Media-centric network solution for video transport
Business segments

- **Broadcast & Media Networks**
  - Telcos
  - Broadcasters
  - Satellite operators
  - Post production
  - Events
  - EUR 300 million
  - CAGR 8%

- **Digital Terrestrial Networks**
  - Telcos
  - National and Regional DTT operators
  - EUR 50-100 million
  - Project Driven

- **Cable TV and IPTV**
  - Telcos
  - CableTV operators
  - EUR 2 billion, NI EUR 100-300m, CAGR 5%

Note: Company’s estimate of market size and market growth rate i.e not a prediction of future revenues.
This is Net Insight

281
SEK Million
Total turnover 2013

39%
Growth in sales Q2 2014

218
SEK Million
Liquid funds Q2 2014

200
customers
across the globe

60
countries

50
qualified partners
worldwide

30%
of Net Sales is invested in Research & Development

+140
Employees with high educational standard
Business Win: Zayo – 7 MUSD

Business Win: Embratel

Business Win: Sochi Data

Business Win: The Switch – 5.5 MUSD
TV & Media Market in Transformation
SERVICE AWARE MEDIA NETWORKS

- **Lossless routing**
  Routes services without faults

- **QoS-enhanced links**
  Repairs and improves the quality of IP core networks

- **Service-centric network management**
  Handles services individually
Net Insight Transition

- Increase sales
- Move focus from technology to customer needs
- Increase revenues from existing customer base
- Increase innovation through a high share of R&D with focus on user interface
- Update the strategy for taking the next step

- Revenue increase of 39% Q2 2014 vs Q2 2013
- Sales and market oriented organization
- Improve service offering
- The Switch order value of SEK 40 million
- Zayo order value of SEK 50 million
- A strong cash position for strategic options
Why Net Insight?

Market Transition

Innovative Technology

Global Reach