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TRANSMODE LUK) CTD

This is a translated copy of the original Swedish Annual Report The Board of Directors and Chief Executive Officer of

# **Transmode Holding AB**

Corporate Identity Number 556588-9101

hereby present the

# **Annual Report**

for the financial year January 1 - December 31, 2012

I hereby certify that this is a true copy of the original.

Transmode Systems AB P.O. Box 42114 SE-126 14 Stockholm Sweden Corporate Id no 556587-0028 VAT SE556587002801 WED! WE WEDNESDAY



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# Directors' Report

The Board of Directors of Transmode Holding AB hereby submits the following Annual Accounts and Consolidated Accounts for the financial year January 1, 2012 - December 31, 2012 Unless specifically stated otherwise, all amounts in the Directors' Report are stated in millions of Swedish kronor (SEK m) The information in brackets is for the previous year

# The Group's Operating Activities and Structure

Transmode is a global provider of packet-optical networking solutions that enable fixed and mobile network operators to cost-effectively address the capacity needs created by the rapid growth in video and data traffic Transmode's solutions serve as important building blocks in next-generation, high-speed optical networks that support services such as fixed and mobile broadband, video delivery services and cloud computing

Transmode's solutions increase the capacity, flexibility and functionality of metro and regional networks, and are based on Wavelength Division Multiplexing (WDM) and various transport technologies, such as Ethernet Transmode's "Native Packet Optical 2 0" architecture, creates key advantages for customers such as cost-efficient Ethernet services, extremely low latency, low power consumption and future-proof network design

Transmode has installed more than 40,000 systems since 2000 for over 500 fixed and mobile operators, cable TV operators, Internet service providers and large enterprises and public institutions in more than 45 countries globally. Infonetics Research currently estimates that Transmode's main market of metro WDM equipment will grow by an average of 11% in 2011-2016.

Transmode conducts its operations from its head quarters in Stockholm, Sweden, where product development, production, marketing, sales, aftermarket support, logistics, administration and corporate management are located Transmode also has local resources in the UK, Germany, Poland, the Netherlands, Italy, Spain, France, Russia, Malaysia, Finland, Mexico, Thailand and Japan, as well as a support and service center in Dallas, US. The company sells direct to end-customers and via resellers.

At year-end 2012, Transmode had 269 employees, an increase of 41 on year-end 2011 Most of the increase relates to the product development, sales and supply departments

Transmode's share (TRMO) has been quoted on NASDAQ OMX Stockholm since May 2011

For more information on the company and a technical glossary, see www transmode com-

## Significant Events in the Financial Year

#### Geographical Expansion

Independent analyst Infonetics Research estimates that Transmode's core market of Metro WDM equipment, worth some USD 4.9 bn, grew by some 1% worldwide measured in US dollars in 2012. This should be set against Transmode's sales increase of 10.2%, or 10.4% after adjusting for exchange rate fluctuations.

In 2012, Transmode added sales resources to all of its three regions, EMEA, the Americas and APAC Sales via NEC increased in the year, and the company did business in all regions jointly with NEC

#### Customers

Since 2000, Transmode has delivered to a total of over 500 network operators worldwide, and the company delivered to 311 network operators in 46 countries in the year. The accounts announced in 2012 include FMV of Sweden, XO Communications of the US and T-Mobile Austria.

## **Product Development**

In 2012, Transmode launched a senes of new, innovative products and solutions. The company continued to launch new Ethernet products and also strengthened its offening of products and solutions that enhance network flexibility. Products to enable information to be transmitted at 40 and 100 Gbit/s per wavelength were also launched in the fall. Transmode continued to hire staff for developing software and hardware, and in total, research and development expenses were 12.9% (12.6) of sales in 2012.

#### Other

Transmode received several awards in the year The company received the Global Telecom Business Innovation Award jointly with UK customer Virgin Media Business, Sweden's *Stora Exportpriset* ('Great Export Prize'), Swedish Telecom Vendor of the Year, and Sweden's *Guldmobil* ('Gold Mobile') in the category Company of the year

Transmode opened a support and service centre in Dallas, US in the year, which will provide a delivery service, tech support and training backed by Sweden

# **Ownership Structure**

At the end of the financial year, Transmode Holding AB's share capital was SEK 5,557,735, divided between 27,788,676 shares with a quotient value of SEK 0.20

According to Euroclear Sweden, the shareholders of Transmode Holding AB as of December 31, 2012 were

| Shareholders <sup>1)</sup>       | No of Outstanding<br>Shares | Proportion of Equity and Votes, % |
|----------------------------------|-----------------------------|-----------------------------------|
| Pod Investment AB                | 9,223,140                   | 33 2%                             |
| Lannebo fonder                   | 3,436,126                   | 12 4%                             |
| Swedbank Robur fonder            | 2,333,070                   | 8 4%                              |
| Nordea Bank Norge Nominee        | 2,042,842                   | 7 3%                              |
| Nordea Investment Funds          | 1,459,029                   | 5 2%                              |
| SEB Investment Management        | 796,651                     | 2 9%                              |
| AMF - Forsakring och Fonder      | 620,834                     | 2 2%                              |
| MSIL IPB Client Account          | 550,856                     | 2 0%                              |
| Handelsbanken Fonder AB RE JPMEL | 524,371                     | 1 9%                              |
| Riksbankens Jubileumsfond        | 520,000                     | 1 9%                              |
| Others                           | 6,281,757                   | 22 6%                             |
| Total                            | 27,788,676                  | 100 0%                            |

<sup>1)</sup> Foreign banks and other nominees may be registered for one or more clients, which may imply that the actual value of shares is not stated

For more information on share capital, refer to Note 23

# **Sales and Results of Operations**

#### Sales

Sales amounted to SEK 1,010 9 (916 9) m in 2012, which is growth of 10 2% (31 1) on 2011 Adjusted for exchange rate fluctuations, growth was 10 4% (38 4)

The increase was primarily in the Americas, where sales increased by 49 2%, and by 44 1% adjusted for exchange rate fluctuations. Sales in EMEA increased by 4 6%, and by 5 5% adjusted for exchange rate fluctuations. In APAC, which is still in a build-up phase, and where individual projects can cause more fluctuations between periods, sales decreased by 14 6%, and by 16 5% adjusted for exchange rate fluctuations.

In 2012, invoicing to the company's five largest customers, and where applicable, collections of several customers within the same group, represented 62 3% (58 1) of total invoicing, and the direct sales share was 77 6% (78 1) The indirect sales share via NEC continued to increase

#### **Results of Operations**

Gross profit for 2012 amounted to SEK 498 8 (462 9) m and gross margin was 49 3% (50 5) Overall, exchange rate fluctuations against the Swedish krona had a negative effect on gross profit of SEK 11 9 m net

Operating expenses, excluding other revenues and other operating expenses, were SEK 329 4 (296 7) m in 2012. The increase is primarily a result of the company's continued expansion. At the end of December 2012, the company had 269 (228) employees. Development expenses of SEK 42 7 (26 4) m were capitalized, and amortization of capitalized development expenses was SEK 18 2 (15 8) m.

Adjusted for the capitalization and amortization of development expenses, expenditure for research and development increased to SEK 155 0 (126 3) m, or by 22 7% on 2011

Other income of SEK 1 3 (2 2) m, mainly consists of net exchange rate gains of SEK 0 7 (1 6) m, of which gains on currency contracts were SEK 5 1 m (1 5 loss) and losses on the translation of balances with customers and suppliers of SEK 4 4 m (3 1 profit) Of other operating expenses in 2011, SEK 19 1 m were expenses related to the company's IPO on NASDAQ OMX Stockholm

Operating profit for the period was SEK 170 7 (149 1) m and operating margin was 16 9% (16 3) Excluding expenses related to the company's IPO on NASDAQ OMX Stockholm, operating profit in 2011 was SEK 168 2 m, or 18 3%

Profit for the year was SEK 139 2 (116 3) m, a 19 7% increase

In 2012, as in 2011, the company did not have any significant transactions with related parties

#### Cash Flow and Investments

Cash flow from operating activities was SEK 176 7 (139 4) m in 2012. This includes payments of SEK 3 7 (15.1) m made relating to the company's IPO on NASDAQ OMX Stockholm. Working capital at the end of the year was SEK 99 2 (81.6) m. In absolute terms, the year-on-year increase in working capital relates mainly to a decrease in accounts payable and other current liabilities, partly reduced by decreased accounts receivable.

Investments in tangible fixed assets in the year were SEK 9 8 (18 1) m. The lower investment level in 2012 is due to the majority of investments in 2011 relating to relocation of the company's operations to new premises in Stockholm. Investments in intangible fixed assets in the form of capitalized development expenses were SEK 42 7 (26 4) m.

After dividend paid of SEK 41 7 (29 8) m and the proceeds from the new share issue in tandem with conversion of warrants of SEK 3 6 (23 2) m, total cash flow for the period was SEK 84 6 (88 1) m

In 2011, the company utilized all deductible loss carry-forwards for which deferred tax assets were reported at year-end 2010. Accordingly, in 2012, the company was in a tax position that affected cash flow negatively

# Cash and Cash Equivalents, Financing

The group's cash and cash equivalents were SEK 376 8 (293 8) m at year-end 2012 Considering the company's good financial position, the previously arranged credit facility of SEK 30 m was not extended

As in 2011, there were no interest-bearing liabilities to credit institutions or for finance leases at year-end 2012

# Research and Development (R&D)

Transmode developed a series of new products and solutions in 2012 so it can address new applications and markets. As previously, product development largely focused on higher capacity and increased coverage, greater flexibility, integrated Ethernet functionality and WDM access. The development of a management and maintenance system for Transmode products was additional

Regarding increased capacity, the company launched products to enable the transmission of information at speeds of 40 and 100 Gbit/s per wavelength in metro and regional networks. Transmode's 100 Gbit/s solution builds on a industry standard, can be used in existing networks and combined with products for 1 and 10 Gbit/s.

To achieve greater flexibility in networks, during the year, Transmode launched a wavelength-Independent "colorless" ROADM product, thus enhancing its offening in flexible optical networks

Transmode's Ethernet products are based on its Native Packet Optical architecture that enables customers to transport Ethernet traffic cost-efficiently. In this segment, Transmode launched its second-generation architecture in the year, ready to use new protocols such as MPLS-TP and OTN

The TNM (Transmode Network Manager) initiative continued, with the focus on simplifying usage of Ethernet services and increasing the flexibility of networks. Resource planning, configuring services in several layers (Ethernet and optical) and simple fault-finding are some other keys segments that save time and cost for

customers. Transmode launched an enhanced solution under the Enlighten™ brand name in the year. This includes a network planning tool and enhanced functionality to include third-party software.

To participate in and support Swedish research projects within broadband communications, Transmode renewed its membership of SICT Center IBBC, a center of excellence at the ACREO contract research institute. Transmode is also a member of TM Forum, a trade organization promoting standardization in the management and maintenance segment, and MEF, which standardizes and certifies Ethernet products. The company also became a member of the ONF (Open Networking Foundation) in the year, which conducts standardization work relating to SDA (Software Defined Architecture)

# **Quality and Environment**

Transmode develops, manufactures, markets and sells high-quality packet-optical networking solutions that enable its customers to cost-effectively address capacity constraints in networks. Transmode will address, and endeavor to exceed, its customers' and other stakeholders' standards, needs and expectations.

Transmode's quality management system has ISO 9001 2008 and ISO 14001 2004 certification. This means that operations are controlled, monitored and continuously improved through regular reporting to management.

Transmode works systematically and proactively to reduce the company's environmental impact, and since 2009, has been measuring the company's yearly emissions of greenhouse gases in accordance with the Greenhouse Gas Protocol, the most internationally widespread tool to identify, quantify and manage emissions of greenhouse gases. Transmode endeavors to secure leadership in measuring, following up and reducing its energy consumption. Low energy consumption is also a key criterion for developing Transmode's products, because this means reduced environmental impact and lower cost for customers.

Transmode has been a member of the UN Global Compact since June 2011. This means the company is affiliated to the Compact's principles on human rights, labor law issues, countering discrimination, labor terms, the environment and combating corruption. Transmode implemented a whistleblower function and Code of Conduct in 2012, based on the ten principles of the Global Compact. The company also continued implementation of its Supplier Conduct Principles. Additionally, the company compiled and published its first Sustainability Report, which reviews its CSR-related activities in 2011, according to Global Reporting Initiatives guidelines, GRI G3.1 for level C.

Transmode conducted its yearly customer satisfaction survey, and in 2012 achieved a improved customer satisfaction index of 80 (79) on a 1-100 scale, that again is a world class result according to the analysis company CFI Group

### **Human Resources**

Transmode's continued expansion in 2012 meant that by December 31, the company had 269 employees, up by 41 (31) since December 2011 Most of this increase relates to the product development, sales and supply departments. The average number of full-time employees in 2012 was 255, against 217 in 2011.

The employee satisfaction survey conducted in 2012 resulted in a global ESI (Employee Satisfaction Index) of 77 (76), a very positive outcome according to the company's collaboration partner (the average for comparable companies is 60-65)

The salary and remuneration guidelines for senior managers of the group approved by the AGM 2012 are stated in Note 30. The guidelines that the Board of Directors is proposing to the AGM 2013 are essentially consistent with the guidelines approved in 2012.

## **Operating Risks and Uncertainty Factors**

#### **Operating Risks**

In its operations, Transmode is exposed to certain risks that can affect its business, earnings or financial position. Transmode has established a process for the identification of risks and for decisions regarding their management. The company's most important risks, and how they are managed, are reviewed below.

The company's market is changing rapidly, and competition is intense. Thus, the company's capacity to anticipate market needs and to modify its technology solutions accordingly, is of central significance to its continued success. This is why Transmode has dedicated product management and marketing resources to monitor market trends to ensure the fastest possible market introduction of the company's products, and that such products satisfy customer standards and needs

The sales cycle of Transmode's products to new customers is fairly lengthy, while its advance planning for orders from existing customers is short. However, Transmode has a broad customer base, which is highly stable, and a significant portion of the company's total sales are sourced from regular repeat orders from existing customers. Transmode diversifies risks further through its end-customers operating different business models and being active on differing geographical markets, which also counteracts a small number of customers representing a fairly high share of sales.

By the nature of its operations, Transmode is dependent on its capacity to hire and retain skilled staff Therefore, the company endeavors to be an attractive employer, with a good working environment and employment terms on market levels

Transmode is also dependent on a limited group of external suppliers of components and product assembly Transmode reduces this dependency by retaining its core technology skills in-house and endeavoring to collaborate with alternative suppliers

Operations are also dependent on smooth-functioning IT infrastructure, partly for the company's ongoing research and development, but also to ensure an effective delivery process. Accordingly, IT security is a high priority and Transmode has contingency planning for disruptions due to unforeseen events in the form of predetermined continuity plans. These continuity plans also cover other parts of operations at the head office in Stockholm, which in combination with insurance cover, are intended to mitigate the negative effect of potential disruptions.

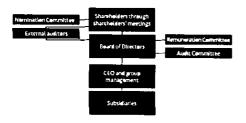
#### Financial Risks and Risk Management

Through its international operations, Transmode is exposed to financial risks, which are managed according to policies prepared by the Board of Directors. Exposure primarily consists of funding, credit and currency risks. For information on financial risks and risk management, see Note 31 of the Annual Accounts and under "Internal Control over Financial Reporting" in the Corporate Governance Report.

# **Corporate Governance Report**

Transmode Holding AB (publ) is a public company with subsidiaries in seven countries whose shares have been trading on NASDAQ OMX Stockholm since May 2011. The foundation of governance of the company primarily consists of external regulation in Sweden and foreign countries, an established corporate governance structure and internal regulations and policies.

### Transmode's Corporate Structure



Examples of external regulations that influence the corporate governance of Transmode

- The Swedish Companies Act (SFS 2005 551)
- The Swedish Code of Corporate Governance (available at www bolagsstyrning se)
- NASDAQ OMX Stockholm's Rules for Issuers (available at www nasdagomx com)

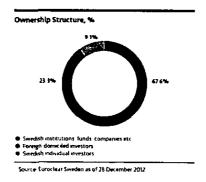
Examples of internal regulations that influence the corporate governance of Transmode

- Articles of Association
- The rules of procedure of the Board of Directors with CEO's instructions and Board Committees' rules of procedure
- Ethical guidelines
- Accounting Manual
- Corporate Communication and Finance Policies

Transmode does not comply with the Swedish Code of Corporate Governance in only one respect, namely rule 2.4, which stipulates that a Board member should not be Chairman of the Nomination Committee. In Transmode's case, Board member Tom Nyman has been appointed Chairman of the Nomination Committee, justified by the Nomination Committee considering that it is natural for a representative of the largest shareholder, Pod Investment AB, to also be Chairman of the Nomination Committee because participation in the Nomination Committee is a central component of exercising ownership

#### **Shareholders**

As of December 31, 2012, Transmode had some 1,900 shareholders, which held a total of 27,788,676 shares of the company



(foreign banks and other nominees may be recorded for one or more customers which may imply that the actual holder of the share is not stated)

#### Shareholders' Meeting

Shareholders exercise their right of influence over the company through entitlement to vote and take decisions at shareholders' meetings, partly at the annual meeting of shareholders, the Annual General Meeting (AGM), or at Extraordinary General Meetings (EGMs). The AGM of Transmode is held in the Stockholm region within six months of the end of the financial year, i.e. before the end of the month of June. EGMs can be summoned by the Board of Directors, the company's auditors or on demand by holders of at least 10% of the shares. The AGM resolves on issues including

- Adoption of the Annual Accounts
- · Appropriation of the company's profit or loss
- Discharging the Board members and CEO from liability
- Electing the Board of Directors and Chairman of the Board
- Electing the auditors
- Remuneration of the Board of Directors and Auditors
- · Guidelines for remunerating senior managers
- Other important issues, such as amendments of the articles of association and Nomination Committee

# Annual General Meeting

The AGM on April 16, 2012 re-elected Kent Sander as Chairman of the Board and Eva Lindqvist, Torbjorn Nilsson, Tom Nyman, Axel Roos and Gerd Tenzer as Board members. In addition, Kevin Taylor, President of British Telecom Asia Pacific, was elected as a Board member. Directors' fees were resolved of SEK 325,000 to the Chairman Kent Sander, SEK 300,000 to Board member Kevin Taylor, SEK 250,000 to Board member Gerd Tenzer and SEK 200,000 each to Board members Eva Lindqvist, Torbjorn Nilsson, Tom Nyman and Axel Roos. In addition, the Chairman was authorized to allocate SEK 180,000 for committee work if considered appropriate. The higher fees for foreign Board members is due to the greater time taken for them because they are domiciled in Germany, Gerd Tenzer, and Hong Kong, Kevin Taylor.

In addition, in accordance with the Board of Directors' proposal, the AGM resolved on a dividend of SEK 1 50 per share, or a total of SEK 41 7 m

Complete minutes are available at the company's website, www transmode com under "Corporate Governance"

#### **Nomination Committee**

The Nomination Committee procedure adopted at the AGM in April 2012 means that

- . The company should have a Nomination Committee consisting of four members
- The members of the Nomination Committee should be appointed by each of the three largest shareholders that wish to appoint such member and the Chairman of the Board
- The Nomination Committee's term of office extends until a new Nomination Committee is appointed
- Unless the members agree otherwise, the Chairman of the Nomination Committee should be the member appointed by the largest shareholder
- The Nomination Committee should be constituted based on shareholder statistics as of the final banking
  day of August 2012 and other shareholder information available to the company at this date. The
  names of the appointed members of the Nomination Committee and the shareholders they represent
  should be published as soon as they are appointed, although at the latest six months prior to the AGM

If, during the Nomination Committee's term of office, one or more of the shareholders that have appointed members of the Nomination Committee is no longer one of the three largest shareholders in terms of the number of votes, the members appointed by these shareholders should make their places available and the shareholder(s) that has (have) become one of the three largest shareholders should be entitled to appoint their members. Unless there are special circumstances, no amendments to the composition of the Nomination Committee should take place if only marginal changes in the numbers of votes have occurred or if the change happens later than three months prior to the Meeting

The complete nomination procedure of the Nomination Committee is stated on the company's website www transmode com under "Corporate Governance" Based on the above nomination process, on 12 October 2012, Transmode reported that the company's Nomination Committee for the AGM 2013 has the following members Mats J Andersson (appointed by Nordeas Fonder), Johan Lannebo (appointed by Lannebo Fonder), Tom Nyman (appointed by Pod Investment AB) and the Chairman, Kent Sander The Nomination Committee has appointed Tom Nyman as its Chairman

The primary duty of the Nomination Committee is to prepare proposals on the following matters to be submitted to the AGM 2013 for decision

- · Proposal for the Chairman of the AGM
- · Proposal for the Board of Directors
- Proposal for the Chairman of the Board
- Proposal for fees and other remuneration for Board work to each of the Board members and remuneration for committee work
- · Proposal for auditors
- · Proposal for fees to auditors
- Proposal for a nomination procedure for the AGM 2014

#### **Board of Directors**

After the shareholders, Transmode's Board of Directors is the company's chief decision-making body. According to Transmode's Articles of Association (see www transmode com under "Corporate Governance"), the company's Board of Directors should consist of a minimum of three and a maximum of eight members.

The duties of the Board of Directors are formalized primarily by the Swedish Companies Act, the Swedish Code of Corporate Governance and the Board of Directors' rules of procedure that are adopted at least once per year by the Board. The Board has overall responsibility for the company's organization and administration of the company's affairs, and has the duty of setting strategies and objectives. The Board of Directors should approve internal control instruments in the form of policies and instructions, for example, and should ensure that the company has adequate internal controls. The Board of Directors' other duties include.

- Responsibility for the company's organization and administration of the company's affairs
- Ongoing evaluation of the company and its financial position
- Ensuring that the company's organization is designed so that book-keeping, management of funds and financial circumstances otherwise are satisfactorily controlled
- Continuously verify that delegated duties can be performed
- Evaluate operational management and supervise succession planning

- Decide on acquisitions and divestments of operations and other major investments
- Determine the division of responsibility between the Board of Directors and committees and Chief Executive Officer
- Present written instructions for when and how information that is necessary to evaluate the company's financial position should be gathered and reported
- Adopt instructions for Remuneration Committee and the Audit Committee and approve significant assignments for the Chief Executive Officer outside the company hand
- Conduct a risk identification process for the company on a yearly basis

The Chairman of the Board is responsible for the Board of Directors fulfilling its obligations and duties as above in accordance with applicable laws and ordinances

According to the rules of procedure, the Board of Directors should hold at least five Board meetings over and above the Board meeting following election. The Chairman of the Board is responsible for more meetings being held if necessary. The Chief Executive Officer and the group's Chief Financial Officer normally attend Board meetings and other members of Group Management participate depending on the agenda of the meeting.

In 2012, the work of the Board was primarily focused on items including product and business strategy, the organization, identifying risks and international expansion, primarily in the Americas and APAC Permanent items on the Board of Directors' agenda include business conditions and financial updates

Each year, the Board of Directors conducts an appraisal of the work of the Board of Directors and the Chairman of the Board. This appraisal illuminates the working methods and orientation of the work of the Board of Directors and the access to, and need for, special competence on the Board of Directors. Where necessary, the Board of Directors gains assistance from external resources for the appraisal process. The results of the appraisal process are reported to the Board of Directors, Nomination Committee and Remuneration Committee, and provides support for nomination work for the composition and remuneration of the Board of Directors.

The Chairman of the Board is responsible for setting an agenda for each Board meeting and for satisfactory decision-support material being prepared and distributed by the Chief Executive Officer to the members in good time before the meeting. The Chairman leads the Board meeting and ensures that all members have been offered the opportunity to express their opinions. In addition, the Chairman ensures that opinions presented and decisions reached are reflected accurately in the Board minutes. After having verified the minutes, the Chairman ensures that the minutes are approved and distributed to all members. The Chairman is also responsible for following up that decisions taken are executed. The Chairman of the Board should also ensure that the members undergo the necessary training and ongoing education, and for potential contacts with the company's principal owners.

#### **Committees**

There are two Committees within the Board of Directors, the Remuneration Committee and the Audit Committee

# The Remuneration Committee

The Remuneration Committee, which is appointed by the Board of Directors, has three members. Kent Sander, who is Chairman, Torbjörn Nilsson and Tom Nyman. The Board of Directors has approved instructions, which stipulate that the members of the Remuneration Committee must be non-affiliated to Transmode and its management, with the exception of the Chairman of the Board if he/she is a member of the Remuneration Committee Torbjörn Nilsson, Tom Nyman and Kent Sander are all non-affiliated to Transmode and its management. Normally, the Remuneration Committee holds one meeting per year. The Chief Executive Officer normally attends Nomination Committee meetings.

The Nomination Committee is responsible for consulting on and discussing matters regarding salary, bonus, pension, severance pay and incentive programs for the Chief Executive Officer and other senior managers that report directly to the Chief Executive Officer. The Nomination Committee is also responsible for

- Submitting proposals to the Board of Directors for resolution by the AGM on principles regarding remuneration and other employment benefits for senior managers
- Monitoring and following up on initiated programs are being complied with and having their intended effect
- Performing other duties that the Board of Directors assigns to the Remuneration Committee

The Chairman of the Nomination Committee is responsible for minutes being taken at meetings, their approval and distribution, and that there is ongoing reporting to the Board of Directors

#### The Audit Committee

The Audit Committee, which is appointed by the Board of Directors, has three members. Tom Nyman, who is Chairman, Eva Lindqvist and Kent Sander. The Board of Directors has adopted instructions that stipulate that a majority of the members of the Audit Committee must be non-affiliated to Transmode and its management. In addition, at least one of the members of the Audit Committee, who is non-affiliated to the company and its management, must also be non-affiliated to the company's major shareholders and possess auditing or accounting competence. Both Eva Lindqvist and Kent Sander are non-affiliated to Transmode, its management. and the company's major shareholders, and all members are considered to possess auditing or accounting competence

Normally, the Audit Committee holds at least four meetings per year Normally, the group's Chief Financial Officer attends Audit Committee meetings and the company's auditors attend when necessary

The primary duties of the Audit Committee are to consult on matters related primarily to the audit, accounting, financial information, the company's risk situation and internal control system, and has responsibilities including

- Supporting the nomination and election of external auditors and evaluating the results of the audit and the external auditors' independence
- Verifying the consistency of accounting principles with generally accepted auditing standards, applicable laws and ordinances
- Monitoring end scrutinizing internal controls and discussing their effectiveness
- Consulting on the annual evaluation of potential needs for an internal audit function
- Discussing the principles of risk evaluation and risk management and the scope and focus of audit work, with the external auditors and senior managers
- Meet with external auditors at least once per year without senior managers being present
- Perform other duties that the Board of Directors assigns the Audit Committee

The Chairman of the Audit Committee is responsible for minutes being taken at meetings, their approval and distribution, and that there is ongoing reporting to the Board of Directors

Composition of the Board of Directors and its Committees, April 2012 - April 2013

| <u>Name</u>      | Elected Yr | Non-affiliated*  | Board    | Rem Comm | Aud Comm | Remun ***   |
|------------------|------------|------------------|----------|----------|----------|-------------|
| Kent Sander      | 2009       | Yes              | Chairman | Chairman | Member   | SEK 385,000 |
| Torbjorn Nilsson | 2010       | Yes              | Member   | Member   | -        | SEK 210,000 |
| Tom Nyman****    | 2005       | No <sup>1)</sup> | Member   | Member   | Chairman | SEK 270,000 |
| Eva Lindqvist    | 2008       | Yes              | Member   | -        | Member   | SEK 240,000 |
| Axel Roos****    | 2011**     | No <sup>2)</sup> | Member   | -        | -        | SEK 200,000 |
| Gerd Tenzer **** | 2008       | Yes              | Member   | -        | -        | SEK 250,000 |
| Kevin Taylor     | 2012       | Yes              | Member   |          |          | SEK 300,000 |

<sup>\*</sup> All members are non-affillated to the company and its senior managers according to the definition of the Swedish Code of Corporate Governance, point 4.4. Non-affiliation in the table above reflects non-affiliation to major shareholders according to the definition in the Swedish Code of Corporate Governance, point 4.5

#### Board Members' Attendance in 2012

| Name             | Board Meetings* | Remuneration Committee | Audit Committee |
|------------------|-----------------|------------------------|-----------------|
| Kent Sander      | 9/9             | 2/2                    | 7/7             |
| Torbjorn Nilsson | 9/9             | 1/1**                  |                 |
| Tom Nyman        | 9/9             | 2/2                    | 7/7             |
| Eva Lindqvist    | 7/9             |                        | 7/7             |
| Axel Roos        | 9/9             |                        |                 |
| Gerd Tenzer      | 8/9             |                        |                 |
| Kevin Taylor     | 3/8**           |                        |                 |

<sup>\*</sup> Including 2 telephone conferences but excluding per capsularn meetings. In 2011, the corresponding numbers were 18 Board meetings. Including 10 telephone conferences

\*\* Elected in April 2012, the number of meetings is the number after election

<sup>\*\*</sup> Deputy Board member since 2005

\*\*\* Refers to the period from the AGM 2012 to the AGM 2013, including remuneration for committee work, where applicable

\*\*\*\* Refers to the period from the AGM 2012 to the AGM 2013, including remuneration for committee work, where applicable

\*\*\*\* Remuneration paid to a German company wholly owned by Gerd Tenzer, and to Pod Investment AB for Tom Nyman and Axel Roos

<sup>1)</sup> Tom Nyman is an employee of Pod Investment AB, which holds 33 2% of the shares of Transmode as of December 31, 2012. Tom Nyman Holding AB, a company owned by Torn Nyman, holds 10 0% of the shares of Pod Investment AB

<sup>2)</sup> Axel Roos an employee of Pod Investment AB, which holds 33 2% of the shares of Transmode as of December 31, 2012 Gravhögen AB, a

company owned by Axel Roos, holds 10 0% of the shares of Pod Investment AB

For information on each Board members' holdings of shares and options, age and other assignments etc., see page 59 in the printed Annual Report

# **Chief Executive Officer and Group Management**

The Chief Executive Officer (CEO) Karl Thedéen leads daily work and is responsible for operations being run in accordance with the Board of Directors' guidelines and instructions. Over and above Board meetings, the CEO maintains regular contacts, primanly with the Chairman of the Board, and also other Board members, regarding the company's progress and financial position. For example, on two occasions, the CEO met Board member. Kevin Taylor in Asia. Over and above informal meetings, the CEO and management held a total of 31 (28) meetings where minutes were taken in 2012.

For information on each member of Group Management's shareholdings, age and other assignments etc , refer to page 60-61 in the printed Annual Report

#### Audd

The AGM 2009 elected audit firm PricewaterhouseCoopers (PwC) as auditor with Ulf Pettersson as Auditor-in-Charge for a four-year period until the AGM 2013 Ulf Pettersson was born in 1959, has been an Authorized Public Accountant since 1990, and has been the company's auditor since 2005 Accordingly, in accordance with the Swedish Annual Accounts Act ("auditor's term of office"), a new Auditor-in-Charge must be appointed at the AGM 2013

Ulf Pettersson regularly meets the Audit Committee, on 5 (3) occasions in 2012, and reports his observations from the audit to the whole Board of Directors at least once per year. At that time, the auditor also meets the Board of Directors without the attendance of management.

In March 2012, PwC presented its Audit Report for Transmode Holding AB (publ) for the audit of the Annual Accounts, the Consolidated Accounts and the accounting records and the Board of Directors' and Chief Executive Officer's administration of the company. In addition, PwC conducted a summary review of the company's Interim Report for the period January-June 2012. Moreover, in fall 2012, PwC conducted its annual audit of the company's administration and internal controls and a preparatory review of the annual financial statements for 2012. The audit of annual accounting documentation for legal entities outside Sweden is conducted in accordance with legal requirements and other applicable regulations of each country.

#### **Internal Control over Financial Reporting**

The primary purpose of internal control is to ensure compliance with applicable laws and ordinances. In addition, internal control is intended to ensure that financial reporting provides a high level of reliability of the company's financial position, and thus constitutes good supporting data for shareholders, the Board of Directors, Group Management and other decision-makers in the company. In addition, internal control should ensure that the company's operations are organized and conducted in a way that enables significant risks to be identified and managed so that losses and embezzlement of assets is avoided. This so that financial and other operational goals can be achieved.

The Board of Directors of Transmode bears overall responsibility for preparing an effective system of internal controls. Responsibility for maintaining an effective daily control environment is delegated to the Chief Executive Officer, who in turn, has delegated functionally specific responsibility to other managers of the group

Responsibilities and authorizations are defined in documents including policies, manuals, authorization manuals and procedural descriptions, for example, the following documents approved by the Board of Directors "Instructions for the Chief Executive Officer," "Rules of Procedure for the Board of Directors," "Financial Manual" and "IT, Finance and Corporate Communication Policies" With laws and other external regulations, the aforementioned internal guidelines are the control environment that all Transmode employees shall comply with

#### **Control Activities**

Apart from the audit conducted by the external auditor and monitoring of the internal control environment, an internal follow-up and inspection of the company's main processes according to internal guidelines is conducted regularly. The internal follow-up is conducted by staff specifically trained for the purpose within the auspices of the company's ISO certification, and then always, by staff from outside the inspected function. In addition, regular verification of certification authorization is conducted through automated IT checks or by accounting staff.

Monitoring operations and variance analysis is conducted at all levels in the company, from cost centre level by each cost centre manager to group level by the group's central accounting and controller functions. Inspections are facilitated by centralization of operations, through means including all invoicing to customers being from Sweden, and that basically all assets being held in the Swedish operation with a joint accounting organization.

The risks within each functional manager's area of responsibility are regularly discussed by group management and primarily reported to the Audit Committee, and subsequently, by the Board of Directors. The risks are compiled and presented on what is termed a "risk map," a three-dimensional representation grouping each risk depending on its "likelihood," "effect" and "action taken." Normally, the "risk map," is a discussion point for Audit Committee meetings, and is the basis for reporting at Board meetings.

In accordance with the Swedish Code of Corporate Governance, each year, the Board of Directors evaluates the potential need for an internal audit function. Again in 2012, the Board of Directors' judgment was that against the background of factors including the aforementioned control activities, the company's size and limited complexity, a dedicated internal audit function is not necessary or economically justifiable

#### Financial Reporting end Communication

Group management follows the company's financial progress continuously, and the Board of Directors does so monthly with the aid of a structured reporting process of monthly financial statements and key ratios, and reviews at Board meetings. Estimates against the company's targets and market expectations, i.e. compared to the analysts that regularly monitor the company, are also presented and discussed at Board meetings.

Internal reporting is primarily conducted at customer, product, geographical and functional levels. Responsibility for following up against predetermined targets primarily rests with the controller function in collaboration with the sales organization for customer and regional levels, in collaboration with the product development and research and development functions for product levels and in collaboration with each functional manager for functional levels. From the company's perspective, the risks and opportunities for different customers are equivalent, and accordingly, internally and externally, the company only reports gross profit and operating profit for a single segment, i.e. for the company overall. The company's Chief Executive Officer is responsible for these profit levels.

The company's Interim Reports and Annual Report are discussed firstly by the Audit Committee before decision by the Board of Directors. The presentation and content of external information is controlled by factors including the Swedish Companies Act, international standards, the listing agreement with NASDAQ OMX Stockholm and the corporate communication policy adopted by the Board of Directors.

## **Parent Company**

Parent company Transmode Holding AB owns and manages shares in subsidiaries and also sells certain intragroup services to subsidiaries. At year-end 2012, the parent company had 13 (10) employees

In 2012, parent company sales were SEK 20 0 (22 4) m, all invoicing of services sold to subsidiaries. In 2011, administrative expenses included SEK 19 1 m of non-recurring expenses relating to the company's IPO on NASDAQ OMX Stockholm. Operating loss was SEK -5 7 (-22 2) m

The parent company's profit for the year was SEK 0 6 (36 3) m

At the end of the reporting period, the parent company held SEK 116 7 (100 3) m of cash and cash equivalents

#### Significant Events after the End of the Financial Year

Since year-end 2012, the company has reported that it has delivered 100 Gbit/s equipment to several metro and regional networks. FNE-Finland Oy has installed this equipment and the first order from a customer in North America has also been received.

Transmode also announced that SpringNet, a US vendor of high-speed services for metro networks, has upgraded its optical network using Transmode's TM-series and its technology for ROADM-based flexible optical networks

Transmode has been certified by the Metro Ethernet Forum (MEF) for the new Carrier Ethernet 2 0 (CE 2 0) standard, which enables advanced Ethernet services

After the end of the reporting period, Transmode recruited Ingrid Nordmark as its new Vice President of R&D and Johan Wilsby as its new CFO. The company also appointed its current UK & Ireland Vice President of Sales Mark Burton as its new Vice President of Sales for Europe

# **Dividend**

The Board of Directors has decided to propose a dividend of SEK 1 80 (1 50) per share to the AGM, corresponding to a total of SEK 50 0 (41 7) m. This dividend corresponds to 36% (36) of profit for the year

According to the dividend policy approved by Transmode's Board of Directors, Transmode's goal is to pay yearly dividends over time that amount to 25-50% of profit for the year for the previous financial year

#### Outlook

Transmode's market is driven by the underlying increase in data traffic, driven by video applications, business services, cloud computing and mobile broadband. Accordingly, there is a continued need for investment in equipment that increases the capacity of optical fiber networks. At present, there is nothing to suggest that the underlying drivers are weakening. However, due to macroeconomic concerns primarily in Europe, the company did note some market slowdown in the second half-year 2012, as previously reported. However, in recent months, there has been some recovery, but the company is continuing to monitor the market closely

# **Proposed Appropriation of Profits of Transmode Holding AB**

The following funds are at the disposal of the Annual General Meeting (SEK)

| Share premium reserve | 126,990,122 |
|-----------------------|-------------|
| Retained profits      | -42,621,420 |
| Profit for the year   | 619,766     |
| Total                 | 84,988,468  |

The Board of Directors proposes that the funds at the disposal of the Annual General Meeting are appropriated as follows

| - dividend of SEK 1 80 per share, total | 50,019,617 |
|---|------------|
| - carried forward                       | 34,968,851 |
| Total                                   | 84,988,468 |

Because the Board of Directors is proposing that the AGM on April 15, 2013 resolves on a dividend of SEK 1 80 per share, the Board of Directors hereby makes the following statements in accordance with chap 18 § 4 of the Swedish Companies Act

The Board of Directors considers that there is full coverage for the company's restricted equity after the proposed distribution of profits. The Board of Directors considers that the proposed dividend to shareholders is justifiable in terms of the parameters stated in chap. 17 § 3 second and third paragraphs of the Swedish Companies Act (concerning the nature, scope and risks of operations and need to strengthen the Balance Sheet, liquidity and financial position otherwise)

The Board of Directors judges that the company's and the group's equity after the proposed distribution of profits will be sufficient in relation to the nature, scope and risks of operations. In this context, the Board considers factors including the company's and group's historical performance, budgeted performance, investment plans and economic conditions.

The proposed dividend represents 59% of the parent company's non-restricted equity and 9% and 8% of the parent company's and group's total equity respectively. The company's and group's equity/assets ratio is good in the context of prevailing circumstances in the sector. Against this background, considering the group's need for investment and liquidity according to its adopted plans, the Board thinks that the company and group will continue to retain strong balance sheets also after the dividend is paid.

The Board has also considered other known circumstances that may be significant to the company's and group's financial position and that are not considered within the above framework. Accordingly, no circumstances have arisen that would imply that the proposed dividend does not appear justifiable.

Regarding the company's results of operations and financial position otherwise, the reader is referred to the following Income Statements and Balance Sheets with associated notes. The Annual Accounts and Consolidated Accounts were approved for issue by the Board of Directors on March 22, 2013. The Parent Company and Consolidated Income Statement and Balance Sheet will be subject to adoption at the Annual General Meeting on April 15, 2013.

# **Board of Directors' Certification and Signatures**

The undersigned hereby certify that the Consolidated Accounts and Annual Accounts have been prepared in accordance with IFRS (International Financial Reporting Standards) as endorsed by the EU and generally accepted accounting practice, and give a true and fair view of the group's and the company's financial position and profits, and that the Group Directors' Report and Directors' Report give a true and fair view of the progress of the group's and company's operations, financial position and results of operations, and review the essential risks and uncertainty factors facing the companies in the group

Stockholm, Sweden, March 22, 2013

Kent Sander

Chairman of the Board

Eva Lindqvist Board member

Torbjorn Nilsson Board member

Tom Nyman Board member

Axel Roos Board member

Kevin Taylor Board member

Gerd Tenzer Board member Karl Thedéen

Chief Executive Officer

Our Audit Report was presented on March 23, 2013

PricewaterhouseCoopers AB

Ulf Pettersson Authorized Public Accountant

# **Consolidated Income Statement** For the financial year as of December 31

| SEK m                                     | Note             | 2012            | 2011   |
|---|------------------|-----------------|--------|
| Sale of goods                             |                  | 961 7           | 872 5  |
| Sale of services                          |                  | 49 2            | 44 4   |
| Total sales                               | 3                | 1,010.9         | 916.9  |
| Total Sales                               | ,                | 2,010.5         | 310.5  |
| Cost of goods and services provided       | 5                | -521 1          | -454 0 |
| Gross profit                              |                  | 498.8           | 462.9  |
| Other income                              | 4                | 13              | 2 2    |
| Research and development costs            | 7                | -130 <b>5</b>   | -1158  |
|   |                  |                 |        |
| Selling expenses                          |                  | -166 0<br>-32 0 | -148 9 |
| Administrative expenses                   | •                |                 | -32 0  |
| Other operating expenses                  | 4                | 00              | -19 3  |
| Operating profit/loss                     | 5, 6, 7, 8       | 170.7           | 149.1  |
| Financial income                          | 9                | 66              | 59     |
| Financial expenses                        | 9                | -0 4            | -02    |
| Net financial income/expenses             |                  | 6.2             | 5.7    |
| Taxes                                     | 10               | -37 7           | -38 5  |
| laxes                                     | 10               | -3//            | -38 5  |
| Profit for the year                       |                  | 139 2           | 116.3  |
|   |                  |                 |        |
| Attributable to                           |                  |                 |        |
| Equity holders of the parent company      |                  | 139 2           | 116 3  |
|   |                  |                 |        |
| Earnings per share                        | 11               |                 |        |
| - basic                                   |                  | 5 02            | 4 47   |
| – diluted                                 |                  | 5 01            | 4 26   |
|   |                  |                 |        |
| <b>Consolidated Statement of Com</b>      | nroboncivo In    | rome            |        |
| For the financial year as of December 31  | prenensive in    | COINC           |        |
| ,   |                  |                 |        |
| SEK m                                     | Note             | 2012            | 2011   |
| Profit for the year                       |                  | 139.2           | 116.3  |
| rone for the year                         |                  | 155.2           | 110.5  |
| Other comprehensive income                |                  |                 |        |
| Translation difference                    |                  | -0 1            | -0 1   |
| Other comprehensive income for the perio  | d, net after tax | -0.1            | -0.1   |
| Total comprehensive income for the period | d                | 139.1           | 116.2  |
| Attributable to                           |                  |                 |        |
| Equity holders of the parent company      |                  | 139 1           | 116 2  |
| Equity notices of the parent company      |                  | 135 1           | 110 2  |

# **Consolidated Statement of Financial Position**

as of December 31

| SEK m  | Note       | 2012                  | 2011                   |
|--|------------|-----------------------|------------------------|
| ASSETS   |            |                       |                        |
| Fixed assets   |            |                       |                        |
| Intangible assets  | 14         |                       |                        |
| Goodwill   | 15         | 88 4                  | 88 4                   |
| Capitalized development expenses   |            | 64 2                  | 39 7                   |
| Technology   |            | 10 6<br><b>163.2</b>  | 15 3<br><b>143.4</b>   |
| Tangıble assets  | 13         | 103.2                 | 143.4                  |
| Leasehold improvements   | 13         | 2 2                   | 23                     |
| Machinery and equipment  |            | 19 9                  | 169                    |
| The state of the s |            | 22.1                  | 19.2                   |
| Financial assets   |            |                       |                        |
| Deferred tax asset   | 10         | 12                    | 08                     |
| Other financial assets   | 16         | 26                    | 12                     |
|  |            | 3.8                   | 2.0                    |
|  |            |                       |                        |
| Total non-current assets   |            | 189.1                 | 164.6                  |
| Current assets   |            |                       |                        |
| Inventories  | 18         | 99 4                  | 97 8                   |
| Accounts receivable  | 19         | 150 4                 | 166 4                  |
| Other current receivables  | 20         | 27 4                  | 25 6                   |
| Prepaid expenses and accrued income  | 21         | 8 1                   | 67                     |
| Cash and cash equivalents  | 22         | 376 8                 | 293 8                  |
| Total current assets   |            | 662.1                 | 590.3                  |
| TOTAL ASSETS   |            | 851.2                 | 754.9                  |
| EQUITY AND LIABILITIES   |            |                       |                        |
| Equity attributable to equity holders  |            |                       |                        |
| of the parent company  | 12, 17, 23 |                       |                        |
| Share capital  |            | 5 6                   | 5 5                    |
| Unregistered share capital   |            | 5.45.0                | 00                     |
| Other contributed capital  |            | 646 0                 | 642.5                  |
| Translation difference   |            | -0 9<br>17 0          | -08                    |
| Accumulated profit or loss  Total equity   |            | -17 9<br><b>632.8</b> | -115 4<br><b>531.8</b> |
| rotal equity   |            | 032.6                 | 331.6                  |
| Long-term liabilities  | 24         |                       |                        |
| Other provisions   | 25, 26     | 4 4                   | 4 2                    |
| Deferred tax liability   | 10         | 27 9                  | 40                     |
| Total long-term liabilities  |            | 32.3                  | 8.2                    |
| Current liabilities  |            |                       |                        |
| Accounts payable   | 27         | 93 0                  | 110 2                  |
| Tax liability  |            | 0 5                   | 11 2                   |
| Provisions   | 25         | 21 2                  | 11 4                   |
| Other current liabilities  | 27         | 11 4                  | 13 7                   |
| Accrued expenses and deferred income   | 28         | 60 0                  | 68 4                   |
| Total current liabilities  |            | 186.1                 | 214.9                  |
| TOTAL EQUITY AND LIABILITIES   |            | 851.2                 | 754.9                  |

For information on the group's pledged assets and contingent liabilities, see Note 29

# **Consolidated Statement of Cash Flows**

as of December 31

| SEK m  | Note         | 2012                        | 2011                 |
|--|--------------|-----------------------------|----------------------|
| Cash flow from operating activities  |              |                             |                      |
| Profit/loss after financial items  |              | 176 9                       | 154 8                |
| Adjustment for non-cash items  |              |                             |                      |
| Depreciation and amortization  |              | 29 6                        | 25 4                 |
| Profit/loss from disposals and retirements   |              |                             |                      |
| of non-current assets  |              | 0 2                         | 0 2                  |
| Change in provisions   |              | 10 1                        | 66                   |
| Net financial income/expense   |              | -6 2                        | -5 6                 |
| Interest paid  |              | -0 1                        | -0 3                 |
| Interest received  |              | 78                          | 5 5                  |
| Other received/paid financial income/expense   |              | -0 4                        | 0.0                  |
| Income tax paid  |              | -33 8                       | -0 5                 |
| Cash flow from operating activities before   |              |                             |                      |
| changes in working capital   |              | 184.1                       | 186.1                |
| Increase(-)/decrease(+) in inventories   |              | -17                         | -27 9                |
| Increase(-)/decrease(+) in trade receivables   |              | 13 2                        | -81 5                |
| Increase(+)/decrease(-) in trade payables  |              | -18 9                       | 62 7                 |
| Cash flow from operating activities  |              | 176.7                       | 139.4                |
| Cash flow from investing activities  |              |                             |                      |
| Acquisitions of intangible assets  | 14           | -42 7                       | -26 4                |
| Acquisitions of tangible assets  | 13           | - <del>9</del> 8            | -18 1                |
| Change in other financial assets   |              | -1 5                        | -02                  |
| Cash flow from investing activities  |              | -54.0                       | -44.7                |
| Cash flow from financing activities  |              |                             |                      |
| New share issue  |              | 36                          | 23 2                 |
| Repurchase of options  |              | -                           | 0.0                  |
| Dividend to equity holders of the parent company   |              | -41 7                       | -29 8                |
| Cash flow from financing activities  |              | -38.1                       | -6.6                 |
| Tuesday / documents on and and analysis analysis and analysis analysis and analysis and analysis and analysis analysis analysis analysis and analysis analysis analysis and analysis analysis and analysis and analysis analysis analysis analysis analysis and analysis analy |              | 94.5                        | 00.4                 |
| Increase/decrease in cash and cash equivalents   |              | <b>84.6</b>                 | 88.1                 |
| Cash and cash equivalents, at beginning of year  | nt honuma    | 293 8                       | 206 0                |
| Exchange rate difference in cash and cash equivalents, Cash and cash equivalents, at end of year   | at beginning | от year -16<br><b>376.8</b> | -0 3<br><b>293.8</b> |
| casii anu casii equivalents, at enu oi year  |              | 3/0.0                       | 293.8                |

# **Consolidated Changes in Equity**

|   |         | Un-<br>registere | edOther    | Transl-<br>ation | Accum-      |        |
|---|---------|------------------|------------|------------------|-------------|--------|
|   | Share   | Share            | Contribute | d Differ-        | ulated      | Tota!  |
| SEK m                                     | Capital | Capital          | Capital    | ence             | Profit/loss | Equity |
| Opening balance                           |         |                  |            |                  |             |        |
| January 1, 2011                           | 4.9     |                  | 619.9      | -0 7             | -201.9      | 422.2  |
| Total comprehensive income                |         |                  |            |                  |             |        |
| for the period                            | -       | -                | -          | -0.1             | 116.3       | 116.2  |
| Transactions with shareholders            |         |                  |            |                  |             |        |
| New share issue                           | -       | 00               | 0.0        | -                | -           | 0.0    |
| New share issue in progress               | 06      | -                | 22 6       | -                | -           | 23 2   |
| Repurchase of options                     | -       | _                | 0 0        | -                | -           | 0.0    |
| Dividend                                  | •       | -                |            | -                | -29 8       | -29 8  |
| Total transactions with                   |         |                  |            |                  |             |        |
| shareholders                              | 0.6     | 0.0              | 22.6       | -                | -29.8       | -6.6   |
| Closing balance December 31, 2011         | 5.5     | 0.0              | 642.5      | -0.8             | -115.4      | 531.8  |
| Opening balance January 1, 2012           | 5.5     | 0.0              | 642.5      | -0.8             | -115.4      | 531.8  |
| Total comprehensive income                |         |                  |            |                  |             |        |
| for the period                            | -       | -                | -          | -0.1             | 139.2       | 139.1  |
| Transactions with shareholders            |         |                  |            |                  |             |        |
| Registration of share capital             | 00      | 00               | -          | -                | -           | 0 0    |
| New share issue                           | 01      | -                | 35         | -                | -           | 36     |
| Dividend to parent company's shareholders |         | -                |            | -                | -41 7       | -41 7  |
| Total transactions with                   |         |                  |            |                  |             |        |
| shareholders                              | 0.1     | 0.0              | 3.5        | -                | -41.7       | -38.1  |
| Closing balance December 31, 2012         | 5.6     |                  | 646 0      | -0.9             | -17.9       | 632.8  |

# Parent Company Income Statement for the financial year as of December 31

| SEK m                         | Note | 2012                | 2011             |
|-------------------------------|------|---------------------|------------------|
| Sale of services Total sales  |      | 20 0<br><b>20.0</b> | 22 4             |
| total sales                   |      | 20.0                | 22.4             |
| Other income                  | 4    | 06                  | 0.0              |
| Administrative expenses       |      | -26 3               | <del>-44</del> 6 |
| Operating profit/loss         | 6, 7 | -5.7                | -22.2            |
| Financial income              | 9    | 68                  | 71 5             |
| Financial expenses            | 9    | 0 0                 | 0 0              |
| Net financial income/expenses |      | 6.8                 | 71.5             |
| Taxes                         | 10   | 0 5                 | -13 0            |
| Profit for the year           |      | 0.6                 | 36.3             |

# Parent Company Statement of Comprehensive Income For the financial year as of December 31

| SEK m                                     | Note 2011 | 2010 |
|---|-----------|------|
| Profit for the year                       | 0.6       | 36.3 |
| Other comprehensive income                | -         | -    |
| Total comprehensive income for the period | 0.6       | 36.3 |

# Parent Company Balance Sheet as of December 31

| SEK m  | Note   | 2012                  | 2011                  |
|--|--------|-----------------------|-----------------------|
| ASSETS Fixed assets Financial assets                       |        |                       |                       |
| Participations in group companies                          | 33     | 369 4                 | 369 4                 |
| Receivables from group companies  Deferred tax asset       | 10     | 95 7                  | 95 7                  |
| Other financial assets                                     | 10     | 03<br>08              | 07<br>06              |
| Total non-current assets                                   |        | 466.2                 | 466 4                 |
| Current assets   |        |                       |                       |
| Accounts receivable  |        | 0.0                   | -                     |
| Receivables from group companies Other current receivables |        | 23                    | 68 7                  |
| Prepaid expenses and accrued income                        |        | 0 0<br>0 5            | 00<br>01              |
| Cash and cash equivalents                                  |        | 116 7                 | 100 3                 |
| Total current assets                                       |        | 119.5                 | 169.1                 |
| TOTAL ASSETS   |        | 585.7                 | 635.5                 |
| EQUITY AND LIABILITIES                                     |        |                       |                       |
| Equity Restricted equity                                   | 17, 23 |                       |                       |
| Share capital  |        | 5 6                   | 5 5                   |
| Unregistered share capital                                 |        | -                     | 0 0                   |
| Statutory reserve  |        | 482 9<br><b>488.5</b> | 482 9<br><b>488.4</b> |
| Non-restricted equity                                      |        | C.00#                 | 400.4                 |
| Share premium reserve                                      |        | 127 0                 | 123 5                 |
| Profit/loss brought/carried forward                        |        | -42 6                 | -37 2                 |
| Profit for the year  |        | 0 6<br><b>85.0</b>    | 36 3                  |
|  |        | 05.0                  | 122.6                 |
| Total equity   |        | 573.5                 | 611.0                 |
| Provisions   |        |                       |                       |
| Other provisions   |        | 16                    | 34                    |
| Total provisions   |        | 1 6                   | 3.4                   |
| Current liabilities  |        |                       |                       |
| Accounts payable Tax liabilities                           |        | 1 2                   | 48                    |
| Other current liabilities                                  |        | 21                    | 5 0<br>2 5            |
| Accrued expenses and deferred income                       | 28     | 73                    | 88                    |
| Total current liabilities                                  |        | 10.6                  | 21.1                  |
| TOTAL EQUITY AND LIABILITIES                               |        | 585.7                 | 635.5                 |
| Pledged assets and contingent liabilities                  |        |                       |                       |
| Pledged assets   |        | None                  | None                  |
| Contingent liabilities                                     |        | None                  | None                  |

# Parent Company Cash Flow Statement as of December 31

| <u>SEK m</u>  | Note | 2012  | 2011  |
|---|------|-------|-------|
| Cash flow from operating activities                   |      |       |       |
| Profit/loss after financial items                     |      | 11    | 49 3  |
| Adjustment for non-cash items                         |      |       | 15 5  |
| Change in provisions                                  |      | -18   | 0.6   |
| Net financial income/expense                          |      | -68   | -71 5 |
| Interest paid   |      | 0 0   | 00    |
| Interest received                                     |      | 5 4   | 6.5   |
| Other paid/received financial income/expense          |      | 0 0   | -     |
| Income taxes paid                                     |      | -4 8  | _     |
| Cash flow from operating activities before            |      |       |       |
| changes in working capital                            |      | -6.9  | -15.1 |
| Increase(-)/decrease(+) in trade receivables          |      | 67 3  | 76    |
| Increase(+)/decrease(-) in trade payables             |      | -5 7  | 6 5   |
| Cash flow from operating activities                   |      | 54.7  | -1.0  |
| Cash flow from investing activities                   |      |       |       |
| Change in other financial assets                      |      | -02   | -0 1  |
| Cash flow from investing activities                   |      | -0.2  | -0.1  |
| Cash flow from financing activities                   |      |       |       |
| Repurchase of options                                 |      | -     | 0.0   |
| New share issue                                       |      | 36    | 23 2  |
| Dividend  |      | -41 7 | -29 8 |
| Cash flow from financing activities                   |      | -38.1 | -6.6  |
|   |      |       |       |
| Decrease in cash and cash equivalents                 |      | 16.4  | -7.7  |
| Cash and cash equivalents, at beginning of year       |      | 100 3 | 108 0 |
| Exchange rate difference in cash and cash equivalents |      | 0 0   | 0 0   |
| Cash and cash equivalents, at end of year             |      | 116.7 | 100.3 |

# **Parent Company Changes in Equity**

| SEK m                                | Share-<br>Capital | Unreg<br>Share<br>Capital | Statutory<br>Reserve | Share<br>Premium<br>Reserve | Accum-<br>ulated<br>Profit/loss | Total<br>Equity |
|--------------------------------------|-------------------|---------------------------|----------------------|-----------------------------|---------------------------------|-----------------|
| Opening balance January 1, 2011      | 4.9               | -                         | 482.9                | 100.9                       | -7.4                            | 581.3           |
| Profit for the year                  | •                 | _                         | _                    | -                           | 36 3                            | 36 3            |
| Total recognized income and expense  | :s -              | -                         | -                    | -                           | 36.3                            | 36.3            |
| Transactions with shareholders       |                   |                           |                      |                             |                                 |                 |
| New share issue                      | 06                | -                         | -                    | 22 6                        | -                               | 23 2            |
| New issue in progress                | -                 | 00                        | -                    | 0.0                         | -                               | 00              |
| Repurchase of options                | -                 | -                         | -                    | 0.0                         | -                               | 00              |
| Dividend                             | -                 | -                         | -                    | -                           | -29 8                           | -29 8           |
| Total transactions with shareholders | 0.6               | 0.0                       | -                    | 22.6                        | -29.8                           | -6.6            |
| Closing balance December 31, 2011    | 5.5               | 0.0                       | 482.9                | 123 5                       | -0.9                            | 611.0           |
| Opening balance January 1, 2012      | 5.5               | 0.0                       | 482 9                | 123.5                       | -0.9                            | 611.0           |
| Profit for the year                  | -                 | -                         | -                    | _                           | 06                              | 06              |
| Total recognized income and expense  | s -               | -                         | -                    | -                           | 0.6                             | 0.6             |
| Transactions with shareholders       |                   |                           |                      |                             |                                 |                 |
| Registration of share capital        | 0 0               | 00                        | -                    | -                           | -                               | 00              |
| New share issue                      | 01                | -                         | -                    | 3 5                         | -                               | 36              |
| Dividend                             | -                 | -                         | -                    | -                           | -41 7                           | -41 7           |
| Total transactions with shareholders | 0.1               | 0.0                       |                      | 3.5                         | -41.7                           | -38.1           |
| Closing balance December 31, 2012    | 5.6               |                           | 482.9                | 127.0                       | -42.0                           | 573 5           |

# **Note 1 Corporate Information**

The Consolidated Accounts of Transmode Holding AB (556588-9101) for the financial year 2012 were approved for issue in accordance with a decision by the Board of Directors on March 22, 2013 Transmode Holding AB is a limited company incorporated and domiciled in Stockholm, Sweden Transmode has its head quarters in Stockholm and is listed on NASDAQ OMX Stockholm (TRMO)

Transmode is a global provider of packet-optical networking solutions that enable fixed and mobile network operators to cost-effectively address the capacity needs created by the rapid growth in video and data traffic Transmode's solutions increase the capacity, flexibility and functionality of metro and regional networks, and are based on Wavelength Division Multiplexing (WDM) and various transport technologies, such as Ethernet Transmode's "Native Packet Optical 2 0" architecture, creates key advantages for customers such as cost-efficient Ethernet services, extremely low latency, low power consumption and future-proof network design

Since 2000, the company has installed more than 40,000 systems for over 500 fixed and mobile operators, cable TV operators, Internet service providers and large enterprises and public institutions in over 45 countries worldwide

# Note 2.1 Basis of Preparation of the Consolidated Accounts and Annual Accounts

The Consolidated Accounts and Annual Accounts have been prepared according to the cost method apart from financial assets and liabilities, which have been measured at fair value

The Consolidated Accounts are presented in Swedish kronor, and all values are stated in millions of Swedish kronor, SEK m, unless otherwise indicated

#### Statement of Compliance

The Consolidated Accounts have been prepared in accordance with the Swedish Annual Accounts Act, RFR 1 Supplementary Accounting Rules for Groups and IFRS (International Financial Reporting Standards) as endorsed by the EU

The parent company Annual Accounts have been prepared in accordance with the Swedish Annual Accounts Act and RFR 2, Accounting for Listed Legal Entities, implying the parent company reporting in accordance with the same principles as the group subject to the exemptions stated in "parent company accounting principles"

# New and Revised Standards Applied by the Group

A review of the standards and interpretation statements on existing standards that have been published and are obligatory for the group for financial years starting January 1, 2012 or later follows. These standards and amendments have not been applied in advance. The review covers those standards and interpretation statements that management considers relevant for the group but have not yet had any effect on the group as of the reporting date.

None of the IFRS or IFRIC interpretation statements that are mandatory for the first time for the financial year that started on January 1, 2012 had any material effect on the group

# Standards, Amendments and Interpretation Statements on Existing Standards where the Amendment Has Not Yet Come into Effect and Has Not Been Applied in Advance by the Group

IAS 1, "Presentation of Financial Statements" the standard states that those items recognized in "other comprehensive income" should be presented, divided into two groups. The division is based on whether the items may come to be reclassified to the Income Statement or not. The group intends to apply these amendments for the financial year that starts on January 1, 2013. These amendments will imply additional subheadings under other comprehensive income.

IFRS 9, "Financial Instruments" (published November 2009) This standard will replace IAS 39, "Financial Instruments Recognition and Measurement" IFRS 9 introduces two new requirements for the recognition and measurement of financial assets, and will probably affect the group's reporting of financial assets. The group

intends to adopt these amendments by no later than the financial year that starts January 1, 2015, and has not yet evaluated their effects

IFRS 10 "Consolidated Financial Statements" is based on existing principles were it identifies control as the decisive factor to determine whether a company should be included in the Consolidated Accounts. The standard offers further guidance on determining control when it is hard to judge. The group intends to adopt IFRS 10 for the financial year that starts January 1, 2014, and has not yet evaluated its effects.

IFRS 12, "Disclosure of Interests in Other Entities" covers disclosure requirements for subsidiaries, "collaborative arrangements", associated companies and non-consolidated structured companies. The group intends to adopt these amendments by no later than the financial year that starts on January 1, 2014, and has not yet evaluated their effects.

IFRS 13 "Fair Value Measurement" is intended to make fair value measurements more consistent and less complex through the Standard containing a precise definition and a common source in IFRS for fair value measurement and associated disclosures. This standard offers guidance on fair value measurement for all types of assets and liabilities, financial and non-financial. This standard, which is largely the same between IFRS and US GAAP, does not expand the application for when fair value should be applied, but provides guidance on how it should be applied when other IFRS already require or permit fair value measurement. The group will apply these amendments for the financial year that starts January 1, 2013. This standard will involve further disclosures on financial instruments.

Several other amendments of standards and new statements have been published, but at present, they are not judged to have any impact on the company's financial statements

# Note 2.2 Significant Accounting Judgments and Estimates

#### **Estimation and Judgment Uncertainty**

The key assumptions concerning the future and other sources of estimation uncertainty at the reporting date that may imply a significant risk of causing a material adjustment of carrying amounts of assets and liabilities within the next financial year are discussed below

#### Capitalized Development Expenses

The company capitalizes its development expenses from the financial year 2008 onwards in accordance with IAS 38. In product development there is primarily an inherent risk of whether development will result in future revenues. The company makes regular assessments of projects on an aggregate level. Capitalized development expenses are amortized during product's estimated economic lives, although subject to a maximum of 7 years. The carrying amount of capitalized development expenses as of December 31, 2012 was SEK 64.2 (39.7) m. See Note 14.

#### Inventory Obsolescence

Inventory is reported at the lower of cost, in accordance with the first in first out (FIFO) method, and net realizable value. The estimated net realizable value includes management's consideration of outdated items, over-stocking, physical damage, inventory lag-time, handling and other selling costs. If the estimated net realizable value is lower than historical cost, a valuation allowance for inventory obsolescence is established. The total inventory value, net of inventory obsolescence is SEK 99 4 (97.8) m as of December 31, 2012. The provision for obsolescence amounts to SEK 22.5 (23.4) m. See Note 18

#### Credit Loss Reserves

The establishment of credit loss reserves on accounts receivable is dependent on estimates including assumptions regarding past dues, repossession rates and the recovery rate on underlying collateral. As of December 31, 2012, Transmode's total credit loss reserve was SEK - (0.1) m. See Note 19

# **Note 2.3 Summary of Significant Accounting Principles**

#### Consolidation

All subsidiaries are entities whose financial and operating principles the group is authorized to control. Generally the parent company has a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the group. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to recognize the acquisition of subsidiaries by the group. The transferred remuneration for an acquisition consists of the fair value of assets submitted as payment and liabilities arising or taken over as of the transfer date. Transaction expenses attributable to acquisitions are expensed as they arise. For each acquisition, the group decides if all holdings with non-controlling influence in the acquired company are reported at fair value or the holding's proportional share of the acquired company's net assets. The amount whereby the transferred remuneration, potential holdings with non-controlling influence and fair value at the acquisition date of previous shareholdings exceeds the fair value of the group's share of the identifiable net assets is reported as goodwill. If the transferred remuneration is less than the fair value of the net assets acquired, the difference is recognized directly in the Income Statement.

All intra-group balances, revenues, profits and losses from intra-group transactions are fully eliminated

#### **Foreign Currency Translation**

The Consolidated Accounts are presented in Swedish kronor (SEK), which is the company's functional and presentation currency. Each entity in the group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency. Transactions in foreign currencies are initially reported at the functional currency rate ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are re-translated at the functional currency rate of exchange ruling at the reporting date. All differences are recognized in the Income Statement as follows

- Translation of accounts receivable, accounts payable and currency forward contracts is recognized in operating profit or loss
- Translation of currency forward contracts relating to operating items is recognized in operating profit or loss
- Translation of currency forward contracts relating to financial items is recognized in net financial income/expense
- Translation of other monetary assets and liabilities is recognized in net financial income/expense

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions

The results of operations and financial position of all group entities that have a functional currency different from the presentation currency are translated into the presentation currency as follows

- · Assets and liabilities for each balance sheet presented are translated at the closing day rate
- Income and expense for each income statement are translated at average exchange rates
- All exchange differences are recognized as a separate component of equity and in the Statement of Comprehensive Income

#### Revenue Recognition

Revenue covers the fair value of what has been received or will be received for sold goods and services in the group's operating activities. Revenues are recognized excluding VAT, returns and discounting and after eliminating intragroup sales.

Revenue is recognized to the extent that it is probable that the economic rewards will flow to the group and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized.

In respect of taxable temporary differences associated with investments in subsidiaries, associates and
interests in joint ventures, when the timing of the reversal of the temporary differences can be
controlled and it is probable that the temporary differences will not reverse in the foreseeable future

Deferred income tax assets are recognized for all deductible temporary differences and unutilized tax losses, to the extent that it is probable that a taxable profit will be available against which the deductible temporary differences and the carrying amount of un-utilized tax credits and un-utilized tax losses can be utilized except

- If the deferred income tax asset relating to the deductible temporary difference anses from the initial
  recognition of an asset or liability in a transaction that is not a business combination and, at the time of
  the transaction, affects neither the reported profit nor taxable profit or loss, and
- In respect of deductible temporary differences associated with investments in subsidiaries, deferred tax
  assets are recognized only to the extent that it is probable that the temporary differences will be
  reversed in the foreseeable future and taxable profit will be available against which the temporary
  differences can be utilized

The carrying amount of deferred income tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilized. Unrecognized deferred income tax receivables are re-assessed at each reporting date and are recognized to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the reporting date

Income tax relating to items recognized directly in equity or other comprehensive income is recognized in equity or other comprehensive income and not in the Income Statement

Deferred tax assets and deferred tax liabilities are offset, if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority

#### Goodwill

Goodwill acquired in a business combination is initially measured at cost, being the excess of the transferred remuneration of the business combination over the group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is reviewed for impairment annually or more frequently if events or changes in circumstances indicate that the carrying amount may be impaired.

For the purpose of impairment testing, from the acquisition date, goodwill acquired in a business combination is allocated to each of the group's cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the group are assigned to those units or groups of units. Each unit or group of units to which the goodwill is so allocated

- represent the lowest level within the group at which the goodwill is monitored for internal management purposes, and
- is not larger than a segment based on the group's primary segment reporting

Impairment is determined by assessing the recoverable amount of the cash-generating unit (group of cash-generating units) to which the goodwill relates. Estimating the recoverable amount requires the group to estimate expected future cash flows from the cash-generating unit based on assumptions on revenues, operating margin, capital tied-up and an appropriate discount rate to compute the present value of these cash flows. When the recoverable amount of the cash-generating unit (group of cash-generating units) is less than the carrying amount, impairment is recognized. Where goodwill forms part of a cash-generating unit (group of cash-generating units) and part of the operation within that unit is disposed of, goodwill is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

#### Sale of Goods

Revenue is recognized when the significant risks and rewards associated with ownership of the goods have passed to the buyer, which usually occurs on delivery according to the applicable delivery terms and conditions If a buyer is entitled to return goods, a judgment of the likelihood of this occurring is made. Based on this judgment, revenues are recognized either on delivery or when the right of return ceases.

#### Rendening Services

Revenues from service arrangements are recognized, allocated equally by month in the period that each agreement applies

Revenues from other services are recognized according to the percentage of completion method considering the degree of completion. Stage of completion depends upon the service provided, i.e. measured with reference to labor hours incurred to date as a percentage of total estimated labor hours for each contract. Where the contract outcome cannot be measured reliably, revenue is recognized only to the extent of the expenses recognized that are recoverable. In cases of doubtful debt, the full loss is immediately expensed.

#### Government Assistance

Government subsidies are recognized as revenue when there is reasonable certainty that the company satisfies the conditions for receiving the subsidy

#### Interest Income

Interest income is recognized as interest accrues using the effective interest method, that is the rate that exactly discounts estimated future cash receipts through the expected life of the financial instrument to the net carrying amount of the financial asset

#### Segment Reporting

Operating segments should be reported in the same way as internal reporting to the chief operating decisionmaker. In Transmode, this party has been identified as the company's Chief Executive Officer. The CEO mainly monitors the company's operations at customer and product levels. From Transmode's perspective, the risks and opportunities are similar for its various customers, which means that Transmode has a single segment.

Operations are conducted from the starting-point of Sweden, from where all invoicing to customers is executed and where basically all assets are located

# **Income Statement Classified by Function**

Transmode reports research & development, selling and administrative expenses. Each function includes its own direct expenses as well as an allocated part of common expenses. The cost of goods sold and services rendered includes direct costs and an allocated part of common costs connected with the generation of revenue. Amortization of the intangible assets Technology and Capitalized Development Expenses is included in Research & Development Expenses and amortization of the intangible asset Customer Relations is included in Selling Expenses.

# Taxes

#### **Current Tax**

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws utilized to compute the amount are those that are enacted or substantively enacted by the reporting date.

#### Deferred Tax

Deferred tax is stated on temporary differences between the tax bases of assets and liabilities at the reporting date and their carrying amounts for financial reporting purposes

Deferred tax liabilities are recognized for all taxable temporary differences, except

when the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a
transaction that is not a business combination and, at the time of the transaction, affects neither the
accounting profit nor taxable profit or loss, and

#### **Intangible Fixed Assets apart from Goodwill**

Intangible fixed assets acquired separately are initially recognized at cost. The cost of intangible fixed assets acquired in a business combination is the fair value as at the date of acquisition. Following initial recognition, intangible fixed assets are carried at cost less any accumulated amortization and any accumulated impairment losses.

An intangible fixed asset originating from development expenses of products for commercial or internal use is reported on the basis of the product judged to be technically and economically sound until the product is ready for commercial launch or starts usage in the company. The capitalized development expenses are primarily internally generated, and consist of direct expenses incurred for labor and the related portion of indirect expenses. The amortization of capitalized development expenses starts coincident with the commercial launch, or when the product comes into internal use.

The economic lives of intangible fixed assets, excluding goodwill, are assessed to be finite, amortized over economic life and assessed for impairment whenever there is an indication that the intangible fixed asset may be impaired. The amortization period and the amortization method for an intangible fixed asset are reviewed at least at each financial year-end. Changes in the expected economic life or the expected pattern of consumption of future economic rewards embodied in the asset are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates.

Gains or losses arising from derecognizing an intangible fixed asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the Income Statement when the asset is derecognized

#### **Tangible Fixed Assets**

Tangible fixed assets are stated at cost, less accumulated depreciation and accumulated impairment in value Expenditure that arises after acquisition is included in the carrying amount of the asset only to the extent it is likely that the group will receive significant future economic benefits from the asset Depreciation is calculated on a straight-line basis over the economic life of assets

The carrying amount of property, plant and equipment is reviewed for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable

A tangible fixed asset is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognizing the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the Income Statement in the year the asset is derecognized.

The residual values and economic lives are reviewed, and adjusted if appropriate, at least at each financial year-

#### Impairment of Intangible Assets and Property, Plant and Equipment apart from Goodwill

The group assesses whether there is an indication that an asset may be impaired at each reporting date. If any such indication exists, or when annual impairment testing for an asset is required, the group makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's fair value less costs to sell and its value in use and is determined for an individual asset, if the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risk specific to the asset. Impairment losses of continuing operations are recognized in the Income Statement.

An assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the recoverable amount is estimated. A previously recognized impairment loss is reversed only if there has been a change in the estimates utilized to determine the asset's recoverable amount since the impairment loss was recognized. Goodwill impairment cannot be reversed. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined otherwise, net of depreciation, had no impairment loss been recognized for the asset in prior years.

Such reversal is recognized in the Income Statement unless the asset is carried at revalued amount, in which case the reversal is treated as a revaluation increase. After such a reversal, the depreciation charge is adjusted in future periods to allocate the asset's revised carrying amount, less any residual value, on a systematic basis over its remaining economic life.

#### Financial Instruments

When financial assets are recognized initially, they are measured at fair value less directly attributable transaction costs apart from for financial assets, which are measured at fair value in the Income Statement where transaction expenditure is immediately expensed. The group determines the classification of its financial assets on initial recognition.

#### Loans and Accounts Receivable to Maturity

Loan receivables and account receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are carried at amortized cost in ensuing periods Gains and losses are recognized in the Income Statement when the loans and receivables are derecognized or impaired. The group primarily holds financial assets in this category.

#### Derivative Instruments Measured at Fair Value via the Income Statement

Derivative instruments are measured at fair value via the Income Statement and consist of currency forward contracts used to limit the risk from exchange rate fluctuations. The actual value of derivative instruments is reported as Other current receivables or Other current liabilities. Value increases and decreases on derivatives are reported as revenues or expenses respectively in operating profit/loss or in net financial income/expense depending on the purpose of the derivative instrument and whether its usage relates to a trading item or a financial item. Exchange gains and exchange losses are reported net in operating profit/loss. The Company has not applied hedge accounting when utilizing currency forward contracts.

#### Accounts Receivable to Maturity

Accounts receivable, which have standard payment terms of 30 days, adjusted for local market conditions, are recognized at the original invoiced amount less a provision for uncollectable amounts. A reserve is reported when there are strong indications that the group will not be able to obtain payment. Non-performing receivables are written off when it is definitively determined that no payment will be received.

#### Cash and Cash Equivalents at Fair Value via the Income Statement

Cash and cash equivalents in the Balance Sheet consist of cash at bank or in hand, and short-term deposits with an original maximum maturity of three months

In the Consolidated Cash Flow Statement, cash and cash equivalents consist of cash according to the above definition net of outstanding overdraft facilities

#### Interest-bearing Loans to Maturity

All loans and borrowings are initially recognized at the fair value of the consideration received. After initial recognition, interest-bearing loans and borrowings are subsequently recognized at amortized cost

#### Other Assets

#### **Borrowing Costs**

Borrowing costs directly attributable to the purchase, completion or production of a qualifying asset are capitalized as a part of the cost of the asset. Other borrowing costs are charged to profit as an expense for the period to which they relate

#### Inventories

Inventory is reported at the lower of cost, in accordance with the first in first out (FIFO) method, and net realizable value

#### Lease Arrangements

Determination of whether an arrangement is or contains a lease is based on the circumstances of the arrangement and requires a judgment of whether fulfillment of the arrangement is dependent on usage of a certain asset and confers entitlement to use the asset

#### The Group as Lessee

Finance lease arrangements, which in principle, transfer all risks and rewards relating to ownership of the leased item to the group, are capitalized when the lease arrangement is entered at the fair value of the leased item, or if it is lower, the present value of minimum lease payments

Capitalized leased assets are depreciated over the shorter of the asset's estimated useful lives and the lease term, unless it is reasonably certain that the group will take over ownership at the end of the lease

Operating lease payments are recognized as an expense in the Income Statement on a straight-line basis over the lease term

#### **Provisions**

Provisions are recognized when the group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic rewards will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When the group expects some or all of the provision to be reimbursed, for example in an insurance contract, the reimbursement is recognized as a separate asset, but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the Income Statement net of any reimbursement. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is utilized, the increase in the provision due to the passage of time is recognized as a borrowing cost.

#### **Pensions and Other Post-employment Benefits**

In the group there are mainly defined contribution pension plans. The group has one defined benefit plan, which is a multi-employer plan.

#### **Defined Contribution Plans**

The group's payments relating to defined contribution plans are reported as an expense during the period the employee has rendered services to which the contribution relates

# Defined Benefit Plan

Pension obligations for employees in Sweden are vested partly through insurance with Alecta According to pronouncement UFR 3 Issued by the Swedish Financial Reporting Board (*Rådet for finansiell rapportering*) the plan is to be classified as a multi-employer defined benefit plan. Transmode does not have access to such information that makes it possible to report this plan as a defined benefit plan. The ITP pension plan that is vested through insurance with Alecta is therefore reported as a defined contribution plan.

#### **Share-based Payment Transactions**

There are equity settled option schemes. For all option schemes, the participants have paid fair value for the options, hence the programs have no effect on the profit or loss of the Transmode group

## Earnings per Share

Basic earnings per share are calculated by dividing the profit/loss attributable to equity holders of the parent company by the weighted average number of ordinary shares in issue during the year

Diluted earnings per share are calculated by adjusting the weighted average number of ordinary shares for the dilution effect of all potential shares. Potential dilution effects arise through warrants issued. For the warrants, a calculation is made in order to determine the number of shares that could have been acquired at fair value, determined as the closing price on the reporting date according to NASDAQ OMX Stockholm, based on the monetary value of the subscription rights attached to outstanding warrants. The number of shares calculated as above is compared with the number of shares that would have been issued assuming the exercise of the warrants. Dilution effects are only considered when they have an adverse effect on earnings per share. See Note 11.

# **Note 2.4 Parent Company Accounting Principles**

The difference in accounting principles in the parent company's Annual Accounts and the Consolidated Accounts are due to the fact that the parent company must observe the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2, Accounting for Legal Entities The accounting principles of the parent company that differ from the group's are reviewed below. Apart from differences in accounting principles, there are some differences in disclosure requirements, which to some extent, limit disclosures regarding the parent company.

#### Shares in Subsidiaries

Shares in subsidiaries are carried in the Balance Sheet at cost less any impairment charges. An impairment test is conducted if there is an indication that recoverable value is less than book value.

### **Group Contributions and Shareholders' Contributions**

Group contributions are reported in accordance with RFR 2. Group contributions received are recognized according to the same principles as dividends received from subsidiaries, i.e. as financial income. Group contributions paid are recognized as an increase in participations in subsidiaries, or depending on the relationship between accounting and taxation, in the Income Statement. Shareholders' contributions paid are recognized as an increase in participations in subsidiaries. A judgment is then made of whether participations in subsidiaries are impaired.

## **Presentation of Equity**

In the parent company's financial statements, equity is divided into restricted and non-restricted equity due to the stipulation in the Swedish Annual Accounts Act, which is not required under IFRS. Accordingly, there is no division in the Consolidated Accounts.

# **Note 3 Sales**

| Group                 | 2012    |       |
|-----------------------|---------|-------|
| Sweden                | 86 2    | 93 4  |
| EMEA excluding Sweden | 721 4   | 678 4 |
| Americas              | 185 6   | 124 4 |
| APAC                  | 17.7    | 20.7  |
| Total                 | 1,010.9 | 916.9 |

There are 3 (2) customers that each represent over 10% of total sales. Together, these customers' share amounts to 475 (34) of total sales. 'Customer' means a legal entity, and where applicable, a collection of legal entities in the same group.

There are 3 (4) countries that each represent over 10% of total sales. Together, sales to these customers amount to some 53% (61) of total sales

# **Note 4 Other Income and Other Operating Expenses**

| Group  | 2012           | 2011         |
|--|----------------|--------------|
| Other income   |                |              |
| Exchange gains/losses on balances with customers and suppliers   | -4 4           | 3 1          |
| Exchange gains/losses on currency contracts                      | 51             | -15          |
| Other  | 0.6            |              |
| Total  | 1.3            | 2.2          |
| Other operating expenses   |                |              |
| Expenses, IPO  | _              | -19 1        |
| Other  | 0.0            | -02          |
| Total  | _0.0           | -19.3        |
|  |                |              |
| Parent Company   | 2012           | 2011         |
| Other income   | 2012           | 2011         |
| Exchange gains/losses on balances                                |                |              |
| with customers and suppliers                                     | 0 0            | 0.0          |
| Other  | 06             | _00          |
| Total  | 0.6            | 0.0          |
| Note 5 Expenses by Category                                      |                |              |
|  |                |              |
| Group  | 2012           | 2011         |
| Cost of goods and services provided <sup>1)</sup> Other expenses | 476 3          | 423 4        |
| Personnel expenses   | 124 1<br>254 2 | 127 1        |
| Depreciation and amortization of                                 | 254 2          | 220 5        |
| intangible assets and property, plant and equipment              |                | 25.4         |
| Total operating expenses, gross                                  | 884.2          | 796.4        |
|  |                |              |
| Capitalization of development expenses                           | <u>-42.7</u>   | <u>-26.4</u> |
| Total operating expenses, net                                    | 841.5          | 770,0        |

<sup>&</sup>lt;sup>1)</sup> Cost of goods sold and services provided according to Income Statement classified by function reduced by allocated expenses of SEK 35 8 (30.6) m

## **Note 6 Auditors' Fees**

| PricewaterhouseCoopers         Audit assignment       0 7       0 9         Auditing services over and above audit assignment <sup>10</sup> 0 4       1 9         Tax advisory services       0 1       0 1         Other services       0 1       0 0         Total, PricewaterhouseCoopers       0 1       0 1         Audit assignment       0 1       0 1         Auditing services over and above audit assignment       -       0 0         Tax advisory services       0 3       0 3         Other services       0 3       0 3         Total       1.7       3.3         Parent company       2012       2011         PricewaterhouseCoopers       0       0         Audit assignment       0       3       0 2         Auditing services over and above audit assignment <sup>10</sup> 0       3       0 2         Tax advisory services       0       1       0.0         Other services       0       1       0.0         Total, PricewaterhouseCoopers       0       1       0.0         Total, PricewaterhouseCoopers       0       1       0.0 | Group   | 2012 | 2011 |
|--|---|------|------|
| Tax advisory services         0 1         0 1           Other services         0 1         0 0           Total, PricewaterhouseCoopers         1.3         2.9           The MGroup         2.9           Audit assignment         0 1         0 1           Auditing services over and above audit assignment         -         0 0           Tax advisory services         0 3         0 3           Other services         0 3         0 3           Total         1.7         3.3           Parent company         2012         2011           PricewaterhouseCoopers         2012         2011           Audit assignment         0 3         0 2           Auditing services over and above audit assignment <sup>10</sup> 0 3         1 9           Tax advisory services         0 1         0 0           Other services         0 1         0 0  | Audit assignment                                  |      | = =  |
| Total, PricewaterhouseCoopers         1.3         2.9           The MGroup         201         0.1         0.1           Audit assignment         0.1         0.1         0.0           Auditing services over and above audit assignment         -         0.0         -           Other services         0.3         0.3         0.3           Total, MGroup         0.4         0.4         0.4           Total         1.7         3.3           Parent company         2012         2011           PricewaterhouseCoopers         2         2           Audit assignment         0.3         0.2           Auditing services over and above audit assignment <sup>10</sup> 0.3         1.9           Tax advisory services         0.1         0.0           Other services         0.1         0.0   |   | 0 1  |      |
| Total, PricewaterhouseCoopers         1.3         2.9           The MGroup         201         0.1         0.1           Audit assignment         0.1         0.1         0.0           Auditing services over and above audit assignment         -         0.0         -           Other services         0.3         0.3         0.3           Total, MGroup         0.4         0.4         0.4           Total         1.7         3.3           Parent company         2012         2011           PricewaterhouseCoopers         2         2           Audit assignment         0.3         0.2           Auditing services over and above audit assignment <sup>10</sup> 0.3         1.9           Tax advisory services         0.1         0.0           Other services         0.1         0.0   | Other services                                    | 01   | 0.0  |
| Audit assignment       0 1       0 1         Auditing services over and above audit assignment       -       0 0         Tax advisory services       0 0       -         Other services       0 3       0 3         Total, MGroup       0.4       0.4         Total       1.7       3.3         Parent company       2012       2011         PricewaterhouseCoopers       2       2         Audit assignment       0 3       0 2         Auditing services over and above audit assignment <sup>10</sup> 0 3       1 9         Tax advisory services       0 1       0 0         Other services       0 1       0.0  | Total, PricewaterhouseCoopers                     | 1.3  |      |
| Audit assignment       0 1       0 1         Auditing services over and above audit assignment       -       0 0         Tax advisory services       0 0       -         Other services       0 3       0 3         Total, MGroup       0.4       0.4         Total       1.7       3.3         Parent company       2012       2011         PricewaterhouseCoopers       2       2         Audit assignment       0 3       0 2         Auditing services over and above audit assignment <sup>10</sup> 0 3       1 9         Tax advisory services       0 1       0 0         Other services       0 1       0.0  | The MGroup  |      |      |
| Tax advisory services         0 0         -           Other services         0 3         0 3           Total, MGroup         0.4         0.4           Total         1.7         3.3           Parent company         2012         2011           PricewaterhouseCoopers         8           Audit assignment         0 3         0 2           Auditing services over and above audit assignment <sup>10</sup> 0 3         1 9           Tax advisory services         0 1         0 0           Other services         0 1         0.0   | •   | 01   | 0 1  |
| Other services         0.3         0.3           Total, MGroup         0.4         0.4           Total         1.7         3.3           Parent company         2012         2011           PricewaterhouseCoopers         2012         2011           Audit assignment         0.3         0.2           Auditing services over and above audit assignment <sup>1)</sup> 0.3         1.9           Tax advisory services         0.1         0.0           Other services         0.1         0.0   | Auditing services over and above audit assignment | -    | 0.0  |
| Total, MGroup         0.4         0.4           Total         1.7         3.3           Parent company         2012         2011           PricewaterhouseCoopers         2012         2011           Audit assignment         0.3         0.2           Auditing services over and above audit assignment <sup>1)</sup> 0.3         1.9           Tax advisory services         0.1         0.0           Other services         0.1         0.0  | Tax advisory services                             | 0 0  | -    |
| Parent company         2012         2011           PricewaterhouseCoopers         2012         2011           Audit assignment         0 3         0 2           Auditing services over and above audit assignment <sup>1)</sup> 0 3         1 9           Tax advisory services         0 1         0 0           Other services         0 1         0.0  | - • · • · · · · · · · · · · · · · · · ·           |      |      |
| Parent company         2012         2011           PricewaterhouseCoopers         3         0.2           Audit assignment         0.3         0.2           Auditing services over and above audit assignment <sup>1)</sup> 0.3         1.9           Tax advisory services         0.1         0.0           Other services         0.1         0.0  | Total, MGroup                                     |      | 0.4  |
| PricewaterhouseCoopers  Audit assignment  Auditing services over and above audit assignment <sup>1)</sup> Tax advisory services  O1  Other services  O1  O2  03  19  00  01  00  00  | Total   | 1.7  | 3.3  |
| Audit assignment       0 3       0 2         Auditing services over and above audit assignment <sup>1)</sup> 0 3       1 9         Tax advisory services       0 1       0 0         Other services       0 1       0.0  |   | 2012 | 2011 |
| Auditing services over and above audit assignment <sup>1)</sup> Tax advisory services  0 1  0 0  Other services  0 1  0.0  | · · · · · · · · · · · · · · · · · · ·             | 2.2  | 0.3  |
| Tax advisory services         0 1         0 0           Other services         0 1         0.0   |   |      |      |
| Other services 0 1 0.0   |   |      |      |
|  | •   |      |      |
|  | <del>-</del>                                      |      |      |

<sup>1)</sup> Of auditing over and above the audit assignment, SEK 0 0 (1.6) m are expenses relating to the company's IPO on NASDAQ OMX Stockholm

Auditing means the auditor's reimbursement for the statutory audit, i.e. the work necessary to submit the Audit Report. This also includes fees for audit advisory services provided in tandem with the audit assignment.

In principle, auditing services over and above the audit assignment relate to quality-assurance services in accordance with the Swedish Auditors' Act. This Act stipulates that auditing activities are partly the review of administration or accounting information to be conducted according to constitution, statute or contract and should result in a report or other documentation intended for parties other than the client, and advisory services ensuing from observations from a review assignment

Tax advisory services are evident from the statement itself. Other services means advisory services that are not related to any of the stated services assignments.

The Accounts of group company Transmode (UK) Ltd were audited for 2011 but not 2012, because the company invoked exemption from auditing in the UK in accordance with S479A of the Companies Act 2006

# **Note 7 Employee Benefits**

#### Ave. Number of Employees

Parent company

Parent company total

Sweden

| Group       | 2012 | Of which Men | 2011 | Of which Men |
|-------------|------|--------------|------|--------------|
| Sweden      | 220  | 78%          | 190  | 79%          |
| UK          | 12   | 100%         | 10   | 100%         |
| Germany     | 7    | 100%         | 8    | 100%         |
| USA         | 15   | 87%          | 8    | 88%          |
| Italy       | 1    | 100%         | 1    | 100%         |
| Group total | 255  | 80%          | 217  | 82%          |
| ·           |      |              |      | <u> </u>     |
|             |      |              |      |              |

Of which Men

36%

36%

2012

Of which Men

44%

44%

# Division between the Sexes, Group (Incl. Subsidiaries) for Board Members and other Senior Managers

|   | 2012 | Of which Men | 2011 | Of which Men |
|---|------|--------------|------|--------------|
| Board members apart from CEO<br>Chief Executive Officer and other | 7    | 86%          | 8    | 88%          |
| Senior managers   | 8    | 88%          | 8_   | 88%          |
| Group total   | 15   | 87%          | 16   | 88%          |

# Salary and Other Benefits, Social Security Contributions

|  | 2012       |                 | 2011       |                      |
|--|------------|-----------------|------------|----------------------|
|  | Salary and | Social Security | Salary and | Social Security      |
| Group                                    | Benefits   | Contributions   | Benefits   | <u>Contributions</u> |
|  | 173 2      | 68 4            | 154 8      | 57 3                 |
| (of which pension expenses) <sup>t</sup> |            | (19 9) 1        |            | (16 2) 1             |

 $<sup>^{\</sup>rm 1}$  No pension expenses relate to the Board of Directors for 2012 or 2011

|                             | 2012<br>Salary and | Social Security | 2011<br>Salary and | Social Security |
|-----------------------------|--------------------|-----------------|--------------------|-----------------|
| Parent company              | Benefits           | Contributions   | Benefits           | Contributions   |
|                             | 11 9               | 66              | 14 3               | 59              |
| (of which pension expenses) |                    | (2 3)           |                    | (2 1)           |

# Salary and Benefits by Chief Executive Officer, Board of Directors and Other Employees

|                              | 2012          |                 | 2011                   |         |
|------------------------------|---------------|-----------------|------------------------|---------|
| Group                        | CEO and Board | Other Employees | CEO and Board Other Em | ployees |
|                              | 5 2           | 168 0           | 63                     | 148 5   |
| For more information, see No | te 30         |                 |                        |         |

|                | 2012          |                 | 2011          |                 |
|----------------|---------------|-----------------|---------------|-----------------|
| Parent company | CEO and Board | Other Employees | CEO and Board | Other Employees |
| - •            | 5 2           | 67              | 6 3           | 80              |

# **Incentive Schemes**

At the end of the financial year, the group had not issued any share warrants to the Board of Directors and employees compared to 8,270,881 share warrants in 2011. Of the share warrants outstanding at year-end 2011, notification of conversion has been received for 904,000 share warrants, of which payment has also been received for 154,000. For more information, see Note 17

# Note 8 Depreciation, Amortization and Impairment

| Group                                   |      | 2011 |
|---|------|------|
| Depreciation and amortization per asset |      |      |
| Capitalized development expenses        | 18 2 | 15 8 |
| Technology                              | 47   | 47   |
| Leasehold improvements                  | 06   | 0.3  |
| Machinery and equipment                 | 61   | 4,6  |
| Total                                   |      | 25.4 |

|   | 2012_ | 2011 |
|---|-------|------|
| Depreciation and amortization by function |       |      |
| Cost of goods and services provided       | 09    | 07   |
| Research and development expenses         | 26 8  | 23 3 |
| Selling expenses                          | 1 6   | 1 3  |
| Administration expenses                   | 0,3   | 0.1  |
| Total                                     |       | 25.4 |
|   |       | _    |
|   |       |      |
| Note 9 Financial Income and Expenses      |       |      |

| Group   | 2012 | 2011 |
|---|------|------|
| Financial income Interest income                                    | 83   | 6 2  |
| Exchange losses   | -1.7 | 0,3  |
| Total   |      | 5.9  |
| Financial expenses  |      |      |
| Other interest and financial expenses                               | 0.0  | -0 2 |
| Exchange gains/losses   | -0.4 | 0.0  |
| Total   | -0.4 | -0.2 |
| <del></del>   |      |      |
| Parent company  | 2012 | 2011 |
| Financial income  |      |      |
| Interest income   | 3 1  | 2 0  |
| Interest income from group companies                                | 27   | 4 5  |
| Group contribution received <sup>1)</sup>                           | 1 0  | 65 0 |
| Exchange losses   | 0,0  | 0,0  |
| Total   | 6.8  | 71.5 |
| 1) Group contribution received from subsidiary Transmode Systems AB |      |      |
| Financial eventures   |      |      |
| Financial expenses Other interest expenses and financial expenses   | 0 0  | 0.0  |
| Exchange gains/losses   | 00   | 00   |
| Total   | 0.0  | 0.0  |
|   |      |      |

## **Note 10 Taxes**

## Group

The components of tax expenses for the financial years are

| _   | 2012  | 2011  |
|---|-------|-------|
| Current tax                                       |       |       |
| Tax on profit for the year                        | -25 6 | -10 9 |
| Tax attributable to previous year                 | 1 0   | 0 1   |
| Deferred tax                                      |       |       |
| Occurrence and reversal of temporary differences  | -19 5 | -29 0 |
| Tax related to business combinations              | 1 2   | 13    |
| Effect of changes in Swedish corporation tax rate | 52    |       |
| Total tax   | 37.7  | -38.5 |

Reconciliation between tax expense and recognized profits multiplied by the Swedish tax rate for the financial years as of December 31 is as follows

|   | 2012           | 2011           |
|---|----------------|----------------|
| Recognized profit before tax  | 176.9          | 154 8          |
| Tax calculated on Swedish enacted tax rate, 26 3% (26 3)  | -46 5          | -40 7          |
| Tax attributable to previous year   | 10             | 01             |
| Utilized loss carry-forwards previously not recognized  | -              | 0 1            |
| Non-taxable income  | 0.0            | -06            |
| Non-deductible expenses   | -08            | -09            |
| Effect of higher/lower tax rates for foreign subsidiaries Tax effect of amortization of goodwill arising from the | 0 0            | 01             |
| purchase of the net assets of group companies  Deductible deficits for which no deferred tax                      | 3 4            | 3 4            |
| asset is recognized Restatement of deferred tax—change in Swedish   | 0 0            | -              |
| corporation tax rate  | 5.2            | _              |
| Tax recognized in the Consolidated Income Statement   |                | -38.5          |
| Tak resignated to see consumer the sine state in an   |                |                |
| Current tax rate  | 2012           | 2011           |
| Sweden  | 26 3%          | 26 3%          |
| UK<br>Sir annon   | 20 0%          | 20 0%          |
| Singapore<br>USA  | 17 0%          | 17 0%          |
| Canada  | 40 0%<br>26 5% | 35 7%<br>28 0% |
| Italy   | 31 4%          | 31 4%          |
| Germany   |                | 30 5%          |
| Deferred tax assets are attributable to the following   |                |                |
| Defermed to a const   |                |                |
| Deferred tax asset  | 2012           |                |
| Other provisions for pensions Other   | 0 2            | 0 3<br>0.5     |
| Total   | 1.2            | 0.8            |
|   |                |                |
|   | 2012           | 2011           |
| Opening balance, January 1  | 0.8            | 29 8           |
| Loss carry-forwards   | -              | -28 3          |
| Tax on provisions for pensions for the year<br>Other  | -0 1<br>0 7    | 01<br>-08      |
| Effect of changes in Swedish corporation tax rate   | 0.2            | -06            |
| Closing balance, December 31  | 1.2            | 0.8            |
| <b>33</b>   |                |                |
| Deferred tax liability  |                | 2011           |
| Capitalized development expenses  | 14 1           | -              |
| Technology  | 2 3            | 4 0            |
| Untaxed reserves  |                |                |
| Total   | 27.9           | 4.0            |
|   |                | 2011           |
| Opening balance, January 1  | 40             | 5 3            |
| Tax on capitalized development expenses   | 16 9           | -              |
| Tax on untaxed reserves   | 13 7           | -              |
| Tax on the year's amortization of technology  | -1 3           | -1 3           |
| Effect of changes in Swedish corporation tax rate   | -5.4_          |                |
| Closing balance, December 31  | 27.9           | 4.0            |

The group has no deductible loss carry-forwards. At year-end 2011, the group had deductible loss carry-forwards in Transmode Holding AB and Transmode Systems AB of SEK 107.6 m, equivalent to a deferred tax asset of SEK 28.3 m. In 2011, all loss carry-forwards were offset against taxable profits.

There are no tax consequences for the company upon potential dividends to shareholders

#### Parent Company

| Deferred tax asset  | 2012   | 2011   |
|---|--------|--------|
| Other provisions for pensions                               | 0 2    | 0 2    |
| Other   | 01     | 05     |
| Total   | 0.3    | 0.7    |
|   |        |        |
|   | 2012   | 2011   |
| Opening balance, January 1                                  | 0.7    | 90     |
| Loss carry-forwards   | · _    | -8 3   |
| Tax on provisions for pensions for the year                 | 0.0    | 01     |
| Other   | -0 4   | -01    |
| Closing balance, December 31                                | 0.3    | 0.7    |
| Note 44 Province out Chaus                                  |        |        |
| Note 11 Earnings per Share                                  |        |        |
|   | 2012   | 20111  |
| Profit attributable to equity holders of the parent company | 139 2  | 116 3  |
| Weighted average number of outstanding ordinary shares used |        |        |
| to calculate basic earnings per share (000)                 | 27,724 | 26,000 |
| Adjustments for   |        |        |
| - assumed exercise of stock options (000)                   | 65_    | 1,338  |
| Weighted average number of outstanding ordinary shares used |        |        |
| to calculate diluted earnings per share (000)               | 27,789 | 27,338 |
| Basic earnings per share                                    | 5 02   | 4 47   |
| Diluted earnings per share                                  | 5 01   | 4 26   |
| onacco carnings per snare                                   | 301    | 7 20   |

<sup>&</sup>lt;sup>1</sup> An EGM on April 7, 2011 resolved to conduct a reverse split of the company's share in the ratio of 1 20, whereby 20 existing shares were consolidated into one new share. Based on a resolution by the EGM, all the company's share classes, ordinary and preference shares, were converted to shares in tandem with the company's IPO on NASDAQ OMX Stockholm on May 27, 2011.

## **Note 12 Dividends**

|                         | 2012  | 2011  |
|-------------------------|-------|-------|
| Dividend paid on shares | 41 7  | -29 8 |
|                         | -41.7 | -29.8 |

The Board of Directors is proposing to the Annual General Meeting 2013 that dividends of SEK 1 80 per share are paid corresponding to a total of SEK 50 0 m  $\,$ 

## **Note 13 Tangible Fixed Assets**

## December 31, 2011

|  | Leasehold<br>Improvement | Machinery and<br>_Equipment |
|--|--------------------------|-----------------------------|
| January 1, 2011                            |                          |                             |
| Cost                                       | -                        | 26 3                        |
| Cumulative depreciation                    | <u> </u>                 |                             |
| Carrying amount                            |                          | 6.1                         |
| January 1, 2011, opening carrying amount   | -                        | 61                          |
| Purchases                                  | 26                       | 15.5                        |
| Disposals and retirements                  | -                        | -01                         |
| Depreciation for the year                  | -03                      | -4 6                        |
| December 31, 2011, closing carrying amount | 2.3                      | 16.9                        |
| December 31, 2011                          |                          |                             |
| Cost                                       | 26                       | 38 5                        |
| Cumulative depreciation                    | -0 3                     | 21 6                        |
| Carrying amount                            | 2.3                      | 16.9                        |

No impairment losses were taken in 2011. Obsolescence in the year reduced cost by SEK 3.3 m and cumulative depreciation by SEK 3.2 m, -0.1 net

## December 31, 2012

| •  | LeaseholdImprovement | Machinery and<br>Equipment |
|--|----------------------|----------------------------|
| December 31, 2012                          |                      |                            |
| Cost                                       | 26                   | 38 5                       |
| Cumulative depreciation                    | 0.3                  | -21 6                      |
| Carrying amount                            | 2.3                  | 16.9                       |
| January 1, 2012, opening carrying amount   | 23                   | 16 9                       |
| Purchases                                  | 0.5                  | 93                         |
| Disposals and retirements                  | -                    | -02                        |
| Depreciation for the year                  | 0,6                  | 6.1                        |
| December 31, 2012, closing carrying amount | 2.2                  | 19.9                       |
| December 31, 2012                          |                      |                            |
| Cost                                       | 3 1                  | 46 4                       |
| Cumulative depreciation                    | 0.9                  | 26.5                       |
| Carrying amount                            | 2.2                  | 19.9                       |

No impairment losses were taken in 2012. Retirements in the year reduced cost by SEK 1.4 m and cumulative depreciation by SEK 1.2 m, SEK -0.2 m net

| The estimated economic lives of other assets are as follows | 2012     | 2011     |
|---|----------|----------|
| Leasehold improvements                                      | 5 yr     | 5 vr     |
| Machinery and equipment                                     | 3 – 5 vr | 3 – 5 vr |

## **Note 14 Intangible Fixed Assets**

| December 31, 2011                          |                      | Capitalized  |            |
|--|----------------------|--------------|------------|
|  | Goodwill             | Dev. Exp.    | Technology |
| January 1, 2011                            |                      |              |            |
| Cost                                       | 88 4                 | 37 1         | 47 0       |
| Cumulative amortization                    |                      | 8.0          | -27.0      |
| Carrying amount                            | 88.4                 | 29.1         | 20.0       |
|  |                      |              |            |
| January 1, 2011, opening carrying amount   | 88 4                 | 29 1         | 20 0       |
| Acquisitions                               | -                    | 26 4         | •          |
| Amortization in the year                   | <del></del> <u>-</u> | 158          | -47        |
| December 31, 2011, closing carrying amount | 88.4                 | 39.7         | 15.3       |
|  |                      |              |            |
| December 31, 2011                          |                      |              |            |
| Cost                                       | 88 4                 | 63 5         | 47 0       |
| Cumulative amortization                    |                      | <u>-23.8</u> | 31.7       |
| Carrying amount                            | 88.4                 | 39.7         | 15.3       |

No impairment losses or retirements were taken in 2011

| December 31, 2012  |          | Capitalized          |               |
|--|----------|----------------------|---------------|
|  | Goodwill | Dev. Exp.            | Technology    |
| January 1, 2012<br>Cost  | 88 4     | 63 5                 | 47 0          |
| Cumulative amortization  | •        | 23.8                 | -31.7         |
| Carrying amount  | 88.4     | 39.7                 | 15.3          |
| January 1, 2012, opening carrying amount                                       | 88 4     | 39 7                 | 15 3          |
| Acquisitions   | -        | 42 7                 | -             |
| Amortization in the year   | _        | -18.2                | -4.7          |
| December 31, 2012, closing carrying amount                                     | 88.4     | 64.2                 | 10.6          |
| December 31, 2012  |          |                      |               |
| Cost   | 88 4     | 106 2                | 47 0          |
| Cumulative amortization  | -        | -42 0                | -36,4         |
| Carrying amount  | 88.4     | 64.2                 | 10.6          |
| No impairment losses or retirements were taken in 2012                         |          |                      |               |
| The economic lives of reported assets are estimated as follows _<br>Technology |          | <u>2012</u><br>10 yr | 2011<br>10 yr |

Transmode acquired Lumentis AB in 2005. Intangible fixed assets attributable to Technology and Customer Relations were identified when valuing the company. Technology is amortized on a straight-line basis over 10 years, which is the economic life assessed by the Board of Directors. Capitalized development expenses are amortized over the product's assessed useful life, although a maximum of 7 years. For reported assets in 2011 and 2012, assessed useful life is 3 years.

3 yr

## **Note 15 Impairment Test of Goodwill**

Capitalized development expenses

Goodwill acquired in business combinations is allocated to a cash-generating unit, which is synonymous with Transmode's only business segment, optical networking solutions. The carrying amount of goodwill is allocated as follows.

|                              | 2012 | 2011 |
|------------------------------|------|------|
| Optical networking solutions | 88 4 | 88,4 |
| Total goodwill               | 88.4 | 88.4 |

3 yr

The impairment test for Transmode's cash-generating unit is based on calculated value in use. As in the previous year, the cash flow forecast utilized in the impairment test 2012 is based on the financial targets communicated, which have been approved by management and the Board of Directors.

Expected market growth and Transmode's opportunities to increase market shares were used when preparing these forecasts. In the impairment test, the growth rate utilized to extrapolate cash flows after year 2016 is 3.0% (3.0). A discount rate of 9.8% (10.0) before tax was utilized when calculating the present value of cash flow. The interest rate is judged to reflect the specific risks in the market segment that the company operates in

A sensitivity analysis was conducted on the impairment tests through individual changes to assumptions and progress regarding sales, operating margin and discount rates through

- · The yearly forecast sales growth reduced by 50% or
- · Yearly forecast operating margin reduced by 25% or
- Yearly forecast discount rate increased by 25%

After the sensitivity analysis of the impairment test was conducted, a substantial surplus value still remains without any impairment

#### **Note 16 Other Financial Assets**

| December 31, 2011                  | Deposits<br>Paid | Blocked<br>Bank Funds | Endowment<br>Insurance |       |
|------------------------------------|------------------|-----------------------|------------------------|-------|
| Opening balance, January 1, 2011   | -                | 0 5                   | 07                     | 12    |
| Released funds                     | -                | 0.0                   | -                      | 0.0   |
| Deposited premiums                 | -                | -                     | 0 1                    | 01    |
| Change in value                    | -                | -                     | -0 1                   | -0 1  |
| Interest received                  |                  | 0.0                   |                        | _0.0  |
| Closing balance, December 31, 2011 |                  | 0.5                   | 0.7                    | 1.2   |
| December 31, 2012                  | Deposits Paid    | Blocked<br>Bank Funds |                        | Total |
| Opening balance, January 1, 2012   | _                | 0.5                   | 0.7                    | 1 2   |
| Released funds                     |                  | 0.0                   | -                      | 00    |
| New deposits                       | 11               | -                     | -                      | 11    |
| Deposited premiums                 | •                | -                     | 03                     | 03    |
| Change in value                    | •                | -                     | 0 0                    | 0.0   |
| Interest received                  |                  | 0.0                   |                        | 0.0   |
| Closing balance, December 31, 2012 | 1,1              | 0.5                   | 1.0                    | 2.6   |

Blocked bank funds are collateral for bank guarantees issued

#### **Note 17 Share Warrants**

The final subscription date for the now-expired share warrant programs was April 30, 2012 Accordingly, since this date, there are no outstanding share warrants, so the following statement applies exclusively to expired share warrant programs

#### Share warrants for Board Members and Employees

The AGM in April 2009 authorized the Board of Directors to decide on the issue of a maximum of 55,000,000 share warrants with the right to subscribe for a maximum of 55,000,000 ordinary shares for certain Board members and employees of the company on one or more occasions in the period until the AGM 2010, waiving shareholders' preferential rights

The offered granting and terms and conditions of the share warrants of the option plan 2009 I were delivered to participants in May 2009. In June 2009, the Board of Directors took a decision to issue a total of 43,071,858 share warrants to the participants in the option plan.

The offered granting and terms and conditions of the share warrants of the option plan 2009 II were delivered to participants in June 2009. In July 2009, the Board of Directors took a decision to issue a total of 4,966,280 share warrants to the participants in the option plan.

All the share warrants in the above option plans, totaling 48,038,138, were subscribed at a subscription price of SEK 0.03 per share warrant, with entitlement to subscribe for a total of 48,038,138 ordinary shares at an exercise price of SEK 0.45 per ordinary share. The subscription period for the option plan 2009 I was the period October 2009 to April 30, 2012. Subscription for shares in the option plan 2009 II was possible in the period April 1-30, 2012, coincident with and after a possible initial public offering of the company's share and other periods that the Board of Directors was entitled to decide on. Otherwise, the terms and conditions of the options were the same for both plans.

The price of the share warrants was based on assessed market value, proceeding from a price calculated by an external valuer by applying the Black & Scholes valuation model. As an individual un-listed share, volatility was assessed as above the Stockholm Stock Exchange average for the OMX Index over recent years before the option plan. Because the price of the share warrants is judged to correspond to the assessed fair value, consolidated profit was not charged at granting. However, provisioning was conducted for social security contributions on an ongoing basis in accordance with each country's regulations.

Input data used in the valuation of plans 2009 I and 2009 II

| Expected dividend, SEK         | 0 00 |
|--------------------------------|------|
| Volatility                     | 30%  |
| Term, years                    | 30   |
| Share price at grant date, SEK | 0 30 |
| Annual risk-free interest      | 3 2% |
| Exercise price, SEK            | 0 45 |

In the subscription period, Transmode held an option to re-purchase the share warrants at market value if the holder's employment terminated before subscription was consummated

In accordance with existing share warrant terms, due to the dividends paid by Transmode in 2010, the above 2010 exercise price was restated from SEK 0 45 to SEK 0 30 per ordinary share

An EGM on April 7, 2011 resolved to conduct a reverse split of the company's share in the ratio of 1 20, whereby 20 existing shares were consolidated into one new share. Accordingly, in accordance with the terms and conditions of the share warrants, the subscription price and the number of shares each share warrant conferred entitlement to subscribe for were restated, whereupon each share warrant entitled the holder to subscribe for 0.05 new shares at a subscription price of SEK 6.00 per share.

Holdings and changes in share warrants in the 2009 I plan are as follows

|             | 2012              | 2011        |
|-------------|-------------------|-------------|
| January 1   | 6,052,258         | 43,007,858  |
| Forfeited   | -18               | -92         |
| Exercised   | <u>-6,052,258</u> | -36,955,508 |
| December 31 |                   | 6,052,258   |

Holdings and changes in share warrants in the 2009 II plan are as follows

|             | 2012      | 2011       |
|-------------|-----------|------------|
| January 1   | 1,285,320 | 4,674,280  |
| Forfeited   | -30,000   | •          |
| Exercised   | 1,255.320 | -3,388,960 |
| December 31 | <u></u>   | 1,285,320  |

The AGM 2010 resolved to extend the Board of Directors' authorization from the AGM 2011 for the remaining share warrants up to an aggregate maximum of 55,000,000, in the period before the AGM 2009

The offered granting and terms and conditions of the share warrants in the 2009 III option plan were delivered to participants in February 2010. In May 2010, the Board of Directors took the decision to issue a maximum total of 2,900,000 share warrants to participants in the option plan.

The offered granting and terms and conditions of the share warrants in the 2009 IV option plan were delivered to participants in May 2010. In May 2010, the Board of Directors took the decision to issue a maximum total of 3,995,000 share warrants to participants in the option plan

All the share warrants in the 2009 III – IV option plans, totaling 6,895,000, were subscribed at a subscription price of SEK 0.10 per share warrant, with entitlement to subscribe for a total of 6,895,000 ordinary shares at an exercise price of SEK 0.75 per ordinary share. The subscription period for the option plan 2009 III was the period May 2010 to April 30, 2012. Subscription for shares in the option plan 2009 IV was possible in the period April 1-30, 2012, coincident with and after a possible initial public offering of the company's share and other periods that the Board of Directors could decide. Otherwise, the terms and conditions of the options were the same for both plans.

The price of the share warrants was based on assessed market value, proceeding from a price calculated by an external valuer by applying the Black & Scholes valuation model. As an individual un-listed share, volatility was assessed as above the Stockholm Stock Exchange average for the OMX Index over recent years before the option plan. Because the price of the share warrants is judged to correspond to the assessed fair value, consolidated profit was not charged at granting. However, provisioning was conducted for social security contributions on an ongoing basis in accordance with each country's regulations.

Input data used in the valuation of the 2009 III and 2009 IV plans

| Expected dividend, SEK         | 0 00 |
|--------------------------------|------|
| Volatility                     | 30%  |
| Term, years                    | 24   |
| Share price at grant date, SEK | 0 66 |
| Annual risk-free interest      | 2 5% |
| Exercise price, SEK            | 0 75 |

In the subscription period, Transmode held an option to re-purchase the share warrants at market value if the holder's employment terminated before subscription is consummated

In accordance with existing share warrant terms, due to the dividends paid by Transmode in 2010, the above exercise price was restated from SEK 0.75 to SEK 0.60 per ordinary share in 2010

An EGM on April 7, 2011 resolved to conduct a reverse split of the company's share in the ratio of 1 20, whereby 20 existing shares were consolidated into one new share. Accordingly, in accordance with the terms and conditions of the share warrants, the subscription price and the number of shares each share warrant conferred entitlement to subscribe for were restated, whereupon each share warrant entitled the holder to subscribe for 0.05 new shares at a subscription price of SEK 12.00 per share.

Holdings and changes in share warrants in the 2009 III plan are as follows

|             | 2012     | 2011       |
|-------------|----------|------------|
| January 1   | 220,000  | 2,400,000  |
| Exercised   | 220,000  | -2,180,000 |
| December 31 | <u>-</u> | 220.000    |

Holdings and changes in share warrants in the 2009 IV plan are as follows

|              |           | 2011       |
|--------------|-----------|------------|
| January 1    | 2,105,000 | 3,995 000  |
| Granted      | , ,       |            |
| Re-purchased | -         | -250,000   |
| Exercised    | 2,105,000 | -1.640.000 |
| December 31  | •         | 2,105,000  |

#### **Share Warrants Issued to Lenders**

In 2006, 3,517,760 share warrants were issued to European Partners II Leveraged Venture Leasing Company Limited ("EVP") coincident with entering a finance leasing arrangement with EVP (then Kreos Capital). These share warrants conferred entitlement to subscribe for 3,517,760 class E preference shares, or the corresponding number of ordinary shares if Transmode Holding AB's shares had been listed, at an exercise price of SEK 1 1785 per share. The terms of the options also gave the holder the possibility of utilizing potential value growth of the options as part-payment for shares upon subscription. Subscription was permitted in the period from February 7, 2006 to the earliest of

- i) February 7, 2016,
- ii) The fifth anniversary of the listing of Transmode Holding AB's shares or,
- III) The day holders of at least 90% of all Transmode Holding AB's shares accept an offering on market terms to transfer their shares of the company in a single transaction

In 2006, 1,972,846 share warrants were issued to Proventus AB and Kreos Capital (formerly "EVP") each, totaling 3,945,692 share warrants, coincident with raising a venture capital loan from Proventus AB. These options conferred entitlement to subscribe for a total of 3,945,692 class E preference shares, or the corresponding number of ordinary shares if Transmode Holding AB's shares had been listed, at an exercise price of SEK 1 1785 per ordinary share. The terms of the options also gave the holder the possibility of utilizing potential value growth of the options as part-payment for shares upon subscription.

Subscription was permitted in the period from August 3, 2006 to the earliest of

- i) August 3, 2016,
- ii) The fifth anniversary of the listing of Transmode Holding AB's shares or,
- iii) The day holders of at least 90% of all Transmode Holding AB's shares accept an offering on market terms to transfer their shares of the company in a single transaction

In accordance with existing share warrant terms, due to the dividends paid by Transmode in 2010 and 2011, which the above options, totaling 7,463,452 entitled subscription to, have been restated to a total of 13,994,715 shares. Simultaneously, the exercise price has been restated to SEK 0 6285 per share.

An EGM on April 7, 2011 resolved to conduct a reverse split of the company's share in the ratio of 1 20, whereby 20 existing shares were consolidated into one new share. Based on a resolution by the EGM, all the company's share classes, ordinary and preference shares, were converted to shares in tandem with the company's IPO on NASDAQ OMX Stockholm. Accordingly, in accordance with the terms and conditions of the share warrants, the subscription price and the number of shares each share warrant conferred entitlement to subscribe for were restated, whereupon each share warrant entitled the holder to subscribe for 0 093755 new shares at a subscription price of SEK 12 57 per share.

The finance lease arrangement and venture capital loan were fully amortized before 2010.

Holdings and changes in outstanding share warrants to lenders are as follows

|             |   | 2011              |
|-------------|---|-------------------|
| January 1   | - | 7,463,452         |
| Forfeited   | - | -10               |
| Exercised   |   | <u>-7,463,442</u> |
| December 31 |   |                   |

#### **Note 18 Inventories**

Inventories of SEK 99 4 (97 8) m comprise finished goods, products in progress and raw materials

Expensed impairment losses on inventories amount to SEK 1 6 (9.1) m. Impairment losses have been conducted for established and assessed obsolescence. The expense is included in cost of goods and services provided in the Income Statement.

No impairment losses were reversed in the years 2011 - 2012

Provisioning to obsolescence reserve is based on age and rate of turnover and amounts to SEK 22 5 (23 4) m X

|                      | 2012 | 2011  |
|----------------------|------|-------|
| Raw materials        | 21 1 | 97    |
| Products in progress | 53   | 99    |
| Finished goods       | 95 5 | 101 6 |
| Obsolescence         | 22,5 | -23.4 |
| Total Total          | 99.4 | 97.8  |

## **Note 19 Accounts Receivable**

|                             |          | 2011  |
|-----------------------------|----------|-------|
| Accounts receivable         | 150 4    | 166 5 |
| Less provision for bad debt | <u> </u> | -0.1  |
| Accounts receivable, net    | 150.4    | 166.4 |

Changes in the provision for bad debt in the years 2011 to 2012 are stated in the following table

|                              | 2012 | 2011 |
|------------------------------|------|------|
| Opening balance, January 1   | -0 1 | -18  |
| Reversed unutilized amounts  | 0 1  | 18   |
| New provision for bad debt   |      | -0.1 |
| Closing balance, December 31 |      | -0.1 |

An age analysis of the group's outstanding accounts receivable as of December 31, for 2011 and 2012 is stated in the following table. The amounts exclude debt written off. Net accounts receivable thus correspond to the maximum credit risk for the group in addition to that provisioned in the financial statements. The group has no pledges as collateral for these credit risks.

|                                 |       | 2011  |
|---------------------------------|-------|-------|
| Non-overdue accounts receivable | 137 5 | 148 0 |
| Overdue by 1 – 30 days          | 12 4  | 128   |
| Overdue by 31 - 90 days         | 22    | -10   |
| Overdue by 91 – 180 days        | 04    | 60    |
| Overdue by over 180 days        | 21    | 06    |
| Accounts receivable, net        | 150.4 | 166.4 |

#### **Note 20 Other Current Receivables**

|                          | 2012 | 2011 |
|--------------------------|------|------|
| Income taxes recoverable | 87   | 0.0  |
| Sales tax recoverable    | 13 3 | 19 5 |
| Other receivables        | 5,4  | 6.1  |
| Total                    | 27.4 | 25.6 |

## Note 21 Prepaid Expenses and Accrued Income

|  | 2012 | 2012 |
|--|------|------|
| Prepaid rent                             | 25   | 2 2  |
| Prepaid staff-related insurance policies | 0.8  | 0.8  |
| Prepaid licensing expenses               | 1 7  | 18   |
| Accrued interest income                  | 13   | 07   |
| Accrued income                           | 03   | 02   |
| Other prepaid expenses                   | 15   | 10   |
| Total                                    | 8.1  | 6.7  |

## **Note 22 Cash and Cash Equivalents**

|                           | 2012  | 2011  |
|---------------------------|-------|-------|
| Cash and cash equivalents | 376 8 | 293.8 |
| Total                     | 376.8 | 293.8 |

Cash and cash equivalents include bank balances that accrue interest at varying rates, based on daily deposit rates and fixed-term, investments in securities, etc. accruing interest as agreed from time to time

The fair value of cash and cash equivalents is the same as book value

## **Note 23 Share Capital and Reserves**

#### **Share Capital**

As of December 31, 2012, there are 27,788,676 shares of Transmode Holding AB with a quotient value of SEK 0.20. All shares are fully paid-up

|                                 |              |         |               | Other   |       |
|---------------------------------|--------------|---------|---------------|---------|-------|
|                                 |              | Share   | Unregistered  | Paid-up |       |
|                                 | No of Shares | Capital | Share Capital | Capital | Total |
| January 1, 2011                 | 487,981,740  | 49      | -             | 619 9   | 624 8 |
| Repurchase of options           | -            | -       | -             | 00      | 00    |
| New issue for equalization      | 20           | 0 0     | -             | -       | 00    |
| Reverse split                   | -463,582,672 | -       | -             | -       | -     |
| New issue on conversion         | •            |         |               |         |       |
| of share warrants               | 2,907,960    | 06      | _             | 22 6    | 23 2  |
| New share issue in progress     |              | 0.0     | 0.0           |         | 0.0   |
| December 31, 2011               | 27,307,048   | 5.5     | 0,0           | 642.5   | 648.0 |
|                                 |              |         |               |         |       |
| January 1, 2012                 | 27,307,048   | 5 5     | 0 0           | 642 5   | 648 0 |
| Registration of new share issue | 7,700        | 0.0     | 0 0           | -       | 0.0   |
| New issue on conversion         |              |         |               |         |       |
| of share warrants               | 473.928      | _01     |               | 3.5     | 3,6   |
| December 31, 2012               | 27,788,676   | 5.6     | -             | 646.0   | 651.6 |

#### Option plans

The company had no outstanding share warrants as of December 31, 2012 More information in Note 17

#### Other reserves

Other reserves consist of translation differences of SEK -0 9 (-0 8) m attributable to equity in foreign subsidiaries

## **Note 24 Long-term Liabilities**

Items within long-term liabilities are reviewed in Notes 10, 25 and 26

#### **Bank Credits/Factoring Customer Invoices**

As of December 31, 2011, the company had an unutilized credit facility of SEK 30 0 m. Considering the company's good financial position, this credit facility has not been extended

#### **Note 25 Other Provisions**

| Compensation, |                                 |   |  |   |
|---------------|---------------------------------|---|--|---|
| Pensions      | Guarantees                      | Founders  | Other  | Total   |
| 08            | 77                              | 3 2   | 13   | 13.0  |
| 0 2           | 83                              | -   | 14   | 99  |
| -             | -29                             | -1 5  | -  | -4 4  |
| -             | -28                             | =   | -  | -2,8  |
| 0.1           |                                 | <del>-</del>  |  | -0.1  |
| 0.9           | 10.3                            | 1.7   | 2.7  | 15.6  |
| _             | 72                              | 17  | 2.5  | 11 4  |
| 0,9           | _ 3 1                           |   | 02   | 4.2   |
| 0.9           | 10.3                            | 1.7   | 2.7  | 15.6  |
|               | 0 8<br>0 2<br>-<br>-0.1<br>-0.9 | Pensions         Guarantees           0 8         7 7           0 2         8 3           - 29         - 28           -0.1         -           0.9         10.3           - 7 2         0.9           0.9         3 1 | Pensions         Guarantees         Founders           0 8         7 7         3 2           0 2         8 3         -           - 2 9         -1 5         -           - 2 8         -         -           - 0.1         -         -           - 0.9         10.3         1.7           - 7 2         1 7           0.9         3 1         - | Pensions         Guarantees         Founders         Other           0 8         7 7         3 2         1 3           0 2         8 3         -         1 4           -         -2 9         -1 5         -           -         -2 8         -         -           -         -0.1         -         -           -         0.9         10.3         1.7         2.7           -         7 2         1 7         2 5           0.9         3 1         -         0 2 |

| December 31, 2012           | Compensation, |            |          |       |       |  |
|-----------------------------|---------------|------------|----------|-------|-------|--|
|                             | Pensions      | Guarantees | Founders | Other | Total |  |
| January 1, 2012             | 0.9           | 10 3       | 17       | 27    | 15 6  |  |
| Additional provisions       | 02            | 16 4       | -        | 13    | 179   |  |
| Utilized in the year        | -             | -3 7       | -0 8     | -13   | -5 8  |  |
| Reversed unutilized amounts | -             | -19        | _        | -     | -19   |  |
| Change in value             |               |            |          |       | 0 2   |  |
| December 31, 2012           | 0.9           | 21.1       | 0.9      | 2.7   | 25.6  |  |
|                             | ·             |            |          |       |       |  |
| Short-term                  | -             | 18 0       | 09       | 23    | 21 2  |  |
| Long-term                   | 0.9           | 3.1        |          | 0.4   | _ 4.4 |  |
| Total                       | 0.9           | 21,1       | 0.9      | 2.7   | 25.6  |  |

#### Provisions for Pensions

Provisions for pensions relate to an endowment insurance for the CEO that is described in more detail in Note 26

#### Provisions for Guarantees

The provision relates to expected expenditure for guarantee commitments to customers. Partly for commitments relating to specific customer projects and partly for general commitments according to standard agreements, but also for expected expenditure of a goodwill nature. The provision is based on historical and forward-looking information regarding expenses and guarantee periods, for example. The majority of the guarantee expenses during the remaining guarantee period are expected to occur within the next 12 months and is thus recognized as a short-term provision. That portion of guarantee expenses expected to occur after 12 months is recognized as a long-term provision.

#### Provision for Compensation to Founders

This provision relates to expected compensation to founders of Transmode Systems AB and Transmode Holding AB. This compensation was agreed coincident with Transmode Holding AB acquiring Transmode Systems AB. The payment for the company is expected within 12 months from the founders potentially selling shares in Transmode Holding AB. Payment will be conducted at one or more occasions depending on when and how many shares are sold on each occasion. The first payment was made in the fourth quarter of 2012 and a second payment was made in 2012.

#### Other Provisions

Other provisions primarily consist of commitments linked to rights of return for customers. Expected expenses are measured in accordance with the rules for onerous contracts as the difference between the initial sales price and the net realizable value.

#### **Note 26 Pensions**

Commitments for old-age and survivors' pensions for salaried employees in Sweden are vested through an insurance policy with Alecta. According to pronouncement UFR 3 issued by the Swedish Financial Reporting Board, this is a multi-employer defined benefit plan. For the financial year 2012, the group did not have access to such information that makes it possible to report this plan as a defined benefit plan. Thus the ITP pension plan secured through insurance with Alecta is reported as a defined contribution plan. Expenditure for pension policies in the year insured with Alecta amount to SEK 12 7 (9.7) m. Alecta's surplus can be distributed to policy-holders and/or insured parties. At year-end 2012, Alecta's surplus expressed as its collective consolidation ratio was 129% (113). The collective consolidation ratio comprises the market value of Alecta's assets as a percentage of its insurance commitments, calculated according to Alecta's actuarial calculation assumptions, which are not consistent with IAS 19.

As part of his pension plan, the Chief Executive Officer has chosen an endowment insurance held by Transmode Holding AB. This policy is recognized as a financial asset. The expected pension payments and employer's contributions on it are stated as a long-term provision.

Commitments for foreign pensions are reported in accordance with local regulations in each country

## **Note 27 Accounts Payable and Other Current Liabilities**

|  |        | <u>2011</u> |
|--|--------|-------------|
| Accounts payable   | 93 0   | 110 2       |
| Advances from customers                                      | 1 2    | 16          |
| VAT liability  | 12     | 16          |
| Social security contributions and employee withholding taxes | 76     | 86          |
| Other current liabilities                                    | 1,4    | 1.9         |
| Total  | 104.4_ | 123.9       |

Accounts payable are non interest-bearing and normally settled on their stated due date, usually within 30 - 60 days from invoice date. See Note 30 for liabilities to related parties. Other current liabilities are non interest-bearing and settled within 12 months.

## Note 28 Accrued Expenses and Deferred Income

| Group                      |      | 2011       |
|----------------------------|------|------------|
| Accrued personnel expenses | 34 1 | 37 2       |
| Prepaid income             | 59   | 91         |
| Other accrued expenses     | 20 0 | 22,1       |
| Total                      | 60.0 | 68.4       |
| Parent Company             | 2012 | 2011       |
| Accrued personnel expenses | 58   | 7.5        |
| Other accrued expenses     |      |            |
| Total                      | 7.3  | <u>8.8</u> |

## Note 29 Commitments, Pledged Assets and Contingent Liabilities

### Operating Lease Commitments—the Group as Lessee

The group has entered commercial lease arrangements regarding premises. The lease arrangements have differing terms, indexation clauses and extension options. Future minimum lease payments for irrevocable operating lease arrangements as of December 31 are as follows.

| Within one year<br>After more than one year but within five years<br>After more than five years<br>Total | 2012<br>12 5<br>30 0<br>0.1<br>42.6 | 2011<br>8 4<br>38 3<br>-<br>46.7   |
|--|-------------------------------------|------------------------------------|
| Expenses for operating lease commitments   | 9 2                                 | 91                                 |
| Pledged Assets  Blocked funds Total  | 2012<br>0.5<br>0.5                  | 2011<br>0,5                        |
| Floating Charge  | 2040                                |                                    |
| Priority 1 Priority 2 Priority 3 Total   | 2012<br>8 6<br>3 0<br>25 9<br>37.5  | 2011<br>9 0<br>3 0<br>26 8<br>38.8 |

Of outstanding floating charges, the company holds SEK 25 9 (26 8) m

### **Pledges**

The group's endowment insurance, which is part of the pension plan for the Chief Executive Officer, is pledged The pledgee is the Chief Executive Officer

#### Contingent Liabilities

The group has no contingent liabilities requiring any disclosure for the years 2011 and 2012

## **Note 30 Transactions with Related Parties**

The Consolidated Accounts include the financial statements of Transmode Holding AB and the subsidiaries in the following table

| -  | Corporate ID |           | Equity  |
|--|--------------|-----------|---------|
|  | No,          | Country   | Holding |
| Directly owned subsidiaries                        |              |           |         |
| - Transmode Systems AB                             | 556587-0028  | Sweden    | 100%    |
| Indirectly owned subsidiaries                      |              |           |         |
| - Transmode Incentive AB                           | 556599-4596  | Sweden    | 100%    |
| - Transmode Systems Inc                            | 3457703      | USA       | 100%    |
| <ul> <li>Transmode (UK) Ltd</li> </ul>             | 4968653      | UK        | 100%    |
| <ul> <li>Transmode Systems Germany GmbH</li> </ul> | 00724618305  | Germany   | 100%    |
| - Transmode Systems Asia Pte Ltd                   | 200413703N   | Singapore | 100%    |
| - Transmode Systems Canada Inc                     | 6562281      | Canada    | 100%    |
| - Transmode Systems Italy S r l                    | 06189330969  | Italy     | 100%    |

No subsidiaries were incorporated in 2011 or 2012

Transmode Holding AB is the group parent company

## Transactions with Related Parties

The company conducted transactions with related parties amounting to SEK -0.6 (-0.2) m in the year. This expense wholly relates to Directors' fees and fees for committee work to companies wholly or partly owned by three Board members, which are included in the following table.

## Salary and Benefits to Senior Managers

| 2012                    | Basic Salary/<br><u>Director's Fee<sup>1</sup></u> | Performance-<br>related Pay | Pension<br>Expense | Other<br>Benefits | Total |
|-------------------------|--|-----------------------------|--------------------|-------------------|-------|
| Chairman of the Board   |  |                             | -                  | <u>-</u>          |       |
| —Kent Sander¹           | 0 4  | -                           | -                  | -                 | 04    |
| Other Board members     |  |                             |                    |                   |       |
| —Axel Roos              | 0 2  | •                           | -                  | -                 | 02    |
| —Eva Lındqvıst          | 02   | -                           | -                  | -                 | 0.2   |
| —Gerd Tenzer            | 0 2  | -                           | -                  | -                 | 02    |
| —Kevin Taylor           | 02   | -                           | -                  | -                 | 02    |
| —Tom Nyman              | 0 2  | -                           | -                  | -                 | 02    |
| —Torbjorn Nilsson       | 02   | -                           | -                  | -                 | 0.2   |
| Chief Executive Officer | 2 4  | 1 2                         | 07                 | -                 | 43    |
| Other senior managers   |  |                             |                    |                   |       |
| (7 people)              | 9.4  | 2.9                         | 3.0                | 02                | 15 5  |
| Total                   | <u>13.4</u>  | 4.1                         | 3.7                | 0.2               | 21.4  |

| 2011                    | Basic Salary/<br>_Director's Fee <sup>1</sup> | Performance-<br>related Pay | Pension<br>Expense | Other<br>Benefits | Total |
|-------------------------|---|-----------------------------|--------------------|-------------------|-------|
| Chairman of the Board   | * *   |                             |                    |                   |       |
| —Kent Sander            | 0 4   | -                           | -                  | -                 | 04    |
| Other Board members     |   |                             |                    |                   |       |
| —Gerd Tenzer            | 02  | -                           | -                  | -                 | 02    |
| —Eva Lindqvist          | 03  | -                           | -                  | -                 | 03    |
| -Torbjom Nilsson        | 0 2   | -                           | -                  | -                 | 02    |
| Chief Executive Officer | 22  | 3 0                         | 06                 | -                 | 58    |
| Other senior managers   |   |                             |                    |                   |       |
| (7 people)              | 84  | 5,1                         | 2,4                |                   | 15 9  |
| Total                   | 11.7_   | 8.1                         | 3.0                |                   | 22.8  |

<sup>&</sup>lt;sup>1</sup> Including total fees for committee work of SEK 0 2 (0 1) m

#### Chief Executive Officer

The Chief Executive Officer took up his position in March 2007. Basic annual salary is SEK 2.4 (2.2) m Maximum performance-related pay is 120% (120) of basic annual salary. Pension is defined contribution and amounts to 28% (28) of basic annual salary. Upon termination initiated by the employee, a notice period of six months applies, and upon termination initiated by the company, a notice period of six months applies. For termination initiated by the company, extra remuneration of six months' salary may be payable if certain conditions are satisfied.

#### Other Senior Managers

Other senior managers have maximum performance-related pay portion of 30-50% of basic annual salary with the exception of one person who has a maximum of 120% of the same base. One senior manager has a defined-contribution pension amounting to 30% of basic annual salary. Other senior managers' pensions are based on the ITP pension plan. For the group consisting of other senior managers, notice penods are between three and nine moths for termination initiated by themselves. For termination initiated by the company, notice periods are between three and nine months. Certain senior managers also have additional remuneration corresponding to a maximum of six months' salary. In no case does total basic remuneration during notice periods, including additional remuneration, exceed 12 months' salary.

### Note 31 Financial Risk Management

#### **Financial Risk Factors**

The group has various financial assets and liabilities such as accounts receivable, accounts payable and other assets and liabilities that arise in operating activities. In addition, the group's financial assets and liabilities primarily comprise bank balances. In 2005 to 2010, the capital structure was altered from being exclusively owner financed to being primarily funded via equity since 2011.

Through its operations, the group is exposed to various financial risks, market risks (including interest risks on cash flows and currency risk), credit risks and liquidity risks

The Board of Directors has prepared a finance policy for overall financial risk management and for specific segments including financial risks within the group. The Board of Directors has delegated responsibility for ongoing observance of its policy to the group management. The management of financial risk factors, regarding currency forward contracts, customer credit and the investment of surplus liquidity, is conducted centrally at the group's accounting function in Sweden according to guidelines adopted by the Board of Directors

Generally, considering global economic conditions, financial risks are considered to have been relatively unchanged at year-end 2012 compared to year-end 2011. Nor, apart from volatile exchange rates, has the group been directly affected by this

#### **Interest Risks on Cash Flow**

The group's interest-bearing assets, in the form of bank balances, increased by SEK 83 0 m in 2012 after dividend paid of SEK 41 7 m  $\,$ 

The company did not have any borrowings from credit institutions in the year, and accordingly, the group's exposure to interest risks as of the reporting date consists of bank balances exclusively. According to the prevailing finance policy, the Board of Directors takes decisions on interest fixings for each individual major funding facility based on a general risk assessment. According to the current policy, at least 50% of potential new borrowings should have fixed interest for at least three years. In the years 2011 and 2012, the group did not use any interest derivatives.

The following table illustrates how changes in interest rates on the net of interest-bearing assets and liabilities with variable interest, with all other variables unchanged, would have affected consolidated profit before tax

| Sensitivity analysis for changes in interest rates | 2012   | 2011   |
|--|--------|--------|
| Change in Basis Points                             | +/-100 | +/-100 |
| Effect on Profit before Tax, SEK m (approx )       | +/-3   | +/-2   |

#### **Currency Risk**

The group has business with counterparties in countries other than Sweden Accordingly, the group is exposed to transaction exposure where exchange rates between the transaction currency and Transmode's functional currency (SEK) change over time. Currency risks arise when future business transactions or recognized assets.

or liabilities are expressed in another currency, usually EUR, GBP and USD, which is not the entity's functional currency, which almost exclusively means Swedish kronor (SEK) for the Transmode group

The group's ambition is to attempt to control its cash flows in foreign currencies by matching payments made and received. Bank balances are usually almost exclusively in SEK, whereupon cash exposure is limited in terms of currency risk.

According to its finance policy, unmatched net flows can be hedged using financial derivatives. However, with the aim of reducing certain short-term effects of fluctuations in exchange rates, in 2011 and 2012, the Board of Directors decided that parts of accounts receivable and anticipated accounts receivable denominated in EUR and GBP and parts of the expected net outflow, of goods purchases less good sales, denominated in USD should be hedged by currency forward contracts according to the adopted policy.

At year-end 2012, the company had currency forward contracts regarding commitments to sell currencies totaling EUR 12 2 m at an average spot rate of SEK/EUR 8 54 and a total of GBP 1 2 m at a spot rate of SEK/GBP 10 71. The remaining maturity of outstanding currency forward contracts was less than 12 months and has been classified as other current receivables and other current liabilities.

| Fair value of derivative instruments | 2012 | 2011 |
|--------------------------------------|------|------|
| Other current receivables            | 02   | 26   |
| Other current liabilities            | 0.9  | -1.4 |
| Net receivable/(liability)           | -0.7 | 1.2  |

For those transactions made in EUR, GBP and USD, the following table illustrates how exchange rate variations, all other variables unchanged, would have affected consolidated profit before tax, excluding the effect of currency forward contracts

| Effect on Profit before Tax from a Change in the Exchange Rate | 2012       | 2011       |
|--|------------|------------|
| Change in exchange rate  | +/-1%      | +/-1%      |
| EUR  | SEK +/-4 m | SEK +/-4 m |
| GBP  | SEK +/-3 m | SEK +/-2 m |
| USD  | SEK -/+1 m | SEK -/+1 m |

The effect of translation differences on consolidated equity is marginal because operations and net investments in foreign subsidiaries are limited

#### Credit Risk

Primarily, the group's end-customers are network operators, services providers, corporations and public institutions in Europe and North America. Sales to end-customers are mainly direct, but also through resellers. Outstanding accounts receivable are monitored continuously, and the group's exposure to credit risks is judged to be fairly low, as in the previous year. The need for provisioning of doubtful debt is effected continuously at customer level. The maximum credit risk for accounts receivable is the same as the carrying amount stated in Note 19. This Note also provides an age analysis of overdue accounts receivable for which payment had not been received as of the reporting date. At year-end 2012, the company had no provisions for doubtful debt compared to SEK 0.1 m in the previous year. As in 2011, there was no bad debt in 2012.

The group has a large number of customers, although a small number of them represent a relatively high share of outstanding accounts receivable. The company has no credit insurance for outstanding accounts receivable. The following summary states the share of total accounts receivable attributable to the five customers with the largest outstanding balances as of the reporting date, December 31

| Concentration of Accounts Receivable as of December 31                        | 2012  | 2011  |
|---|-------|-------|
| Total accounts receivable   | 150 4 | 166 4 |
| Of which 5 largest customers <sup>1)</sup>                                    | 95 9  | 128 8 |
| Of which 5 largest customers <sup>1)</sup> share of total accounts receivable | 63 8% | 77 4% |

<sup>1)</sup> Legal entity, and where applicable, collection of legal entities in the same group

The credit risk on cash and cash equivalent receivables is judged as low because in accordance with the finance policy surplus liquidity can only be deposited in bank accounts and time-finite investment at banks in Sweden

### Liquidity Risk

The group has surplus liquidity, which is continuously deposited in bank accounts and on fixed-term deposits. A maximum of 25% of the fixed-term investments have longer maturities than six months, although never

exceeding 12 (6) months. However, full flexibility in terms of liquidity can be achieved by cancelling outstanding fixed-term investments in advance, at low cost.

The group's policy is to maintain a liquidity reserve of a minimum of 8% of the forthcoming 12 month's sales. The group management also monitors forecasts of the group's liquidity reserves in the short and long term. Considering the company's good financial position, the previously arranged SEK 30 m credit facility has not been extended.

The following table illustrates maturities of the group's financial liabilities based on contracted terms

| As of December 31, 2012         | <1 year | >1 year |
|---------------------------------|---------|---------|
| Accounts payable                | 93 0    | -       |
| Other liabilities <sup>1)</sup> | 71 4    | -       |
| As of December 31, 2011         | <1 year | >1 year |
| Accounts payable                | 110 2   |         |
| Other liabilities <sup>1)</sup> | 82 1    | -       |

<sup>1)</sup> Includes other current liabilities and accrued expenses and deferred income

#### **Managing Capital Risks**

In 2007 and until mid-2009, the group was largely financed by equity and interest-bearing loans. The group has monitored and analyzed this capital continuously on the basis of changes in items including net debt, equity/assets ratio and cash flow. The general objective of capital risk management has been to ensure the group's ability to continue its expansion and simultaneously maintain an optimal capital structure with the aim of limiting the cost of capital.

To maintain or alter its capital structure, the group can pay out capital to shareholders or otherwise re-pay capital to shareholders. According to the dividend policy approved by Transmode's Board of Directors, the goal is to propose a yearly dividend, which over time, amounts to between 25 and 50% of Transmode's profit for the year for the previous financial year. In 2012, the company paid a total dividend to shareholders of SEK 41.7 (29.8) m. The Board of Directors has decided to propose a dividend of SEK 50.0 m for the financial year 2012, corresponding to some 36% of profit for the year. The group can also issue new shares or sell assets to alter its capital structure.

The following table reviews the group's debt/equity ratio and equity/assets ratio in the years 2011 to 2012

|                        |       | 2011  |
|------------------------|-------|-------|
| Interest-bearing loans | -     | -     |
| Shareholders' equity   | 632 8 | 531 8 |
| Total assets           | 851 2 | 754 9 |
| Debt/equity ratio      | -     | -     |
| Equity/assets ratio    | 74 3% | 70 4% |

## **Note 32 Financial Instruments**

#### **Fair Values of Financial Instruments**

There were no finance lease liabilities at the end of 2011 or 2012. For other financial instruments, such as accounts receivable, accounts payable and other assets and liabilities, carrying amounts are considered a close approximation of fair values, because their term is short.

Derivative instruments are recognized at fair value via the Income Statement and are in tier 2 of the value measurement hierarchy

#### Classification of Financial Instruments

| Classification of Financial Instruments |  |                         |
|---|--|-------------------------|
|   | Loan Receivables and                     | Assets Measured at      |
| B/- 24 0048                             | Accounts Receivable                      | Fair Value via the      |
| December 31, 2012                       | to Maturity                              | <u>Income Statement</u> |
| Other financial assets                  | 26                                       | -                       |
| Accounts receivable                     | 150 4                                    | _                       |
| Other current receivables               | -  | 02                      |
| Cash and cash equivalents               | 376.8                                    | -                       |
| Total assets                            | 529.8                                    | 0.2                     |
|   | Financial Liabilities                    |                         |
|   | Recognized at                            | Liabilities Measured at |
|   | Amortized                                | Fair Value via the      |
| December 31, 2012                       | Cost                                     | Income Statement        |
| Accounts payable                        | 93 0                                     | Anconic Statement       |
| Other current liabilities               | -  | 0.9                     |
| Accrued expenses                        | 20 0                                     | _                       |
| Total liabilities                       | 113.0                                    | 0.9                     |
|   |  |                         |
|   | Loan Receivables and Accounts Receivable | Assets Measured at      |

| December 31, 2011         | Loan Receivables and<br>Accounts Receivable<br>to Maturity | Assets Measured at<br>Fair Value via the<br>Income Statement |
|---------------------------|--|--|
| Other financial assets    | 1 2  | •  |
| Accounts receivable       | 166 4  | -  |
| Other current receivables | -  | 26   |
| Cash and cash equivalents |  | <u> </u>   |
| Total assets              | 461.4  | 2.6  |
|                           | Financial Liabilities<br>Recognized at<br>Amortized        | Liabilities Measured at<br>Fair Value via the                |
| December 31, 2012         | Cost   | Income Statement   |
| Accounts payable          | 110 2  | THOME Statement  |
| Other current liabilities | ÷  | 14   |
| Accrued expenses          | 22 1   | - ·  |
| Total liabilities         | 132.3  | 1.4  |

## **Note 33 Participations in Group Companies**

Parent Company
Opening balance, January 1
Carrying amount at end of period

| 201 | .2 2011  |
|-----|----------|
| 369 | 4 369.4  |
| 369 | .4 369.4 |

|  | Corporate ID Number | Country   | Equity<br>Holding | Book<br>Value |
|--|---------------------|-----------|-------------------|---------------|
| Directly owned subsidiaries                        |                     |           |                   |               |
| <ul> <li>Transmode Systems AB</li> </ul>           | 556587-0028         | Sweden    | 100%              | 369 4         |
| Indirectly owned subsidiaries                      |                     |           |                   |               |
| <ul> <li>Transmode Incentive AB</li> </ul>         | 556599-4596         | Sweden    | 100%              |               |
| <ul> <li>Transmode Systems Inc</li> </ul>          | 3457703             | USA       | 100%              |               |
| <ul> <li>Transmode (UK) Ltd</li> </ul>             | 4968653             | UK        | 100%              |               |
| <ul> <li>Transmode Systems Germany GmbH</li> </ul> | 00724618305         | Germany   | 100%              |               |
| <ul> <li>Transmode Systems Asia Pte Ltd</li> </ul> | 200413703N          | Singapore | 100%              |               |
| <ul> <li>Transmode Systems Canada Inc</li> </ul>   | 6562281             | Canada    | 100%              |               |
| <ul> <li>Transmode Systems Italy S r i</li> </ul>  | 06189330969         | Italy     | 100%              |               |

## **Multi-year Summary**

| · · · · · · · · · · · · · · · · · · ·    |          |       |               | _               |       |
|--|----------|-------|---------------|-----------------|-------|
|  | 2012     | 2011  | <u> 2010 </u> | <u>2009</u>     | 2008_ |
| Total sales (SEK m)                      | 1,010 9  | 916 9 | 699 3         | 570 1           | 607 1 |
| Gross profit (SEK m)                     | 498 8    | 462 9 | 358 6         | 281 6           | 329 7 |
| Adjusted EBITDA (SEK m)*                 | 200 3    | 193 7 | 122 1         | 77 3            | 116 7 |
| Adjusted operating profit/loss (SEK m)*  | 170 7    | 168 2 | 108 4         | <del>64</del> 7 | 106 6 |
| Operating profit/loss (SEK m)            | 170 7    | 149 1 | 107 6         | 57 4            | 104 9 |
| Profit for the year                      | 139 2    | 116 3 | 81 4          | 44 3            | 73 3  |
| Working capital (SEK m)                  | 99 2     | 816   | 47 6          | 58 1            | 144 0 |
| Net cash (-)/net debt (+) (SEK m)        | 377 3    | 294 3 | 206 5         | 300 3           | 153 1 |
| Cash flow from operating activities (SEK | m) 176 7 | 139 4 | 133 6         | 154 9           | 69 5  |
| Change in total sales (%)                | 10 2%    | 31 1% | 22 7%         | -6 1%           | 31 7% |
| Gross margin (%)                         | 49 3%    | 50 5% | 51 3%         | 49 4%           | 54 3% |
| Adjusted EBITDA margin (%)*              | 19 8%    | 21 1% | 17 5%         | 13 6%           | 19 2% |
| Adjusted operating margin (%)*           | 16 9%    | 18 3% | 15 5%         | 11 3%           | 17 6% |
| Operating margin (%)                     | 16 9%    | 16 3% | 15 4%         | 10 1%           | 17 3% |
| Profit margin (%)                        | 13 8%    | 12 7% | 11 6%         | 7 8%            | 12 1% |
| Working capital/total sales (%)          | 10 0%    | 8 4%  | 8 8%          | 13 4%           | 20 2% |
| Equity/assets ratio (%)                  | 74 3%    | 70 4% | 73 9%         | 78 7%           | 78 2% |

 $<sup>^{*}</sup>$  For 2008, 2009, 2010 and 2011 operating profit was adjusted by SEK 1 7 m, 7 3 m, 0 8 m and 19 1 m for expenses related to the company's IPO on NASDAQ OMX Stockholm

#### **Definitions**

#### Regions

Americas North and South America EMEA Europe, Middle East and Africa APAC Asia and Pacific region

#### Customers

Legal entity, and where applicable, a group of legal entities in the same group

#### **Total sales**

Income from sale of goods and services

#### **Invoicing**

Non-allocated income from sale of goods and services

#### Growth

Change in total sales

Change from the corresponding preceding period as a percentage of total sales

#### Earnings measures

EBITDA

Operating profit/loss before amortization and depreciation of intangible and tangible fixed assets

#### Margin measures

Gross margin

Gross profit as a percentage of total sales

#### EBITDA margin

Operating profit/loss before amortization and depreciation of intangible and tangible fixed assets (EBITDA) as a percentage of total sales

#### Operating margin

Operating profit/loss as a percentage of total sales

#### Profit margin

Profit for the year as a percentage of total sales

#### Capital structure

Working capital

Inventories, accounts receivable and other non interest-bearing current assets less accounts payable and other interest-free current liabilities. The working capital percentage measurement is based on the average of data as of the end of each quarter for the last 12-month period (five measurements) and is stated as a percentage of total sales calculated on a rolling 12-month period.

#### Net cash/net debt

Cash and cash equivalents and interest-bearing financial fixed assets less interest-bearing liabilities

Equity/assets ratio

Shareholders' equity as a percentage of total assets

Debt/equity ratio

Interest-bearing liabilities divided by equity

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## Revisionsberättelse

## Till årsstämman i Transmode Holding AB, org.nr 556588-9101

Rapport om årsredovisningen och koncernredovisningen

Vi har utfort en revision av årsredovisningen och koncernredovisningen för Transmode Holding AB för år 2012

Styrelsens och verkstallande direktorens ansvar för årsredovisningen och koncernredovisningen

Det ar styrelsen och verkstallande direktören som har ansvaret for att uppratta en årsredovisning som ger en rattvisande bild enligt årsredovisningslagen och en koncernredovisning som ger en rattvisande bild enligt International Financial Reporting Standards, såsom de antagits av EU, och årsredovisningslagen, och för den interna kontroll som styrelsen och verkstallande direktoren bedomer ar nock andig för att uppratta en årsredovisning och koncernredovisning som inte innehåller vasentliga felaktigheter, vare sig dessa beror på oegentligheter eller på fel

#### Revisorns ansvar

Vårt ansvar ar att uttala oss om årsredovisningen och koncernredovisningen på grundval av vår revision. Vi har utfort revisionen enligt International Standards on Auditing och god revisionssed i Sverige. Dessa standarder kraver att vi följer yrkesetiska krav samt planerar och utför revisionen för att uppnå rimlig sakerhet att årsredovisningen och koncernredovisningen inte innehåller väsentliga felaktigheter

En revision innefattar att genom olika åtgarder inhamta revisionsbevis om belopp och annan information i årsredovisningen och koncernredovisningen Revisorn valjer vilka åtgärder som ska utföras, bland annat genom att bedoma riskerna för vasentliga felaktigheter i årsredovisningen och koncernredovisningen, vare sig dessa beror på oegentligheter eller på fel. Vid denna riskbedomning beaktar revisorn de delar av den interna kontrollen som är relevanta för hur bolaget upprattar årsredovisningen och koncernredovisningen för att ge en rattvisande bild i syfte att utforma granskningsåtgarder som ar andamålsenliga med hansyn till omstandigheterna, men inte i syfte att gora ett uttalande om effektiviteten i bolagets interna kontroll. En revision innefattar också en utvardering av andamålsenligheten i de redovisningsprinciper som har anvants och av rimligheten i styrelsens och verkstallande direktorens uppskattningar i redovisningen, liksom en utvardering av den overgripande presentationen i årsredovisningen och koncernredovisningen

Vi anser att de revisionsbevis vi har inhamtat ar tillrackliga och andamålsenliga som grund för våra uttalanden

#### Uttalanden

Enligt vår uppfattning har årsredovisningen upprattats i enlighet med årsredovisningslagen och ger en i alla vasentliga av seenden rattvisande bild av moderbolagets finansiella stallning per den 31 december 2012 och av dess finansiella resultat och kassafloden för året enligt årsredovisningslagen Koncernredovisningen har upprattats i enlighet med årsredovisningslagen och ger en i alla vasentliga av seenden rattvisande bild av koncernens finansiella stallning per den 31 december 2012 och av dess finansiella resultat och kassafloden för året enligt International Financial Reporting Standards, såsom de antagits av EU, och årsredovisningslagen. En bolagsstyrningsrapport har upprattats.

och bolagsstyrningsrapporten ar forenlig med årsredovisningens och koncernredovisningens ovriga delar

Vi tillstyrker darfor att årsstamman faststaller resultaträkningen och balansrakningen for moderbolaget och koncernen.

# Rapport om andra krav enligt lagar och andra författningar

Utover vår revision av årsredovisningen och koncernredovisningen har vi även utfort en revision av förslaget till dispositioner beträffande bolagets vinst eller förlust samt styrelsens och verkställande direktorens förvaltning for Transmode Holding AB för år 2012

Styrelsens och verkstallande direktorens ansvar

Det ar styrelsen som har ansvaret for förslaget till dispositioner betraffande bolagets vinst eller förlust, och det ar styrelsen och verkstallande direktoren som har ansvaret för förvaltningen enligt aktiebolagslagen

#### Revisorns ansvar

Vårt ansvar är att med rimlig sakerhet uttala oss om förslaget till dispositioner beträffande bolagets vinst eller förlust och om förvaltningen på grundval av vår revision. Vi har utfört revisionen enligt god revisionssed i Sverige.

Som underlag for vårt uttalande om styrelsens forslag till dispositioner betraffande bolagets vinst eller forlust har vi granskat styrelsens motiverade yttrande samt ett urval av underlagen for detta for att kunna bedoma om forslaget ar forenligt med aktiebolagslagen

Som underlag for vårt uttalande om ansvarsfrihet har vi utover vår revision av årsredovisningen och koncernredovisningen granskat vasentliga beslut, åtgärder och förhållanden i bolaget for att kunna bedöma om någon styrelseledamot eller verkställande direktoren ar ersattningsskyldig mot bolaget. Vi har aven granskat om någon styrelseledamot eller verkstallande direktören på annat satt har handlat i strid med aktiebolagslagen, årsredovisningslagen eller bolagsordningen

Vi anser att de revisionsbevis vi har inhamtat ar tillrackliga och andamålsenliga som grund for våra uttalanden

### Uttalanden

Vi tillstyrker att årsstamman disponerar vinsten enligt förslaget i förvaltningsberattelsen och beviljar styrelsens ledamoter och verkstallande direktoren ansvarsfrihet för rakenskapsåret

Stockholm den 23 mars 2013

PricewaterhouseCoopers AB

Ulf Pettersson

Auktoriserad revisor

## **Auditor's report**

To the annual meeting of the shareholders of Transmode Holding AB, corporate identity number 556588-9101

## Report on the annual accounts and consolidated accounts

We have audited the annual accounts and consolidated accounts of Transmode Holding AB for the year 2012

#### Responsibilities of the Board of Directors and the Managing Director for the annual accounts and consolidated accounts

The Board of Directors and the Managing Director are responsible for the preparation and fair presentation of these annual accounts and consolidated accounts in accordance with International Financial Reporting Standards , as adopted by the EU, and the Annual Accounts Act, and for such internal control as the Board of Directors and the Managing Director determine is necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or error

### Auditor's responsibility

Our responsibility is to express an opinion on these annual accounts and consolidated accounts based on our audit. We conducted our audit in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the annual accounts and consolidated accounts are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual accounts and consolidated accounts. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the annual accounts and consolidated accounts, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the annual accounts and consolidated accounts in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors and the Managing Director, as well as evaluating the overall presentation of the annual accounts and consolidated accounts

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion

#### Opinions

In our opinion, the annual accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the parent company as of 31 December 2012 and of its financial performance and its cash flows for the year then ended in accordance with the Annual Accounts Act The consolidated accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the group as of 31 December 2012 and of their financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards, as adopted by the EU, and the Annual Accounts Act A corporate governance statement has been prepared The statutory administration report and the corporate governance statement are consistent with the other parts of the annual accounts and consolidated accounts

We therefore recommend that the annual meeting of shareholders adopt the income statement and balance sheet for the parent company and the group

## Report on other legal and regulatory requirements

In addition to our audit of the annual accounts and consolidated accounts, we have also audited the proposed appropriations of the company's profit or loss and the administration of the Board of Directors and the Managing Director of Transmode Holding AB for the year 2012

## Responsibilities of the Board of Directors and the Managing Director

The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss, and the Board of Directors and the Managing Director are responsible for administration under the Companies Act and that the corporate governance statement has been prepared in accordance with the Annual Accounts Act

#### Audıtor's responsıbılıty

Our responsibility is to express an opinion with reasonable assurance on the proposed appropriations of the company's profit or loss and on the administration based on our audit. We conducted the audit in accordance with generally accepted auditing standards in Sweden

As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss, we examined the Board of Directors' reasoned statement and a selection of supporting evidence in order to be able to assess whether the proposal is in accordance with the Companies Act

As a basis for our opinion concerning discharge from liability, in addition to our audit of the annual accounts and consolidated accounts, we examined significant decisions, actions taken and circumstances of the company in order to determine whether any member of the Board of Directors or the Managing Director is liable to the company. We also examined whether any member of the Board of Directors or the Managing Director has, in any other way, acted in contravention of the Companies Act, the Annual Accounts Act or the Articles of Association.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions

Furthermore, we have read the corporate governance statement and based on that reading and our knowledge of the company and the group we believe that we have a sufficient basis for our opinions. This means that our statutory examination of the corporate governance statement is different and substantially less in scope than an audit conducted in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden

### Opinions

We recommend to the annual meeting of shareholders that the profit be appropriated in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the Managing Director be discharged from liability for the financial year

Stockholm 23 March 2013

PricewaterhouseCoopers AB

#### **Ulf Pettersson**

Authorized Public Accountant

I hereby certify that this is a true copy of the original.