

AffectoGenimap

Acquisition of Intellibis Ab

28 November 2006

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, AffectoGenimap'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. AffectoGenimap undertakes to update such statements with respect to new information and future events only within the limits of its statutory obligation to disclose information.

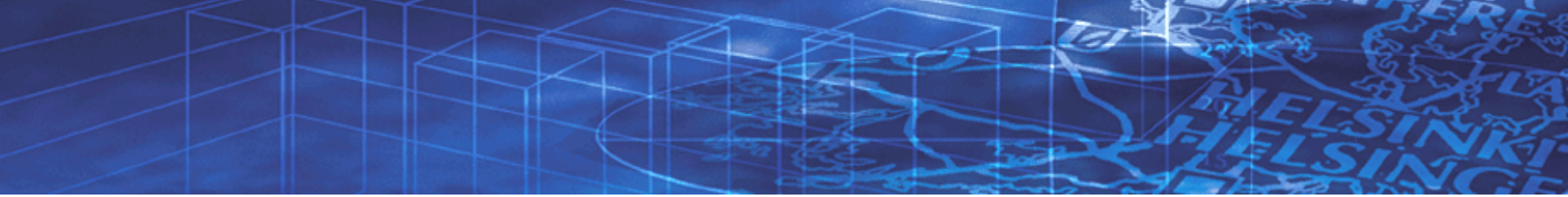
Introduction to persons

AffectoGenimap

- Pekka Eloholma, CEO
- Hannu Nyman, M&A Director

Intellibis

- Martin Hultqvist, Managing Director



Background

AffectoGenimap – focused IT services provider

- Sales € 46.7 million in 2005
 - 660 employees (October '06)
 - Building highly customised IT solutions in Finland and Baltics
 - Long-term experience of demanding project work for large customers

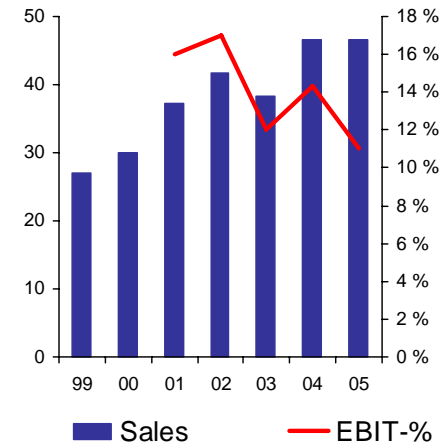
- Leading focused extended business intelligence (XBI) provider in Finland



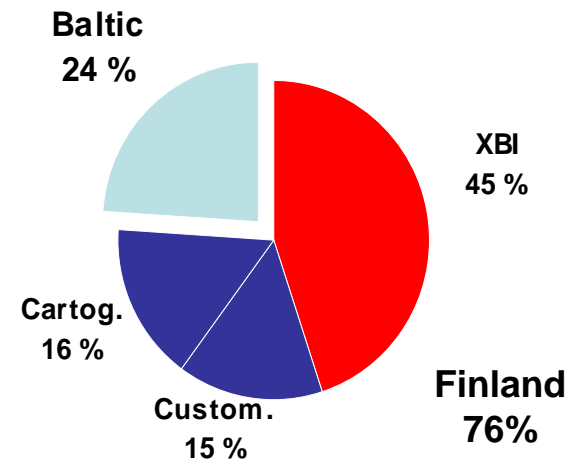
- Business intelligence (BI)
- Geographic information system (GIS)
- Document management (DM)

- Leading system integration and project services provider in the Baltics

Financial performance⁽¹⁾



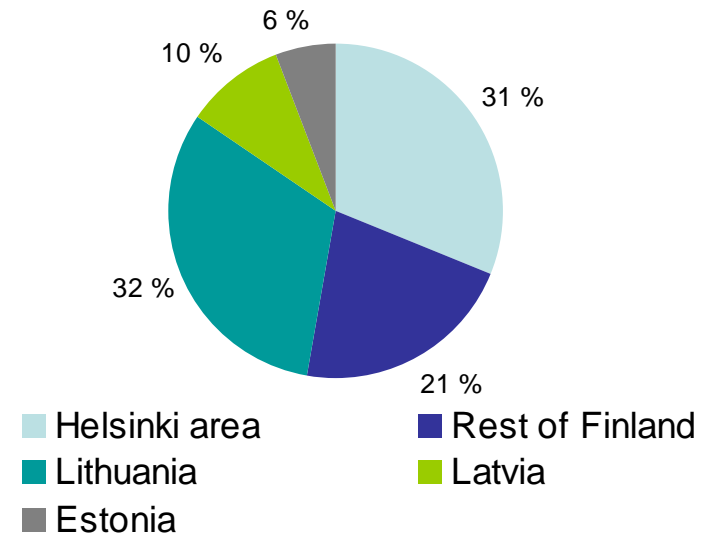
Sales 2005, €46.7 million



AffectoGenimap's resources (before)



Personnel by location (~660 employees)



- 660 employees as at October 2006
 - 350 in Finland
 - 310 in Baltic countries
- Mr. Pekka Eloholma, 45, has been the new CEO as of 1 September 2006, when Antti Halila, 60, retired

AffectoGenimap strategy

Focus on XBI

- Additional customer benefits from existing ERP systems
- Increasing global digitalisation
- Leading position in growth segment

Leverage Baltic dimension

- Economic growth – EU accession
- Emerging XBI market
- First step in expansion to other CEE countries

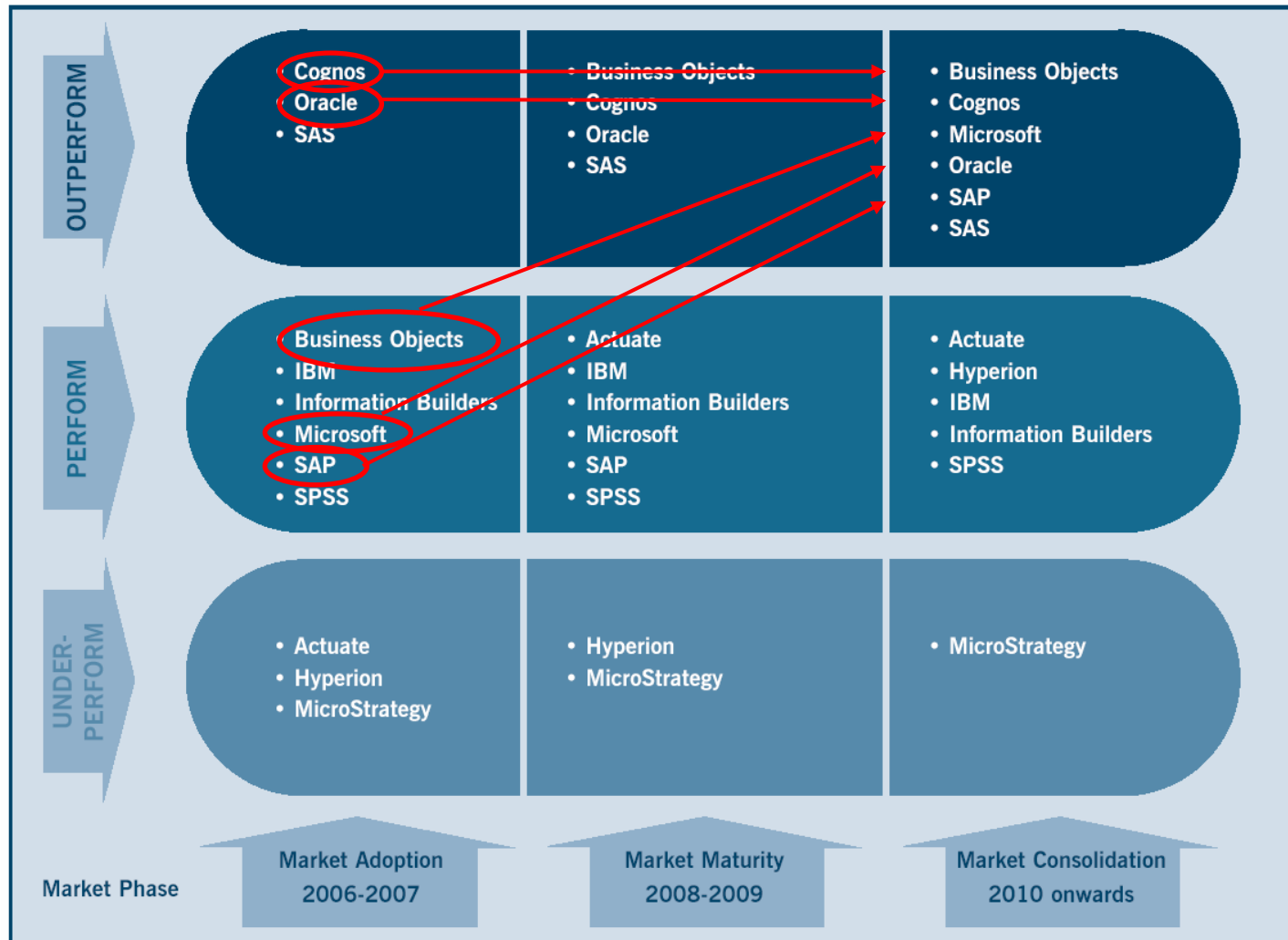
Serve large customers

- Competitive advantage through experienced resources and efficient project management skills
- Long customer relationships, low sales costs

Retain, employ and develop expertise

- Continuous training on product & project management skills
- Competitive incentive system
- Baltic resources for maintaining cost competitiveness

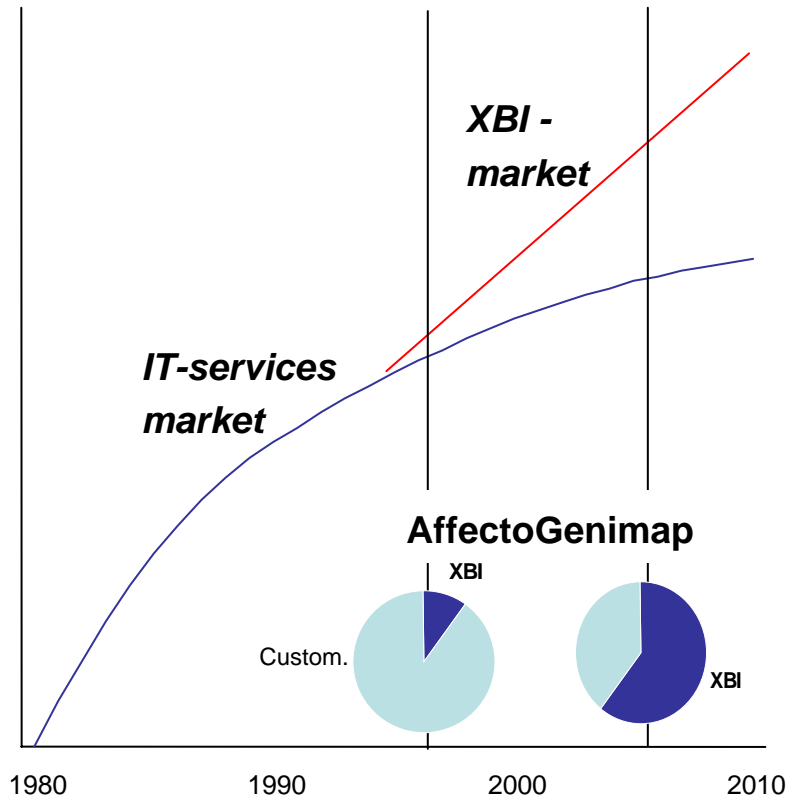
Chosen BI vendor outlook



Source: Butler Group 03 / 2006

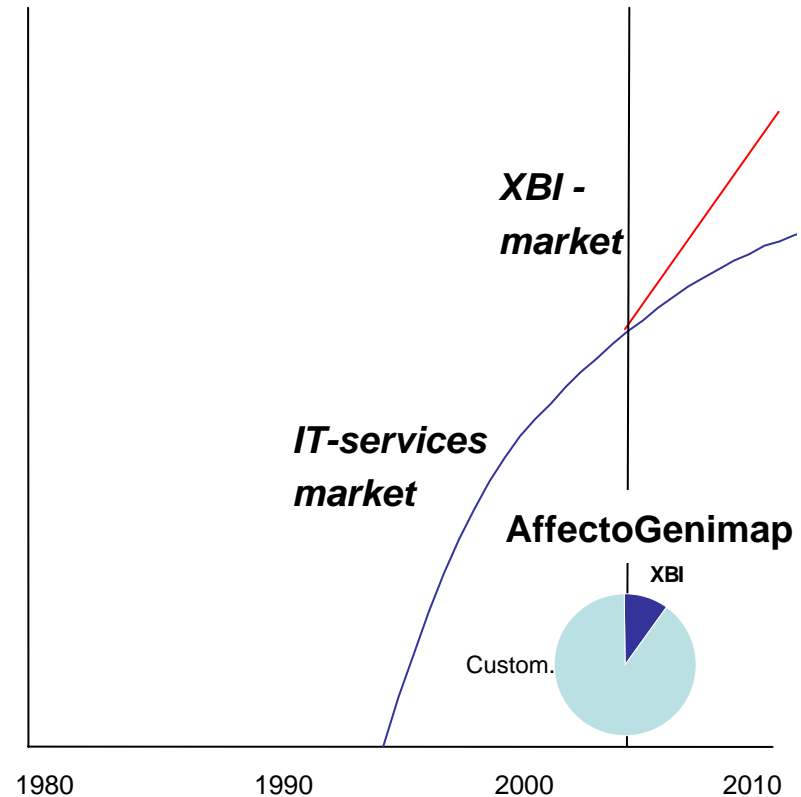
Long-term growth targets

Nordic market



“Transfer of our customers to the post ERP era”

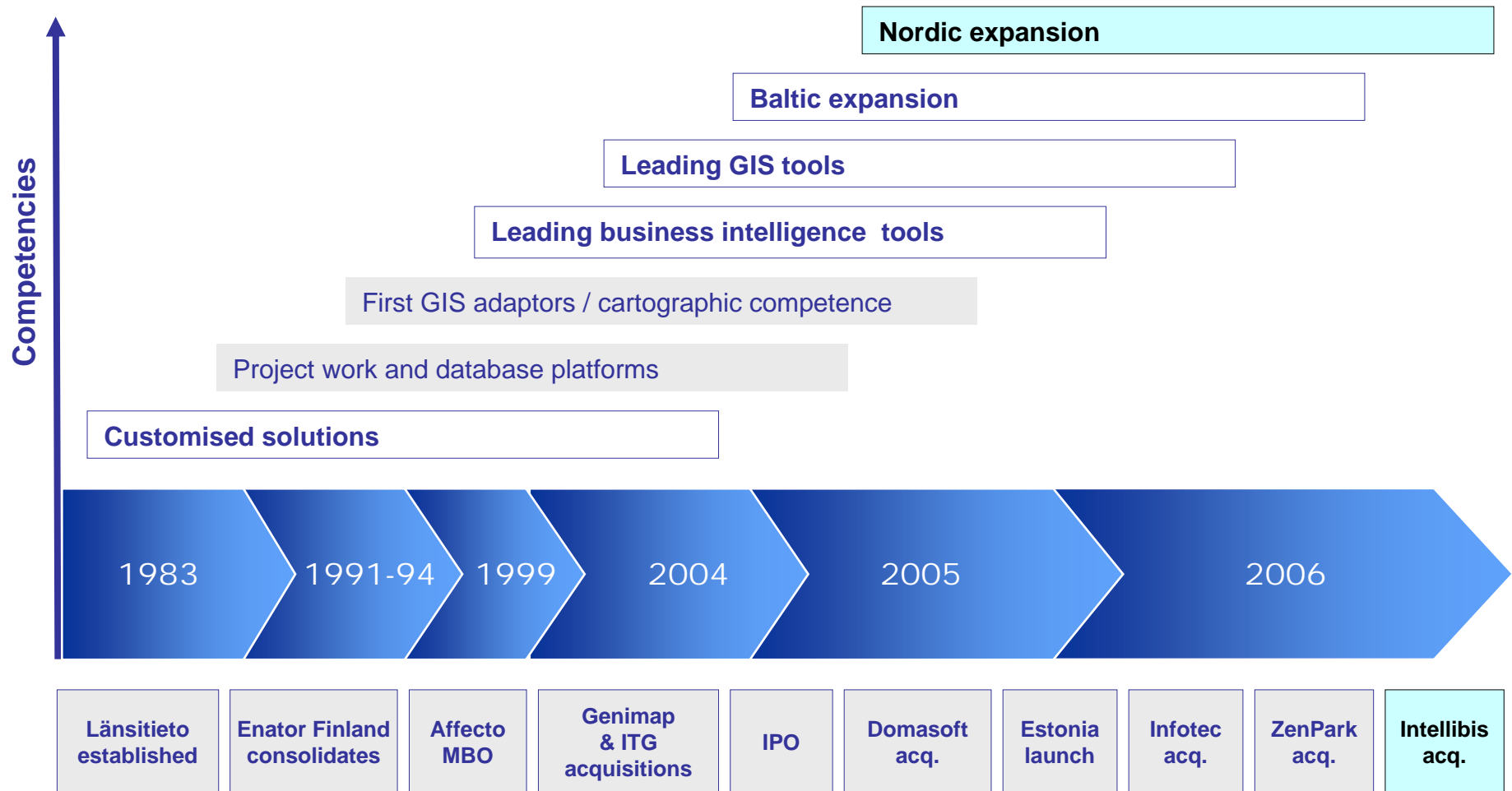
Baltics and CEE

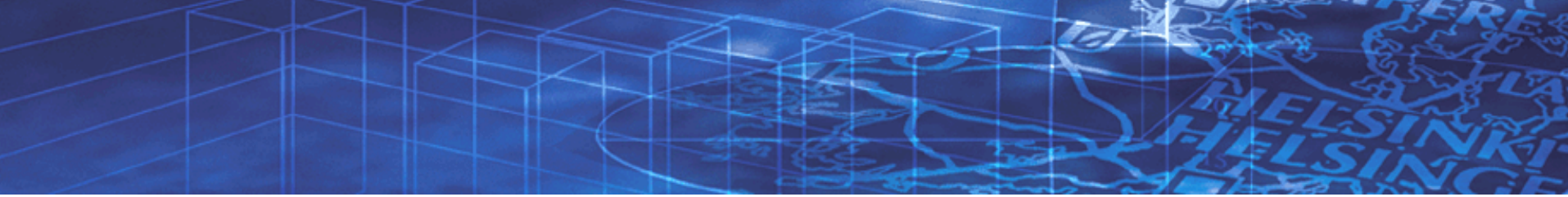


“Expansion to high growth Baltic and CEE markets”

“To become the Nordic leader in XBI”

Systematic development of competencies





Transaction

AffectoGenimap acquires Intellibis

- AffectoGenimap acquires 100% of Intellibis Ab's share capital
 - About 40 persons as sellers, mostly employees of Intellibis
 - Local management continues
- Debt-free transaction price 12,0 M€
 - Approx. 10 M€ paid in cash
 - Approx. 2 M€ paid in AG shares to Intellibis main owners
- Earn-out max. 4 M€ can be paid in 2008
 - Based on financial performance in 2007

Why Intellibis acquisition?

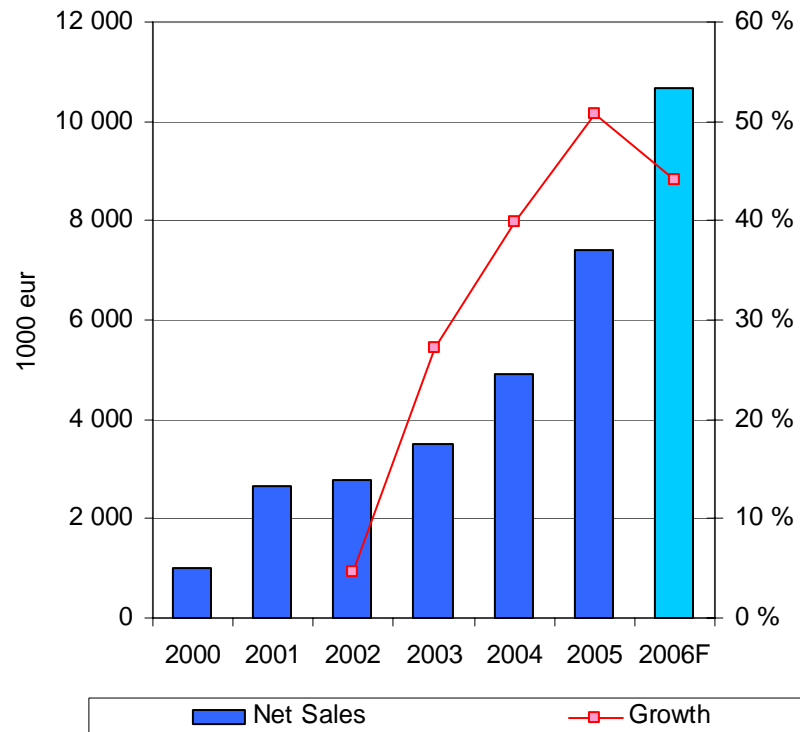
- **Good presence in the Swedish BI market**
 - Offices also in Southern Sweden
 - Over 10 M€ annual revenue impact
 - Enables future growth in the Nordic market
- **Complementing knowledge and skills**
 - Intellibis has a strong Microsoft offering
 - AffectoGenimap is strongest with BusinessObjects, Cognos and Informatica

Intellibis: Short introduction

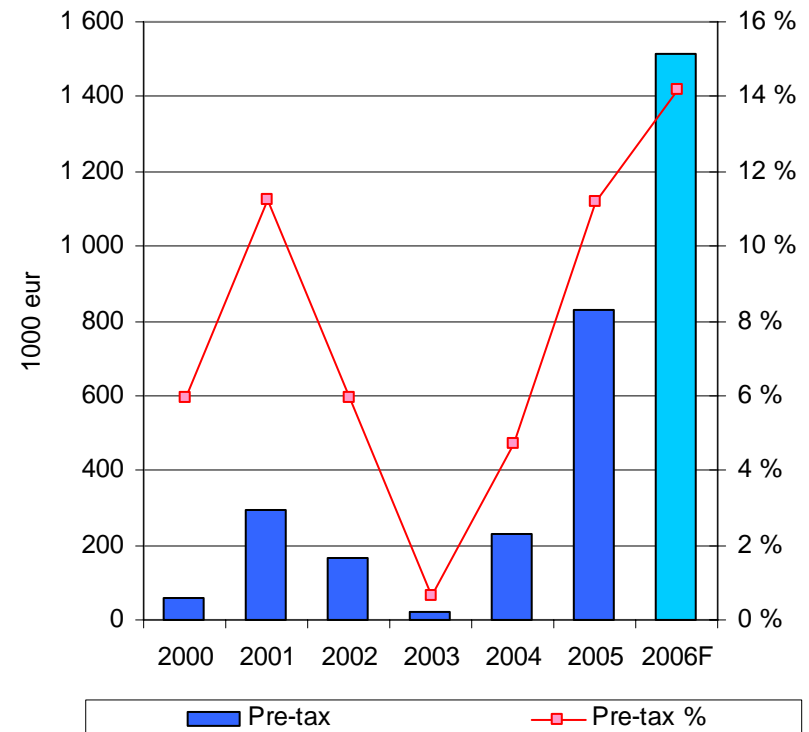
- Company has been established in 2000
- Focus on Business Intelligence solutions
 - The leading focused BI solution provider in Sweden
- Offices in Stockholm, Göteborg and Malmö
- Approx. 90 employees
- Net sales estimated to be approx. 95 MSEK (10.5 M€) and 13-15% EBIT margin
 - Sales growth over 40% in 2006

Intellibis: Financial performance

Net Sales



Pre-tax profit



Note: For illustrative purposes only. Based on Swedish GAAP. SEK/EUR 9.1

Intellibis: Selected technology partners



Intellibis: Selected customers

Bank & Finans

Folksam[®]



SEB



Handelsbanken

Tillverkning



Offentlig förvaltning



Andra

MANPOWER

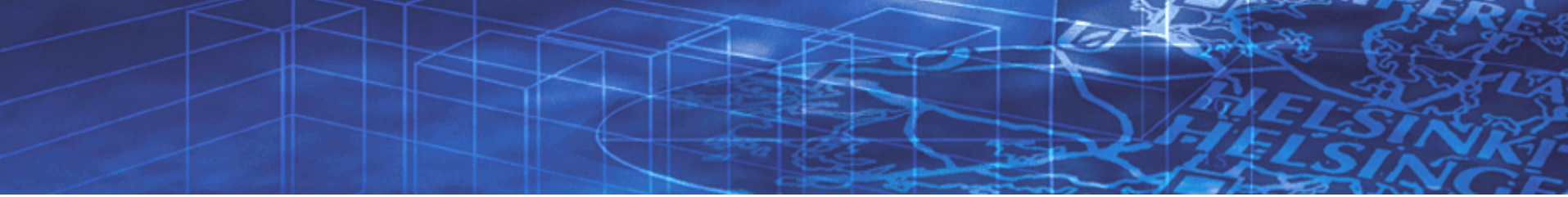


Transport



Parti & detaljhandel



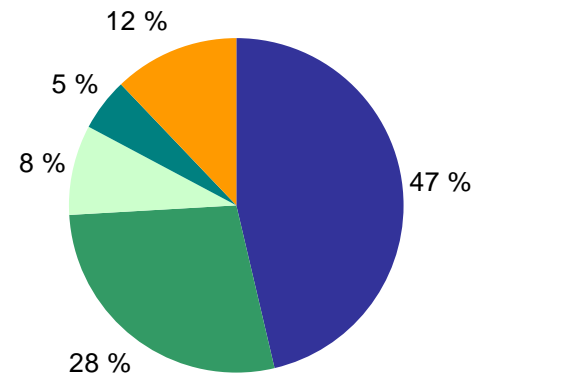


AffectoGenimap after acquisition

AffectoGenimap's resources (after)



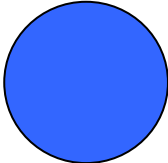

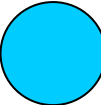

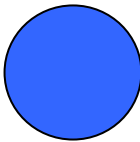
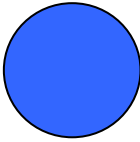
Personnel by location (~750 employees)



- Approx. 750 employees as at October 2006
 - 350 in Finland
 - 310 in Baltic countries
 - 90 in Sweden

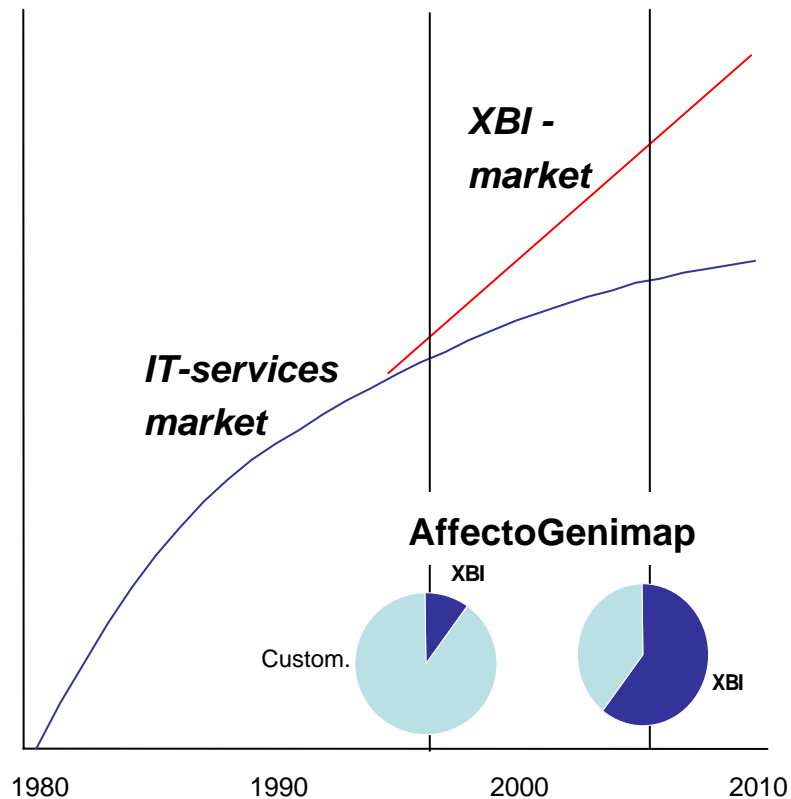
Geographical Segments & Business Areas (after Intellibis)



	XBI	Cartographic Solutions	Customized Solutions
Finland			
Baltics			
Nordic			

Balanced long-term growth opportunity

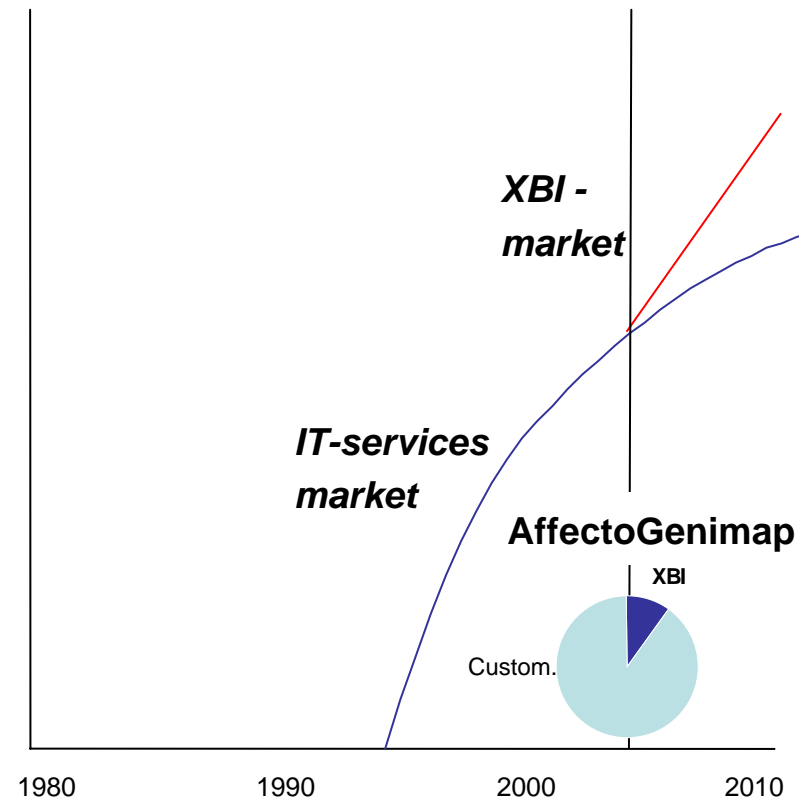
Nordic market



“Transfer of our customers to the post ERP era”

“To become the Nordic leader in XBI”

Baltics and CEE



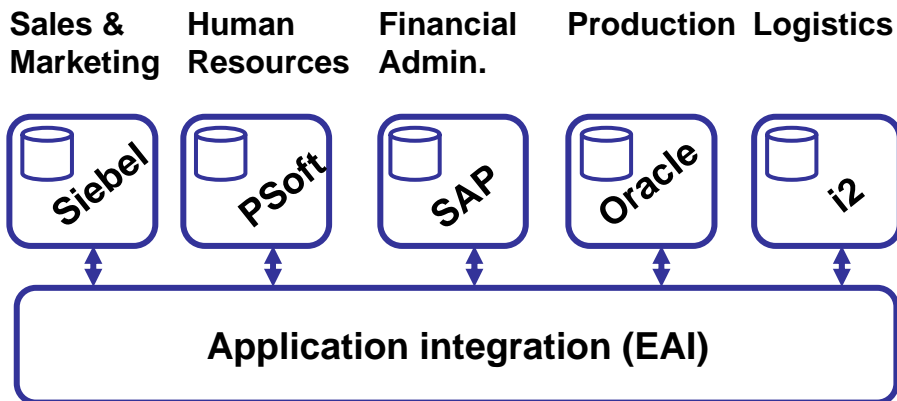
“Expansion to high growth Baltic and CEE markets”



Additional slides

BI growth drivers

Multitude of ERP systems



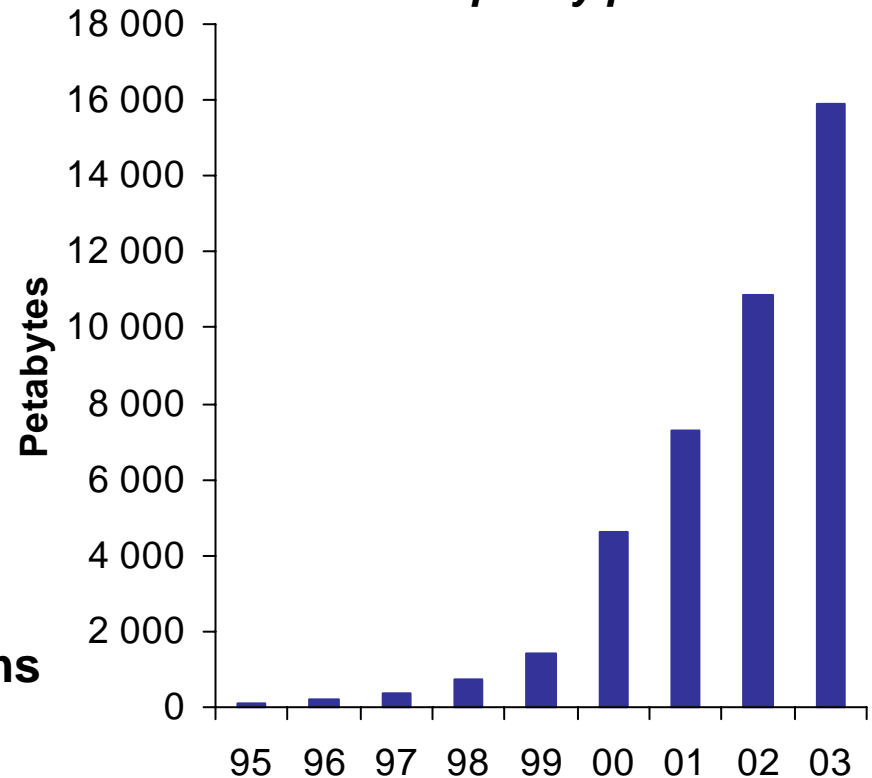
Challenge: Corporate data is fragmented to separate functional systems



Data integration is needed

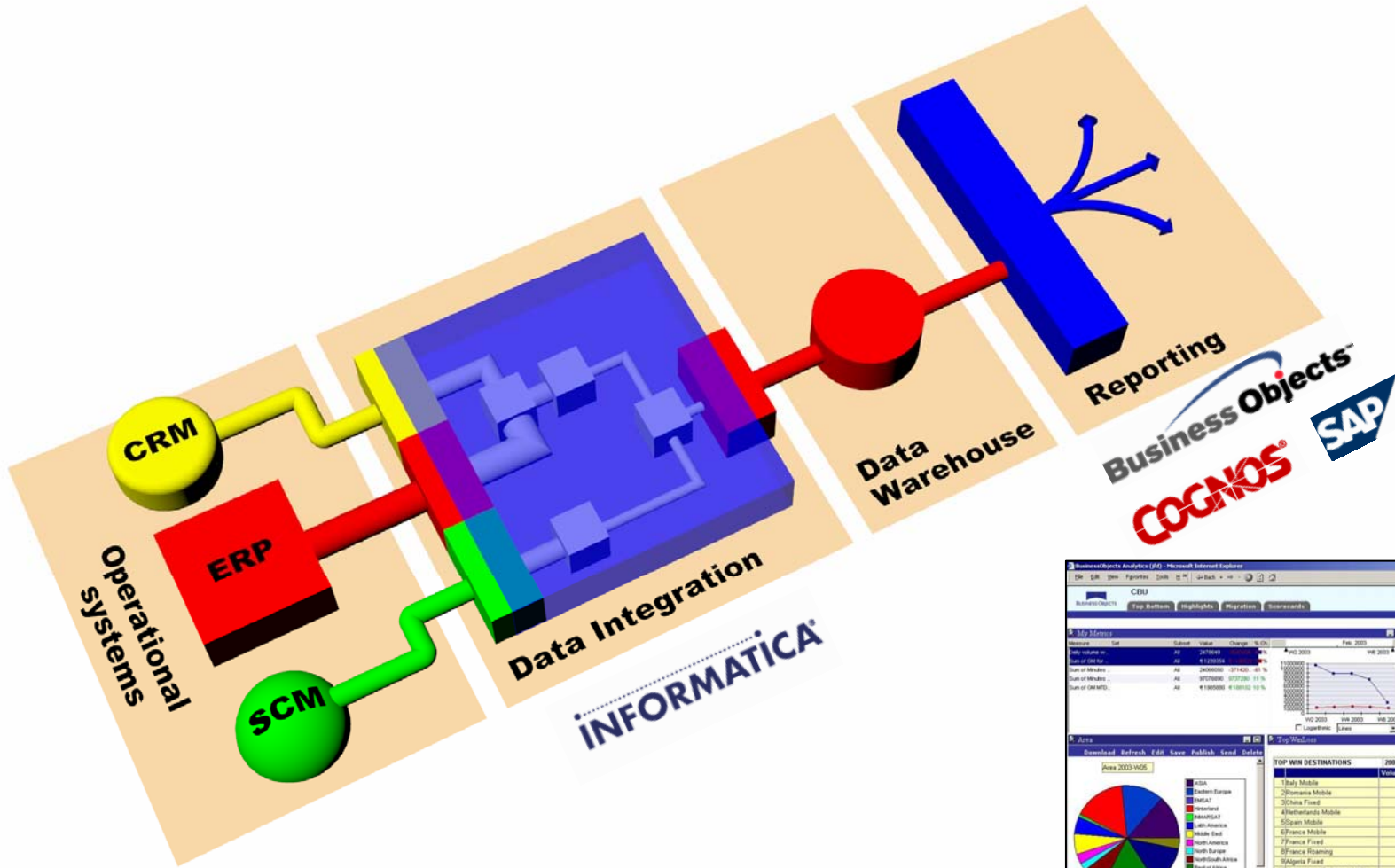
Increasing amount of digital information

Global disk capacity production⁽¹⁾



Source: 1) UCB

BI - basic architecture



Financial overview - 2005 IFRS

AffectoGenimap

Sales: €46.7 million

EBIT: €5.2 million



AG Finland

Sales: €35.7 million

EBIT: €4.3 million

Sales: **59% XBI**
20% Customised
21% Cartographic

AG Baltic

Sales: €11.0 million

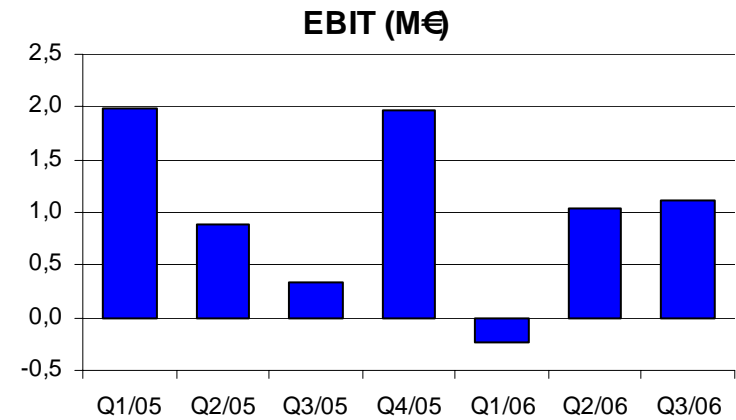
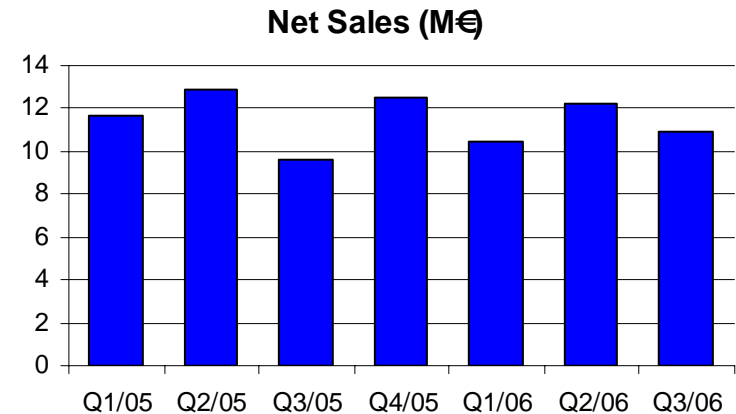
EBIT: €1.2 million

Sales: **100% Customised**

Overview to Q3/2006

- Net sales 10.9 M€ (9.7 M€)
 - Finland: Price erosion has stopped, order backlog has increased 20% compared to 9/05
 - Baltics: return to "normal". Increased amount of on-going long-term projects

- EBIT 1.1 M€ (0.3 M€)
 - Result improved compared both to Q3/05 and Q2/06, despite summer holidays



Ownership structure - 31 October 2006

<u>Owner</u>	<u>%</u>
Eqvitec	16,4 %
Fenno Rahasto Ky	11,6 %
Eläke-Fennia	3,6 %
EQ Pikkujättiläiset Fund	3,3 %
Varma	3,0 %
Kestutis Uzpalis	2,9 %
Darius Lazauskas	2,8 %
ABN Amro Small Cap Finland	2,5 %
SITRA	2,4 %
Alfred Berg Finland Fund	1,6 %
Nominee registered foreign owners	15,4 %
Other shareholders	33,2 %
Treasury shares	1,2 %
Total	100,0 %

- Free float ~65%
 - excl. large owners
Eqviteq and Fenno ~28%
 - excl. lock-up shares of
personnel ~7%
- Foreign owners ~25%
 - Incl. ~10% personnel