Elektrobit Corporation Interim Report January-March 2013

Elektrobit

Jukka Harju, CEO April 26, 2013



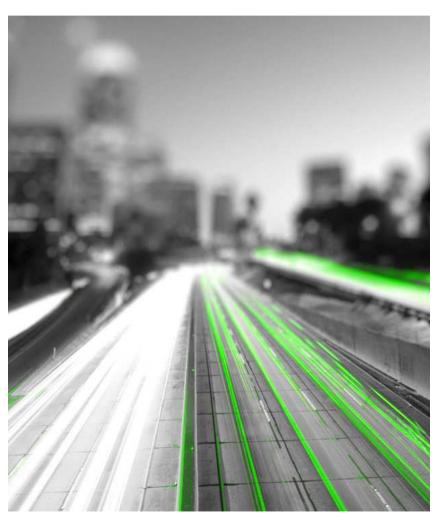


Forward-looking Statements

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.



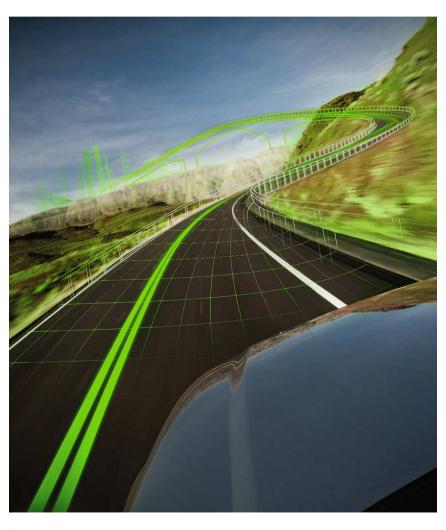
Agenda



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



Major Events during 1Q 2013



- EB's net sales continued to grow year-on-year.
- EB's operating result was at the same level as in 1Q 2012.
 - Operating result includes non-recurring costs of approximately EUR 0.8 million resulting from the cost saving measures in the Wireless Business Segment.
- EB sold its Test Tools product business to Anite in January 2013
 - About EUR 23 million non-recurring net profit and non-recurring net cash flow of about EUR 28 million in 1Q 2013.
 - In EB's financial reporting, Test Tools product business is classified as Discontinued Operations.
- Consolidation of e.solutions GmbH to EB Group changed from 100 % to 51 % from the beginning of 2013 on.
 - 2012 numbers presented for comparison are restated



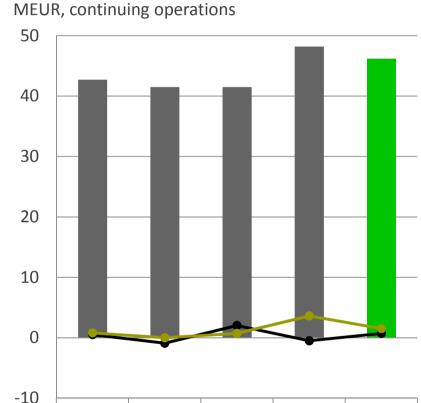
Consolidation of e.solutions GmbH to EB from 1.1.2013 on

- EB has applied the new IFRS10 and IFRS11 standards from the beginning of 2013 and consolidates e.solutions GmbH, the jointly owned company with AUDI, applying the proportionate consolidation method.
 - EB holds a 51% stake in e.solutions GmbH, AUDI holding the remaining 49%.
- Previously e.solutions GmbH has been included in Elektrobit group's consolidated financial statements as subsidiary and it has been consolidated in full.
- As a result of the change in the method of consolidation, the proportion of net sales and operating result of e.solutions GmbH to be consolidated into Elektrobit group's consolidated financial statements will decrease, but the change will have no impact on the consolidated net profit.
- 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.



1Q 2013: Net Sales Increased Year-on-Year

- Net sales from continuing operations increased by 8.3% to MEUR 46.2 (restated net sales MEUR 42.7, 1Q 2012)
- Operating profit from continuing operations
 was MEUR 0.7, including non-recurring items
 of approx. MEUR 0.8 resulting from the cost
 saving measures in the Wireless Business
 Segment (restated operating profit MEUR 0.5,
 including non-recurring costs of MEUR 0.3
 related to collecting the receivables from
 TerreStar companies, 1Q 2012).
- Operating profit from continuing operations without the above mentioned non-recurring costs was MEUR 1.5 (restated operating profit MEUR 0.8, 1Q 2012)



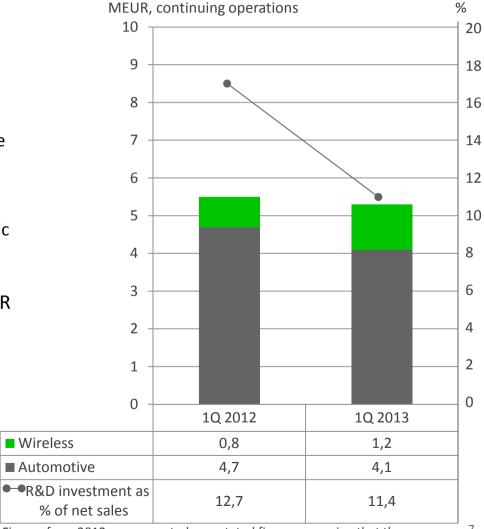
10	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13
Net Sales	42,7	41,5	41,5	48,2	46,2
Operating Result	0,5	-0,9	2,0	-0,5	0,7
Operating result w/o non-recurring items	0,8	0,0	0,7	3,6	1,5

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 11,4 % of the Net Sales

- R&D investments in continuing operations were MEUR 5.3 (MEUR 5.4, 1Q 12, restated) equaling 11.4 % of the net sales (12.7 %, 1Q 12, restated).
 - R&D investments in Automotive Business
 Segment were MEUR 4.1 (in automotive software products and tools).
 - R&D investments in Wireless Business Segment's continuing operations were MEUR 1.2 (mainly in products and platforms for the defense and public safety markets).
- MEUR 0.0 was capitalized (MEUR 2.0, 1Q 12).
 Depreciations of R&D investments were MEUR 0.4 (MEUR 0.2, 1Q 12).
- At the end of March 2013 The amount of capitalized R&D expenses was MEUR 13.1.
 - 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 car 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 1Q 2013 Was Positive

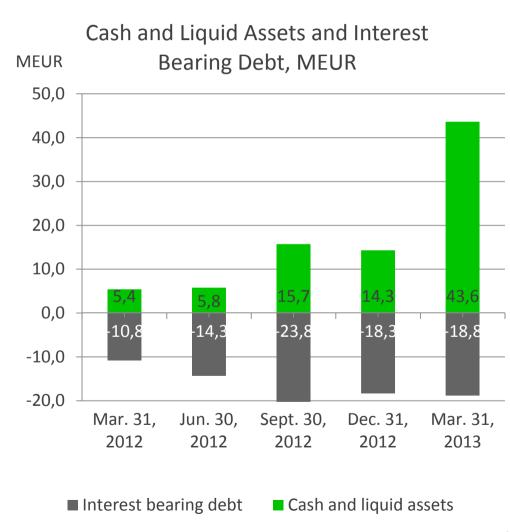
MEUR	1-3 2013	1-3 2012 restated	Jan Dec. 2012 restated
- net profit +/- adjustment of accrual basis items	2.3	2.3	10.9
+/- change in net working capital	-1.1	-3.9	-3.0
- interests, taxes, and dividends	0.0	-0.5	-1.2
NET CASH FROM OPERATING ACTIVITIES	1.3	-2.0	6.8
- net cash from investing activities	27.8	-2.5	-7.8
- net cash from financing activities	0.2	0.7	6.1
NET CHANGE IN CASH AND CASH EQUIVALENTS	29.3	-3.8	5.1

Cash flow from operating activities amounted to EUR 1.3 million (EUR -2.0 million in 1Q 2012). Net cash flow was EUR 29.3 million (EUR -3.8 million in 1Q 2012), including the non-recurring net cash flow of approximately EUR 28 million resulting from the sale of Test Tools product business.



Amount of Cash Grew Significantly

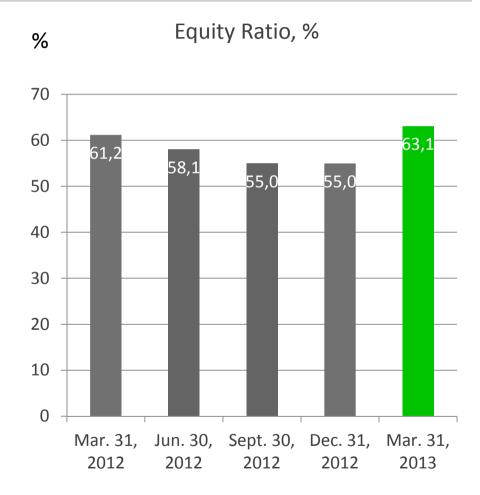
- Net debt of MEUR -24.8.
- The increase in cash reserves is mainly caused by the non-recurring increase of the net cash of approximately MEUR 28 resulting from the sale of the Test Tools product business.
- MEUR 12.0 of the MEUR 20 credit facilities in use.





Equity Ratio Increased

- 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.

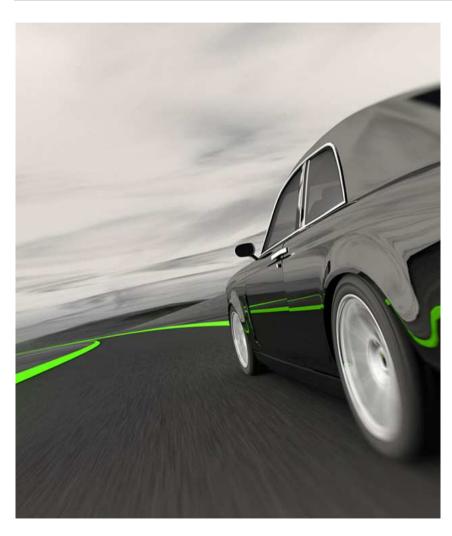


Figures from 2012 are presented as restated figures assuming that the proportionate consolidation method would have been applied already in 2012.

© Elektrobit (EB) 2013 2012.



Automotive in 1Q 2013 – Major Events

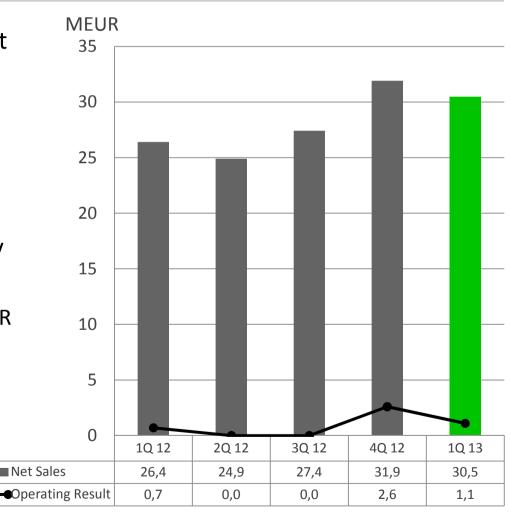


- Net sales continued to grow in the Infotainment, Driver Assistance and ECU (Electronic Control Unit) software markets.
- Operating profit improved slightly from 1Q 2012.
- EB strengthened its position as a provider of functional safety compliant in-car software by receiving two important certifications.



Automotive: Net Sales and Operating Profit Grew

- Strong year-on-year growth of net sales continued
 - 1Q 2013 net sales was MEUR 30.5 (restated net sales of MEUR 26.4, 1Q 12), increase of 15.6 %
- Operating profit improved slightly from previous year
 - 1Q 2013 operating profit was MEUR
 1.1 (restated operating profit of MEUR 0.7, 1Q 12)



Figures from 2012 are presented as restated figures assuming that the proportionate consolidation method would have been applied already in 2012. ¹²



Automotive Market Outlook

- The demand for EB's products and services is estimated to develop positively year-onyear during 2013 in the automotive market.
- The market for automotive software products and services is estimated to continue growing during 2013, but at a slower pace than in the years before due to the grown economic uncertainties.
- Competition in the labor market for talented engineers continues to be tight especially in Germany.
- The cars are becoming increasingly connected to internet and cloud-based services.
- Due to the increasing share of electronics and software in cars, the estimated annual automotive software market growth rate until 2019 is expected to exceed the growth rate of passenger car production volume, that is estimated to be 5.5 % CAGR (LMC Automotive's Q4 2012 Forecast)



EB Guide 5.0

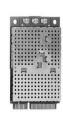


Wireless in 1Q 2013 – Major Events

- Net sales from continuing operations decreased slightly year-on-year.
- Operating result from continuing operations decreased and was negative due to the non-recurring costs.
- EB carried out measures to improve its cost structure and to achieve approximately MEUR 2 yearly cost savings. The measures caused MEUR 0.8 non-recurring costs that negatively affected EB's operating result of 10 2013.
- In January 2013 EB sold its Test Tools product business to Anite. After this divestiture, the Wireless Business Segment is more focused in the markets which offer EB larger long term growth potential.
- EB launched its Tough VoIP phone to industrial markets, such as manufacturing, constructions, power plants, mining sites and transportation.
- EB introduced three new Specialized Device Platforms; smart phone, tablet and LTE connectivity module.







EB's Spcialized Device Platforms: tablet, smart phone and LTE connectivity module

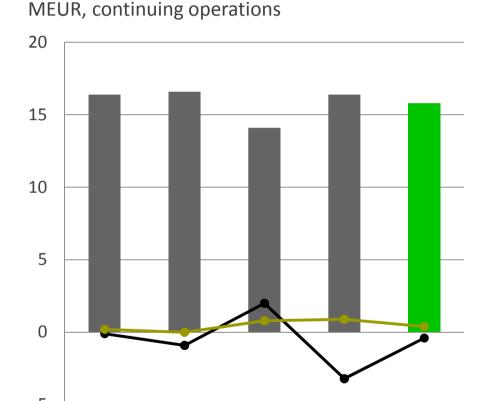


Wireless: Small Operating Loss due to Non-Recurring Items

- Net sales from continuing operations decreased by 4.0 % year-on-year
 - 1Q 2013 net sales from continuing operations was MEUR 15.8 (MEUR 16.4, 1Q 2012)
- Operating result from continuing operations was slightly negative and decreased year-on-year due to the non-recurring items of approximately MEUR 0.8
 - 1Q 2013 operating loss from continuing operations was MEUR -0.4 (operating loss of MEUR -0.1 including MEUR 0.3 of non-recurring costs related to collecting the receivables from TerreStar companies, 1Q 2012)

Operating profit without non-recurring items was MEUR 0.4

(MEUR 0.2, 1Q 2012)



5					
-recurring	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13
Net Sales	16,4	16,6	14,1	16,4	15,8
Operating Result	-0,1	-0,9	2,0	-3,2	-0,4
Operating result w/o non-recurring items	0,2	0,0	0,8	0,9	0,4



Wireless Market Outlook



EB's products for the defense market

- In the global defense equipment market EB currently aims at bringing its products to the global defense market with the target to gradually increase the product sales in the next few years.
 - the development of defence budgets varies geographically.
- For the markets of national security and other authorities,
 EB offers specialized customized solutions based on its product platforms.
 - The trend of adopting new commercial technologies is expected to continue in special verticals such as public safety.
 - The specific LTE frequency band allocations for authorities create demand for customized LTE devices.
- In the mobile infrastructure market EB offers R&D services
 - the use of LTE technology is expected to continue strong creating the need for R&D services for LTE base station product variants.
- Need for R&D services for connected devices for various end user needs emerged during 2012 and this trend is expected to continue in 2013.



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.

WIRELESS BUSINESS SEGMENT

- the demand growth will be driven especially by
 - the increasing use of the LTE technology that increases the performance of mobile networks, and
 - the authorities' needs for new communication solutions that use commercial technologies of smart phones and mobile networks, as well as
 - the growing need of companies to provide wireless connectivity of their devices, targeted to consumers and for professional use, to broader solutions.
- General cost saving measures of the public sector reflects in the demand in the defense and public safety markets in Europe.



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).
- Operating result is expected to be clearly better in the second half than in the first half of 2013, due to
 - the higher product license sales during the second half of the year and other seasonality factors in the Automotive Business Segment , and
 - the cost saving measures in the first half in the Wireless Business Segment.
- The non-recurring net profit of about EUR 23 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 the possible non-recurring income or costs related to the reorganization cases of TerreStar Networks Inc.



Financial Reports in 2013

- Interim Report 2Q 2013 on August 8, 2013
- Interim Report 3Q 2013 on November 7, 2013

Elektrobit Corporation

Tutkijantie 8 Fin - 90590 Oulu Tel. +358 40 344 200

www.elektrobit.com

88

EB Investor Relations:

CEO Jukka Harju

Tel:. +358 40 344 5466

<u>Investor.relations@elektrobit.com</u>

