

Secure Information
Flow



Interim Report Q3
26th October 2006
Ilkka Hiidenheimo

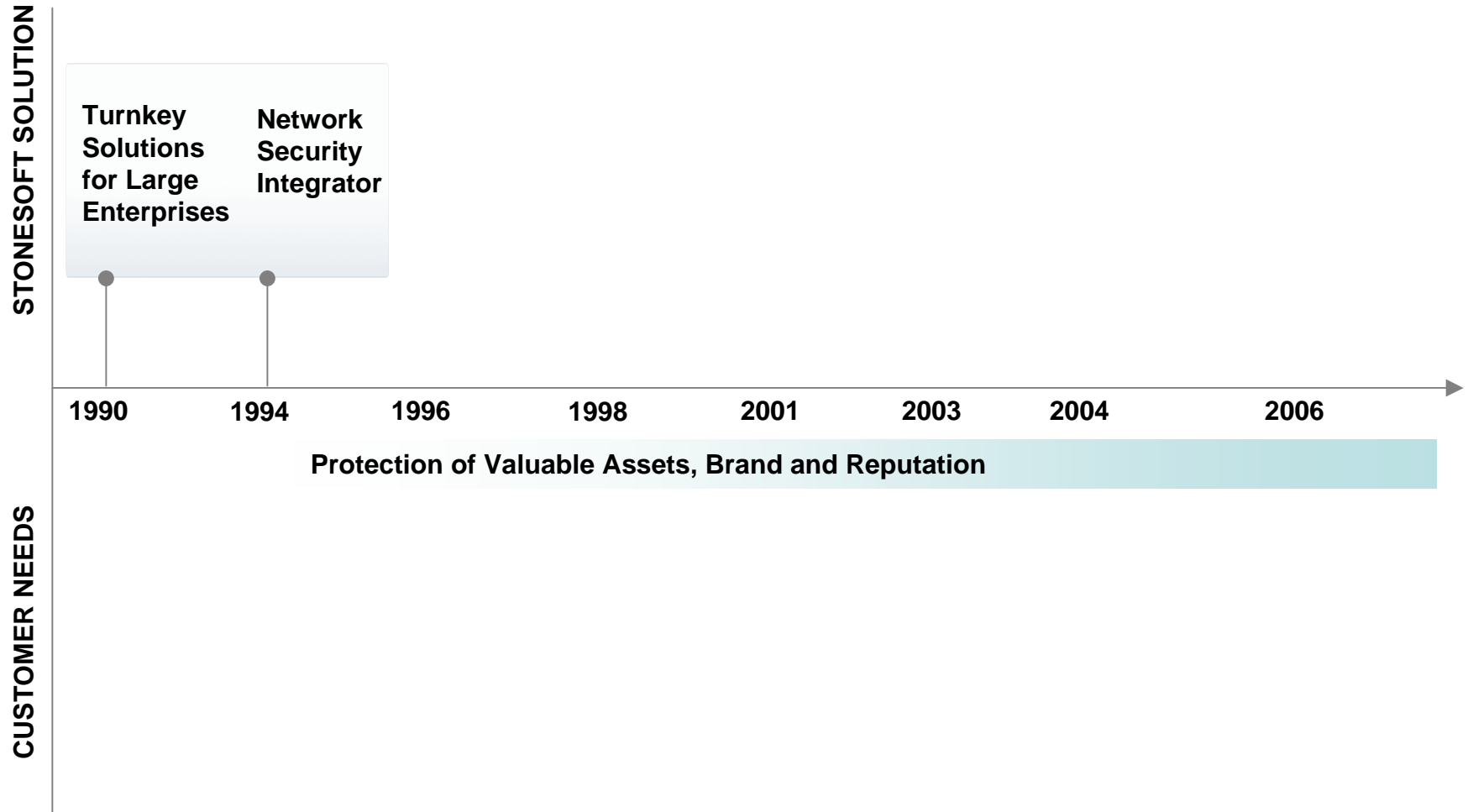
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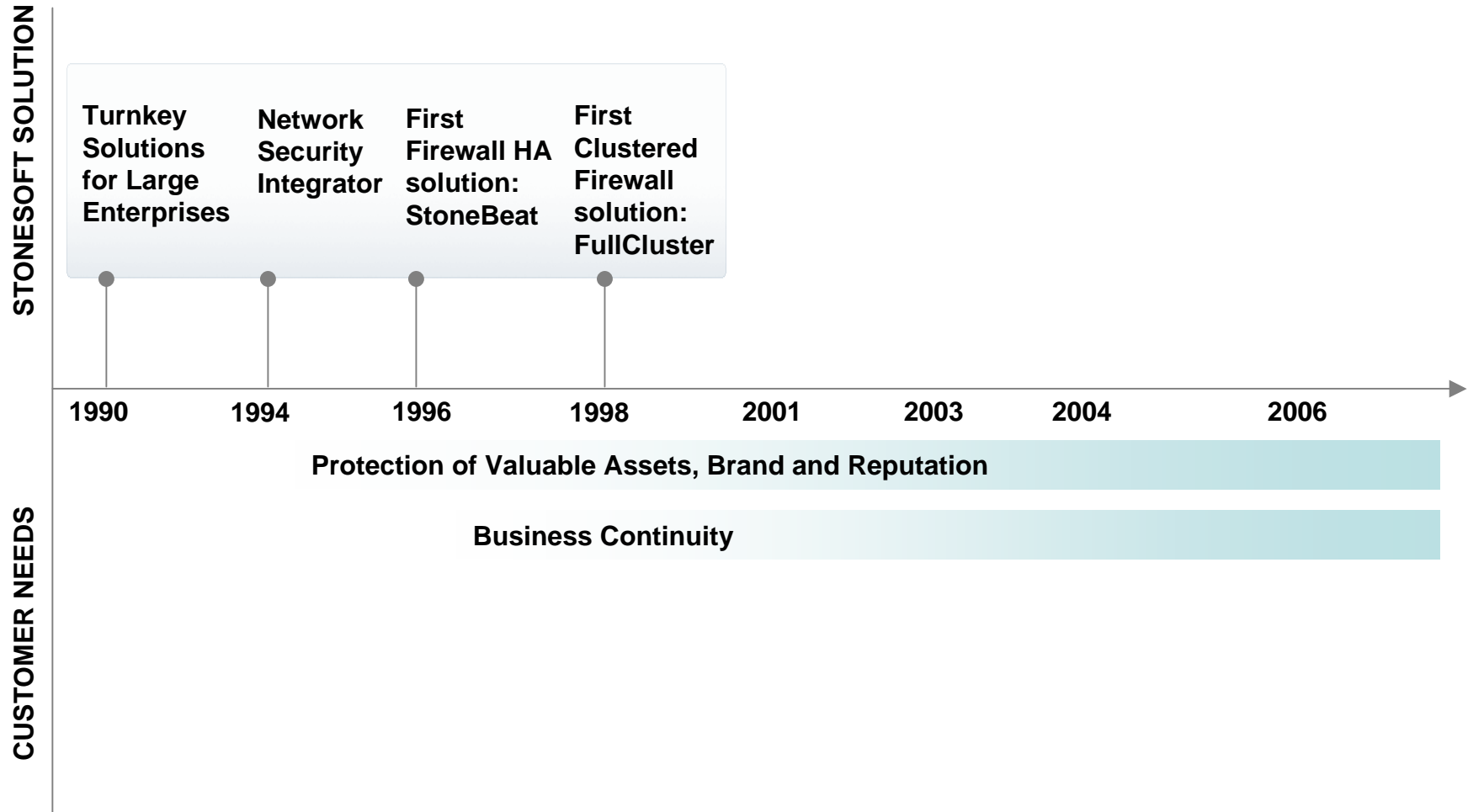
- Secure Information Flow – New position on the market because of the new parts of the product offering
- Net sales + 17%
- Sales of StoneGate +44%, in Europe and USA +70%
- In Europe good development in all major countries
- Sales in USA indicates signs of continuous growth
- In APAC re-organization of operations and focusing in China and India
- New partner agreements on several markets
 - TietoEnator, ITPS, Noxs, Siemens
- StoneGate IPS resonated well on the market

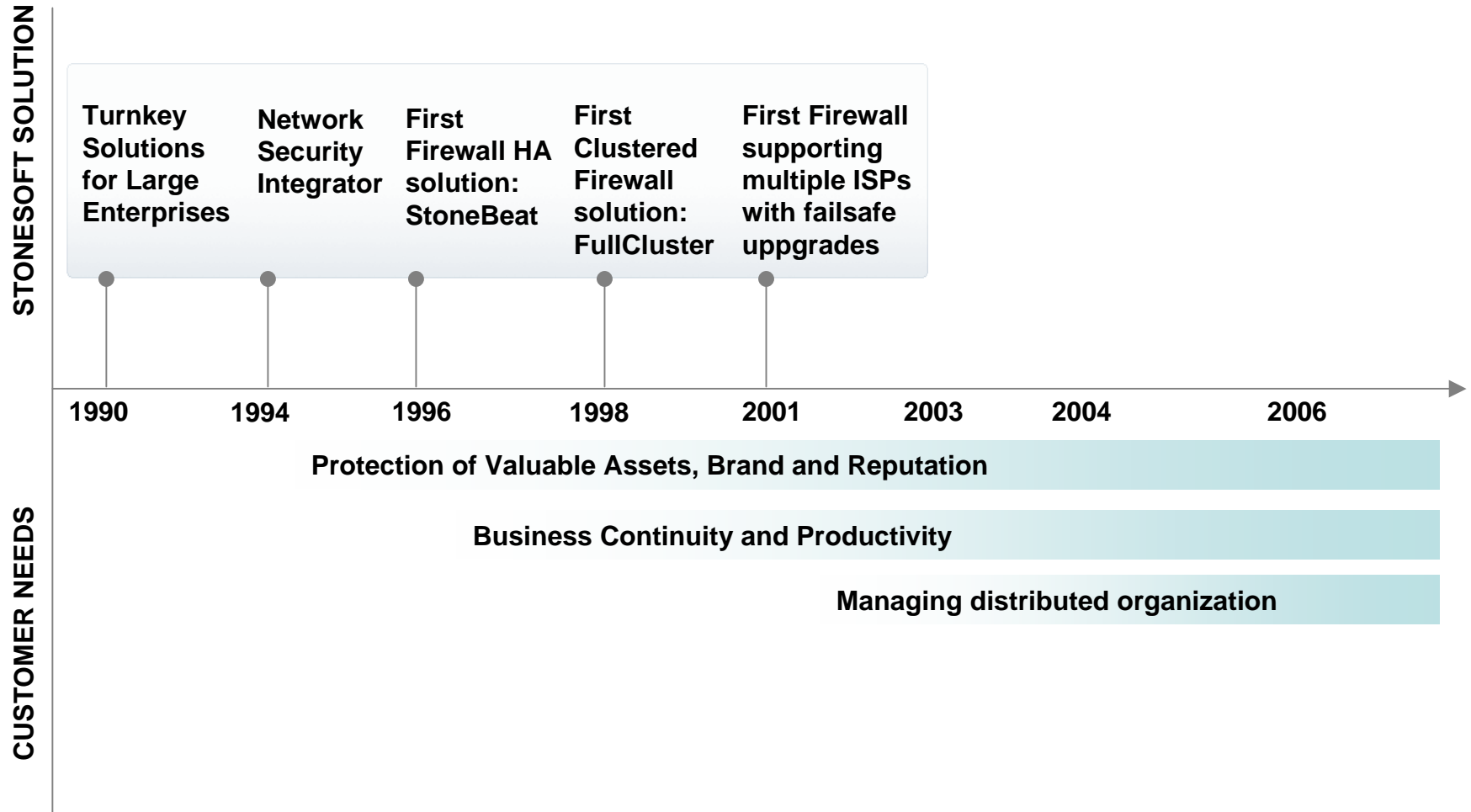
Secure Information Flow

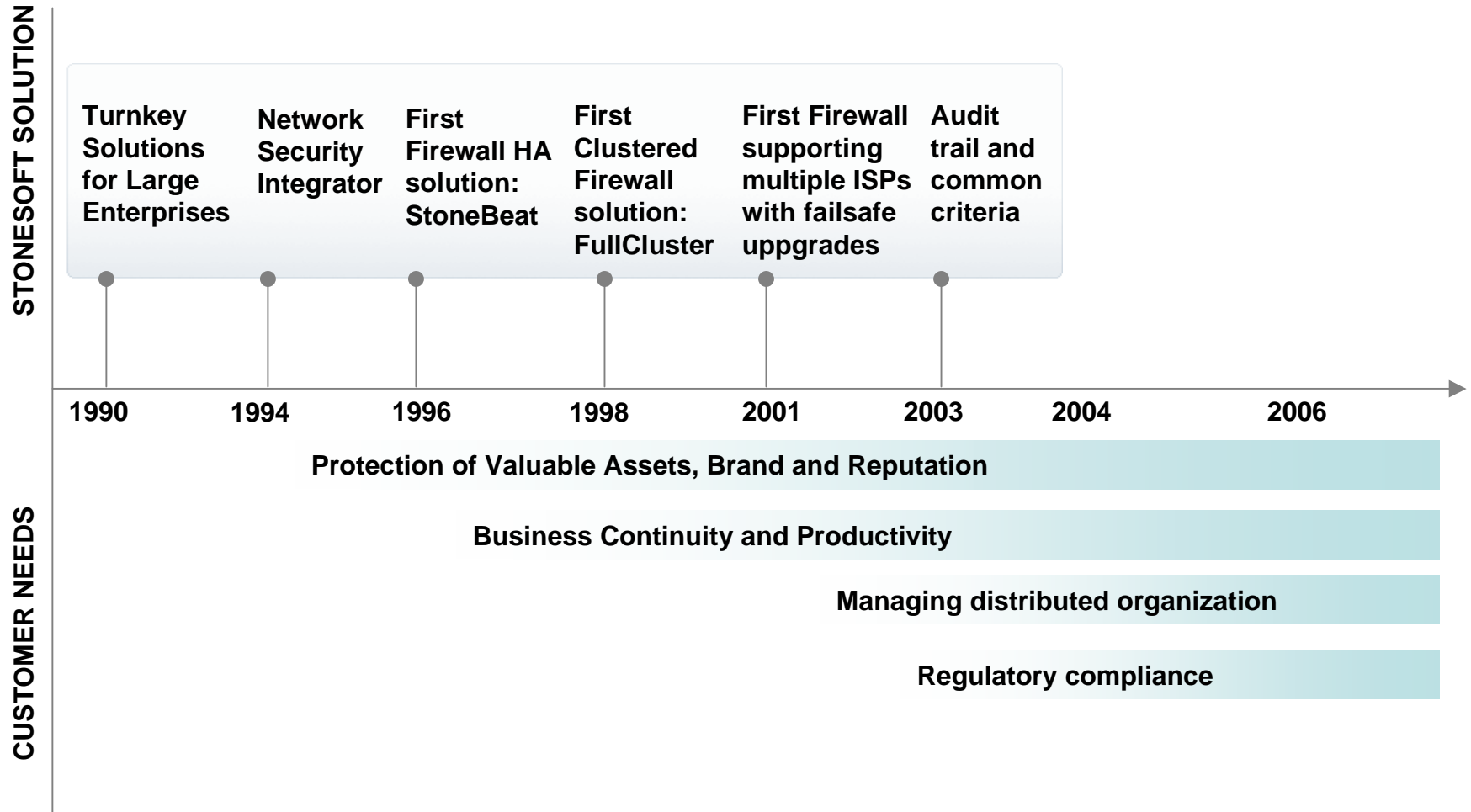
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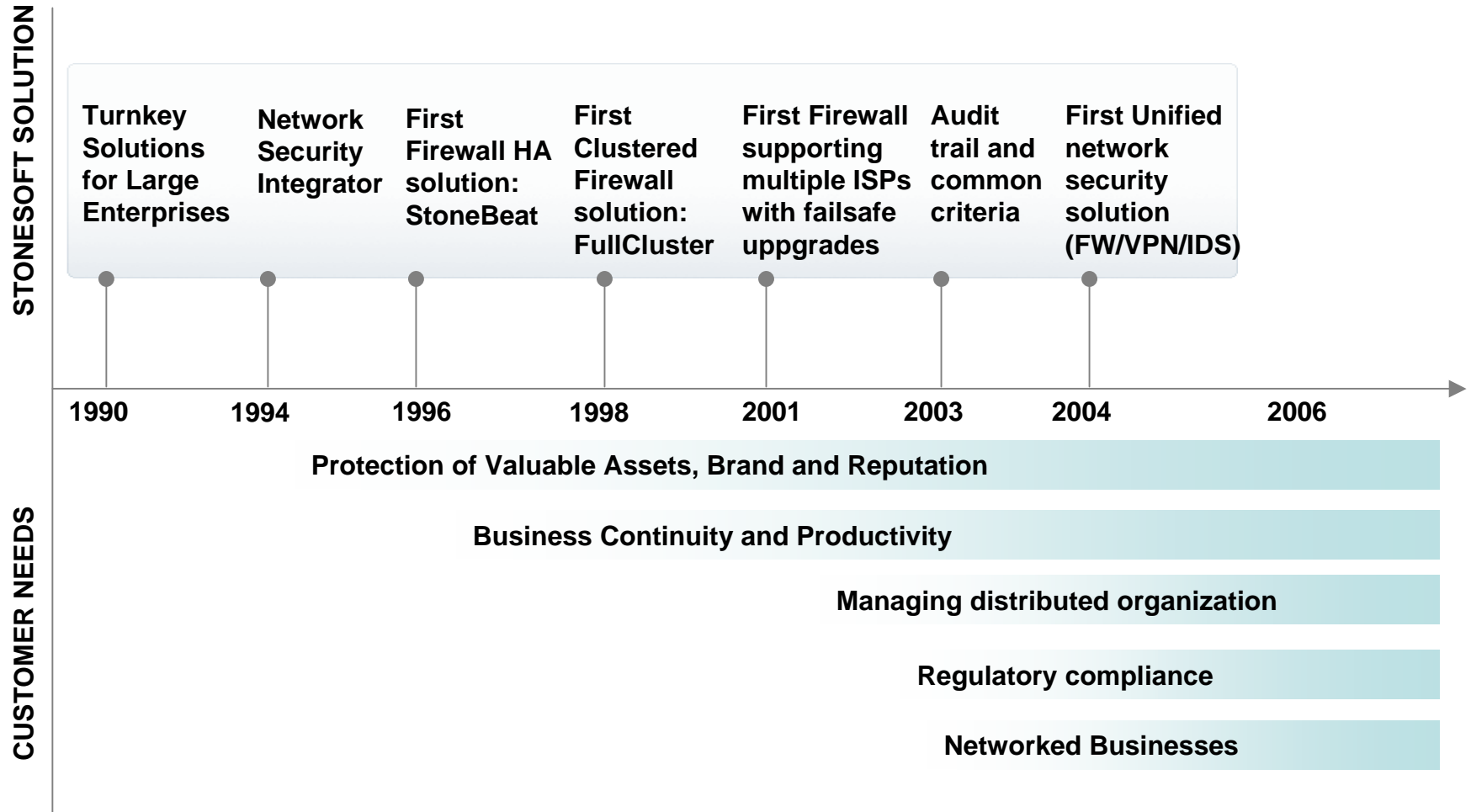
From Network Security Provider to Provider of Unified
Communication Continuity

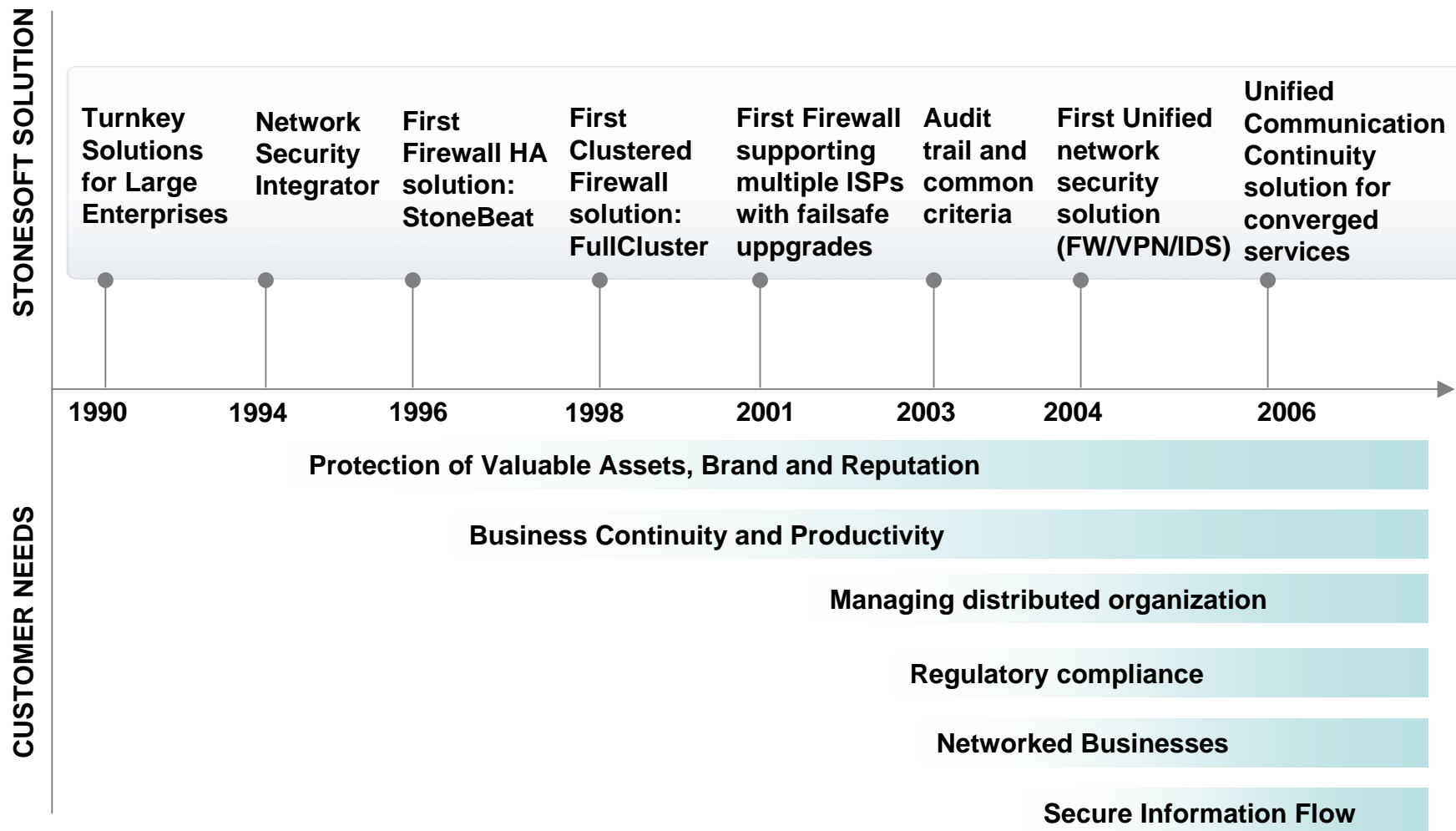












- Net sales EUR 5.5 millions, EUR 0.8 millions or 17% more than 2005
- The net sales of the core business, network security products and services grew by 24%
- StoneGate sales were EUR 2.3 millions, an increase of 44% compared to 2005.
- Operating loss (EBITA) of EUR –1.3 millions, compared with a loss of EUR – 1.5 millions in 2005
- The group's cash flow was EUR –3.2 million (-0.6 million)
- The company returned to growth after the dismal Q2

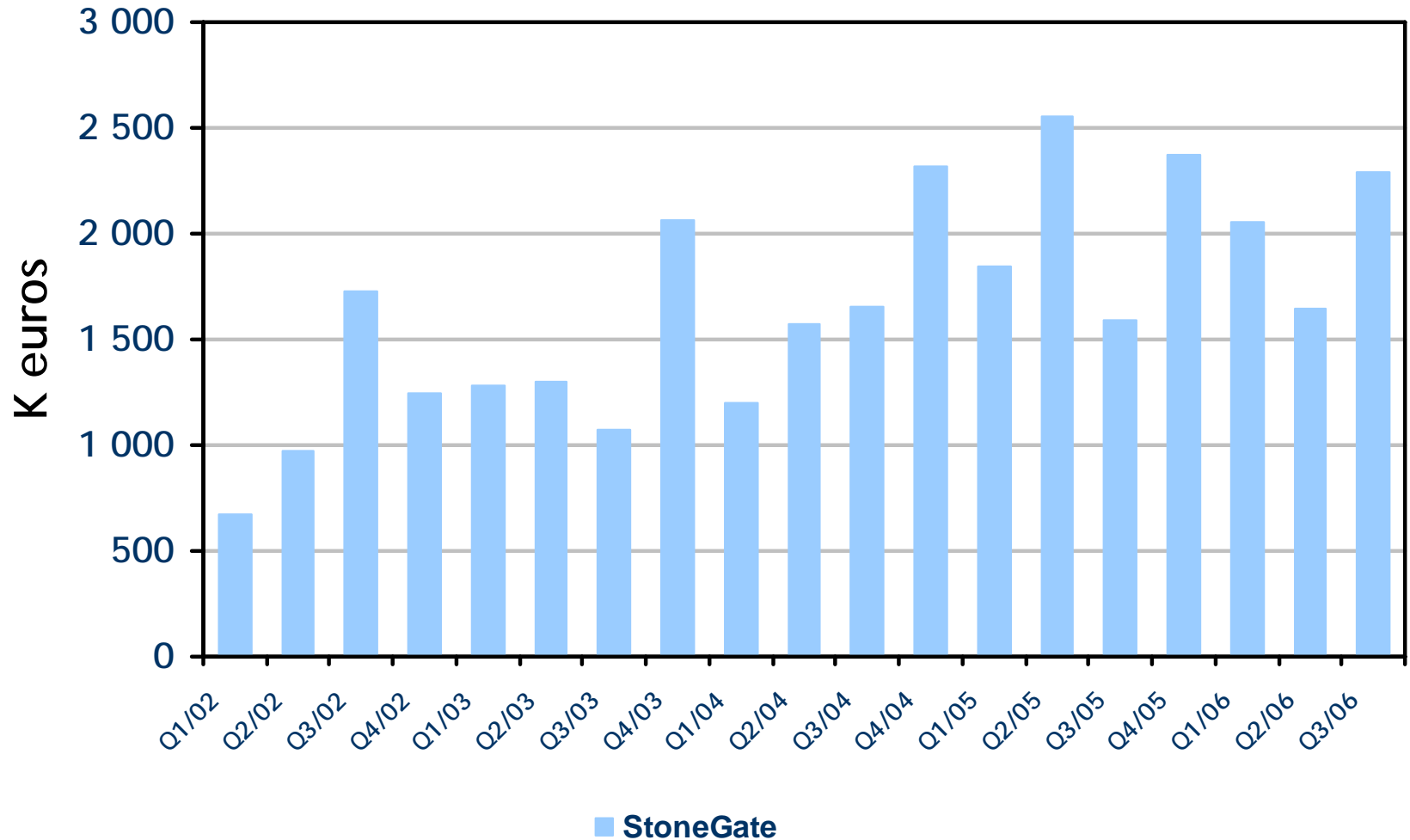
- Net sales EUR 16.1 millions, 0.4 millions less than in 2005
- The net sales of the core business, network security products and services was EUR 12,2 millions, on the same level as last year
- StoneGate sales were EUR 6.0 millions, no change compared to 2005.
- Operating loss (EBITA) of EUR –4.6 millions, compared with a loss of EUR –4.3 millions in 2005

- The overall progress and the growth of the sales was promising
- Continue the achievement of the growth strategy
- Boost the sales on several markets
- Further strengthen the co-operations with partners
- Continue marketing and pr activities

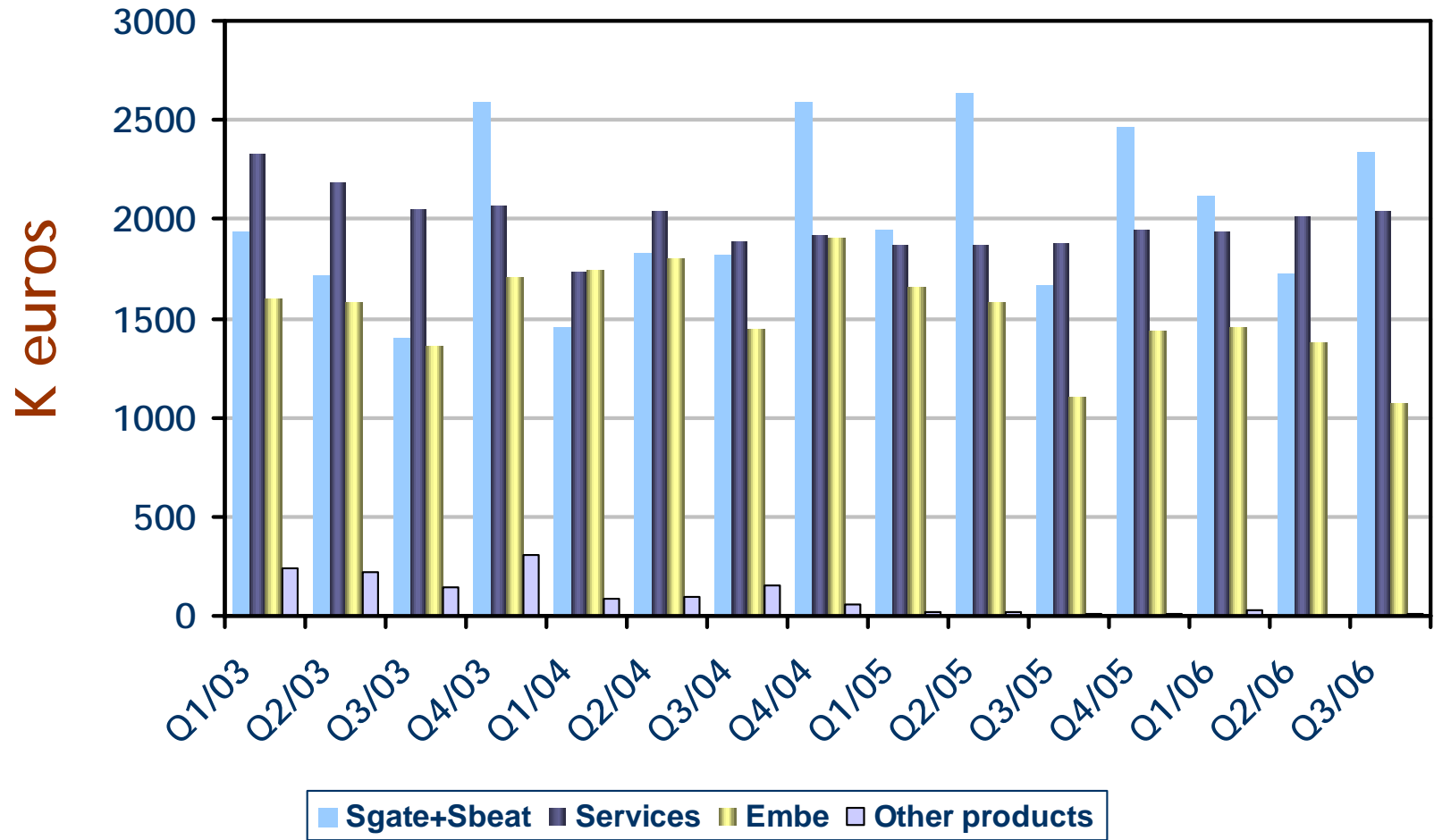


Q3/2006 Financials

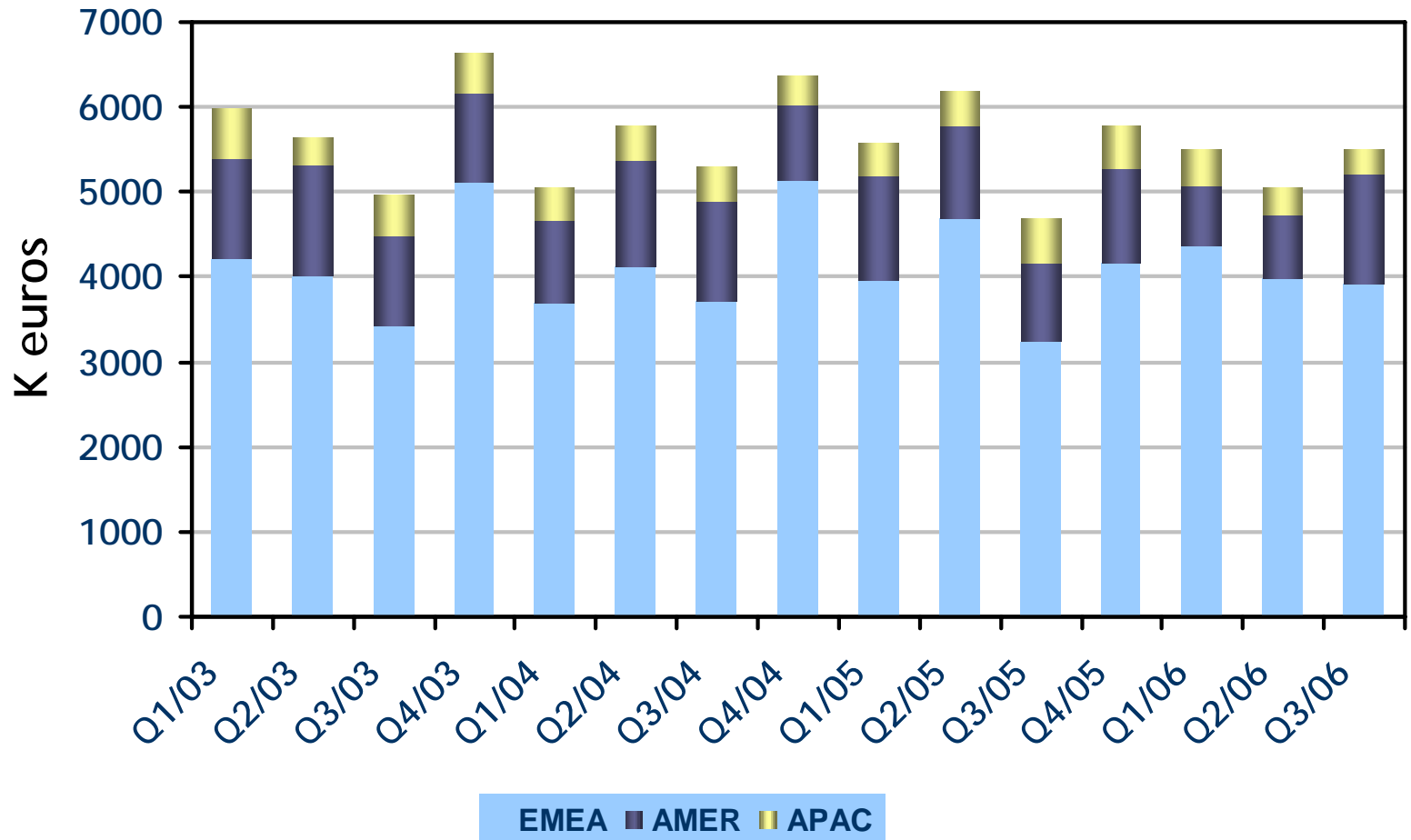
StoneGate Sales by Quarter



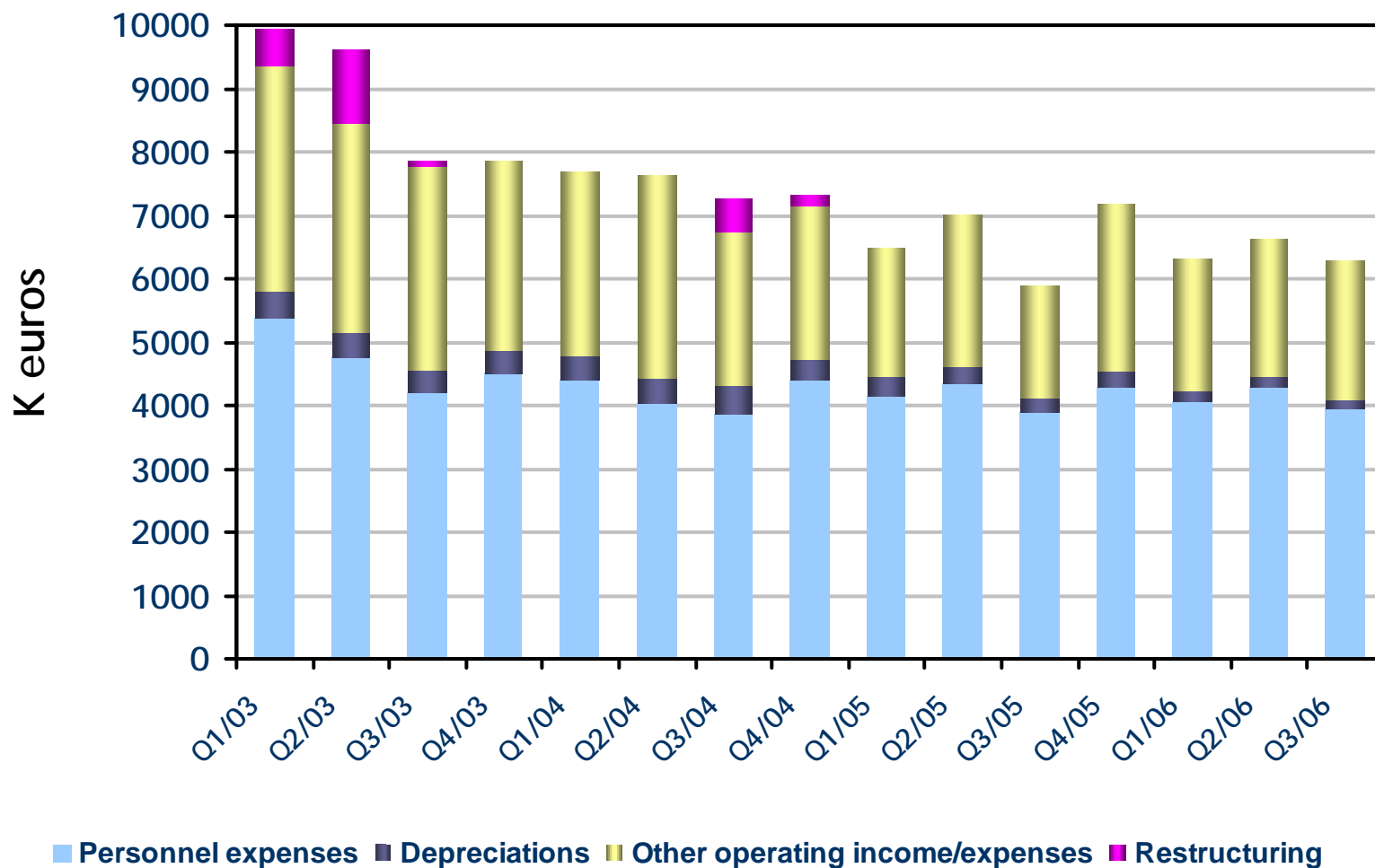
Sales by Product



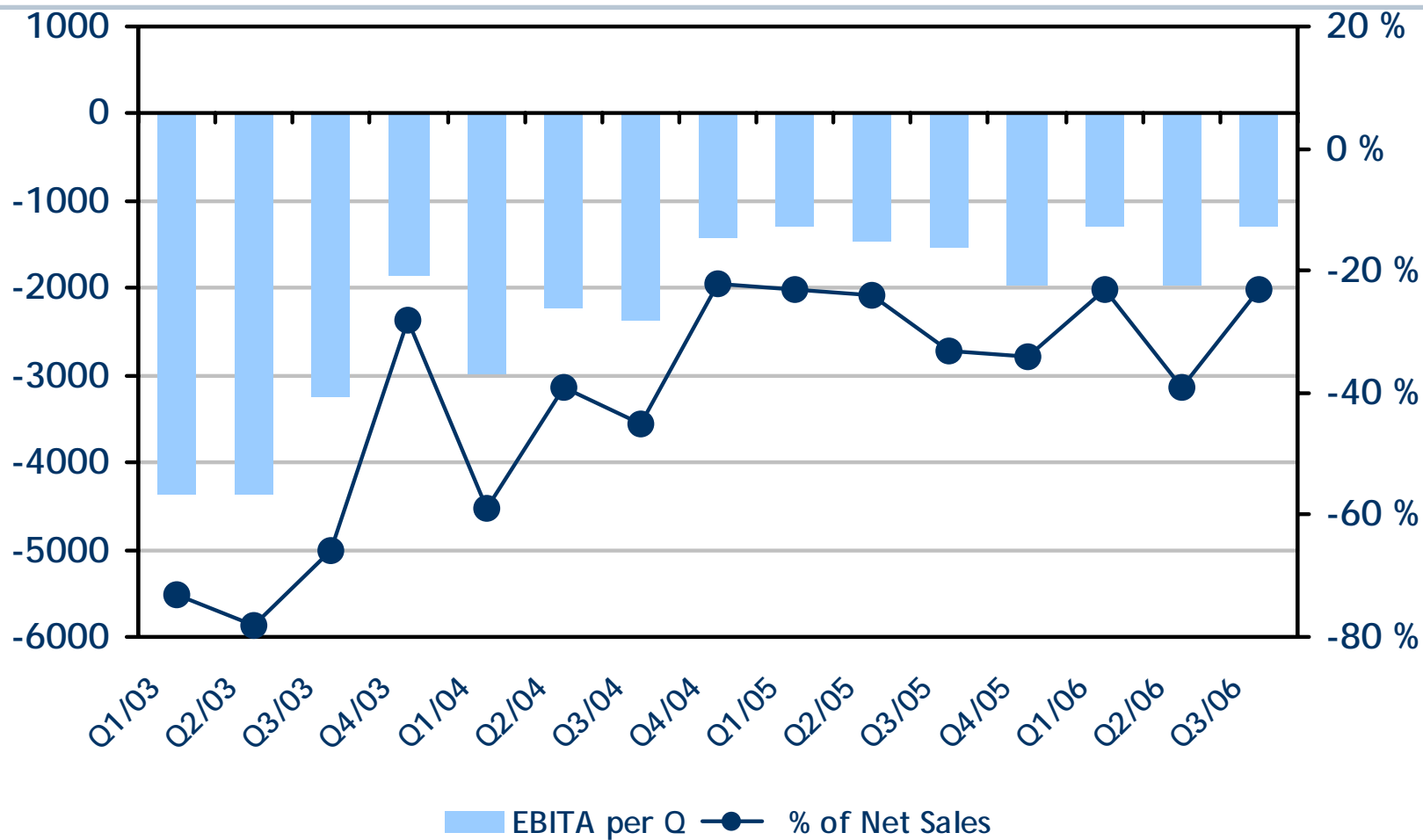
Net Sales by Area



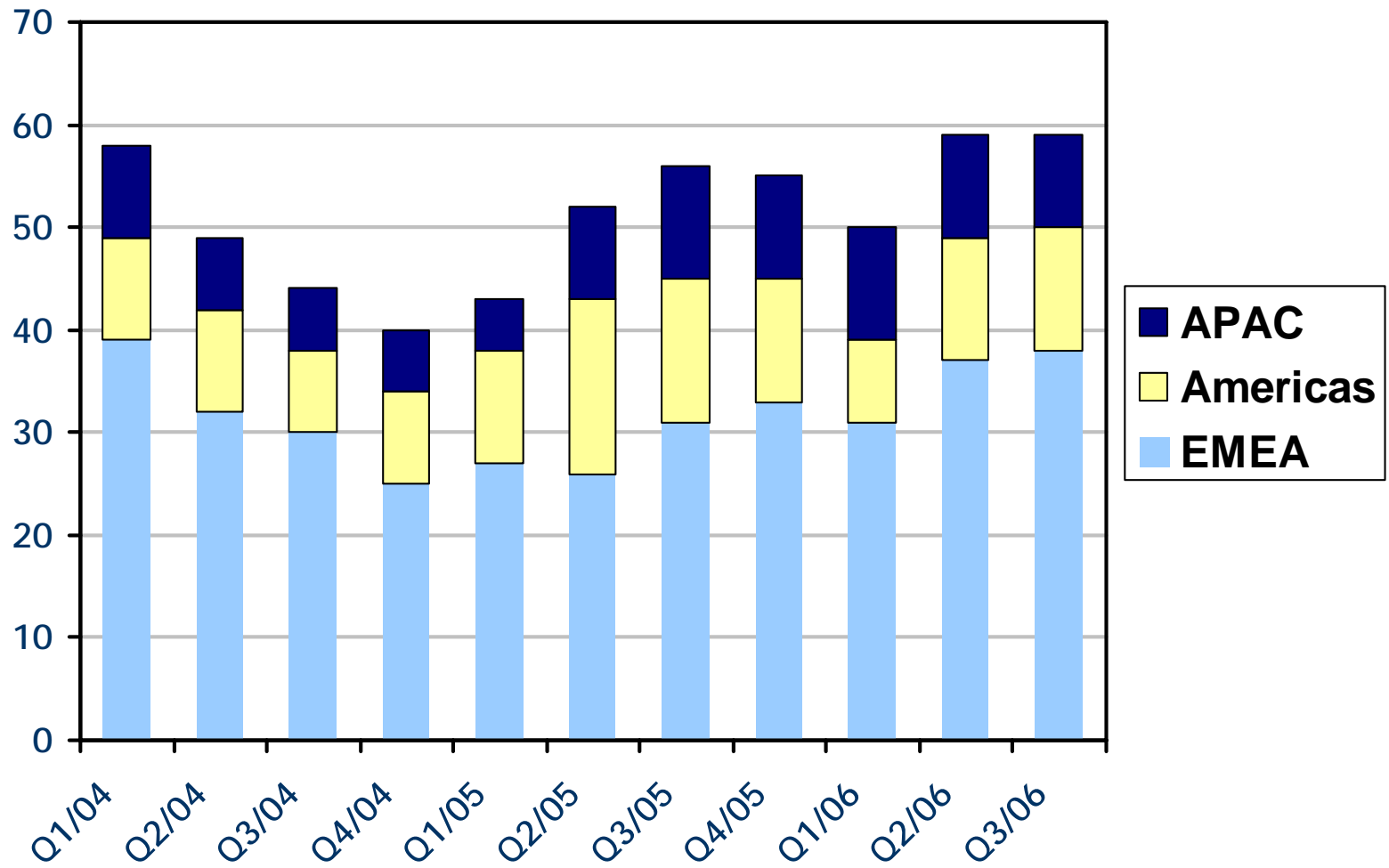
Operating Costs by Quarter Q1/04 → IFRS



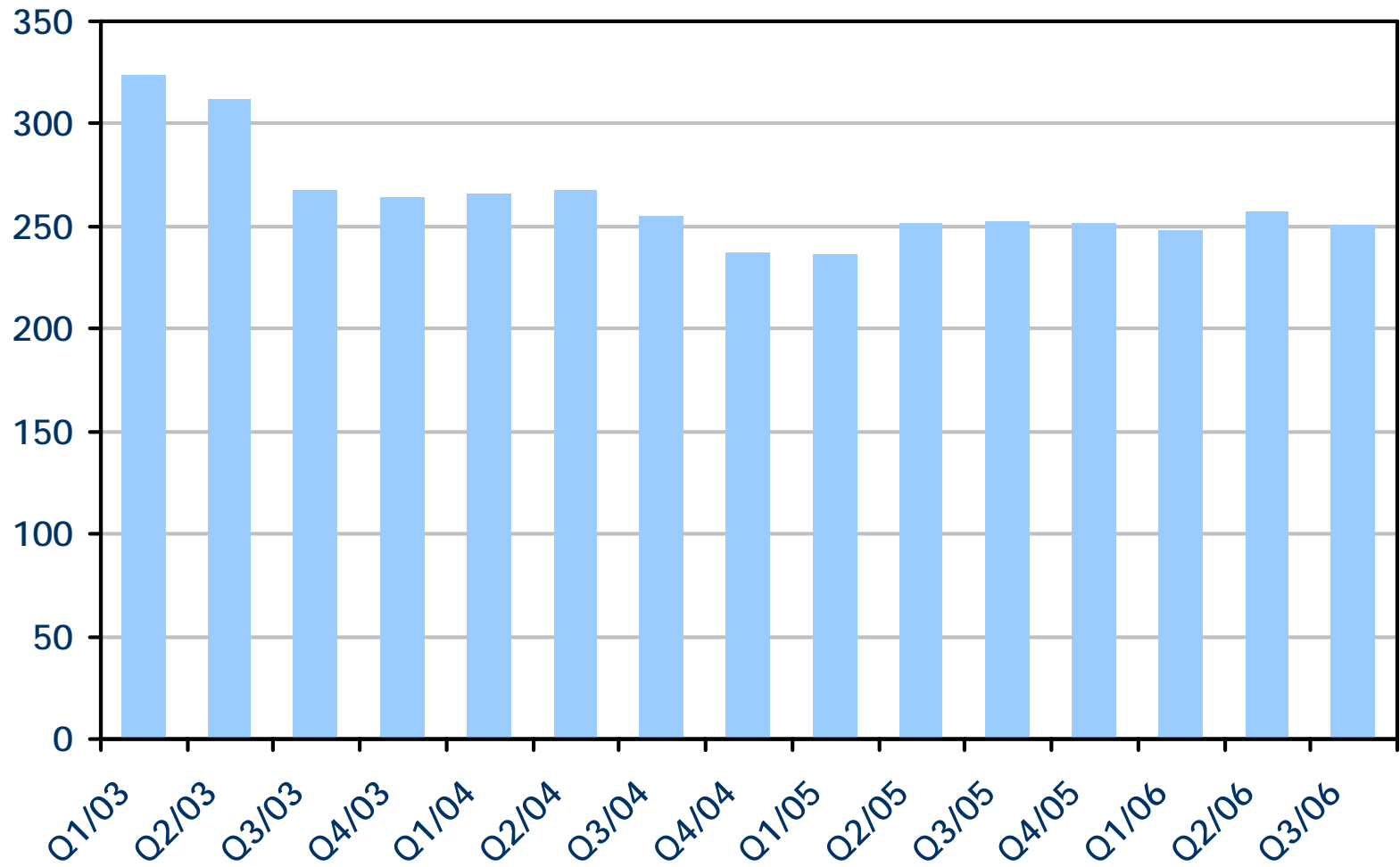
EBITA by Quarter Q1/04 → IFRS



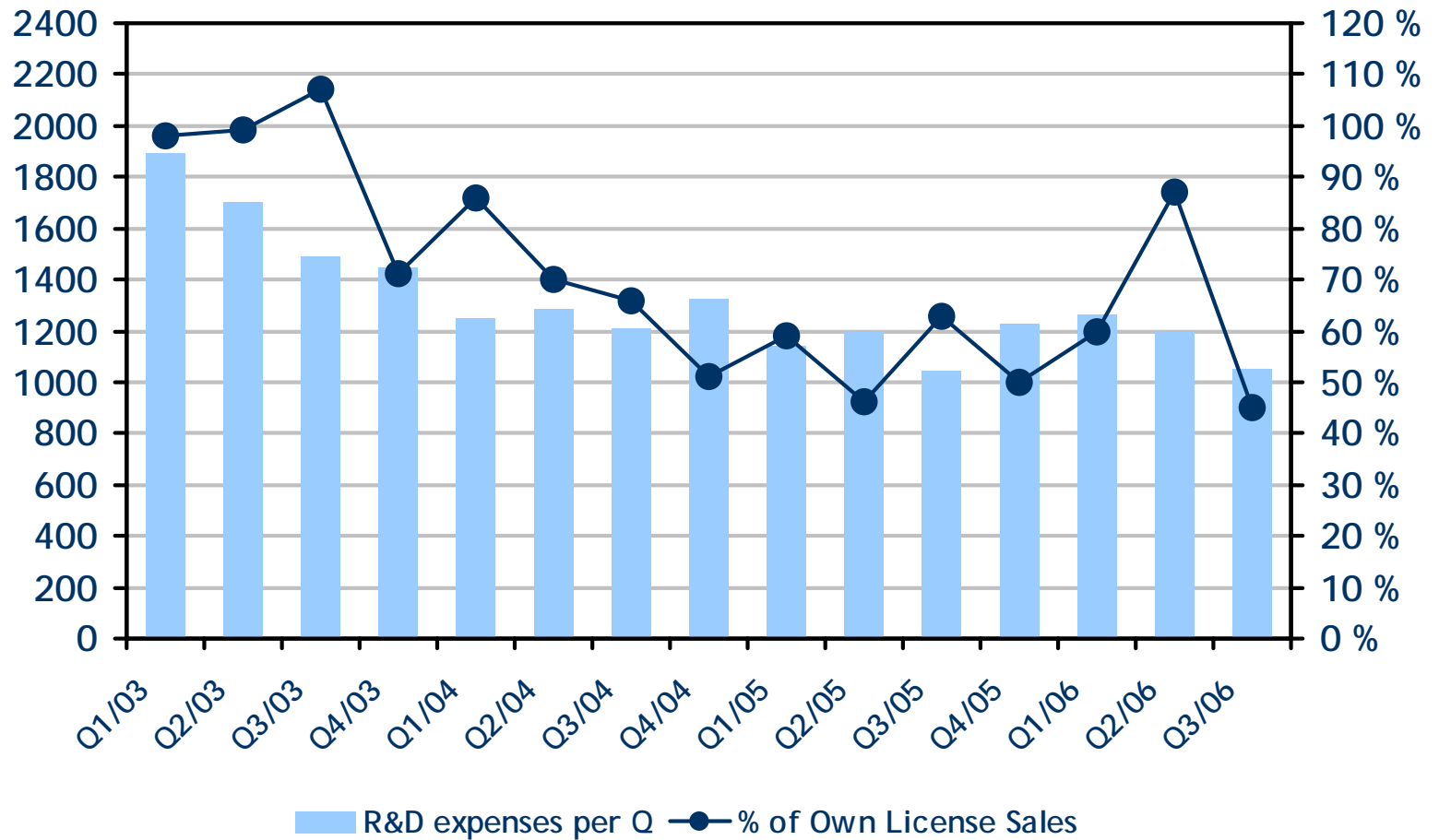
Sales Personnel at the End of Quarter

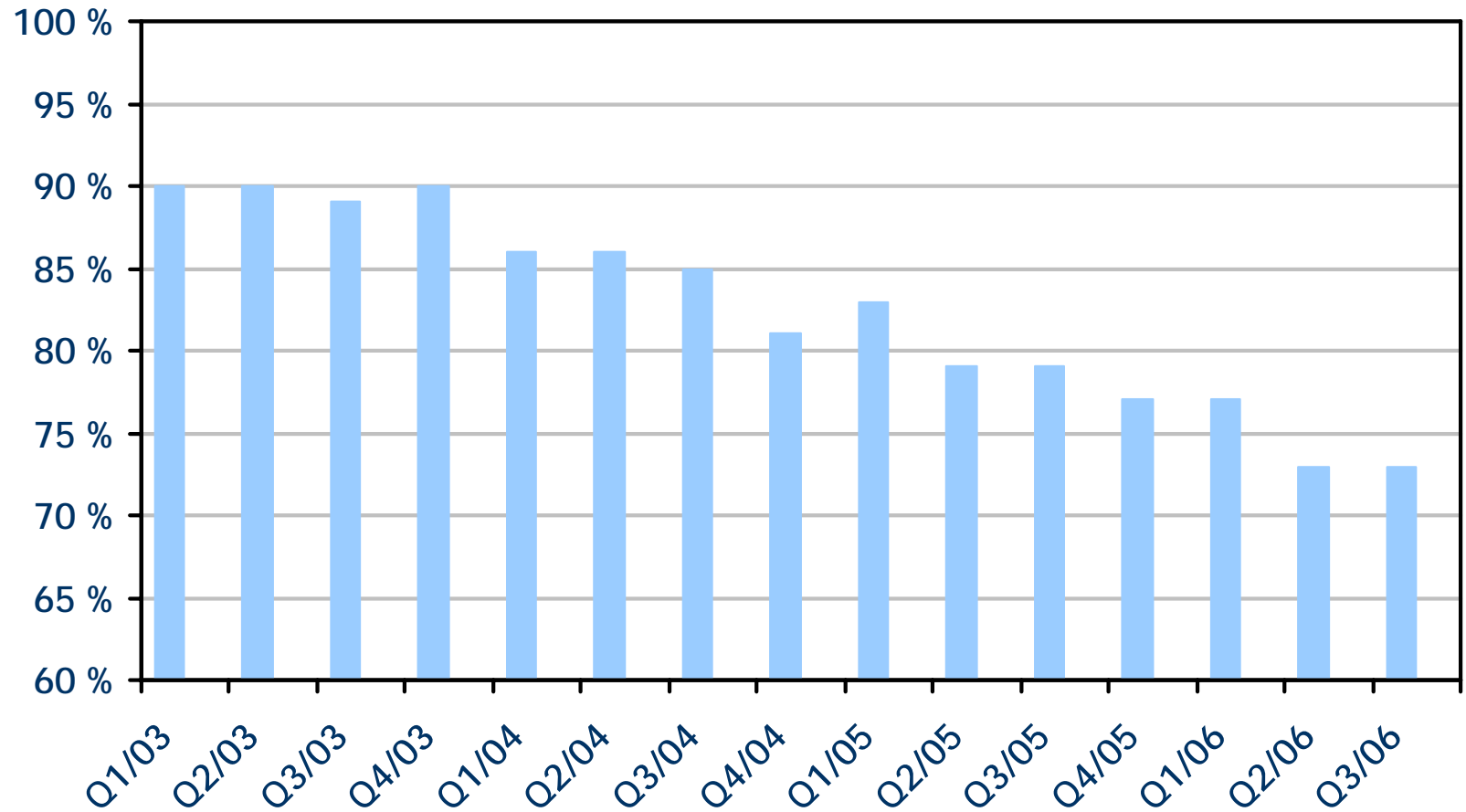


Personnel at the End of Quarter

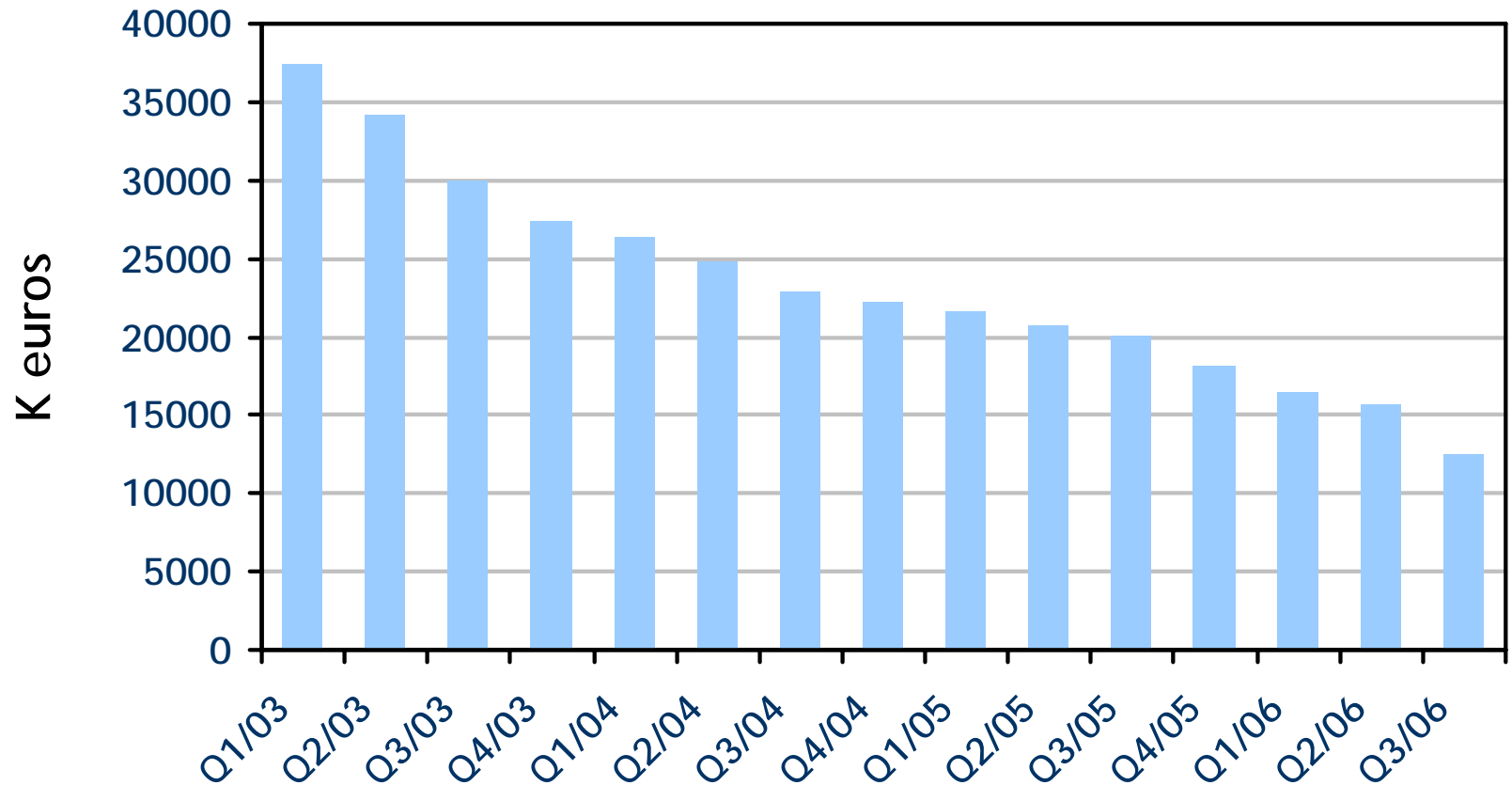


R&D Expenses (Q1/04 → IFRS)

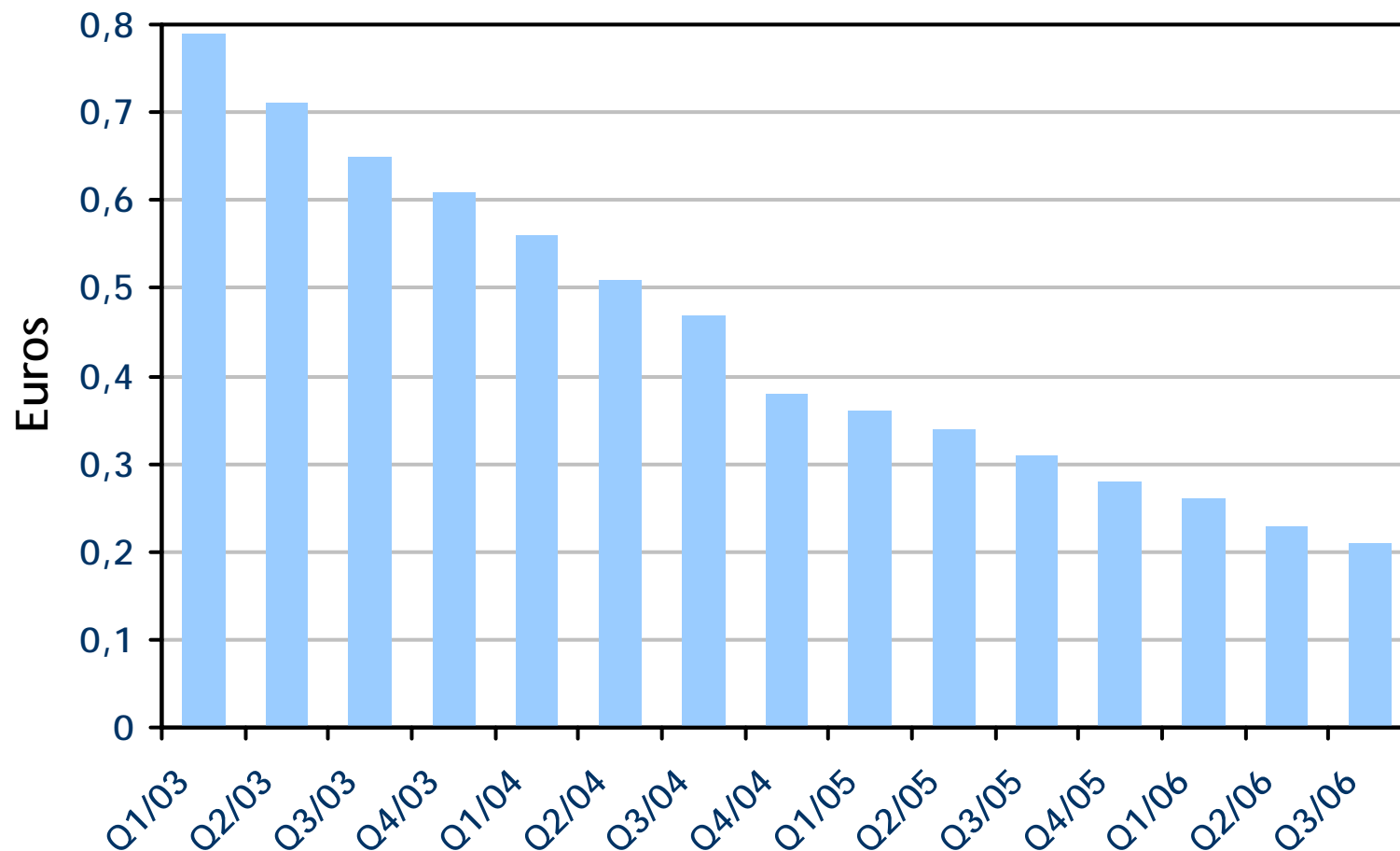




Liquid Funds (Q1/04 → IFRS)



Shareholders Equity / Share (Q1/04 → IFRS)



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