

*Annual Report*

# 2006

*Aldata*





## **Contents**

Aldata in brief	3
The year 2006 in brief	4
Letter of the President and CEO	6
Business Overview	9
Products	10
Professional Services	13
Research and Development	13
Markets and Customers	15
Partners	15
Human Resources	16
Annual General Meeting 2007	19
<b><i>Financial Review 2006</i></b>	<b>18</b>

## Aldata in brief

*Aldata is one of the global leaders in supply chain management software for retail and logistics companies. The company's comprehensive range of Supply Chain Management and In-Store solutions enable its more than 300 customers across 50 countries to enhance their productivity, profitability, performance and competitiveness. Aldata operates in a sustainable manner that meets the ethical, legal, commercial and public expectations that society sets for business. Aldata develops and supports its software with more than 600 Aldata professionals and a global partner network.*

With a single, integrated solution and data model, Aldata customers benefit from unparalleled efficiency from headquarters to stores and everywhere in between. Aldata provides retailers with the visibility, flexibility and responsiveness necessary to support evolving customer relations and competitiveness.

Aldata is a public company quoted on the Helsinki Stock Exchange with the identifier ALD1V.

### **Mission**

Aldata's mission is to provide its customers with leading solutions that enhance their productivity, profitability, performance and competitiveness.

### **Strategy**

- Customer focus on retail, wholesale and logistics companies
- Product focus on supply chain management and in-store solutions
- Growth through international expansion and an enhanced product range
- Leverage by partnership with leading vendors

### **Values**

Aldata's values are passion, profit, respect and openness. They form the basis for all its activities with personnel, customers, partners, shareholders and other interest groups.





January

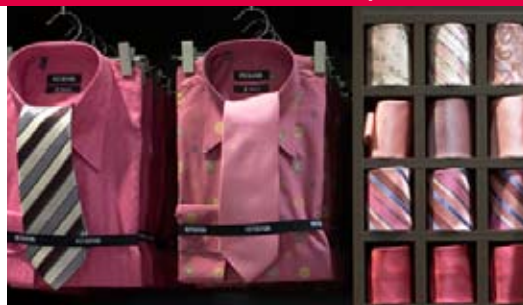
February

March

April

May

June



### January

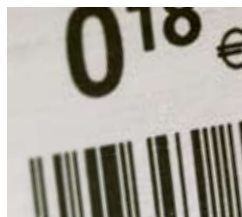
- Aldata signs an agreement with Carrefour for the supply of G.O.L.D. software to Carrefour's 179 hypermarkets in France.
- German Netto Marken-Discount extends its use of G.O.L.D. The company is a daily goods retailer that operates around 1100 stores throughout Germany.
- American retail chain United Supermarkets chooses Aldata G.O.L.D.

### February–April

- Aldata reaches an agreement with Intermarché on the supply of G.O.L.D. software. Intermarché is one of the largest retail chains in the world.
- Aldata Gold User Association emphasizes supply chain innovations and better customer results at their annual conference in Paris, France.

### May–June

- Box Solutions AB in Norway, Agravis Raffaisen AG in Germany and Atoy Oy in Finland become new logistics customers.
- Aldata supplies G.O.L.D. to Alsace Lait in France and Instore Plc in the UK.



## The year 2006 in brief

<b>Aldata Group</b>	<b>2006</b>	<b>2005</b>
Net sales, EUR million	88.8	76.0
EBIT, EUR million	5.5	5.2
Net Profit, EUR million	2.5	3.4
Personnel on 31 December	632	580

July

August

September

October

November

December



### July

- According to the market research firm Aberdeen Group, Aldata's customers have increased their productivity and profitability by using the G.O.L.D. software.
- Mercator decides to utilize G.O.L.D. software. Mercator Group is the leading Slovenian retail chain with strong presence in several markets in South-Eastern Europe.

### August–October

- Aldata supplies G.O.L.D. Topase to Auchan in France.
- Aldata Solution announces the opening of its Russian subsidiary.
- Swedish Railways chooses Aldata's Megadisc as Swedish Railway's mobile POS solution onboard its trains.

### November–December

- Aldata announces the latest release of its G.O.L.D. software application – G.O.L.D. V5.06. Aldata becomes one of the leading supply chain software vendors that delivers SOA solutions.
- Aldata signs a contract to provide a complete software solution to pharmaceutical retail chain Apollo Pharmacies in India.
- Midlands Co-operative in the UK signs a contract with Aldata for the supply of G.O.L.D. Supply Chain Management and In-Store softwares.

## Dear Reader,

In 2006 Aldata was facing a challenging environment, but despite a weak market, we have continued to execute our growth strategy and to generate profit.

There is a strong interest from retailers to move their IT infrastructure from old proprietary solutions towards standardized software packages, such as Aldata provides, but the transition has not taken place as quickly as expected. The main reason for this is active consolidation within the customer base. The high level of consolidation activity has led to delays in decision making on large IT investments and changes in ongoing software implementation projects. There has also been a lot of consolidation among application software vendors, which has confused many retailers when selecting new software solutions.

We expect consolidation activity to remain high both within our customer base as well as among our peers, but there is no reason to expect that even an increase in such activity would reduce the long-term market potential for our solutions.

Despite the weakness in our market, we ended the year with net sales reaching a record high level and we generated profit. To improve our efficiency we launched a new program to target even better profitability in the future.

We have achieved significant market share in our core markets in Europe and in the US and we have attained early successes in newly emerging geographical areas such as the Middle East, Eastern Europe and Asia. The distributor network, which we have been actively expanding during the past couple of years, contributed significantly to our financial performance. However, the most positive contribution in 2006 clearly came from new projects and activities among our existing customers. Our strong reference base of successful projects has been the key factor in gaining market share and in improving our results in this challenging environment.

Our product development has also strengthened our position in the market in 2006. As a result of long-term R&D investments we are proud to present a truly integrated end-to-end solution for retailers. We enter 2007 with an exceptionally strong product portfolio which is highly regarded both by customers and by market analysts. Supported by our highly experienced and global team of experts, we can help any retailer or logistics company in running and developing their business.

Looking towards 2007, I see Aldata in a stronger position than ever before. Our strategy to focus on solutions for retail and logistics has proven to be correct, and we are recognized as one of the leading vendors in this highly attractive niche.

It has been a privilege to be a part of this development phase and team spirit. I would like to send my warmest thanks to all our customers, employees, partners, and shareholders for their cooperation and commitment. I look forward to continue successfully working with you in the coming years.

*Paris, February 2007*  
*René Homeyer, President and CEO*



*Substantial increase in market share*



*One of the leading providers of software solutions for retail*



## Business Overview

The year 2006 has been challenging for software vendors that provide solutions for the retail and logistics sectors. Aldata has been compensating this challenging market environment with market share gains in Europe and in the US, and also by quick and early successes in emerging geographical areas such as the Middle East, Eastern Europe and Asia. These market areas are still fragmented between medium and smaller-sized retailers, but consolidation is expected to be strong.

### Customers

Aldata Solution is a leading provider of software solutions to the global retail and logistics sectors. In terms of market segmentation, Aldata's solutions are multi-sector, covering both the food and non-food segments.

Large daily and non-food customers account for circa 75 percent of Aldata's net sales. In this segment, there are hypermarket and supermarket retailers such as Casino, Albertsons, Carrefour and Kesko.

Medium-sized companies account for circa 20 percent of Aldata's net sales. Smart & Final, Alko, Tradeka and Systembolaget are part of this segment.

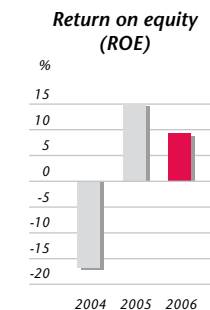
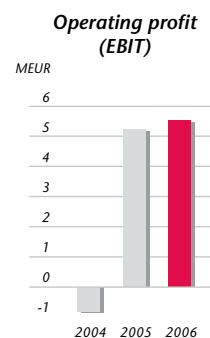
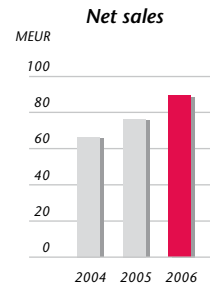
Small-sized companies account for circa five percent of Aldata's net sales.

Aldata covers various retail and logistics sectors with customers in the daily goods, drug, furniture, textile, sport, lifestyle, and electronics fields. Aldata can provide software solutions to any type of retail business format: hypermarkets, supermarkets of all sizes, convenience stores, hard discount, multi-channel, and franchise, as well as logistics solutions to wholesale companies and industry. The system can be fully decentralized or centralized, and is thus suitable for any type of business organization.

### Future Opportunities and Challenges

Encouraging signs are emerging for the next round of packaged software upgrade cycles, and Aldata is well positioned to build on its recognized pedigree. This market trend towards replacing costly and difficult-to-maintain legacy systems with packaged solutions is expected to accelerate between 2007 and 2010. When compared with its competitors, a major advantage for Aldata is the credibility among its large customers that operate their business with Aldata's solutions. The reference of large customers serves as a significant decision making factor in medium and small-sized companies.

In terms of opportunities, Aldata is expanding outside its traditional strong presence in the food sector, and is building up more momentum in the non-food sector. In particular, Aldata's successful growth in the drug and general merchandise markets can be reflected in other markets such as electronics, fashion, do-it-yourself, and furniture among others. Significant investments in product R&D ensure that the Aldata solution set will remain fully in line with both current and next generation technologies, as well as providing enhancements that enable retailers to leverage new business processes and thus remain cost-efficient and competitive. Aldata has a "one size fits all" solution set, that is suitable for all retail and logistics companies in all sizes and locations.



## Products

Aldata provides standardized software packages for retail and logistics companies. Aldata G.O.L.D. is a software family of integrated application modules that ensure effective real-time visibility and control throughout the entire supply chain. Aldata G.O.L.D. consists of state-of-the-art solutions for three operational areas in the supply chain – central operations, store operations, and logistics – as well as a solution for optimizing replenishment throughout the supply chain.

Aldata offers comprehensive, turnkey solutions to customers along with a full range of services, such as best practices, analysis, and consulting, project and implementation services, product support, and educational services.

### **G.O.L.D. for Central Operations**

For central operations, Aldata provides two modules: G.O.L.D. Central is an application for central buying and merchandise management that provides effective control over the supply chain for retailers and wholesalers. It covers the complete management of central operations and includes reference and master data management, purchasing, replenishment, assortment, price execution, promotion, and sales and flow management. G.O.L.D. PIM in turn, enables the management of trading partner collaboration.



### **G.O.L.D. for Store Operations**

Aldata G.O.L.D. Store Execution for the retail environment consists of three G.O.L.D. modules: Shop, Mobile, and POS.

G.O.L.D. Shop is a commercial tool for the effective management of the back office systems of all types of sales outlets. The integrated simulation system calculates the profits and margins per product. System management can be centralized to give corporate control, or decentralized for autonomous operation.

G.O.L.D. Mobile provides real-time mobility and connectability to back office systems. It is designed for mobile shop-floor operations in the store environment.

G.O.L.D. POS is a point-of-sale system designed for the needs of the daily goods sector. It can handle large numbers of transactions and includes comprehensive tools for recording and reporting sales. G.O.L.D. POS is compatible with many hardwares and operating systems, and also with the multiple peripheral environment of today's check-out systems.



### **G.O.L.D. for Logistics**

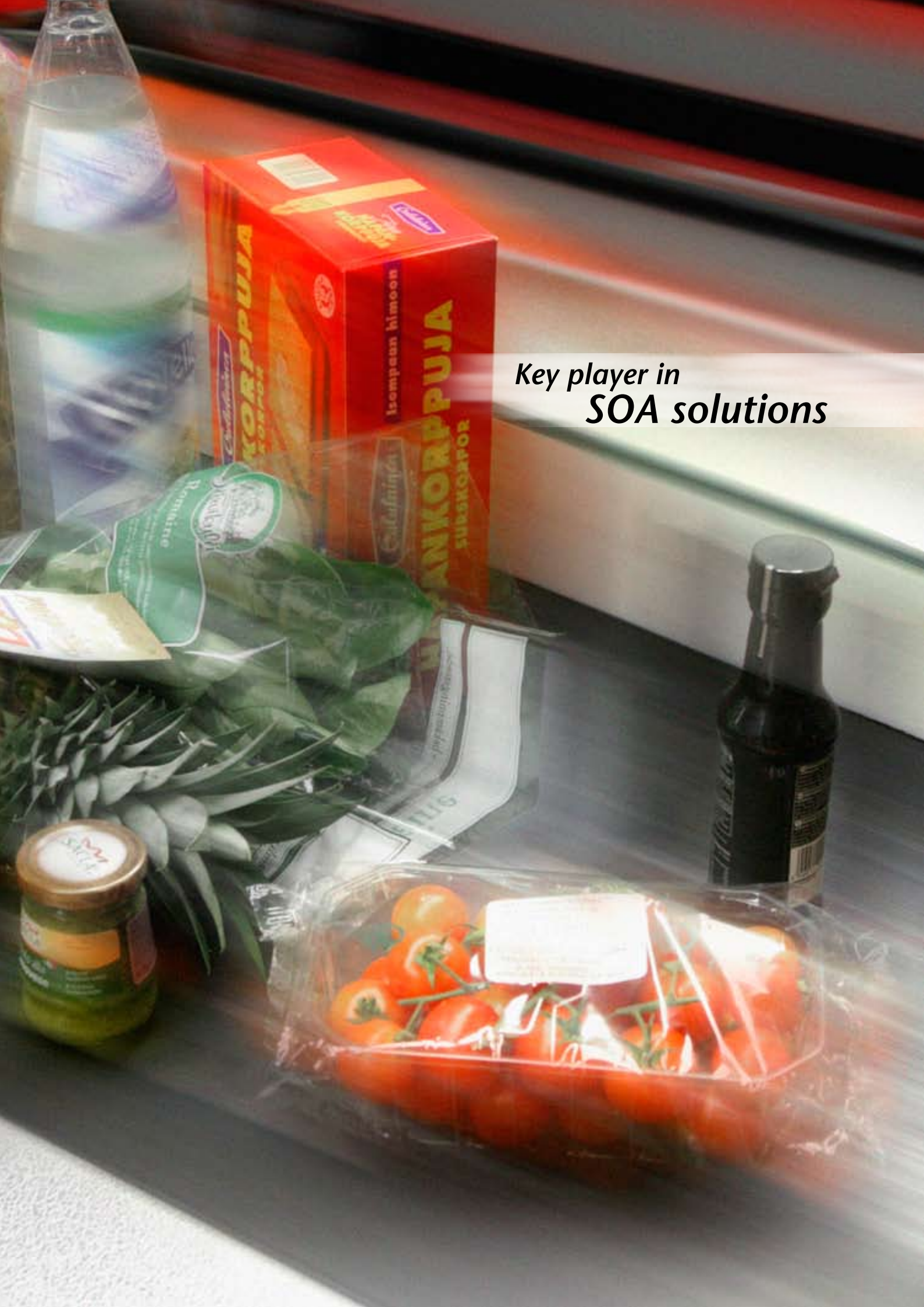
A family of integrated application modules ensures effective control and optimization of logistics operations for retailers, wholesalers, industrial groups, and logistics service providers. The modules included are: G.O.L.D. Stock for warehouse management, G.O.L.D. Vocal, a voice recognition system for hands-free warehouse operations, and G.O.L.D. Radio for real time control of all warehouse operations. The value added services modules include G.O.L.D. C-Plan for warehouse capacity planning, G.O.L.D. Billing for services invoicing, and G.O.L.D. Pick for the optimization of slotting.

G.O.L.D. Topase ensures optimal stock replenishment throughout the logistics network. It allows future sales to be predicted accurately and operational stock to be optimized. It ensures adequate service levels and the optimization of speculative stock by using buying price modifications.

G.O.L.D. Traceability is designed for the tracking and tracing of products throughout a business network. It helps retailers to comply with today's legal and safety requirements for product traceability from source to recall. G.O.L.D. Track provides a central repository for traceability information.

*Comprehensive software solutions*





*Key player in  
SOA solutions*

### Other products

For specialty retailers, Aldata offers Aldata Profix and Aldata Megadisc store systems, which include everything from cash terminals, logistics, and chain management to integration with e-commerce and head office functions for store chains. These products are in use in approximately 4 000 stores, mainly in Finland and Sweden. Aldata offers RIS point-of-sale software, a fast, versatile, and reliable solution designed for restaurant use.

Aldata also has a Competence Center for Smart Card and RFID technologies. This unit focuses on technologically advanced loyalty and payment solutions. Its customers include public authorities and companies in retail and industry.

## Professional Services

*The key factor in the success of Aldata is its complete range consisting of leading software solutions and services supporting customers' business. Aldata provides software expertise and services that support business development.*

Aldata has established a full selection of professional service packages to help customers and partners appreciate, understand, and obtain value from the Aldata G.O.L.D. software solution. Based on Aldata's long-standing pedigree in delivering end-to-end retail and supply chain solutions, Aldata Professional Services are grounded in business practices.

Aldata Professional Services are provided by Aldata and Aldata Partners, the global network of Aldata G.O.L.D. certified partners. They are formally certified and are required to attend regular training sessions. Aldata is continually developing and refining Professional Services to support changing customer needs. In 2006, 55 percent of Aldata employees worked in Professional Services.

Through its Professional Services, Aldata applies best practices to its service selection to provide quicker results with less risk. The network consolidates resources and expertise from Aldata service teams and partners worldwide, and quickly disseminates the latest information to help the consultants consistently deliver high-quality projects, as well as deliver perfectly matched resources for specific project needs.



## Research and Development

*Aldata's focus on retail and logistics and specifically on the supply chain, is a factor that differentiates Aldata from large, diversified software vendors. Aldata's goal is to provide its customers with leading solutions that enhance their productivity, profitability, performance, and competitiveness. Aldata continually puts a large amount of effort into this goal. The only way to reach this goal is with superior products, developed by an experienced research and development team.*

In 2006, Aldata completed the integration of G.O.L.D. POS within the Aldata G.O.L.D. software family. Aldata is now one of the unique software suppliers to provide a fully integrated, end-to-end software suite for complete supply chain integration, execution, and visibility.

Aldata achieved major technological developments in 2006. Aldata is a leading provider of web services and Services Oriented Architecture (SOA) environments through its G.O.L.D. PIM and G.O.L.D. Mobile modules. Major functional extensions continued when Aldata released G.O.L.D. V5.05 and V5.06. Aldata also continued to focus its development on specialty goods segments, and once again developed its product set to comply with current legislation on environmental and traceability issues.



*Already over 260 G.O.L.D. customers*

## Markets and Customers

*In 2006, Aldata increased its market presence in all of its operational areas. Significant progress was made in emerging markets such as Eastern Europe, the Middle East, and India. During the year, the Group increased its market share and established a new subsidiary in Russia.*

During 2006 Aldata signed many significant contracts with several customers. In Europe, Aldata reached agreements on enlargements with the leading retailers Carrefour in France and Netto-Marken Discount in Germany. New contracts were signed with Intermarché and Auchan in France, with United Supermarkets in the US, and with Apollo Pharmacies in India. New contracts strengthened Aldata's market position as one of the leading supply chain management software providers.

Aldata established a subsidiary in Russia. This action will strengthen Aldata's competitiveness and presence in this fast growing market area. The company also increased its market share and continued to grow by winning both new and recurrent businesses, notably in Western and Central Europe.

In the Nordic region, the major project with the Finnish alcohol retail chain Alko continued throughout the year. In its 300 stores with approximately 1000 points of sales, Alko is one of the first retail chains to use Aldata Payment Platform with EMV solutions. In Sweden, Aldata reached an agreement with Swedish Railways to supply mobile solutions for its trains.

Today, Aldata G.O.L.D. is used by more than 260 customers in 46 countries, and is available in more than 30 different language versions.

*According to its strategy, Aldata further strengthened its partnerships and increased its facilities for education and training for partners in 2006. The Aldata Partner Community intensified its co-operation and collaboration by implementing resources and skills transfer to provide superior support services to customers. Aldata and its partners apply the fundamental values of customer satisfaction, mutual respect and successful co-working and development.*

Partner support was increased when Aldata set up its Global Professional Services network. This network improves communication and resource allocation between affiliates. Aldata's partner network includes such global integration leaders as BearingPoint, EDS, IBM, UNILOG/LOGICA, and G.O.L.D. distributors such as UNISYS, Enoteam, Exorigo, Ilem, Invel, Kol Corporation, Soltius, and U&SLUNO. The network also includes business partners such as I2 Cis, Columbus, and InfoOpus.

Educational services were fully operational, with partners and customers being certified and re-certified for the latest versions of Aldata G.O.L.D. Aldata's commitment to develop its education and training services will continue. Aldata will increase the number of G.O.L.D. professionals in the future. Active co-operation with partners will support Aldata in achieving its growth targets.

As well as integrating new market requirements and business processes into Aldata G.O.L.D., the company works hand-in-hand with the G.O.L.D. User Association (GUA). GUA is a worldwide association of Aldata customers that provides advice and ideas based on business requirements.

Aldata organizes partner events to provide maximum value and knowledge for the members of the network.

## Partners



## Human Resources

The objective of human resource management is to create a stimulating, productive work community in which employees feel motivated and respected. Aldata's values of passion, profit, respect, and openness are reflected in human resource management.

Aldata develops human resource issues based on its strategy and business needs. Effective human resource management is necessary to support Aldata in reaching its business goals, which are international expansion, innovative product development, and strong industry expertise.

Business goals are also reflected in recruitment needs. Aldata needs professionals with retail and logistics expertise, as well as technical specialists. Aldata values people with an international orientation, since the work environment is truly multicultural. At the moment, Aldata has employees of 27 different nationalities.

Globalization, rapid growth, and new products require continuous learning at all organizational levels, and in all business units worldwide. Employees are trained on an ongoing basis to ensure that their skills are updated to meet the challenges of rapidly-changing technology and market demands.



### Growth in personnel

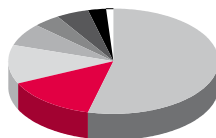
Aldata Group currently employs over 600 people in Finland, France, Germany, Russia, Sweden, Slovenia, Thailand, the UK, and the US. Most of the personnel work in France and in Finland.

In 2006, Aldata Group employed 614 people on average, which is 67 employees more than in 2005. This represents an increase of nine percent in the personnel. The growth was relatively greatest in the US.

<b>Personnel</b>	<b>2006</b>	<b>2005</b>
On 31 Dec	632	580
Average	614	547
Net Sales per person (EUR) <sup>*)</sup>	144 598	138 877

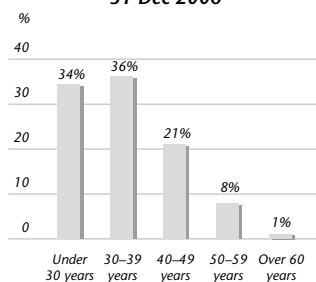
<sup>\*)</sup> Calculated from the average number of personnel

Personnel by country  
31 Dec 2006

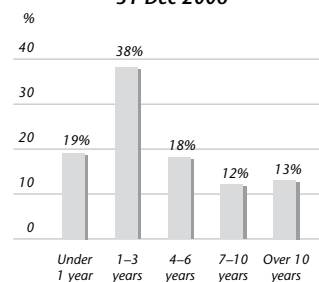


■ France	54%
■ Finland	14%
■ Germany	12%
■ Sweden	7%
■ US	5%
■ Slovenia	4%
■ UK	3%
■ Russia	1%

Personnel by age  
31 Dec 2006



Personnel by years of service  
31 Dec 2006







*Employees of 27 nationalities*



## ***Financial Review 2006***

Annual General Meeting 2007	19
Report by the Board of Directors	20
Consolidated Income Statement (IFRS)	25
Consolidated Balance Sheet (IFRS)	26
Consolidated Cash Flow Statement (IFRS)	28
Consolidated Statement of Changes in Equity	29
Basic Company Information and Guidelines for Drafting the Consolidated Financial Statements	30
Notes to the Financial Statements	34
Shares and Shareholders	50
Key Figures	52
Calculation of Key Figures and Ratios	53
Parent Company Income Statement (FAS)	54
Parent Company Cash Flow Statement (FAS)	55
Parent Company Balance Sheet (FAS)	56
Parent Company, Notes to the Financial Statements	58
Auditors' Report	61
Proposal by the Board of Directors	61
Board of Directors and Management	62
Corporate Governance	64
Shareholder Information	67
Contact Details	68

## Annual General Meeting 2007

The Annual General Meeting of Aldata Solution Oyj will be held on Thursday March 29, 2007, starting at 10 a.m. (EET) in Rake-Sali, (address: Erottajankatu 4 C, 3. floor) Helsinki, Finland.

In order to attend the meeting, shareholders must be registered in the company's shareholders register maintained by the Finnish Central Securities Depository Ltd no later than on March 19, 2007.

Shareholders wishing to attend the Annual General Meeting are required to inform the company by 4.00 p.m. (EET) on March 26, 2007, either

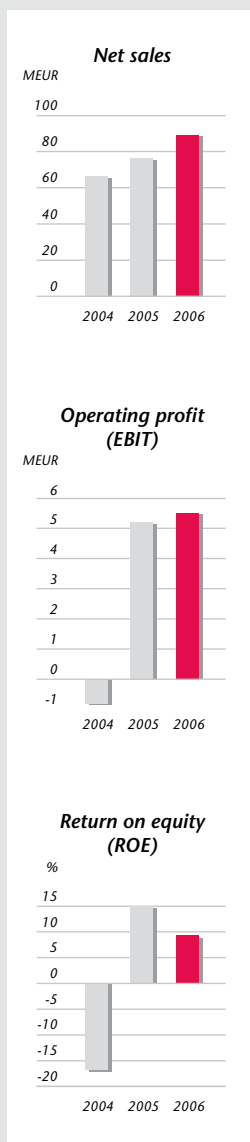
by e-mail: [registration@aldata-solution.com](mailto:registration@aldata-solution.com) or  
by telephone: +358 10 8208 012/ Johanna Hölli-Koskipirtti or  
by mail: Aldata Solution Oyj  
Johanna Hölli-Koskipirtti  
P.O. Box 266, FI-00101 Helsinki  
Finland

All shareholders registering to attend the Annual General Meeting are required to provide their name, address, telephone number and date of birth.

Letters containing authorization to vote by proxy at the meeting should reach the company at the above address before the end of the notification period.

## Report by the Board of Directors

1st January–31st December 2006



### Market overview

The year 2006 was challenging for software vendors providing solutions for the retail and logistics sectors. Mergers and acquisitions activity, both among customers as well as among software suppliers, led to delays in decision-making for large IT investments and to permanent changes in ongoing software implementation projects. Aldata, with its 17% of organic growth, was one of the few software vendors that further increased net sales and gained market share in this demanding environment.

The situation stabilized towards the end of the year; retailers returned to the market and many leading retailers are planning today actions to move their old proprietary IT infrastructure towards standardized software architecture.

The area of retail software is currently developing very rapidly with many new technologies and functionalities requested by customers. On the technology front, the main themes in 2007 are Linux and SOA architecture. Regarding functionalities, there is a high demand for perpetual inventory management, automatic replenishment, product traceability and global supply chain optimization. Regarding project management and execution, the importance of a fast and cost-efficient implementation methodology and flexibility to meet customer specific demands, is very high.

Aldata, with over 20 years of experience in retail and logistics and global coverage of successful references, is very well prepared to fulfill these customer needs.

In 2006, growth was strong in emerging markets such as Eastern Europe, the Middle East, and Russia. As retailing develops further and retail chains are gaining market share from small independent retailers in China and India, these rapidly growing markets will provide opportunities for suppliers of standardized software solutions.

In the area of logistics software, the market was challenging in 2006. The main growth drivers in 2007 will be new warehouse projects in emerging markets and replacement projects for existing warehouses in Western Europe. Global supply chain optimization will be a key growth factor in the future.

In 2006, Aldata grew faster than most of its competitors and peers. Aldata expects to continue to gain market share in 2007.

### Financial performance

Aldata's net sales were EUR 88.8 million (EUR 76.0 million), which represents organic growth of 17% compared to the previous year's net sales. Non-recurring costs related to the program for increasing profitability were EUR 0.6 million and were booked in the fourth quarter.

Product sales, which include licenses for standard products, licenses for customer specific developments and maintenance revenues, accounted for 51% (42%). Consulting services, which include project work, integration and training services, accounted for 40% (51%). Third party licensees and hardware accounted for 9% (7%).

The Group's gross profit was EUR 70.7 million (EUR 63.1 million), which represents an 80% (83%) gross margin.

Operating profit, EBIT, totalled EUR 5.5 million (EUR 5.2 million), which represents a 6.2% (6.9%) operating margin. Pre-tax profit was EUR 5.5 million (EUR 5.5 million), net profit was EUR 2.5 million (EUR 3.4 million) and earnings per share, EPS, were 0.037 euros (0.050 euros).

Research and development costs in the financial year totalled EUR 18.2 million (EUR 15.7 million), of which EUR 0.7 million (EUR 0.6 million), or 3.8% (4.0%), were capitalized. The depreciation on capitalized development costs was EUR 0.2 million (EUR 0.1 million).

Costs related to stock options were EUR 0.9 million (EUR 0.5 million). Taxes for the financial year were EUR 2.9 million (EUR 2.0 million) and tax rate was 53% (36%).

Aldata's reported order backlog includes product and third party product sales, which will be recognized as revenues during the following twelve months. At the end of 2006, Aldata's order backlog was EUR 19.1 million (EUR 20.7 million at the end of 2005 and EUR 19.2 million at the end of Q3 2006).

### Business units

Net sales of Supply Chain Management (SCM) Software business unit grew by 16% to EUR 74.1 million (EUR 64.1 million). The gross profit was EUR 59.4 (EUR 53.8) million and the operating profit, EBIT, was EUR 5.2 (EUR 7.0) million. The positive development of net sales is attributable to a number of successful Aldata G.O.L.D. implementation projects and to increased sales of new G.O.L.D. modules. The decrease in profitability is mainly a result of significantly increased costs in product development.

Net sales of the In-Store Software business unit increased to EUR 14.7 million (EUR 11.9 million). The gross profit was EUR 11.2 million (EUR 9.3 million) and the operating profit, EBIT, was EUR 2.4 (EUR 0.0) million. The unit has further strengthened its presence in the Nordic area and first international successes with the new G.O.L.D. POS product came when the Group signed new contracts with customers in India, the Middle East, and in the UK. In 2007, there are great expectations for further international expansion of G.O.L.D. POS.

According to IFRS, unallocated expenses are reported separately from segment reporting. In 2006, Aldata Group's unallocated expenses totalled EUR 2.1 million (EUR 1.8 million).

### Finance

At the end of 2006, Aldata Group's cash, cash equivalents and marketable securities amounted to EUR 5.7 million (EUR 9.4 million), and the balance sheet total stood at EUR 55.3 million (EUR 48.5 million). The Group had no debt (EUR 0.3 million) and interest-bearing net liabilities totalled EUR -5.1 million (EUR -8.7 million). Short-term receivables totalled EUR 34.9 million (EUR 26.9 million). The Group's solvency ratio was 54.5% (54.1%), gearing was -16.9% (-34.4%), and shareholder's equity per share was EUR 0.437 (0.372).

The Group's capital expenditure on hardware and software purchases including increase in goodwill amounted to EUR 2.7 million (EUR 1.3 million). A total of EUR 0.7 million (EUR 0.6 million) development costs were capitalized during the period.

There were no changes in 2006 to the reserves related to the dispute with Grand-Vision. In 2004, Aldata made a reserve covering open receivables related to the project.

### Personnel

Aldata Group employed 632 (580) persons at the end of 2006 and on average 614 (547) employees during the year. The personnel growth rate was 9% in the Supply Chain Management Software business unit, as well as in the In-Store Software business unit. Geographically, the relative growth was strongest in Aldata's subsidiary in the US.

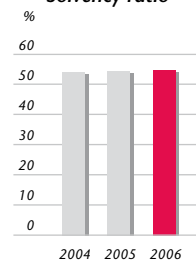
By Business Units	Dec 31, 2006		Dec 31, 2005	
	Persons	%	Persons	%
SCM Software	513	81	471	81
In-Store Software	108	17	99	17
Group Administration	11	2	10	2
Total	632	100	580	100

Approximately 54% of personnel were employed by Aldata companies in France, 14% in Finland, 12% in Germany, 7% in Sweden, 5% in the US, 4% in Slovenia, 3% in the UK, and 1% in Russia.

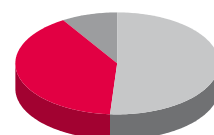
### Share performance, foreign ownership and changes in ownership during 2006

The highest price of the Aldata Solution Oyj share during January-December 2006 was 2.83 EUR and the lowest price 1.53 EUR. The average price was 1.99 EUR and the closing price 1.77 EUR. The trading volume on the Helsinki Stock Exchange was EUR 56.8 million and altogether 28.6 million shares were traded, which represents 42% of the shares. Aldata Solution Oyj has 68.1 million shares outstanding. The number of outstanding shares has increased by 686,953 shares during the financial period. A total of 591,593 shares

#### Solvency ratio

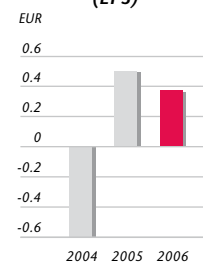


#### Split of net sales year 2006



- Product sales 51% (42% 2005, 35% 2004)
- Consulting services 40% (51% 2005, 49% 2004)
- Third-party licenses 9% (7% 2005, 16% 2004)

#### Earnings per share (EPS)



were emitted in connection with the share capital increase decided in June 2006 and a total of 95,000 shares have been subscribed with Aldata Solution Oyj's 2003A option rights in August 2006.

The number of shareholders was 6009 and the free float was 99.8% of the share capital at the end of 2006. A total of 51.6% of Aldata Solution Oyj's shares were nominee registered at the end of the period.

Aldata Solution Oyj has one share series. All the company's shares carry equal voting and dividend rights.

### *Risk management*

Aldata's financial risk management is described in the financial statement on page 33. The general risk management practices are described in the Corporate Governance section of the Annual Report on page 65.

The company's most significant business risks are related to project deliveries and their schedules, market conditions and the competitive situation, operational cost management and products supplied by third parties and key personnel. Business risk management is a key target of the operational management. Through it, the company aims to ensure that the key risks to which business operations are exposed to are identified and monitored for preventative action.

Business risks are monitored within the company by the President and CEO, the Management Team and the area Vice Presidents, who are each responsible for their own area and report to the President and CEO. Also the Audit Committee takes actively part in the developing of the company's risk management processes.

### *The Board of Directors and President and CEO*

The Board of Directors consisted of following members: Mr. Pekka Vennamo, Mr. Kimmo Alkio, Mr. Ilkka Hollo, Mr. Peter Titz, Mr. Hervé Defforey, Mr. Peter Ekelund and Mr. Klaus-Dieter Laidig. Mr. Pekka Vennamo was the Chairman and Mr. Kimmo Alkio was the Vice Chairman of the Board in 2006.

Mr. René Homeyer was the President and CEO in 2006.

### *Management Team and Management Council*

The members of Aldata's Corporate Management Team (CMT) were Mr. René Homeyer, President and CEO; Mr. Dominique Chambas, Senior Vice President, International Sales; Mr. Thomas Hoyer, CFO and Mr. Markus Kivimäki, Vice President, Legal affairs. The members of the CMT report to President and CEO.

The members of Management Council (MC) were the CMT members and also Mr. Patrik Buellet, Vice President, R&D and France; Mr. Albert Cherbit, Vice President, Presales & Consulting; Mr. Mark Croxton, Vice President, UK and Ireland; Mr. Ivan Guzelj, Vice President, southern Central Europe; Mr. Henrik Lindström, Vice President, Sweden, Norway and Denmark; Mr. Thierry Seguin, Vice President, Professional Services; Mr. Neil Thall, Vice President, USA and Canada; Mr. Jorma Tukka, Vice President, Finland, the Baltic Countries and Russia as well as Mr. Manfred Alt, Vice President, Germany (until December 20<sup>th</sup> 2006). Aldata Group's CFO Thomas Hoyer is an interim director for the German operations.

### *Auditors*

Ernst & Young Oy acted Aldata Group's auditor, under the supervision of principal auditor Tomi Englund (APA).

### *Group structure, changes and business transactions during the period*

In 2006 Aldata Solution opened a subsidiary, Aldata Solution LLC, in Russia.

Aldata Solution Oyj is Aldata Group's parent company. It has a branch office in Paris, France. At the end of 2006, the following Aldata Group's subsidiaries operated:

- Aldata Solution Finland Oy (100%) and Aldata Smart Card Oy (100%) in Finland
- Aldata Solution AB (100%) in Sweden

- Aldata Solution S.A. (100%) in France
- Aldata Retail Solutions GmbH (100%) in Germany
- Aldata Solution d.o.o. (81.2%) in Slovenia
- Aldata Solution Inc. (100%) in the US
- Aldata Solution UK Ltd (100%) in the UK
- Aldata Solution Co. Ltd (100%) in Thailand
- Aldata Solution LLC (100 %) in Russia

### *Board authorizations*

#### *Raising of the share capital*

The Annual General Meeting on 6 April 2006 authorized the Board to raise the share capital by issuing new shares or convertible bonds or bonds with warrants in one or more instalments totalling at most EUR 20,000.00. At most 2,000,000 new shares of nominal value EUR 0.01 per share may be offered for subscription at the price and on other conditions to be determined by the Board. The authorization remains in force until 5 April 2007.

#### *Repurchase and disposal of company shares*

The Annual General Meeting on 6 April 2006 authorized the Board to resolve to repurchase company's own shares in one or more lots to the effect that the company may use funds distributable as profit otherwise than in proportion to the holdings of the shareholders. The authorization is effective for a period of one year from the resolution of the Annual General Meeting, i.e. from 6 April 2006 to 5 April 2007.

The Annual General Meeting authorized the Board to resolve to dispose of company shares. The authorization is effective for a period of one year from the resolution of the Annual General Meeting, i.e. from 6 April 2006 to 5 April 2007.

#### *Stock option issuing*

After voting the Annual General Meeting on 6 April 2006 decided to issue stock options in accordance with the amended proposal by the Board of Directors. According to the resolution 1,200,000 stock options will be issued giving entitlement to the subscription of altogether 1,200,000 shares of the company. The Board of Directors amended its proposal on issuing stock options at the Annual General Meeting so that the share subscription price for all stock options would be the trade volume weighted average quotation of the Aldata Solution Oyj share on the Helsinki Stock Exchange during January 1 - March 31, 2006 added by 25 percent, while according to the former proposal the subscription price was the trade volume weighted average quotation during the given time period added by 10 percent.

Stock option scheme 2006 consists of 1,200,000 option rights which may be offered to the key personnel and a wholly owned subsidiary of Aldata Group defined by the Board of Directors, with deviation from the pre-emptive subscription right of the shareholders. Distribution of these options will be decided by the Board of Directors.

The grounds for the deviation from the shareholders' pre-emptive rights are that the stock options are intended to form a part of Aldata Group's incentive scheme for key employees.

Of the total number of option warrants 400,000 will be marked with symbol 2006A, 400,000 with symbol 2006B and 400,000 with symbol 2006C. The option rights may be exercised to subscribe for at most 1,200,000 new shares of nominal value 0.01 EUR per share. The share subscription price for all stock options shall be the trade volume weighted average quotation of the Aldata Solution Oyj share on the Helsinki Stock Exchange during January 1 - March 31, 2006 added by 25 percent (2.76 EUR).

From the share subscription price of stock options shall, as per the dividend record date, be deducted the amount of the dividend decided after the beginning of the period for determination of the share subscription price but before share subscription.

The share subscription price shall nevertheless always amount to at least the nominal value of the share. Based on these subscriptions, the company's share capital may increase by at most 12,000 EUR. The 2006A warrants may be exercised to subscribe for shares bet-

ween 1 April 2008 and 31 March 2010, the 2006B warrants between 1 April 2009 and 31 March 2011 and the 2006C warrants between 1 April 2010 and 31 March 2012.

No stock options of 2006 had been subscribed for by 31 December 2006.

#### *Events after the review period*

Aldata has incorporated the business of Aldata Smart Card Oy, specialized in smart cards and loyal customer software systems, to Aldata Solution Finland Oy. Company's customers, contracts and products were transferred to Aldata Solution Finland Oy on January 1st, 2007.

On January 5th 2007, Aldata announced that it will provide the Finnish company Tradeka with a new Linux-based point-of-sales system. The application will be fully in use by the end of the year 2008 in all Euromarket, Siwa, and Valintatalo stores.

On January 31st 2007, Aldata announced an agreement with Elephant Pharm, a one-stop wellness and pharmacy chain in the US. The contract includes the Aldata G.O.L.D. Central and Shop modules.

#### *The Board of Directors' dividend proposal*

The Board of Directors will propose to the Annual General Meeting on March 29th 2007 that no dividend shall be distributed.

The Board of Directors will, however, propose that the Annual General Meeting authorize the Board of Directors to decide on the repurchase of the company's own shares using retained distributable assets, so that the maximum number of repurchased shares does not exceed 5 million shares. This corresponds approximately 7% of the company's current registered capital stock and the total voting rights.

#### *Outlook for 2007*

The growth of EUR 13 million in net sales in 2006 did not increase operating profits as much as planned, and therefore in the fourth quarter of 2006, the Group launched a program targeted to significantly increase its profitability in 2007. The main actions taken are:

- Restructuring of loss-making operations in Germany and in the UK. Both areas are expected to be profitable in 2007.
- Since the complete re-writing of the main product G.O.L.D. has been finished, Aldata will move from two releases to one new release annually. As a result, the product team has been reorganized, the team has been downsized and part of the team has been transferred to billable services.
- Implementation of a new risk-control process for fixed-price projects.
- On the Group level, a clarification of responsibilities has been made with the goal of improving co-operation and load balance between various areas.

These actions will accomplish higher profitability both in operating profit (EBIT) and in net profit. Special emphasis will be placed on the Group's operating cash-flow. The results of these actions will gradually affect profitability in the first half of 2007, and the full impact will be realized in the second half.

Lower development of net sales as a result of the move from two G.O.L.D. releases to one per year and late start in some new, already signed, projects, will negatively affect first quarter performance. In the first quarter of 2007, net sales are expected to be significantly lower than in the first quarter of 2006 and the result is expected to be negative. However, the planned load for the following quarters is at a good level and results of the actions to improve profitability will significantly improve the operational efficiency. Therefore the Group is confident in expecting for the full year 2007 a continued growth in net sales, a significant increase in operating margin compared to 2006 and a positive operating cash flow.



## Consolidated Income Statement (IFRS)

	<i>Note</i>	<i>EUR 1000</i> <i>1.1.-31.12.06</i>	<i>EUR 1000</i> <i>1.1.-31.12.05</i>
<b>NET SALES</b>	<b>1</b>	<b>88 783</b>	<b>75 966</b>
Other operating income	3	376	705
Material and services		-18 501	-13 526
Personnel expenses	5	-45 869	-41 047
Depreciations and impairments	6	-1 131	-1 111
Other operating expenses	4	-18 121	-15 771
<b>OPERATING PROFIT</b>		<b>5 538</b>	<b>5 215</b>
Financial items	8	-73	294
<b>PROFIT BEFORE TAXES AND MINORITY INTEREST</b>		<b>5 465</b>	<b>5 509</b>
Income taxes	9	-2 917	-1 998
Minority interest		-21	-110
<b>PROFIT FOR THE FINANCIAL PERIOD</b>		<b>2 526</b>	<b>3 401</b>
Earnings per share	10	0.037	0.050
Earnings per share diluted	10	0.037	0.050

## Consolidated Balance Sheet (IFRS)

	Note	EUR 1000 31.12.2006	EUR 1000 31.12.2005
<b>ASSETS</b>			
NON-CURRENT ASSETS			
Goodwill	11	9 448	8 506
Capitalized development costs	11	1 398	931
Intangible assets	11	192	124
Tangible assets	12	1 534	1 656
Investments	13	46	47
Other long-term assets	14	1 038	423
Deferred tax assets	17	460	451
<b>NON-CURRENT ASSETS TOTAL</b>		<b>14 116</b>	<b>12 138</b>
CURRENT ASSETS			
Inventories	15	516	117
Accounts receivable	16	21 177	16 200
Loans receivable	16	13	58
Prepayments and accrued income	16	12 726	9 720
Income tax receivables	16	71	0
Other short-term receivables	16	1 027	881
Cash and cash equivalents	18	5 688	9 437
<b>CURRENT ASSETS TOTAL</b>		<b>41 218</b>	<b>36 412</b>
<b>ASSETS TOTAL</b>		<b>55 334</b>	<b>48 550</b>

## Consolidated Balance Sheet (IFRS)

	Note	EUR 1000 31.12.2006	EUR 1000 31.12.2005
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>			
SHAREHOLDERS' EQUITY			
Share capital	19	681	674
Share premium fund	19	18 291	17 002
Translation difference	19	-33	-75
Retained earnings	19	10 863	7 476
Equity holders of the parent company		29 802	25 078
MINORITY INTEREST		99	368
SHAREHOLDERS' EQUITY TOTAL		29 901	25 446
NON-CURRENT LIABILITIES			
Long-term loans	23,24	413	424
Other provisions	21,22	1 268	1 357
Other long-term loans		58	110
NON-CURRENT LIABILITIES TOTAL		1 739	1 891
CURRENT LIABILITIES			
Short-term loans	23,24	225	269
Advances received	26	513	1 526
Accounts payable	26	6 635	4 288
Accrued expenses and prepayments	26	10 811	9 187
Provisions	22	135	59
Income tax liabilities	26	741	1 661
Other short-term loans	26	4 635	4 223
CURRENT LIABILITIES TOTAL		23 694	21 213
LIABILITIES TOTAL		25 434	23 104
<b>EQUITY AND LIABILITIES TOTAL</b>		<b>55 334</b>	<b>48 550</b>

## Consolidated Cash Flow Statement (IFRS)

	Note	EUR 1000 2006	EUR 1000 2005
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Operating profit		5 538	5 215
Adjustment to operating profit	30	1 712	1 721
Change in working capital	30	-6 312	-2 809
Interest received		203	480
Interest and other financial expenses paid		-110	-78
Taxes paid		-3 239	-54
Net cash from operating activities		-2 208	4 475
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Group companies acquired		-70	-121
Investments in tangible and intangible assets		-1 336	-1 287
Loans granted		-191	-81
Net cash used in investing activities		-1 597	-1 489
<b>CASH FLOW BEFORE FINANCING ACTIVITIES</b>			
		-3 806	2 986
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Share issue		147	0
Long-term loans, repayments		-52	-47
Short-term loans, repayments		0	-16
Net cash used in financing activities		95	-63
Net cash flow, total		-3 711	2 923
<b>CHANGE IN CASH AND CASH EQUIVALENTS</b>			
		-3 711	2 923
Cash and cash equivalents 1 Jan		9 437	6 512
Net change in cash and cash equivalents		-3 712	2 923
Exchange gains and losses		37	-2
<b>CASH AND CASH EQUIVALENTS 31 DEC</b>		<b>5 688</b>	<b>9 437</b>

## Consolidated Statement of Changes in Equity

	Share capital	Share premium fund	Translation difference	Retained earnings	Total
EQUITY 31 Dec 2003	674 339.42	17 166 963.81	-335 400.82	7 597 029.83	25 102 932.24
Effects of adopting IFRS	0.00	0.00	335 400.82	-280 947.65	54 453.17
Adjusted equity 1 Jan 2004	674 339.42	17 166 963.81	0.00	7 316 082.18	25 157 385.41
Translation difference	0.00	0.00	125 647.32	0.00	125 647.32
Result for the financial year	0.00	0.00	0.00	-3 984 278.24	-3 984 278.24
Change in group structure	0.00	-164 613.42	0.00	0.00	-164 613.42
Total	0.00	-164 613.42	125 647.32	-3 984 278.24	-4 023 244.34
Share based payments recognised against equity	0.00	0.00	0.00	227 223.86	227 223.86
EQUITY 31 Dec 2004	674 339.42	17 002 350.39	125 647.32	3 559 027.80	21 361 364.93
Translation difference	0.00	0.00	-200 565.14	0.00	-200 565.14
Profit for the financial year	0.00	0.00	0.00	3 400 723.89	3 400 723.89
Total	0.00	0.00	-200 565.14	3 400 723.89	3 200 158.75
Share based payments recognised against equity	0.00	0.00	0.00	516 394.01	516 394.01
EQUITY 31 Dec 2005	674 339.42	17 002 350.39	-74 917.81	7 476 145.69	25 077 917.69
Translation difference	0.00	0.00	41 714.77	0.00	41 714.77
Issue of share capital	5 919.53	1 142 467.84	0.00	0.00	1 148 387.37
Exercise of options	950.00	146 300.00	0.00	0.00	147 250.00
Profit for the financial year	0.00	0.00	0.00	2 526 462.04	2 526 462.04
Total	6 869.53	1 288 767.84	41 714.77	2 526 462.04	3 863 814.18
Share based payments recognised against equity	0.00	0.00	0.00	859 921.38	859 921.38
EQUITY 31 Dec 2006	681 208.95	18 291 118.23	-33 203.03	10 862 529.10	29 801 653.25

## Basic Company Information and Guidelines for Drafting the Consolidated Financial Statements

### Basic company information

Aldata is an internationally operating Finnish consolidated company and one of the leading global providers of retail software solutions. The product range includes supply chain management software, in-store software, and smart card solutions.

Aldata has subsidiaries in nine countries, in addition to which software is supplied through a worldwide partner network. Aldata's software is used by more than 300 clients in 50 countries.

The Group's parent company is Aldata Solution Oyj, a Finnish public limited company domiciled in Helsinki.

The consolidated financial statements are available in electronic form on the web page: [www.aldata-solution.com](http://www.aldata-solution.com).

### Guidelines for drafting the financial statements

#### Basis for drafting

Aldata's consolidated financial statements have been drafted according to the International Financial Reporting Standards, and the IAS, IFRS, SIC, and IFRIC interpretations valid on 31 December 2006 have been observed. International financial reporting standards are considered, in the Finnish Bookkeeping Act and legal provisions specified on the basis of this Act, as standards accepted as applicable according to the procedure prescribed in EU regulation (EC) No. 1606/2002, as well as interpretations of these standards.

The consolidated financial statements are drafted based on the original purchase costs except for other available-for-sale items, which have been assessed at their current value, if the current value could be reliably defined. Stock-based payments are entered at their current value at the time of granting. Regarding the integration of business activities that have taken place before 2004, the business value corresponds to the book value according to earlier financial statement standards, which has been used as the presumed purchase cost according to the IFRS. The classification or processing in financial statements of these purchases has not been adjusted during the drafting of the Group's opening IFRS balance sheet.

Financial statement information is presented in thousands of euros.

#### Guidelines for drafting the consolidated financial statements

The consolidated financial statements cover Aldata Solution Oyj and all its subsidiaries that the Group controls. Acquired subsidiaries are included in the consolidated financial statements starting from the moment that the Group gained control thereof, and assigned subsidiaries until the moment when the Group relinquishes control.

Mutual shareholding is eliminated using the acquisition cost method. Internal business activities, mutual receivables,

liabilities, unrealized internal profits, and internal distribution of profits have been eliminated in the financial statements. Unrealized losses are not eliminated when they originate from depreciations. Minority holdings are separated from the Group result and shareholders' equity and presented as a separate item in the consolidated profit and loss account and balance sheet. The minority share of losses is entered in the consolidated financial statements at most according to the amount of investment.

#### Use of estimates

In the drafting of financial statements, estimates and assumptions about the future must be made (e.g. in connection with write-down tests and provisions), although what is actually realized may differ from the estimates and assumptions. These estimates affect the assets and liabilities in the balance sheet, contingent liabilities and presentation of possible funds in the financial statements, and the revenue and costs of the accounting period.

#### Business activities in foreign currencies

Figures related to the result and financial position of the Group's units are measured in the currency valid for the main operating environment of each unit. The consolidated financial statements are presented in euros, which is the operating and presentation currency of the Group's parent company. The foreign exchange differences of loans defined as being a net investment in a foreign operation are entered in equity in the consolidated financial statements and recorded through profit and loss when the net investment is sold.

Business transactions in foreign currencies are entered in the operating currency using the going exchange rate for the day of transaction; in practice, the rate used corresponds approximately to the rate on the day of transaction. Rate differences related to normal business operation are processed as adjustments to sales and purchases. Rate profits and losses generated by loans and other conversions of monetary items are included in financial income and costs.

The profit and loss accounts of foreign consolidated companies have been converted into euros according to the monthly average rate published by the European Central Bank, and balance sheets have been converted according to the monthly ending rate. Rate differences generated by conversions are presented under shareholders' equity as translation differences. According to the exception allowed by the IFRS 1 transitional standard, cumulative translation differences accrued at the moment of transition are entered under accrued yield, and they are not entered as affecting the result later when the subsidiary is assigned.

When a foreign unit is assigned, conversion differences included in shareholders' equity related to the unit are entered as affecting the result when the profit or loss from assignment is entered.

### *Business value*

The business value corresponds to the portion of purchase costs that exceeds, at the moment of purchase, the Group's share of the current value of the net assets of a company acquired after 1 January 2004. Earlier business activities have been integrated with business values by applying the IFRS 1 transitional standard, according to which the business value corresponds to the book value in accordance with earlier financial statement practices, which has been used as the presumed purchase cost.

For the business value, ordinary depreciations are not entered, but they are tested annually for possible write-downs. For this purpose, the business value is focused on the units generating cash flow. The business value is assessed at the original purchase cost minus depreciations. The amount of money that can be accrued in business activities has been defined on the basis of the use value in the write-down tests.

### *Research and development costs*

Research costs are entered in the financial statements as expenditure. Development costs due to the designing of new products are capitalized in the balance sheet according to the IAS 38 Intangible Assets standard. Development costs are capitalized in the balance sheet starting from the moment when the new product or option is technically feasible, can be utilized commercially, can be expected to produce economic benefit, and has a purchase cost that can be defined reliably. Product development costs that have been entered as expenditure earlier are not capitalized later.

Product development costs consist mainly of personnel costs and external services. Depreciations on commodities are entered starting from the moment when the commodity is ready for use. Unfinished commodities are tested annually for write-downs. The economic lifetime for capitalized development costs is 3 to 5 years, during which capitalized commodities are entered as expenditure on a straight-line basis.

### *Other intangible assets*

Other intangible assets consist of software licenses, which are assessed according to original purchase costs and depreciated during their economically limited lifetime. Intangible assets are entered on the balance sheet only when the asset's purchase cost is defined reliably and it is probable that the expected economic benefits from the asset will flow to the company.

### *Tangible fixed assets*

Tangible fixed assets consist mainly of machinery and equipment. They are capitalized as direct purchase costs minus planned depreciations and possible write-downs. According to Group policy, planned depreciations are calculated as straight-line depreciations from the original purchase costs over their economic lifetime.

Repair and maintenance costs are entered as affecting the

result after they have been realized.

Tangible fixed assets are removed from the balance sheet when the asset is assigned or when no equivalent economic benefit can be expected from the asset. The generated profit or loss is entered as affecting the result.

The following depreciation periods are used:

Product development costs	3-5 years
Other intangible assets	3-5 years
Machinery and equipment	3-5 years
Other tangible assets	3-5 years

### *Write-downs*

The Group assesses asset items on each closing date in order to recognize possible write-downs. If there are indications of a write-down, the accruable amount of money for the asset item in question is assessed to be the net sale price or a higher use value. The use value is considered as the estimated net cash flow produced by an asset item or a cash-flow generating unit, discounted at its present value. The write-down is entered in the financial statements if the book value exceeds the accruable amount of money. If the write-down loss focuses on a cash-flow generating unit, it is first directed to decrease the business value allocated to the cash-flow generating unit, and after this to the other asset items of the unit.

Write-down loss is cancelled in the book value, from which at most the asset's depreciations are deducted, if there are significant changes in the circumstances and if the amount of money accruable from the asset has changed significantly since the date of entering the write-down loss. The write-down entered for a business value is not cancelled in later periods.

### *Rental agreements*

Rental agreements in which the Group holds a significant part of the risks and benefits related to ownership are presented under tangible and intangible assets. According to the IAS 17 standard, these rental agreements are classified as financial leasing agreements and entered on the balance sheet as assets and liabilities. An asset item acquired by financial leasing is entered on the balance sheet under assets at the time when rental starts at the asset's current value or a lower present value for minimum rent. Depreciations for the asset are made according to the Group's depreciation plan or a shorter rental period, and possible write-down losses are entered. The paid leasing rent is divided into financial costs and debt amortizations in such a way that the amount of debt left at the end of each accounting period has an equally high interest rate. Rental obligations are presented under liabilities in connection with loans.

Rental agreements in which the risks related to ownership remain with the lessor are treated as other rental agreements. Rents paid on the basis of other rental agreements are entered as costs in the financial statements during the rental period.

### *Inventories*

Inventories are valued at purchase costs or a lower probable net realization value. Purchase costs are defined by using the weighted average price method. The net realization value is the estimated price for the asset, from which the costs related to completing the asset and selling it are subtracted. Inventories consist of acquired products. Inventory value is decreased for obsolescent assets.

### *Share-based payments*

The Group has applied the IFRS 2 Share-based Payments standard to all option schemes granted after 7 November 2002. Costs for earlier option schemes are not presented in the financial statements. Share-based payments are entered as costs in the financial statements by allocating the related costs to the period between the granting date and the right-of-use date. The cost entered in the financial statements is based on the current value of the granted option and its counterparty is shareholders' equity. The fair value is determined on the basis of the Black-Scholes pricing model for share options. The Group updates the assumptions concerning the final amount of options at each balance sheet date. When granted share options are exercised, the cash payments received on the basis of share subscriptions are recognised in equity and in the share premium fund.

### *Provisions*

A provision is entered when the Group has acquired a legal or actual obligation based on an earlier event, the amount of the obligation can be estimated reliably, and the realization of the obligation to pay is probable. The most significant provisions are related to pension schemes. A provision is recognised for an onerous contract when the direct expenses required to meet the obligations exceed the benefits received from the contract.

### *Pension obligations*

The Group's pension schemes are based on each country's local legislation. The Group has both payment-based and benefit-based schemes. Pension security in Finland is managed through the TEL scheme by insurance companies and classified as a payment-based scheme. In addition to payment-based schemes, the Group's foreign subsidiaries have benefit-based schemes in Germany and France. Pension schemes are managed by local insurance companies. Authorized actuaries have drafted the actuarial calculations for the benefit-based pension schemes. The Group does not apply the so-called corridor method in this. Instead, the actuarial gains and losses are entered in the income statement of the financial year.

### *Financial assets and liabilities*

The Group's financial assets are classified according to the purpose of procurement into loans and other receivables

and available-for-sale financial assets. Purchases and sales of financial assets are entered on the trading day.

Loans receivable include loans and other receivables and financial assets in which money, products, or services have been delivered to the debtor. They are assessed at the periodized acquisition cost and included in current and non-current financial assets.

Available-for-sale financial assets consist of shares and they are assessed at current value. Changes to the current value of available-for-sale financial assets are marked in the shareholders' equity of the current value fund. When an investment is sold or its value decreases, changes to the current value are moved to the financial statements.

Financial assets are removed from the balance sheet only when the Group has significantly externalized risks and profits or lost an agreement-based right to financial assets.

Financial assets include cash in hand and at banks and other assets with a maturity of less than three months. Credit limits and leasing loans are included under loans on the balance sheet.

Financial liabilities are entered at current value based on the compensation received. Transaction costs are included in the original entry for the financial liabilities. Costs for current liabilities are entered as expenditure for the accounting period in which they originated. Financial liabilities are removed from the balance sheet only when the obligation defined in the agreement has been fulfilled, annulled, or invalidated.

### *Available-for-sale asset items and terminated business activities*

Available-for-sale asset items are assessed at their book value or current value minus costs related to selling.

### *Segment reporting*

The Group's primary form of segment reporting is according to business segments. Geographical segments are reported as secondary segments. The segments presented are based on the Group's internal organizational structure and reporting.

### *Income tax and deferred taxes*

The taxes for the consolidated financial statements include, from each company's net result, accrual-based taxes based on each country's local legislation, adjustments to the taxes of earlier accounting periods, and changes to deferred taxes.

Deferred tax claims and liabilities are entered for temporary differences between the book value and taxable value of asset and debt items. The tax rates specified by the closing date are used for entering deferred taxes. The most significant temporary differences are due to provisions, confirmed losses, capitalized development costs and depreciation differences. Deferred tax claims are entered up to the amount to which taxable income, for which the temporary tax can be utilized, is likely to be generated in the future.

In the consolidated balance sheet, tax assets and deferred



taxes are stated in net amounts in cases when the company has a legally enforceable right to offset the items against each other and it is probable that offsetting will be used.

#### *Guidelines for entry as income*

Net sales include profits from the sale of products and services, adjusted with sales adjustments and rate differences of sales in other currencies. Profits from the sale of products are entered as income at the moment that the significant risks and benefits related to ownership are transferred to the owner. Generally this means the time of delivery. Fixed-price long-term projects are entered as income according to the stage of production, assuming that the stage of production and the project's profits and losses can be defined reliably. The stage of production is defined based on how the work progresses and how costs are generated. Delivered long-term projects consist of services and licenses. If the total costs of the project exceed the total profits, the expected loss is entered as expenditure immediately. The sale of services is entered as income for the accounting period during which the service was rendered and the profits could reliably be defined. Maintenance profits are periodized by time.

#### *Financial risk management*

##### *Risk management*

Risk management is an essential part of the Group's internal supervision, for which the Group's top executives are responsible. In the Group's risk management process, risks are divided into financial risks and operational risks. The management of financial risks aims to minimize the adverse effects of changes in the financial market on the Group's result and to ensure sufficient finances for the Group. The general guidelines for risk management are approved by the Board of Directors and they are implemented by the Group's financial department together with business units.

##### *Liquidity*

The Group ensures the sufficiency of liquid assets with efficient cash management solutions. To minimize financial costs and to ensure the acquisition of assets, the Group needs to have unassigned credit limits to cover planned financial needs. Extra assets are placed in short-term bank deposits.

##### *Currency risk*

The Group operates on the international market and has operations in various countries. The currency risk consists of sales and purchases in foreign currencies, transactions and financing of foreign subsidiaries, and assets in foreign currencies. If necessary, individual transactions in foreign currencies are protected and investments are funded with local currencies, if this is possible and economically profitable.

#### *Application of the new and revised IFRS*

The standards, interpretations and amendments to them which are described below have been published but are not yet in force, and the Group has not applied these rules prior to their compulsory entry into force. In 2007, the Group will begin using the new or revised standards and interpretations published by the IASB in 2005 and 2006:

IFRS 7 Financial instruments: Disclosures. In the Group's estimation, application of the standard will mainly affect the Notes to the Group's future financial statements.

Amendment to IAS 1: Presentation of Financial Statements – Capital Disclosures. In the Group's estimation, application of the new standard will have an impact mainly on the Notes to the Consolidated Financial Statements.

IFRIC 8 Scope of IFRS 2. In the Group's estimation, the new interpretation will have no impact on the Group's future financial statements.

IFRIC 9 Reassessment of Embedded Derivates. In the Group's estimation, the new interpretation will have no impact on the Consolidated Financial Statements.

# Notes to the Financial Statements December 31, 2006

## EUR 1000

### 1. SEGMENT INFORMATION

#### BUSINESS SEGMENTS

##### Supply Chain Management

Supply Chain Management business unit provides solutions for retail and wholesale companies, and logistics sector. Aldata G.O.L.D. SCM has been supplied globally and it is used to manage and optimize the entire value chain from the supplier to the end customer.

##### In-Store Software

Profits of the segment consist of the In-Store Software for daily and speciality stores. In-Store Software support the business processes, planning and predictability of the daily grocery store. The software can be integrated with SCM software.

There is no internal sales between Group's business segments. Unallocated items include mainly tax and financial items as well as Group's shared items net. Assets and liabilities that the segments use in their business are allocated to them.

<b>INCOME STATEMENT 2006</b>	<b>Supply Chain</b>	<b>In-Store</b>	<b>Eliminations</b>	<b>Total</b>
Net Sales to External Customers	74 090	14 694	0	88 783
Operating profit, continuing operations	5 228	2 430	0	7 659
Unallocated items				-2 121
Operating profit				5 538
Financial income and expenses				-73
Profit before taxes and minority interest				5 465
Taxes				-2 917
Minority interest				-21
Profit from continuing operations				2 526
Profit for the Financial Period				2 526
<b>BALANCE SHEET 2006</b>				
Segment assets	43 239	5 347	0	48 586
Unallocated assets				6 749
Total				55 334
Segment liabilities	20 013	2 548	0	22 561
Unallocated liabilities				2 873
Total				25 434
Capital expenditures	-2 414	-238	0	-2 653
Unallocated capital expenditures				-60
Total				-2 713
Depreciations	-824	-239	0	-1 063
Unallocated depreciations				-68
Total				-1 131

<b>INCOME STATEMENT 2005</b>	<b>Supply Chain</b>	<b>In-Store</b>	<b>Eliminations</b>	<b>Total</b>
Net Sales to External Customers	64 072	11 893	0	75 966
Operating profit, continued operations	7 067	-19	0	7 048
Unallocated items				-1 833
Operating profit				5 215
Financial income and expenses				294
Profit before taxes and minority interest				5 509
Taxes				-1 998
Minority interest				-110
Profit from continuing operations				3 401
Profit for the Financial Period				3 401

**BALANCE SHEET 2005**

Segment assets	34 845	2 822	-107	37 560
Unallocated assets				10 990
Total				48 550
Segment liabilities	17 078	2 258	-107	19 230
Unallocated liabilities				3 874
Total				23 104
Capital expenditures	-1 439	-397	0	-1 837
Unallocated capital expenditures				-106
Total				-1 942
Depreciations	-803	-202	0	-1 005
Unallocated depreciations				-106
Total				-1 111

**GEOGRAPHICAL SEGMENTS**

The net sales of geographical segments are presented by the customers' location. The assets and investments are presented by the geographical location of assets.

<b>Net sales to external customers by geographic area</b>	<b>2006</b>	<b>2005</b>
Nordic region	17 756	14 036
France	28 732	23 377
Germany, Austria, Switzerland	8 076	9 289
UK, Eire	5 940	6 527
USA, Canada	10 092	8 223
Rest of the world	18 187	14 513
Total	88 783	75 965

<b>Segment assets by geographic area</b>	<b>2006</b>	<b>2005</b>
Nordic region	6 556	5 191
France	33 122	30 524
Germany, Austria, Switzerland	6 019	6 569
UK, Eire	4 277	3 623
USA, Canada	3 681	1 763
Rest of the world	1 680	879
<b>Total</b>	<b>55 334</b>	<b>48 550</b>
<b>Capital expenditure</b>		
Nordic region	454	633
France	1 936	944
Germany, Austria, Switzerland	166	223
UK, Eire	14	32
USA, Canada	118	71
Rest of the world	24	39
<b>Total</b>	<b>2 713</b>	<b>1 942</b>
<b>2. PERCENTAGE OF COMPLETION</b>		
Net sales of contraction projects in progress	10 226	15 565
Total net sales of contraction projects recognised during the period	19 784	33 457
Recognised receivables of contraction projects in progress are included 8.7 MEUR (2005: 1.5 MEUR) in the balance sheet and advance payments 0.5 MEUR (2005: 1.5 MEUR)		
<b>3. OTHER OPERATING INCOME</b>		
	<b>2006</b>	<b>2005</b>
Sales of business operations and tangible assets	1	0
Government grants	0	19
Rent income	17	88
Other income	357	598
<b>Total</b>	<b>376</b>	<b>705</b>
<b>4. OTHER OPERATING EXPENSES</b>		
Rent costs	3 365	2 748
Travel cost	4 869	3 863
Other expenses	9 886	9 159
<b>Total</b>	<b>18 121</b>	<b>15 771</b>

<b>5. PERSONNEL EXPENSES</b>	<b>2006</b>	<b>2005</b>
Wages and salaries	33 070	29 572
Pension expenses, defined benefit plans	96	568
Pension expenses, defined contribution plans	2 813	2 629
Other social expenses	7 221	6 163
Profit sharing plans	1 081	816
Share options	860	516
Other personnel expenses	728	782
<b>Total</b>	<b>45 869</b>	<b>41 047</b>
Personnel on average	614	547

Information about the Group's related party are shown in the note 28 and the salary information of the President and CEO is shown in the Parent Company's note 3.

<b>6. DEPRECIATIONS AND IMPAIRMENTS</b>	<b>2006</b>	<b>2005</b>
<b>DEPRECIATION ACCORDING TO PLAN BY ASSET CATEGORY</b>		
<b>Intangible assets</b>		
Capitalized development costs	214	78
Intangible rights	2	1
Other intangible assets	107	226
<b>Total</b>	<b>323</b>	<b>305</b>
<b>Tangible assets</b>		
Machinery and equipment	633	659
Other tangible assets	174	147
<b>Total</b>	<b>807</b>	<b>807</b>

<b>7. RESEARCH AND DEVELOPMENT EXPENSES</b>		
Research and development expenses in income statement	18 159	15 731

<b>8. NET FINANCIAL INCOME AND EXPENSES</b>		
Interest income	140	74
Other financial income	36	73
Currency exchange gains	256	333
Interest expenses	73	41
Other financial expenses	13	4
Currency exchange losses	419	141
<b>Net financial income and expenses</b>	<b>-73</b>	<b>294</b>

## 9. TAXES

Reconciliation between the taxes are presented in the income statement and the tax according to the tax rate of 26% prevailing in the Group's domicile country in 2006 (2005: 26%):

<b>Income taxes</b>	<b>2006</b>	<b>2005</b>
Income tax on operations	2 928	2 201
Deferred tax	-10	-203
<b>Total</b>	<b>2 917</b>	<b>1 998</b>
Profit before tax	5 465	5 509
Income taxes by parent company's tax rate	1 377	1 432
Tax difference based on subsidiaries tax rates	410	664
Non-taxable income	-31	-85
Non-deductible expenses	335	253
Temporary differences (unrecognised deferred taxes)	0	3
Usage of unrecognised tax losses	-64	-245
Unrecognised tax losses	955	0
Other	-66	-23
<b>Total</b>	<b>2 917</b>	<b>1 998</b>

The company has losses carried forward EUR 15.7 million (2005: EUR 12.9 million), for which no deferred tax assets have been recognised. The losses were primarily incurred in countries, where possibilities for utilising the tax in the future are uncertain.

## 10. EARNINGS PER SHARE

	<b>2006</b>	<b>2005</b>
Net result for the financial period	2 526	3 401
Number of weighted average shares	68 120 895	67 433 942
Effect of share options	983 329	366 849
<b>Diluted weighted average number of shares</b>	<b>69 104 224</b>	<b>67 800 791</b>
Earnings per share	0.037	0.050
Diluted earnings per share	0.037	0.050

The undiluted result is calculated by dividing the net result belonging to shareholders by the weighted average of the amount of shares outstanding during the financial period. The diluted result per share is calculated by dividing the diluted net result belonging to shareholders by the weighted average of the diluted amount of shares outstanding during the financial period. The diluting effect of external options has been taken into account in the calculation of the diluted result per share.

## 11. INTANGIBLE ASSETS

	<b>2006</b>	<b>2005</b>
Goodwill		
Acquisition cost 1 Jan	8 506	8 385
Additions 1 Jan - 31 Dec	942	121
<b>Acquisition cost 31 Dec</b>	<b>9 448</b>	<b>8 506</b>

The Group's goodwill, 9.4 MEUR (2005: 8.5 MEUR), is focused on the Supply Chain Management Software business segment and the geographic segments of France and Germany.

The goodwill is focused on the cash-flow generating units that are based on the Group's reporting structure. The accruable amount of money specified for each cash-flow generating unit is based on the value-in-use calculations. The cash-flow expectations in value appraisalment

calculations are based on the 5-year predictions accepted by the Group management and on growth predictions for the field from external sources. Cash flows following the predicted period, accepted by the management, have been estimated by using a cautious 2% growth factor that reflects the management's estimate of the industry's long-term average growth.

Key assumptions used in value-in-use calculations	France	Germany
EBITDA (%)	19.7-22.6	3.3-10.9
Growth of operating income (%), forecast period	10.1-20.0	2.0-11.0
Growth of operating income (%), beyond forecast period	2.0	2.0
Discount rate (%), pre-tax	13.4	13.3

According to the management's estimate, a reasonable change in the central factors would not lead to a situation where the accruable amount of money would fall below the book value.

	2006	2005
<b>Capitalized development costs</b>		
Acquisition cost 1 Jan	1 009	367
Additions 1 Jan - 31 Dec	680	641
Exchange differences	1	0
Acquisition cost 31 Dec	1 690	1 009
Accumulated amortizations and impairments on 1 Jan	-78	0
Amortizations	-214	-78
Accumulated amortizations and impairments 31 Dec	-292	-78
Book value 01 Jan	931	367
Book value 31 Dec	1 398	931
<b>Intangible rights</b>		
Acquisition cost 1 Jan	9	2
Additions 1 Jan - 31 Dec	2	7
Acquisition cost 31 Dec	11	9
Accumulated amortizations and impairments on 1 Jan	-2	-1
Amortizations	-2	-1
Accumulated amortizations and impairments 31 Dec	-4	-2
Book value 01 Jan	7	1
Book value 31 Dec	7	7
<b>Other intangible assets</b>		
Acquisition cost 1 Jan	2 871	2 790
Additions 1 Jan - 31 Dec	73	85
Disposals 1 Jan - 31 Dec	-8	-4
Acquisition cost 31 Dec	2 936	2 871
Accumulated amortizations and impairments on 1 Jan	-2 754	-2 531
Amortizations	-89	-226
Disposal	8	4
Accumulated amortizations and impairments 31 Dec	-2 835	-2 754
Book value 01 Jan	117	259
Book value 31 Dec	101	117
<b>Finance leases in intangible assets</b>		
Additions 1 Jan - 31 Dec	100	0
Acquisition cost 31 Dec	100	0

	2006	2005
Amortizations	-16	0
Accumulated amortizations and impairments 31 Dec	-16	0
Book value 31 Dec	84	0
<b>12. TANGIBLE ASSETS</b>		
<b>Machinery and equipment</b>		
Acquisition cost 1 Jan	3 690	3 236
Additions 1 Jan - 31 Dec	369	759
Disposals 1 Jan - 31 Dec	-503	-306
Exchange differences	19	0
Acquisition cost 31 Dec	3 575	3 690
Accumulated depreciations and impairments on 1 Jan	-3 094	-2 848
Depreciations	-378	-405
	481	159
Exchange differences	-14	0
Accumulated depreciations and impairments 31 Dec	-3 006	-3 094
Book value 1 Jan	596	388
Book value 31 Dec	569	596
<b>Other tangible assets</b>		
Acquisition cost 1 Jan	1 202	1 068
Additions 1 Jan - 31 Dec	269	276
Disposals 1 Jan - 31 Dec	-101	-142
Exchange differences	-5	0
Acquisition cost 31 Dec	1 365	1 202
Accumulated depreciations and impairments on 1 Jan	-807	-806
Depreciations	-174	-147
Impairments	63	146
Exchange differences	-5	0
Accumulated depreciations and impairments 31 Dec	-924	-807
Book value 1 Jan	395	262
Book value 31 Dec	441	395
<b>Finance leases in tangible assets</b>		
Acquisition cost 1 Jan	1 149	1 097
Additions 1 Jan - 31 Dec	278	53
Disposals 1 Jan - 31 Dec	-452	-1
Exchange differences (Group)	12	0
Acquisition cost 31 Dec	988	1 149
Accumulated amortizations and impairments on 1 Jan	-484	-238
Amortizations	-254	-246
Disposal	280	0
Exchange differences (Group)	-5	0
Accumulated amortizations and impairments 31 Dec	-463	-484
Book value 1 Jan	665	859
Book value 31 Dec	525	665



13. INVESTMENTS	2006	2005
<b>Available-for-sale assets</b>		
Other shares 1 Jan	47	47
Additions	-1	0
Disposals	0	-1
Acquisition cost 31 Dec	46	47

The investments available-for-sale include both listed and non-listed shares. The non-listed shares are recognised at cost because it has not been possible to determine their fair value in a reliable manner. The amount of the listed shares is not essential.

14. OTHER NON-CURRENT ASSETS	2006	2005
Other long-term receivables	1 038	423
Total	1 038	423

Other long-term receivables consist of rent deposits and long-term account receivables.

15. INVENTORIES	2006	2005
Finished goods	516	117
Total	516	117

16. RECEIVABLES		
Accounts receivable	21 177	16 200
Loan receivables		
Other loan receivables	13	58
Prepaid expenses and accrued income		
Receivables from construction projects	8 661	1 474
Other prepaid expenses and accrued income	4 065	8 245
Prepaid expenses and accrued income, total	12 726	9 720
Other receivables		
Income tax receivables	71	0
VAT receivables	16	82
Other receivables	1 010	799
Other receivables, total	1 099	881
Receivables, total	35 014	26 858

17. DEFERRED TAX ASSETS AND LIABILITIES		
Deferred tax assets recognised in balance sheet		
Tax losses carried forward	10	11
Untaxed reserves	846	287
Capitalized development costs	-401	-276
Other temporary differences	5	426
Exchange differences	0	3
Total	460	451

Deferred tax assets and deferred tax liabilities are offset in the balance sheet, if they relate to income taxes levied by the same taxation authority.

<b>18. CASH AND CASH EQUIVALENTS</b>	<b>2006</b>	<b>2005</b>
Cash and cash equivalents in balance sheet		
Cash and bank	5 688	9 437
Total	5 688	9 437
In cash flow statement		
Cash, bank and marketable securities	5 688	9 437
Total	5 688	9 437
<b>19. SHAREHOLDERS' EQUITY, EUR</b>		
Share capital 1 Jan	674 339.42	674 339.42
Increase in share capital / Share exchange	5 919.53	0.00
Increase in share capital / Warrants	950.00	0.00
Share capital 31 Dec	681 208.95	674 339.42
Share premium fund 1 Jan	17 002 350.39	17 002 350.39
Increase in share premium fund	1 142 467.84	0.00
Stock options exercised	146 300.00	0.00
Share premium fund 31 Dec	18 291 118.23	17 002 350.39
Translation differences 1 Jan	-74 917.81	125 647.32
Change in translation differences	41 714.77	-200 565.14
Translation differences 31 Dec	-33 203.03	-74 917.81
Retained earnings from previous financial periods 1 Jan	7 476 145.69	3 559 027.80
Share based payments recognised against equity	859 921.38	516 394.01
Result for the financial period	2 526 462.03	3 400 723.89
Retained earnings 31 Dec	10 862 529.10	7 476 145.69
Shareholders' Equity 31 Dec	29 801 653.25	25 077 917.69
	<b>2006</b>	<b>2005</b>
Number of shares 1 Jan	67 433 942	67 433 942
Share issue	591 953	0
Option used	95 000	0
Number of shares 31 Dec	68 120 895	67 433 942

## 20. OPTION SCHEMES

Aldata has four valid stock option schemes, the objective of which is to encourage motivation and commitment among key personnel of the Group. The share options have been granted to the Group's key personnel and Board members.

### Option schemes in force during the reporting period

#### Option scheme 2001/1

Under the 2001/1 stock option scheme, a maximum of 1,900,000 stock options were initially offered for subscription to key employees and/or wholly owned subsidiaries of Aldata Group, with deviation from the pre-emptive subscrip-

tion right of the shareholders. The Annual General Meeting on 26 March 2003 took the decision to annul 1,840,000 stock options which had not been allocated. The remaining option rights may be exercised to subscribe for a maximum of 60,000 new shares of nominal value 0.01 EUR at a subscription price of 4.49 EUR per share. Of these option warrants, 30,000 are categorized according to the letter A and 30,000 according to the letter B. The subscription price will be lowered after 5 April 2001 and prior to commencement of the share subscription period by the amount of dividend distributed by the company on each dividend settlement date. The share subscription price shall nevertheless always amount to at least the nominal value of the share. On the basis of

these subscriptions the company's share capital may increase at most by 600 EUR. The share subscription period for A warrants was between 1 April 2003 and 31 December 2006 and for B warrants the share subscription period is between 1 April 2004 and 31 December 2007.

#### **Option scheme 2001/2**

Under the 2001/2 stock option scheme, 280,000 option rights may be offered for subscription to a maximum of 35 key employees of Aldata Group's French subsidiary and/or a wholly owned subsidiary, with deviation from the pre-emptive subscription right of the shareholders. The decision on the distribution of these options was taken by the Board of Directors. The grounds for deviation from the shareholders' pre-emptive rights are that the stock options are intended to form part of Aldata Group's incentive scheme for key employees. Of the total number of option warrants 115,000 were categorized according to the letter A and 165,000 according to the letter B. All of these option rights were subscribed by the end of the subscription period, 31 October 2001. The option rights may be exercised to subscribe for at most 280,000 new company shares of nominal value 0.01 EUR per share for a price which equals, in the case of A warrants, the weighted average share price on the Helsinki Exchanges between 1 January and 31 March 2000 (subscription price 8.98 EUR) and, in the case of the B warrants, the weighted average share price on the Helsinki Exchanges between 1 January and 31 March 2001 (subscription price 4.49 EUR). The subscription price will be lowered after 10 October 2001 and prior to share subscription by the amount of dividend distributed on each dividend settlement date. The share subscription price shall nevertheless always amount to at least the nominal value of the share. The company's share capital may increase at most by 2,800 EUR on the basis of these subscriptions. The share subscription period for A warrants is between 1 November 2005 and 30 November 2007 and for B warrants between 1 April 2006 and 31 April 2008.

#### **Option scheme 2003**

Stock option scheme 2003 consists of 4,500,000 option rights which may be offered to the key personnel and wholly owned subsidiaries of Aldata Group as defined by the Board of Directors, with deviation from the pre-emptive subscription right of the shareholders. The distribution of these options is taken by the Board of Directors. The grounds for deviation from the shareholders' pre-emptive rights are that the stock options are intended to form part of Aldata Group's incentive scheme for key employees.

Of the total number of option warrants, 1,125,000 are categorized as 2003A, 1,125,000 with 2003B, 1,125,000 with 2003C and 1,125,000 with 2003D. The option rights may be exercised to subscribe for a maximum of 4,500,000 new company shares of nominal value 0.01 EUR per share for a price which in the case of 2003A warrants equals 1.55 EUR, in the case of 2003B warrants equals the Aldata Solution share trading weighted average share price on the Helsinki Exchanges between 1 April and 30 April 2003 (subscription price 1.03 EUR), in the case of 2003C warrants equals the

Aldata Solution share trading weighted average share price on the Helsinki Exchanges between 1 April and 30 April 2004 (subscription price 1.92 EUR) and in the case of 2003D warrants equals the Aldata Solution share trading weighted average share price on the Helsinki Exchanges between 1 April and 30 April 2005 (subscription price 1.68 EUR).

The share subscription price of the stock options shall, as per the dividend record date, be reduced by the amount of the dividend decided after the start of the period for determination of the subscription price and before the share subscription. The share subscription price shall nevertheless always amount to at least the nominal value of the share. The company's share capital may increase at most by 45,000 EUR on the basis of these subscriptions. The share subscription periods for warrants are: for 2003A warrants from 1 October 2005 to 30 April 2007, for 2003B warrants from 1 October 2006 to 30 April 2008, for 2003C warrants from 1 October 2007 to 30 April 2009 and for 2003D warrants from 1 October 2008 to 30 April 2010.

#### **Option Scheme 2006**

Stock option scheme 2006 consists of 1,200,000 option rights which may be offered to the key personnel and a wholly owned subsidiary of Aldata Group defined by the Board of Directors, with deviation from the pre-emptive subscription right of the shareholders. Distribution of these options will be decided by the Board of Directors.

The grounds for the deviation from the shareholders' pre-emptive rights are that the stock options are intended to form part of Aldata Group's incentive scheme for key employees. Of the total number of option warrants 400,000 will be marked with symbol 2006A, 400,000 with symbol 2006B and 400,000 with symbol 2006C. The option rights may be exercised to subscribe for at most 1,200,000 new shares of nominal value 0.01 EUR per share. The share subscription price for all stock options shall be the trade volume weighted average quotation of the Aldata Solution share on the Helsinki Stock Exchange during January 1 - March 31, 2006 added by 25 percent (2.76 EUR).

From the share subscription price of stock options shall, as per the dividend record date, be deducted the amount of the dividend decided after the beginning of the period for determination of the share subscription price but before share subscription. The share subscription price shall nevertheless always amount to at least the nominal value of the share. Based on these subscriptions, the company's share capital may increase by at most 12,000 EUR. The 2006A warrants may be exercised to subscribe for shares between 1 April 2008 and 31 March 2010, the 2006B warrants between 1 April 2009 and 31 March 2011 and the 2006C warrants between 1 April 2010 and 31 March 2012.

No stock options of 2006 had been subscribed for by 31 December 2006.

1. The basic data of the stock option schemes is shown for each scheme in the table below:

Option scheme	Total number of shares/ shares under option	Category	Share subscription period begins	Share subscription period ends	Share subscription price/euro/ share *	Allocation ratio
III 2001	950 000	III 2001A	1.4.2003	31.12.2006	4.49	1:1
	950 000	III 2001B	1.4.2004	31.12.2007	4.49	1:1
IV 2001	115 000	IV 2001A	1.11.2005	30.11.2007	8.98	1:1
	165 000	IV 2001B	1.4.2006	30.4.2008	4.49	1:1
V 2003	1 125 000	V 2003A	1.10.2005	30.4.2007	1.55	1:1
	1 125 000	V 2003B	1.10.2006	30.4.2008	1.03	1:1
	1 125 000	V 2003C	1.10.2007	30.4.2009	1.92	1:1
	1 125 000	V 2003D	1.10.2008	30.4.2010	1.68	1:1
VI 2006	400 000	2006A	1.4.2008	31.3.2010	2.76	1:1
	400 000	2006B	1.4.2009	31.3.2011	2.76	1:1
	400 000	2006C	1.4.2010	31.3.2012	2.76	1:1
Total	7 880 000					

\* The share subscription price is reduced in line with the amount of dividends distributed. The share subscription price shall nevertheless always amount to at least the accountable part of the share.

2. Numbers of share options and weighted average share subscription price

	Number of shares	Weighted average exercise price, EUR
Outstanding at the beginning of the reporting period 1 Jan 2005	2 401 500	1.97
Granted during the reporting period	1 461 750	1.73
Forfeited during the reporting period	60 000	1.27
Exercised during the reporting period	0	-
Matured during the reporting period	0	-
Outstanding at the end of the reporting period 31 Dec 2005	3 803 250	1.89
Granted during the reporting period	1 035 750	1.69
Forfeited during the reporting period	21 500	1.89
Exercised during the reporting period	95 000	1.55
Matured during the reporting period	0	-
Outstanding at the end of the reporting period 31 Dec 2006	4 722 500	1.86
Available for share subscription 31 Dec 2005	171 250	7.41
Available for share subscription 31 Dec 2006	168 750	7.45

The weighted average share price at the date of option exercises in 2006 was 1.55€.

3. The ranges of exercise prices of outstanding options and remaining contractual life there of at the end of the reporting period 31 December 2006 are as follows:

Exercise price, EUR	No. of shares	Wtd. avg. remaining contractual life (years)
1.03-1.92	4 392 500	1.9
4.49	218 750	1.1
8.98	111 250	0.9
	4 722 500	1.8

#### 4. Methods and assumptions applied in the determination of current market value of options

The IFRS 2 compliant market value of employee share options on the option grant date has been determined using the Black & Scholes option pricing model. The implied volatility used in the valuation is based on the realised volatility during the one year period preceding the grant date. The weighted average assumptions used in the valuation are as follows:

	2006	2005
Share subscription price, EUR	1.71	1.73
Share market price, EUR	2.05	1.86
Implied volatility	34%	38%
Risk-free interest yield	3.04%	2.49%
Expected life of option (years)	3.8	3.8
Dividend yield	0%	0%

The weighted market value of granted options on the option grant date was 0.77 euros in 2006 and 0.66 euros in 2005.

#### 21. DEFINED BENEFIT PLANS

	2006	2005
<b>Reconciliation of assets and liabilities recognised in balance sheet</b>		
Fair value of plan assets	1 234	1 138
Net liability in the balance sheet	1 234	1 138
<b>Expenses recognised in the income statements</b>		
Current service cost	134	49
Interest cost	51	23
Actuarial gains (-) and losses (+)	-89	149
Past service cost	0	356
Total defined benefit expenses	96	577
<b>Movements of defined benefit net liabilities recognised in the balance sheet</b>		
Net liability 1 Jan	1 138	561
Service cost	134	49
Interest cost	51	23
Actuarial gains (-) and losses (+)	-89	149
Past service cost	0	356
Net liability 31 Dec	1 234	1 138
<b>Principal actuarial assumptions</b>		
Discount rate	4.4	4.2
Expected rates of salary increases	3.5	3.5

#### 22. PROVISIONS

<b>Social security costs for stock options</b>		
Provision 1 Jan	136	8
Additional provisions	3	132
Amounts used	-123	-3
Unused provisions reversed during the period	-4	0
Exchange differences	0	-1
Provision 31 Dec	12	136

	2006	2005
<b>Other provision</b>		
Provision 1 Jan	142	137
Additional provisions	97	27
Amounts used	-83	-21
Exchange differences	0	-1
Provision 31 Dec	156	142
<b>Current provisions</b>	<b>135</b>	<b>59</b>
Non-current provisions	34	219
Total	169	278
Other provisions consist mainly of warranty provisions.		
<b>23. LOANS</b>		
<b>Non-Current loans</b>		
Finance lease liabilities	413	424
Total	413	424
Non-current loans by currency		
EUR	284	250
SEK	129	174
Total in euros	413	424
Weighted average rate (%) of Non-current interest bearing liabilities at the balance sheet date		
Finance lease liabilities	3.56	4.23
<b>Current loans</b>		
Finance lease liabilities	225	269
Total	225	269
Current loans by currency		
EUR	178	188
SEK	47	81
Total in euros	225	269
Weighted average rate (%) of current interest bearing liabilities at the balance sheet date, external		
Finance lease liabilities	3.56	4.23
Repayments of non-current and current loans		
2006	0	269
2007	225	202
2008	276	175
2009	85	43
2010	39	3
Later	13	0

Current loans consist of loan capital repayments during the coming period, and their carrying amounts equal their fair values. In addition to the above, the company has other non-current liabilities amounting to 0.1 MEUR (2005: 0.1 MEUR).

<b>24. FINANCE LEASES</b>	<b>2006</b>	<b>2005</b>
Minimum payments		
In less than one year	268	279
Between one and five years	422	459
<b>Total</b>	<b>690</b>	<b>738</b>
Less amounts representing finance charge	-52	-45
Present value of minimum lease payments	638	693
Present value of minimum lease payments		
In less than one year	225	269
Between one and five years	413	424
<b>Total</b>	<b>638</b>	<b>693</b>

The fair value of finance lease liabilities was determined by discounting the future cash flow using the internal interest rate of the lease agreement.

<b>25. OPERATING LEASES</b>	<b>2006</b>	<b>2005</b>
Operating lease payments		
In less than one year	3 364	2 338
Between one and five years	9 904	6 214
In over five years	2 871	2
<b>Total</b>	<b>16 138</b>	<b>8 554</b>
Value of lease and sublease recognised as an expense for the period	3 058	2 282
Total of future minimum lease payments	16 138	8 554

Lease agreements consist of premises lease agreements and other lease agreements. The term of lease agreements varies between one and seven years. The rent for premises is linked to commonly applied cost indices. When an agreement is terminated mid-term, all costs incurred by the lessee are immediately recorded as expenses.

<b>26. ACCOUNT PAYABLE AND OTHER LIABILITIES</b>	<b>2006</b>	<b>2005</b>
Advances received	513	1 526
Accounts payable	6 635	4 288
Accrued liabilities and deferred income	10 811	9 187
Other short-term liabilities / Income tax	741	1 661
Other short-term liabilities	4 635	4 223
<b>Total</b>	<b>23 335</b>	<b>20 884</b>
Other short-term liabilities		
Value-added tax	1 443	2 276
Withholding tax and social security costs	2 519	1 491
Other short-term liabilities	672	456
<b>Total</b>	<b>4 635</b>	<b>4 223</b>

<b>27. PLEDGES GIVEN AND CONTINGENT LIABILITIES</b>	<b>2006</b>	<b>2005</b>
Mortgages	5 432	5 432
Pledged bank account (rental security)	34	0
Leasing liabilities	16 139	8 554
Guarantees on behalf of Group company debt	198	198

## **28. RELATED PARTY**

<b>Group companies</b>	<b>% of shares/ votes Company</b>	<b>% of shares/ votes Group</b>
Aldata Solution Finland Oy, Vantaa, Finland	100.0	100.0
Aldata Solution Silvola Oy, Vantaa, Finland	100.0	100.0
Aldata Smart Card Oy, Vantaa, Finland	100.0	100.0
Aldata Solution AB, Mörby, Sweden	100.0	100.0
Melior Utbildning AB, Mörby, Sweden	0.0	100.0
Aldata Solution S.A, Paris, France	100.0	100.0
Aldata Solution d.o.o., Trinz, Slovenia	81.2	81.2
Aldata Retail Solutions GmbH, Stuttgart, Germany	51.0	100.0
Aldata Solution UK Ltd, London, UK	100.0	100.0
Aldata Solution Inc. Ashburn, VA, USA	100.0	100.0
Aldata Holding Co. Ltd, Bangkok, Thailand	0.0	48.9 / 90.3
Aldata Solution Co. Ltd, Bangkok, Thailand	0.0	100.00
Aldata Solution LCC, Saint Petersburg, Russia	100.0	100.00

<b>Transactions with directors and executive officers</b>	<b>2006</b>	<b>2005</b>
Salaries and other short-term benefits	2 894	3 335
Post-employment benefits	10	10
<b>Total</b>	<b>2 904</b>	<b>3 345</b>

The Group's related parties include Board of Directors, the Group's President and CEO, the Corporate Management Team, and the Managing Directors of subsidiaries as well as their controlled corporations.

The total number of shares held by the related parties and their controlled corporations is 753,824 shares, or 1.11% of all shares. On the basis of option schemes, they hold a total of 2,389,000 option rights, corresponding to 3.45% of the total number of shares adjusted for share emission and dilution effects.

<b>Salaries and fees paid , including benefits</b>	<b>2006</b>	<b>2005</b>
Presidents and Board of Directors	2 159	2 622

The remuneration of the President and CEO is shown in the Parent Company's Note 3. The salaries paid in 2005 include the compensation paid for terminating the contract of the previous President and CEO.



## 29. EVENTS AFTER BALANCE SHEET DATE

Aldata has incorporated the business of Aldata Smart Card Oy, specialized in smart cards and loyal customer software systems, to Aldata Solution Finland Oy. Company's customers, contracts and products were transferred to Aldata Solution Finland Oy on January 1st, 2007.

On January 5th 2007, Aldata announced that it will provide the Finnish company Tradeka with a new Linux-based point-of-sales system. The application will be fully in use by the end of the year 2008 in all Euromarket, Siwa, and Valintatalo stores.

On January 31st 2007, Aldata announced an agreement with Elephant Pharm, a one-stop well-ness and pharmacy chain in the US. The contract includes the Aldata G.O.L.D. Central and Shop modules.

## 30. NOTE TO THE CASH FLOW STATEMENT

	2006	2005
Expenses and income without payment transactions:		
Adjustments to operating profit:		
Depreciations and writedowns	1 130	1 111
Change in provisions	53	590
Other adjustments	529	20
Total	1 712	1 721
Change in working capital		
Change in accounts receivable and other receivables	-8 604	-3 896
Change in inventories	-399	-1
Change in accounts payable and other liabilities	2 691	1 088
Total	-6 312	-2 809

## Shares and Shareholders

Aldata Solution Oyj's principal shareholders on December 31, 2006 in order of number of votes:

Shareholders	Number of shares	% of shares and votes
Ilmarinen Mutual Pension Insurance Company	6 616 800	9.71
FIM Forte Investment Fund	1 738 200	2.55
Tapiola Mutual Pension Insurance Company	1 400 000	2.06
FIM Fenno Investment Fund	1 310 800	1.92
Evli-Select Equity Fund	1 007 200	1.48
Aktia Secura Placeringsfond	690 000	1.01
Aktia Capital Placeringsfond	650 900	0.96
Royal Skandia Life Assurance Limited	632 700	0.93
Sampo European Balanced Investment fund	450 100	0.66
Hietala Matti Juhani	350 060	0.51
Etra-Invest Oy AB	350 000	0.51
Placeringsfonden Gyllenberg Finlandia	300 400	0.44
Nordea Life Insurance Finland Oy	281 000	0.41
Homeyer Rene	268 924	0.39
Evli IT-Information Technology	251 470	0.37
Hoyer Thomas Karl Stig	218 000	0.32
Irish Life	203 000	0.30
Turun seudun Osuuspankki	200 000	0.29
Evli Nordic TMT	190 000	0.28
Investment fund ABN Amro Finland	153 100	0.22
<b>Nominee register accounts</b>		
Nordea Pankki Suomi Oyj	29 533 302	43.35
OKO Osuuspankkien Keskuspankki Oyj	3 804 150	5.58
Svenska Handelsbanken AB	918 356	1.35
HSS/Skandinaviska Enskilda Banken AB	845 556	1.24

Shares / shareholder	No. of shareholders	% of shareholders	No. of shares	% of shares
1-500	2 372	39.47	633 600	0.93
501-1 000	1 228	20.44	1 106 393	1.62
1 001-5 000	1 830	30.45	4 709 712	6.91
5 001-10 000	314	5.23	2 412 160	3.54
10 001-100 000	229	3.81	5 436 673	7.98
over 100 000	36	0.60	53 822 357	79.01
Total	6 009	100.00	68 120 895	100.00
Number of shares issued			68 120 895	100.00

### Shareholder groups on 31 Dec 2006

Group	No. of shareholders	No. of shares	% of shares	
Households	5 557	12 568 406	18.45	
Companies	370	3 697 275	5.43	
Foreign	32	1 404 518	2.06	
Financial and insurance institutions	21	5 272 220	7.74	
Public organizations	10	8 153 824	11.97	
Non-profit institutions	19	1 897 540	2.79	
Total	6 009	32 993 783	48.43	
Nominee registrations, total		9	35 127 112	51.57

## Shares and Shareholders

### Information about shares

Aldata Solution Oyj has one share series and at the end of the financial period the company had 68,120,895 shares with a nominal value of EUR 0.01 each. All the company's shares carry equal voting and dividend rights. The company's shares are quoted on the main list of the Helsinki Stock Exchange and the shares trading code is ALD1V. Aldata's share belongs to the book-entry system managed by the Finnish Central Securities Depository Ltd and is traded in lots of 100 shares. The company did not own any of its shares on February 28, 2007.

### Foreign ownership

A total of 51.4 % of Aldata Solution Oyj's shares were nominee-registered on February 28, 2007.

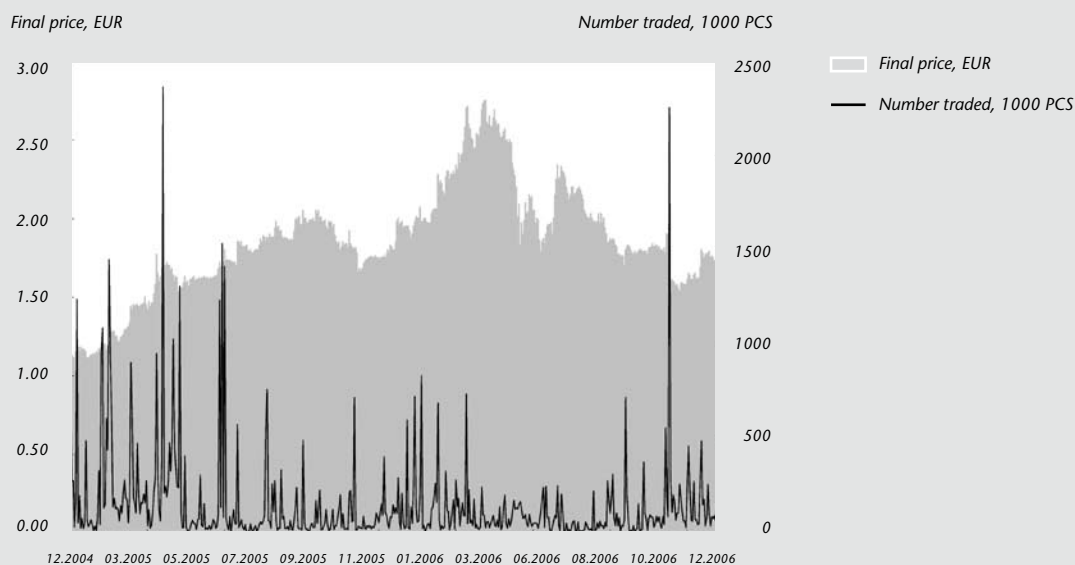
### Free float

The free float of Aldata shares was 99.8% of the share capital at the end of 2006.

### Market capitalization

The company's market capitalization at the end of 2005 was 125 MEUR and at the end of 2006 121 MEUR. More details about key figures for the shares and other key figures are on the page 52.

### Trading price and volume of Aldata's share 31 Dec 2004-31 Dec 2006



## Key Figures

KEY FIGURES	IFRS 2006	IFRS 2005	IFRS 2004	FAS 2004	FAS 2003	FAS 2002
<b>SCOPE OF OPERATIONS</b>						
Net sales, MEUR	88.8	76.0	66.1	66.0	75.3	65.6
Average number of personnel	614	547	525	525	470	448
Gross capital expenditure, MEUR	2.7	1.9	1.4	0.8	7.6	7.4
Gross capital expenditure, % of net sales	3.1	2.6	2.2	1.1	10.1	11.2
<b>PROFITABILITY</b>						
Operating profit, MEUR	5.5	5.2	-0.8	-1.5	3.4	4.7
Operating profit, % of net sales	6.2	6.9	-1.2	-2.3	4.6	7.1
Profit before taxes and minority interest, MEUR	5.5	5.5	-1.0	-1.6	2.3	2.3
Profit before taxes and minority interest, % of net sales	6.2	7.3	-1.4	-2.4	3.1	3.5
Return on equity, % (ROE)	9.2	14.9	-16.7	-20.5	1.5	9.8
Return on investment, % (ROI)	21.0	23.5	-1.2	-4.0	13.8	20.1
<b>FINANCIAL STANDING</b>						
Quick ratio	1.7	1.7	1.6	1.6	1.4	1.6
Current ratio	1.7	1.7	1.7	1.7	1.6	1.8
Solvency ratio, %	54.5	54.1	54.0	53.0	48.2	51.7
Interest-bearing net debt, MEUR	-5.1	-8.7	-6.0	-6.3	-5.4	-7.2
Gearing, %	-16.9	-34.4	-27.6	-30.8	-21.2	-28.8
<b>PER SHARE DATA</b>						
Earnings per share, EUR (EPS)	0.037	0.050	-0.059	-0.070	0.004	0.028
Earnings per share, EUR (EPS), adjusted for dilution effect	0.037	0.050	-0.059	-0.070	0.004	0.027
Shareholders' equity per share, EUR	0.437	0.372	0.317	0.301	0.372	0.359
Dividend/share, EUR	0.00	0.00	0.00	0.00	0.00	0.00
Dividend/earnings, %	0.0	0.0	0.0	0.0	0.0	0.0
Effective dividend yield, %	0.0	0.0	0.0	0.0	0.0	0.0
Price/earnings ratio	48	37	-	-	485	32
<b>Share performance (EUR)</b>						
Share price on 31 Dec, EUR	1.77	1.85	1.11	1.11	1.94	0.88
Share issue-adjusted average share price, EUR	1.99	1.56	1.49	1.49	1.58	1.38
Share issue-adjusted lowest share price, EUR	1.53	1.07	1.00	1.00	0.86	0.43
Share issue-adjusted highest share price, EUR	2.83	2.07	2.24	2.24	2.19	2.72
Market capitalization, MEUR	121	125	75	75	131	58
No. of shares traded during the financial period, (during the period of quotation in 1999)	28 577 161	44 229 797	51 724 278	51 724 278	53 101 752	53 655 506
% of the company's average number of shares	42	66	77	77	79	81
Number of shares	68 120 895	67 433 942	67 433 942	67 433 942	67 433 942	66 145 742
Share issue-adjusted number of shares annual average	67 712 256	67 433 942	67 433 942	67 433 942	66 490 002	65 783 016
Share issue-adjusted number of shares at the end of the financial period	68 120 895	67 433 942	67 433 942	67 433 942	67 433 942	66 145 742
Share issue-adjusted number of shares annual average, adjusted for dilution effect	68 695 585	67 800 791	67 433 942	67 433 942	66 857 022	66 229 368
Share issue-adjusted number of shares at the end of the financial period, adjusted for dilution effect	69 104 224	67 800 791	67 433 942	67 433 942	67 436 122	66 567 535

## Calculation of Key Figures and Ratios

Effective dividend yield, %	=	$\frac{\text{Dividend per share}}{\text{The last trading price on the last trading day of the financial period}}$	x 100
Price / earnings ratio (P/E)	=	$\frac{\text{The last trading price on the last trading day of the financial period}}{\text{Earnings per share (EPS)}}$	
Interest-bearing net debt	=	Interest-bearing liabilities - cash in hand and at banks and securities	
Cash flow from operations	=	Operating profit + adjustments to operating profit +/- change in working capital + interest received - interest and charges paid + dividends received - taxes	
Current ratio	=	$\frac{\text{Current assets}}{\text{Current liabilities}}$	
Quick ratio	=	$\frac{\text{Receivables + cash in hand and at banks and securities}}{\text{Current liabilities}}$	
Gearing	=	$\frac{\text{Interest-bearing liabilities - cash in hand and at banks and certificates of deposit}}{\text{Shareholders' equity + minority interest}}$	x 100
Shareholders' equity per share	=	$\frac{\text{Shareholders' equity}}{\text{Share-issue-adjusted number of shares on closing day}}$	
Return on equity %, (ROE)	=	$\frac{\text{Profit before taxes - direct taxes}}{\text{Shareholders' equity + minority (average)}}$	x 100
Solvency ratio, %	=	$\frac{\text{Shareholders' equity + minority interest}}{\text{Balance sheet total - advances received}}$	x 100
Dividend / share	=	$\frac{\text{Dividend proposed by the Board}}{\text{Share-issue-adjusted number of shares on closing day}}$	
Payout ratio, %	=	$\frac{\text{Dividends per share}}{\text{Earnings per share}}$	x 100
Return on investment %, (ROI)	=	$\frac{\text{Profit before taxes + interest and other financing expenses}}{\text{Balance sheet total - non-interest bearing debt (average)}}$	x 100
Earnings per share	=	$\frac{\text{Net income attributable to the shareholders of the parent company}}{\text{Average number of shares outstanding}}$	
Earnings per share diluted	=	$\frac{\text{Diluted net income attributable to the shareholders of the parent company}}{\text{Average fully diluted number of shares outstanding}}$	

## Parent Company Income Statement (FAS)

	Note	EUR 1000 1.1.-31.12.06	EUR 1000 1.1.-31.12.05
<b>NET SALES</b>		<b>4 136</b>	<b>4 719</b>
Other operating income	2	130	506
Personnel expenses			
Salaries and fees	3	1 855	2 562
Pension expenses	3	154	243
Other employee-related expenses	3	469	313
		-2 479	-3 118
Depreciations and writedowns:			
Fixed assets and other long-term expenditure	4	35	76
		-35	-76
Other operating expenses		-3 134	-3 217
<b>OPERATING RESULT</b>		<b>-1 382</b>	<b>-1 185</b>
Financial items:			
Financial income	5	333	624
Financial expenses	5	-57	-12
		276	612
Result before extraordinary items, provisions and taxes		-1 107	-573
Extraordinary items			
Extraordinary income		1 450	720
		1 450	720
<b>PROFIT BEFORE TAXES</b>		<b>343</b>	<b>147</b>
Income taxes	6	-93	-121
<b>PROFIT FOR THE YEAR</b>		<b>250</b>	<b>26</b>

## Parent Company Cash Flow Statement (FAS)

	<i>EUR 1000</i> <i>2006</i>	<i>EUR 1000</i> <i>2005</i>
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Operating result	-1 382	-1 185
Adjustment to operating result	-17	289
Change in working capital	2 063	-1 164
Interest received	146	279
Interest and other financial expenses paid	-11	-12
Taxes paid	-119	0
Net cash from operating activities	679	-1 794
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Group companies acquired	-1	0
Other investments	0	1
Investments in tangible and intangible assets	-12	-58
Loans granted	-1 672	-205
Net cash used in investing activities	-1 685	-262
<b>CASH FLOW BEFORE FINANCING ACTIVITIES</b>		
	-1 007	-2 056
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Short-term loans, repayments	0	-16
Share issue	147	0
Group contribution received	720	0
Net cash used in financing activities	867	-16
<b>NET CASH FLOW, TOTAL</b>		
	-140	-2 072
Change in cash and cash equivalents	-140	-2 072
Cash and cash equivalents 1 Jan	350	2 422
Cash and cash equivalents 31 Dec	210	350

## Parent Company Balance Sheet (FAS)

	Note	EUR 1000 31.12.2006	EUR 1000 31.12.2005
<b>ASSETS</b>			
NON-CURRENT ASSETS			
Intangible assets			
Other long-term expenditure	7	14	5
		14	5
Tangible assets			
Machinery and equipment	8	25	20
Other tangible assets	8	28	65
		53	85
Investments			
Subsidiary shares	9	16 882	15 729
Other shares and holdings	9	40	40
Loan receivables	9	6 967	1 366
		23 889	17 136
NON-CURRENT ASSETS TOTAL		23 956	17 226
CURRENT ASSETS			
Short-term receivables			
Accounts receivable	10	1 302	1 555
Loans receivable	10	2 428	6 266
Prepaid expenses and accrued income	10	1 734	997
Other receivables	10	315	75
		5 779	8 893
Cash and cash equivalents		210	350
CURRENT ASSETS TOTAL		5 990	9 243
<b>ASSETS TOTAL</b>		<b>29 945</b>	<b>26 469</b>



## Parent Company Balance Sheet (FAS)

	Note	EUR 1000 31.12.2006	EUR 1000 31.12.2005
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>			
SHAREHOLDERS' EQUITY			
Share capital	11	681	674
Share premium fund	11	18 291	17 002
Retained earnings	11	7 258	7 233
Profit for the financial period	11	250	26
SHAREHOLDERS' EQUITY		26 480	24 935
PROVISIONS			
Other provisions	12	264	317
PROVISIONS		264	317
LIABILITIES			
Short-term liabilities			
Accounts payable	13	268	134
Accrued expenses and prepaid income	13	1 095	956
Other short-term liabilities	13	1 838	128
		3 201	1 218
LIABILITIES		3 465	1 535
<b>SHAREHOLDERS' EQUITY AND LIABILITIES TOTAL</b>		<b>29 945</b>	<b>26 469</b>

## Parent Company Dec 31, 2006

### Notes to the Financial Statements, EUR 1000

#### 1. ACCOUNTING PRINCIPLES

The parent company financial statements have been prepared according to generally accepted accounting policies in Finland (Finnish GAAP). The accounting policies of the parent company are presented in the accounting policies of the Aldata Group. The essential differences are related to finance lease, capitalized development costs and goodwill.

#### 2. OTHER OPERATING INCOME

	2006	2005
Income from Group companies	129	410
Other	1	96
Total	130	506

#### 3. PERSONNEL EXPENSES

Salaries and fees, incl. benefits in kind, paid to management: Presidents and Board of Directors	636	1 331
---	-----	-------

The salaries paid in 2005 include the compensation paid for terminating the contract of the previous President and CEO.

Personnel on average	10	13
----------------------	----	----

The monthly salary and the target bonus paid in 2006 to the President and CEO of the Group, René Homeyer, was 414 thousand euros. The bases for the target bonus are: increase in net sales, result and cash flow. President and CEO owns 268 924 Aldata Solution Oyj's shares on December 31, 2006 and he has the following options: Option scheme 2001/2 50 000 B-options.

Option scheme 2003, 127 900 A-options, 142 200 B-options, 184 540 C-options, 161 500 D-options.

The retirement age of President and CEO has not been agreed on.

Compensation paid to the President and CEO if he is dismissed by the company corresponds 24 months salary.

#### 4. DEPRECIATION ACCORDING TO PLAN

	2006	2005
Depreciation for the financial period:		
Other long-term expenditure	7	33
Machinery and equipment	21	35
Other tangible assets	7	8
Total	35	76

#### 5. FINANCIAL INCOME AND EXPENSES

Financial income from Group companies	298	263
Other interest and financial income	35	361
Interest and other financial income, total	333	624
Interest expenses to Group companies	-6	0
Other interest and financial expenses	-51	12
Interest and other financial expenses, total	-57	12
Financial income and expenses, total	276	612
Financial income and expenses include an exchange rate profit/loss (net)	-47	268

<b>6. TAXES</b>	<b>2006</b>	<b>2005</b>
Income tax on operations	93	121
Total	93	121
<b>7. INTANGIBLE ASSETS</b>		
<b>Other long-term expenditure</b>		
Acquisition cost 1 Jan	386	451
Increases 1 Jan - 31 Dec	15	0
Decreases 1 Jan - 31 Dec	0	-65
Acquisition cost 31 Dec	401	386
Accumulated depreciation according to plan 31 Dec	-387	-380
Book value 31 Dec	14	5
<b>8. TANGIBLE ASSETS</b>		
<b>Machinery and equipment</b>		
Acquisition cost 1 Jan	1 753	1 820
Increases 1 Jan - 31 Dec	26	0
Decreases 1 Jan - 31 Dec	0	-67
Acquisition cost 31 Dec	1 779	1 753
Accumulated depreciation according to plan 31 Dec	-1 754	-1 733
Book value 31 Dec	25	20
<b>Other tangible assets</b>		
Acquisition cost 1 Jan	226	170
Increases 1 Jan - 31 Dec	0	56
Decreases 1 Jan - 31 Dec	-30	0
Acquisition cost 31 Dec	196	226
Accumulated depreciation according to plan 31 Dec	-168	-161
Book value 31 Dec	28	65
<b>9. INVESTMENTS</b>		
Subsidiary shares	16 882	15 729
Loan receivables from Group companies	5 532	206
Capital loan receivables from Group companies	1 404	1 160
Other receivable from others	31	0
Total	23 849	17 095
Other shares 1 Jan	40	41
Decrease 1 Jan - 31 Dec	-1	-1
Other shares 31 Dec	39	40

The terms and conditions of the subordinated loan are in accordance with Chapter 12 of the Companies Act:

If the company is dissolved or become bankrupt, the capital, interest or other compensation may only be paid after preference is given to all other liabilities.

The capital may otherwise be repaid only if the company's restricted equity and other non-distributable funds shown in financial statements adopted for the latest financial period remain fully covered.

No interest is payable for the loan, nor is it guaranteed by any collateral.

<b>10. CURRENT RECEIVABLES</b>	<b>2006</b>	<b>2005</b>
Accounts receivable from Group companies	1 302	1 555
Loan receivables from Group companies	2 428	6 266
Prepaid expenses and accrued income from Group companies	1 482	793
Prepaid expenses and accrued income from others	226	204
Other receivables from Group companies	200	0
Other receivables from Others	141	75
<b>Current receivables total</b>	<b>5 779</b>	<b>8 893</b>
<b>11. SHAREHOLDERS' EQUITY</b>		
Share capital 1 Jan	674 339.42	674 339.42
Issue of share capital	5 919.53	0.00
Exercise of options	950.00	0.00
<b>Share capital 31 Dec</b>	<b>681 208.95</b>	<b>674 339.42</b>
Share premium fund 1 Jan	17 002 350.39	17 002 350.39
Issue of share capital	1 142 467.84	0.00
Exercise of options	146 300.00	0.00
<b>Share premium fund 31 Dec</b>	<b>18 291 118.23</b>	<b>17 002 350.39</b>
Profit from previous financial periods 1 Jan and 31 Dec	7 258 119.18	7 232 518.94
Profit for the financial year	250 017.59	25 600.24
<b>Shareholders' equity total 31 Dec</b>	<b>26 480 463.95</b>	<b>24 934 808.99</b>
Distributable funds	7 508 136.77	7 258 119.18
<b>12. PROVISIONS</b>		
Retirement indemnity provision	264	234
Other provision	0	83
	<b>264</b>	<b>317</b>
<b>13. SHORT-TERM LIABILITIES</b>		
Accounts payable from Group companies	100	30
Accounts payable from others	168	104
Accrued liabilities and deferred income from Group companies	10	0
Accrued liabilities and deferred income from others	1 085	956
Other liabilities from Group companies	1 877	0
Other liabilities from others	-39	128
<b>Total</b>	<b>3 201</b>	<b>1 218</b>
<b>14. PLEDGES GIVEN AND CONTINGENT LIABILITIES</b>		
<b>Contingent liabilities</b>		
Mortgages for the above	5 432	5 432
Leasing liabilities	177	482
Guarantees on behalf of Group company debt	118	118
<b>Maturity of leasing liabilities</b>		
During the following year	148	346
After the following year	19	100

## Auditor's Report

### *To the shareholders of Aldata Solution Oyj*

We have audited the accounting records, the report of the Board of Directors, the financial statements and the administration of Aldata Solution Oyj for the financial year 2006. The Board of Directors and the Managing Director have prepared the consolidated financial statements, prepared in accordance with International Financial Reporting Standards as adopted by the EU, as well as the report of the Board of Directors and the parent company's financial statements, prepared in accordance with prevailing regulations in Finland, containing the parent company's balance sheet, income statement, cash flow statement and notes to the financial statements. Based on our audit, we express an opinion on the consolidated financial statements, as well as on the report of the Board of Directors, the parent company's financial statements and the administration.

We conducted our audit in accordance with Finnish Standards on Auditing. Those standards require that we perform the audit to obtain reasonable assurance about whether the report of the Board of Directors and the financial statements are free of material misstatement. An audit includes examining on a test basis evidence supporting the amounts and disclosures in the report and in the financial statements, assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. The purpose of our audit of the administration is to examine whether the members of the Board of Directors and the Managing Director of the parent company have complied with the rules of the Companies Act.

### *Consolidated financial statements*

In our opinion the consolidated financial statements, prepared in accordance with International Financial Reporting Standards as adopted by the EU, give a true and fair view,

as defined in those standards and in the Finnish Accounting Act, of the consolidated results of operations as well as of the financial position. The consolidated financial statements can be adopted.

### *Parent company's financial statements, report of the Board of Directors and administration*

In our opinion the parent company's financial statements and the report of the Board of Directors have been prepared in accordance with the Finnish Accounting Act and other applicable Finnish rules and regulations. The parent company's financial statements and the report of the Board of Directors give a true and fair view of the parent company's result of operations and of the financial position. The report of the Board of Directors is consistent with the consolidated financial statements.

The parent company's financial statements can be adopted and the members of the Board of Directors and the Managing Directors of the parent company can be discharged from liability for the period audited by us. The proposal by the Board of Directors regarding the disposal of distributable funds is in compliance with the Companies Act.

Helsinki, March 7, 2007

ERNST & YOUNG OY  
Authorized Public Accountant Firm

Tomi Englund  
Authorized Public Accountant

## Proposal by the Board of Directors

The parent company's net profit for the financial year is 250 017.59 EUR and the retained earnings 7 258 119.18 EUR.

Aldata Solution Oyj's Board of Directors will propose to the Annual General Meeting on March 29, 2007 that no dividend be distributed on the financial year 2006 and the result for the year be carried forward to the retained earnings account.

Nizza, March 7, 2007

Aldata Solution Oyj  
Board of Directors

Pekka Vennamo  
Chairman

Kimmo Alkio

Hervé Defforey

Peter Ekelund

Ilkka Hollo

Klaus-Dieter Laidig

Peter Titz

René Homeyer  
President and CEO



### Board of Directors

**Mr. Pekka Vennamo**, born 1944, Student in Technology. CEO of Sijoitus Oy and the Chairman of the Aldata Board. From 1989 to 1999 Mr. Vennamo held the position of CEO in Sonera Oyj and its predecessors Posti-Tele and Suomen PT. At the moment he is the chairman of the Board at Sijoitus Oy, Plusdial Oy, Soprano Oyj and Videra Oy as well as a member of the Board of Teleste Oyj. Member and Chairman of the Aldata Board since 2002. Mr. Vennamo owns directly and indirectly 50,000 Aldata shares (31 Dec 2006). No options (31 Dec 2006). Permanent insider.



**Mr. Kimmo Alkio**, born 1963, BBA, eMBA. President and CEO, F-Secure Corporation. Mr. Alkio joined F-Secure from Nokia where he served as Vice President within Nokia Networks until November 2006. In 2000-2005 he held management positions at F-Secure Corporation. Member of the Aldata Board since April 2005 and a Vice Chairman from September 2005 onwards. Owns neither Aldata shares nor options (31 Dec 2006). Permanent insider.



**Mr. Ilkka Hollo**, born 1944, Graduate of Military Academy and War College, Lieutenant General (r). Mr. Hollo's military career includes, among others, the following posts: the Chief of the Defence Staff in 2000-2002, the Chief of Operations of the Defence Forces in 1998-1999 and the Head of the Defence Policy Department at the Ministry of Defence in 1994-1998. At the moment Hollo is a member of the Board at Corporate Governance Ruori Ltd. and Machinery Oy. Earlier, he has served as a member of the board at EASYkm Oy, Patria Industries Oy, Senaatti Kiinteistöt, Copterline Oy, and Postin Autopalvelu Oy. Member of the Aldata Board since April 2005. Owns neither Aldata shares nor options (31 Dec 2006). Permanent insider.



**Mr. Peter Titz**, born 1953, MSc. (Eng.), MSc. (Econ.). Director, P. Titz Supersonic Consulting AG, Switzerland. Earlier, Mr. Titz has served, among others, as Director at the Metro Group in 1989-1999 as well as at Chase Manhattan Bank, where he was in charge of operations in Germany. Mr. Titz has served on several international boards. Member of Aldata Board during October 2001-April 2004 and from April 2005 onwards. Owns 79,000 Aldata shares (31 Dec 2006). No options (31 Dec 2006). Permanent insider.



**Mr. Peter Ekelund**, born 1954, General Partner, Baker Capital LLC, USA. Earlier Mr. Ekelund served as the managing director at the Swedish investment company Novestra AB. He is a member of the Board at DigiTV Plus Oy and at C More Entertainment AB as well as the chairman of the board at Explorica Inc. Mr. Ekelund was one of the founders of B2 Bredband AB. Member of the Aldata Board since September 2005. Owns neither Aldata shares nor options (31 Dec 2006). Permanent insider.



**Mr. Hervé Defforey**, born 1950. Partner, GRP Partners. Earlier, Mr. Defforey has served as Managing Director and CFO at one of the world's largest retailers, Carrefour S.A. and held several other international management positions. Mr. Defforey's current board memberships include IFCO Systems, PrePay Technologies, and ULTASalon, Cosmetics & Fragrance. Member of the Aldata Board since September 2005. Owns neither Aldata shares nor options (31 Dec 2006). Permanent insider.



**Mr. Klaus-Dieter Laidig**, born 1942, MBA. Management Consultant, Laidig Business Consulting GmbH, Germany. Earlier, Mr. Laidig has served, among others, as General Manager of Hewlett-Packard Germany and as General Manager Europe for Sales/Marketing of Hewlett Packard's Computer Systems. Mr. Laidig's current board memberships include: Agile Software Corp., Bauerfelnd AG, Comeline AG and Heiler Software AG. Member of the Aldata Board since September 2005. Owns neither Aldata shares nor options (31 Dec 2006). Permanent insider.

### Corporate Management Team (CMT)

**Mr. René Homeyer**, born 1946, M.Sc. (Eng.). President and CEO. Has worked for Aldata since 2000. Member of the Corporate Management Team since or its predecessor since 2000. Owns 268,924 Aldata shares (31 Dec 2006), 50,000 B-options of year 2001/2 option scheme and 127,900 A-options, 142,200 B-options, 184,540 C-options and 161,500 D-options of the year 2003 option scheme (31 Dec 2006). Permanent insider.



**Mr. Dominique Chambas**, born 1958, M.Sc. (Eng.). Senior Vice President, International Sales. Has worked for Aldata since 2000. Member of the Corporate Management Team or its predecessor since 2003. Owns 66,700 Aldata shares (31 Dec 2006). Owns 8,000 A-options and 8,000 B-options of the year 2001/2 option scheme as well as 65,200 A-options, 74,600 B-options, 106,320 C-options and 91,000 D-options of the year 2003 option scheme (31 Dec 2006). Permanent insider.



**Mr. Markus Kivimäki**, born 1973, Master of Laws. Vice President, Corporate Legal Affairs, Secretary of the Board of Directors. Has worked for Aldata since 2003. Member of the Corporate Management Team or its predecessor since 2003. Owns 71,200 Aldata shares (31 Dec 2006). Owns 55,200 A-options, 64,600 B-options, 106,320 C-options and 91,000 D-options of the year 2003 option scheme (31 Dec 2006). Permanent insider.



**Mr. Thomas Hoyer**, born 1974, M.Sc. (Econ.). CFO. Has worked for Aldata since 2004. Member of the Corporate Management Team or its predecessor since 2004. Owns 218,000 Aldata shares (31 Dec 2006). Owns 65,200 A-options, 74,600 B-options, 106,320 C-options and 91,000 D-options of the year 2003 option scheme (31 Dec 2006). Permanent insider.



### Management Council (MC)

**Mr. Patrick Buellet**, born 1963, M.Sc. (Eng.), Vice President, R&D as well as the Managing Director of Aldata's French subsidiary, Aldata Solution S.A. Has worked for Aldata since 2000. Member of the Management Council since 2005.

**Mr. Albert Cherbit**, born 1960, M.Sc. (Eng.). Vice President, Presales and Consulting. Has worked for Aldata since 2000. Member of the Management Council since 2005.

**Mr. Mark Croxton**, born 1957, B.Sc. (Zoology). Vice President, UK and Ireland and Managing Director of Aldata's UK subsidiary, Aldata Solution UK Ltd. Member of the Corporate Management Team or its predecessor since 2003. Has worked for Aldata since 2004. Member of the Management Council since 2004.

**Mr. Ivan Guzelj**, born 1961, B.Sc. (Econ.), Vice President, Southern Central Europe and Managing Director of Aldata's Slovenian subsidiary, Aldata Solution d.o.o. Has worked for Aldata since 2002. Member of the Management Council since 2004.

**Mr. Henrik Lindström**, born 1962, M.Sc. (Math). Vice President, Sweden, Norway and Denmark, Managing Director of Aldata Solution AB. Has worked for Aldata since 2002. Member of the Management Council since 2004.

**Mr. Neil Thall**, born 1946, B.Sc. (Eng.), MBA. Vice President, USA and Canada and CEO of Aldata's US subsidiary, Aldata Solution, Inc. Has worked for Aldata since 2004. Member of the Management Council since 2004.

**Mr. Jorma Tukia**, born 1950, M.Sc. (Math), Vice President, Finland, the Baltic countries and Russia, Managing Director of Aldata Solution Finland Oy. Has worked for Aldata since 2004. Member of the Management Council since 2004.

**Mr. Thierry Seguin**, born 1962, Graduate of Business and IT College. Vice President, Professional Services. Has worked for Aldata since 2000. Member of the Management Council since 2005.

## Corporate Governance

Aldata Solution Oyj is a Finnish public listed company. Its corporate governance practices are based on the Finnish company, accounting and securities market legislation and the regulations of the Helsinki Stock Exchange. In accordance with this description of Corporate Governance, Aldata is applying the Corporate Governance recommendations for public listed companies approved by OMX Exchanges Oy, the Central Chamber of Commerce of Finland and the Confederation of Finnish Industry and Employers as from July 1, 2004.

### *Administrative bodies*

The administrative bodies exercising the highest authority at Aldata Solution Oyj and in the Group it comprises, are the General Meeting of Shareholders, the Board of Directors and the President and CEO. The main tasks and responsibilities of these bodies are defined in accordance with the Finnish Companies Act.

### *General Meeting of Shareholders*

According to the Articles of Association of Aldata Solution Oyj, the General Meeting of Shareholders is the company's supreme decision-making body. The General Meeting of Shareholders of Aldata Solution Oyj convenes at least once a year. The Annual General Meeting of Shareholders (AGM) is to be held on a date to be decided by the Board of Directors but no later than at the end of June. At the AGM, the shareholders of Aldata Solution Oyj resolve on the issues defined for annual general meetings in the Finnish Companies Act and the Articles of Association. These include approving the financial statements, deciding on the distribution of dividend, discharging the company's Board of Directors and President and CEO from liability for the financial year, and appointing the members of the Board and the auditors and deciding on their remuneration.

Under the Articles of Association, notice of a General Meeting must be published in at least two daily newspapers chosen by the Board of Directors and commonly distributed in Finland no earlier than two months and no later than 17 days prior to the meeting. Aldata also posts its notices of General Meetings on its Internet website.

### *Board of Directors*

#### *Tasks and responsibilities*

The tasks and responsibilities of the Board of Directors are primarily defined in accordance with the Finnish Companies Act and the Articles of Association of Aldata Solution Oyj. The Board guides and supervises the company's operational management.

The Board of Directors is responsible for the administration of the Group and for the proper organization of its operations. The Board supervises the company's operations, decides on policies, goals and strategies of major importance, confirms the annual budget and action plan, and approves the annual and interim financial statements, the corporate structure, and

major corporate restructuring and capital expenditure. The Board approves and confirms the principles for risk management, appoints and dismisses the President and CEO and decides on the terms of employment for the President and CEO. The Board decides also the appointments and remuneration and remuneration schemes of the senior management.

The principles applied by the Board in its regular work are set out in the Working Charter approved by the Board. The Board evaluates annually its operations and working procedures by self-assessment.

The Board meets regularly at least 10 times a year and otherwise as necessary. Board meetings can also be held as telephone conferences if necessary. The Board met 12 times during 2006 and the average participation percentage of the members was 87.

Board meetings are convened by the secretary at the request of the chairman. The language used at the Board meetings is English. The minutes of the meetings are drawn up in Finnish and English. The Board makes decisions on the basis of written proposals made by the company management.

### *Board members*

In accordance with the Articles of Association, the AGM elects a minimum of three (3) and maximum of seven (7) members to the Board of Directors of Aldata Solution Oyj. The term of office for Board members is one year and it ends at the close of the subsequent AGM after they have been elected.

Shareholders are informed of nominations for Board members either with the notice of AGM or in a separate release prior to the AGM.

The Board chooses among its members a chairman for a one year period.

The AGM of Aldata Solution Oyj on April 6, 2006 decided that the Board would have seven members.

Mr. Pekka Vennamo (chairman), Mr. Kimmo Alkio (vice chairman), Mr. Hervé Defforey, Mr. Peter Ekelund, Mr. Ilkka Hollo, Mr. Klaus-Dieter Laidig and Mr. Peter Titz were reappointed to the Board. More than half of the members of the Board are independent of the company and of the most significant shareholders of the company.

### *Board committees*

The Board reappointed on the Board Committee Members on April 6, 2006: Mr. Kimmo Alkio, Mr. Hervé Defforey and Mr. Klaus-Dieter Laidig were appointed to the Compensation Committee and Mr. Peter Ekelund and Mr. Ilkka Hollo to the Audit Committee.

### *Management of Aldata*

#### *President and CEO*

The Board of Directors of Aldata Solution Oyj appoints a President and CEO for the company. The Board decides on the terms of employment for the President and CEO and these are defined in a written contract of employment. The



President and CEO is responsible for implementing in Aldata Group the targets, plans, policies and goals set by the Board. The President and CEO prepares matters for consideration by the Board and carries out the decisions of the Board.

Mr. René Homeyer, MSc (Eng.) has served as the President and CEO of Aldata Solution Oyj since July 2005.

#### *Corporate Management Team and Management Council*

The task of the Corporate Management Team ("CMT") is to support the President and CEO in his work. The CMT monitors the development of the business operations and implements the company's strategy, initiates measures, and strengthens the company's operating principles and procedures in accordance with the guidelines given by the Board of Directors. In addition, the CMT supports the company's subsidiaries mainly in sales, legal and finance.

The CMT meets regularly and at least 12 times a year. Members of the CMT are:

Mr. René Homeyer, born 1946, M.Sc. (Eng.)  
President and CEO

Mr. Dominique Chambas, born 1958, Engineer  
Senior Vice President, International Sales

Mr. Thomas Hoyer, born 1974, M.Sc. (Econ.)  
CFO

Mr. Markus Kivimäki, born 1973, Master of Laws  
Vice President, Corporate Legal Affairs,  
Secretary of the Board of Directors

The Management Council ("MC") meets at least four times a year. In addition to the members of the CMT the MC includes:

Mr. Patrick Buellet, born 1963, M.Sc. (Eng.)  
Vice President, R&D and France

Mr. Albert Cherbit, born 1960, Engineer  
Vice President, Presales & Consulting

Mr. Mark Croxton, born 1957, B.Sc. (Zoology)  
Vice President, UK and Ireland

Mr. Ivan Guzelj, born 1961, B.Sc. (Econ.)  
Vice President, Southern Central Europe

Mr. Henrik Lindström, born 1962, M.Sc. (Math)  
Vice President, Sweden, Norway and Denmark

Mr. Thierry Seguin, born 1962, Business & IT College  
Vice President, Professional Services

Mr. Neil Thall, born 1946, B.Sc. (Eng.), MBA  
Vice President, USA and Canada

Mr. Jorma Tukia, born 1950, M.Sc (Math.)  
Vice President, Finland, Baltic Countries and Russia

#### *Remuneration*

Aldata Solution Oyj's remuneration schemes are based on motivating senior management and personnel to achieve the business targets. In addition to the monthly salary, the remuneration schemes include target-related bonuses and stock option schemes.

#### *Fees of the members of the Board of Directors*

The Annual General Meeting decides on the fees paid to the Board of Directors. The fees are reported for each year and for each Board member on Aldata's Internet site under Board of Directors and in the company's Annual Report.

The 2006 AGM decided that the Chairman of the Board is paid a fee of EUR 3500.00 a month and other Board members EUR 2500.00 a month.

#### *Remuneration of the President and CEO and other corporate management*

The Board of Directors determines the remuneration of the President and CEO and other senior management.

In addition to the monthly salary, the remuneration system for the President and CEO includes a target bonus with terms determined by the Board of Directors.

In 2006 the remuneration of President and CEO, including benefits in kind and target bonus, totalled TEUR 414.

The retirement age of President and CEO has not been agreed on. Compensation paid to the President and CEO if he is dismissed by the company corresponds to 24 months' salary.

The remuneration of the senior management of the Group includes monetary salary, target related bonus schemes and stock-option schemes.

#### *Internal audit and risk management*

Risk management is an essential part of the Group's internal supervision. Through risk management, the company aims to ensure that the key risks to which business operations are exposed to are identified and monitored for preventative action.

At the Group level, the risk management system is based on monthly reporting and on the President and CEO's review presented at the Board meetings, when a summary of developments in business operations and related risks is also given. In Aldata's risk management process, the company's risks are divided into business and financial risks.

The most significant business risks for the company are project deliveries and their schedules, market conditions and the competitive situation, operational cost management and products supplied by third parties and key personnel. When monitoring financial risks, some of the main factors are liquidity, credit and currency risks.

The company aims to manage the various risks involved in projects primarily by developing and implementing processes to ensure successful deliveries, as well as by contractual means.

Demand for the company's products and services and their price levels represent one of the most significant market risks. Risk factors related to market conditions and the competitive situation are managed by emphasizing relevant customer-focused development of products and services, in which for example the G.O.L.D. User Association (GUA) plays an important role.

Personnel-related risks are identified, for example, with job satisfaction surveys in order to pinpoint development areas. Comprehensive and unified insurance coverage in all the Group's companies also represents an important aspect of risk management.

Business risks are monitored within the company by the President and CEO, the Board of Directors and the area Vice Presidents, who are each responsible for their own area and report to the President and CEO. Financial risks are monitored by the company's finance department in cooperation with senior management and the Board of Directors. In addition, the Group's risks are monitored by internal quality audits. No shortcomings in the company's operations were reported in the internal quality audit carried out in 2006.

The task of the internal audit is to ensure the efficiency of the different operations of Aldata Group and the validity of financial and operational reporting, and to make sure that operations comply with legal requirements. In addition, the task of the internal audit is to ensure that the Group's financial position is secured. The internal audit monitors all Aldata Group business units and functions. The internal audit focuses primarily on functions that have a key impact on the reliability of operations.

The internal audit examines and assesses internal monitoring systems and that risk management functions comply with legal requirements and are appropriate. It examines and assesses the effective and economical use of resources and the reliability of the information used in managing the company and in decision making. In addition, the internal audit aims through its activities to promote the development of risk management in the company's different operations.

Internal audit services are purchased from KPMG Oy Ab chosen by the Board of Directors of Aldata Solution Oyj.

#### *Company's insiders*

The company applies the Guidelines for Insiders published by the Helsinki Exchanges and the Company's own guidelines for insiders.

The Company has three types of insider registers: a public register of permanent insiders, a non-public register of permanent insiders and project specific registers, which are non-public and non-permanent.

#### *Public Insider Register*

The Company is obliged to maintain a public register of permanent insiders listed in the Securities Markets Act. On the basis thereof, the following persons are considered as public insiders of the Company:

Members of the Board of Directors, President and CEO, CFO Senior Vice President, Sales, Vice President, Corporate Legal Affairs and the Auditor.

The activities of the persons in the public register are controlled by the Finnish Financial Supervision (Rahoitus-tarkastus).

#### *Company's Internal Insider Register*

In addition to the persons notified to the official register, there are employees who have a regular access to insider information based on their position or work assignments. For their part the Company maintains an internal register of permanent insiders. The Company maintains the list itself and supervises the relevant activities of the said persons. The Internal Register of Permanent Insiders is not public but the Company may publish the information on the registered person's consent.

#### *Project Specific Insiders*

The Company maintains, when deemed necessary, also a case-by-case register on projects which are individualizable issues or arrangements subject to confidential preparation which, when realized, are likely to have a material effect on the value of the Company's stock.

The persons listed therein must notify the Company about their intention to sell or acquire Company stocks either themselves, through their family members or institutions controlled by them.

#### *The external audit*

The task of the statutory audit is to verify that the financial statements give a true and fair view of the Group's result and financial position in the financial period. In addition to this, the auditors report to the Board of Directors on the continuous audit of administration and operations.

The Annual General Meeting on 6 April 2006 appointed Ernst & Young Oy to continue as the company's auditors. Fees totalling TEUR 290 were paid to the auditors during 2005, and TEUR 204 of this was for auditing activities. A total of TEUR 86 was paid for consulting and other services not related to auditing.

#### *Communications*

Aldata Solution Oyj is a Finnish public listed company and its corporate governance and the information it publishes concerning this are based on Finnish company, accounting and securities market legislation and on the regulations of the Helsinki Exchanges.

The objective of Aldata Group's investor communications is to provide true, sufficient and up-to-date information impartially to all market parties to enable them to determine the value of the company's share.

Every year Aldata Group publishes the annual financial statements, the annual report and three interim reports. The Company publishes stock exchange and press releases to inform investors whenever the situation so requires. These releases and other material used in investor presentations are also published on the company's website at [www.aldata-solution.com](http://www.aldata-solution.com).

## Shareholder Information

### *Investing in Aldata Solution Oyj*

More information about investing in Aldata can be found for example from the following bank and brokerage firms:

Carnegie  
Enskilda  
EQ  
Evli  
FIM  
Handelsbanken  
Kaupthing Sofi  
Mandatum  
Nordea  
Opstock  
Osaketieto

### *Interim reports 2007*

Aldata will publish quarterly interim reports during 2007 on the following dates:

Interim report for January-March at 9.00 a.m. on Thursday 3 May 2007

Interim report for January-June at 9.00 a.m. on Tuesday 7 August 2007

Interim report for January-September at 9.00 a.m. on Thursday 1 November 2007

### *Investor relations*

Thomas Hoyer, CFO  
Tel. +358 45 670 0491  
thomas.hoyer@aldata-solution.com

Aldata Solution Oyj  
P.O.Box 266  
FI-00101 Helsinki, Finland  
(Rauhankatu 13 A 1, FI-00170 Helsinki)  
Tel. +358 10 8208 000  
Fax +358 10 8208 002

### **Clear business benefits gained by using Aldata G.O.L.D. software**

According to market research conducted by the Aberdeen Group, Aldata's customers are satisfied with the G.O.L.D. software. Customers reap clear benefits by using the software.

Nearly three quarters of Aldata customers say that they have reduced inventory levels and inventory cycle times, resulting in lower operating costs and improved customer service. Aldata's customers' on-time delivery rates and order fill rates are at very high levels, and a majority of customers stated that their performance exceeded that of their competitors in both these fields.

Almost three quarters of Aldata customers say that their cash-to-cash cycle time is, on average, thirty days or less. Aldata's G.O.L.D. software has also helped customers to reduce stock shortages. By using Aldata's tools, customers have made important gains in data accuracy and have significantly reduced pricing errors.

Source: AberdeenGroup Benchmark July 2006 "Building the Agile Retail Supply Chain".

### **Contact details**

#### **Aldata Solution Oyj**

P.O. Box 266  
FI-00101 Helsinki  
(Rauhankatu 13 A 1,  
FI-00170 Helsinki)  
FINLAND  
Tel. +358 (0)10 820 8000  
Fax +358 (0)10 820 8002

#### **Aldata Solution Oyj**

37, rue du Colonel Pierre Avia  
FR-75015 Paris  
FRANCE  
Tel. +33 (0)1 46 48 2800  
Fax +33 (0)1 46 48 2801

#### **Aldata Solution Finland Oy**

P.O.Box 1312  
FI-00101 Helsinki  
(Vetotie 3, FI-01610 Vantaa)  
FINLAND  
Tel. +358 (0)10 820 8000  
Fax+ 358 (0)10 820 8003

#### **Aldata Solution AB**

Svärdvägen 23  
SE-182 33 Danderyd  
SWEDEN  
Tel. +46 (0)8 503 00700  
Fax. +46 (0)8 768 8809

#### **Aldata Solution S.A.**

37, rue du Colonel Pierre Avia  
FR-75015 Paris  
FRANCE  
Tel. +33 (0)1 46 48 2800  
Fax. +33 (0)1 46 48 2801

#### **Aldata Solution, Inc.**

1800 Peachtree Street  
Suite 720  
Atlanta, GA 30309  
USA  
Tel. +1 404 355 3220  
Fax. +1 404 355 9956

#### **Aldata Retail Solutions GmbH**

Ruppmannstrasse 33a  
D-70565 Stuttgart  
GERMANY  
Tel. +49 (0)7 1178 0720  
Fax. +49 (0)7 1178 07210

#### **Aldata Solution LLC**

Marata Street 82  
RU-191119 St. Petersburg  
RUSSIA  
Tel. +7 812 337 5147  
Fax. +7 812 337 5148

#### **Aldata Solution d.o.o.**

**računalniški sistemi in  
programske rešitve**  
Motnica 5  
SL-1236 Trzin  
SLOVENIA  
Tel. +386 (0)1 5887 280  
Fax. +386 (0)1 5887 281

#### **Aldata Solution UK Ltd**

**Marble Arch Tower**  
55 Bryanston Street  
London W1H 7AJ  
UNITED KINGDOM  
Tel. +44 (0) 870 774 3632  
Fax. +44 (0) 870 774 3635

#### **Aldata Solution Co. Ltd**

128/114 Phaya Thai Plaza  
11th F1, Rm A  
Phaya Thai Rd, Thung Phaya Thai  
Rajthawee - Bangkok 10400 THAILAND  
Tel. +66 1920 6907

#### **Aldata Annual Report**

Editing & project management:  
Comteam CT Oy  
Design: Sees  
Photography: Timo Kauppila,  
Pasi Haaranen and image banks  
Printed by: Frenckell Oy

**Aldata**