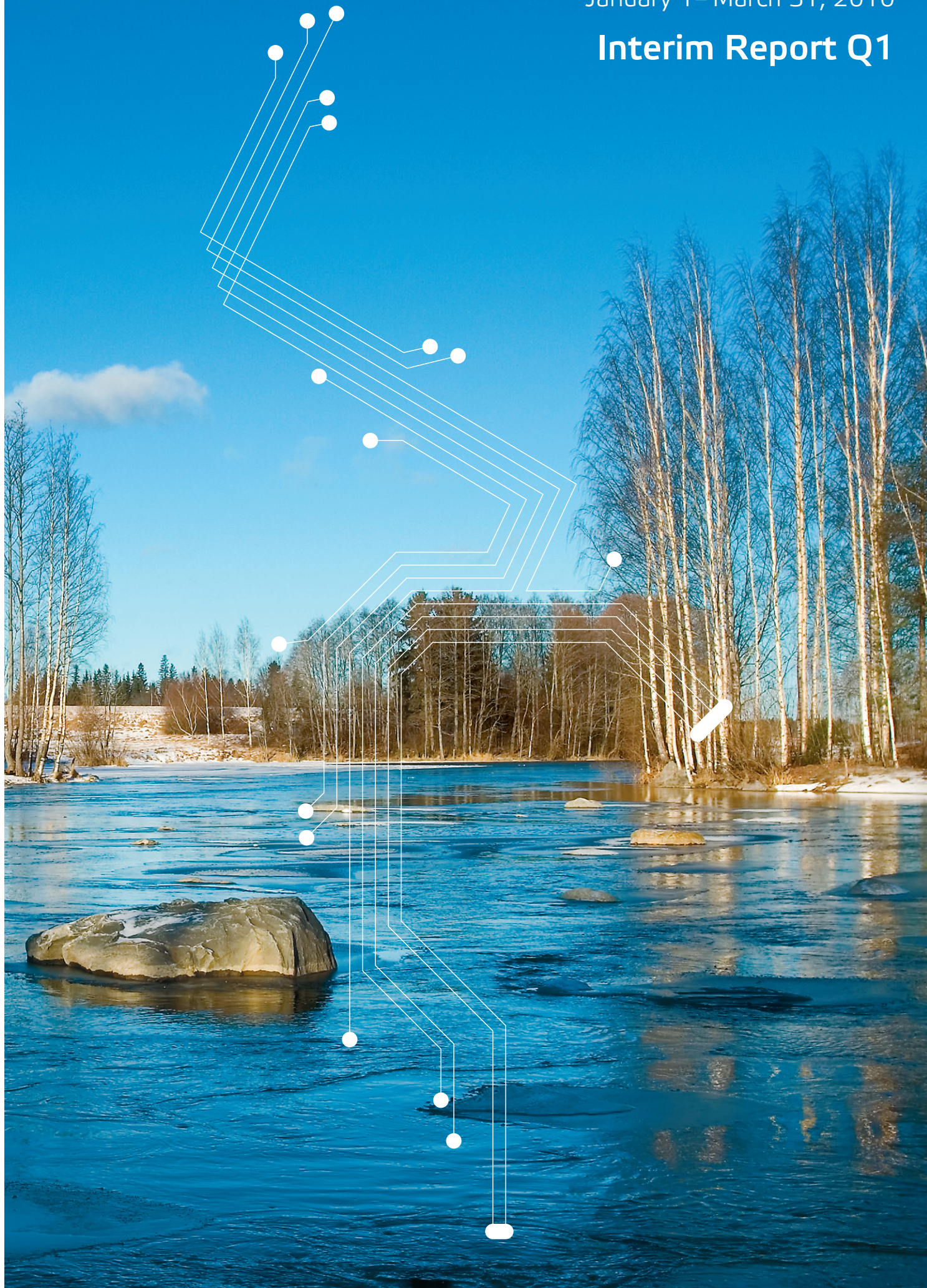


January 1 – March 31, 2010

# Interim Report Q1





**First quarter of 2010**

- Net sales amounted to EUR 39.1 (25.6) million, an increase of 52.7% over the year of comparison
- Operating profit stood at EUR 0.8 (-1.2) million
- Undiluted result per share equalled EUR 0.03 (EUR -0.07)
- Orders received amounted to EUR 37.5 (26.0) million, an increase of 44.3% over the year of comparison
- Orders received by Video and Broadband Solutions amounted to EUR 18.6 (17.3) million
- Orders received by Network Services stood at EUR 18.9 (8.7) million
- Operating cash flow equalled EUR 2.4 (1.0) million.

**Outlook for 2010**

Due to increased net sales and adaptation of costs we estimate the operating profit to improve clearly over 2009.

**Comments on Q1 by CEO Jukka Rinnevaara**

Although the market situation was still relatively difficult, the first quarter of 2010 was significantly better than that of the previous year. The cold winter in Europe slowed down deliveries to clients in both of our business areas more than the usual seasonal variation. Furthermore, in the first quarter, reorganisation of the German services business caused one-off expenses. As to our Video and Broadband Solutions business, the market situation showed some tentative signs of a slight pick-up. Nevertheless, ordering decisions involving some important video surveillance projects have been delayed. The operating profit in Q1 was, on the whole, in the black due to increased net sales in Video and Broadband Solutions business and the adaption of costs.

We will press on determinedly with the implementation of our growth strategy, which consists of R&D solutions ensuring profitable growth in the future, strengthening of our distribution channels and expansion of our services offering. In the prevailing market situation careful cost management and adaptation measures must be continued. The on-going re-organisation of our services operations in Germany and, consequently, the enhanced utilization of synergies will improve the unit's profitability in the second half of the year while paving the way for expanding our business to near-by areas of Germany. Moreover, our Luminato headend solution has been well received by our clients and we expect its sales to develop favourably also later on in this year. The actual performance in Q1 confirms our estimation concerning the profitable growth in 2010.

We expect the ownership arrangements among the cable operators to continue the whole of the current year, and these may have an impact on the timing of network investments.

**Market Situation and Net Sales**

In Q1, the year-on-year orders received increased by 44.3% standing at EUR 37.5 (26.0) million. The increase of orders received by EUR 11.5 million over the period of comparison was mainly caused by acquisitions in our Network Services business area in the second half of 2009.

Net sales for Q1/2010 amounted to EUR 39.1 (25.6) million. The growth in net sales over the period of comparison was mainly caused by acquisitions in our Network Services business area carried out in the second half of 2009.

The Group's order backlog totalled EUR 31.2 (24.1) million. The order backlog includes the order for video headend (Luminato) of EUR 12.0 million received from India. So far deliveries related to this order have been delayed by more than a year from the original schedule. Nevertheless, we continue to estimate that the deliveries will begin in 2010 although the delivery involves significant uncertainties.

### **Financial Position and Result**

Operating profit improved over the period of comparison standing at EUR 0.8 (-1.2) million, which is 2.1% (-4.7%) of net sales. This positive development was caused by growth in the net sales of Video and Broadband Solutions, on one hand, and by decrease in the material expenses and cost adaptation, on the other. Operating profit for the period of comparison included EUR 1.1 million of other operating income, whereas in the period under review these amounted to EUR 0.4 million. Undiluted result per share for Q1 was EUR 0.03 (-0.07).

Operating cash flow stood at EUR 2.4 (1.0) million. At the end of the period under review, the amount of unused binding stand-by credits amounted to EUR 19.5 (26.0) million. The current binding stand-by credits of EUR 40.0 million run till November 2013. The Group's equity ratio equalled 44.5% (51.8%) and net gearing 18.6% (18.6%). Interest bearing debt on 31 March 2010 was EUR 23.2 (15.7) million.

### **Video and Broadband Solutions**

This business area focuses on product and management solutions of broadband subscriber networks, video services platforms and CCTV applications. Major clientele of the business area consists of cable operators but includes also resellers and public sector organizations. The main market of the business area is Europe.

#### **Video and Broadband Solutions in Q1**

Net sales in Q1 equalled EUR 19.1 (16.9) million. The year-on-year operating profit grew by EUR 2.0 million standing at EUR 0.6 (-1.5) million, which accounts for 2.9% (-8.7%) of net sales. This improvement in operating profit was due to increased net sales, better material margin and cost adaptation.

Orders received totalled EUR 18.6 (17.3) million. Order backlog totalled EUR 28.3 (24.1) million. The order backlog includes the order of EUR 12.0 million received in June 2008 from India.

R&D expenses for the business area amounted to EUR 2.6 (3.2) million making 13.6% (18.9%) of the area's net sales. Some 60% (70%) of the R&D expenses involved continued development of product platforms currently in production and their maintenance as well as customer-specific product applications. Out of the R&D expenses, EUR 0.3 (0.5) million were activated for the Luminato video processing system. Depreciation on activated R&D expenses amounted to EUR 0.6 (0.6) million. The relevant R&D efforts involved, in particular, the IP-based Luminato headend system and the video surveillance transfer system based on video encoding protocol H.264. Our R&D efforts continued involving the new generation amplifier technology (the Access product range), the optical transfer system for HFC networks (the HDO product range) and the video surveillance management system (VMX).

### **Network Services**

Clientele of our Network Services business consists mainly of large European cable operators. The services provided by this business area include planning, new construction, upgrading and maintenance of cable networks. Implementation and scope of the relevant services vary by client ranging from stand-alone applications to integrated turnkey deliveries. Some of our projects also include Teleste's own product solutions. Our know-how on services covers all the sectors related to the cable network technology from installation and maintenance of headends to upgrading of house networks. Parts of the projects are carried out by our subcontractor network.

## Network Services in Q1

Net sales of the business area amounted to EUR 20.0 (8.7) million. The year-on-year increase of EUR 11.3 million in net sales was due to acquisitions carried out in the second half of 2009.

Operating profit stood at EUR 0.3 (0.3) million making 1.3% (3.0%) of net sales. Relative profitability was weakened by an increased number of unfinished projects, delays in deliveries caused by the weather conditions and the deliveries consisting of certain low-margin services. Operations in Germany are being reorganised, which has caused a number of one-off expenses in the period under review. The German companies will be formed into three regional units operating under the business name of Cableway. At the same time, the number of own personnel will be reduced to some degree.

Orders received in Q1 stood at EUR 18.9 (8.7) million. Network Services received from Germany two frame agreements, which are contract extensions from current clients (NetCologne, delivery span 12 months and TeleColumbus, delivery span 6 years). The value of these contracts equals approximately EUR 8 million. Order backlog totalled EUR 2.9 (0.0) million.

## Investments

Investments by the Group for the period under review totalled EUR 0.8 (10.8) million accounting for 1.9% (42.3%) of net sales; EUR 0.3 million involved an extension investment for the business premises in Finland and EUR 0.3 (0.5) million was allocated to product development. As to investments for the period, EUR 0.1 (0.1) million was carried out by means of financial leasing.

## Personnel and Organisation

In the period under review, the Group employed on average 1,221 persons (1,001/2009, 681/2008), out of which 563 worked for Video and Broadband Solutions and 658 for Network Services. At the end of the period, the figure totalled 1,223 (1,001/2009, 686/2008) of which 68% (55%/2009, 33%/2008) were stationed overseas. Employees stationed outside Europe accounted for less than 5% of the Group's personnel. Expenditure on employee benefits amounted to EUR 12.3 (10.0/January-March 2009, 8.0/January-March 2008) million.

As part of the cost-structure adaptation measures required by the general market situation, the Finnish personnel have continued on a rotating layoff. Measures agreed on in the co-determination procedures will be sustained until the end of 2010 as required by the market situation. The co-determination procedure was concluded on 22 January 2010. Streamlining of German operations of Network Services is in progress.

## Essential Operational Risks of Business Areas

Founded in 1954, Teleste is a technology and service provider consisting of two business areas: Video and Broadband Solutions and Network Services. With Europe as the main market area our most significant clients include European cable operators.

Concerning Video and Broadband Solutions, integrated deliveries of solutions create favourable conditions for growth, even if the involved resource allocation and technical implementation pose a challenge involving, therefore, also reasonable risks. The present difficult market situation may delay implementation of investment plans among our clientele. Network investments carried out by the clients vary based on their need for upgrading and their capital structure. Much of Teleste's competition comes from the USA so the exchange rate of euro up against the US dollar affects our competitiveness. Teleste hedges against short-term currency exposure by means of forward contracts. Correct technological choices and their timing are vital for our success.

Net sales for Network Services comes, for the most part, from a small number of large European customers, so a significant change in the demand for services by any one of them is reflected in the actual deliveries. To ensure quality of services and cost-efficiency, along with an efficient service process management, customer satisfaction requires innovative solutions in terms of processes, products and logistics. Being committed to the technical management of the cable operators' networks and the development of well-designed product solutions, Teleste ensures efficient operation of the networks by providing its own and suppliers' personnel with continuous further training.

It is equally important for our business areas to take into account any developments in the market such as consolidations taking place among the clientele and competition.

The Board of Directors annually reviews any essential risks related to the company operation and the management thereof. Risk management has been integrated into the strategic and operative practices of our business areas. Risks and their probability are reported to the Board with regular monthly reports.

The company has covered risks involving damage to operative functions of the business areas mainly by means of insurance policies. These insurances do not include credit loss risks. In the period under review, no such risks materialized, and no legal proceedings or judicial procedures were pending that would have had any essential significance for the Group operation.

## **Group Structure**

Parent company Teleste has branch offices in Australia, Spain, the Netherlands, China and Denmark with subsidiaries in 12 countries outside Finland. Teleste Management Oy, which was founded in March 2010, is included in the Teleste Group figures because, owing to financial arrangements, Teleste Corporation has control over the company.

## **Decisions by the Annual General Meeting**

The Annual General Meeting (AGM) held on 9 April 2010 confirmed the financial statements for 2009 and discharged the Board and the CEO from liability for the financial period. The AGM confirmed the Board's proposed dividend of EUR 0.08 per share. The dividend was paid out on 21 April 2010.

The AGM decided that the Board of Directors shall consist of six members. Marjo Miettinen was reappointed Chairman of the Board of Directors while the reappointed Board Members include Pertti Ervi, Tero Laaksonen, Pertti Raatikainen, Kai Telanne and Petteri Walldén.

Authorised Public Accountants KPMG Oy Ab continue as the auditor until the next AGM. Accountant authorised by the Central Chamber of Commerce of Finland Esa Kailiala was chosen auditor-in-charge.

The AGM authorised the Board to acquire the maximum of 1,400,000 of the company's own shares and to convey the maximum of 1,779,985 company's own shares. The AGM also authorised the company Board to issue 10,000,000 new shares. Pursuant to the special rights provided by the company, the maximum number of significant shares is 5,000,000; these special rights are included in the authorisation to issue 10,000,000 new shares.

The authorizations are valid until the Annual General Meeting of Shareholders for year 2011.

## **Shares and Changes in Share Capital**

On 31 March 2010, EM Group Oy was the largest single shareholder with a holding of 20.05%.

In the period under review, the lowest company share price was EUR 3.63 (2.25) and the highest was EUR 4.90 (4.18). On 31 March 2010, the closing price stood at EUR 4.75 (3.18). According to Euroclear Finland Ltd the number of shareholders at the end of the period under review was 5,441 (5,415). Foreign ownership accounted for 9.3% (7.9%). From 1 January to 31 March 2010, trading with Teleste share at NASDAQ OMX Helsinki amounted to EUR 4.7 (21.1) million. In the period under review, 1.2 (5.9) million Teleste shares were traded on the stock exchange.

In March 2010, Teleste Board of Directors decided on a directed share issue of 381,000 shares to Teleste Management Oy established by the management of Teleste Corporation. This directed share issue was authorized by the AGM on 7 April 2009.

At the end of March 2010, the number of own shares in the Group possession stood at 760,985 (844,721) out of which parent company Teleste Corporation had none (0) while other Group or controlled companies had 760,985 shares, respectively. At the end of the period, the Group's holding of the total amount of shares amounted to 4.18% (4.74%).

On 31 March 2010, the registered share capital of Teleste stood at EUR 6,966,932.80 divided in 18,186,590 shares.

## **Events after the End of the Period**

On 14 April 2010, Teleste acquired the Swiss Freycom S.A. specialising in maintenance and upgrading of networks with its primary business area in upgrade and maintenance services of house networks. For Teleste, this acquisition marks an entry into services business in a market where the company has long been an established and significant supplier of products. In 2009, the net sales of the acquired company stood at approximately EUR 2.7 million. The impact of this acquisition to Teleste's net sales for 2010 is estimated to be approximately EUR 2 million. The transaction has no essential effect on Teleste's operating profit. The acquisition increases Teleste's number of personnel by approximately 20.

## **Outlook**

Cautious approach to network investments is likely to continue among the operator clientele of Video and Broadband Solutions. Nevertheless, we believe the deliveries will continue at least on the level of 2009.

We estimate the demand from the current clientele of Network Services to continue steady. The realized acquisitions ensure that the net sales will improve considerably from last year.

Due to increased net sales and adaptation of costs we estimate the operating profit to improve clearly over 2009.

27 April 2010

Teleste Corporation  
The Board of Directors

Jukka Rinnevaara  
President and CEO

This interim report has been compiled in compliance with IAS 34, as it is accepted within EU, using the recognition and valuation principles with those used in the Annual Report. The data stated in this report is unaudited.

STATEMENT OF COMPREHENSIVE INCOME (TEUR)	1-3/2010	1-3/2009	Change %	1-12/2009
Net Sales	39 094	25 604	52.7 %	141 651
Other operating income	357	1 113	-67.9 %	3 124
Materials and services	-19 412	-11 903	63.1 %	-69 962
Personnel expenses	-12 279	-10 018	22.6 %	-44 584
Other operating expenses	-5 419	-4 662	16.2 %	-21 323
Depreciation	-1 515	-1 339	13.1 %	-5 582
Impairment loss	0	0	n/a	-800
Operating profit	826	-1 205	n/a	2 524
Financial income and expenses	-148	-239	-38.1 %	-605
Share of profit of associates	0	-100	n/a	-544
Profit after financial items	678	-1 544	n/a	1 375
Profit before taxes	678	-1 544	n/a	1 375
Taxes	-183	336	n/a	-959
Net profit	495	-1 208	n/a	416
Attributable to:				
Equity holders of the parent	495	-1 208	n/a	416
Earnings per share for result of the year attributable to the equity holders of the parent (expressed in euro per share)				
Basic	0.03	-0.07	n/a	0.02
Diluted	0.03	-0.07	n/a	0.02
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (TEUR)				
Net profit	495	-1 208	n/a	416
Translation differences	180	43	318.6 %	189
Fair value reserve	-92	0	n/a	-116
Total comprehensive income for the period	583	-1 165	n/a	489
Attributable to:				
Equity holders of the parent	583	-1 165	n/a	489

STATEMENT OF FINANCIAL POSITION (tEUR)	31.3.2010	31.3.2009	Change %	31.12.2009
Non-current assets				
Property,plant,equipment	9 770	6 725	45.3 %	9 960
Goodwill	31 657	20 092	57.6 %	31 657
Intangible assets	6 898	9 113	-24.3 %	7 664
Available-for-sale investments	894	1 128	-20.7 %	713
	49 219	37 058	32.8 %	49 994
Current assets				
Inventories	21 420	18 670	14.7 %	20 682
Other current assets	24 853	27 639	-10.1 %	26 884
Liquid funds	14 376	7 311	96.6 %	12 518
	60 649	53 620	13.1 %	60 084
Total assets	109 868	90 678	21.2 %	110 078
Shareholder's equity and liabilities				
Share capital	6 967	6 967	0.0 %	6 967
Other equity	40 398	38 297	5.5 %	39 702
Non-controlling interest	289	0	n/a	0
	47 654	45 264	5.3 %	46 669
Non-current liabilities				
Provisions	513	314	63.4 %	513
Non interest bearing liabilities	7 073	1 523	364.4 %	6 726
Interest bearing liabilities	12 237	10 175	20.3 %	12 237
	19 823	12 012	65.0 %	19 476
Short-term liabilities				
Trade payables and other s-t liabilities	30 359	26 160	16.1 %	32 372
Provisions	1 042	1 673	-37.7 %	1 026
S-t interest bearing liabilities	10 990	5 569	97.3 %	10 535
	42 391	33 402	26.9 %	43 933
Total shareholder's equity and liabilities	109 868	90 678	21.2 %	110 078
CONSOLIDATED CASH FLOW STATEMENT,1000 EURO				
	1-3/2010	1-3/2009	Change %	1-12/2009
Cash flows from operating activities				
Profit for the period	495	-1 208	n/a	416
Adjustments	1 959	1 290	51.9 %	8 230
Interest and other financial expenses and incomes	-148	-239	-38.1 %	-937
Paid Taxes	0	0	n/a	-1 708
Change in working capital	140	1 192	-88.3 %	3 830
Cash flow from operating activities	2 446	1 035	136.3 %	9 831
Cash flow from investing activities				
Acquisition of subsidiary, net of cash acquired	0	-6 793	n/a	-10 281
Purchases of property, plant and equipment (PPE)	-673	-123	447.2 %	-2 772
Purchases of intangible assets	-145	-555	-73.9 %	-1 327
Investments in shares	0	0	n/a	-10
Net cash used in investing activities	-818	-7 471	-89.1 %	-14 390



Cash flow from financing activities				
Proceeds from borrowings	0	9 000	n/a	20 542
Payments of borrowings	-239	-4 300	-94.4 %	-10 623
Dividends paid	0	0	n/a	-2 035
Own shares	0	-264	n/a	-264
Proceeds from issuance of ordinary shares	289	0	n/a	0
Net cash used in financing activities	50	4 436	-98.9 %	7 620
Change in cash				
Cash in the beginning	12 518	9 268	35.1 %	9 268
Effect of currency changes	180	43	318.6 %	189
Cash at the end	14 376	7 311	96.6 %	12 518
KEY FIGURES	1-3/2010	1-3/2009	Change %	1-12/2009
Earnings per share, EUR	0.03	-0.07	n/a	0.02
Earnings per share fully diluted, EUR	0.03	-0.07	n/a	0.02
Shareholders' equity per share, EUR	2.73	2.67	2.3 %	2.68
Return on equity	4.2 %	-10.5 %	n/a	0.9 %
Return on capital employed	4.9 %	-9.4 %	n/a	3.3 %
Equity ratio	44.5 %	51.8 %	-14.1 %	43.6 %
Gearing	18.6 %	18.6 %	-0.2 %	22.0 %
Investments, tEUR	756	10 825	-93.0 %	25 241
Investments % of net sales	1.9 %	42.3 %	-95.4 %	17.8 %
Order backlog, tEUR	31 210	24 096	29.5 %	33 100
Personnel, average	1 221	1 011	20.8 %	1 103
Number of shares (thousands) including own shares	17 810	17 806	0.0 %	17 806
Highest share price, EUR	4.90	4.18	17.2 %	4.30
Lowest share price, EUR	3.63	2.25	61.3 %	2.25
Average share price, EUR	4.02	3.50	14.9 %	3.62
Turnover, in million shares	1.2	5.9	-80.2 %	7.8
Turnover, in MEUR	4.7	21.1	-78.0 %	28.5
Treasury shares				
	Number of shares		% of shares	% of votes
Teleste companies own shares 31.3.2010	760 985		4.18 %	4.18 %
Contingent liabilities and pledged assets (tEUR)				
For own debt				
Other securities	120	259	-53.7 %	120
Leasing and rent liabilities	5 839	5 899	-1.0 %	6 016
	5 959	6 158	-3.2 %	6 136

Derivative instruments (tEUR)				
Value of underlying forward contracts	7 152	7 387	-3.2 %	8 043
Market value of forward contracts	-356	-81	339.5 %	-228
Interest rate swap	11 500	0	n/a	11 500
Market value of interest swap	-282	0	n/a	-157

Taxes are computed on the basis of the tax on the profit for the period.

#### RECLASSIFICATION OF SEGMENTS 1.1.2010

OPERATING SEGMENTS (TEUR)	1-3/2010	1-3/2009	Change %	1-12/2009
Video and Broadband Solutions				
Order intake	18 578	17 290	7.4 %	81 612
Net sales	19 062	16 908	12.7 %	76 280
EBIT	562	-1 464	n/a	-692
EBIT%	2.9 %	-8.7 %	n/a	-0.9 %
Network Services				
Order intake	18 926	8 696	117.6 %	69 408
Net sales	20 032	8 696	130.4 %	65 371
EBIT	264	259	1.9 %	3 216
EBIT%	1.3 %	3.0 %	-55.9 %	4.9 %
Total				
Order intake	37 504	25 986	44.3 %	151 020
Net sales	39 094	25 604	52.7 %	141 651
EBIT	826	-1 205	n/a	2 524
EBIT%	2.1 %	-4.7 %	n/a	1.8 %
Financial items	-148	-239	-38.1 %	-605
Share of profit of associates	0	-100	n/a	-544
Operating segments net profit before taxes	678	-1 544	n/a	1 375

#### Segment assets

Segment assets include items directly attributable as well as those that can be allocated on a reasonable basis.

	31.3.2010	31.3.2009	Change %	31.12.2009
Video and Broadband Solutions	55 000	62 540	-12.1 %	56 120
Network Services	41 520	20 827	99.4 %	41 440
Segment assets total	96 520	83 367	15.8 %	97 560
Unallocated assets	14 376	7 311	96.6 %	12 518
Assets total	110 896	90 678	22.3 %	110 078

Information per quarter (tEUR)	1-3/10	10-12/09	7-9/09	4-6/09	1-3/09	4/2009-3/2010
Video and Broadband Solutions						
Order intake	18 578	22 705	22 508	19 109	17 290	82 900
Net sales	19 062	21 015	18 262	20 095	16 908	78 434
EBIT	562	-457	1 524	-295	-1 464	1 334
EBIT %	2.9 %	-2.2 %	8.3 %	-1.5 %	-8.7 %	1.7 %

Network Services						
Order intake	18 926	24 119	26 136	10 457	8 696	79 638
Net sales	20 032	22 769	23 449	10 457	8 696	76 707
EBIT	264	2 175	84	698	259	3 221
EBIT %	1.3 %	9.6 %	0.4 %	6.7 %	3.0 %	4.2 %

Total						
Order intake	37 504	46 824	48 644	29 566	25 986	162 538
Net sales	39 094	43 784	41 711	30 552	25 604	155 141
EBIT	826	1 718	1 608	403	-1 205	4 555
EBIT %	2.1 %	3.9 %	3.9 %	1.3 %	-4.7 %	2.9 %

Attributable to equity holders of the parent (tEUR)	Share capital	Share premium	Translation Differences	Retained Earnings	Invested free capital	Other funds	Total	Share of non-controlling Interest	Total equity
Shareholder's equity 1.1.2010	6 967	1 504	-372	35 949	2 737	-116	46 669	0	46 669
Total comprehensive income for the period			180	495		-92	583	0	583
Share issue					0		0	289	289
Equity-settled share-based payments				113	0	0	113	0	113
Shareholder's equity 31.3.2010	6 967	1 504	-192	36 557	2 737	-208	47 365	289	47 654
Shareholder's equity 1.1.2009	6 967	1 504	-561	37 284	1 451	0	46 645	0	46 645
Profit of the period			43	-1 208		0	-1 165	0	-1 165
Equity-settled share-based payments				48	-264	0	-216	0	-216
Shareholder's equity 31.3.2009	6 967	1 504	-518	36 124	1 187	0	45 264	0	45 264

## CALCULATION OF KEY FIGURES

Return on equity:	$\frac{\text{Profit/loss for the financial period}}{\text{Shareholders' equity (average)}} \times 100$
Return on capital employed:	$\frac{\text{Profit/loss for the period after financial items + financing charges}}{\text{Total assets - non-interest-bearing liabilities (average)}} \times 100$
Equity ratio:	$\frac{\text{Shareholders' equity}}{\text{Total assets - advances received}} \times 100$
Gearing:	$\frac{\text{Interest bearing liabilities - cash in hand and in bank - interest bearing assets}}{\text{Shareholders' equity}} \times 100$
Earnings per share:	$\frac{\text{Profit for the period attributable to equity holder of the parent}}{\text{Weighted average number of ordinary shares outstanding during the period}}$
Earnings per share, diluted:	$\frac{\text{Profit for the period attributable to equity holder of the parent (diluted)}}{\text{Average number of shares - own shares + number of options at the period-end}}$

### MAJOR SHAREHOLDERS 31.3.2010

	Shares	%
EM Group Oy	3 647 248	20.05
Mandatum Life	1 679 200	9.23
Ilmarinen Mutual Pension Insurance Company	894 776	4.92
Kaleva Mutual Pension Insurance Company	824 641	4.53
Varma Mutual Pension Insurance Company	521 150	2.87
The State Pension Fund	500 000	2.75
Aktia Capital Mutual Fund	450 000	2.47
Skagen Vekst Verdipapierfond	437 000	2.40
Fim Fenno Mutual Fund	401 342	2.21
Teleste Management Oy	381 000	2.09

### SECTOR DISPERSION 31.3.2010

	Shareholders	%	Shares	%
Corporations	323	5.93	5 813 632	31.96
Financial and insurance corporations	17	0.31	3 441 784	18.92
Public institutions	7	0.12	2 172 976	11.94
Non-profit institutions	40	0.73	563 716	3.09
Households	5 011	92.09	4 506 191	24.77
Foreign countries and nominee registered	43	0.79	1 688 291	9.28
Total	5 441	100.00	18 186 590	100.00





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