



**EFORE**

ENERGY FOR ELECTRONICS

# Presentation of Interim Report November 2010 – April 2011

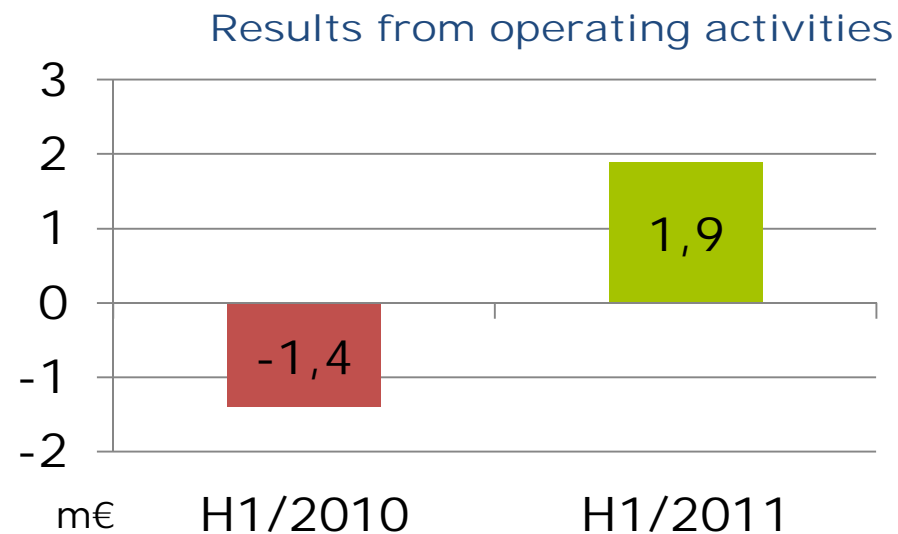
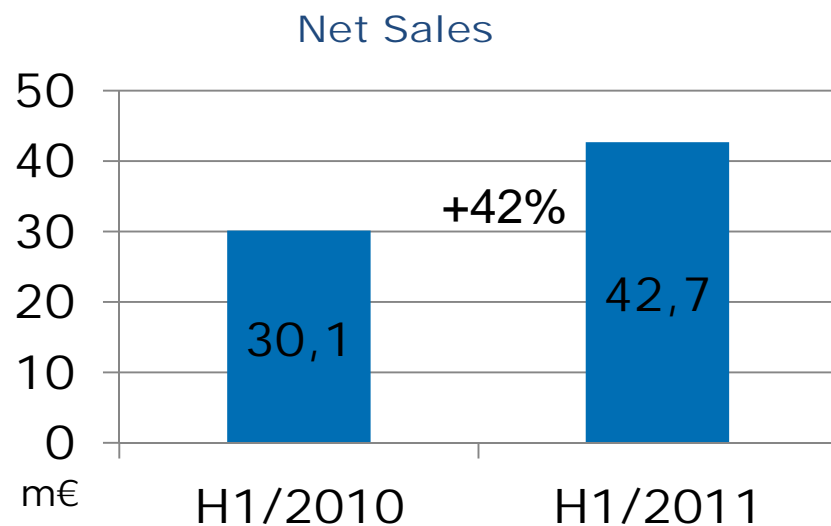
Vesa Vähämöttönen  
President and CEO  
May 26, 2011

# Interim Report Q2/2011

## Continued year-over-year growth in Q2/2011

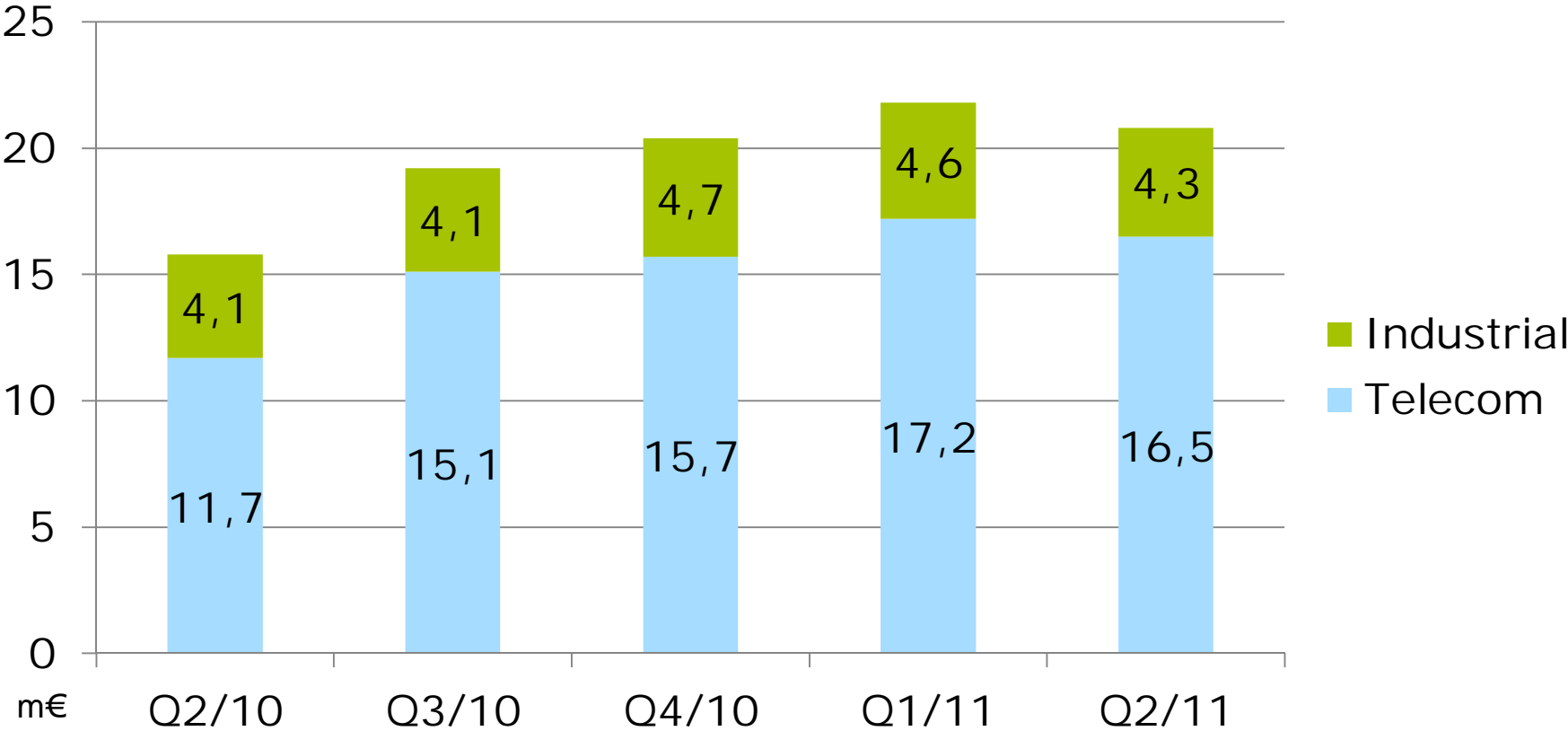
	Q2/2011	Q2/2010	Change %
Net Sales [m€]	20,8	15,8	+32%
Profit before taxes [m€]	0,7	-0,8	
% of Net Sales	3,5%	-5,7%	

# Net Sales & Results from operating activities

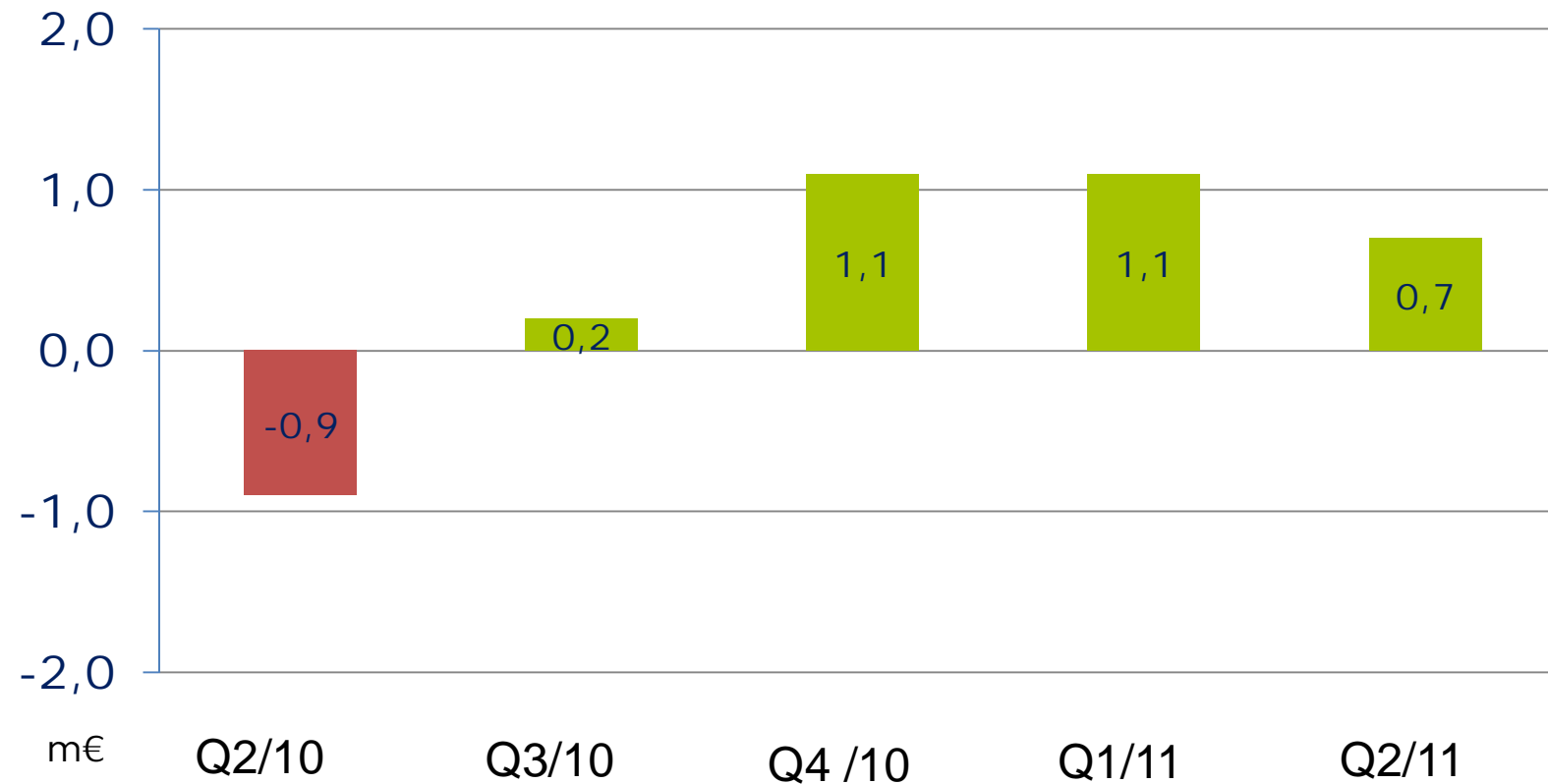


# Net Sales

- last three quarters above 20m€
- last four quarters total 82,2m€

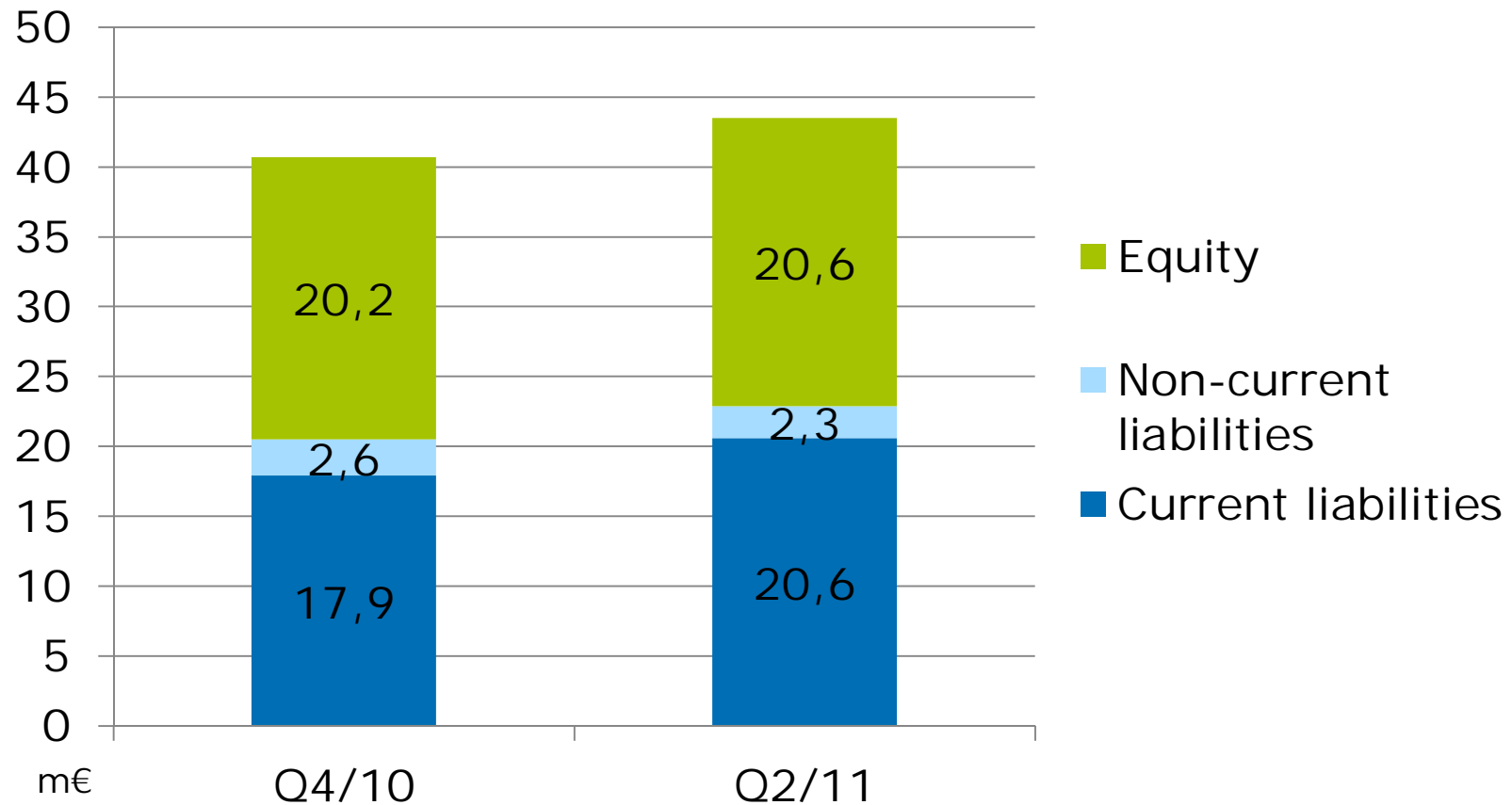


# Results from operating activities



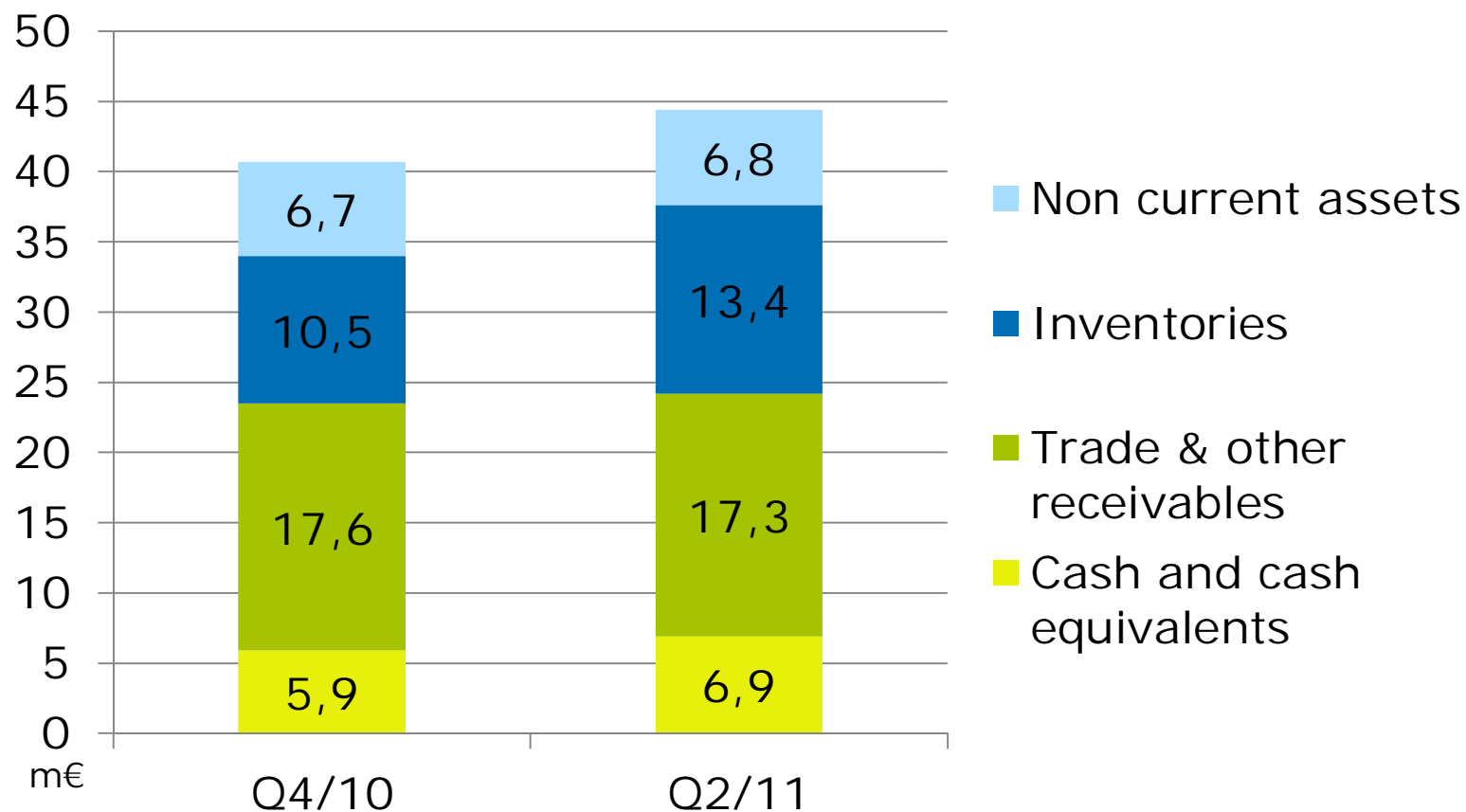
# Balance sheet: equity and liabilities

- net sales growth has increased current liabilities



# Balance sheet: assets

- finished goods inventory increased for main customers



+ 40% production capacity increase

# Efore preparing for 40% capacity increase

- To maintain the delivery flexibility under increased demand conditions Efore is prepared to invest 3,5m€ into production equipment in Suzhou factory during 2011
- Fluctuation in demand is typical for telecom business and lack of delivery capability leads easily to lost sales – if you can not deliver your competitor gets your share (and visa versa)
- Investment will be done in three phases, first two during summer 2011 and last phase in fall 2011, last phase will be adjusted according to latest demand estimates
- By replacing old manufacturing equipment with modern ones the utilization of floor space improves significantly
- +40% capacity increase possibility without new building is significant benefit for Efore in Suzhou

# Setting up power products business for EV

# Setting up EV power products business

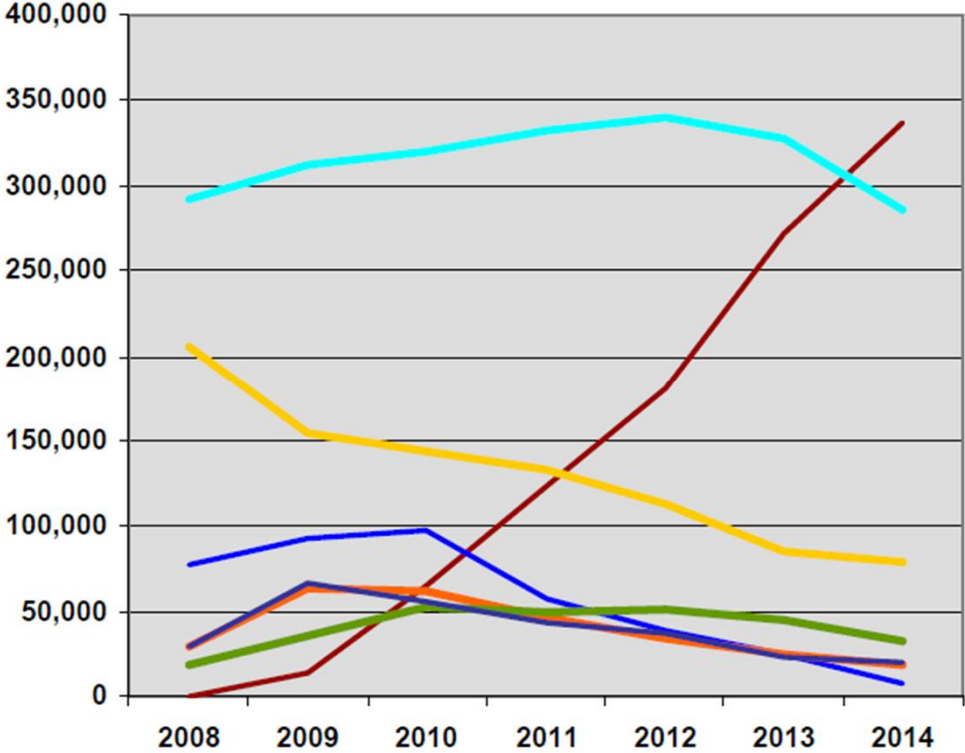
- New company, Efore (Suzhou) Automotive Technology, has been established and business license has been granted
- New premises in Suzhou International Science Park have been selected for product development purposes
- Key persons with automotive background like Sales Director and Head of EV Product Development have been recruited under new EV company
- Several customer projects for on-board charger and DC/DC converter ongoing

# Telecom

# Mobile Broadband Driving the BTS Demand

(Macro BTS shipments)

Figure 14. Total New Base Stations, by Technology, 2008–2014 (Units)



Efore's main telecom sector products are for LTE and WCDMA/HSPA/HSPA+ technologies

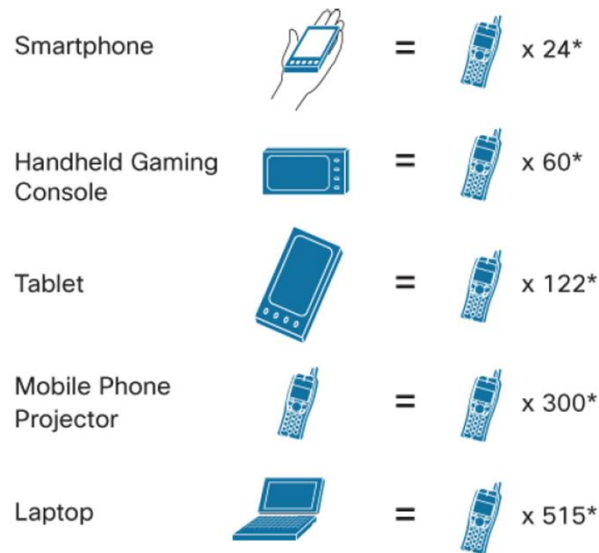
- LTE
- WCDMA/HSPA/HSPA+
- CDMA2000 EV-DO Rel 0+
- CDMA2000 & CDMAOne
- WiMAX
- GSM GPRS & EDGE/EDGE+
- TD-SCDMA

Source: In-Stat, 12/10



# Mobile data traffic increase behind the network equipment demand

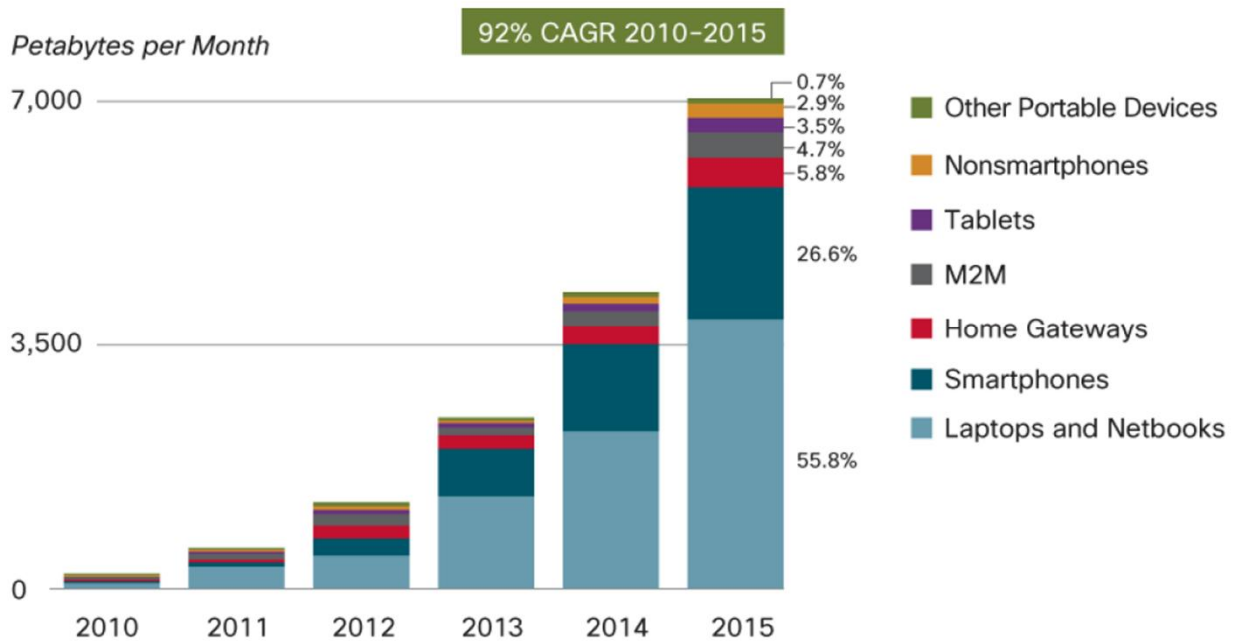
**Figure 4.** High-End Devices Can Multiply Traffic



\* Monthly basic mobile phone data traffic

Source: Cisco VNI Mobile, 2011

**Figure 3.** Laptops and Smartphones Lead Traffic Growth



Source: Cisco VNI Mobile, 2011

# Industrial

# Finnish Defence Forces selects Efore's system cabinets



- Efore Plc and the Finnish Defence Forces have agreed that Efore will deliver EMP protected power supply system cabinets to government's security network project (TUVE)
- Deliveries start during the summer 2011
- The value of the contract for Efore is about EUR 3 million in 2011
- This deal strengthens Efore's industrial sector



# Estimate of the financial outlook

# Estimate of the financial outlook for the fiscal year 2011

- At least 20% year-over-year net sales growth
- At least 4% result of operating activities

Thank you for your interest