



Redknee Solutions, Inc.

Investor Conference Call

December 5, 2012

REDKNEE

Innovate. Personalize. Profit.

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Leadership Team



Lucas Skoczkowski
CEO



David Charron
CFO



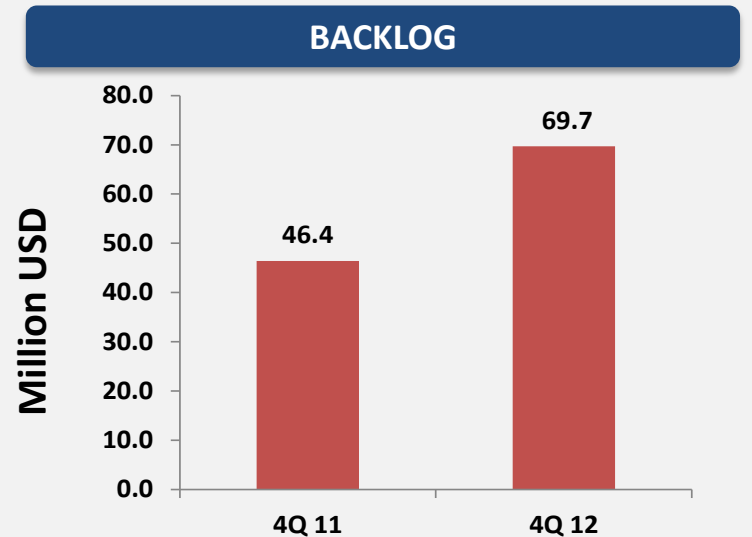
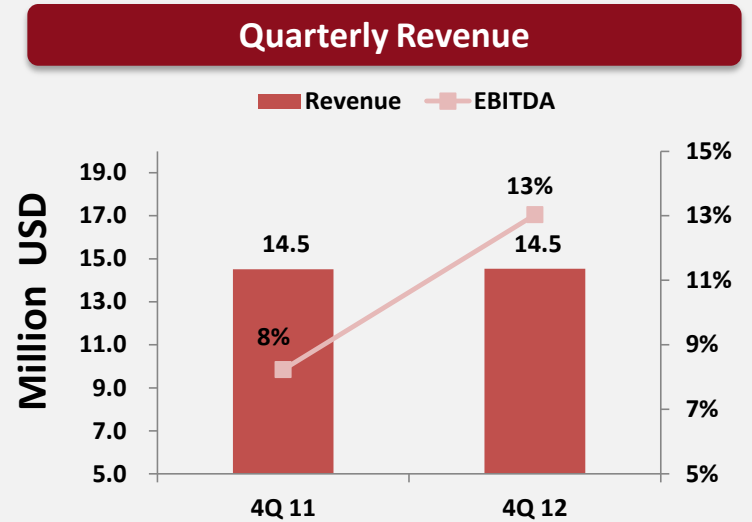
Summary Financial Results

David Charron

CFO

Q4 FY 2012 Financial Highlights

- **Revenue:** \$14.54M (Q4FY11: \$14.52M)
- **Gross Margin:** 69% (Q4FY11: 65%)
- **EBITDA:** \$1.9M (Q4FY11: \$1.2M)
- **Backlog:** \$69.7M
- **Strong recurring revenues:** 47% of total
- **Cash position:** \$17.8M



Q4 FY 2012 Balance Sheet & Backlog

	As at September 30, 2012	As at September 30, 2011	% Δ
Cash and Investments	\$17,792	\$15,665	14%
A/R	\$10,395	\$13,471	-23%
DSO	78 days	90 days	-12 days
Working Capital	\$23,219	\$18,678	24%
Backlog	\$69,677	\$46,422	50%

Strategic Acquisition Update



Strategic Acquisition Update

Lucas Skoczkowski
CEO

Redknee's Acquisition of NSN's BSS Business

- **Redknee plans to acquire BSS business from NSN**
- **Consideration:**
 - €15M in cash at closing
 - €25M performance based earn-out, expected to be paid over 12-36 months post-closing
- **Employees: 1,200**
- **Customers: 130+**
- **Expected to close in 1H2013**



Redknee's Acquisition of NSN's BSS Business

- **Real-time Charging Platform**
 - #3 real time charging share
- **Large scale systems**
 - e.g. >50M subs on a single system
- **Tier-1 operators globally**
- **Dedicated teams**
 - Direct-sales force, R&D, service teams
- **Strategic relationship with Nokia Siemens Networks**



Redknee Requirements For Success

- **Customer Retention**
- **Growing Recurring Revenues**
- **Disciplined Cost Management**
- **Leveraging Cloud / SaaS Strategy**
- **Organization Integration (People/Systems)**

Q&A Session Instructions



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