

Q1 2010/11

Strong performance and increased earnings expectations

Copenhagen, August 26, 2010
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Forward looking statements

- During the course of this presentation, we may make certain forward looking statements. These forward-looking statements represent the company's internal projections, expectations or beliefs concerning, among other things, future operating results and various components thereof or the company's future economic performance.

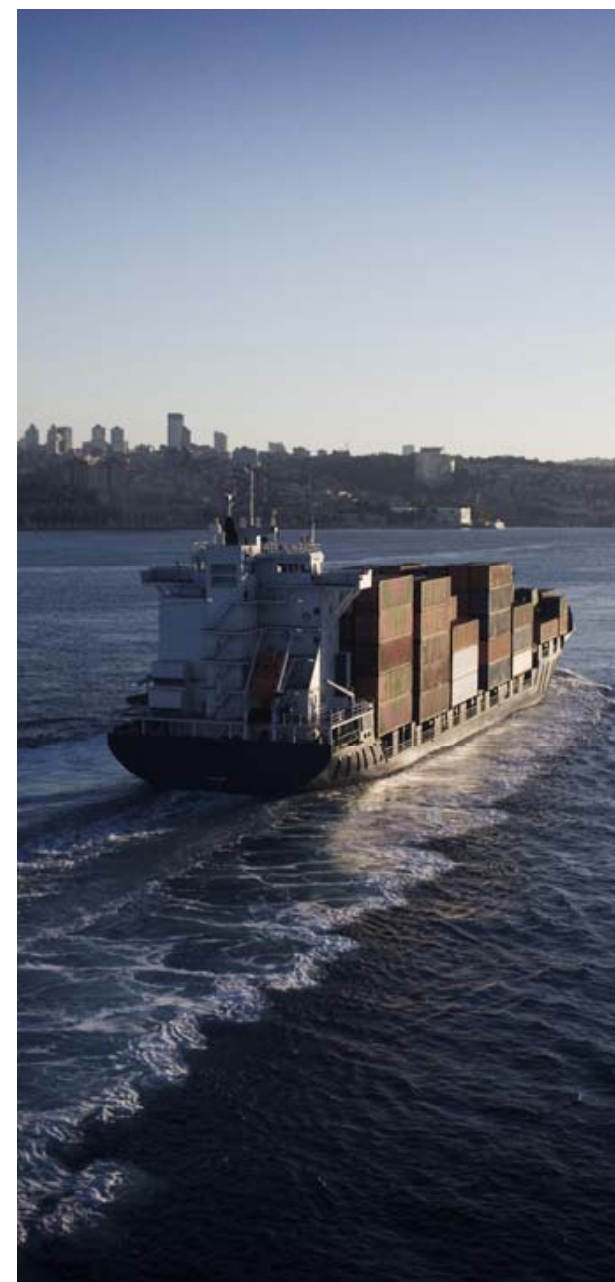
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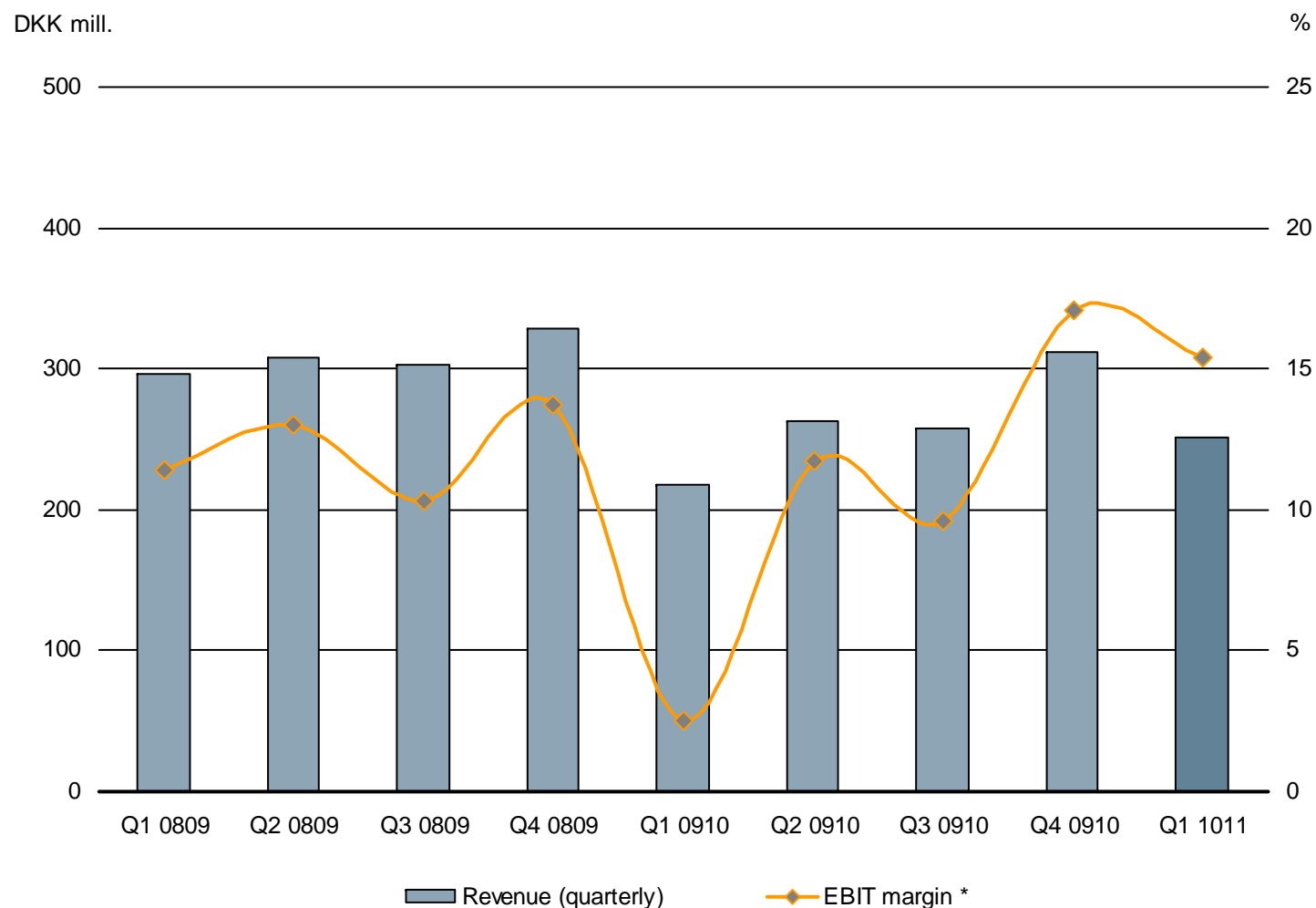


A good start to the year

- Revenue in Q1 2010/11 amounted to DKK 251 million against DKK 218 million last year. An increase of DKK 33 million or 15%.
- The higher revenue was mainly driven by stronger sales in the maritime and land mobile markets.
- Operating profit increased to DKK 39 million (DKK 5 million), equivalent to an operating margin of 15.4% (2.5%).
- The margin improvement was driven by the higher revenue and a better product margin.
- Q1 profit increased to DKK 27 million (DKK 1 million).
- Cash flows from operating activities increased to DKK 100 million (DKK 75 million).
- The free cash flow for the period increased to DKK 66 million (DKK 55 million).
- We raise our operating margin expectations for 2010/11.



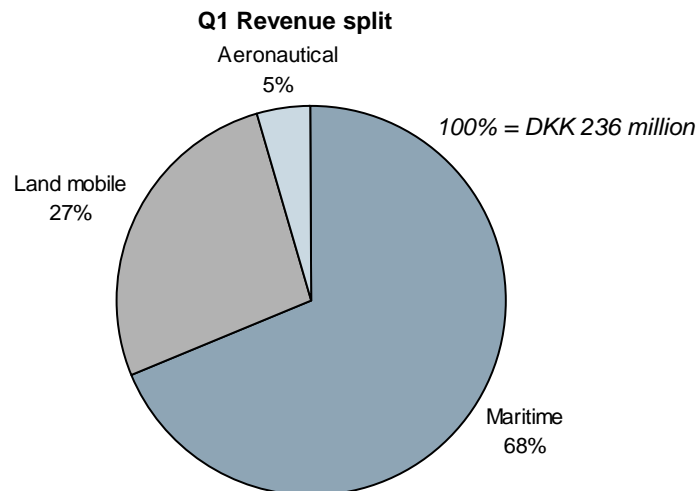
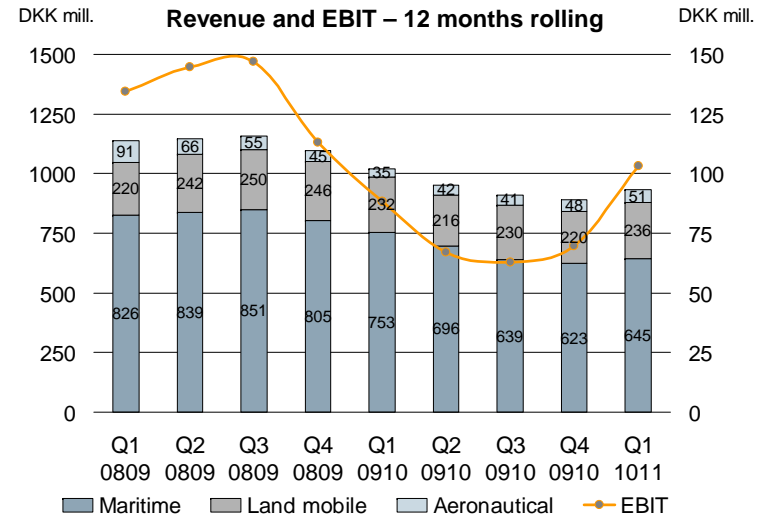
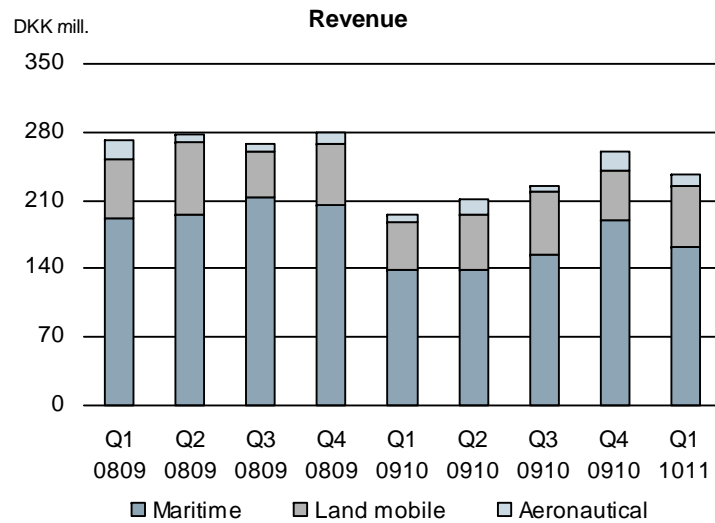
Revenue and EBIT margin - quarterly



Revenue by market

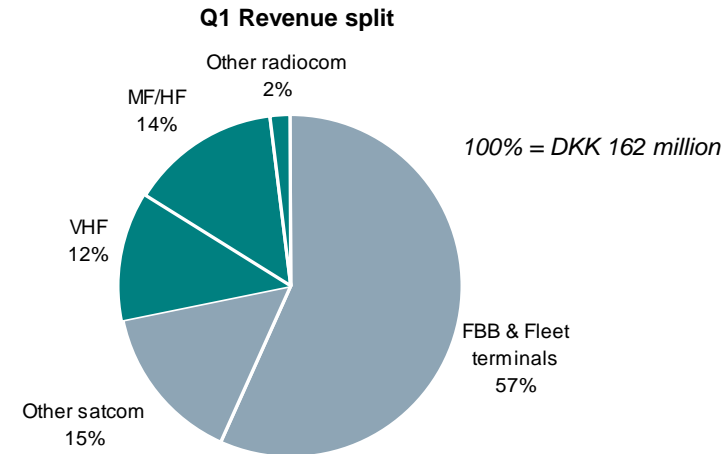
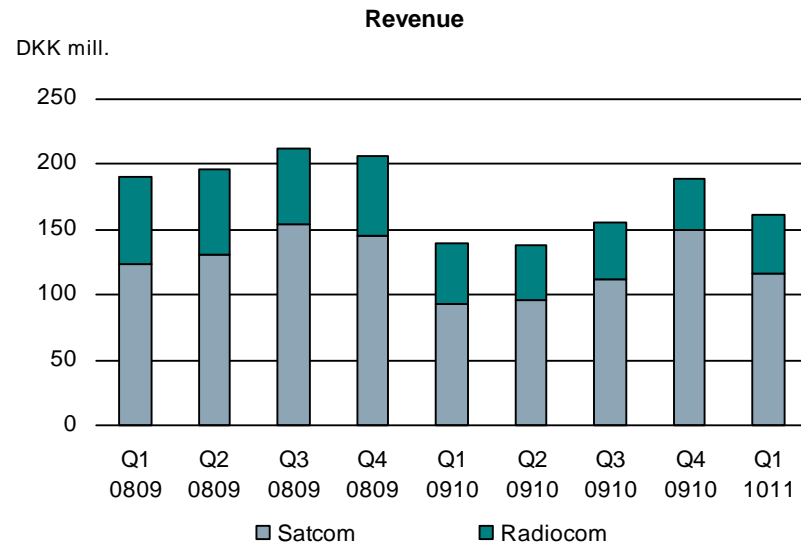
DKK million	Q1 2010/11	Q1 2009/10	Growth %	Full year 2009/10
Maritime	162	140	16%	623
Land mobile	64	48	33%	220
Aeronautical	11	9	27%	48
Terminals	236	196	20%	891
Systems	15	22	(32%)	160
Total	251	218	15%	1,051

Terminal revenue and EBIT



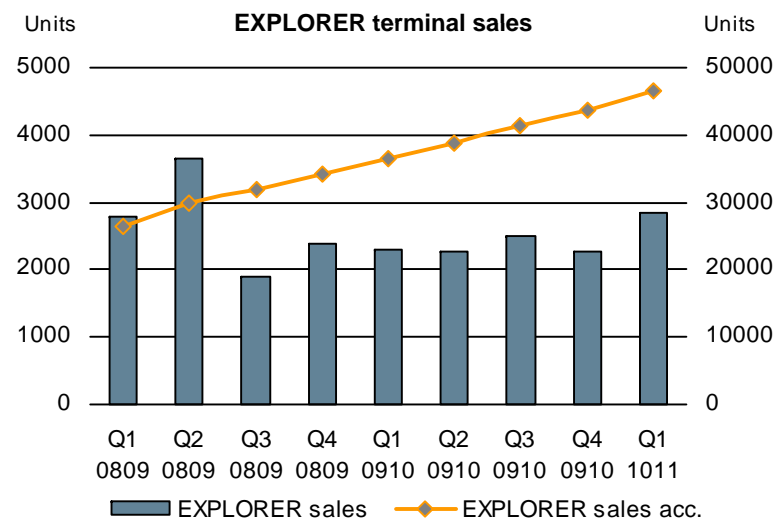
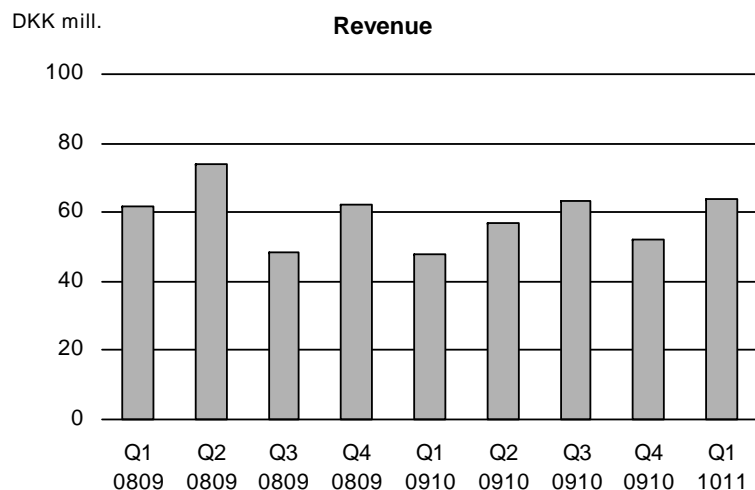
- Sales of terminals increased by 20% to DKK 236 million (DKK 196 million).
- All markets recorded growth.
- Operating profit increased to DKK 37 million (15.7% margin) from DKK 4 million (1.8% margin) last year.

The maritime market



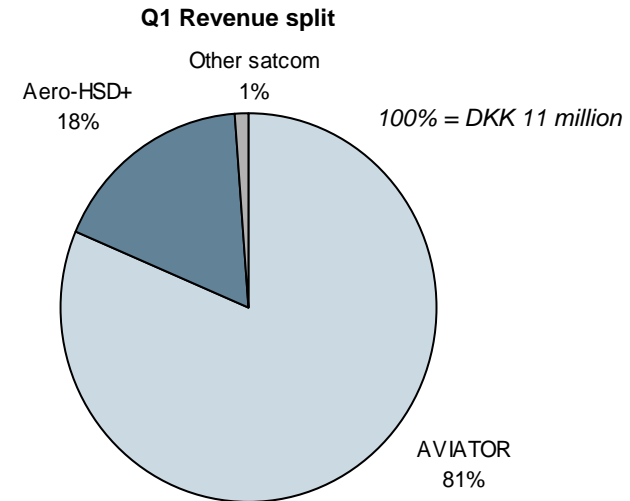
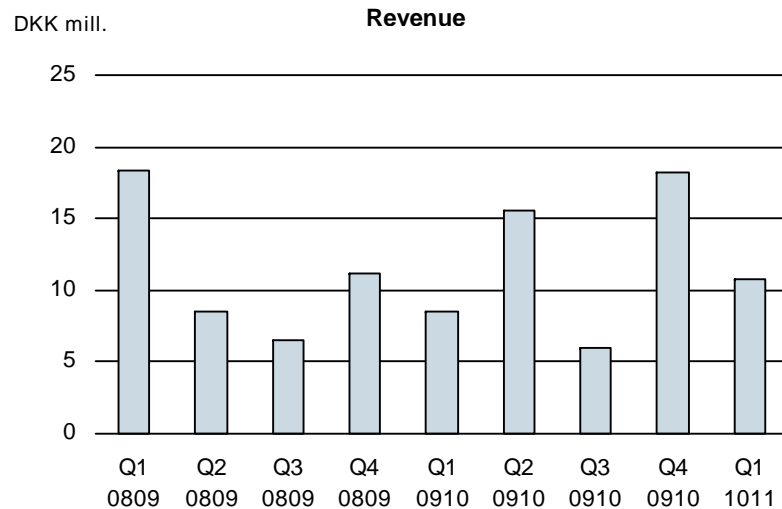
- Revenue in the maritime market was up by 16% to DKK 162 million (DKK 140 million).
 - DKK 116 million from satellite communication equipment (DKK 94 million)
 - DKK 46 million from radio communication equipment (DKK 46 million).
- The strong demand for our SAILOR FleetBroadband terminals continued. In Q1, we delivered 1,900 terminals compared to 840 in Q1 last year. Major orders included an order from A.P. Møller Mærsk for 200 FleetBroadband terminals.
- The market for MF/HF and VHF radio communication equipment also developed positively.
- In Q1, we launched SAILOR 900 VSAT, our fourth product in the series of SAILOR Ku-band solutions. The SAILOR 900 VSAT will be presented for the first time at SMM in Hamburg in September 2010.

The land mobile market



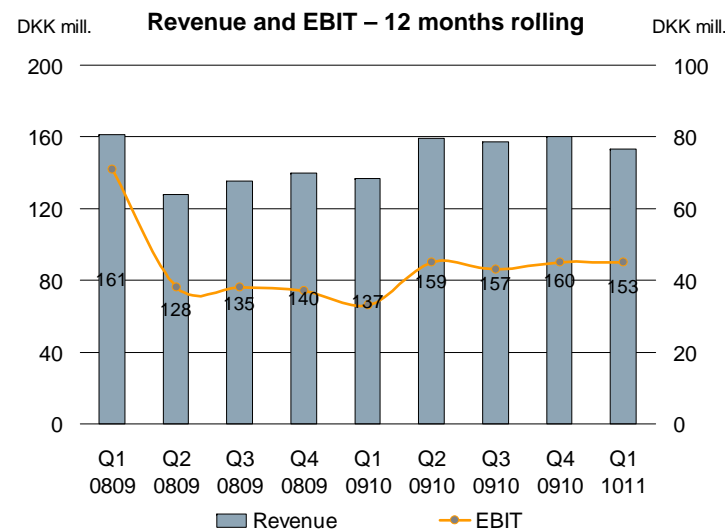
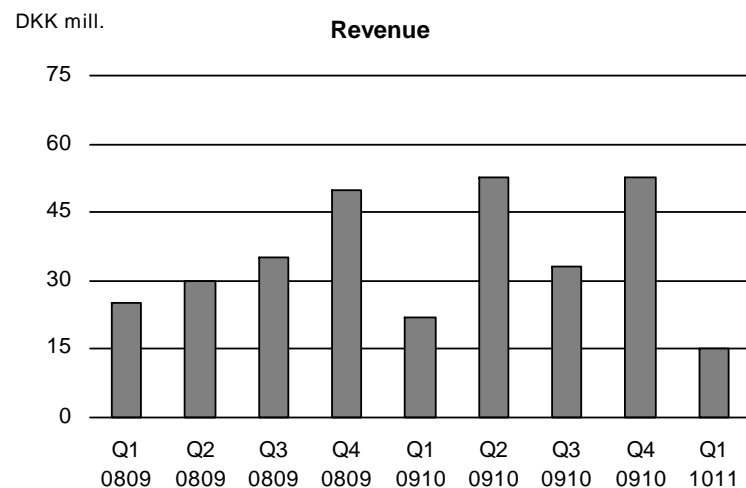
- Revenue in the land mobile market increased by 33% to DKK 64 million (DKK 48 million).
- The higher revenue was driven by strong demand for the EXPLORER 500, EXPLORER 700 and EXPLORER 727 terminals in particular.
- Orders won in Q1 included projects from Australia, Brazil, China and the USA, in total close to 1,300 terminals.
- Thrane & Thrane's most recent terminal, the EXPLORER 325, also lifted revenue. The initial shipments of the EXPLORER 325 took place in the beginning of July.

The aeronautical market



- Revenue in the aeronautical market increased by 27% to DKK 11 million (DKK 9 million).
- The revenue improvement was due to stronger sales of our AVIATOR broadband solutions for the Inmarsat SwiftBroadband service.
- The markets generally showed strong interest in the new products. North America in particular saw a positive development with many enquiries. We have appointed a number of new US business partners in order to better accommodate and strengthen this demand.
- Q1 also focused on completing and introducing the AVIATOR 200, our lightest and most compact SwiftBroadband solution.

Systems revenue and EBIT



- Systems revenue decreased by 32% to DKK 15 million (DKK 22 million).
- Contracts for several projects were unfortunately not finalized in Q1. We expect to sign and deliver those contracts in the coming quarters.
- In Q1 we won a DKK 25 million contract to upgrade Inmarsat's RAN stations in the Netherlands, Italy and Hawaii. Smaller contracts were also signed with Vizada and Stratos to upgrade land-earth stations in France and Australia, respectively.
- Operating profit was DKK 2 million (11.2% margin) against DKK 2 million last year (8.5% margin).

Financial results



Income statement

DKK million	Q1 2010/11	Q1 2009/10	Full year 2009/10
Revenue	251	218	1,051
Cost of goods sold	(130)	(127)	(594)
<i>Cost of goods sold in % of revenue</i>	<i>51.6%</i>	<i>58.0%</i>	<i>56.5%</i>
Development costs	(34)	(39)	(156)
Distribution costs	(28)	(28)	(112)
Administration costs	(21)	(20)	(75)
Operating profit (EBIT)	39	5	114
<i>Operating margin</i>	<i>15.4%</i>	<i>2.5%</i>	<i>10.8%</i>

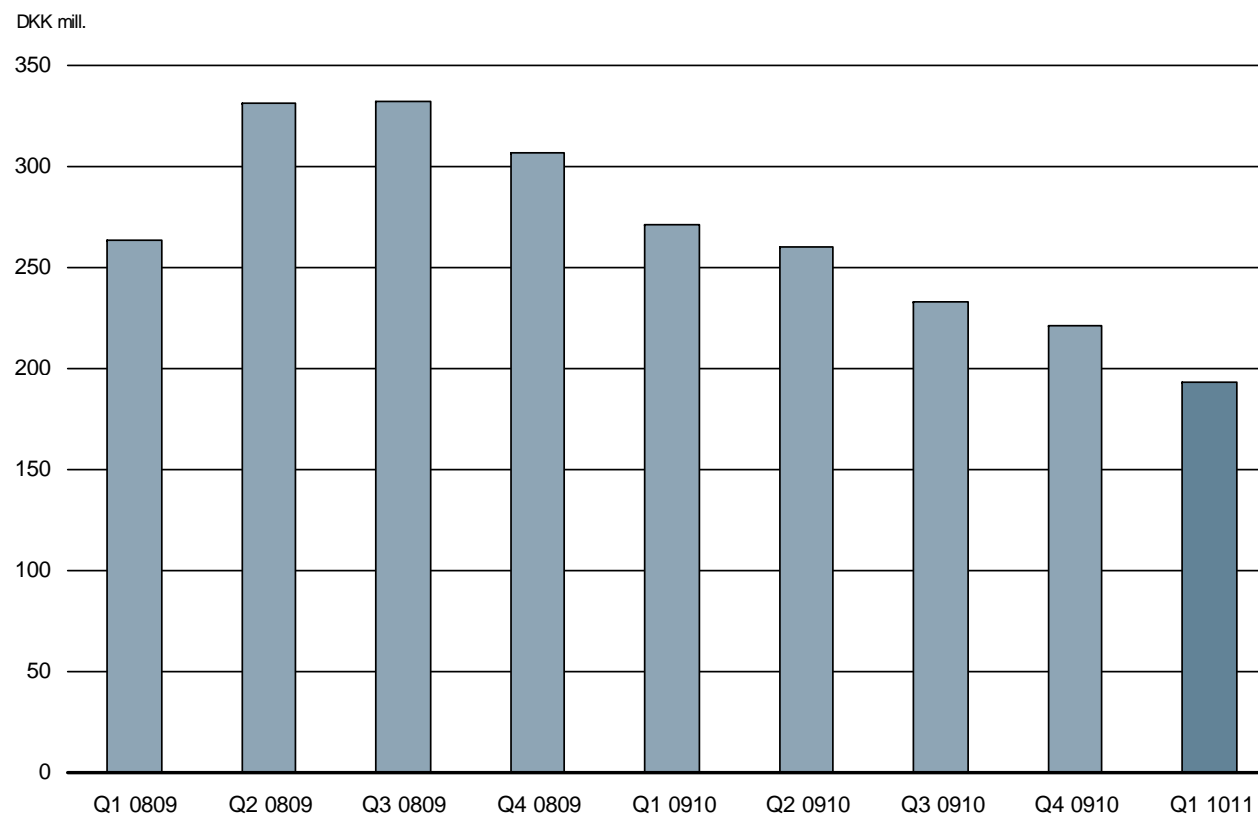
Development costs

DKK million	Q1 2010/11	Q1 2009/10	Full year 2009/10
Incurred development costs	38	35	145
Capitalisation (investments in new products)	29	24	105
Depreciation of existing products	25	28	116
Development costs on Income statement	34	39	156

Income statement

DKK million	Q1 2010/11	Q1 2009/10	Full year 2009/10
Operating profit (EBIT)	39	5	114
Net financial items incl. value adjustment of assets	(3)	(3)	(33)
Profit before tax	35	2	82
Tax	(9)	(1)	(23)
Net profit	27	1	59
<i>Net profit margin</i>	<i>10.5%</i>	<i>0.6%</i>	<i>5.6%</i>

Continued reduction in working capital



- Working capital was reduced by DKK 29 million in Q1 (DKK 36 million).
- Inventories increased by DKK 4 million. Receivables fell by DKK 72 million and trade payables decreased by DKK 39 million.

Cash flow statement

DKK million	Q1 2010/11	Q1 2009/10	Full year 2009/10
Cash from operations	76	42	269
Inventories	(4)	18	93
Receivables	72	64	2
Trade payables	(39)	(46)	(7)
Net financial items and tax	(4)	(4)	(55)
Cash flow from operating activities	100	75	302
Investments	(34)	(19)	(115)
Cash flow before financing	66	55	187
Financing	(33)	(31)	(80)
Net cash flow	33	24	108

Financial outlook 2010/11

DKK million	2009/10 Actuals	2010/11 June 2010	2010/11 August 2010
Revenue	1,051	~1,075-1,125	~1,075-1,125
Operating margin	10.8%	~11-13%	~12-14%

Value Creation

Our overall objective is to create value for our customers, business partners, employees and shareholders. We intend to do this by providing innovative high-quality solutions for global mobile communication.

