

AffectoGenimap

Interim Report 1-9/2006

2 November 2006

CEO Pekka Eloholma

Forward-Looking Statements

Certain sections of this interim report 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.

AffectoGenimap – focused IT services provider

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

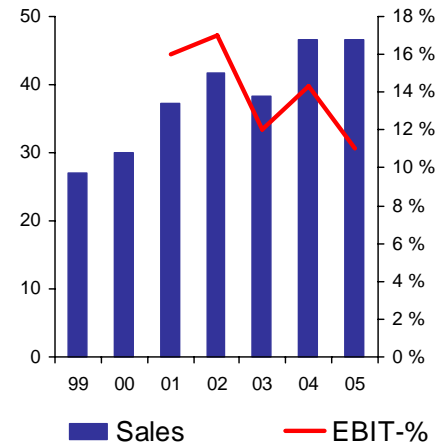
- Leading focused extended business intelligence (XBI) provider in Finland



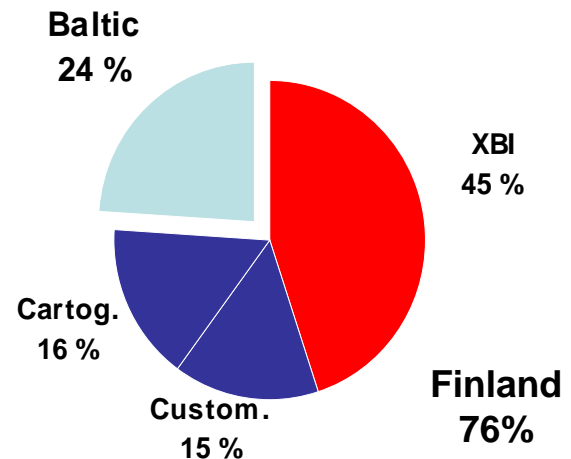
- Business intelligence (BI)
- Geographic information system (GIS)
- Document management (DM)

- Leading system integration and project services provider in the Baltics

Financial performance⁽¹⁾



Sales 2005, €46.7 million



AffectoGenimap
Making business more intelligent

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

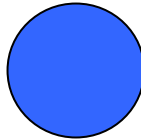
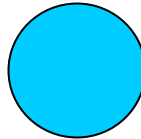
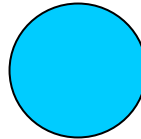

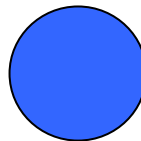
- Competitive advantage through experienced resources and efficient project management skills
- Long customer relationships, low sales costs

Retain, employ and develop expertise

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

Geographical Segments & Business Areas

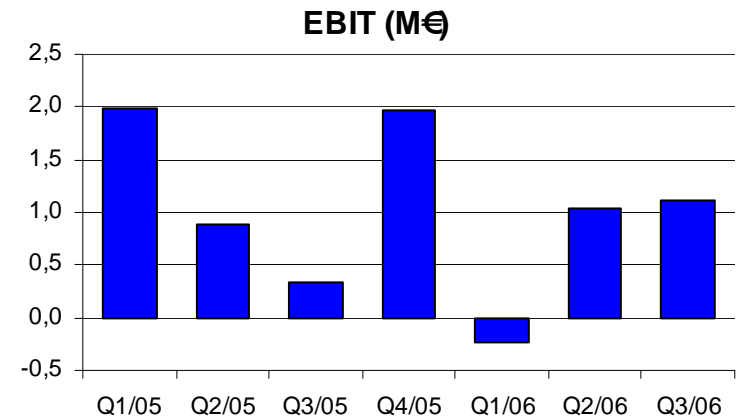
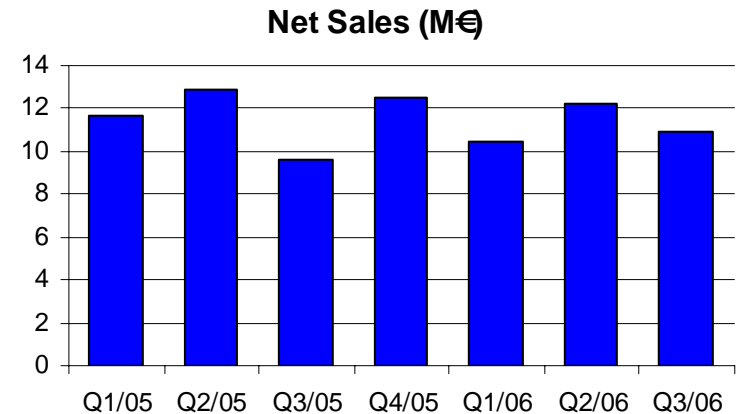


	XBI	Cartographic Solutions	Customized Solutions
Finland			
Baltics			

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

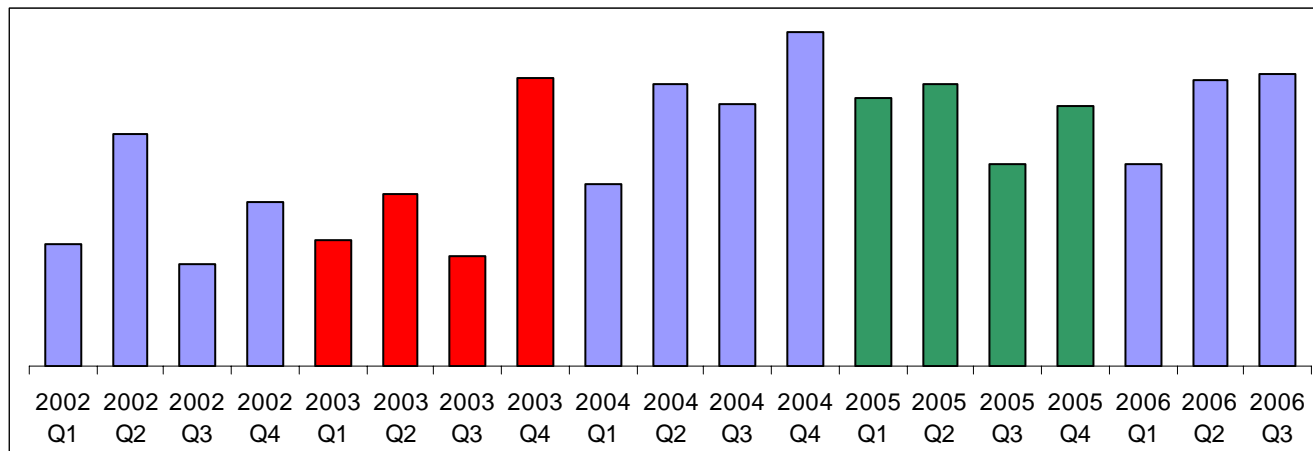


Business areas in Finland - Q3/2006

- Net sales 7.8 M€ (7.5 M€), EBIT 1.2 M€ (0.3 M€)
- XBI: Net sales 3.9 M€ (4.6 M€)
 - Resource transfer to Cartographic Sol. (approx. 0.4 M€)
 - Third-party license sales remain below targets
 - Increased co-operation with Cognos & SAP
- Customized Solutions: 1.6 M€ (1.4 M€)
 - Similar than last year's Q3
 - Certain large projects in end-phase
- Cartographic Solutions: 2.3 M€ (1.5 M€)
 - Sales of digital content growing well
 - Q3 was still part of summer season for consumer products

Business in the Baltic countries - Q3/2006

- Net sales 3.2 M€ (2.2 M€), EBIT 0.2 M€ (0.1 M€)
 - Growth 45% compared with Q3/05, largest since Q4/2004
 - One large license deal ~0.5 M€
 - Return to normal business conditions
 - Several long-term projects boosted up order backlog
 - New insurance sector projects ramping up during 2006
 - biggest project to Mutual & Federal in South Africa
 - 0.4 M€ of net sales classified to XBI



Segment comparison Q3/2006

Net Sales

Segment	Q3/06	Q3/05	Growth	2005
Finland	7 770	7 473	4 %	35 713
Baltics	3 160	2 184	45 %	11 022
Eliminations	-9	0		-36
Total	10 921	9 658	13 %	46 699

Segment	Q3/06	Q3/05	Growth	2005
XBI	4 295	4 588	-6 %	21 160
Customized Solutions	4 338	3 560	22 %	18 255
Cartographic Solutions	2 297	1 542	49 %	7 383
Eliminations	-9	-33		-99
Total	10 921	9 658	13 %	46 699

EBIT

Segment	Q3/06	Margin	Q3/05	Margin	2005	Margin
Finland	1 222	16 %	272	4 %	4 281	12 %
Baltics	174	6 %	61	3 %	1 218	11 %
Group manag.	-288		6		-346	
Total	1 108	10 %	340	4 %	5 153	11 %

- Small resource transfer from XBI to Cartographic (0.4 M€ impact)
- XBI revenue also from Baltics
- EBIT margin 16% in Finland, Baltic still below targets
- General group costs reported separately since Q4/05

Recent M&A activities

- ZenPark acquired at end of Q3
 - More BI resources in Finland
 - Focus on Cognos & Microsoft technologies
 - Customers like Alko, Fortum and Huhtamäki
 - Operations mainly in Espoo & Jyväskylä, 36 employees
 - Approx. 3.2 M€ net sales and 0.4 M€ EBIT in FY 05/06
 - Transaction: Debt-free EV 2.4 M€ + max. 0.7 M€ earn-out
 - Consolidated to 9/2006 balance sheet

Income statement 1-9/2006

(1 000 EUR)	7-9/06	7-9/05	1-9/06	1-9/05	2005
Net sales	10 921	9 658	33 628	34 201	46 699
Other operating income	9	5	109	429	864
Changes in inventories of finished goods and work in progress	103	-70	394	30	97
Materials and services	-3 005	-2 903	-9 509	-10 117	-13 926
Personnel expenses	-4 848	-4 447	-16 150	-15 159	-20 235
Depreciation, amortization and impairment charges	-301	-269	-858	-828	-1 095
Other operating expenses	-1 770	-1 634	-5 709	-5 357	-7 251
Operating result	1 108	340	1 906	3 199	5 153
Finance costs (net)	-41	-73	-158	-285	-364
Result before income tax	1 066	267	1 748	2 914	4 789
Income tax	-282	-85	-517	-708	-1 089
Minority interest	0	0	0	-2	-5
Result for the period for equity holders of the company	784	182	1 230	2 204	3 695

- R&D costs 0.4 M€ booked as costs
- Depreciation 0.9 M€
 - capex 0.8 M€

Balance sheet

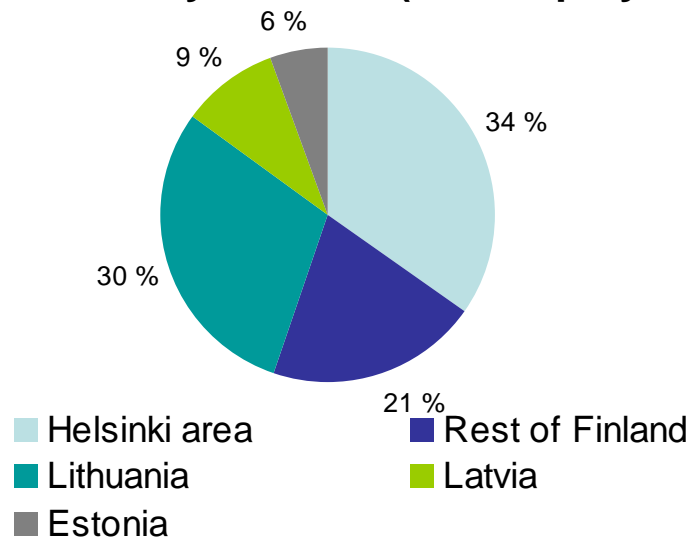
(1 000 EUR)	9/2006	9/2005	2005
Property, plant and equipment	2 049	1 934	1 900
Goodwill	33 342	29 570	30 860
Other intangible assets	3 807	2 720	2 892
Other long-term assets	700	486	656
Non-current assets	39 898	34 710	36 308
Inventories and receivables	14 779	12 953	12 857
Restricted cash	265	550	550
Cash and cash equivalents	6 511	12 444	12 639
Current assets	21 555	25 947	26 046
Total assets	61 453	60 657	62 354
Equity for shareholders	35 554	32 075	33 553
Minority interest	0	18	20
Non-current liabilities	9 633	12 906	9 361
Current liabilities	16 267	15 657	19 420
Total equity and liabilities	61 453	60 657	62 354

- Dividend of ~1.5 million euro paid in April
- Minority shares in ITG were acquired in Q2 → debt related to that has been eliminated
- Infotec acquisition in April
- Share buy-back 0.5 M€
- ZenPark acquisition at end of September
- Interest-bearing net debt 4.3 M€ (3.3 M€ 12/05)

Diversified presence



Personnel by location (639 employees)



- 639 employees as at 30 September 2006 (527 in 6/05)
 - 355 in Finland
 - 284 in Baltic countries
- Mr. Pekka Eloholma, 45, has been the new CEO as of 1 September 2006, when Antti Halila, 60, retired

Ownership structure - 30 September 2006

<u>Owner</u>	<u>%</u>
Eqvitec	16,4 %
Fenno Rahasto Ky	11,6 %
Eläke-Fennia	3,6 %
EQ Pikkujättiläiset Fund	3,3 %
Varma	3,1 %
Kestutis Uzpalis	2,9 %
Darius Lazauskas	2,8 %
ABN Amro Small Cap Finland	2,6 %
SITRA	2,2 %
Alfred Berg Finland Fund	1,6 %
Nominee registered foreign owners	15,8 %
Other shareholders	32,7 %
Treasury shares	1,2 %
Total	100,0 %

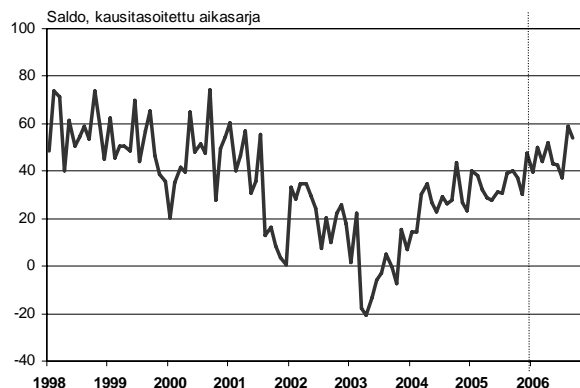
- Free float ~65%
 - excl. large owners
Eqviteq and Fenno ~28%
 - excl. lock-up shares of
personnel ~7%
- Foreign owners ~26%
 - Incl. ~10% personnel

Market Environment - Finland

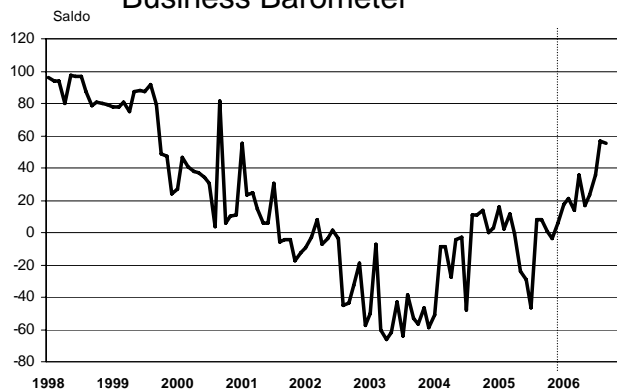
- IT Services market sentiment

(Survey of Federation of The Finnish Information Industries, October 06)

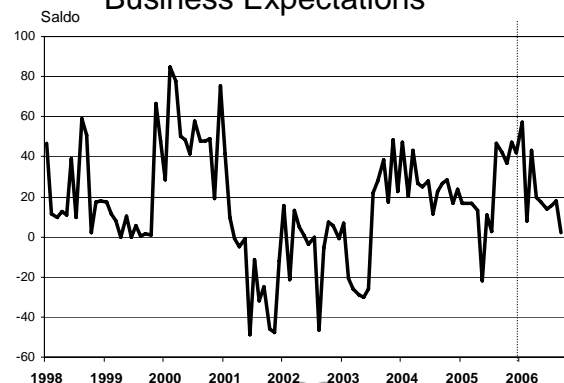
Confidence Indicator



Business Barometer



Business Expectations

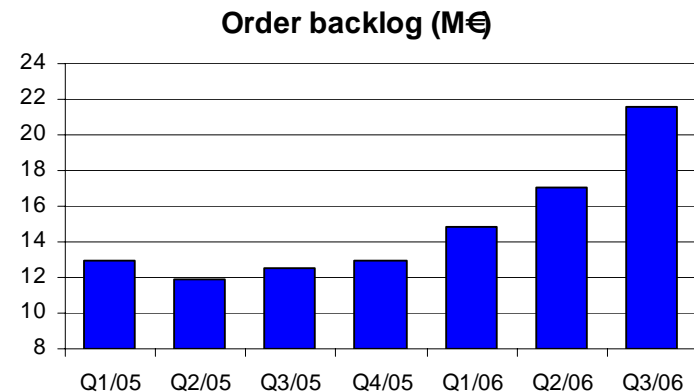


Market environment - Baltic countries

- Baltic market developing well on overall basis
 - GDP is growing fast, but also general wage inflation
 - EITO's IT services growth forecasts are 11-13% for years 2006 and 2007 in Estonia, Latvia and Lithuania

Outlook

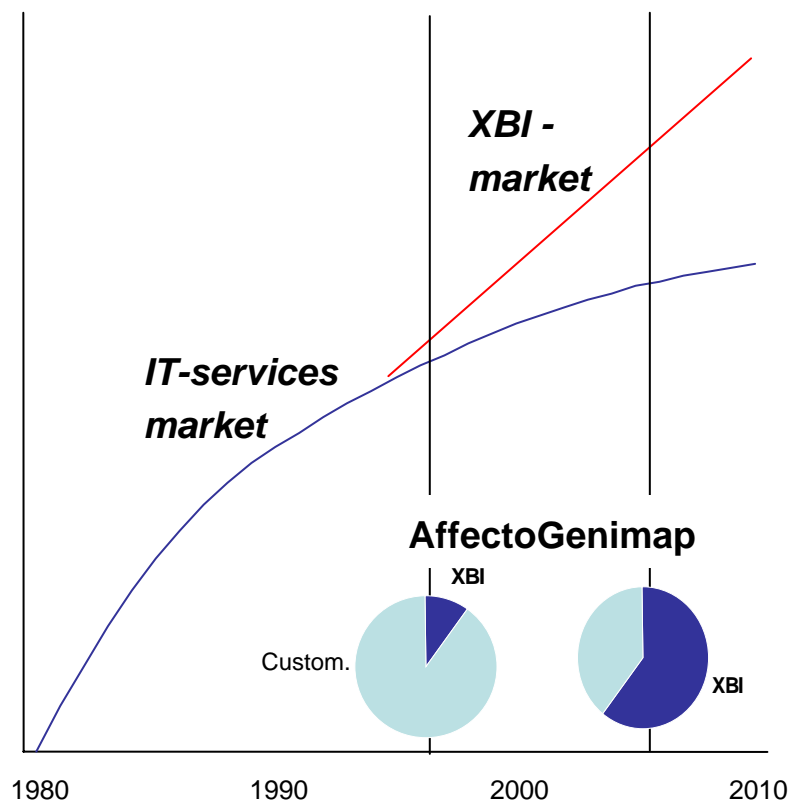
- Order backlog 21.6 M€, has clearly increased during Q3/2006
 - Increase especially in the Baltics



- Positive development is estimated to continue in the fourth quarter, which is estimated to be highest quarter of the year regarding sales and EBIT. The effects of the weak first quarter can't be wholly compensated during the remaining year, and thus the operating profit for the whole year is estimated to be below last year
 - More normal situation in Finland, ZenPark acquisition
 - Improved Baltic business
- M&A opportunities evaluated for non-organic growth

Balanced long-term growth opportunity

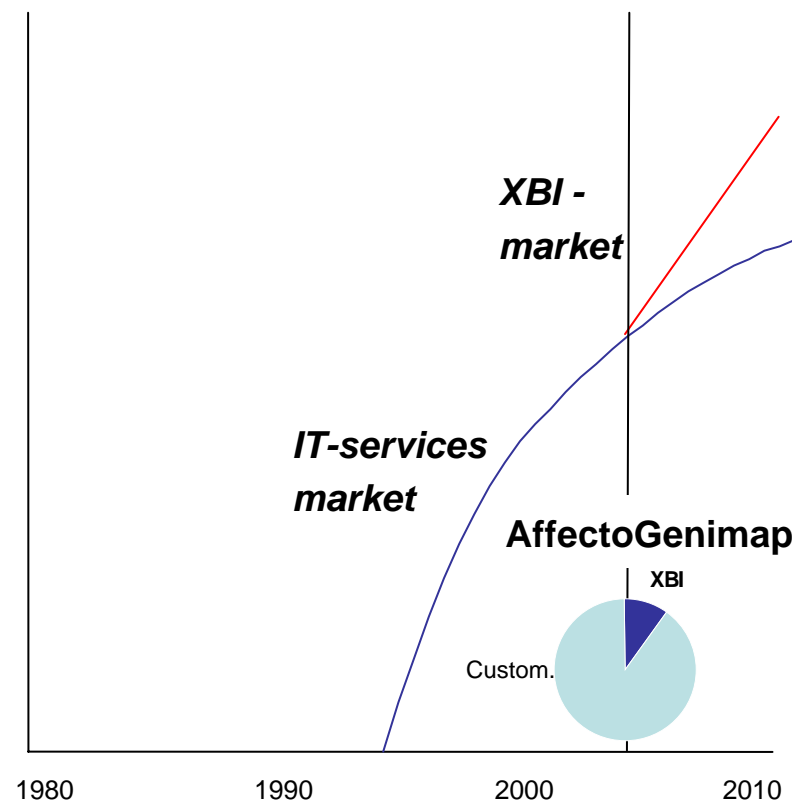
Nordic market



“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”

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