

Financial Statements 1-12/2007

14 February 2008

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Affecto

Forward-Looking Statements

Certain sections of this presentation contain forward-looking statements based on the Company's current expectations, estimates, projections and assumptions.

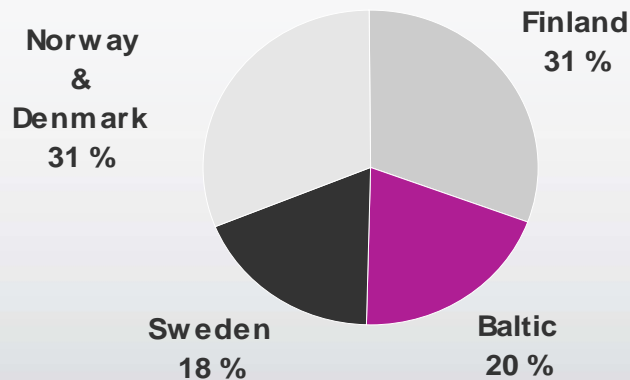
Words such as 'forecasts', 'estimates', 'expects', 'plans', and variations of these words and similar expressions are intended to identify forward-looking statements, which include, but are not limited to, Affecto's performance and profitability, market growth and industry developments.

These statements involve certain risks and uncertainties, which are difficult to predict, and therefore actual future results and trends may differ materially from what is forecast in forward-looking statements. Affecto undertakes to update such statements with respect to new information and future events only within the limits of its statutory obligation to disclose information.

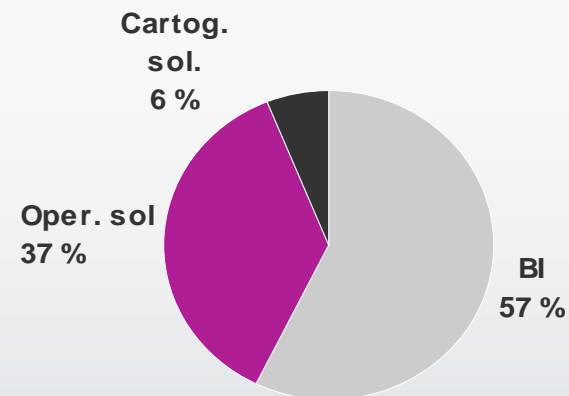
Affecto: Leading BI solution provider in Nordic & Baltics

- Net sales: approx. 97 M€ in 2007
 - Pro forma 127 M€
- Over 1100 employees

Sales per region – Q4/07



Sales per segment – Q4/07



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Highlights 2007

- Strategic focus on BI
 - Acquisition of Component Software
 - Nordic #1
 - BI's share of net sales was 57% in Q4
- Performance in Baltic
 - Growth 75%, margin 24%
- Performance in Sweden
 - Growth over 20%, good EBITA margin
- Growth culture implementation in Finland
 - Significant sales activities growth, growth in order backlog

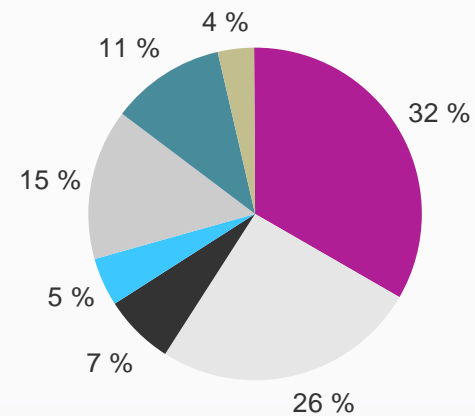
Highlights 2007

- Recruitment
 - 365 new employees recruited by group companies during the year 2007
- Affecto brand
 - New unified brand launched in all Nordic countries
- Internationalization
 - 69% of business outside Finland in Q4 (28% in whole year 2006)

Resources



Personnel by country (Q4/07)



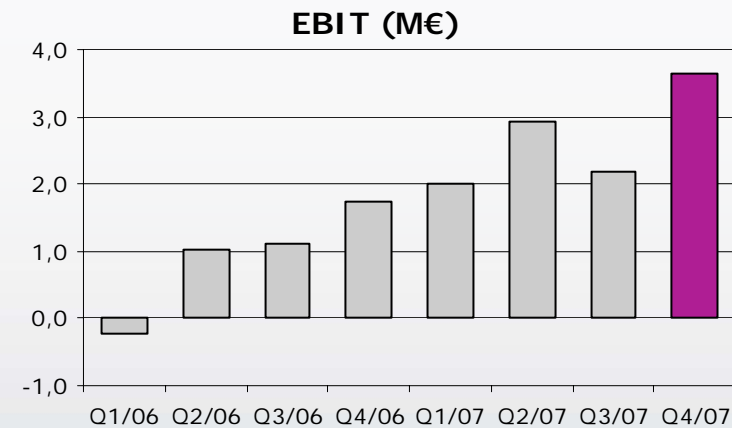
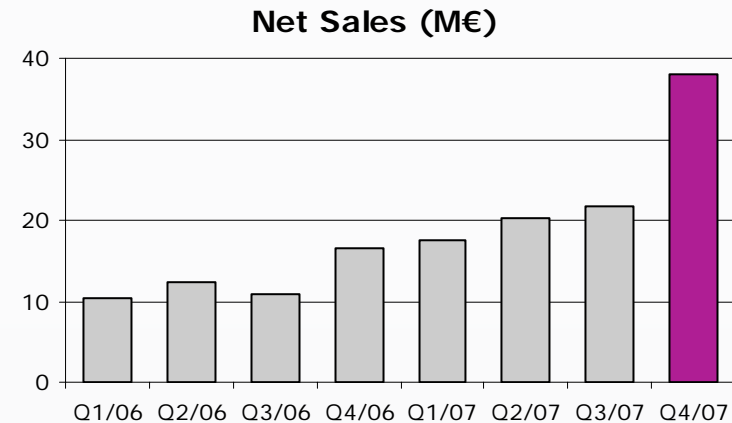
■ Finland ■ Lithuania ■ Latvia ■ Estonia
■ Sweden ■ Norway ■ Denmark

- Approx. 1100 employees
 - 370 in Finland
 - 420 in Baltic countries
 - 330 in Scandinavia

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Overview to Q4/2007

- Net sales 37.9 M€ (16.6 M€)
 - All-time-highest quarter
 - Growth 129%
 - High organic growth in Baltic
- EBIT 3.6 M€ (1.7 M€)
 - All-time-highest quarter
 - Margin approx. 10%
 - EBITA margin 13%
 - Very strong Baltic
 - Healthy business in Finland, Sweden, Norway & Denmark



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Geographical segments & business areas



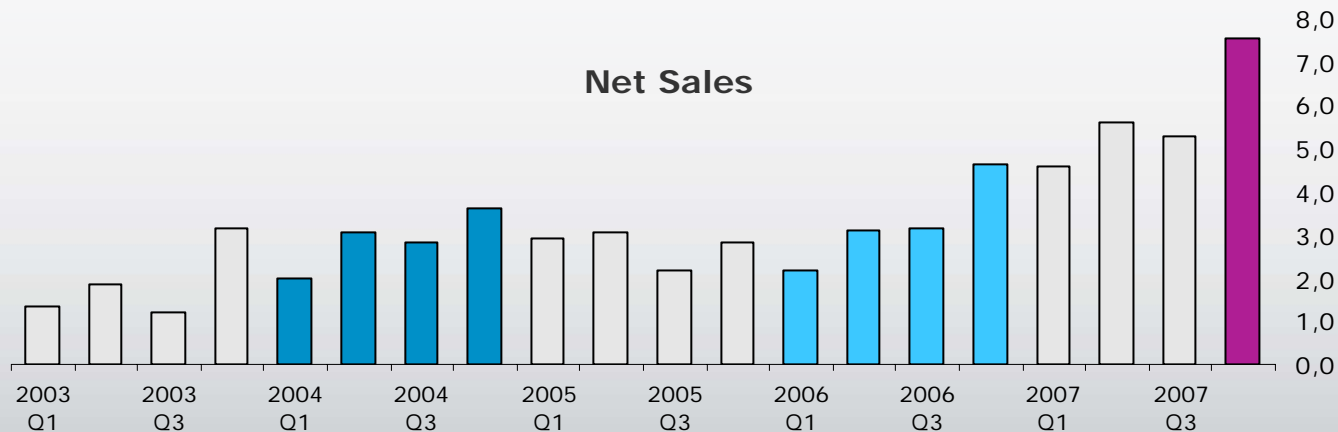
	BI	Operational Solutions	Cartographic Solutions
Finland	Large purple circle	Medium pink circle	Small pink circle
Baltic	Small pink circle	Large purple circle	
Sweden	Large purple circle		
Norway & Denmark	Large purple circle	Small pink circle	

Business areas - Finland

- Net sales 11.6 M€ (11.1 M€), EBIT 1.3 M€ (1.6 M€)
 - Growth 5%, EBIT margin 11%
 - Weak sales and profitability in Cartographic solutions, YT-process launched in October
- Business trends continuing
 - Increasing demand for BI solutions
 - Good demand for application integration services
- Good growth in order backlog
- Recruitments to boost delivery capacity

Business areas - Baltic

- Very good quarter
 - Q4 includes a few large license deals (~ 1.9 million)
- Net sales 7.5 M€ (4.6 M€), EBIT 1.5 M€ (0.7 M€)
 - Growth 62% compared with Q4/06
 - Good EBIT margin: 20%
- Normal business conditions
 - Long-term projects providing basis for stable utilization



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Business areas - Sweden

- Good quarter
- Sales grew to approx. 6.9 M€
- EBIT was 0.3 M€ (5%)
 - Reported EBIT includes 0.5 M€ IFRS3 depreciation
→ operational EBITA was 0.8 M€ (12%)
- Growth is expected to continue
 - Price development has been positive
 - Utilization rate has remained high
- Integration of CSG operations to Affecto
 - Cost impact in Q4 approx 0.3 M€

Business areas - Norway & Denmark

- Net sales approx. 11.9 M€
 - CSG consolidated since 1 September 2007
- Normal Q4 quarter, license sales peaking
- EBIT was 1.0 M€ (8%)
 - IFRS3 depreciation 0.7 M€
 - Operational EBITA was 1.3 M€ (14%)
- Growth is expected to continue

Segment comparison Q4/2007

Net Sales

Segment	10-12/07	10-12/06	Growth	2007	2006	Growth
Finland	11 612	11 073	5 %	41 707	36 267	15 %
Baltic	7 486	4 628	62 %	22 918	13 083	75 %
Sweden	6 906	881		17 654	881	
Norway & Denmark	11 904	0		15 195		
Eliminations	0	-16		0	-36	
Total	37 907	16 566	129 %	97 474	50 194	94 %

Segment	10-12/07	10-12/06	Growth	2007	2006	Growth
BI	21 715	4 737		48 093	11 863	305 %
Operational Sol.	13 869	9 362		39 900	28 715	39 %
Cartographic Sol.	2 324	2 483		9 481	9 652	-2 %
Eliminations	0	-16		0	-36	
Total	37 907	16 566		97 474	50 194	94 %

EBIT

Segment	10-12/07	Margin	10-12/06	2007	Margin	2006
Finland	1 325	11 %	1 612	4 406	11 %	4 641
Baltic	1520	20 %	673	5 390	24 %	497
Sweden	334	5 %	-22	1 468	8 %	-22
Norway & Denmark	1004	8 %	0	1 199	8 %	0
Group manag.	-553		-527	-1 705		-1 474
Total	3 630	10 %	1 736	10 758	11 %	3 642

- Strong organic growth in Baltic
- Organic growth in BI boosted by acquisitions (CSG and Intellibis)
- Very high EBIT margin in Baltic

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Income statement Q4/2007

(1 000 EUR)	10-12/07	10-12/06	2007	2006
Net sales	37 907	16 566	97 474	50 194
Other operating income	11	28	80	138
Changes in inventories of finished goods and work in progress	-51	-107	109	287
Materials and services	-8 571	-3 668	-19 851	-13 177
Personnel expenses	-18 433	-7 847	-48 635	-23 996
IFRS3 Depreciation	-1 288	-175	-2 536	-409
Other depreciation, amortization and impairment charges	-355	-340	-1 231	-963
Other operating expenses	-5 590	-2 723	-14 651	-8 432
Operating result	3 630	1 736	10 758	3 642
Finance costs (net)	-489	-26	-1 300	-184
Result before income tax	3 141	1 710	9 458	3 458
Income tax	-894	-307	-2 477	-824
Minority interest	0	0	0	0
Result for the period for equity holders of the company	2 248	1 403	6 981	2 633
EPS (eur/share)	0.10	0.09	0.38	0.16

- Normal deprec. 0.4 M€ in Q4
 - Capex 0.5 M€
- Acquisition related IFRS depreciation 1.3 M€ (0.2 M€)
 - 2.5 M€ in whole year 2007
 - 2.9 M€ in '08
 - 2.8 M€ in '09
- Higher finance costs

Pro Forma 1-12/2007:	Net sales	126.8 M€
	Op.profit bef. IFRS3	15.1 M€
	EBIT	11.4 M€

Balance sheet

(1 000 EUR)	2007	2006
Tangible assets	1 939	2 110
Goodwill	84 196	43 579
Other intangible assets	18 249	7 550
Other long-term assets	2 551	744
Non-current assets	106 936	53 983
Inventories and receivables	40 823	19 471
Restricted cash	659	381
Cash and cash equivalents	12 974	4 906
Current assets	54 455	24 758
Assets held for sale	679	
Total assets	162 070	78 741
Equity for shareholders	62 964	39 092
Minority interest	0	0
Non-current liabilities	49 597	18 252
Current liabilities	49 510	21 397
Total equity and liabilities	162 070	78 741

- Major changes in 2007 due to CSG acquisition
- Interest-bearing net debt 33.9 M€ (13.7 M€ 12/06)
- Gearing 54% (35%)
- Equity ratio 42% (52%)

Ownership structure - 31 January 2008

<u>Owner</u>	<u>%</u>
Cantell Oy	5,7 %
Mika Laine	5,6 %
Arendals Fossekompagni ASA*	5,5 %
Nordea Nordic Small Cap	4,7 %
Ilmarinen	3,9 %
Lovika Invest AB	3,3 %
EQ Pikkujättiläiset Fund	2,8 %
Eläke-Fennia	2,8 %
Mandatum Suomi Kasvuosake	2,7 %
Op-Suomi Pienyhtiöt	2,5 %
Other shareholders	60,2 %
Treasury shares	0,2 %
<hr/> Total	<hr/> 100,0 %

*) Partially nominee registered, based on flagging announcement (Aug '07)

- 21.5 million shares in total

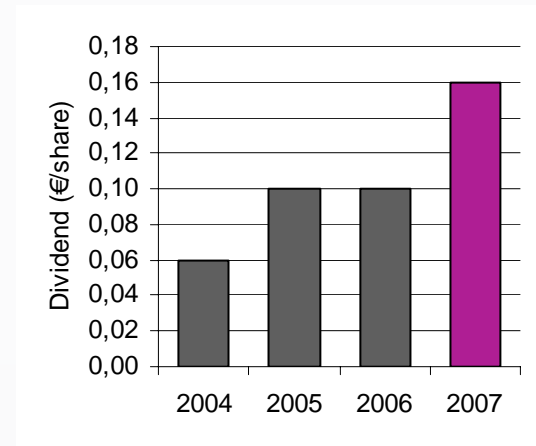
Flaggings

- M.Laine exceeded 5% in October
- Chairman Aaro Cantell exceeded 5% in December

Outlook

Annual General Meeting 2008

- Date: 31 March 2008
- Dividend proposal: 0.16 eur/share
 - Last year 0.10 eur/share
- Proposal for board members
 - Aaro Cantell, Heikki Lehmusto, Esko Rytönen, Pyyry Lautsuo, Haakon Skaarer
 - All are current members
- Proposal: Option program 2008: 1.05 million options in three tranches, 3 years vesting periods



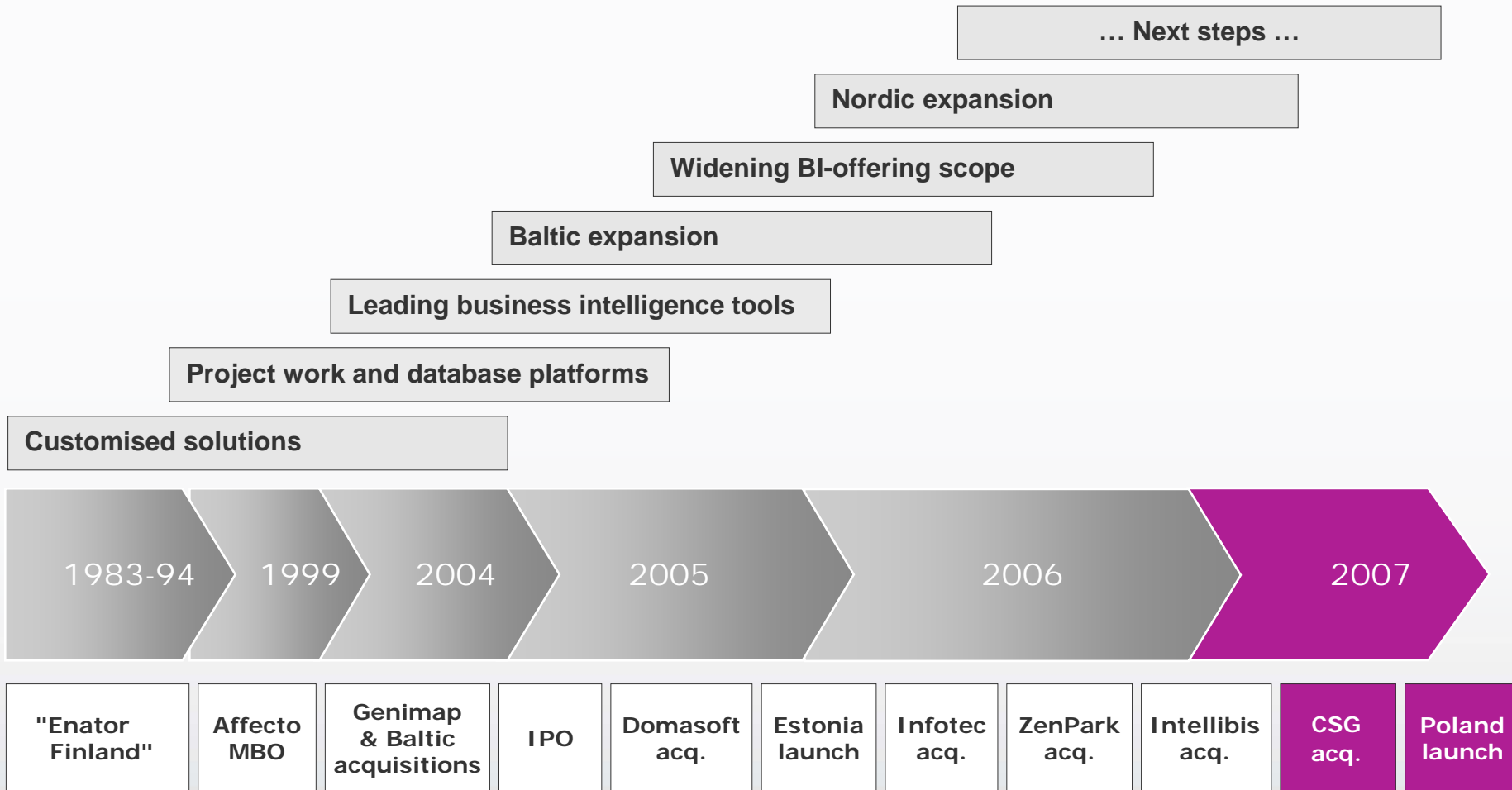
Vision 2009

- Affecto is
 - the leading business intelligence (BI) solution provider in the Nordic, Baltic and CEE regions
 - the most competent and quality focused GIS, ECM & operational solutions provider in selected industries & regions
- Affecto is the best investment for its stakeholders
 - Employees: best added value for her/his competence and market value
 - Customers: first-class solutions and services, based on deep understanding of the customer needs
 - Investors: solid shareholder value creation

Financial targets: Profitable growth

- Profitable and sustainable growth is the key element in our strategy
- Financial targets 2009
 - ❖ **Net Sales: exceeding 160 MEUR in 2009**
 - ❖ **Profitability: one of the highest in our segment**
- Dividend policy:
 - The board intends to propose to the general meeting dividends up to one-half of earnings per share on average over the longer term

Growth strategy continues



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Affecto's strategy

Business Intelligence

- Enhancing customer benefits from existing ERP systems
- Leading position in a fast growing business segment
- Deep business understanding and world-class technologies

Operational solutions

- ECM, GIS & operational applications
- Experience in system development and application integration
- Worldwide competence on selected industries (insurance)

Baltic

- Strong market growth in IT services
- Expanding to other CEE countries
- Nearshoring services for the Nordic region

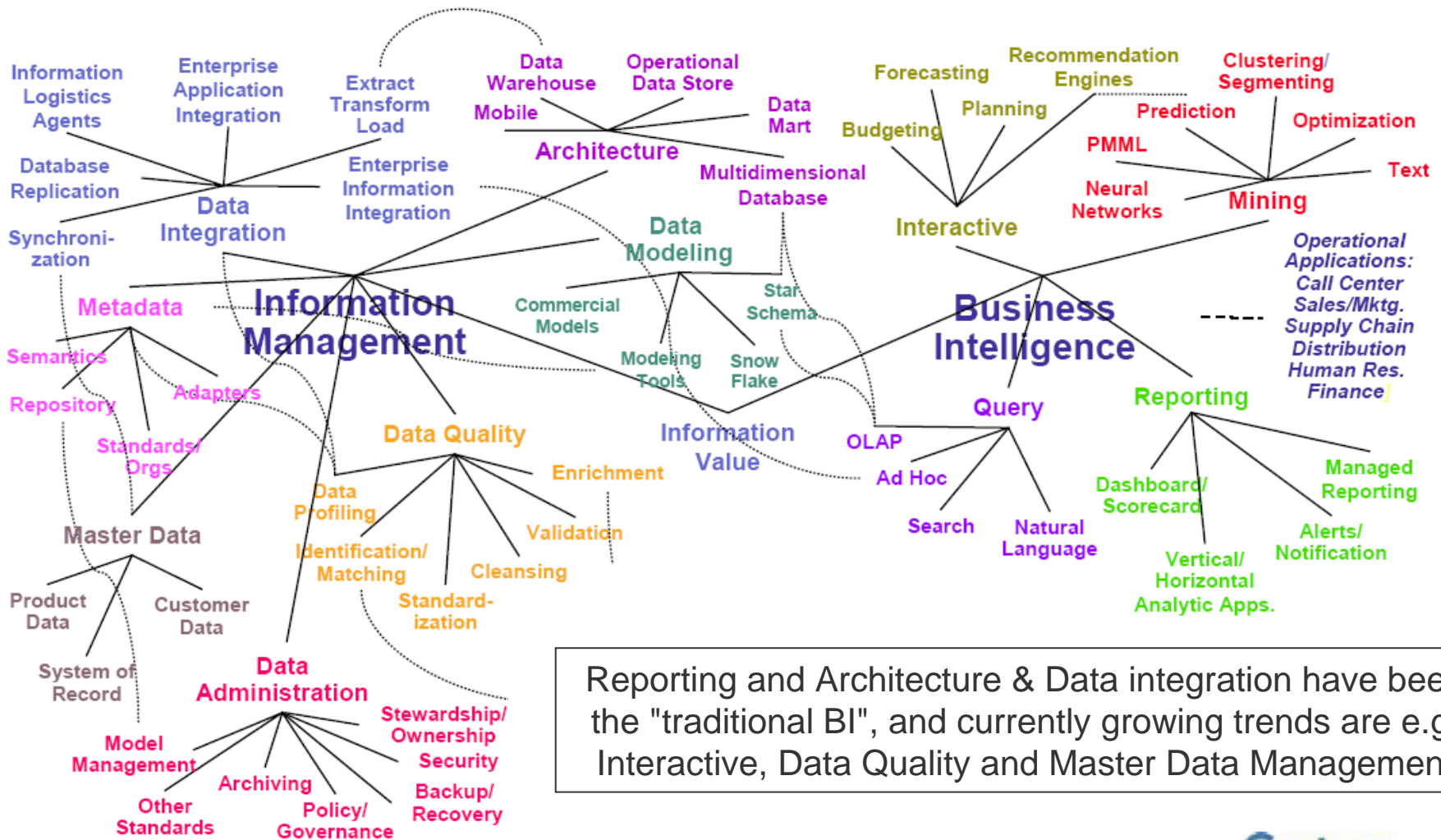
Employees

- Personal development
- Inspiring leadership
- Competitive incentive system

How hot is BI as a topic?

- IDC estimates that global BI market grew by over 11% in 2006, expects 9% annual growth until 2011
 - Rising new entrants: Microsoft #4 (+28%) and SAP #6 (+18%)
- Datamonitor expects global BI market to grow by 12% annually and to double in size by 2012
- CIOs see investments into BI growing more rapidly than investments into other IT needs (Gartner 2006)
- SAP has acquired Business Objects
- IBM has acquired Cognos
- Scope of "Business Intelligence" is widening

Business Intelligence and Information Management Topography



Reporting and Architecture & Data integration have been the "traditional BI", and currently growing trends are e.g. Interactive, Data Quality and Master Data Management

Market environment

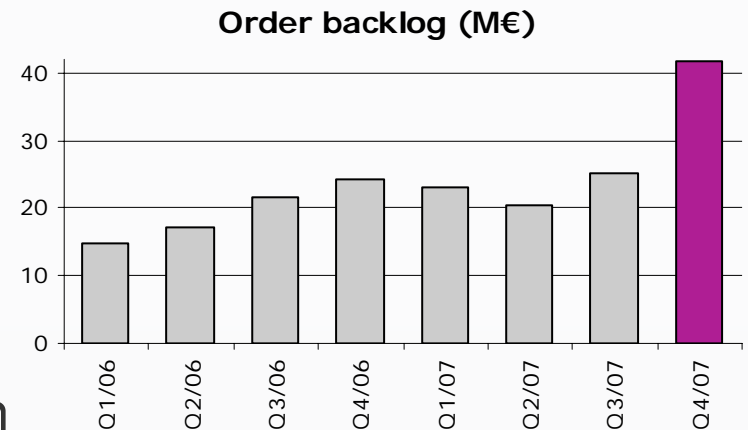
- Growing demand for BI solutions in all Nordic countries
- Baltic market developing well
 - GDP is growing fast, but also general wage inflation
 - EITO's IT services growth forecasts are over 13% for year 2008 in Estonia, Latvia and Lithuania
- High demand for skilled workforce
 - Wage pressure especially in Baltic

Implication from CSG acquisition: increased license sales

- Sales of licences make a larger portion of Component Software's business than they do in Affecto
- License sales tend to fluctuate between quarters
 - Q4 is usually the most active license sales quarter
- For these reasons the fluctuation of sales and profit between quarters may be larger and reliable forecasting more difficult in future
- License maintenance typically agreed for 12 months:
 - Stable net sales during year, but order backlog will rise in Q4 and will then decrease during the year

Outlook

- Order backlog 42 M€
 - Contains more license maintenance revenue than earlier (due to CSG)
 - Will decrease towards end of 2008, as the 12-month maintenance period goes on



- Positive development is expected to continue during year 2008, but the effects of the global economic developments on Affecto's business environment are hard to estimate. The company seeks to reach net sales of approx. 140 MEUR in 2008. The profitability of the whole year 2008 is expected not to materially change from 2007