



AffectoGenimap

Making business more intelligent

CEO Pekka Eloholma

January 2007

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.

Information sources

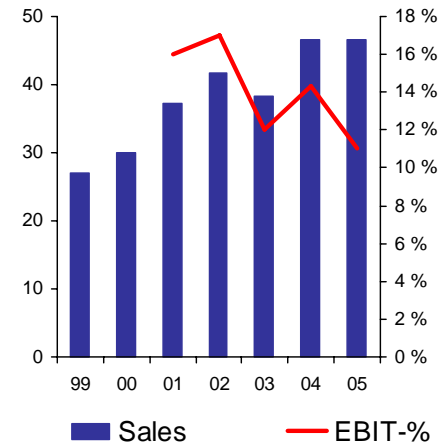
Web site: **www.affectogenimap.fi**

- Investors section, where you can find
 - News releases
 - Presentations
 - Financial calendar
 - Mailing list (order news releases to your mail)

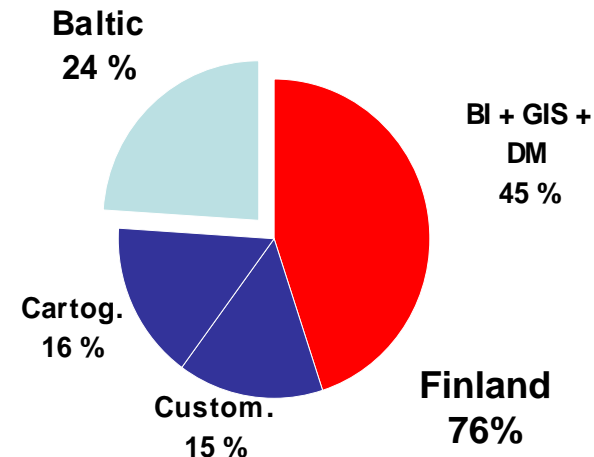
AffectoGenimap in brief: a focused IT services provider

- Sales € 46.7 million in 2005
 - 750 employees after Intellibis acquisition
- Operations in Finland, Sweden and Baltic countries
- Business intelligence (BI)
- Operational solutions for selected needs
 - Geographic information system (GIS)
 - Document management (DM)
 - Development of demanding solutions for specific customer needs
 - in Baltics also services related to ERPs

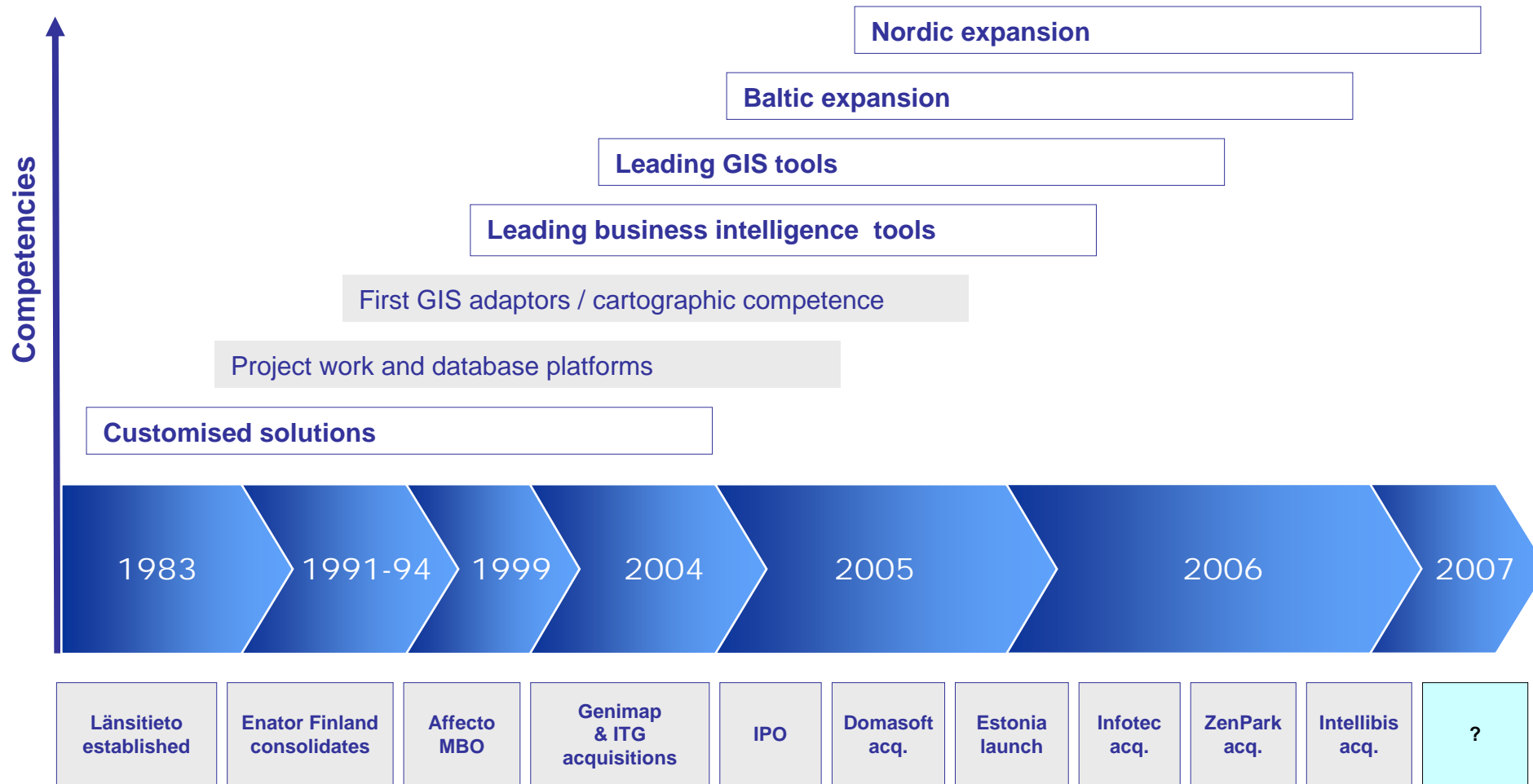
Financial performance⁽¹⁾



Sales 2005, €46.7 million



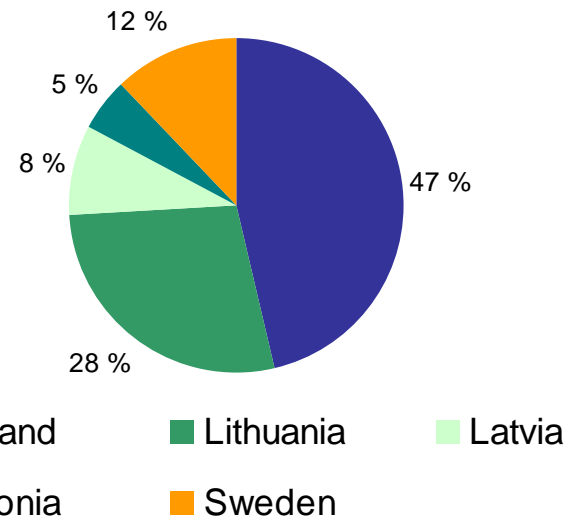
Systematic development of competencies



AffectoGenimap's resources



Personnel by location (~750 employees)



- Approx. 750 employees
 - 350 in Finland
 - 310 in Baltic countries
 - 90 in Sweden

Vision 2009

- AffectoGenimap is
 - the leading Business Intelligence solution provider in the Nordic, Baltic and CEE regions
 - the most competent and quality focused GIS, DM & operational solutions provider in selected industries & regions
- AffectoGenimap 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

Company name to be changed to Affecto

- Adopting a new simplified company name enables us to sharpen our operations both in domestic and international markets
- Affecto will be the marketing name of the company, effective in Finland on 1 February 2007
 - The name will be gradually adopted also by the group companies outside Finland
- The Board of Directors will propose to the Annual General Meeting 2007 that the company's name is changed to Affecto Plc

Financial targets: Profitable growth

- Profitable and sustainable growth is the key element in our strategy
- Financial targets 2009
 - ❖ **Net Sales: exceeding 100 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
 - In April 2006, a dividend of 0,10 eur/share was paid, corresponding to 40% of year 2005 earnings per share

AffectoGenimap's strategy

Focusing on Business Intelligence

- Enhancing customer benefits from existing ERP systems
- Solutions based on deep business understanding and world-class technologies
- Maintaining the leading position in a fast growing business segment

Strengthening position in operational solutions

- Strong focus on DM, GIS & operational applications
- Utilising experienced resources in system development and application integration
- Developing worldwide competence on selected industries (insurance)

Leveraging Baltic dimension

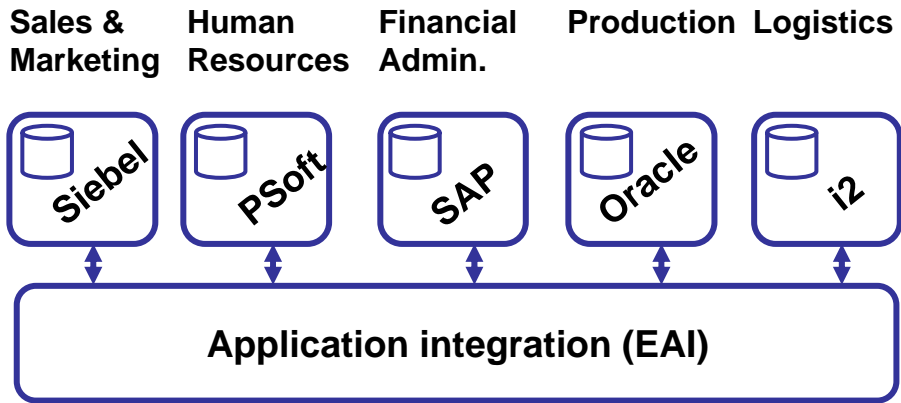
- Benefiting from strong market growth in IT services
- Expanding to other CEE countries
- Nearshoring services for the Nordic region

Employing and developing best experts

- Personal development through continuous training and demanding customer projects
- Inspiring leadership leading to first-class execution
- Competitive incentive system

Business Intelligence (BI): Growth drivers

Multitude of ERP systems



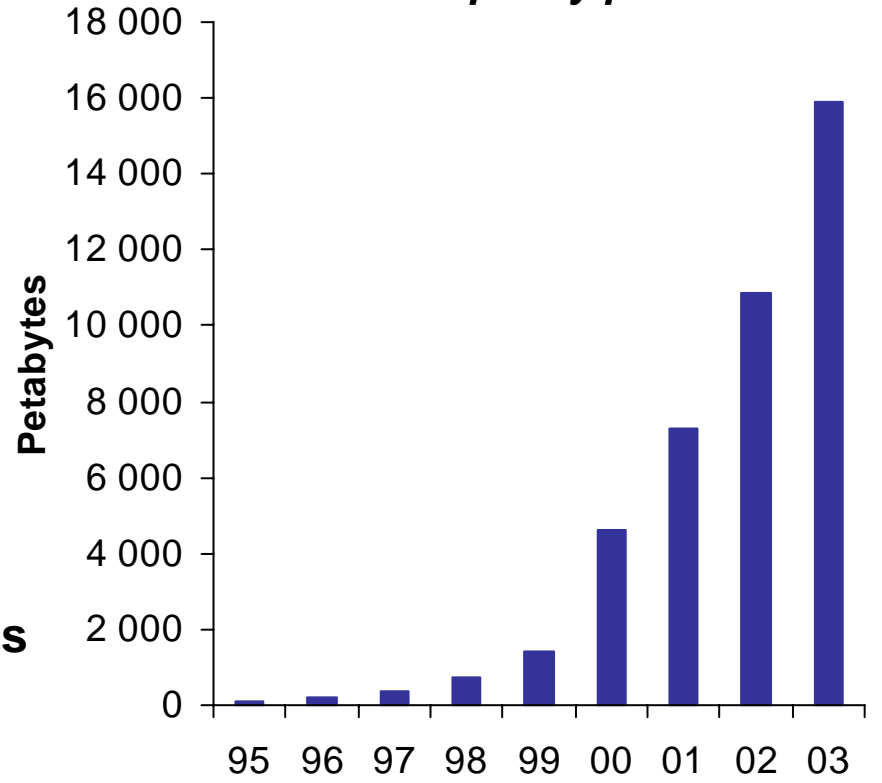
Challenge: Corporate data is fragmented to separate functional systems



Need for data integration & comprehensive analysis

Increasing amount of digital information

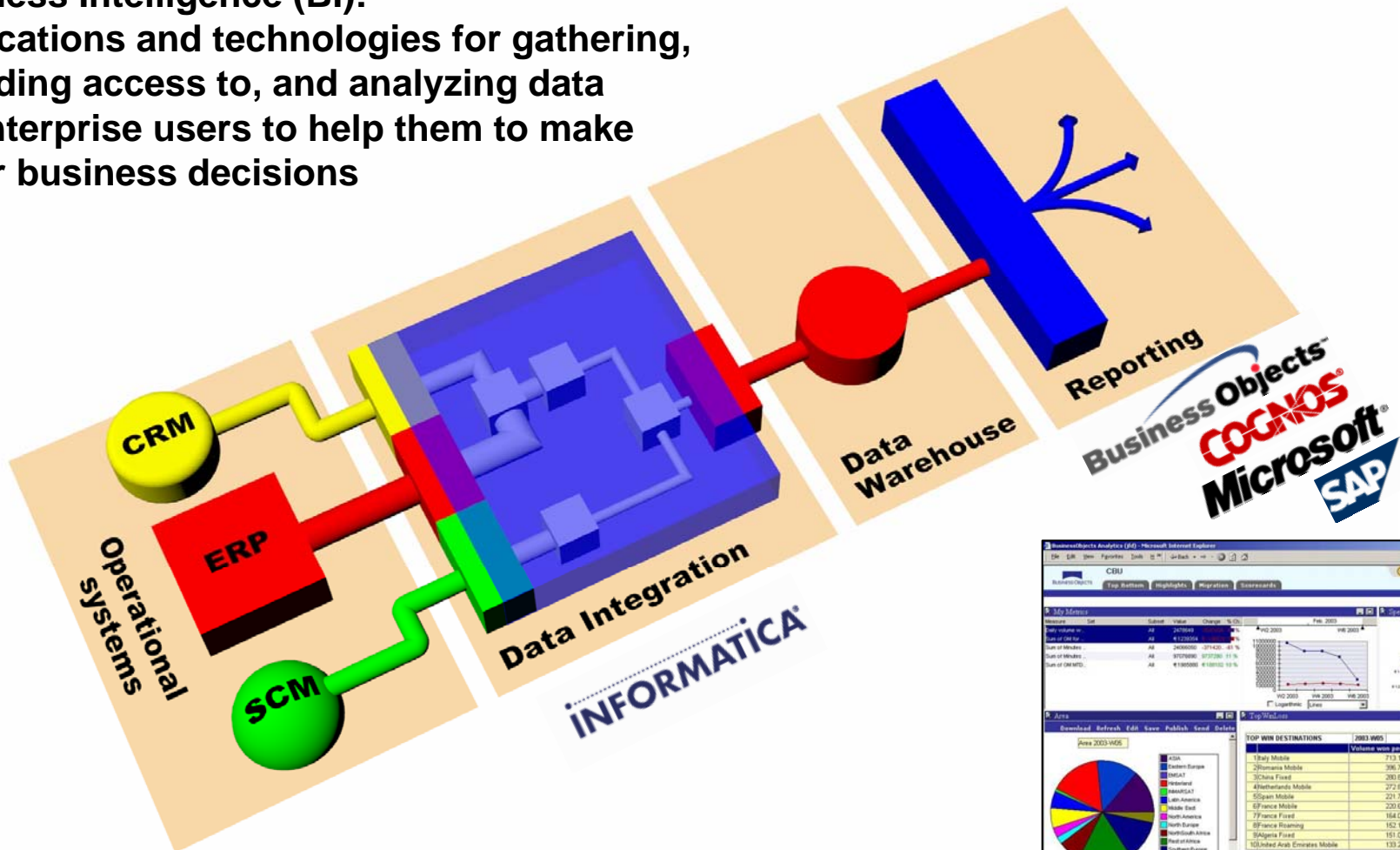
Global disk capacity production⁽¹⁾



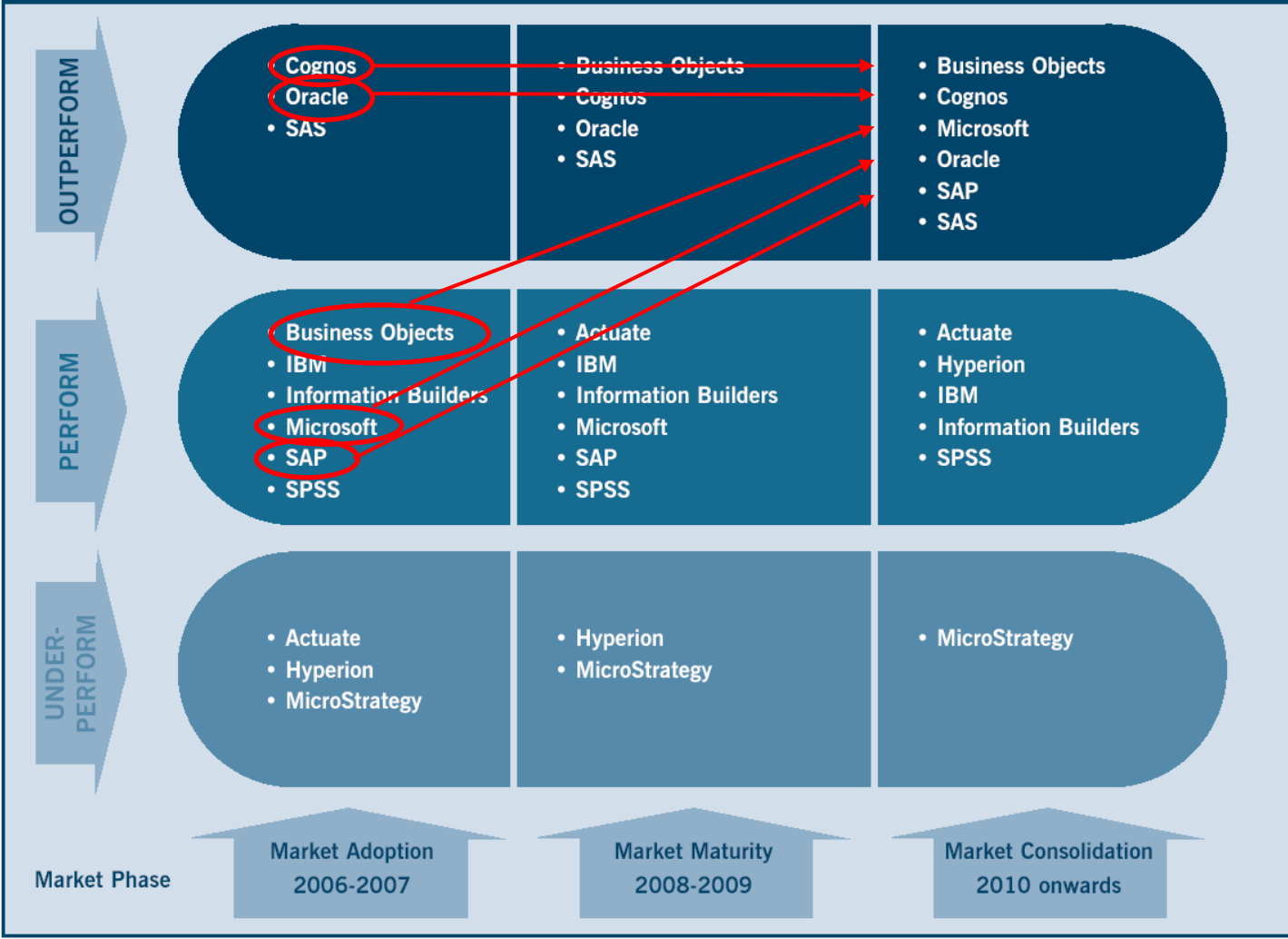
Source: 1) UCB

BI: Basic architecture

Business Intelligence (BI):
Applications and technologies for gathering, providing access to, and analyzing data for enterprise users to help them to make better business decisions



Business Intelligence: Leading vendors chosen as technology partners



Source: Butler Group 03 / 2006

Business Intelligence: 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
 - Approx. 3.2 M€ net sales and 0.4 M€ EBIT in FY 05/06
 - Operations mainly in Espoo & Jyväskylä, 36 employees
 - Transaction: Debt-free EV 2.4 M€ + max. 0.7 M€ earn-out
 - Consolidated to 9/2006 balance sheet

Business Intelligence: Intellibis acquisition in December 2006

- AffectoGenimap acquires Intellibis Ab for 12 M€ (EV)
 - Local management continues
 - Earn-out max. 4 M€ based on financial performance in 2007
- Why?
 - 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

Operational solutions: GIS, DM & other operational solutions

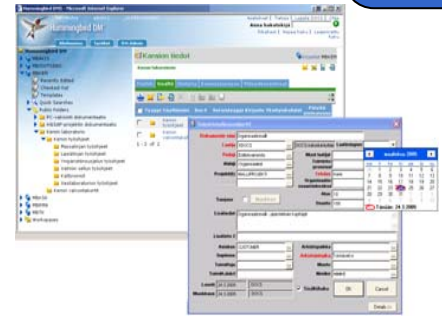
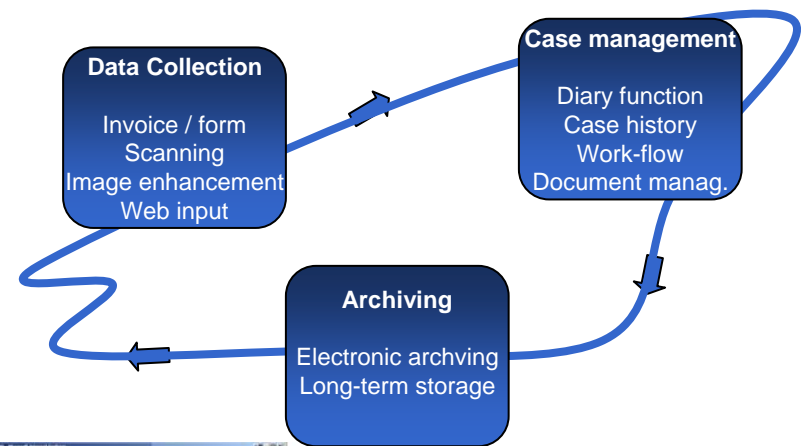
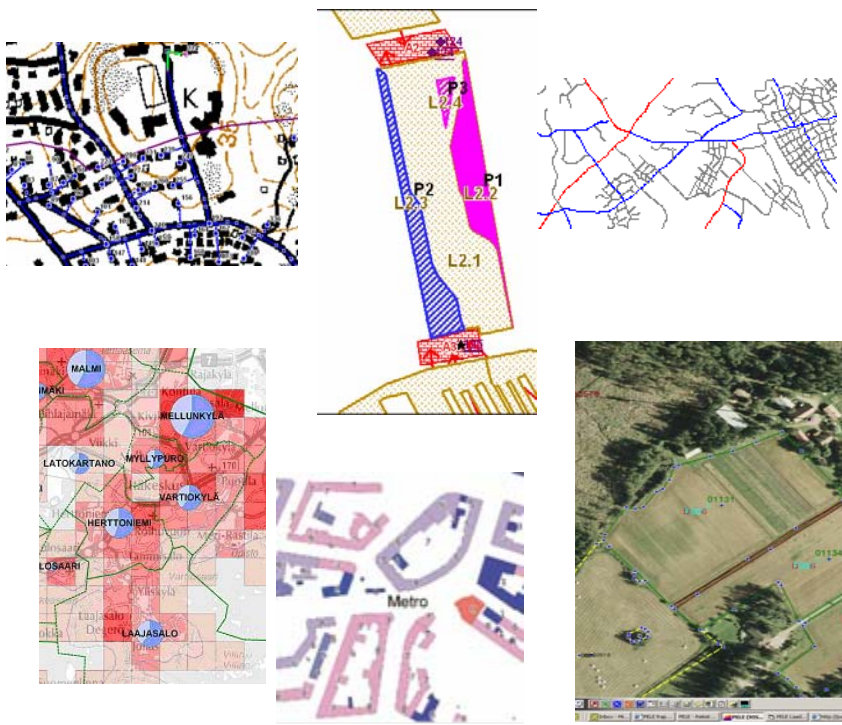
- Solutions mostly for customers' operational needs
 - Long history of providing demanding, customized solutions to various customer segments and needs
- Strong position in the rapidly growing IT solutions market in the Baltic countries
- Several specialization fields
 - Geographical Information Systems (GIS) & cartographic data
 - Document Management (DM) systems
 - ERP implementations in Baltics (TIA for insurance sector, Oracle EBS)
 - Demanding one-of-a-kind solutions

GIS - not just "maps"

DM - Document Management.

- Versatile data: demographics, building info, road networks, service locations, street info, land parcel data, etc.
- Versatile usage: operational activities, planning, routing, optimisation, analysis

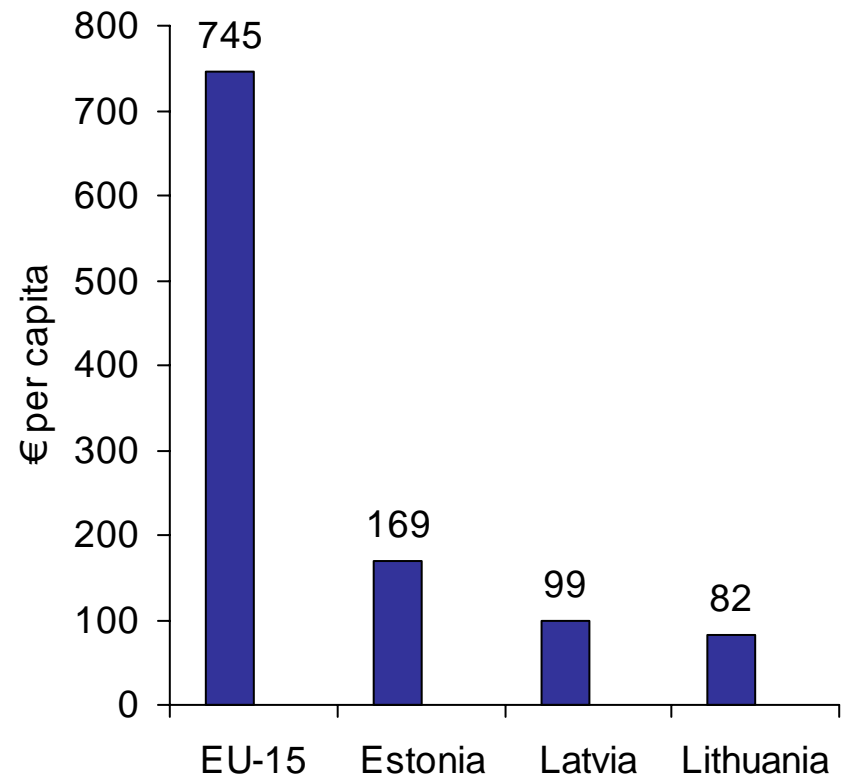
- Integrated document management systems for large organisations
- Typical clients: public sector, banks, insurance companies, lawyers



Baltic countries – high growth market

- High growth economy
 - 8-11% GDP growth in 2006
 - 6-9% GDP growth forecast for 2007/2008, revised upwards
- Need for IT infrastructure fuelled by GDP growth & EU accession
 - IT market expected to grow 6-12%, 2006 & 2007
- IT services to grow fastest
 - Share of IT services low
 - IT services expected to grow 11-13%, 2006 & 2007

IT spending per capita in the Baltics vs. the EU-15 in 2005



Baltic IT services growth > ICT growth > GDP growth

Pan-Baltic presence

Tallinn, Estonia

- Office established in 2005
- Local organisation being built in 2006
- Approx. 40 employees

Riga, Latvia

- Office established in 2003
- Approx. 60 employees

Vilnius, Lithuania

- ITG established in 1991
- Approx. 210 employees

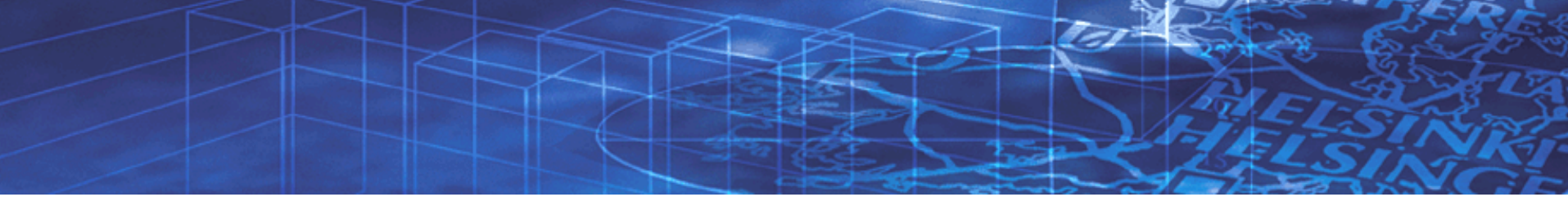


Nearshoring

- Resources for continuous services

Further growth in Eastern Europe

- Currently service export activities to other CEE countries
- Building experience through project work
- Acquisitions possible in the medium to long-term

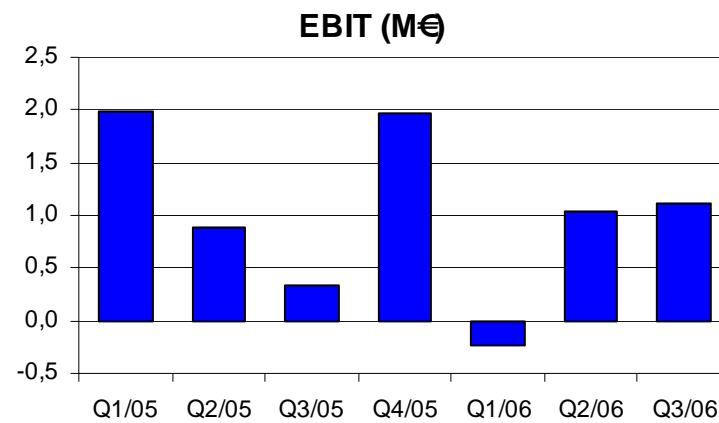
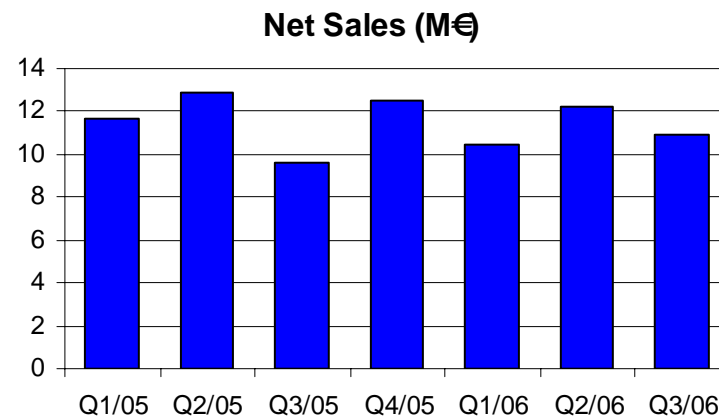


Outlook

Overview to Q3/2006

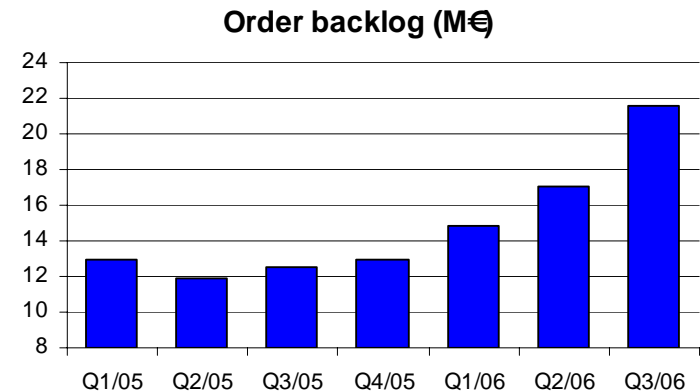
- Net sales 10.9 M€ (9.7 M€)
 - Finland: Price erosion has stopped, order backlog has increased 20% compared to 9/05
 - Baltics: return to "normal". Increased amount of on-going long-term projects

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



Outlook

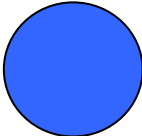
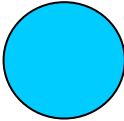


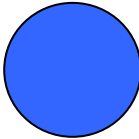
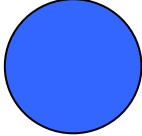
- Order backlog 21.6 M€, has clearly increased during Q3/2006
 - Increase especially in the Baltics



- 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

Geographical Segments & Business Areas (After Intellibis, 2007 segments)



| | BI | Operational Solutions | Cartographic Solutions |
|---------|---|---|---|
| Finland |  |  |  |
| Baltics |  |  | |
| Nordic |  | | |

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