



**TECNOTREE**



7.5.2009

# Background



With the strong heritage of Tecnomen and Lifetree, we provide  
*Advanced BSS/OSS and VAS portfolio*  
*750+ people with strong domain knowledge*  
*Services close to customers*

# About us

- Founded in 1978
- Listed in NASDAQ OMX Helsinki (TEM1V)
- Pro-forma net sales of 94,2 M€ in 2008
- Pro-forma EBIT of 17,9 M€ in 2008
- Strong financial position
- 120+ customers and 750+ people in Americas, Europe, MEA and APAC
- Strong investment in product development

# Our Mission

- Our mission is to make business flourish by serving telecommunication companies in every step of growth



# Our Vision

- To be the partner of choice



# Our Values

- We **work openly and honestly** within the company and with our customers
- We **earn customers respect** by understanding and caring for their businesses
- We **improve continuously** by learning, thinking outside the box, and reassessing processes.

# Why Tecnotree?

Our strategy cornerstones

## Enriching Business

Driving operators' top line and profitability

- Advanced VAS and BSS/OSS product portfolio
- Solutions with best total cost of ownership

## Close to Customers

Understanding local business needs

- Flexibility to customize solutions
- Excellent technical support

## Our People

Commitment to long-term partnership

- 750+ people with international mindshare
- Strong domain knowledge

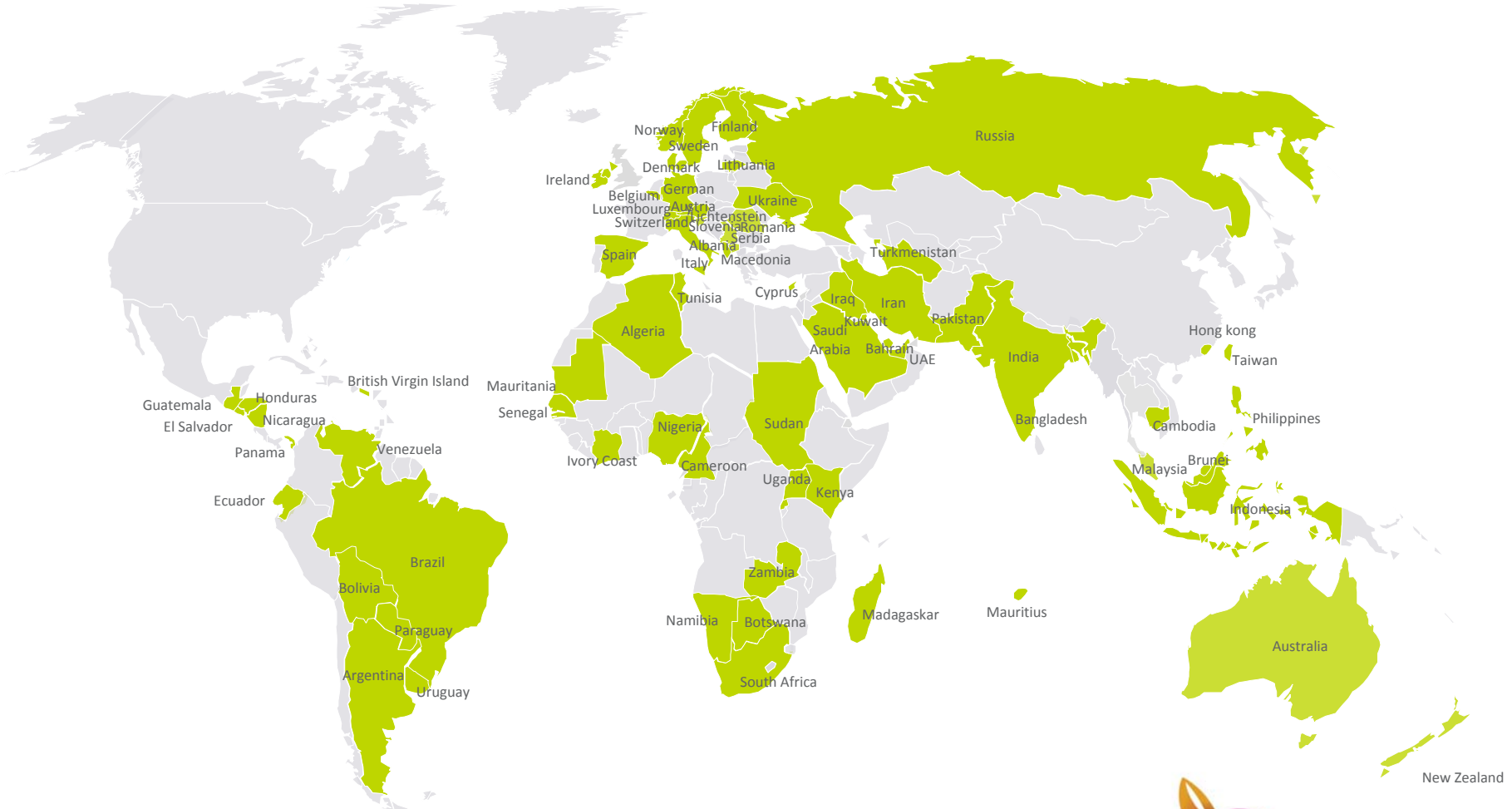
## New Thinking

Growth through changes

- Flexible business and deployment models
- New technology and service innovation

# Partner of Choice

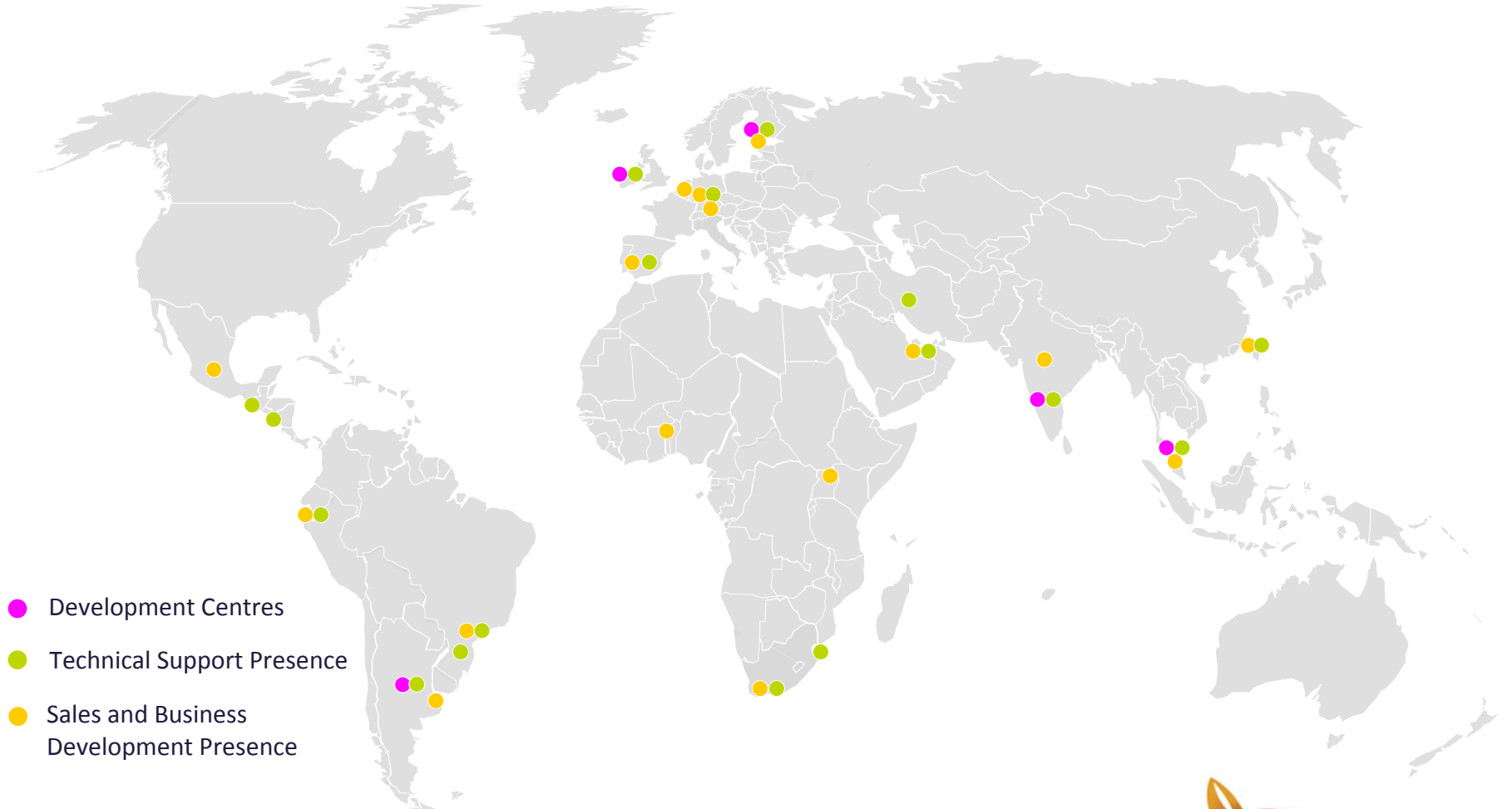
Helping 120+ customers in making local business flourish





# Close to customers

750+ multi-cultural domain experts with extensive international exposure



# Our BSS/OSS Offerings

Solutions to flourish your business and operations

## Charging and Billing

Convergent Charging

Prepaid Charging

Billing

Mediation

E-Top-up

VPN

## Subscriber Management

Customer Care

Customer Self-care

Provisioning

Loyalty Management

## Partner Management

Dealer Portal

Interconnect Billing

## Services

Solution Design

Installation

Integration

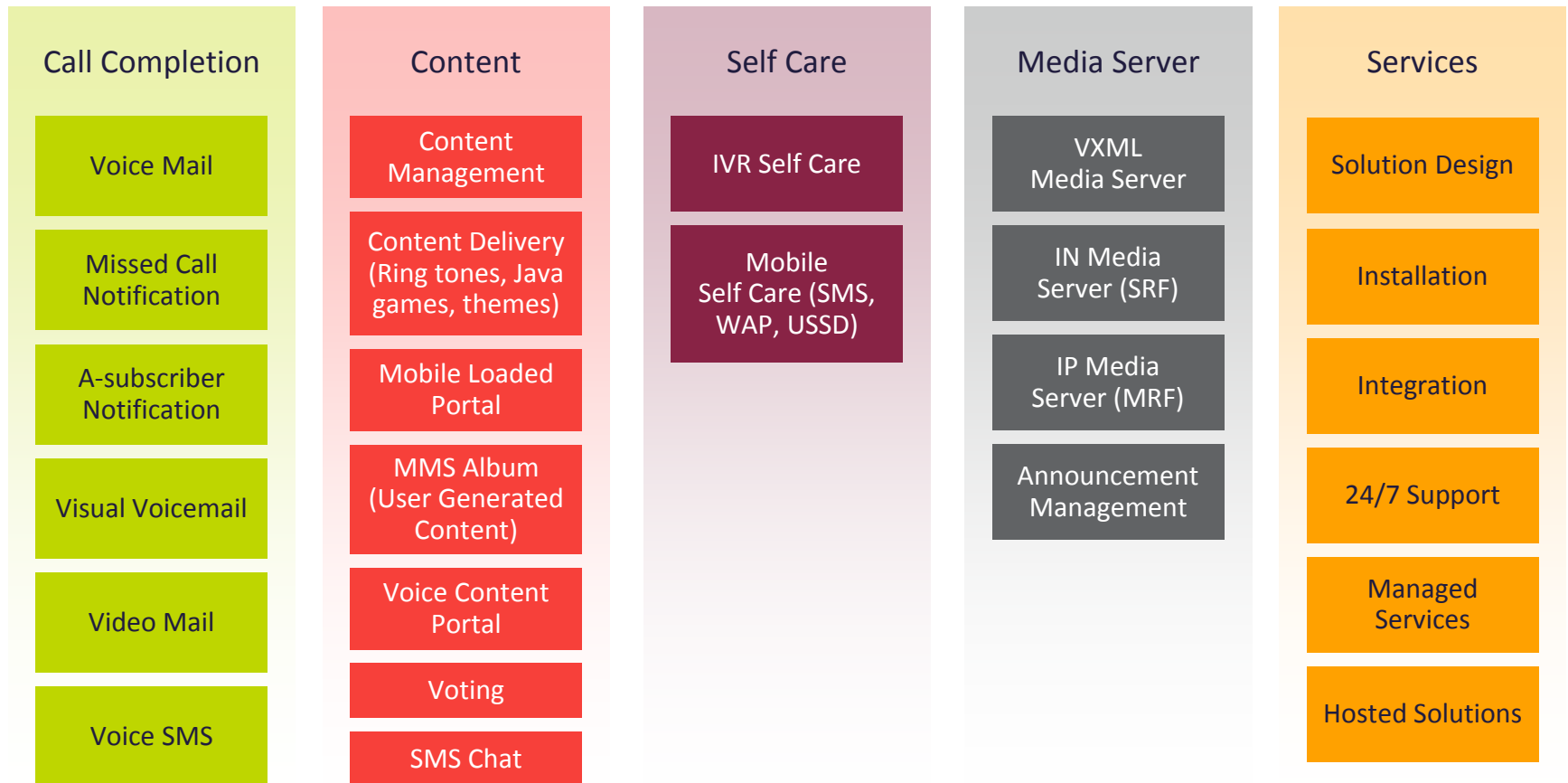
24/7 Support

Managed Services

Hosted Solutions

# Our VAS Offerings

Driving your ARPU and reducing operating expenses



# What Differentiates Us?

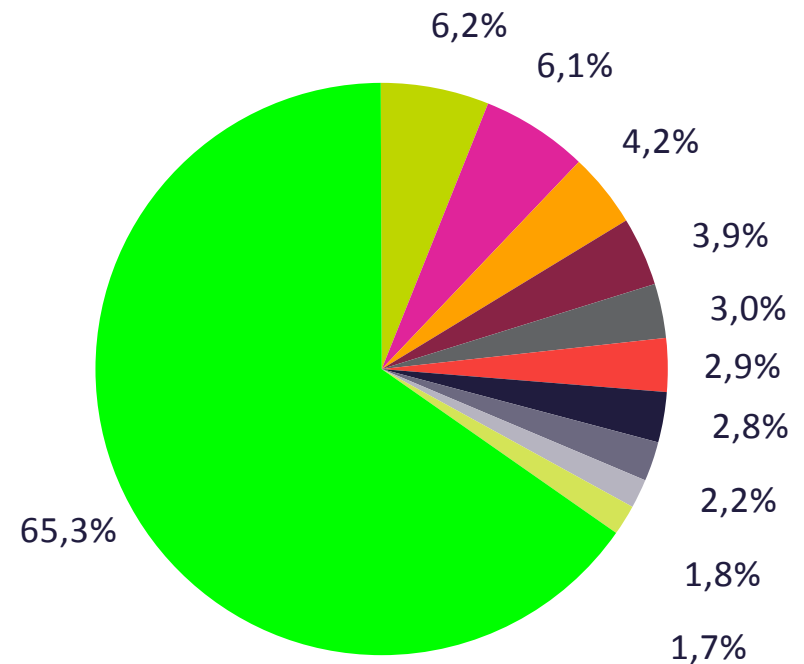
- Unmatched portfolio of products and services to suit customer needs
- A very customer centric approach in every stage of the customers' business lifecycle
- Strong focus to encourage flexibility, creativity and innovation which is reflected in our offerings

*Not a Vendor but A 'Partner'*

# Ownership Structure

Pro Forma 30.4.2009

1. IFC
2. Nordea Pankki Oy (hall.)
3. Atul Chopra
4. Mandatum henkivakuutusyhtiö
5. Hammaren Lars-Olof
6. Carlyle India Soft Ltd
7. Sumelius Henning
8. APC Securities (India) Private Ltd
9. Keskinäinen Vakuutusyhtiö Kaleva
10. Fim Fenno
11. Others



# Financial Overview 2008

MEUR Combined

	Tecnomen	Lifetree	Combined
Net sales	77.2	17.0	94.2
Operating profit	11.5	6.4	17.9
% of net sales	15%	38%	19%

Tecnotree on 31st December 2008:

- More cash than debt
- Goodwill and purchase price allocations a total of 20.4 MEUR
- Detailed information in Prospectus



**TECNOTREE**

*makes business flourish*