   

Making the many faces of messaging

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Year 2000 market

- The number of mobile subscribers continued to grow rapidly - especially in Asia-Pacific and Latin America
- IT/Telco stock market went up and down
- Mobile Internet expectations included hype
- New service providers and system providers
- 3 G and multimedia messaging expectations increased interest in UM
- Unified Messaging service adoption a little slower than predicted

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- Sales growth estimate exceeded
- Profitability clearly better than predicted
- All major customers expanded Tecnomen systems
- Prepaid sales grew fast and business reached black figures
- Asia-Pacific sales grew fast including two over 8 MEUR Messaging contracts
- Successful Tecnomen IPO
- eZONER, the first wireless Internet product towards 3 G messaging product architecture was launched

Key figures, EUR million

	2000		1999
Sales	66.4	*+ 31 %*	50.7
Operating Profit	5.5	*(8.2 %)*	1.2
Net profit	5.8		0.4
Equity ratio	86.1		31.1
R&D of Sales	23 %		21 %
Personnel (average)	484		423

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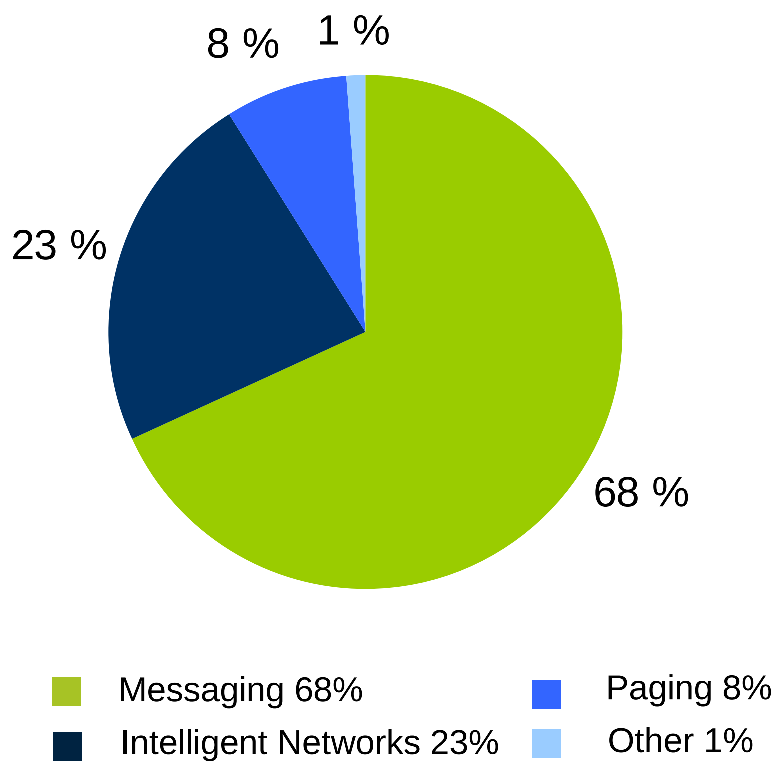
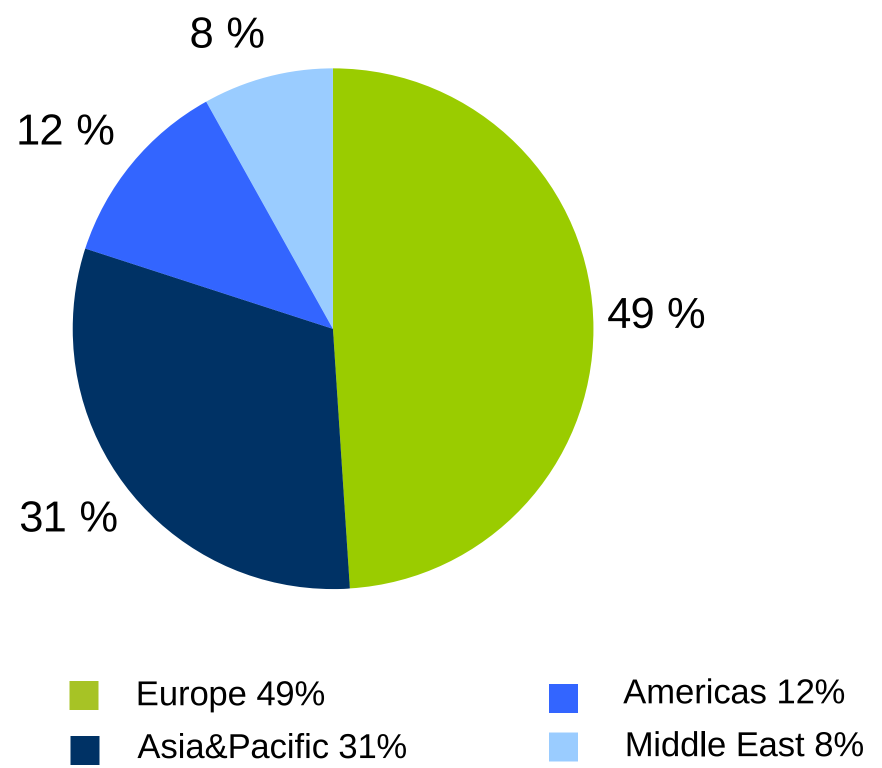
Sales Breakdown 2000

By Product Group



By Area



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Annual Accounts 2000

CFO Riitta Järnstedt

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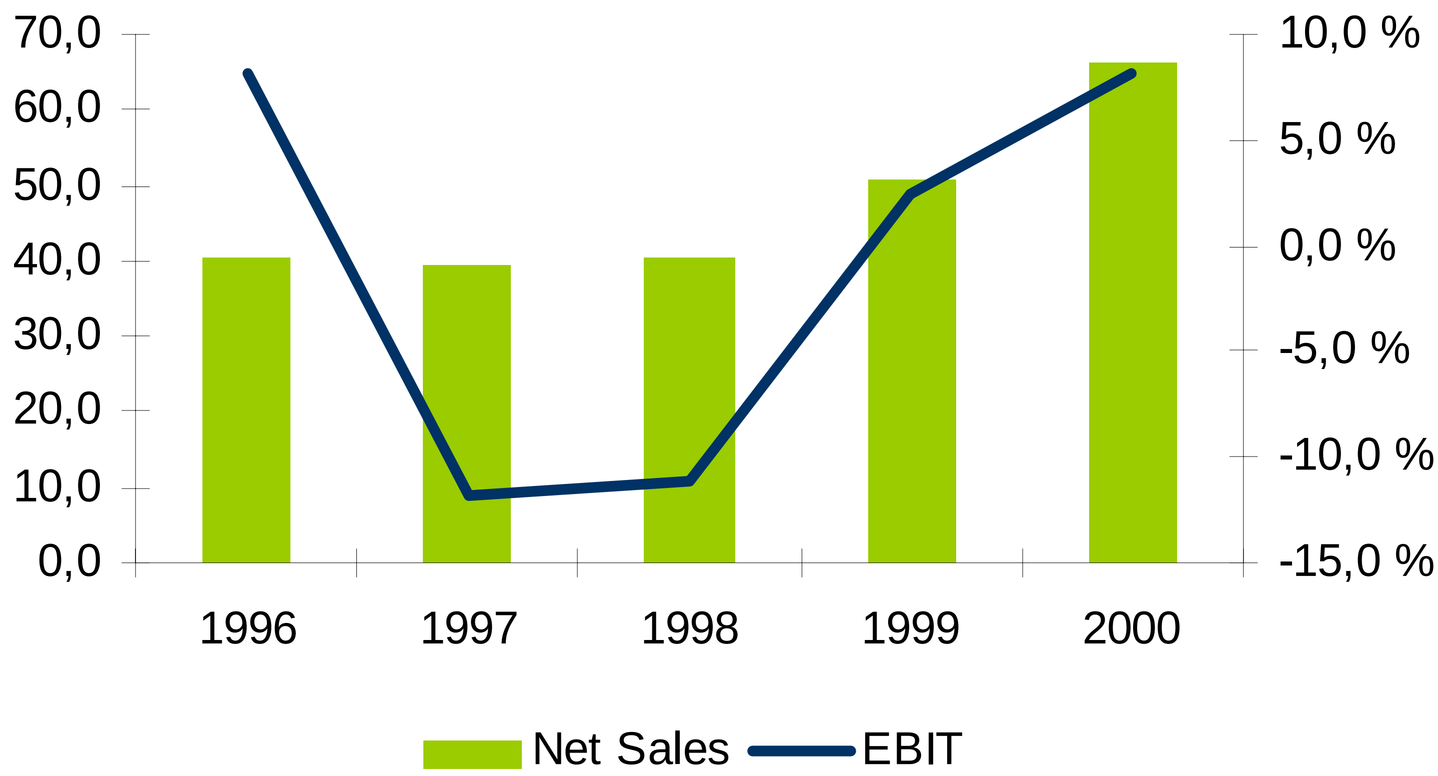
Development of turnover, EUR Million and EBIT % of turnover



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Consolidated profit and loss account, EUR million

	12/2000	12/1999
Net sales	**66.4**	**50.7**
Operating expenses	57.5	46.8
Depreciation	3.4	2.7
Operating profit	**5.5**	**1.2**
Financial income and expenses	0.3	-0.8
Profit before extraordinary items, taxes and minority interest	**5.8**	**0.4**
Taxes	-1.9	-0.2
Profit for period under review	**3.9**	**0.2**

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Consolidated balance sheet, EUR Million

	12/2000	12/1999
Assets		
Fixed assets and other non-current assets	13.3	12.3
Current assets	87.1	38.8
Total Assets	**100.4**	**51.1**
Shareholders' equity and liabilities		
Shareholders' equity	85.5	15.6
Minority interests	0.1	0.1
Long-term liabilities	1.8	21.2
Current liabilities	13.0	14.2
Total sharholders' equity and liabilities	**100.4**	**51.1**

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Consolidated cash flow statement, EUR million

	12/2000	12/1999
Cash flow from operating activities	5.3	2.8
Net cash used in investing activities	-4.5	-2.6
Net cash used in financing activities	42.3	-0.7
Cash and cash equivalent at the end of period	**43.1**	**-0.5**

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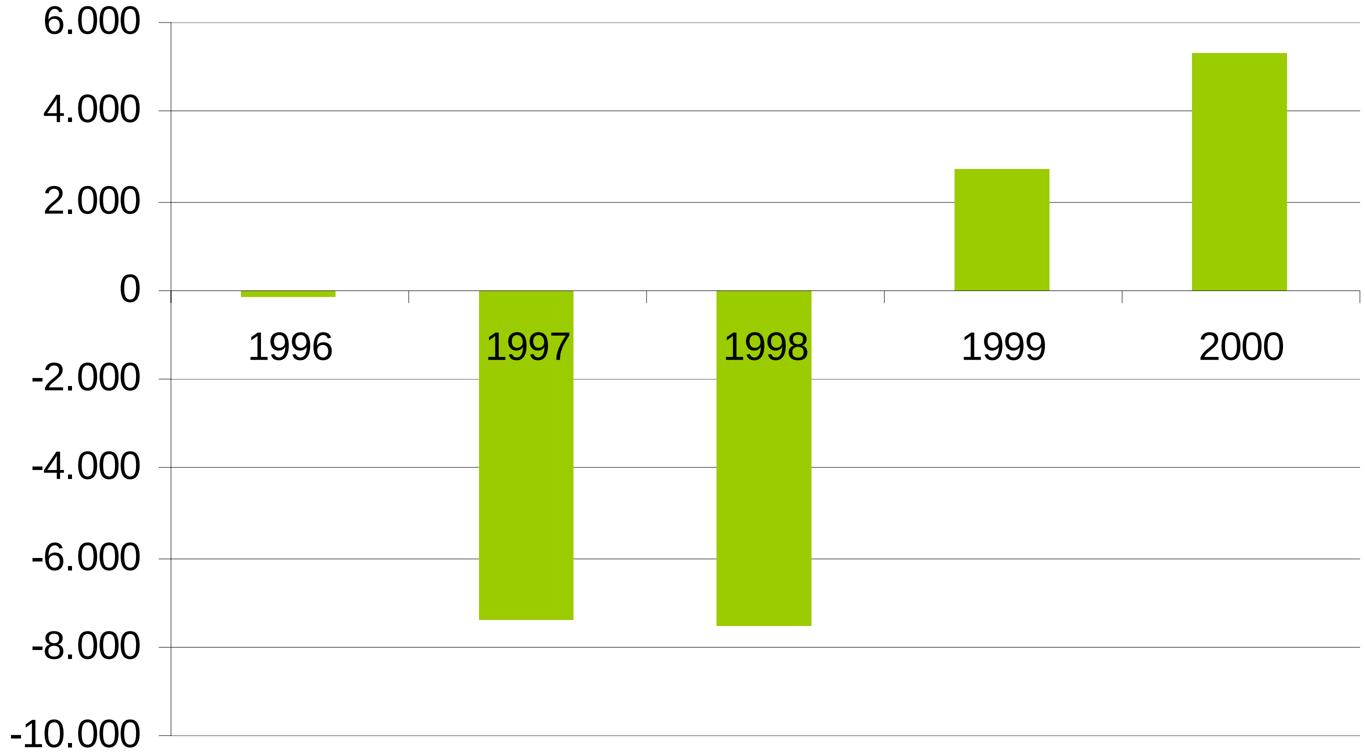
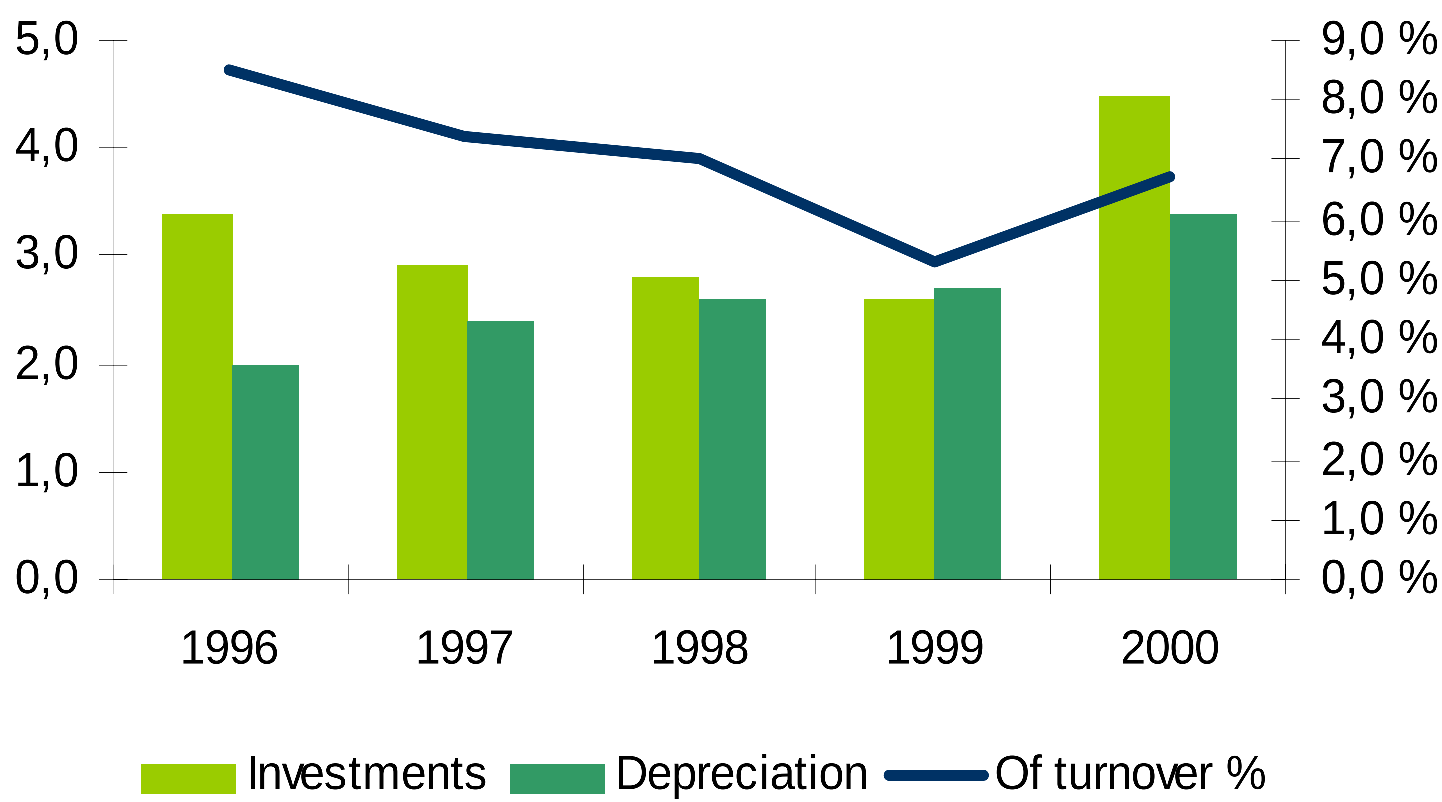
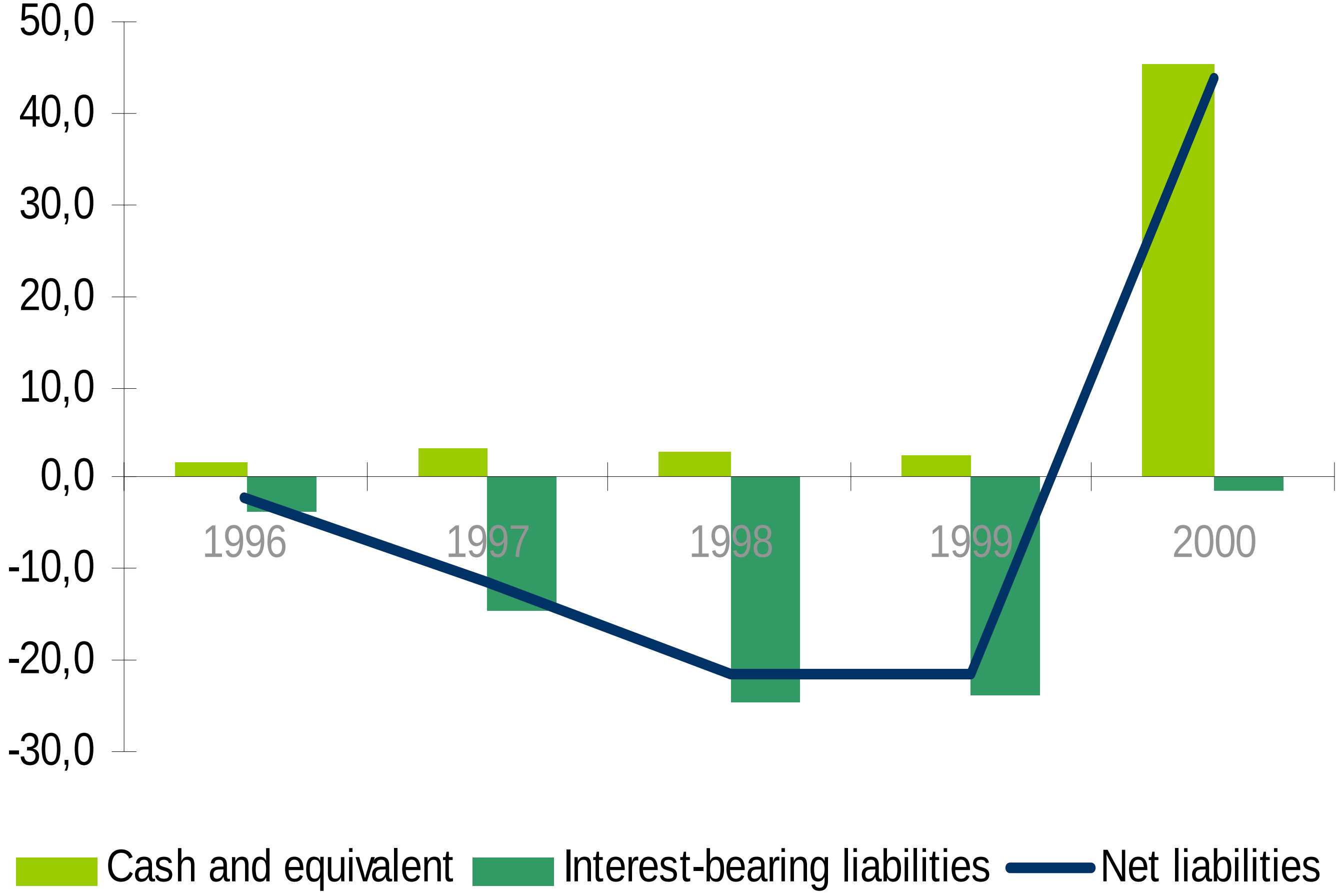
Cash provided by operating activities, EUR Million



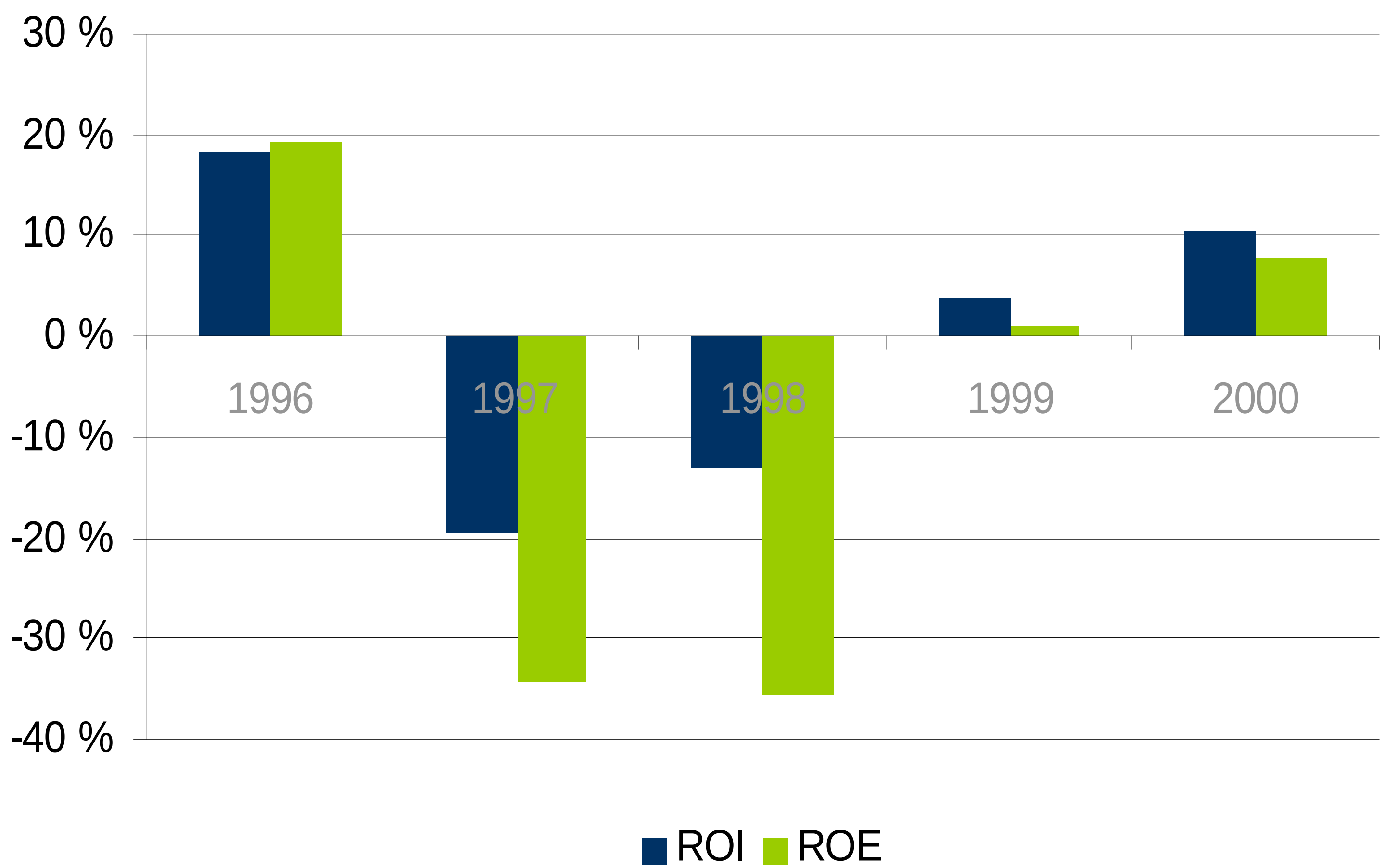
Investments EUR Million, % of turnover



Financial position - stronger -, EUR Million



Return on Investment %, Return on Equity %



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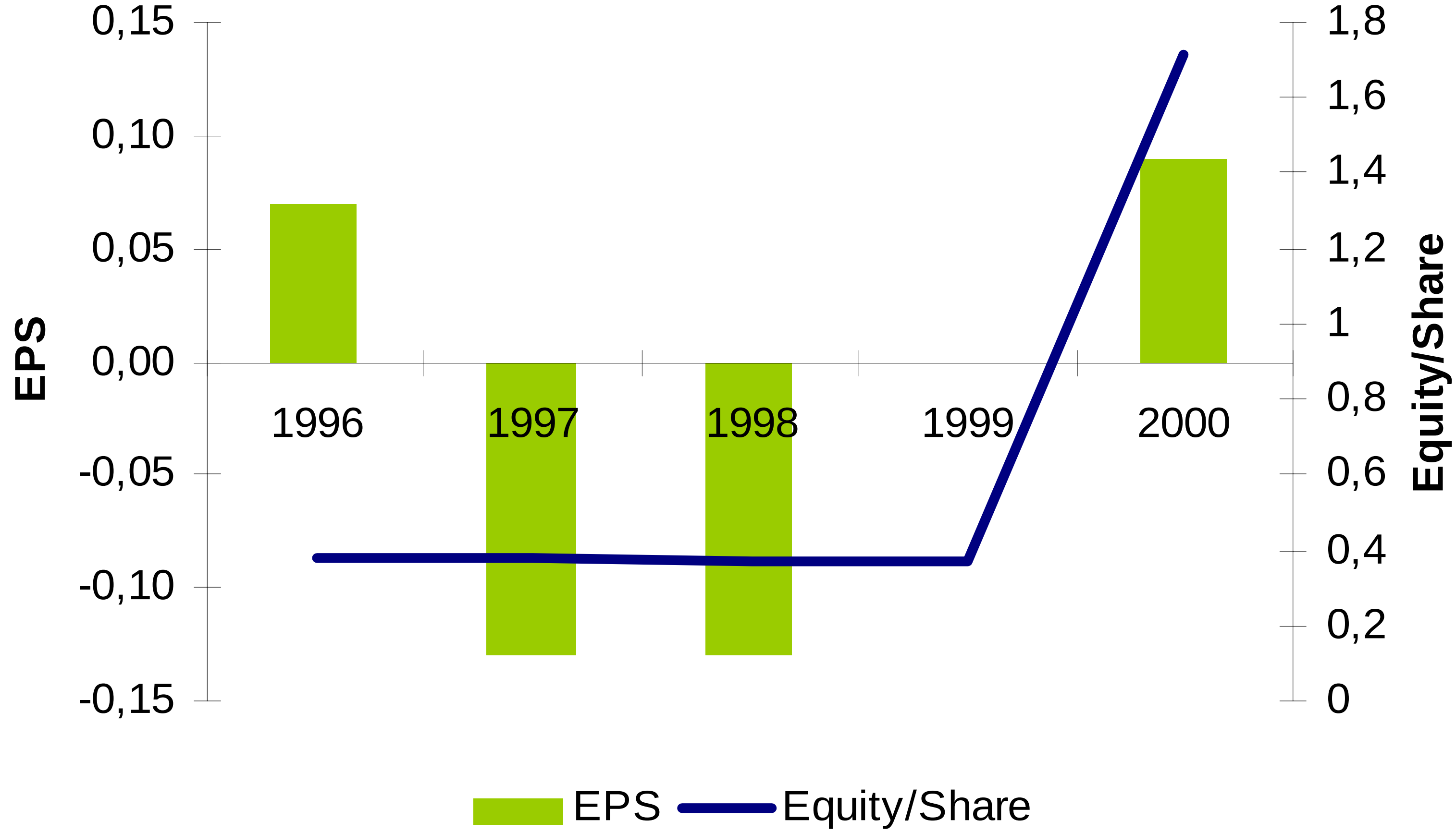
Key figures per share



P/E 54.6

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Key figures per share

	12/2000	12/1999
EPS	0.09	0.00
Equity per Share	1.71	0.37
Price / Earnings 31 Dec ‘00	54.6	-

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Product Market Outlook

Director Kai Kauto, Product Management

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Mobile Networks

2G	networks still growing especially outside Western Europe
WAP	WAP 1.1 uptake not as good as predicted WAP still in early phase and evolving (1.2 coming)
GPRS	brings packet switching into mobile networks, good bearer for WAP, bandwidth 20-40 kbits. Available in volumes by end of 2001
3G	high investments into licenses and networks networks have to be built in 2002-2003
Handsets	availability and compatibility the major factors in GPRS and 3G

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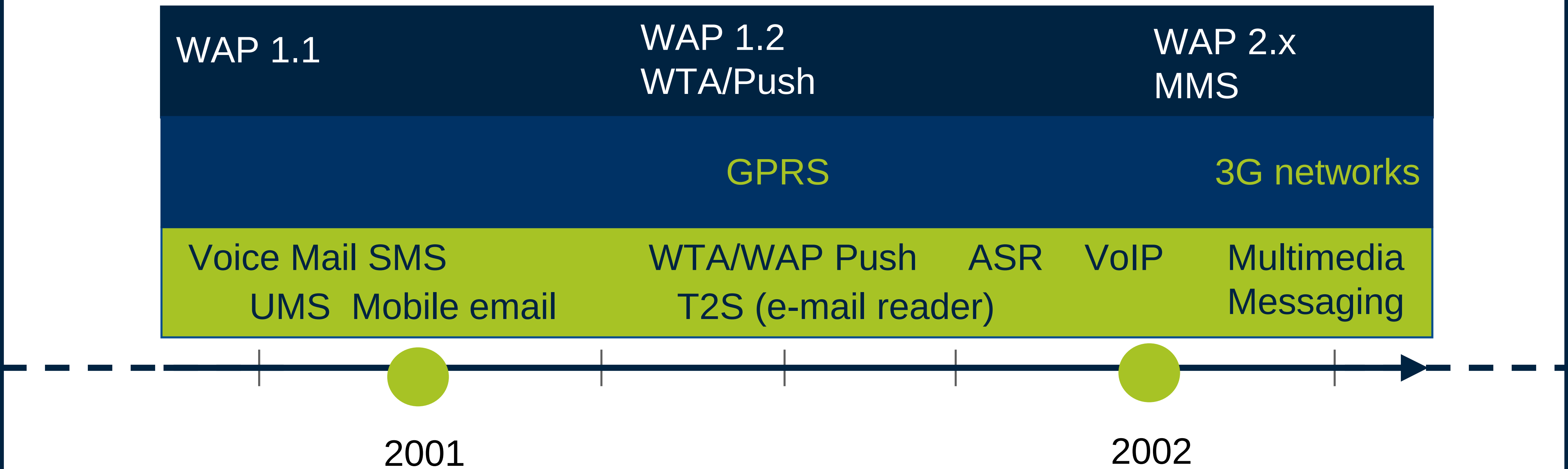
Mobile network and service evolution



WAP = Wireless application protocol
WTA = Wireless Telephone Application
MMS = Multimedia service
GPRS = General Packet Radio System
SMS = Short Message System

ASR = Automatic Speech recognition
VoIP = Voice over Internet Protocol
UMS = Unified Messaging Service
T2S = text-to-speech

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Unified Messaging Market

- Market analysts estimate significant growth from 2002 onwards
- Activity around UM has increased. Drivers for operators are:

Keep most important customers	Increase direct and indirect revenues	New portal service offerings	New 3G-type mobile Internet services	Roadmap to Multimedia Messaging services

- UM and MM requirements and services are combined
- ASP market evolving
- New competitors from ‘Internet’ side

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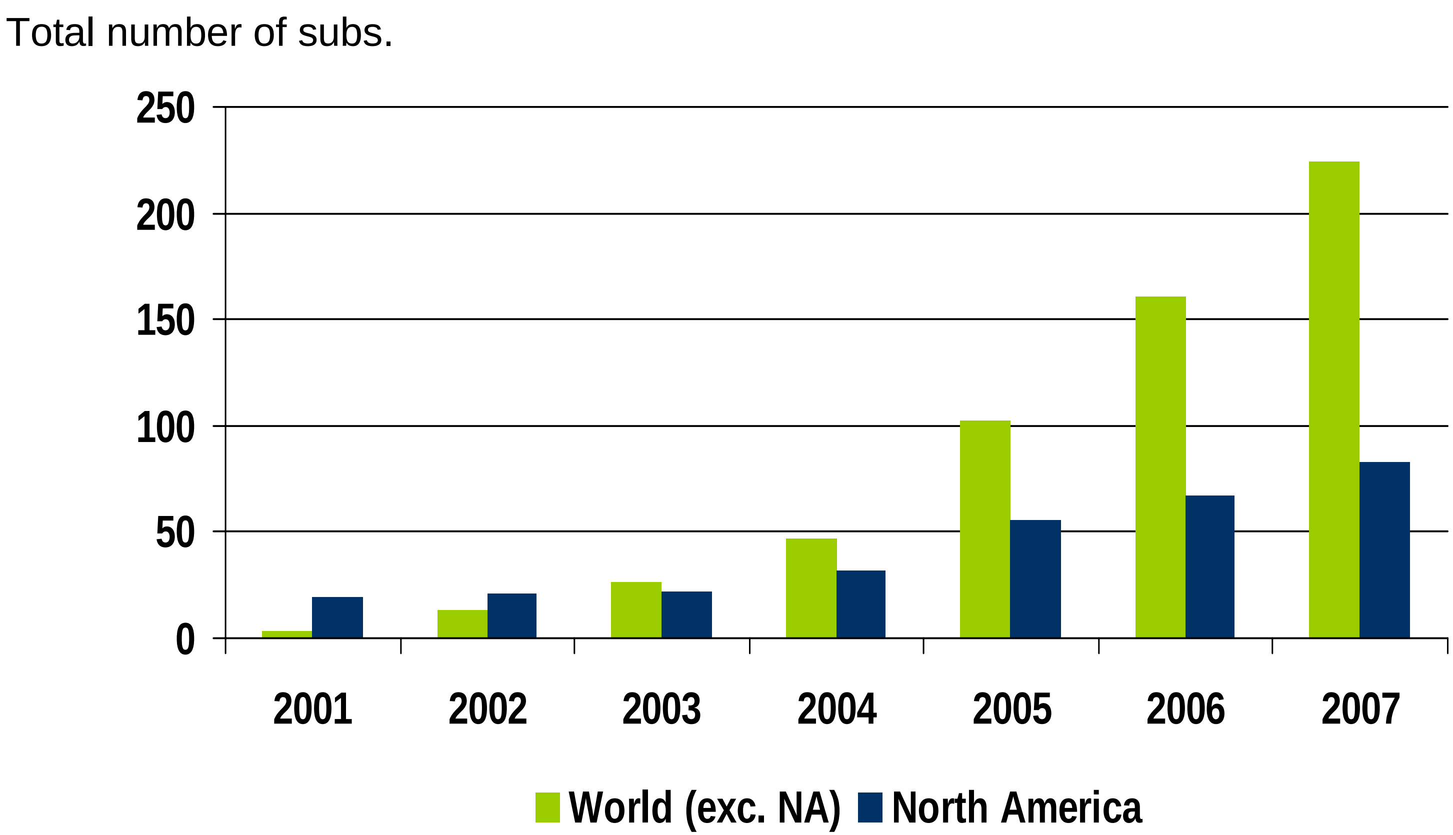
Unified Messaging Market Growth Estimate by Ovum



Source: Ovum, January 2001

Multimedia Messaging Market

- Multimedia is seen as main driver for 3G business case
- GPRS networks and handsets will be the first enablers for Multimedia Messaging Services
- Evolution paths and market segments
  - UM utilising MM capability - services to business markets!
  - SMSC to MMSC - services to consumer markets!
- Fragmented market - penetration of handsets
- Competition comes mainly from SMSC and UM vendors

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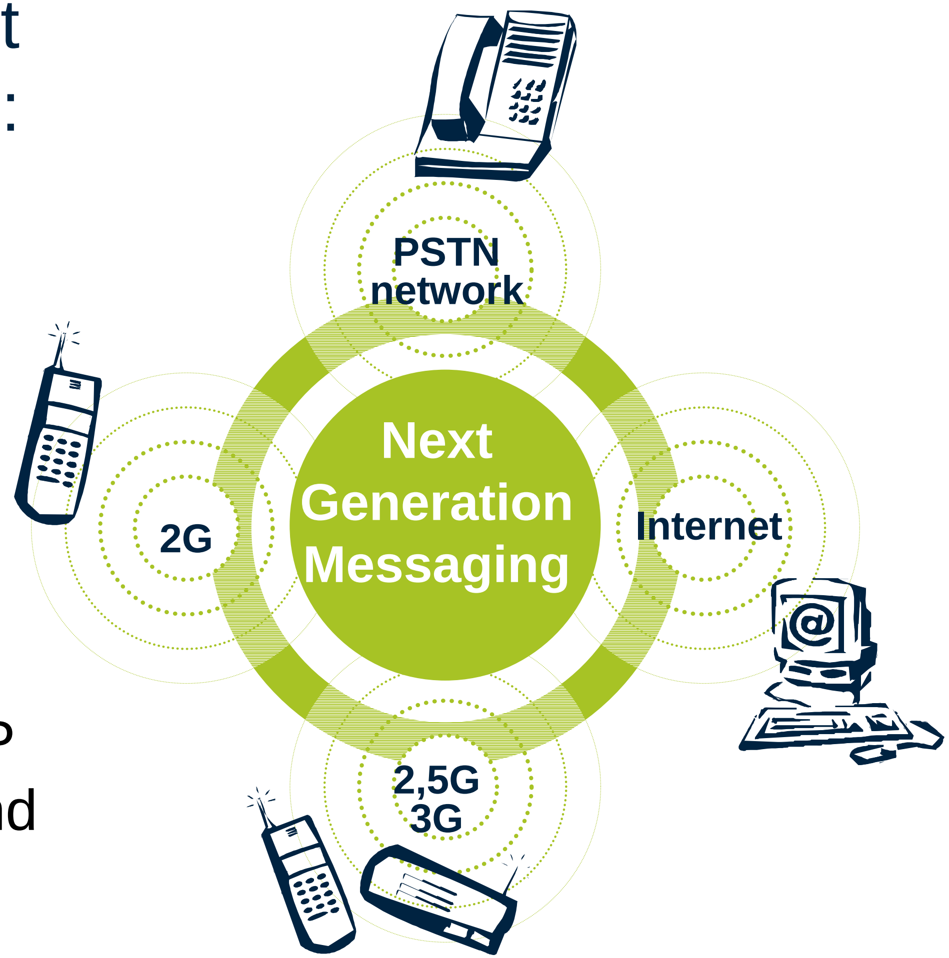
Next Generation Messaging

- Tecnomen’s vision for the next generation messaging system:
  - Unified Messaging platform enhanced with Multimedia Messaging
  - Provides messaging services like voice mail, e-mail and multimedia messaging to all networks, not only 3G
  - Platform is a “All-IP” including IP based message stores, push and multimedia capabilities, IP protocols, etc.



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Drivers in Product Development

Partnerships	key customers and industry partners
Time-to-market	pilots, commercial products
Technologies	enablers for new services
Modularity	single platform with several applications
Upgradability	seamless upgrades
Customisation	end user interfaces, connections to other external systems
Carrier grade	scalability, availability and O&M

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Future Outlook

Market Outlook 2001

- Importance of value added services continues to increase
- High penetration ratios in existing networks slow down the growth of subscribers in Europe
- Unified messaging becomes more familiar to users
  - speeds up service adaptation
- Start of multimedia messaging and 3 G networks
  - faster growth realised from 2002
- Consolidation of operators / service providers continue
- New competitors enter the market

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Tecnomen 2001

- Tecnomen to strengthen its position in messaging and selected intelligent network products
- Transforming UM to MM products
- Increasing global focus
  - co-operation with big partners and service providers
- New product launches
- Preparing and realising acquisitions
- Increasing Tecnomen brand recognition

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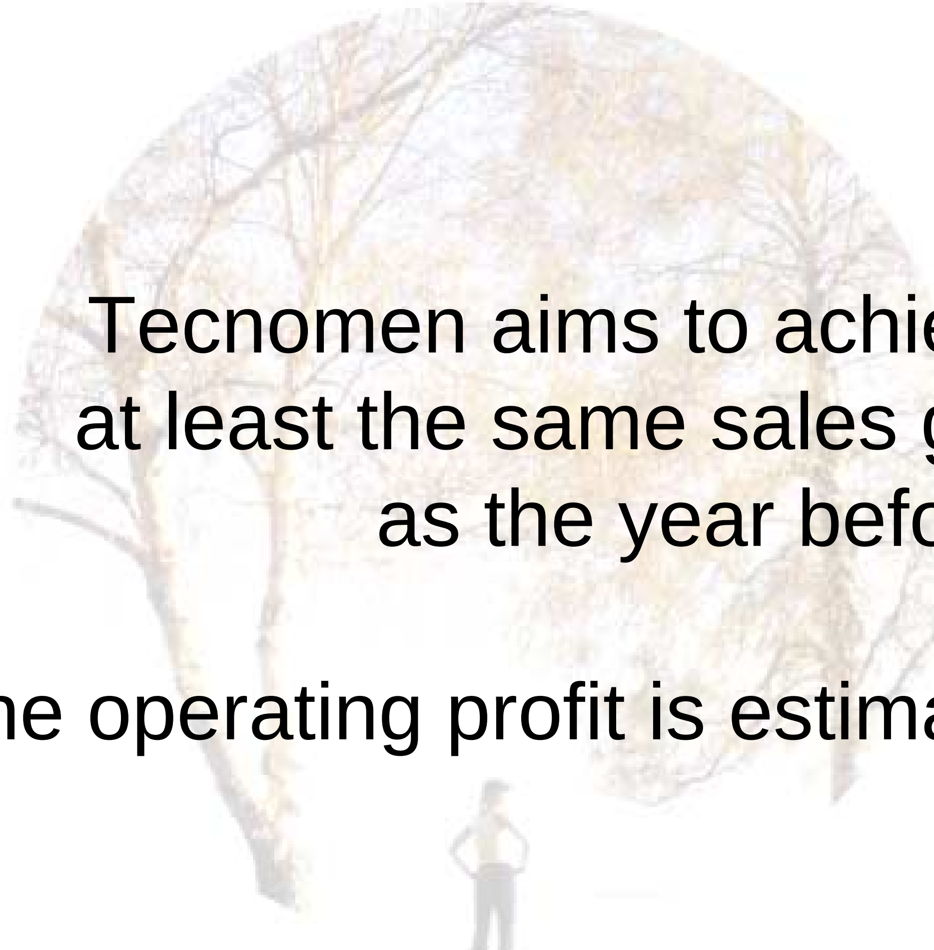

Tecnomen aims to achieve in 2001
at least the same sales growth level
as the year before.

The operating profit is estimated to improve.

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Tecnomen value proposition

Understanding	market and customer needs
Innovating	services and technologies
Company	open and honest partner
Quickly	right time to market
Solutions	not just single products
Globally	sales and service network and partners

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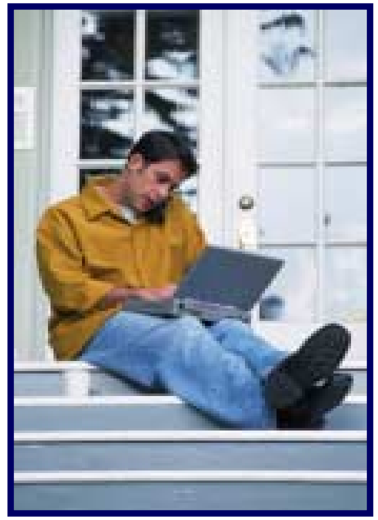

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