2012)
- Operating profit from continuing operations was MEUR 2.4, including non-recurring costs of approx. MEUR 0.8 resulting from the cost saving measures in the Wireless Business Segment in 1Q 2013 (restated operating profit MEUR 1.6, including non-recurring costs of MEUR 1.2 related to collecting the receivables from TerreStar companies and non-recurring income of MEUR 1.2 resulting from the settlement payment in the reorganization cases of TerreStar Companies, 1-9 2012).
- Operating profit from continuing operations without the above mentioned non-recurring costs was MEUR 3.3 (restated operating profit MEUR 1.5, 1-9 2012)



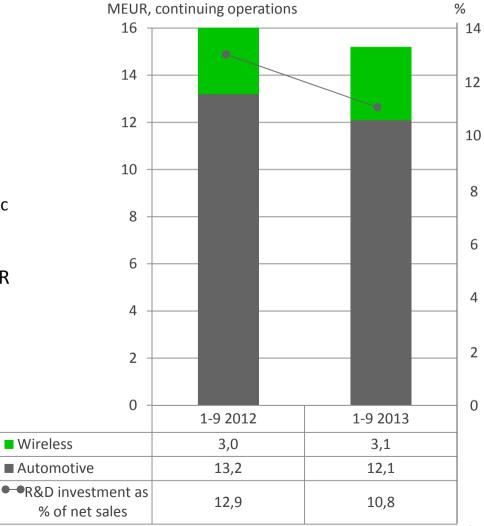
Figures from 2012 are presented as restated figures assuming that the proportionate consolidation method would have been applied already in 2012.



R&D Investments were approx. 11 % of the Net Sales

Wireless

- R&D investments 1-9 2013 in continuing operations were MEUR 15.2 equaling 10.8 % of the net sales (MEUR 16.2, 1-9 12, restated, equaling 12.9 % of the net sales)
 - R&D investments in Automotive Business Segment were MEUR 12.1 (in automotive software products and tools).
 - **R&D** investments in Wireless Business Segment's continuing operations were MEUR 3.1 (mainly in products and platforms for the defense and public safety markets).
- MEUR 0.0 was capitalized (MEUR 2.9, 1-9 12). Depreciations of R&D investments were MEUR 1.2 (MEUR 0.7, 1-9 12).
 - Capitalizations reduced clearly
- At the end of September 2013 the amount of capitalized R&D expenses was MEUR 12.3.
 - Significant proportion of the capitalized R&D expenses are related to Automotive Business Segment's customer agreements with expected future license fees based on actual in-car software delivery volumes.



Figures from 2012 are presented as restated figures assuming that the proportionate consolidation method would have been applied already in 2012.



Operative Cash Flow in 1-9 Was Clearly Positive

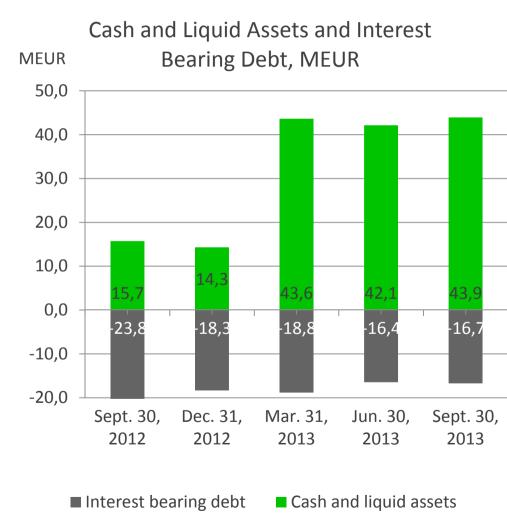
MEUR	3Q 2012	3Q 2013	1-9 2012	1-9 2013
- net profit +/- adjustment of accrual basis items	2.1	2.7	6.7	8.8
- change in net working capital	0.3	1.1	-5.8	1.3
- interests, taxes, and dividends	-0.3	-0.5	-1.0	-1.4
NET CASH FROM OPERATING ACTIVITIES	2.2	3.3	-0.2	8.7
- net cash from investing activities	-1.2	-1.6	-5.6	24.7
- net cash from financing activities	8.9	0.1	12.2	-3.8
NET CHANGE IN CASH AND CASH EQUIVALENTS	9.9	1.8	6.4	29.6

Cash flow from operating activities in 1-9 2013 amounted to EUR 8.7 million (EUR -0.2 million in 1-9 2012). Net cash flow was EUR 29.6 million (EUR 6.4 million in 1-9 2012), including the non-recurring net cash flow of approximately EUR 28 million resulting from the sale of Test Tools product business.



Strong Cash Reserves

- Net debt of MEUR -27.1
- The increase in cash reserves in 2013 is mainly caused by the non-recurring increase of approximately MEUR 28 resulting from the sale of the Test Tools product business in January.
- MEUR 11.3 of the MEUR 20 credit facilities in use on September 30.

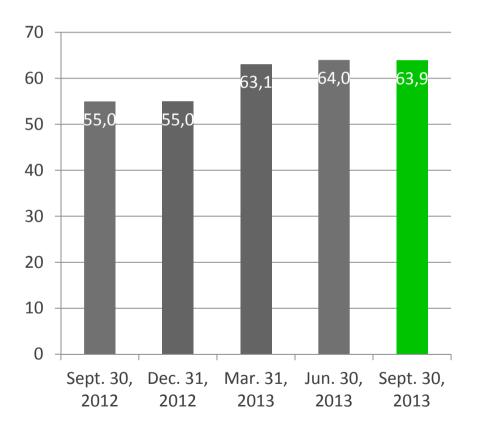




Equity Ratio Remained at High Level

- Equity ratio increased from previous year and remained at a high level.
- The increase in equity ratio is mainly due to the sale of Test Tools product business in 1Q 2013.

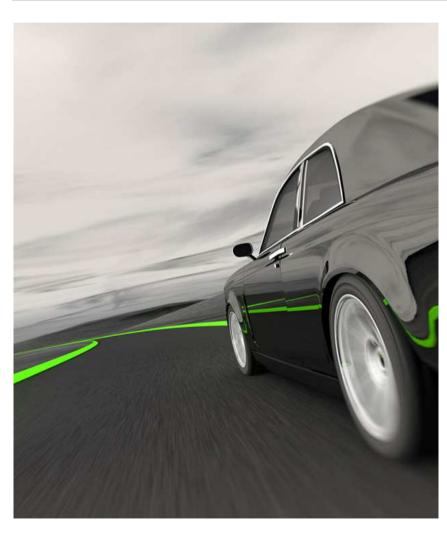
Equity Ratio, %



Figures from 2012 are presented as restated figures assuming that the proportionate consolidation method would have been applied already in 2012.



Automotive in 3Q 2013 – Major Events

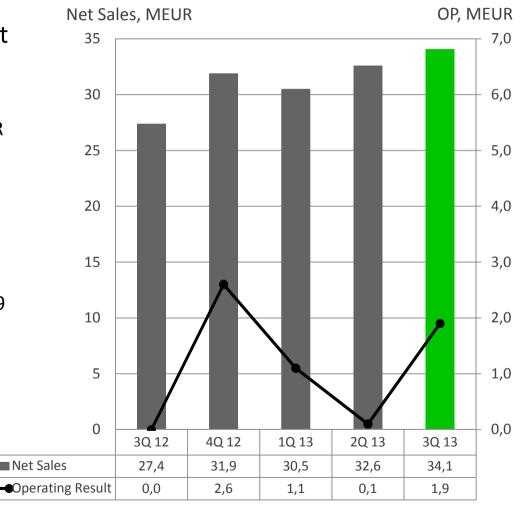


- Net sales continued to grow in 3Q 2013
 - Significant proportion of the growth came from the rapid growth of e.solutions GmbH, a jointly owned company with Audi
- Operating result improved from 3Q 2012
 - The improvement was mainly contributed by improved management of projects and slightly increased software license sales



Automotive: Net Sales Grew and Operating Profit Improved

- Strong year-on-year growth of net sales continued
 - Net sales in 3Q 2013 grew by 24,5% to
 MEUR 34.1 (restated net sales of MEUR 27.4, 3Q 12)
- Operating profit improved from previous year
 - 3Q 2013 operating profit was MEUR 1.9 (restated operating loss of MEUR -0.0, 3Q 12)



Figures from 2012 are presented as restated figures assuming that the proportionate consolidation method would have been applied already in 2012. ¹³



Wireless in 3Q 2013 – Major Events



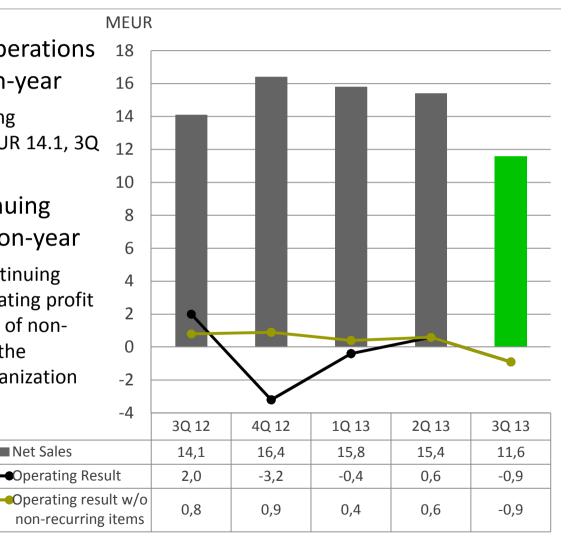
- Net sales from continuing operations decreased year-on-year due to less R&D services sales for the authority and mobile telecommunications markets.
- Operating result from continuing operations decreased due to lower net sales.
- In 3Q EB announced to target cost savings of about EUR 1.5 million by temporarily laying off a maximum of 150 employees in Wireless Business Segment
 - The underlying reason for the layoffs is the decreased order volume from a large customer and the delays in some special terminal projects in the second half of 2013.



Wireless: Net Sales and Operating Result Decreased

■ Net Sales

- Net sales from continuing operations decreased by 17.9 % year-on-year
 - 3Q 2013 net sales from continuing operations was MEUR 11.6 (MEUR 14.1, 3Q 2012)
- Operating result from continuing operations decreased year-on-year
 - 3Q 2013 operating loss from continuing operations was MEUR -0.9 (operating profit of MEUR 2.0 including MEUR 1.2 of nonrecurring income resulting from the settlement payment in the reorganization cases of TerreStar Corporation, 3Q 2012)





Outlook for 2013 – Markets

AUTOMOTIVE BUSINESS SEGMENT

- Carmakers continue to invest in software for new car models and the market for automotive software products and services is estimated to continue growing.
 - However, the growth rate of the global automotive industry is estimated to be less than in the previous year due to the financial uncertainties in Europe.
- The demand for EB's software solutions is estimated to develop positively during 2013.
- In Automotive Business Segment the operating profit in 2013 is expected to accumulate mainly during the second half of the year (EUR 1.2 million, 1H 2013) due to higher software license sales during the latter half of the year and other seasonality factors.



Outlook for 2013 – Markets

WIRELESS BUSINESS SEGMENT

- the main drivers for demand for EB's R&D services and products are
 - the increasing use of the LTE technology that increases the performance of mobile networks
 - the authorities' needs for new communication solutions that use commercial technologies of smart phones and mobile networks
 - the growing need of companies to provide broader solutions by building wireless connectivity in their devices, targeted to consumers and for professional use
 - The cost savings measures of public authorities in Europe have a negative impact on the demand for R&D services
- The operating result of the Wireless Business Segment in the second half of 2013 is expected to be at the same level or lower than in the first half of 2013 (EUR 0.1 million, 1H 2013).
 - The outlook for Wireless Business Segment's demand in the second half of 2013 weakened in August due to the decreased order volume from a large customer of EB and due to the delays in some special terminal projects.
 - Cost savings resulting from the temporary lay offs will start to accumulate mainly during the last quarter, thus mitigating the negative impact of the weakened R&D services demand.
- In addition to the R&D services sales, product based net sales is expected from authority markets in the fourth quarter.



Outlook for 2013 - Financial

- EB expects for the year 2013 that net sales will grow and operating result will be at the same level as it was in 2012 without non-recurring items (restated net sales of EUR 173.9 million, and restated operating profit without non-recurring items of EUR 5.1 million, in 2012).
- The non-recurring net profit of about EUR 24 million, resulted from the sale of the Test Tools product business, has no impact on the operating result of 2013 and therefore has no impact on the operating result guidance.
- The profit outlook for 2013 does also not include possible non-recurring income or costs related to the reorganization cases of TerreStar Networks Inc.



Proposal to the Shareholders: Repayment of Capital EUR 0,11 per share

- Notice to the General Meeting has been published in a stock exchange release on November 7, 2013.
- The Board of Directors proposes to the Extraordinary General Meeting to be held on December 4, 2013 that on the basis of the financial statements adopted for the financial period ended on December 31, 2012, funds from the invested non-restricted equity fund be distributed to shareholders as a repayment of capital, with the capital repayment amounting to EUR 0,11 per share.
- The aggregate amount of the distribution based on the number of shares as of the date of the notice to General Meeting would amount abt. MEUR 14,3.
- The repayment of capital will be paid to shareholders recorded in the company's register of shareholders on the record date of the capital repayment, December 10, 2013.
- The Board of Directors proposes that the distributable amount will be paid on December 17, 2013.



Financial Reports in 2014

• The schedule for financial reports in 2014 will be announced in December 2013.

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