

Presentation of 2nd quarter 2002

Highlights Q2 2002

- Modest growth from Q1 in currency adjusted revenue and order entry
- Gross Margin 34.4 %
- Operating cost down 6 MNOK
- EBITDA -10.4 MNOK
- Positive cash flow, 31 MNOK
- New major contracts in USA, Sweden and Thailand
- First major contract for *Flatpack*

Key Figures Continuing operations



Amounts in Mill NOK

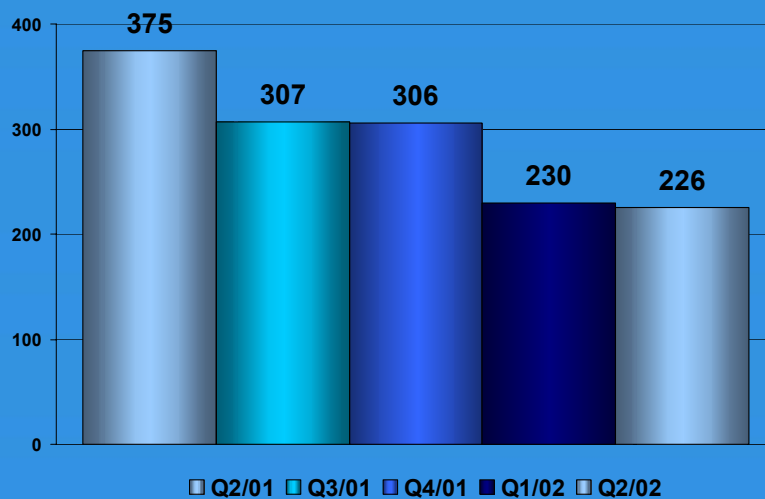
	1 st half year			2 nd quarter		
	2002	2001	Change	2002	2001	Change
Revenue	456.3	886.0	-48 %	225.8	374.6	-40 %
EBITDA	-19.7	73.4		-10.4	1.1	
EBIT	-34.7	39.3		-17.3	-17.0	
Profit before tax	-37.1	28.0		-16.0	-25.0	
Net profit, before non-recurring items	-32.0	18.5		-14.3	-16.0	
Goodwill write-down		-480.0			-480.0	
Other non-recurring items		-139.7			-139.7	
Tax on non-recurring items		80.9			80.9	
Net profit	-32.0	-520.3		-14.3	-554.7	
Basic EPS (NOK) before non-recurring items	-1.34	0.62		-0.68	-0.76	
Basic EPS (NOK)	-1.34	-21.40		-0.68	-22.78	
Cash EPS (NOK) before non-recurring items	-1.23	1.58		-0.62	-0.26	
Cash EPS (NOK)	-1.23	-0.78		-0.62	-2.63	

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Revenue per quarter



Amounts in Mill NOK

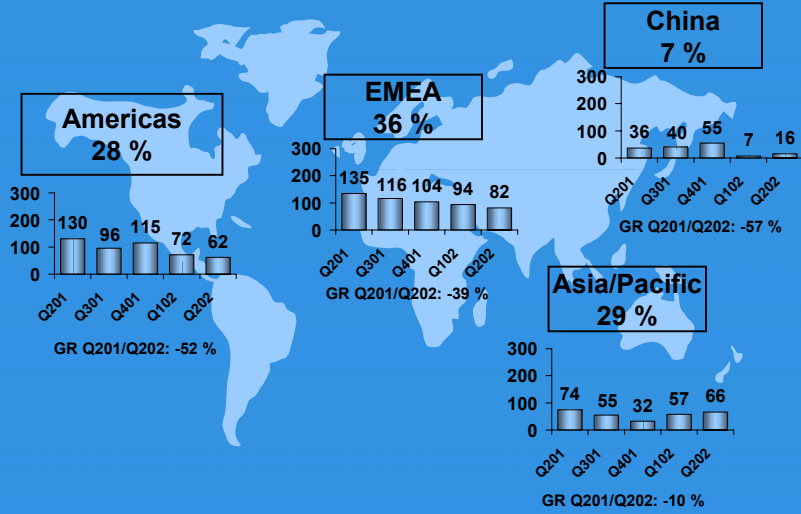


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Global sale



Amounts in Mill NOK

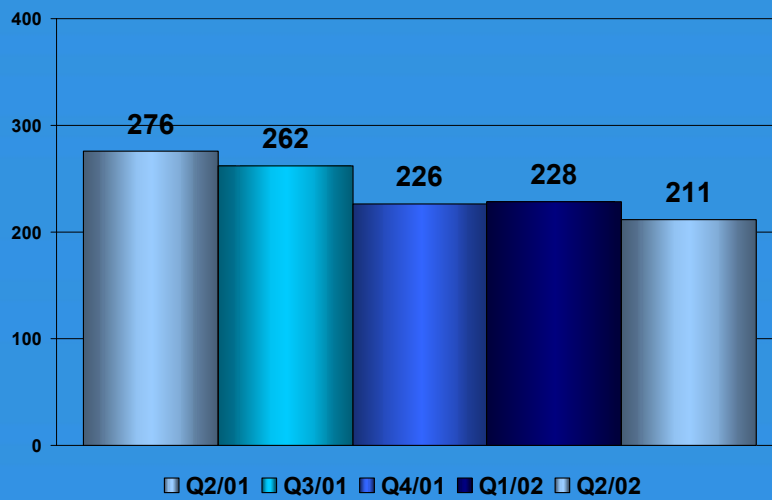


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Order entry per quarter



Amounts in Mill NOK

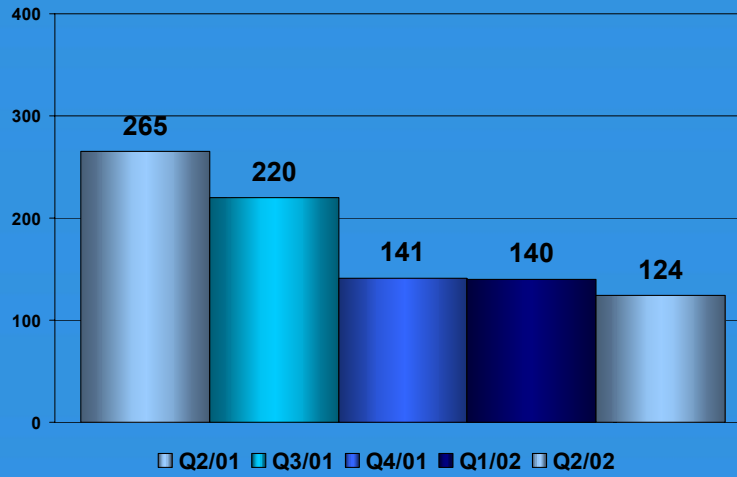


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Order backlog per quarter



Amounts in Mill NOK

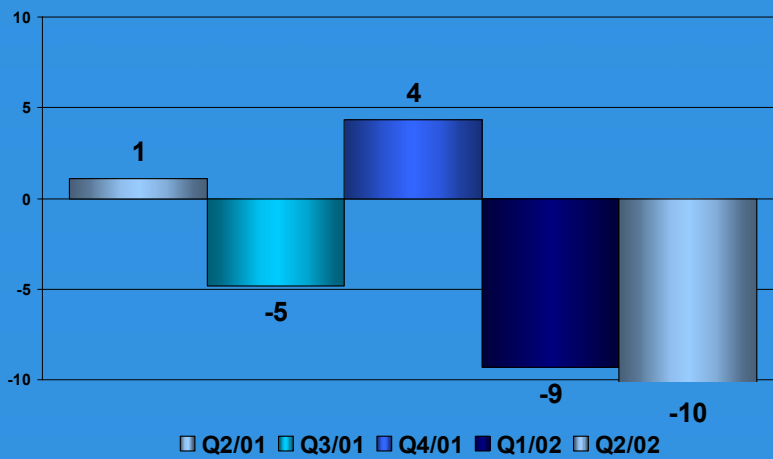


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EBITDA per quarter



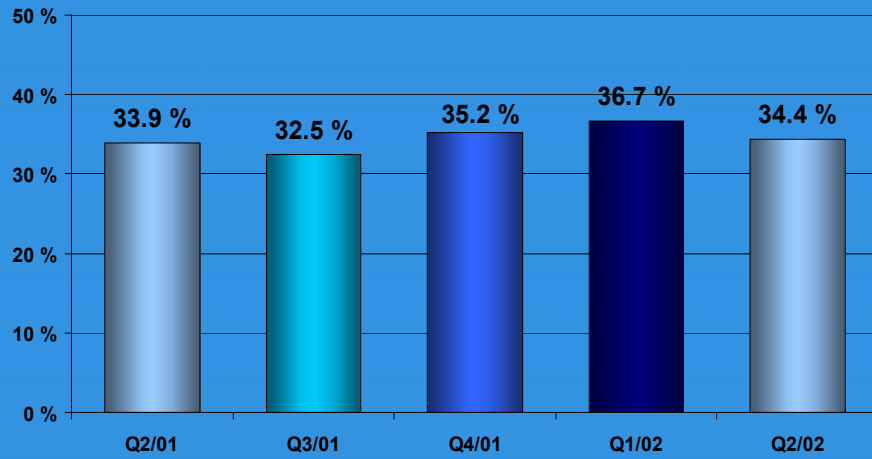
Amounts in Mill NOK



Excl. non-recurring items in Q2 2001

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Quarterly gross margin

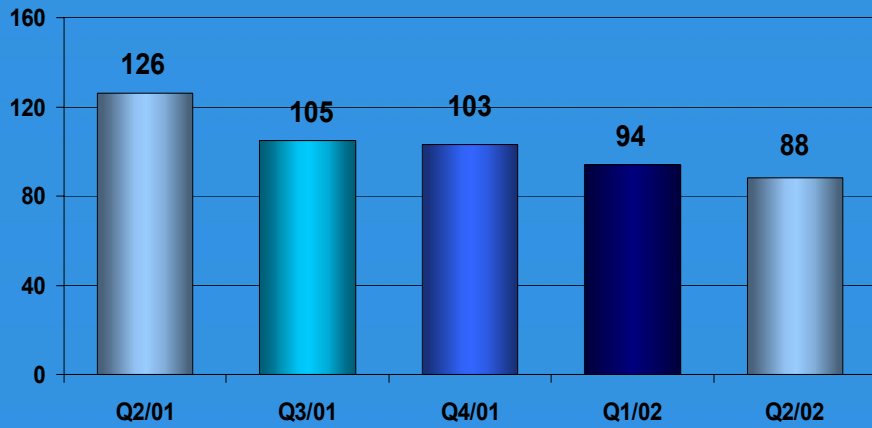


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Quarterly operating cost

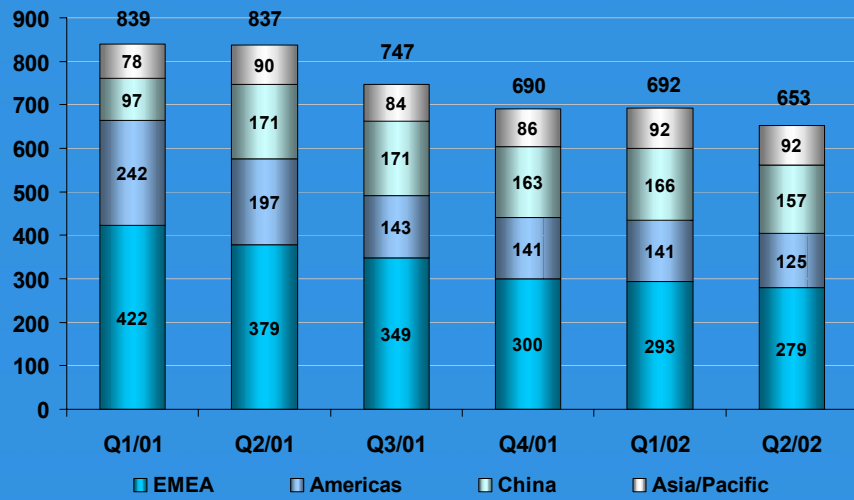


Amounts in Mill NOK



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Employees

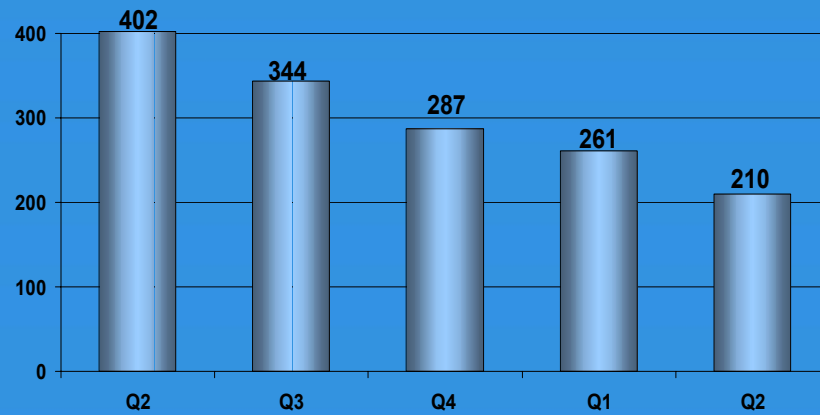


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Inventories



Amounts in Mill NOK

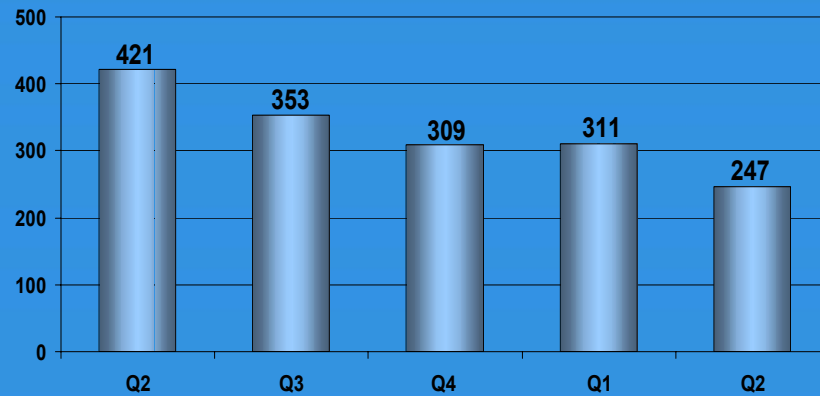


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Accounts receivable



Amounts in Mill NOK



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Cash flow analysis



Amounts in Mill NOK

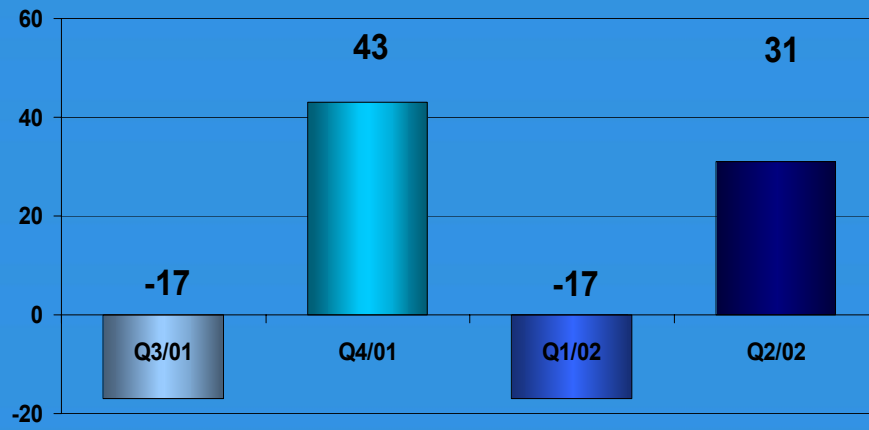
Cash earnings, EBITDA + Fin. items	-7
Net working capital, currency adjusted	44
Capex	-3
Other	-3
Net cash flow	31

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Cash flow last four quarters



Amounts in Mill NOK

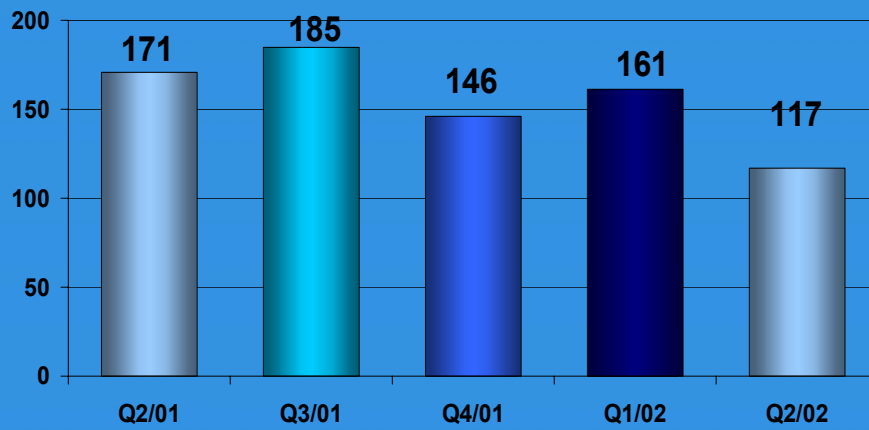


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Net interest bearing debt



Amounts in Mill NOK



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Balance sheet



Amounts in MNOK	30.06.02	31.03.02	30.06.01
Goodwill	51.0	59.1	83.1
Other fixed assets	204.4	237.9	208.6
Total fixed assets	255.5	297.0	291.7
Inventories	210.1	261.5	401.9
Short term receivables	285.9	350.0	455.5
Cash and cash equivalents	127.8	115.8	83.0
Total current assets	623.9	727.2	940.4
Total assets	879.3	1 024.2	1 232.1
Share capital	24.5	24.5	24.5
Other equity	317.9	393.7	470.1
Minority interests	20.6	22.0	23.7
Total equity	363.0	440.1	518.2
Long-term liabilities	228.4	243.3	240.4
Bank overdraft	50.6	69.9	46.1
Short-term liabilities	237.3	270.9	427.4
Total current liabilities	287.9	340.8	473.5
Total equity and liabilities	879.3	1 024.2	1 232.1
Equity ratio	41.3 %	43.0 %	42.1 %

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15 largest customers Q2 2002



Reliance Telecom
 Maxis Communications
 Motorola
 Hutchinson 3G
 Nextel
 Nortel Networks
 PT Westindio - Telkomsel and Nokia
 Alcatel
 PRTEM - China Mobile and China Telecom
 Allegiance
 DTAC
 O2 (British Telecom)
 Silcar - Telstra
 Kyivstar
 Telenor

Share of total revenue: 45 %

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New major contracts



- Nation-wide GSM project in USA
 - Delivery start in Q4
 - No orders booked
 - Aeon-product

- 3G project in Sweden
 - Firm project plan with delivery start in Q3
 - No orders booked
 - Contract won with the new Flatpack product

- GSM project in Thailand
 - Delivery start in Q2
 - Outdoor- and indoor solution with SMPS 1000

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Flatpack



- Well received in the market
- First major contract achieved
- Worldwide introduction in Q3-Q4

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- Restructuring processes in the OEM-companies
- Time consuming introduction
- Project volume increasing

- Number of parallel networks reduced
- Strong countrywide carriers starting to build
- Uncertain when major roll-out will start
- Firm commitments and plans in Scandinavia

Outlook



- Market seems to stabilize
- Market consolidation
- Growth through increased market shares

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Stock options



	Number of options	% of shares
Average per year 1998-2001	625 313	3.3 %
Average per year 2000-2001	620 625	2.5 %
Used in First Securities calculation		3.6 %

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Share performance 12 months rolling



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as per 28.06.2002

Major shareholders per 30 June 2002



Shareholder	# of shares	% share
Salomon Smith Barney Inc	8 176 458	33.4 %
Eltek Holding	4 197 400	17.2 %
Credit Agricole Indosuez	1 786 173	7.3 %
Aksjefondet Gambak	1 297 800	5.3 %
Euroclear Bank S.A./N.V.	1 053 373	4.3 %
Nordea/Merita Bank	960 800	3.9 %
Skandinaviska Enskilda Banken	581 100	2.4 %
Tine Pensjonskasse	444 000	1.8 %
SEB Merchant Banking	405 000	1.7 %
Kåre Allum	177 000	0.7 %
Credit Agricole Indosuez	170 700	0.7 %
JP Morgan Chase Bank	150 000	0.6 %
Leif Høegh & Co Shipping	149 200	0.6 %
Gustav Walter Invest	136 400	0.6 %
Møller Investor AS	108 800	0.4 %
Pictet & Cie Banquiers	104 000	0.4 %

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Shareholders registered in VPS as at 04.07.2002