

Årsstämma

2007-04-26

CEO Olof Sand



PROACT

Proact in brief

- Proact is a specialist company within services and solutions for storage and archiving
- We have a dominating position in the Nordics incl. the Baltic states
- The intensive work with creating growth has given the base for the improvement in profitability
- Double digit growth with a gross margin on 5-7%
- Employ 50 people

2006 - The best year ever!

- Revenues increased with 10% to SEK 756,5 (689,2)
- Profit before tax improved to SEK 18,0 (-10,1) m
- Profit after tax was SEK 24,2 (-9,9) m
- The operation generated SEK 25 m 2006

Income statement 2006

(Mkr)	Jan-Dec 2006	Jan-Dec 2005
System Sales	436,6	364,0
Services	317,3	320,9
Other revenue	2,6	4,3
Revenue	756,5	689,2
Gross Profit	309,6	301,3
Costs	-284,6	-300,0
Non-recurr costs	-7,0	-11,4
Result before tax	18,0	-10,1
<i>Margin</i>	<i>2.4%</i>	<i>-1.5%</i>
Tax	6,2	0,2
Result after tax	24,2	-9,9
<i>Net margin</i>	<i>3.2%</i>	<i>-1,4%</i>

Comments versus last year

Revenue

- Total revenue +10%
- System sales +20%

Non-recurr cost

- Goodwill write-down 7,0 Mkr

Income statement Q4-2006

(Mkr)	Q4 2006	Q4 2005
System Sales	141,1	132,9
Services	82,6	82,7
Other revenue	1,1	1,6
Revenue	224,8	217,2
Gross Profit	91,7	87,0
Costs	-82,3	-79,2
Non-recurr costs	-7,0	-3,0
Result before tax	2,4	4,8
<i>Margin</i>	1.1%	2.2%
Tax	3,7	-0,2
Result after tax	6,1	4,6
<i>Net margin</i>	2.7%	2.1%

Comments versus last year

Revenue

- Total revenue +4%
- System sales +6%

Non-recurr cost

- Goodwill write-down 7,0 Mkr

Key ratios

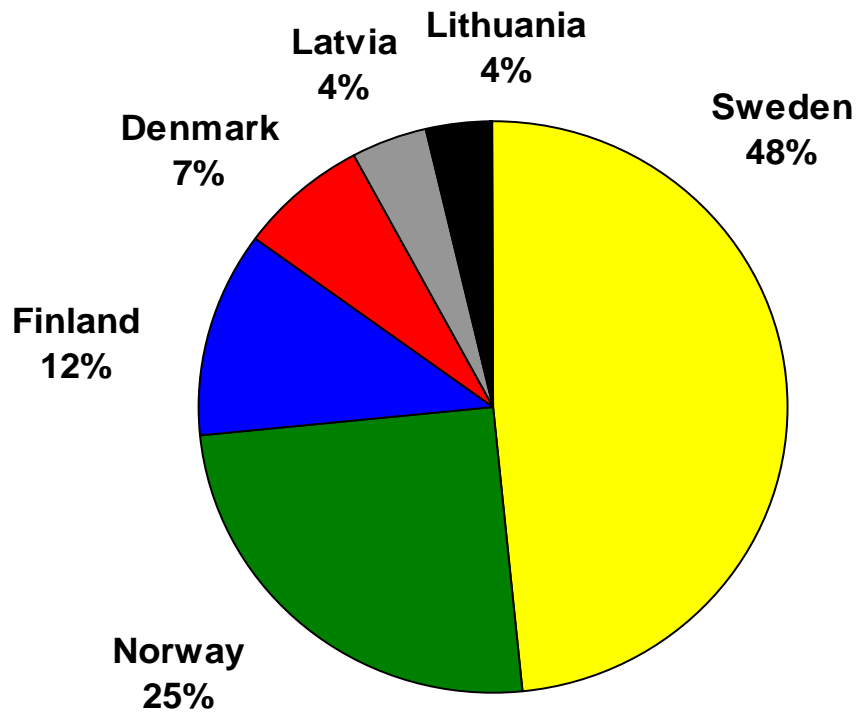
Balance Sheet

(MSEK)

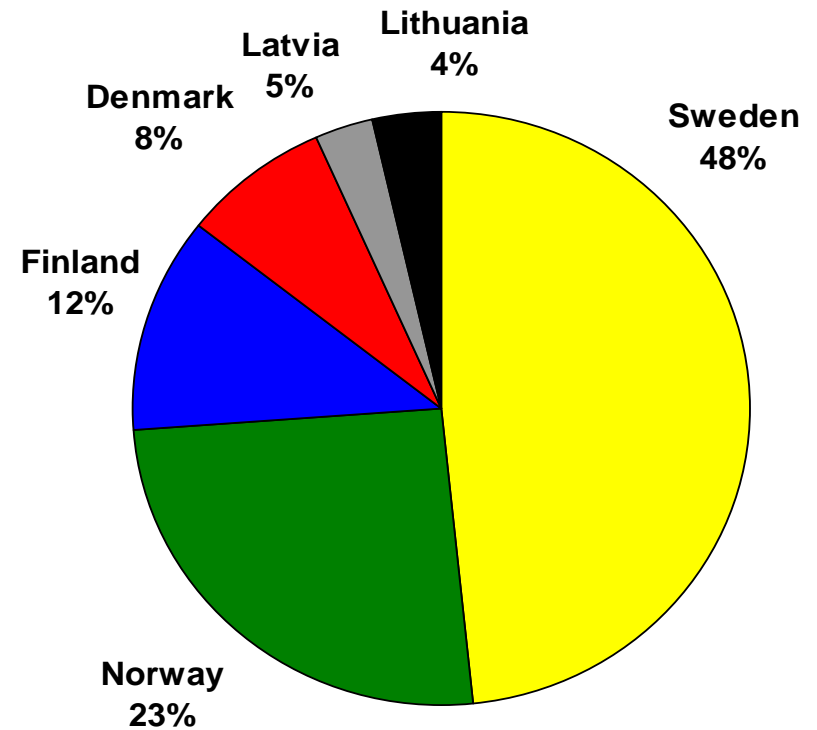
	2006 Dec 31	2006 Sep 30	2006 Jun 30	2005 Dec 31
Total Assets	475	380	426	439
whereof Goodwill	63	71	72	72
whereof Intangible fixed assets	15	16	16	17
Equity	158	155	152	161
Solidity %	33%	41%	36%	37%
Cash and bank	55	44	41	58

Revenue per country

Jan - Dec 2006



Jan - Dec 2005



Cash flow

Jan - Dec 2006

Liquid Funds December 31, 2005		58
Cash-flow from current operations		+28
Current operations	+38	
Change in working capital	-10	
Cash-flow from investment activities		-8
Fixed assets	-8	
Cash-flow from financial activities		-23
Buy-back of shares	-20	
Overdraft facilities	-	
Dividend	-3	
Change in liquid funds		-3
Liquid Funds December 31, 2006		55

Revenue and result excl non-recurrent costs

(Mkr)	2006			2005		
	Revenue	P.b.t	Net margin	Revenue	P.b.t	Net margin
Sweden	369	11,5	3,1%	334	4,2	1,3%
Norway	189	6,7	3,5%	179	-0,7	-0,4%
Finland	89	3,3	3,7%	82	0,1	0,1%
Denmark	56	1,5	2,7%	55	-0,2	-0,3%
Latvia	31	2,2	7,1%	20	1,0	5,0%
Lithuania	28	2,8	10,0%	26	1,6	6,2%
Parent company	0	-1,0		0	-1,7	
Adj/Am. Intang.ass	-6	-2,0		-7	-3,0	
Excl non-recurr.	756	25,0	3,3%	687	1,3	0,2%
Non-rec. costs		-7,0			-11,4	
GROUP	756	18,0	2,4%	687	-10,1	-1,5%

Interim report

Q1 2007



PROACT

Press releases from Q1 2007

- Proact IT Norge and Statoil have signed a frame agreement regarding purchase of software and storage equipment manufactured by Network Appliance. The agreement is for three years with an prolongation option for another two years, the agreement has a business potential of 10 MUSD
- Proact has built a new IT environment for Kopenhagen Fur. This solution includes server virtualisation, iSCSI-based storage and a new, automatic, disk based system for backup and recovery. This has allowed the customer to reduce its number of servers from 50 to 7 and given the company a considerably more stable, reliable and environmentally friendly IT environment. The investment of more than 6 MSEK will be paid off in less than two years

Press releases from Q1 2007 (cont'd)

- Proact have supplied a new, disk-based backup and recovery solution to a major international telecoms group in a deal worth 10 MSEK. The customer expects to recoup its entire investment in just 6 months because of the amount of time it will save as a result. Switching from a tape-based solution to the disk-based storage method saves on capacity as well as time. The solution saves just data input or edited since the previous backup was created and means that running a backup, which previously took 16 hours to complete, will now take just 30 minutes

Income statement Q1-2007

(Mkr)	Q1 2007	Q1 2006
System Sales	122.8	93.9
Services	83.4	79.5
Other revenue	0.3	0.6
Revenue	206.5	174.0
Gross Profit	81.4	73.3
Costs	-75.8	-70.8
Result before tax	5.6	2.7
<i>Net margin</i>	<i>2.7%</i>	<i>1.6%</i>

Comments versus last year

Revenue

- Total revenue +19%
- System sales +31%
- Services +5%

Costs

- 15 employees more

Income statement 12 month

(Mkr)	Apr-Mar 2006/07	Jan-Dec 2006
System Sales	465.5	436.6
Services	321.2	317.3
Other revenue	2.3	2.6
Revenue	789.0	756.5
Gross Profit	317.7	309.6
Costs	-289.8	-284.6
Non-recurr costs	-7.0	-7.0
Result before tax	20.9	18.0
<i>Net margin</i>	<i>2.6%</i>	<i>2.4%</i>

Comments

Non-recurr cost

Goodwill write-down 7,0 Mkr

Key ratios

Balance Sheet

(MSEK)

	2007 Mar 31	2006 Dec 30	2006 Mar 31
Total Assets	438	475	400
whereof Goodwill	64	63	72
whereof Intangible fixed assets	14	15	17
Equity	149	158	163
Solidity %	34%	33%	41%
Cash and bank	55	55	69

Cash flow

Jan – Mar 2007

Liquid Funds December 31, 2006		55
Cash-flow from current operations		+19
Current operations	+8	
Change in working capital	+11	
Cash-flow from investment activities		-2
Fixed assets	-2	
Cash-flow from financial activities		-17
Buy-back of shares	-16	
Dividend	-1	
Overdraft facilities	-	
Change in liquid funds		+/-0
Liquid Funds March 31, 2007		55

Revenue and result profit before tax

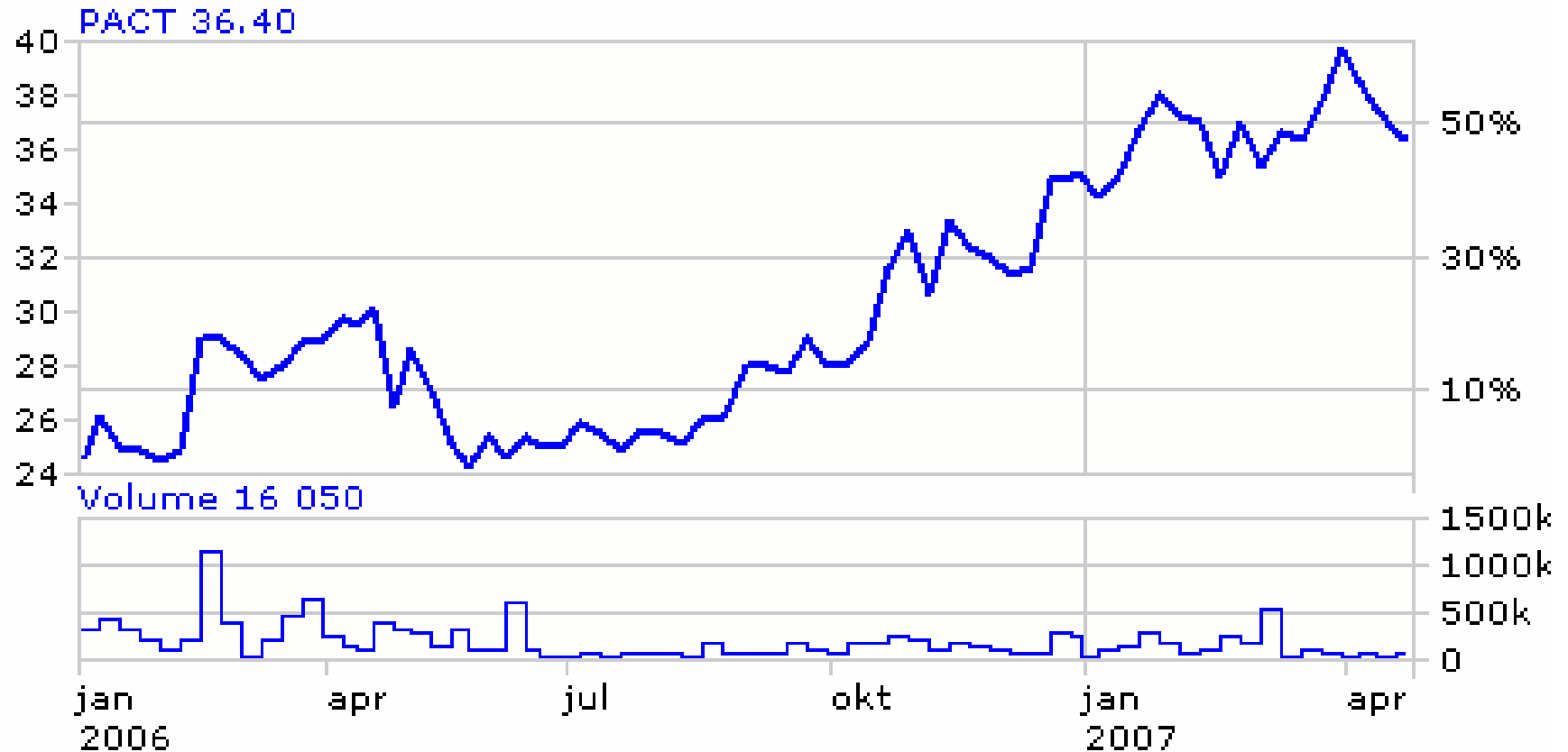
(Mkr)	Q1 2007			Q1 2006		
	Revenue	P.b.t	Net margin	Revenue	P.b.t	Net margin
Sweden	79	0.7	0.9%	79	1.6	2.0%
Norway	57	3.2	5.6%	50	0.7	1.4%
Finland	48	2.2	4.6%	18	0.0	0.1%
Denmark	13	0.0	0.1%	13	-0.4	-2.8%
Latvia	5	0.3	5.9%	10	0.7	7.0%
Lithuania	6	0.1	1,7%	6	0.7	11.7%
Parent company	0	-0,4		0	-0.4	
Adj/Am. Intang.ass	-2	-0,5		-2	-0.2	
GROUP	206	5.6	2.7%	174	2.7	1.5%

PROACT share – Top 10 owners

	2007 March 31	2006 Dec 31
IGC Industrial Growth	17.0%	17,0%
Proact IT Group AB	10.0%	6.3%
Skandia Liv	7.2%	7.3%
RBC Dexia Investor Services	6.0%	5.1%
Nordea Fonder	3.8%	3.8%
SIF	3.1%	3.1%
Marit Fagervold	1.8%	1.8%
Morgan Stanley & Co Inc.	1.8%	1.0%
Fonden Thyra	1.3%	0.3%
Länsförsäkringar Småbolagsfond	1.3%	1.0%
Others	46.7%	53.3%
Total	100%	100%

The Proact share

Jan 1, 2006 – April 25, 2007



Company update



PROACT

Storage market drivers

Political drivers

- SOX
- EU regulations

Economical drivers

- Efficiency
- Recovery

Business drivers

- Data management
- Information management
- Knowledge management

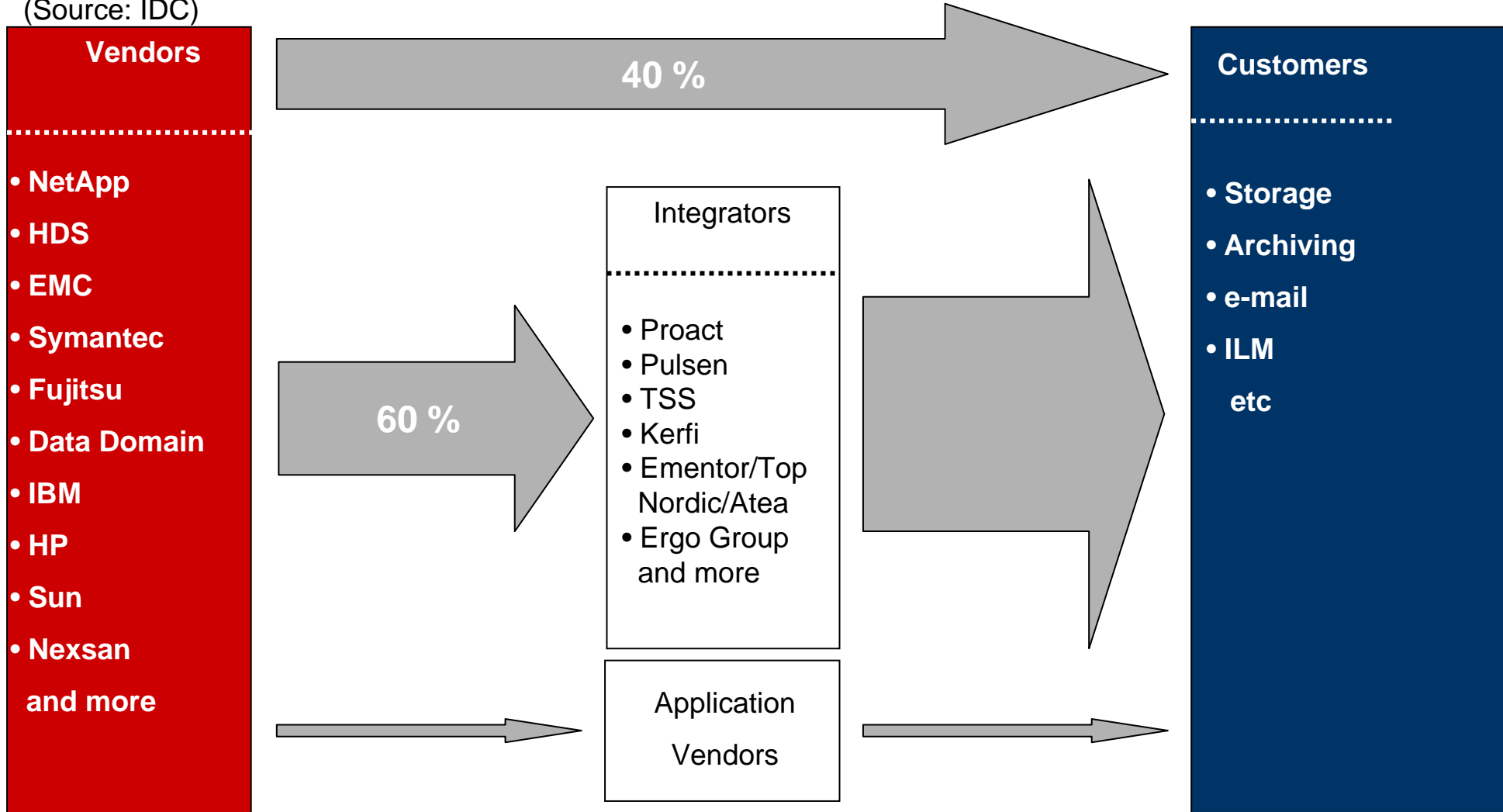
Technological drivers

- New solutions
- New standards

The Nordic and Baltic Enterprise Storage Market

2007: 1,100 M€; Proact's part of the integrators market: 14 %

(Source: IDC)



IT-technician happened to remove information regarding an account with 38 billion USD

- **During a routine maintenance work a IT-technician from the central government administration in Alaska happened to remove information regarding an account with 38 billion USD. And the backup didn't work.**
- Most of us have probably fret about that a incorrect key stroke has destroyed many hours of work. Compare that with the dread a T-technician in Alaska must have felt when he happened to remove information about a bank account with 38 billion USD. At the same time he also re-formatted the hard disk where the information about the account was stored. The technician works (worked?) at the central government administration in Alaska. The account is an oil-industry financed fund, from which inhabitants in the state can apply for money. The information that disappeared was containing the 800,000 applications.

Was there any back-up? Yes, of course, but unfortunately the tapes appeared to be unreadable. For several days technicians from Microsoft and Dell worked hard with recovery of the data, but with no success.

However, the application forms were stored in 300 boxes. So the staff had to scan and quality assure all information, to recovery the account information.

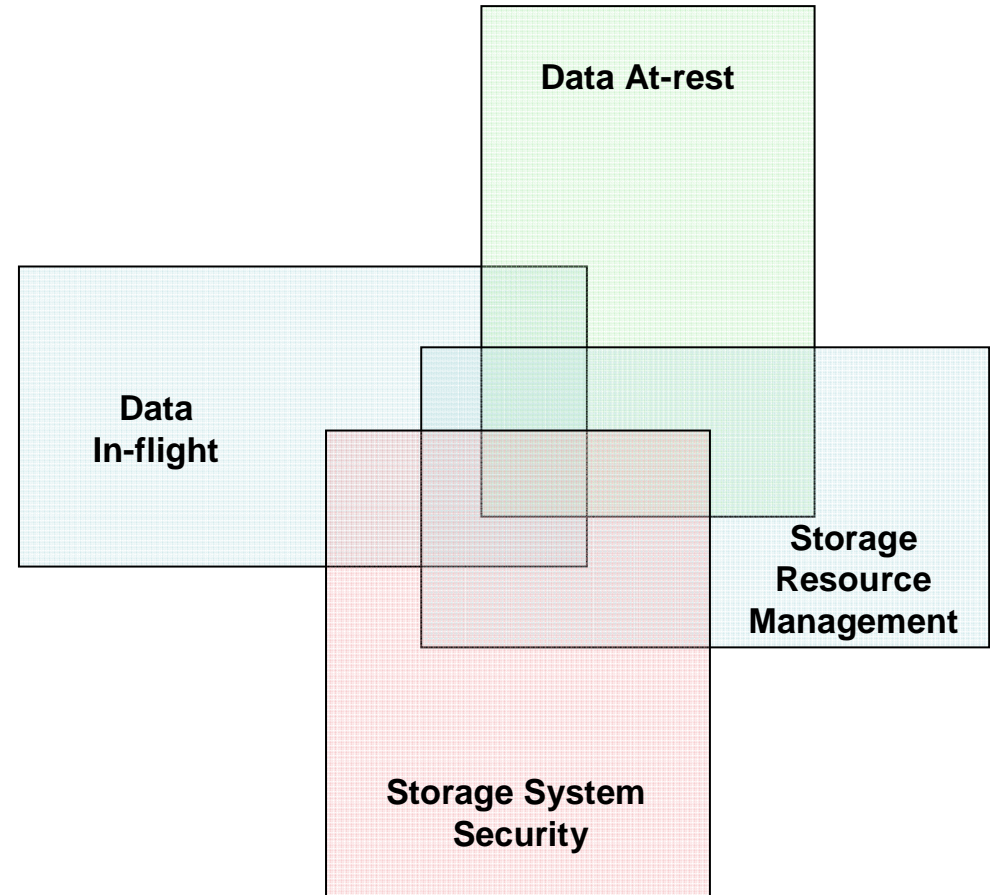
According to information, the back-up routines have now been fixed and tested. In total, the cost for the incident has been calculated to about 2 million USD.

Information Centric Security, ICS

ICS is an important part of an archiving and a storage solution

ICS is going to be more important part of our portfolio

Our existing vendors have already this in their portfolio



We secure mission-critical information

Partners / Vendors

- **PROACT** will continuously develop its portfolio of strategic vendors
 - Big and market leaders in their respective areas
 - Niche vendors coming with improved technologies
- **NetApp**: Market leader within NAS
- **EMC**: Broad vendor within Storage
- **Sun / StorageTek**: Strong vendor within Servers and Storage
- **Hitachi**: Focused vendor within Storage
- **Symantec**: Broad software vendor within Storage and Security
- **DataDomain**: Niche vendor within Storage. New technologies
- **Nexsan**: Focused vendor within Storage

Working close to the customer creates knowledge and flexibility

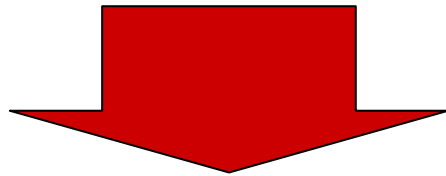


Some PROACT customers

Oil	Telecom	Media	Public	Energy	Bank/Finance	Others
BP Amoco	3	Aftenposten	City of Motala	BKK	SEB	AstraZeneca
Chevron Texaco	Bite GSM	Aftonbladet	City of Tampere	Fortum	Alfred Berg	Carmen Systems
ConocoPhillips	Ericsson	Agderposten	CSC Scientific	Lithuanian Energy	AP Pension	CSC (SAS)
Norsk Hydro	Finnet	Bergens Tidene	Dansk Jordbrugsforskning	Lyse Energy	Astrup Fearnly	Eniro
Shell	Flextronics	Bergensavisen	Defence	Statnett	Baltic Trust Bank	Felleskjøpet
Statoil	Lattelekom	Lithuania Radio and TV	Foreign office	Troms Energy	Bank of Finland	Fujitsu
Western Geco	Latvijas Mobilais Telefons	TV2	Hospitals	Vattenfall	DnB NOR	GENO
	NextGentel	YLE	Kriminalvårdsstyrelsen		FöreningSparbanken	H. Lundbeck
	Nokia		Lithanian Patent Bureau		Gyllenberg	Harald A. Møller
	Omnitel		Lithuanian Parlament		Lateko Banka	ICA
	Oulun Puhelin		Police		Latvijas Unibanka	MAN B&W
	Siemens		SMHI		Norges Bank	Microsoft
	Sonera		SSHP		Parex Bank	Orkla Foods
	TDC		Stavanger Commune		Rietumu Banka	Patria
	Telenor		Tampere University		Siauliu Bankas	Personec
	Telia		Technical Univerisity		Sparebank 1	Pfizer
	TeliaSonera		Toll		Tieto-Tapiola	Riksbbyggen
	Vodafone		Veikkaus		Vilniaus Bankas	Rikstoto
			Vilnius University			Skanska
			Ålborg Sygehus			TetraPak
						Tieto Enator
						WM-data
						Volvo

Tactics

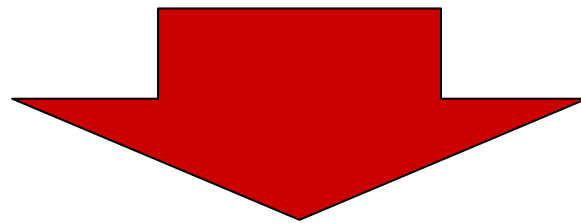
- More of the same
- More value add
- Simplicity/cost control



Key: Knowledge sharing

Everyone wants to deal with a specialist

We combine our specialist knowledge with deep knowledge of surrounding systems and solutions



The combination is the key

