Net Insight grew faster than the overall market

Performance of Selected Vendors

<table>
<thead>
<tr>
<th>Last Twelve Months Revenue Growth / Decline</th>
<th>(Source: Company Filings)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arris</td>
<td>47%</td>
</tr>
<tr>
<td>Dalet</td>
<td>15%</td>
</tr>
<tr>
<td>Media Links</td>
<td>22%</td>
</tr>
<tr>
<td>SeasChange</td>
<td>21%</td>
</tr>
<tr>
<td>eateme</td>
<td>24%</td>
</tr>
<tr>
<td>Dolby</td>
<td>7%</td>
</tr>
<tr>
<td>Nagra Rudelski</td>
<td>7%</td>
</tr>
<tr>
<td>Ses</td>
<td>3%</td>
</tr>
<tr>
<td>Autodesk</td>
<td>4%</td>
</tr>
<tr>
<td>Dts</td>
<td>15%</td>
</tr>
<tr>
<td>Neulián</td>
<td>18%</td>
</tr>
<tr>
<td>Net Insight</td>
<td>35%</td>
</tr>
<tr>
<td>Nagra Kudelski</td>
<td>7%</td>
</tr>
<tr>
<td>Technicolor</td>
<td>10%</td>
</tr>
<tr>
<td>Belden</td>
<td>38%</td>
</tr>
<tr>
<td>Evertz</td>
<td>18%</td>
</tr>
<tr>
<td>Orad</td>
<td>27%</td>
</tr>
<tr>
<td>VisibleLink</td>
<td>2%</td>
</tr>
<tr>
<td>Brightcove</td>
<td>14%</td>
</tr>
<tr>
<td>Evs</td>
<td>2%</td>
</tr>
<tr>
<td>Pace</td>
<td>6%</td>
</tr>
<tr>
<td>Video Electronics</td>
<td>3%</td>
</tr>
<tr>
<td>Chyron Hegi</td>
<td>45%</td>
</tr>
<tr>
<td>Harmonic</td>
<td>6%</td>
</tr>
<tr>
<td>Quantum*</td>
<td>47%</td>
</tr>
<tr>
<td>Tizrt</td>
<td>16%</td>
</tr>
<tr>
<td>Coship</td>
<td>19%</td>
</tr>
</tbody>
</table>

* Denotes relevant division
77% of Net Insights customers are highly likely to recommend Net Insight to someone they know.

Promoters: 77%
Passives: 21%
Detractors: 2%

CNPS: 75

Benchmark = 25* 
* Benchmark refers to CNPS based on input from 30,000 responses from 11 companies
SALES 2014

NET SALES 379.1 MSEK

SALES DISTRIBUTION SEGMENTS

49% 44% 7%

EMEA Americas APAC
BUSINESS AREAS SALES 2014

SALES DISTRIBUTION
BUSINESS AREAS

86%
11%
3%

Broadcast & Media Networks
Digital Terrestrial Networks
Cable TV & IPTV
Operating Earnings of 53.6 MSEK (-9.7)
CASH FLOW 2014

Total Cash Position 294.3 MSEK

Total Cash Flow of 90.6 MSEK (17.9)
Key Business 2014

North and South America: 44%
- Zayo
- The Switch

EMEA: 49%
- Embratel
- Antel

APAC: 7%
- RaiWay
- Multichoice
Customer Purchasing Pattern

- **New customer**
  - New build-out
  - Expansion with new Points of Presence
  - Expansion with new services
  - Support and Professional Services
  - Expansion with new Points of Presence
  - Expansion with new services
  - Audio
  - Video Compression

- **Revenue**
  - 75% Revenue from repeat customers*
  - 16% Recurring revenue from Support
  - 20% Revenue from Software Licenses

* A repeat customer is a customer who has purchased in the previous year
CHANGING TV LANDSCAPE

Environment

Service Provider
- IP-migration
- SDN
- New formats
- 4K/8K

OTT
- Multi-screen/
- Social TV
- Interactivity
- Live/non-live

TV Consumer

Content Holder
- Remote
- Occasional
- Use
- File-based
- production
Improving customer workflows and simplifying network complexities
Climbing up the value chain

- Brand building
- Customer Centric
- Business and Price models
Strategy for Growth

- Growth in priority market and customer segments
- Grow new innovative solutions for Customer Provisioned Networks
- Grow our Service Business
- Deliver a product portfolio that matches customer needs

Grow in the BMN business area

- Strengthen the current market position and focus on top opportunities

Targeted initiatives in the DTT business area

- Starting up in adjacent markets based on our competitive technology

Expand into New segments

- Mergers and acquisition can be utilized with the aim of complementing our current market presence and/or solution offerings

Complementing growth through M&A
VALUE DRIVERS

Market Transition

Innovative Technology

Global Reach
FIRST QUARTER 2015
18% SALES GROWTH YEAR-over-YEAR

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales, SEK million</td>
<td>87.7</td>
<td>74.4</td>
<td>17.9</td>
<td>392.4</td>
<td>379.1</td>
</tr>
<tr>
<td>Gross Margin, per cent</td>
<td>60.1</td>
<td>58.2</td>
<td>-</td>
<td>61.5</td>
<td>61.2</td>
</tr>
<tr>
<td>Operating earnings, SEK million</td>
<td>6.2</td>
<td>3.5</td>
<td>-</td>
<td>56.2</td>
<td>53.6</td>
</tr>
<tr>
<td>Operating Margin, per cent</td>
<td>7.0</td>
<td>4.7</td>
<td>-</td>
<td>14.3</td>
<td>14.1</td>
</tr>
<tr>
<td>Earnings per share, SEK</td>
<td>0.01</td>
<td>0.01</td>
<td>-</td>
<td>0.11</td>
<td>0.11</td>
</tr>
<tr>
<td>Cash flow, SEK million</td>
<td>10.6</td>
<td>8.4</td>
<td>-</td>
<td>92.7</td>
<td>90.6</td>
</tr>
</tbody>
</table>

Strong cash position gives us freedom to act SEK 305 million
ONE HUNDRED PERCENT QUALITY OF SERVICE