

# **SYSOPENDIGIA Plc's Q4 and Financial Statements for 2007**



**Juha Varelius, President and CEO  
5 February 2008**

# SYSOPENDIGIA in brief



- Headquartered in Helsinki
- Offices in Finland, Sweden, Russia and Estonia
- Among the world's major competence centres of software developers for smartphones for leading mobile phone manufacturers
- Superior know-how on real-time information systems
- Over 1200 professionals on the payroll
- Listed on the OMX Helsinki Nordic Stock Exchange (SYS1V)

# Market segments and customers



## Telecommunications

- Mobile handset manufacturers
- Semiconductor manufacturers
- Operators
- Over 600 professionals
- Tommi Laitinen

## Industry and Trade

- Trade and wholesale
- Transportation and logistics
- Industry
- Over 250 professionals
- Juha Sihvonen

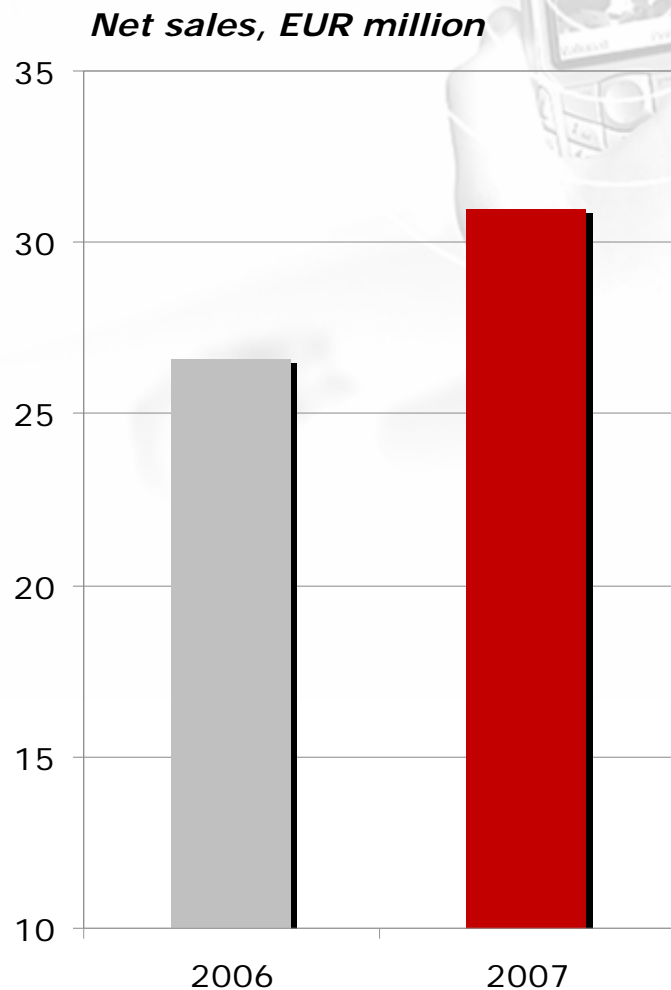
## Finance and Services

- Equity ja Fund management
- Banking and services
- Public sector and associations
- Over 250 professionals
- Juha Leinonkoski

# Overview of Q4/2007

- Operating profit and the profitability considerably exceeded the company's corresponding figures year on year
- During the last quarter company's organic growth was raised to a new level as planned
- Earnings per share increased significantly year on year
  - 0.08 € -> 0.13 €

# Consolidated net sales Q4 2007

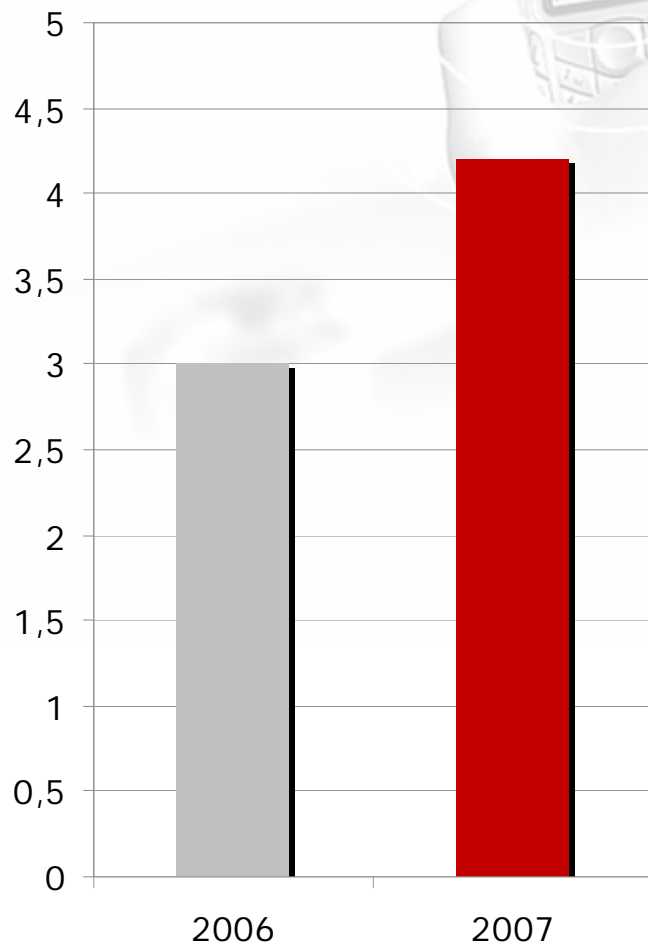


	<b>10- 12/2007</b>	10- 12/2006
Telecommunications	<b>14.0</b>	11.9
Finance and Services	<b>9.3</b>	7.4
Industry and Trade	<b>7.7</b>	7.3
<b>SYSOPENDIGIA</b>	<b>31.0</b>	26.6

- Consolidated net sales EUR 31.0 million, up 16.5 per cent
- Pro forma growth 12.7 per cent
- Product business accounted for 15.9 per cent of net sales, up 22.5 per cent

# Consolidated operating profit Q4 2007

Operating profit, EUR million



	10-12/2007	10-12/2006
Telecommunications	1.8	1.6
Finance and Services	1.4	0.5
Industry and Trade	1.0	0.9
<b>SYSOPENDIGIA</b>	<b>4.2</b>	<b>3.0</b>

- Consolidated operating profit EUR 4.2 million
- Up 41.1 per cent



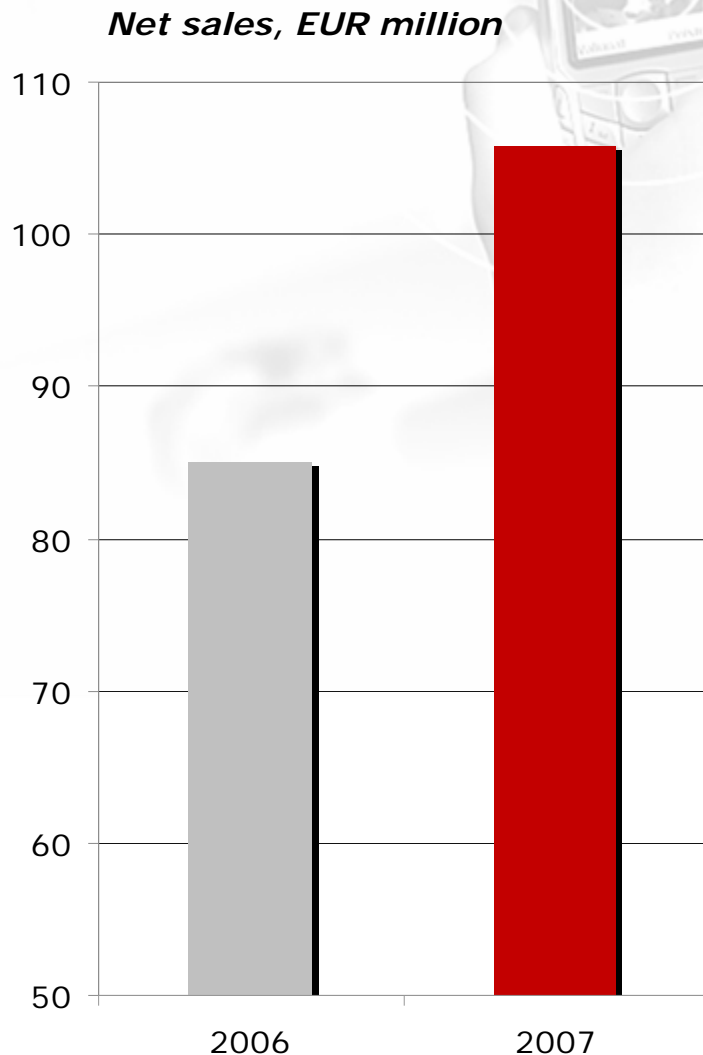
# Overview of the reporting period 2007

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- Efficiency, quality and delivery capacity are in a key role
- Values and value-based bonus system
- Implementing internationalisation strategy through carefully managed steps
- Strengthening organic growth



# Consolidated net sales 1-12/2007

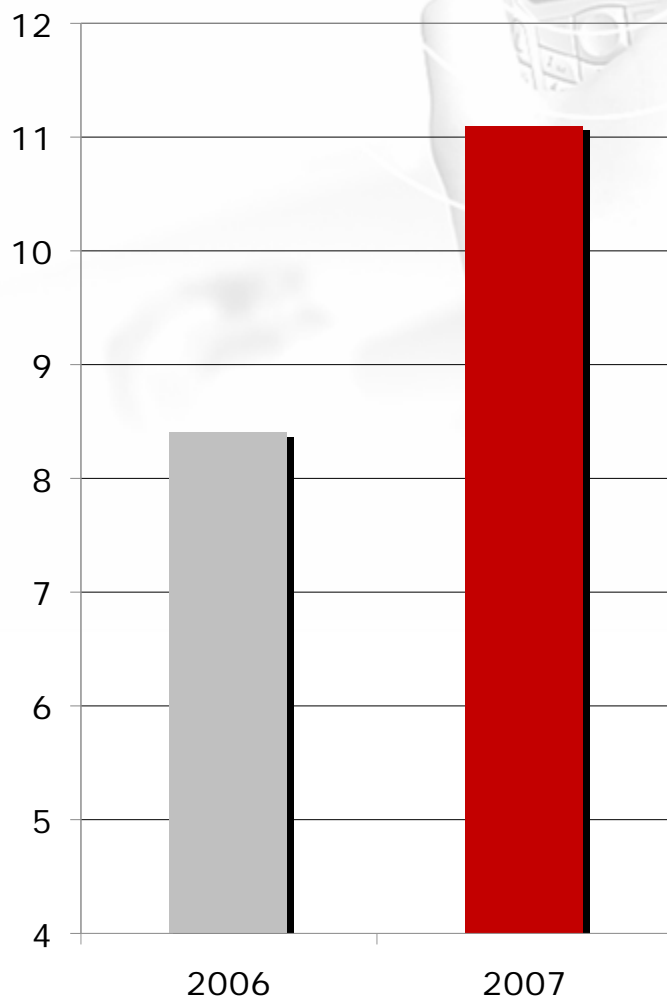


	<b>1-12/2007</b>	1-12/2006
Telecommunications	<b>48.0</b>	43.6
Finance and Services	<b>29.3</b>	23.6
Industry and Trade	<b>28.6</b>	17.7
<b>SYSOPENDIGIA</b>	<b>105.8</b>	85.0

- Consolidated net sales EUR 105.8 million, up 24.6 per cent
- Pro forma growth 6.0 per cent
- Product business accounted for 17.3 per cent of net sales, up 60.5 per cent

# Consolidated operating profit 1-12/2007

*Operating profit, EUR million*



	1-12/2007	1-12/2006
Telecommunications	5.7	4.0
Finance and Services	2.6	2.3
Industry and Trade	3.5	2.0
<b>SYSOPENDIGIA</b>	<b>11.1</b>	<b>8.4</b>

- Consolidated operating profit EUR 11.1 million, up of 32.6 per cent
- Profitability (Ebit percentage) 10.5 per cent
- Operating profitability before one-off expenses 11.3 per cent

# Financial Statements 1-12/2007

1-12 2007

1-12 2006

Profitability

**10.5** %

9.8 %

Cash flow from operations

**6.2** Meur

5.8 Meur

Net gearing

**65** %

72 %

Equity ratio

**47** %

44 %

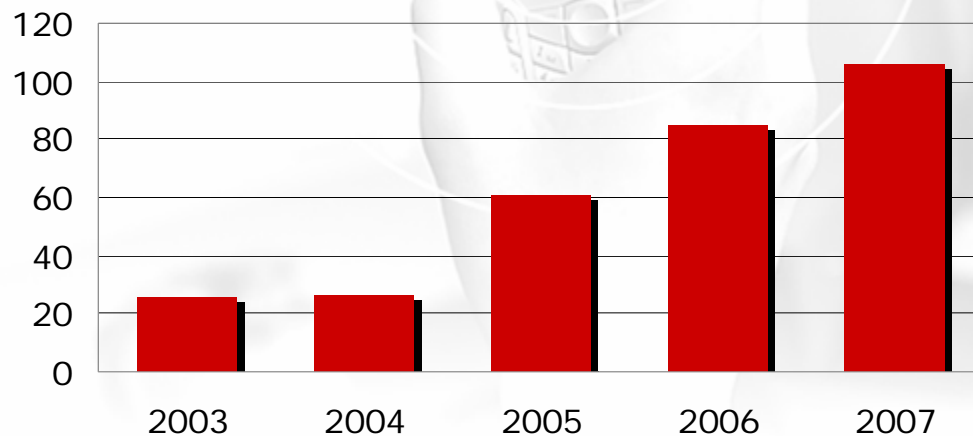
Earnings per share

**0.29** Euros

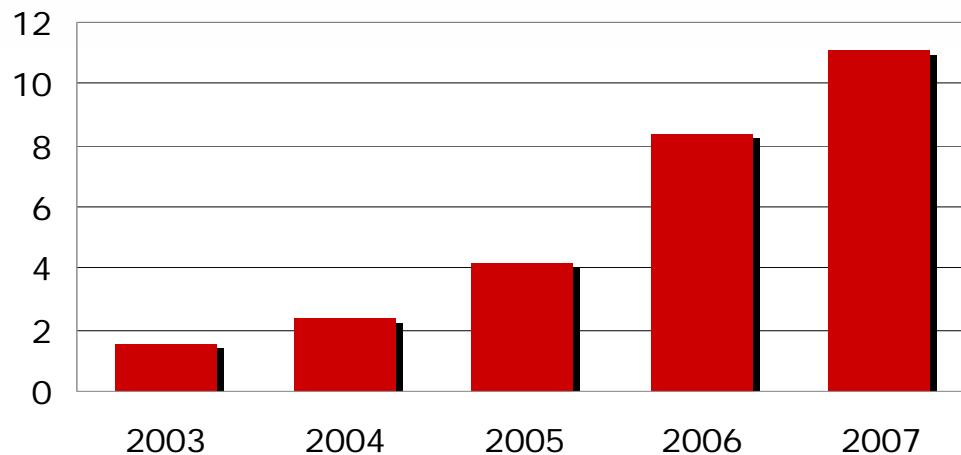
0.25 Euros

# SYSOPENDIGIA 2003-2007

Turnover, 2003-2007, EUR million



EBIT, 2003-2007, EUR million

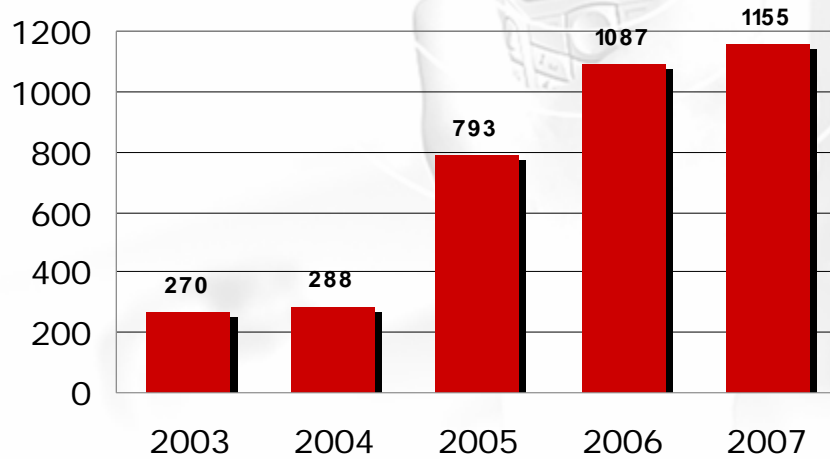


# Business outlook

- SYSOPENDIGIA has a strong position in smartphone development and operators ICT solutions
  - New international customers
  - Linux-based 3G smartphone
  - Recruitment activity continues and will be extended to countries with lower cost levels
  - After the reported period company has invested to Russian market (Sunrise-r)
- Organisational change, combined with high demand, enabled the Finance and Services division to achieve an excellent result during the last quarter of 2007
  - Business activities in Sweden have started well and being very promising
  - Utilisation rate is expected to continue in good level
- ERP business continued to grow during Q4 and Enterprise RAPID concept developed according to plan
- Integration solutions function as key facilitators and provide the basis for the implementation of real-time enterprise systems
  - Supporting all solution areas of SYSOPENDIGIA
  - Increasing demand for new productised integration solutions around technologies such as RFID

# Personnel

## Personnel in total, 2003-2007



## Personnel by segments

- Telekommunikations 49.5 %
- Finance and Services 24.2 %
- Industry and Trade 21.6 %
- Administration and management 4.7 %

- At the year end, 1155 professionals, growth 6.2%
- Over 3000 received job applications in 2007



Thank You!

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