

ELCOTEQ'S INTERIM REPORT JANUARY-MARCH 2003 (unaudited)

- First-quarter net sales MEUR 517.3 (+29 %) (Q1/2002: MEUR 402.3)
- Operating profit improved substantially totaling MEUR 5.3 (MEUR -6.5)
- Pretax profit MEUR 3.8 (MEUR -8.1)
- Earnings per share (EPS) EUR 0.06 (EUR -0.26)
- Cash flow after GKI acquisition price and other investments MEUR -57.7 (MEUR 43.6)
- Return on investment (rolling 12-month ROI/ROCE) 12.7 % (-5.6%)
- Gearing 0.1 (0.0)

(Figures in brackets are those for the same period in 2002 unless otherwise stated.)

Net sales and result

Elcoteq's net sales between January and March developed as expected by the company and the result was even better. Both net sales and the operating profit were also higher than in the first quarter of 2002. Net sales totaled MEUR 517.3 (MEUR 402.3), representing growth of approximately 29 % compared to the same period last year. The Group's operating profit improved significantly amounting to MEUR 5.3 (MEUR -6.5). The pretax profit was MEUR 3.8 (MEUR -8.1) and the net profit was MEUR 1.8 (MEUR -7.6). Earnings per share (EPS) were EUR 0.06 (EUR -0.26). In line with its accounting principles, Elcoteq did not enter deferred tax assets on first-quarter losses in the US subsidiary, and this raised the Group's tax rate in the reporting period. The parent company, similarly, has not entered deferred tax assets on writedowns of subsidiary shares that so far have not been approved as tax-deductible. These tax assets on the parent company will reduce taxes by MEUR 6.9 when the writedowns are confirmed as tax-deductible.

The increase in net sales was principally due to the acquisition of the GKI companies in China at the end of 2002. Their contribution to Elcoteq's net sales was approximately MEUR 90. The improvement in operating profit compared to the first quarter in 2002 was the result of higher capacity load and improved internal efficiency. The capacity utilization rate of the assembly machinery in the first quarter was slightly over 40 %, compared to approximately 35 % one year earlier. Capacity utilization rates in Europe and China increased substantially but are still low in Mexico.

Gross capital expenditure on fixed assets between January and March totaled MEUR 13.6 (MEUR 3.9), or 2.6 % of net sales. Depreciation amounted to MEUR 13.8 (MEUR 12.6).

Cash flow after investing activities was MEUR -57.7 (MEUR 43.6). MUS\$ 36.5 was paid at the beginning of the year for the acquisitions of the GKI companies. Furthermore, the impact on cash flow of payments received by the Group after selling trade receivables without recourse totaled MEUR 108.1 at the end of March, which was MEUR 13.3 less than at the end of 2002. Hence cash flow from actual business operations was MEUR -8.1. The solvency ratio was 39.3 % (39.6 %) and gearing was 0.1 (0.0). Unused credit limits totaled MEUR 167.0 (MEUR 167.1 at the close of the previous quarter).

Personnel

The Group had 10,246 (7,697) employees at the end of March, 1,051 (952) of whom worked in Finland and 9,195 (6,759) elsewhere. The number of employees in the GKI companies acquired at the end of 2002 totaled 1,437 at the end of March. The geographical distribution of the personnel was as follows: Europe

6,276 (5,666), Asia-Pacific 3,356 (1,510) and Americas 614 (521). The average number of employees between January and March was 10,210 (8,020).

On March 13, 2003 Elcoteq started negotiations with personnel representatives in Finland on cost reduction measures at its plant in Lohja, which manufactures terminal products and communications network equipment, and in the plant's administrative functions. The negotiations will address the impact of layoffs, redundancies and other alternative measures on restoring profitability. Elcoteq estimates that the need to reduce the number of personnel will apply to at most approximately 160 people.

Business areas

Elcoteq's largest customers are companies belonging to the Ericsson and Nokia groups and accounted for 78 % (80 %) of Elcoteq's first-quarter net sales, excluding business activities with Sony Ericsson. Terminal Products represented 79 % (71 %) of net sales while the aggregate net sales of Communications Network Equipment and Industrial Electronics represented 21 % (29 %) of the total. The Industrial Electronics business area was merged with the European operations of Elcoteq's Communications Network Equipment business area at the end of 2002 and for this reason Industrial Electronics is no longer reported separately.

Elcoteq took further action to broaden its customer base but concluding contracts with major new customers is a slow process. New customer accounts are not expected to have a significant impact on Elcoteq's net sales in 2003.

Net sales of the Terminal Products business area were MEUR 410.0 (MEUR 285.6), up approximately 44 % on the first quarter in 2002 but roughly 3 % lower than in the last quarter of 2002. Terminal Products' net sales for the full year are expected to show a clear increase compared to sales in 2002.

As Elcoteq seeks new customers, it is vital for the company that it continuously strengthens its design capabilities. Partnerships based on Symbian's operating system, Motorola's i200 and i250 product platforms, and Nokia's Series 60 smartphone software are substantially increasing the competitive edge of Elcoteq's design services. During the first quarter the Elcoteq Design Center was working on three separate design assignments. Elcoteq also attracted new customers for its mobile phone repair services in Europe, Asia-Pacific and the Americas during the first quarter.

Net sales of the Communications Network Equipment business area reached the same level as one year earlier, MEUR 55.1 (MEUR 54.9), despite the challenging business conditions. Net sales for the full year are expected to increase substantially compared to the previous year. Elcoteq's strategy to concentrate on communications network products, coupled with its intensified sales efforts, are generating a steady stream of requests for offer. Certain projects still under negotiation are expected to lead to significant new customer relationships but their financial impact will not become visible until the year end at the earliest.

Geographical areas (GAs)

Elcoteq divides its operations geographically into four areas. GA Europe comprises two organizations: one is responsible for Elcoteq's Terminal Products business, and the other combines the European operations of Elcoteq's Communications Network Equipment and Industrial Electronics businesses. The other areas are Asia-Pacific and Americas.

Europe

The aggregate net sales of GA Europe in the first quarter totaled MEUR 306.0 (MEUR 255.0). This comprised MEUR 203.7 (MEUR 156.6) from Terminal Products and MEUR 102.3 (MEUR 98.4) from Communications Network Equipment and Industrial Electronics.

Terminal Products' European sales were roughly 30 % higher than in the first quarter of 2002.

Asia-Pacific

Net sales in GA Asia-Pacific amounted to MEUR 199.2 (MEUR 121.3). GKI represented roughly MEUR 90 of this total.

Integration of the GKI companies started in January. Elcoteq expects to bring their operations into conformity with Elcoteq practice and add them to its global manufacturing plant network during the current year. As planned, the GKI manufacturing plant in Beijing moved to the Xingwang Industrial Park during the first quarter.

In March Elcoteq prohibited all travel by its personnel to and from Asia for the time being owing to the outbreak of the SARS epidemic in China. Furthermore, instructions have been issued to personnel at Elcoteq's units in China aimed at preventing occurrences of the epidemic there. Roughly 30 % of Elcoteq's total personnel is in China. No SARS cases have been reported among Elcoteq personnel and the epidemic has not significantly affected the company's operations. Should the epidemic be prolonged, the limitation on travel will especially hamper sales to new customers, and productivity in China will weaken.

In January Elcoteq gained a new customer, Sumitomo Metal Micro Devices in Japan, for its manufacturing plant in Dongguan, China. Elcoteq will manufacture control electronics for Sumitomo LCD displays.

Americas

Net sales of GA Americas in the first quarter amounted to MEUR 12.1 (MEUR 26.0). Recruitment of new employees with EMS experience and expansion of the service range continued during the reporting period. In March Elcoteq acquired the operations of NPRC, a Texas company that provides NPI (New Product Introduction) services. Renamed Elcoteq, NPI Dallas, this company's customers are mainly communications technology corporations. It had 22 employees in March.

Decisions of the Annual General Meeting

Elcoteq Network Corporation's Annual General Meeting was held in Helsinki, Finland, on March 26, 2003. The Meeting approved the Board's dividend proposal for 2002 of EUR 0.40 per share and re-elected the following to the Board of Directors: President Martti Ahtisaari; Mr Heikki Horstia, Vice President, Treasurer, Wärtsilä Corporation; Dr Eero Kasanen, Rector of the Helsinki School of Economics and Business Administration; Mr Henry Sjöman; Mr Juha Toivola, MSc; and Mr Jorma Vanhanen. Elcoteq's principal shareholder Mr Antti Piippo was elected to the Board as its new member. The chairman of the Board is Antti Piippo and the deputy chairman is Juha Toivola. Juha Toivola was elected chairman of the Review and Compensation Committee and Martti Ahtisaari, Heikki Horstia and Eero Kasanen as its other members. Antti Piippo was elected chairman of the Working Committee and Henry Sjöman, Jorma Vanhanen, Juha Toivola and Lasse Kurkilahti as its other members.

The firm of authorized public accountants KPMG Wideri Oy Ab under the supervision of principal auditor Mr Mauri Palvi (APA) continues as the company's auditors.

The Meeting authorized the Board to float one or several convertible bond loans and/or to issue stock options and/or to raise the share capital in one or several installments through a rights issue. The authorization, which also includes the right to deviate from shareholders' pre-emptive subscription rights, is in force for one year from the Meeting's decision, i.e. until March 26, 2004.

On the proposal of principal shareholder Henry Sjöman, the AGM assigned the Board of Directors and the CEO to establish by the end of 2003 the significance of the following three issues to the independence of Elcoteq's operations and its market capitalization: the stock exchanges where its shares are listed, the location of company's head office, and the company's domicile. The proposal also empowers the Board and CEO to take the requisite action based on this assignment.

Prospects

Current crises such as the situation in Iraq and the SARS epidemic are slowing economic growth and in the short term will also have a negative impact on demand for communications technology products. Despite this, Elcoteq is aiming for growth of approximately 60 % in 2003. Alongside this objective Elcoteq is also aiming for higher profitability. Vital to achieving these aims, and the company's future development, will be systematic implementation of Elcoteq's strategy focusing on communications technology products.

Despite the increase in global economic uncertainty Elcoteq maintains unchanged the full-year net sales and profit targets it issued in February. Net sales for the full year are expected to reach three billion euros and profits to improve compared to 2002. Besides the GKI acquisition, most growth in 2003 will be derived from existing customers and especially the manufacture of terminal products. At the same time the company is engaged in broadening its customer base, raising awareness of Elcoteq in the EMS business, and improving its service offering. To ensure the company reaches its targets, Elcoteq will also intensify its level of activity in projects leading to acquisitions.

Business activities between April and June are expected to develop in line with the targets set by the company for the whole of 2003.

Espoo, April, 24, 2003

Board of Directors

Further information:

Lasse Kurkilahti, President and CEO, tel. +358 10 413 11

Osmo Kammonen, Senior Vice President, Communications and IR, tel. +358 10 413 1406, GSM +358 50 593 0770

Press conference

Elcoteq will hold a press conference for media representatives and analysts in the Freda Cabinet of the Scandic Hotel Simonkenttä (1st floor), Simonkatu 9, Helsinki starting at 13.00 Eastern European Time (EET) on Friday, April 25, 2003.

Conference call for analysts and fund managers

A conference call in English will be held on Friday, April 25, 2003 starting at 15.30 EET (1.30 pm UK time). To participate by phone, please call +44 20 7162 0193, code Elcoteq. A taped recording of the teleconference will be available for three banking days after the call on +44 20 8288 4459, code 884 232.

The material presented during the press conference (pdf file) will be available from 11.00 on April 25, 2003 on the company's website, www.elcoteq.com.

The following average conversion rate is used in this interim report:

1 EUR = 1.0895 USD

Enclosures:

- 1 Income statement
- 2 Balance sheet
- 3 Cash flow statement
- 4 Key figures
- 5 Assets pledged, contingent liabilities and other commitments
- 6 Quarterly figures

APPENDIX 1

| INCOME STATEMENT, MEUR | 1-3/2003 | 1-3/2002 | Change, % | 1-12/2002 |
|--|-----------------|-----------------|------------------|------------------|
| NET SALES | 517.3 | 402.3 | 28.6 | 1,840.2 |
| Change in stock of work in progress and finished goods | -15.3 | 3.5 | -538.6 | 11.2 |
| Other income from operations | 0.6 | 1.1 | -48.1 | 3.9 |
| Operating expenses | -483.4 | -400.7 | 20.7 | -1,780.6 |
| Depreciation and writedowns | -13.8 | -12.6 | 9.2 | -49.2 |
| OPERATING PROFIT/LOSS | 5.3 | -6.5 | | 25.5 |
| % of net sales | 1.0 | -1.6 | | 1.4 |
| Financial income and expenses | -1.5 | -1.6 | -9.2 | -6.9 |
| PROFIT/ LOSS BEFORE EXTRAORDINARY ITEMS AND TAXES | 3.8 | -8.1 | | 18.6 |
| Income taxes | -2.0 | 0.5 | | 0.0 |
| Minority interests | 0.1 | 0.0 | 49.7 | -2.5 |
| NET PROFIT/ LOSS FOR THE PERIOD | 1.8 | -7.6 | | 16.1 |

APPENDIX 2

| BALANCE SHEET, MEUR | March 31, 2003 | March 31, 2002 | Change, % | Dec. 31, 2002 |
|------------------------------|-----------------------|-----------------------|------------------|----------------------|
| ASSETS | | | | |
| Fixed assets | | | | |
| Intangible assets | 48.1 | 11.8 | 307.3 | 45.8 |
| Tangible assets | 139.6 | 157.8 | -11.5 | 147.6 |
| Investments | 0.8 | 0.7 | 19.4 | 0.8 |
| Fixed assets, total | 188.6 | 170.3 | 10.8 | 194.2 |
| Current assets | | | | |
| Inventories | 176.5 | 169.2 | 4.3 | 197.5 |
| Long-term receivables | 4.8 | 4.3 | 10.6 | 6.9 |
| Short-term receivables | 222.8 | 173.5 | 28.4 | 235.2 |
| Cash and cash equivalents | 41.3 | 75.7 | -45.5 | 76.1 |
| Current assets, total | 445.4 | 422.8 | 5.3 | 515.7 |
| ASSETS, TOTAL | 634.0 | 593.1 | 6.9 | 709.8 |

SHAREHOLDERS' EQUITY AND LIABILITIES

Shareholders' equity

| | | | | |
|---|---------------------|---------------------|-------------------|---------------------|
| Share capital | 11.8 | 11.8 | 0.0 | 11.8 |
| Other shareholders' equity | 225.3 | 216.5 | 4.1 | 235.8 |
| Shareholders' equity, total | 237.1 | 228.3 | 3.9 | 247.6 |
| Minority interests | 11.7 | 6.3 | 84.7 | 12.2 |
| Provisions | 0.9 | 2.6 | -63.8 | 1.4 |
| Liabilities | | | | |
| Long-term liabilities | | | | |
| Long-term loans | 22.4 | 35.4 | -36.7 | 22.7 |
| Other long-term debt | 3.0 | 1.3 | 131.8 | 2.9 |
| | 25.4 | 36.7 | -30.7 | 25.5 |
| Short-term liabilities | | | | |
| Short-term loans | 44.4 | 37.6 | 18.4 | 20.5 |
| Other short-term debt | 314.4 | 281.7 | 11.6 | 402.6 |
| | 358.9 | 319.2 | 12.4 | 423.1 |
| Liabilities, total | 384.3 | 355.9 | 8.0 | 448.6 |
| <u>SHAREHOLDERS' EQUITY AND LIABILITIES, TOTAL</u> | <u>634.0</u> | <u>593.1</u> | <u>6.9</u> | <u>709.8</u> |

APPENDIX 3

CONSOLIDATED CASH FLOW STATEMENT, MEUR

| | 1-3/2003 | 1-3/2002 | Change, % | 1-12/2002 |
|--|-----------------|-----------------|------------------|------------------|
| Cash flow before change in working capital | 13.1 | 5.5 | 137.5 | 71.0 |
| Change in working capital *) | -19.6 | 45.4 | -143.2 | 45.1 |
| Financial items and taxes | -1.1 | -3.8 | -70.6 | -10.9 |
| Cash flow from operating activities | -7.7 | 47.1 | -116.2 | 105.2 |
| Cash flow from investing activities **) | -50.0 | -3.5 | 1 328.3 | -27.8 |
| Cash flow before financing activities | -57.7 | 43.6 | -232.5 | 77.3 |

*)The change in working capital includes the change in sold accounts receivable. The impact of this change is to weaken cash flow by MEUR 13.3 during the reporting period 1-3/2003 and to improve cash flow by MEUR 18.7 during 1-3/2002.

**) Cash flow from investing activities 1-3/2003 includes the payment of MEUR 36.3 on the acquisition of the GKI companies on December 31, 2002.

APPENDIX 4

| KEY FIGURES | 1-3/2003 | 1-3/2002 | Change, % | 12/2002 |
|--|-----------------|-----------------|------------------|----------------|
| Personnel on average during the period | 10,210 | 8,020 | 27.2 | 8,127 |
| Gross capital expenditure, MEUR | 13.6 | 3.9 | 248.7 | 78.0 |
| Return on equity (ROE), % | 0.7 | -3.2 | | 7.4 |
| Return on investment (ROI/ROCE), % | 1.8 | -1.7 | | 9.2 |
| From 12 preceding months: | | | | |
| Return on equity (ROE), % | 11.5 | -14.4 | | 7.4 |
| Return on investment (ROI/ROCE), % | 12.7 | -5.6 | | 9.2 |
| Earnings per share (EPS), EUR | 0.06 | -0.26 | | 0.54 |
| Diluted earnings per share (EPS), EUR | 0.06 | -0.23 | | 0,48 |
| Current ratio | 1.2 | 1.3 | | 1.2 |
| Solvency ratio, % | 39.3 | 39.6 | | 36.6 |
| Gearing | 0.1 | 0.0 | | -0.1 |
| Equity per share, EUR | 8.04 | 7.74 | 3.9 | 8.40 |
| Interest-bearing liabilities, MEUR | 67.0 | 72.2 | -7.2 | 42.6 |
| Interest-bearing net debt, MEUR | 25.7 | -3.5 | | -33.4 |
| Non-interest-bearing liabilities, MEUR | 317.3 | 283.6 | 11.9 | 406.3 |

APPENDIX 5

ASSETS PLEDGED AND CONTINGENT LIABILITIES. MEUR

| | March 31, 2003 | March 31, 2002 | Change, % | Dec. 31, 2002 |
|--|---------------------------|---------------------------|------------------|--------------------------|
| FOR OWN LIABILITIES | | | | |
| Mortgages on real estate | | | | |
| Loans from credit institutions | 0.0 | 1.2 | -100.0 | 0.0 |
| Mortgages | 7.6 | 9.3 | -18.3 | 9.0 |
| Mortgages on moveable assets | | | | |
| Mortgages for other loans | 4.5 | 4.5 | 0.0 | 4.5 |
| Other pledges given as collateral | | | | |
| Mortgages on moveable assets | 0.0 | 0.3 | -100.0 | 0.3 |

ON BEHALF OF OTHERS

| | | | | |
|------------|-----|-----|-----|-----|
| Guarantees | 0.5 | 0.5 | 0.0 | 0.5 |
|------------|-----|-----|-----|-----|

LEASING COMMITMENTS

| | | | | |
|---|------|------|-------|------|
| Operating lease, machinery and equipment (excl. VAT) | 7.4 | 14.4 | -48.6 | 8.8 |
| Rental commitments, real estates (excl. VAT) | 23.2 | 25.1 | -7.6 | 17.4 |

| | March 31, 2003 | March 31, 2002 | Change, % | Dec. 31, 2002 |
|--|-------------------|-------------------|-----------|------------------|
|--|-------------------|-------------------|-----------|------------------|

DERIVATIVE CONTRACTS

Foreign currency derivative instruments

Foreign currency forward contracts

| | | | | |
|---------------|-------|-------|--------|-------|
| Nominal value | 184.4 | 128.1 | 44.0 | 168.1 |
| Book value | -0.6 | 0.7 | -185.7 | -1.5 |
| Market value | -0.6 | 0.7 | -185.7 | -1.5 |

Foreign currency option contracts

| | | | | |
|-----------------------|------|-----|-------|------|
| Nominal value, bought | 11.0 | 3.6 | 205.6 | 11.3 |
| Nominal value, sold | 12.9 | 5.2 | 148.1 | 2.9 |
| Book value, bought | 0.0 | 0.0 | | 0.0 |
| Book value, sold | -0.1 | 0.0 | | 0.0 |
| Market value, bought | 0.0 | 0.0 | | 0.0 |
| Market value, sold | -0.1 | 0.0 | | 0.0 |

Interest rate derivative instruments

| | | | | |
|---------------|---|-------|--|---|
| Nominal value | - | 145.9 | | - |
| Book value | - | -0.1 | | - |
| Market value | - | -0.1 | | - |

Interest rate and foreign exchange swap contracts

| | | | | |
|---------------|---|-----|--|---|
| Nominal value | - | 1.8 | | - |
| Book value | - | 0.6 | | - |
| Market value | - | 0.6 | | - |

APPENDIX 6

QUARTERLY FIGURES

| INCOME STATEMENT, MEUR | Q1/2003 | Q4/2002 | Q3/2002 | Q2/2002 | Q1/2002 |
|---|----------------|----------------|----------------|----------------|----------------|
| NET SALES | 517.3 | 556.4 | 456.1 | 425.2 | 402.3 |
| Change in stock of work in progress and finished goods | -15.3 | 5.7 | 8.7 | -6.7 | 3.5 |
| Other income from operations | 0.6 | 1.5 | 0.8 | 0.5 | 1.1 |
| Operating expenses | -483.4 | -532.9 | -441.1 | -405.9 | -400.7 |
| Depreciation and writedowns | -13.8 | -12.6 | -11.9 | -11.9 | -12.6 |
| OPERATING PROFIT/LOSS | 5.3 | 18.1 | 12.7 | 1.2 | -6.5 |
| % of net sales | 1.0 | 3.3 | 2.8 | 0.3 | -1.6 |

| | | | | | |
|---|------------|-------------|-------------|-------------|-------------|
| Financial income and expenses | -1.5 | -0.8 | -2.0 | -2.5 | -1.6 |
| PROFIT/LOSS BEFORE EXTRAORDINARY ITEMS AND TAXES | 3.8 | 17.3 | 10.7 | -1.3 | -8.1 |
| Income taxes | -2.0 | 3.0 | -2.9 | -0.7 | 0.5 |
| Minority interests | 0.1 | -0.7 | -1.4 | -0.4 | 0.0 |
| NET PROFIT/LOSS | 1.8 | 19.6 | 6.4 | -2.4 | -7.6 |

| BALANCE SHEET, MEUR | Q1/2003 | Q4/2002 | Q3/2002 | Q2/2002 | Q1/2002 |
|------------------------------|----------------|----------------|----------------|----------------|----------------|
| ASSETS | | | | | |
| Fixed assets | | | | | |
| Intangible assets | 48.1 | 45.8 | 20.9 | 10.8 | 11.8 |
| Tangible assets | 139.6 | 147.6 | 139.5 | 144.6 | 157.8 |
| Investments | 0.8 | 0.8 | 0.8 | 0.9 | 0.7 |
| Fixed assets, total | 188.6 | 194.2 | 161.2 | 156.3 | 170.3 |
| Current assets | | | | | |
| Inventories | 176.5 | 197.5 | 180.4 | 152.2 | 169.2 |
| Long-term receivables | 4.8 | 6.9 | 1.7 | 5.1 | 4.3 |
| Short-term receivables | 222.8 | 235.2 | 176.9 | 161.2 | 173.5 |
| Cash and cash equivalents | 41.3 | 76.1 | 101.7 | 100.8 | 75.7 |
| Current assets, total | 445.4 | 515.7 | 460.7 | 419.3 | 422.8 |
| ASSETS, TOTAL | 634.0 | 709.8 | 621.9 | 575.6 | 593.1 |

SHAREHOLDERS' EQUITY AND LIABILITIES

| | | | | | |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Shareholders' equity | | | | | |
| Share capital | 11.8 | 11.8 | 11.8 | 11.8 | 11.8 |
| Other shareholders' equity | 225.3 | 235.8 | 217.7 | 210.7 | 216.5 |
| Shareholders' equity, total | 237.1 | 247.6 | 229.5 | 222.5 | 228.3 |
| Minority interests | 11.7 | 12.2 | 5.5 | 6.0 | 6.3 |
| Provisions | 0.9 | 1.4 | 3.3 | 2.0 | 2.6 |
| Liabilities | | | | | |
| Long-term liabilities | | | | | |
| Long-term loans | 22.4 | 22.7 | 36.5 | 37.5 | 35.4 |
| Other long-term debt | 3.0 | 2.9 | 1.2 | 1.3 | 1.3 |
| | 25.4 | 25.5 | 37.7 | 38.8 | 36.7 |
| Short-term liabilities | | | | | |
| Short-term loans | 44.4 | 20.5 | 34.8 | 31.4 | 37.6 |
| Other short-term debt | 314.4 | 402.6 | 311.1 | 274.8 | 281.7 |
| | 358.9 | 423.1 | 345.9 | 306.3 | 319.2 |

| | | | | | |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Liabilities, total | 384.3 | 448.6 | 383.6 | 345.1 | 355.9 |
| <u>SHAREHOLDERS' EQUITY</u> | | | | | |
| <u>AND LIABILITIES, TOTAL</u> | 634.0 | 709.8 | 621.9 | 575.6 | 593.1 |

| | | | | | |
|--|--------|-------|-------|-------|-------|
| Personnel on average during the period | 10,210 | 8,734 | 7,781 | 7,731 | 8,020 |
| Gross capital expenditure, MEUR | 13.6 | 51.7 | 16.7 | 5.7 | 3.9 |
| ROCE/ROI from 12 preceding months, % | 12.7 | 9.2 | 4.4 | -3.4 | -5.6 |
| Earnings per share (EPS), EUR | 0.06 | 0.66 | 0.22 | -0.08 | -0.26 |
| Solvency ratio | 39.3 | 36.6 | 37.8 | 39.7 | 39.6 |

NET SALES BY GEOGRAPHICAL AREA

| | Q1/2003 | Q4/2002 | Q3/2002 | Q2/2002 | Q1/2002 |
|------------------|----------------|----------------|----------------|----------------|----------------|
| TP Europe* | 203.7 | 289.6 | 225.0 | 188.5 | 156.6 |
| CNE/IE Europe ** | 102.3 | 117.3 | 100.4 | 110.9 | 98.4 |
| Asia-Pacific | 199.2 | 129.5 | 115.3 | 104.5 | 121.3 |
| Americas | 12.1 | 20.1 | 15.5 | 21.3 | 26.0 |

* Terminal Products Europe

** Communications Network Equipment/Industrial Electronics Europe

NET SALES BY BUSINESS AREA

| | | | | | |
|----------------------------------|-------|-------|-------|-------|-------|
| Terminal Products | 410.0 | 423.3 | 339.3 | 300.7 | 285.6 |
| Communications Network Equipment | 55.1 | 67.6 | 59.5 | 61.9 | 54.9 |