



Tilgin

Interim Report January – March 2010

28/04/2010

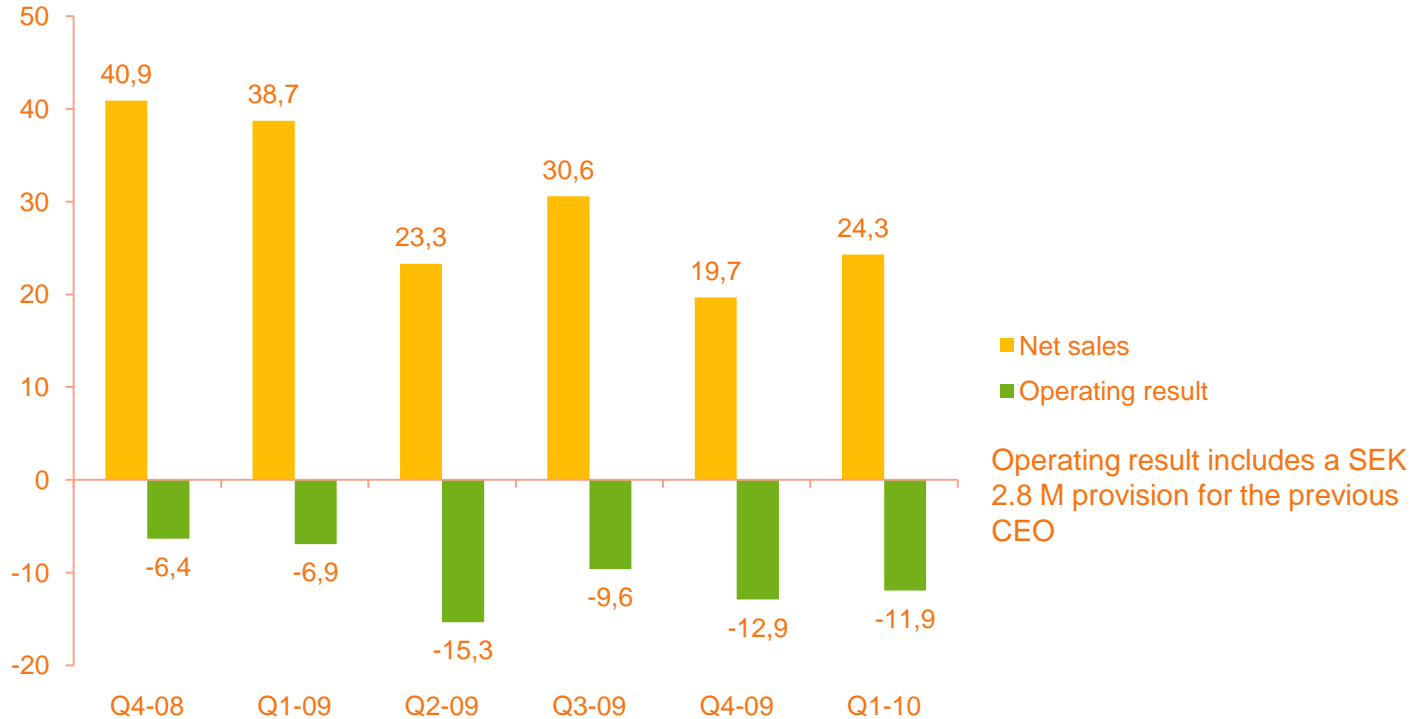
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Development shows that the company is on track

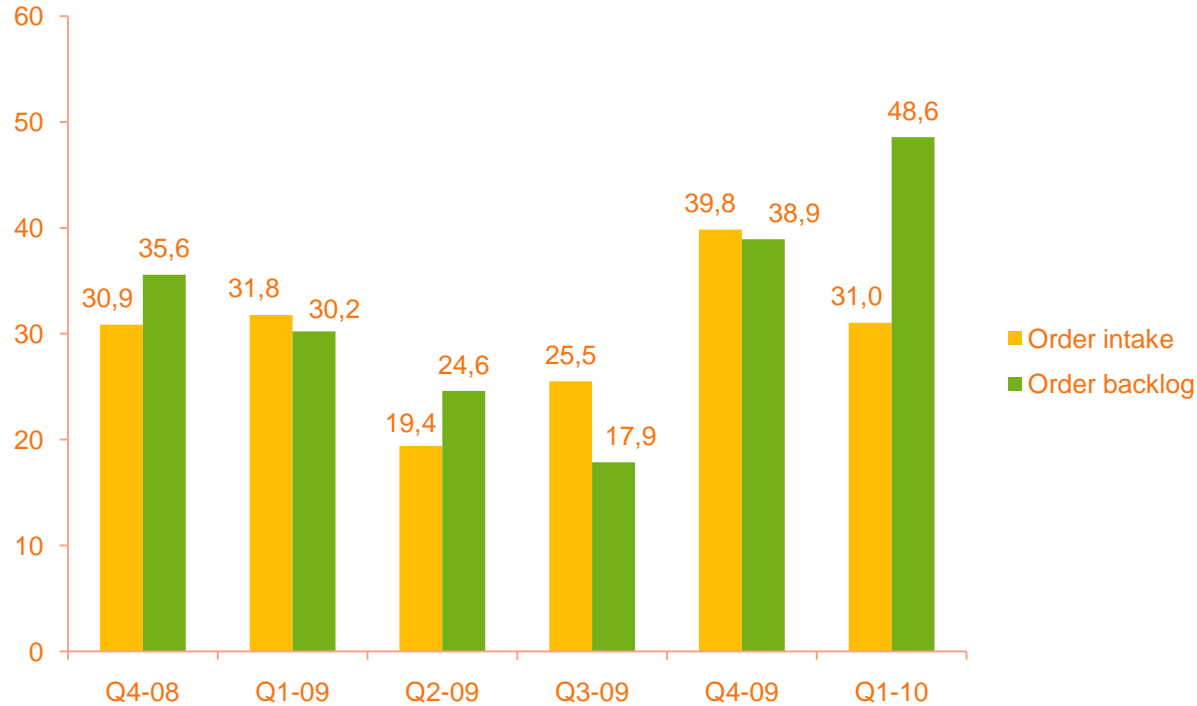
- ▶ Net sales increased with 24% from the previous quarter
- ▶ Order intake SEK 31.0 million (31.8) and order backlog as of 31 March 2010 SEK 48.6 million (30.2)
- ▶ Gross margin 41 %
- ▶ Cash flow from operating activities SEK 2.2 million (-3.2) and cash and bank amounted to SEK 9.5 million (37.4) as of 31 March 2010
- ▶ The company keeps having good control of its costs and expenses



Net sales and operating result (SEK M)



Order intake and order backlog (SEK M)



Clients and market show increased activity

- ▶ Orders from existing such as Zain, DU and Tele2
- ▶ Prestigious orders from TRE-FOR and Superonline (Ericsson)
- ▶ Operators have managed the recession and recuperation is ongoing
- ▶ Component shortages, with longer delivery times affects the industry
- ▶ We have intensified our partner collaborations in Central Europe, Eastern Europe and in the US
- ▶ We are focusing on increased efficiency in order to scale and manage more customer projects
- ▶ We have also continued the work of making clear the value of our complete solutions and our software



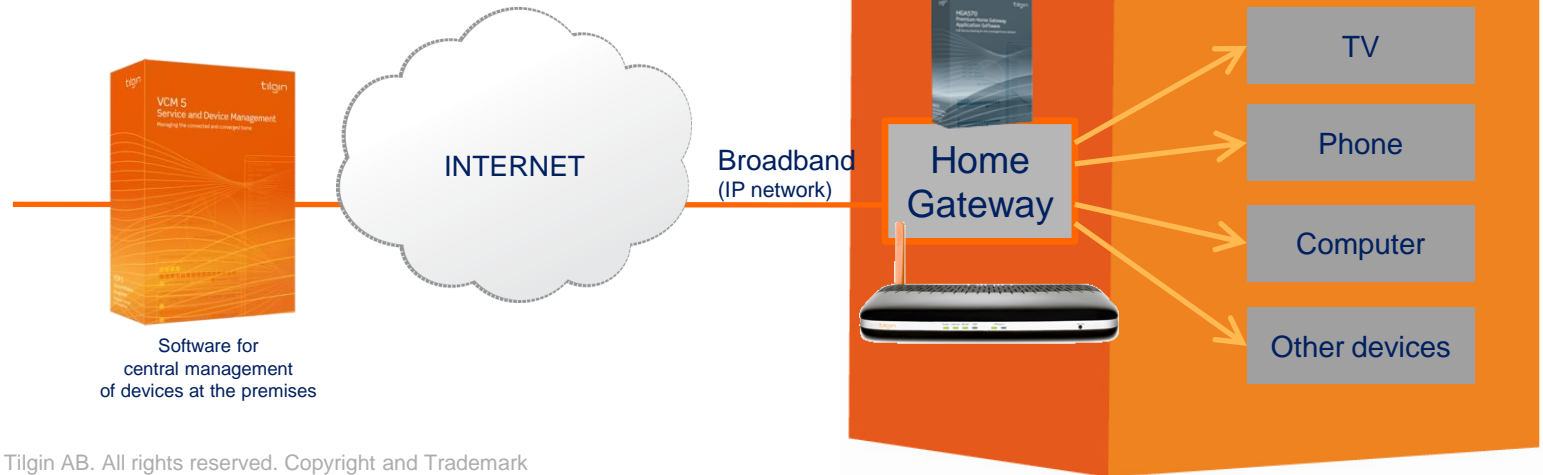
Prestigious order from Ericsson for Superonline

- ▶ The collaboration with the Turkish operator Superonline and Ericsson has progressed according to plan this first quarter
- ▶ Processes are in place
- ▶ Solutions and softwares have been approved
- ▶ The roll-out is ongoing
- ▶ Superonline is evident proof of Tilgin's ability to manage volume orders even from the very largest operators.



Tilgin

Next generation access systems, software and services for the digitally connected home that let broadband operators *reduce their operating expenses, increase revenue per user and improve the consumer experience*



Well positioned to meet market development

- ▶ Customers are operators in need for advanced broadband solutions with high capacity through fiber, Ethernet and VDSL2.
- ▶ The core of Tilgin's offering lies in the advanced software and all gateways using a common software platform
- ▶ Tilgin systems and solutions are used by more than 100 operators in 30+ countries
- ▶ Our primary geographic focus is Europe, Middle East and USA
- ▶ Through direct sales and partnerships with global and local partners and system integrators, Tilgin has a wide reach and broad client base



Summary

- ▶ Increased Net sales, 24% up from the previous quarter
- ▶ Order intake of SEK 31.0 million with a strong order backlog of SEK 48.6 million
- ▶ Several new and exciting orders from current and new customers
- ▶ Collaboration with Turkish operator Superonline and Ericsson is proceeding according to plan
- ▶ Customers show increased activity
- ▶ Tilgin manages to meet current market development well
- ▶ Much work remains, but the company is on the right track



Financial calendar

- ▶ AGM is held at Tilgin's HQ on Wednesday April 28th
- ▶ Interim report for Jan – Jun 2010 will be presented on 20 August.
- ▶ Interim report for Jan – Sep 2010 will be presented on 22 October.
- ▶ Year-end report for 2010 will be presented on 10 February 2011.

All Tilgin's financial reports are released at 07.00 CET followed by an audiocast at 09.00 CET if nothing else is communicated

- ▶ *Information on MGA's mandatory offer is published on Tilgin's website www.tilgin.com/budpliktsbud, for further questions please contact MGA Holding AB, Trulskom AB and Fredrik Berglund, Tilgin's Board representative in this matter.*





Thank you!

www.tilgin.com

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