

ENEA



Enea

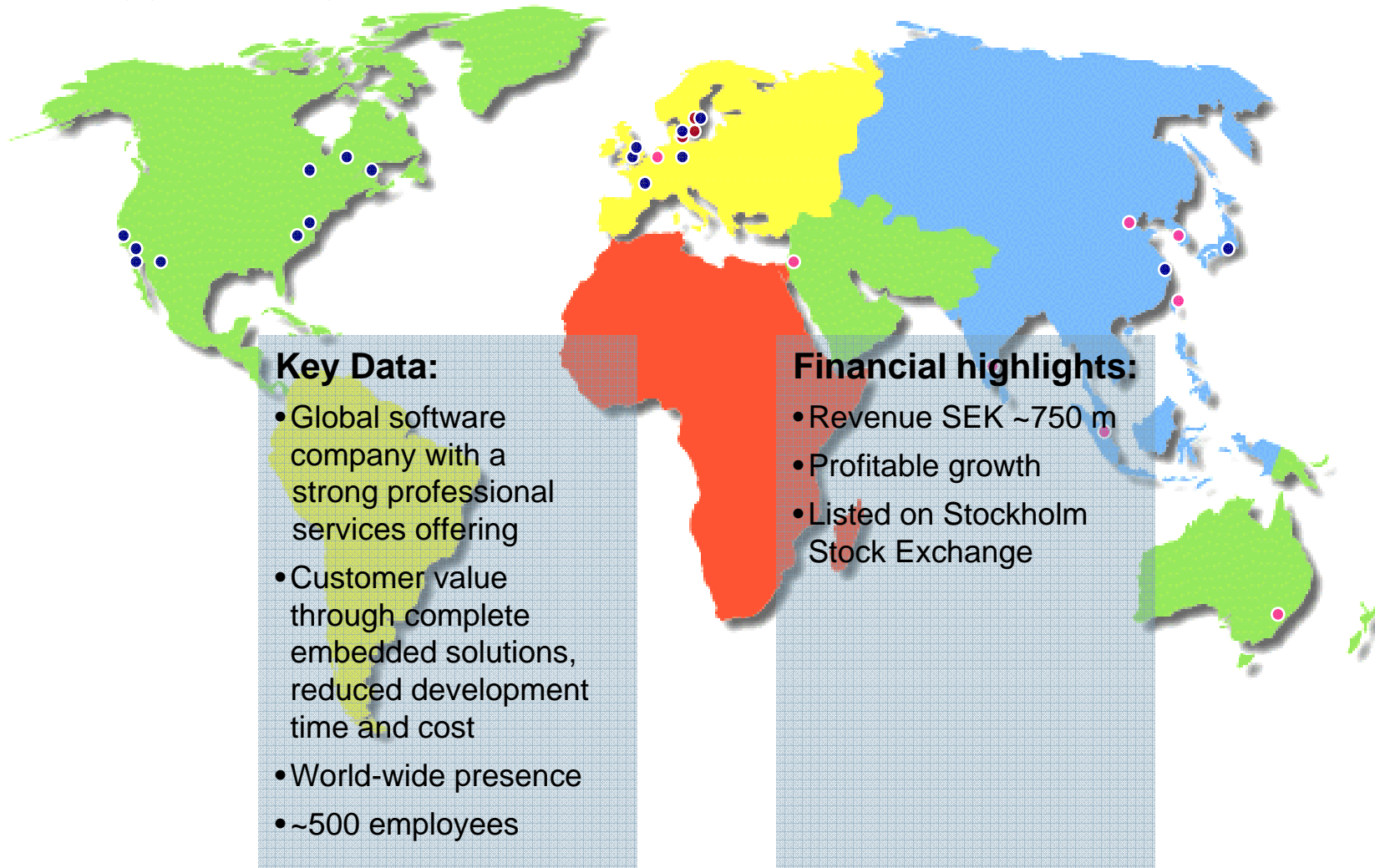
Interim Report January - March, 2006

April 26, 2006

Johan Wall
President & CEO

Håkan Gustavson
CFO

Enea in Brief



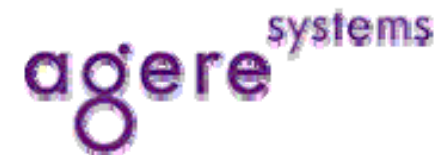
Market Offering

- ▶ **Software**
 - OSE™, Real Time Operating System
 - Element™ Middleware Platform
 - Polyhedra™, In Memory Database
 - Optima™ Eclipse-based Tools
 - LINX™ Communications Software
 - NASP Telecom-in-a-box Software

- ▶ **Third party products**
 - Best of breed tools, network protocols and applications
 - Linux provided by MontaVista

- ▶ **Consulting services**
 - Application development, systems integration, testing
 - Hardware and software design
 - Training
 - 300 professional consultants

Some of Enea's Clients



Quarter 1

Achievements during the first Quarter

- Extended Product Portfolio
 - Network Applications Services Platform (NASP) launched
 - LINX communications product launched
- Alliance with MontaVista
 - Industry leader in Linux
- New Business
 - Key contracts with telecom equipment manufacturers in China and Japan
 - Outsourcing agreement on development and maintenance of testing system
- New organization launched
- Continued efforts in strengthening operations in central Europe and North America

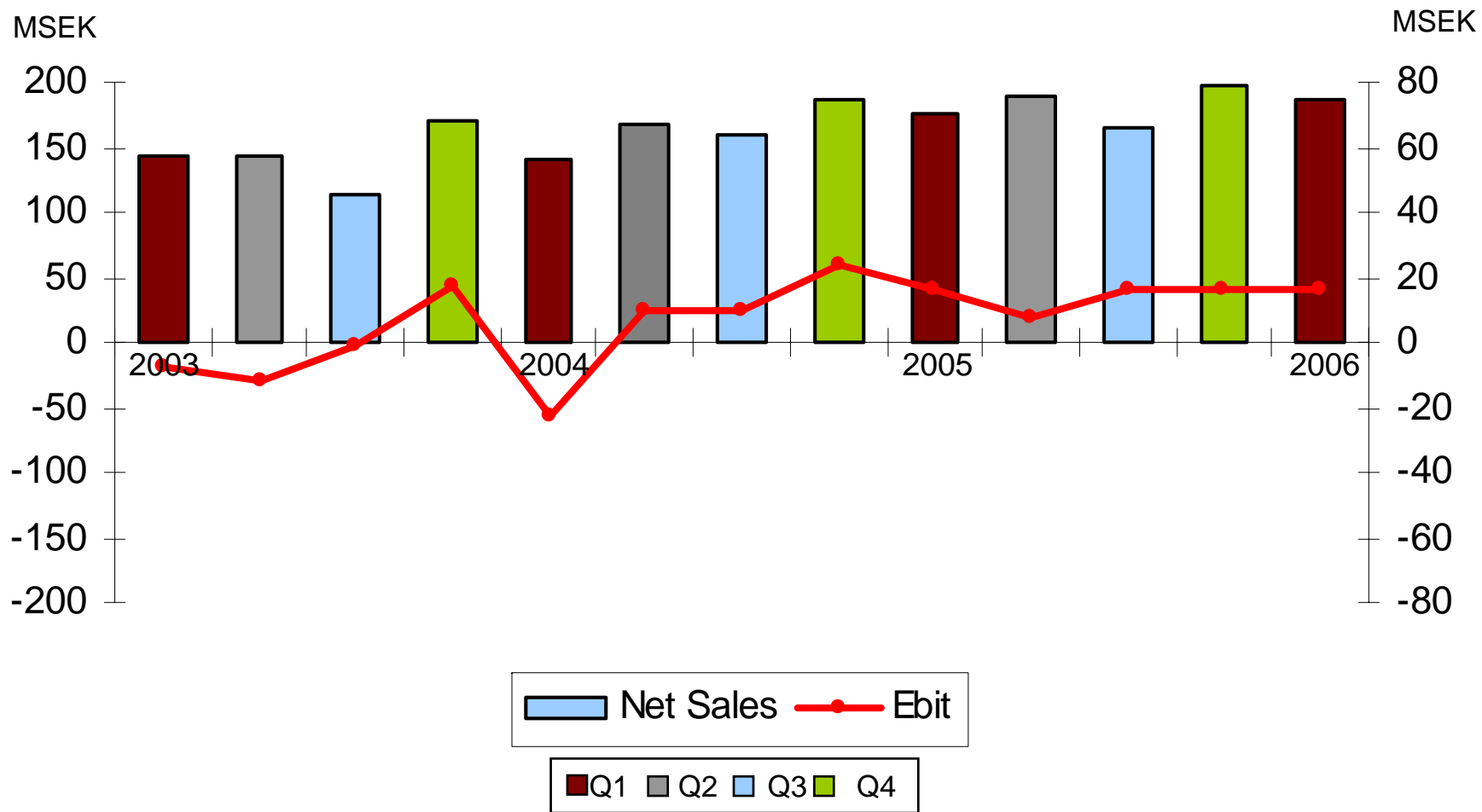
Financials

Quarter 1 in Brief

- Net sales SEK 187 (174) million, up 7%
- Operating profit SEK 16 (16) million, operating margin 9 (10) %
- Software sales SEK 64(58) million, up 12%
- Consulting and other income SEK 123 (117) million, up 5%
- Continued broadening of the product portfolio

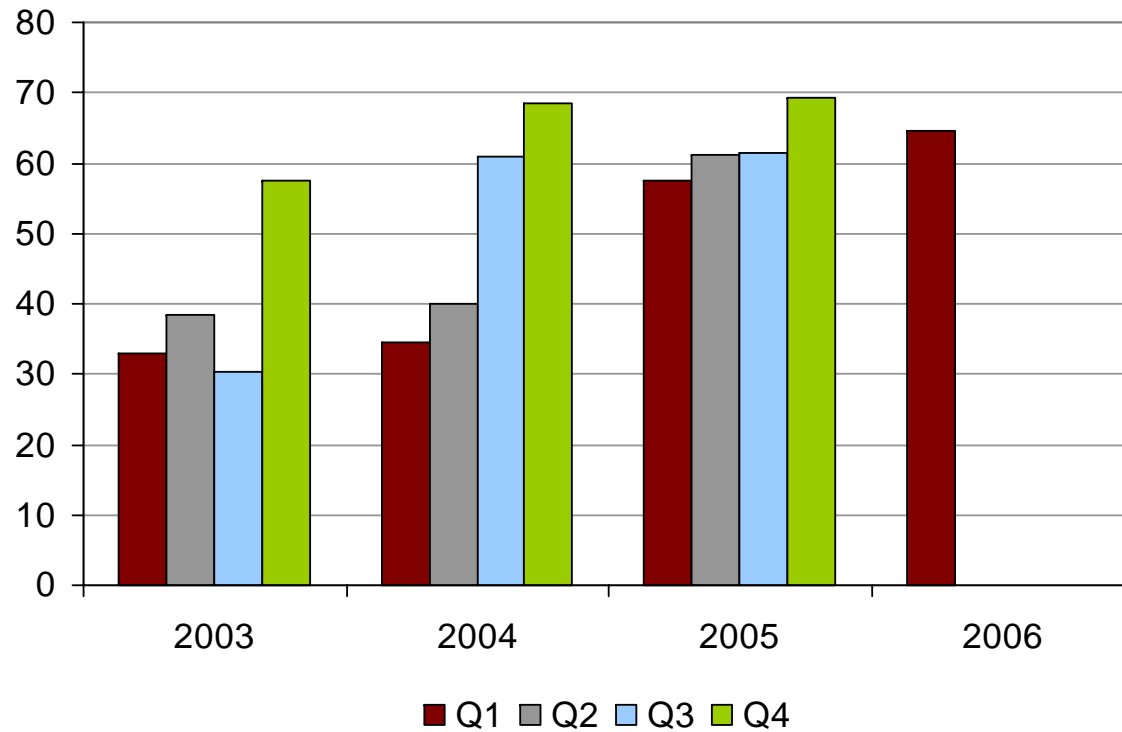


Enea Group - Net Sales and EBIT

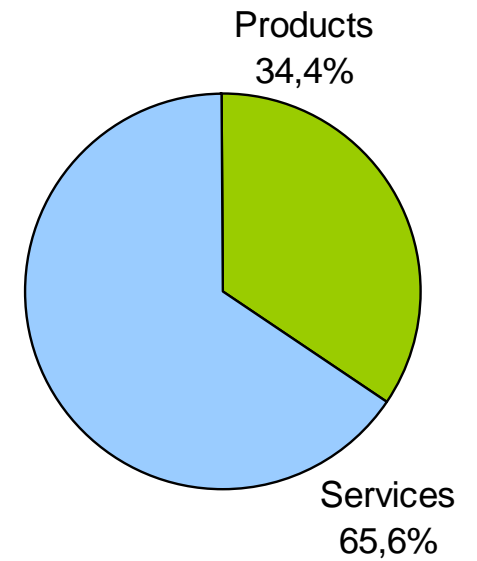


Software Sales

Software sales, MSEK

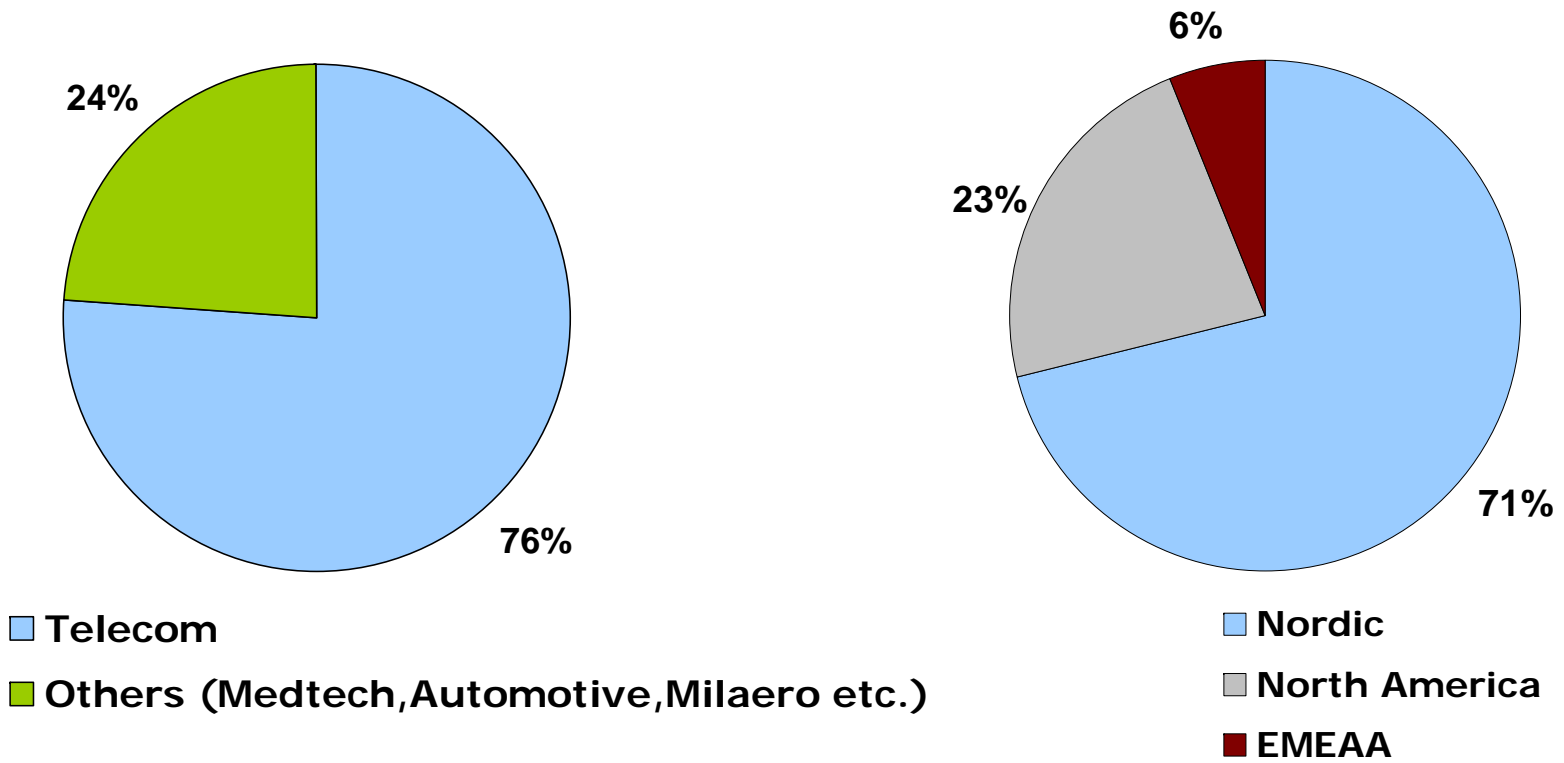


- Operational target 50 % software



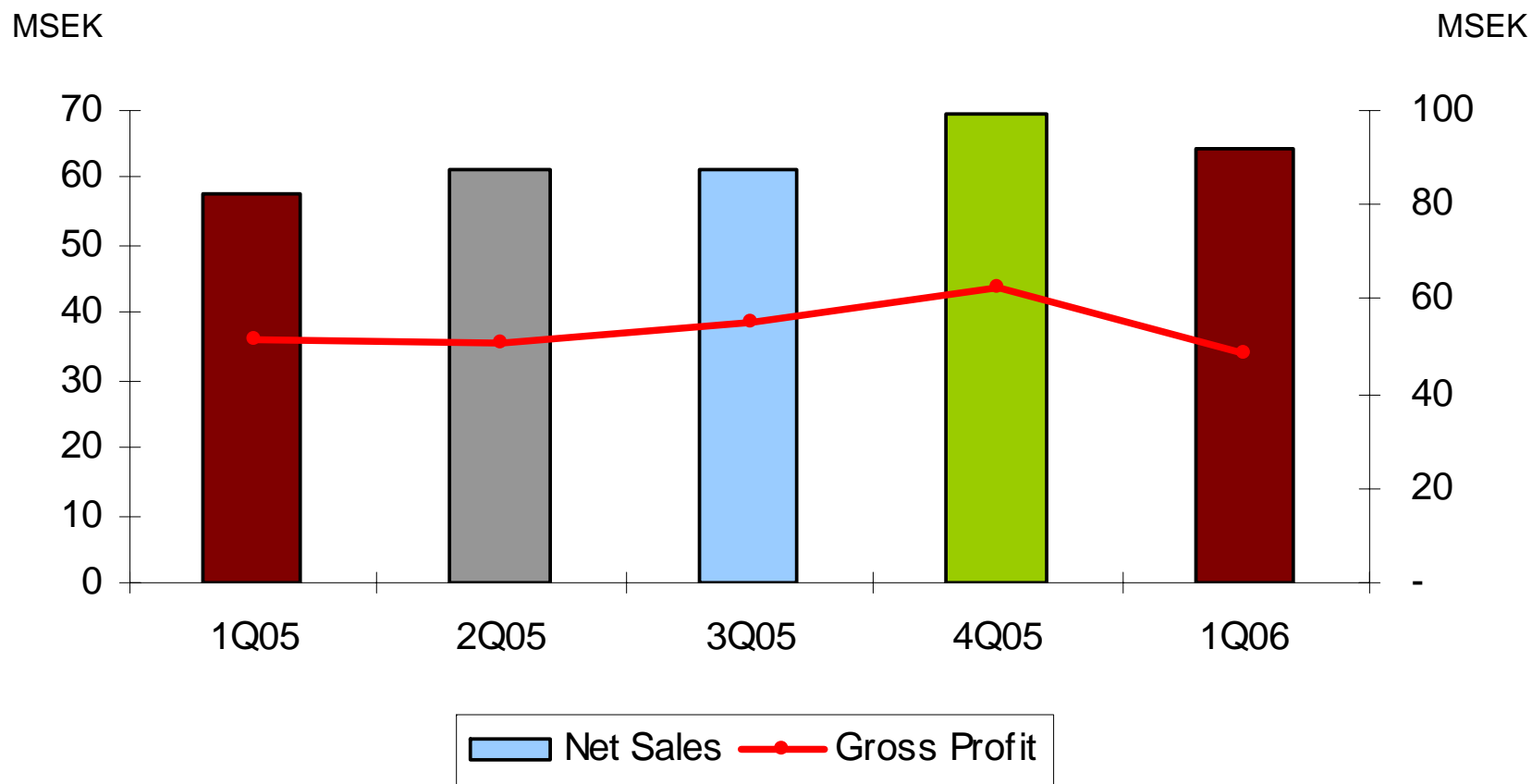
Revenue split Quarter 1

Sales per Segment and Market during Quarter 1



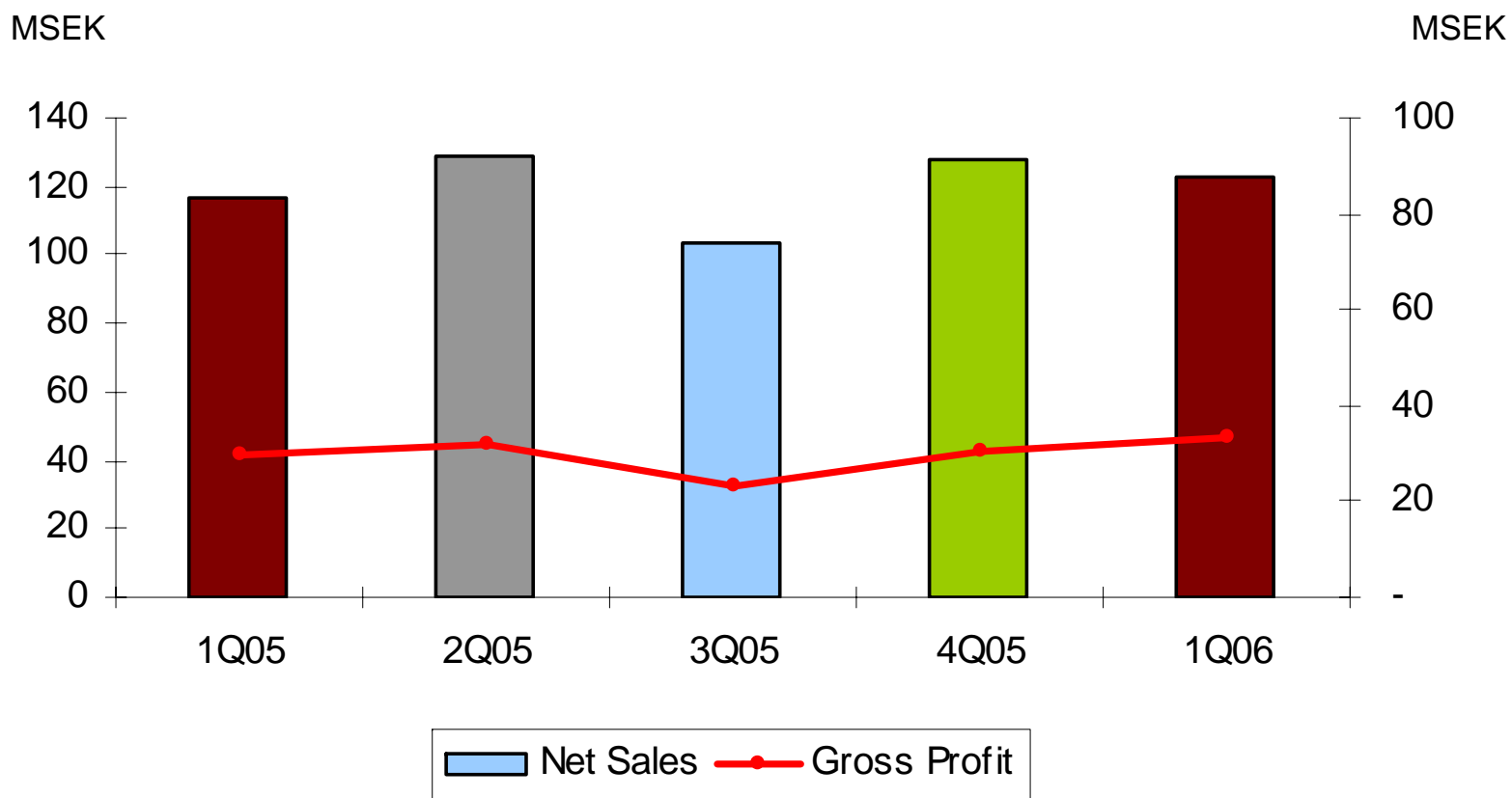
- Ericsson largest customer, > 50% of total sales

Software – Net Sales and Gross Profit



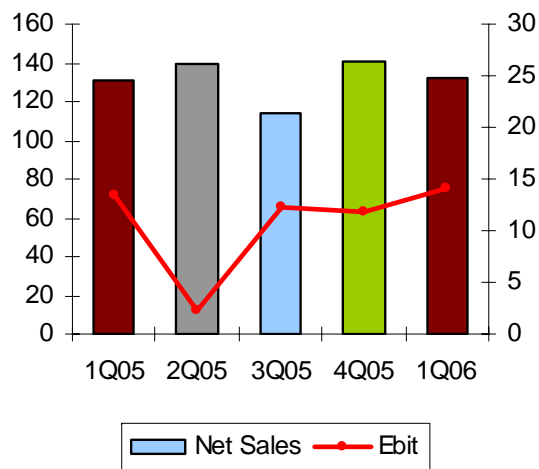
- Gross Profit lower due to negative currency effects and changes in product mix

Professional Services - Net Sales and Gross Profit

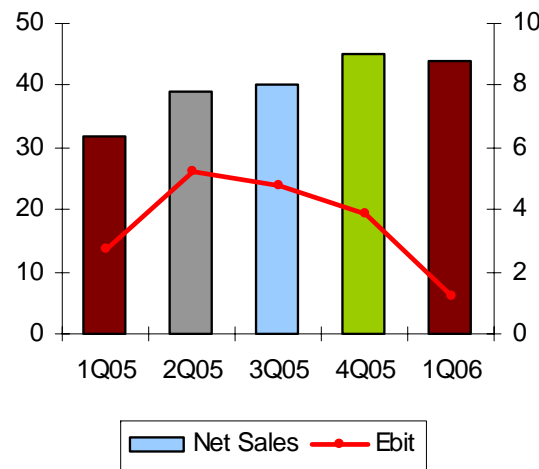


Operations - Net Sales and Ebit

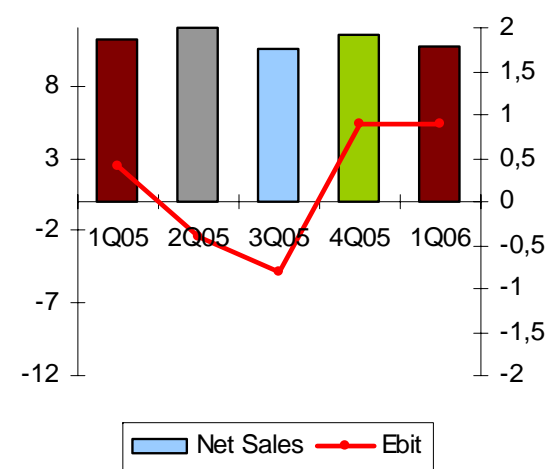
Nordic



North America

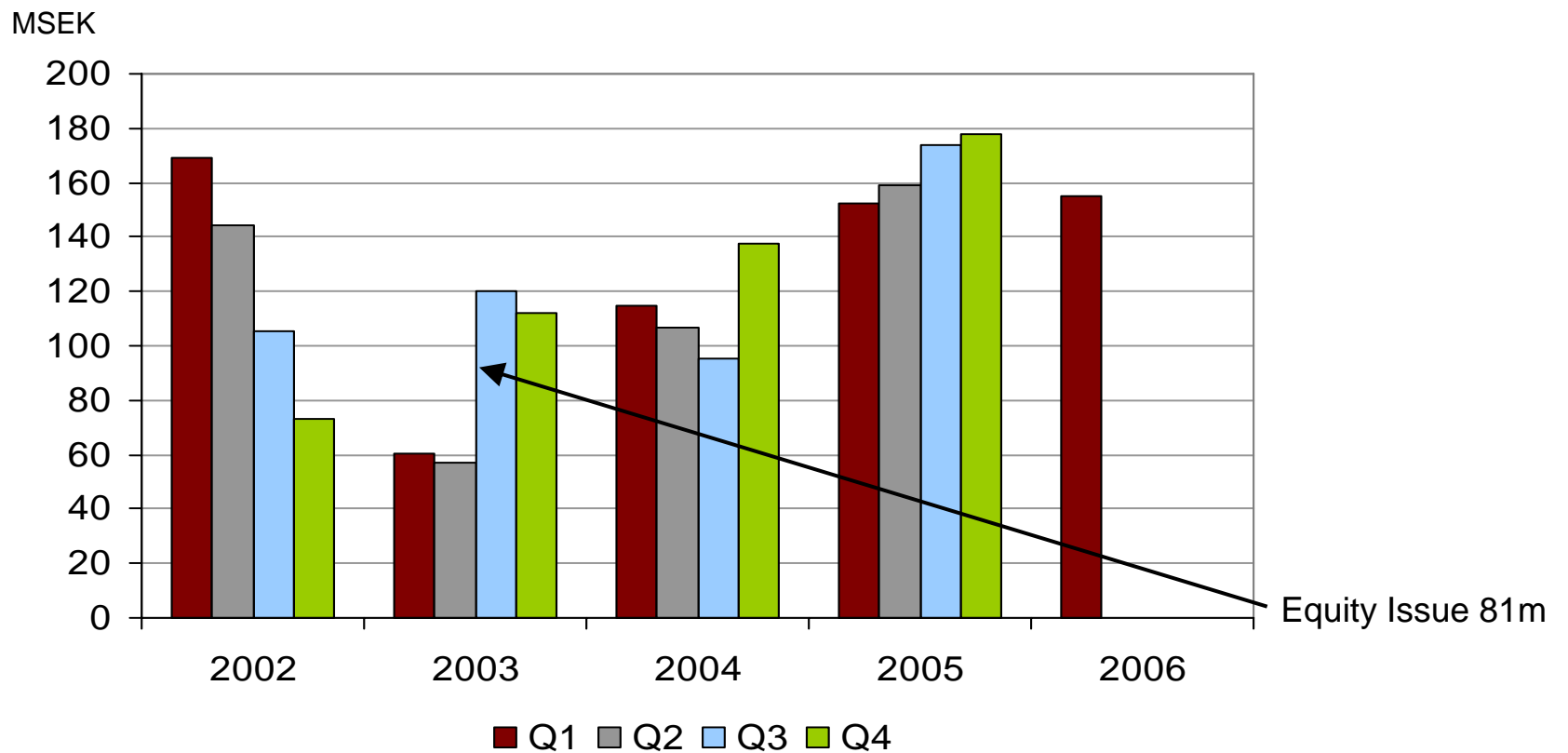


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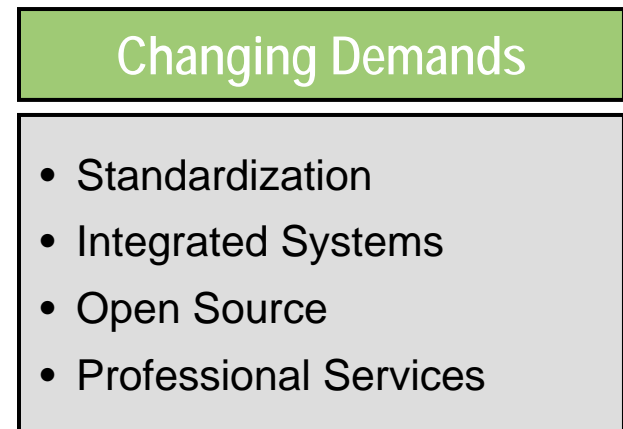
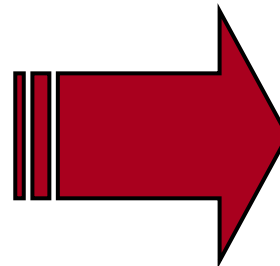
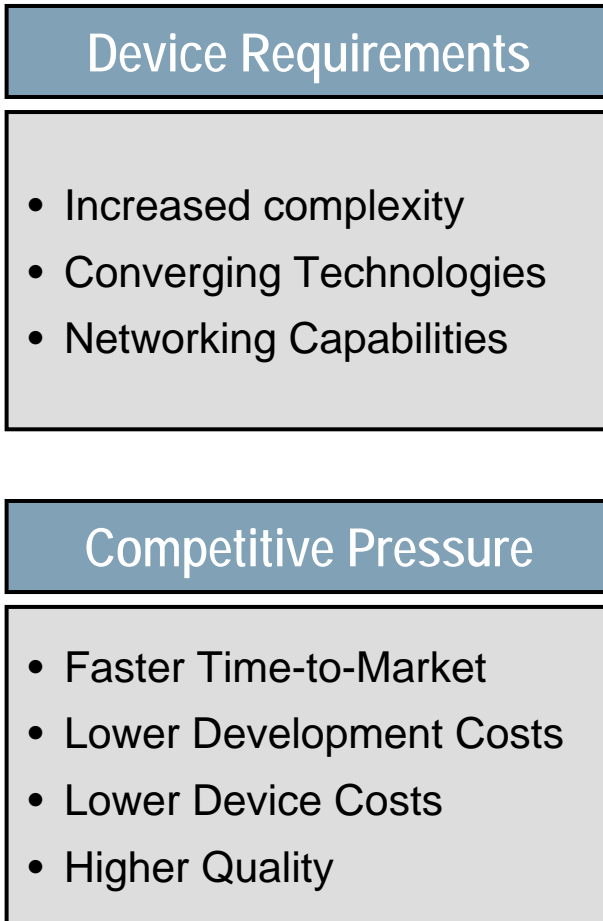
- Enea AB SEK -4.3 (-6.3) million included in the Nordic Region

Solid Financials



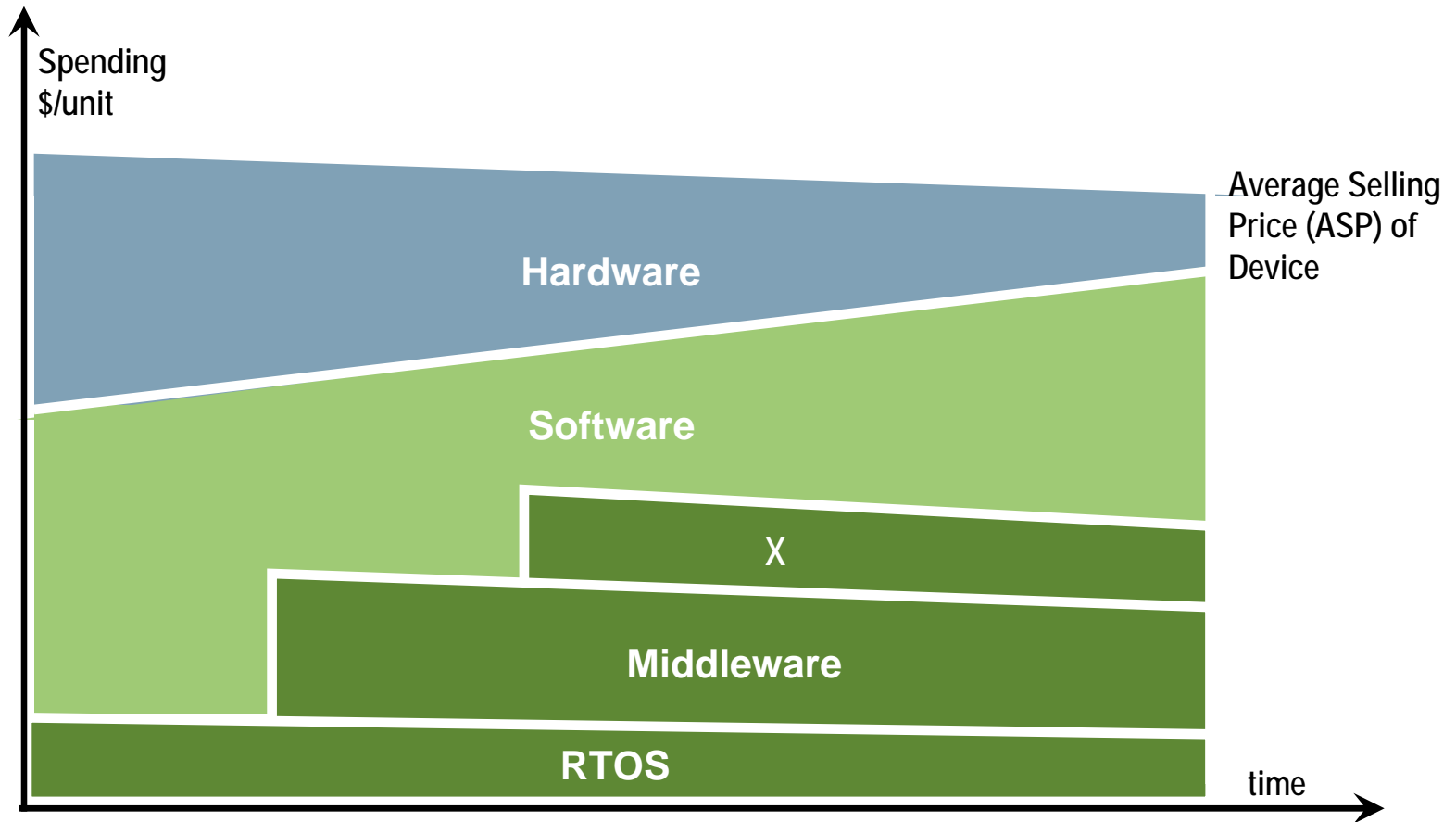
Way Forward

A Changing Marketplace – From Build to Buy

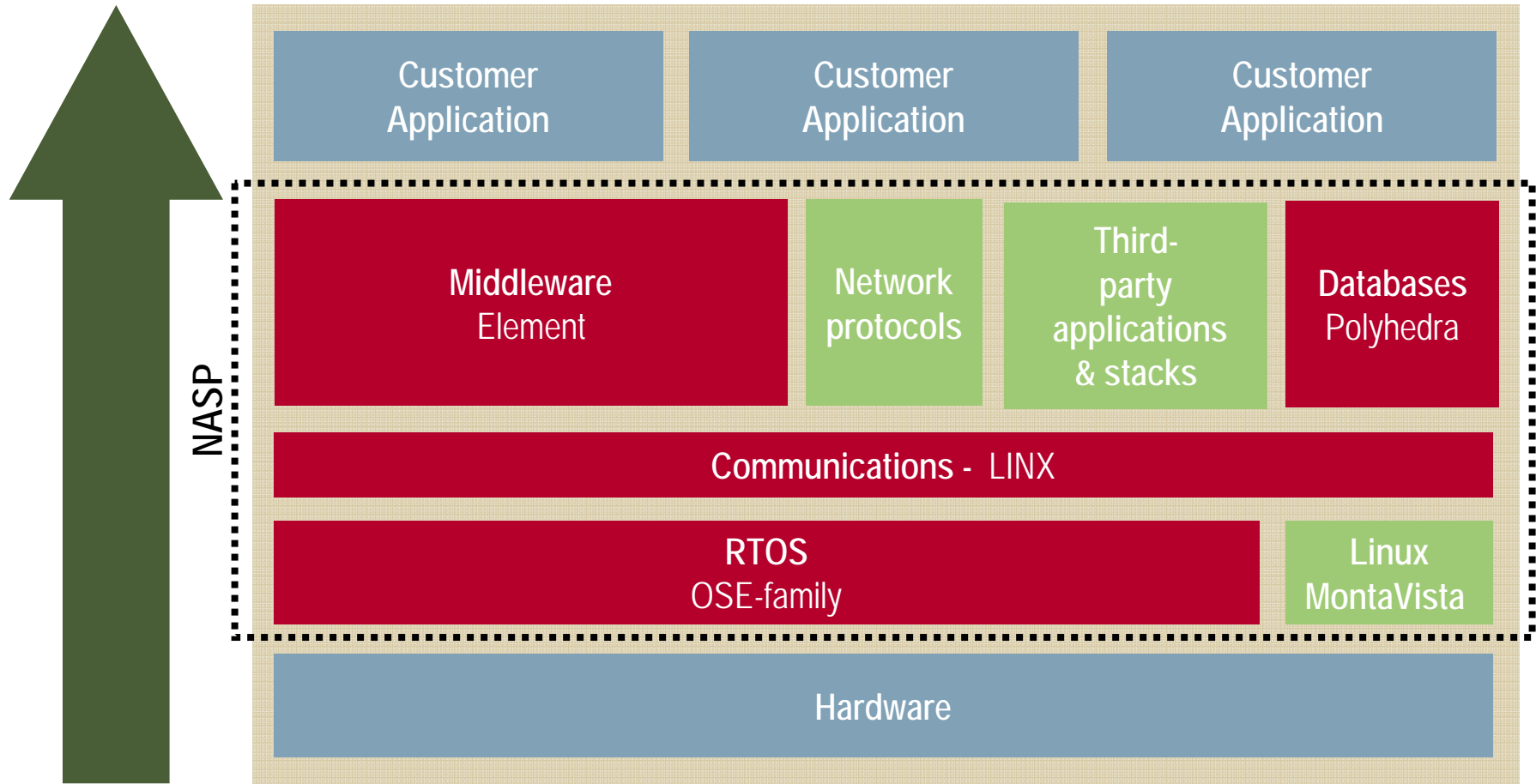


DSO, Device Software Optimization, initiative based on the market transition.

Trends in Software



Extended Product Portfolio



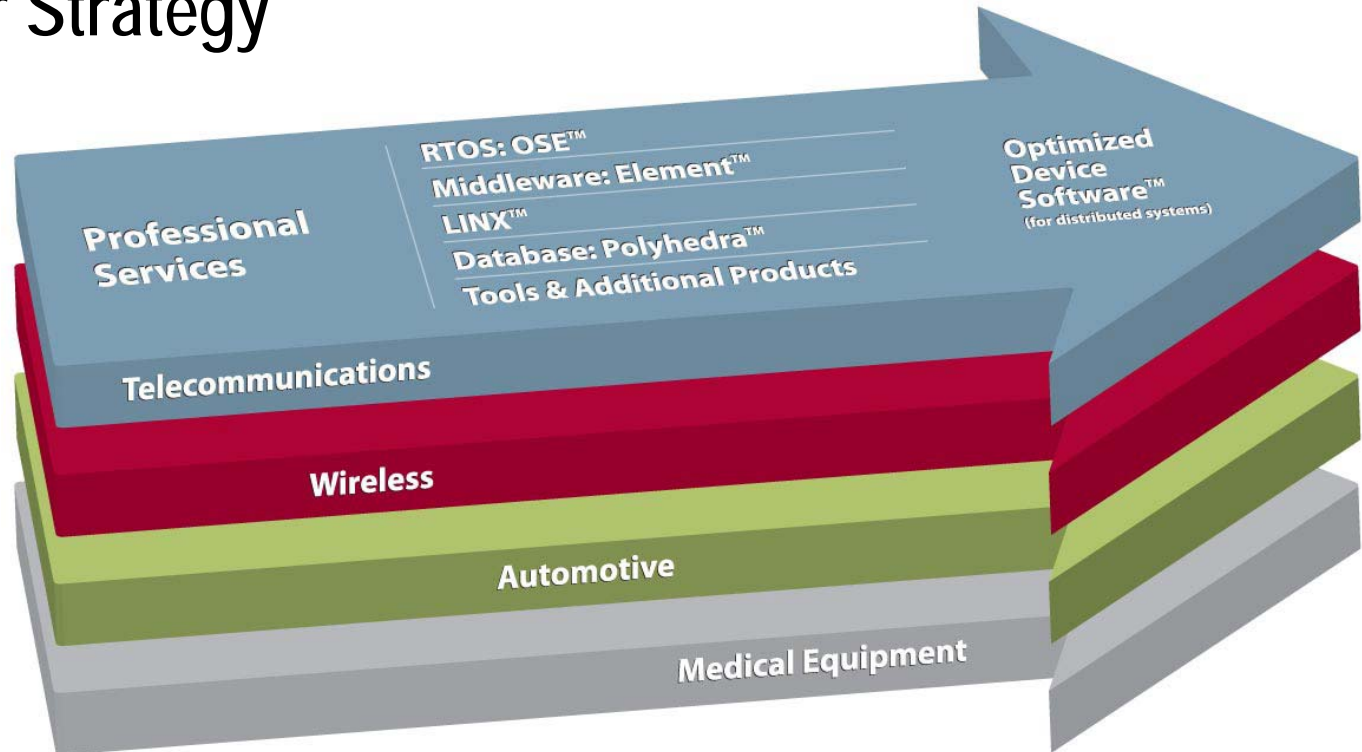
Enea software
 Third-party products
 Not provided by Enea

Targets

- Operational targets
 - At least 50 % of total revenue from software
- Financial targets
 - Over the course of a business cycle achieve:
 - Sales increase of more than 15 percent annually
 - Operating margin of at least 10 percent



Our Strategy



Growth

- Expanded product range
- Geographic expansion
- Broaden customer base

Competitiveness

- Platform independent software
- Professional Services & 3rd-party products
- Complete and integrated solutions
- Middleware integration
- DSO
- Intensified Market Orientation

Profitability

- Recurring revenue model
- Cost efficiency

Going Forward

- A changing marketplace
- Enea continues to expand the product portfolio
- Financial capacity to participate in the changing environment



Enea positioned for further profitable growth

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Question & Answer

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Thanks

For further information, please contact:

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