# **Anoto Group**

# **January-March 2008 Interim Report**

- First quarter sales were SEK 34 million (56). Sales in the first quarter of 2007 included non-recurring revenue of SEK 37 million in connection with the settlement when divesting our U.S. subsidiary, as well as revenue from DNP in Japan.
- The group's first quarter gross margin was 69% (78) and its gross profit was SEK 24 million (44). Adjusted for the non-recurring revenue in connection with the U.S. business and the revenue from DNP, the gross profit increased by SEK 10 million.
- Excluding depreciation and amortization, the loss for the first quarter was SEK -10 million (15).
- The first quarter loss after tax was SEK -13 million (9).
- Earnings per share for the first quarter were SEK -0.10 (0.07).
- First quarter cash flow was SEK -22 million (-10).

# **Operations**

- First quarter sales were in line with the company's plans for 2008. However a change in the product mix led to a weaker margin.
- Anoto entered in April into an agreement with a world-leading global manufacturer of visual communication products in such areas as whiteboards and flipcharts. As a result of the contract, Anoto will deliver technology and digital pens for use in future products. The initial value of the order corresponds to revenue of approximately EUR 800,000.
- In spite of the slower growth of the mobile phone market we expect that the Imaging Technology area will have a strong growth during 2008.
- Early April, Anoto and OKI previewed Anoto PenPresenter, a new product scheduled for September launch.
- In cooperation with Vision Objects, the company launched the second version of its proprietary Forms Solution 1.1 (AFS 1.1) platform, which offers expanded functionality when it comes to character recognition and other uses.

- The Anoto Partner Leapfrog launched its next-generation reading system, Tag Reading System, expected to be available in stores this summer.
- The American Partner Livescribe presented its new consumer pen, Pulse, based on Anoto technology and with a built-in microphone and speaker.

#### A word from CEO Anders Norling

## Sales and earnings continue to improve

Operations performed in line with our plans during the first quarter. Excluding non-recurring revenue of SEK 37 million in the first quarter of 2007 in connection with the divestment of our U.S. subsidiary (now Livescribe) and major revenue from our Japanese partner DNP, sales rose by 84% and the gross profit improved substantially.

We changed the names of Anoto's application areas to more clearly describe their current and future activities. Anoto Products (formerly Forms Solutions and C Tech) and Imaging Technology (formerly Anoto Technology), our two biggest application areas, performed according to plan, i.e., approximately 25% higher volumes for Anoto Products and three times the previous volumes for Imaging Technology. The latter increase was due to greater use of our video technology in mobile phones and other products.

We accelerated development of next-generation digital pens during the first quarter. We will pursue the effort throughout 2008 and we have scheduled the launch for mid-2009. SEK 8 million of the SEK 30 million total estimated costs has been invested so far.

Our focus on the packaging of products and offerings is proceeding as planned, our goal being to sell licenses and digital pens as an integrated product. In the future, Anoto will obtain its product revenue at the time of sale.

The development of proprietary and partner-based products has led to Anoto PenPresenter, a new product that uses Anoto technology as an interactive meeting room tool and to make PowerPoint presentations more effective.

Anoto entered into a first quarter agreement with a global company for development of visual communication. One sphere of application may be the digitalisation of what is written on whiteboards, flipcharts, etc. in conference rooms. In the future, we will deliver patterns and digital pens in addition to technology. Anoto technology has been evaluated over the course of a year. Both Anoto and our partner believe that the technology has major potential in the area of visual communication.

# Forms Solutions upgraded to Anoto Products

The number of new forms users is continuing to increase, although somewhat slower than we had expected. The main reason is the postponement of some projects in Japan. But the fact that the total number of agreements is showing healthy growth indicates that the technology has increasing appeal. Many of these end-customers are small or medium-sized companies and other organisations. Because we now sell and distribute both licenses and digital pens at a package price, our license margins are somewhat poorer. But longer-term sales volumes and revenue will rise as a result and we will have better control of our total offering.

Our strategy for Anoto Products requires us to take greater responsibility for packaging products and to continue developing our proprietary flexible platform (AFS).

The second version of the platform (AFS 1.1), which offers expanded functionality for character recognition and other uses in collaboration with Vision Objects, was delivered to our partners in the first quarter.

We held January partner conferences in both Europe and the United States to follow up on the plans communicated to our partners at the big June 2007 conference. Our new products and plans were well received. One of the new products is Anoto PenPresenter, a PowerPoint add-in that permits real-time notes and illustrations directly on slides. As a result, presentations are more effective, attracting greater interest and involvement on the part of the audience.

#### Technology and Licensing (formerly Interactive Media)

The previously announced Tag Reading System, the next-generation Interactive Reading System, by Anoto partner LeapFrog Enterprises, was previewed at the DEMO 08 conference in California and is expected to be available at retail outlets this summer. The Tag Reading System is the first handheld learn-to-read technology that interacts directly with real books. The American Partner Livescribe also participated at DEMO 08 and received a lot of attention when presenting the new consumer pen, Pulse™ Smartpen, based on Anoto's digital pen technology and featuring both speakers and microphone.

#### Growth remains solid at Imaging Technology (formerly Anoto Technology)

Sales of mobile phones containing Anoto video technology began to take off in late 2007. Royalty revenue increased significantly starting in late 2007 and the trend is expected to continue in 2008 in step with the growth of the market for advanced mobile phones.

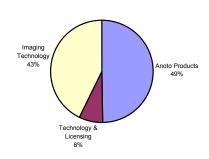
# Organisation

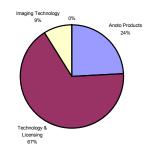
Anoto's organisation is broken down into three application areas.

- Anoto Products
- Technology and Licensing
- Imaging Technolog

Net sales per application area Jan-March 2008

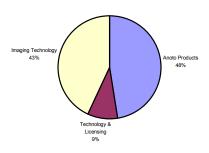
Net sales per application area Jan-March 2007





Gross profit per application area Jan-March 2008

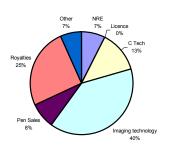
Gross profit per application area Jan-March 2007

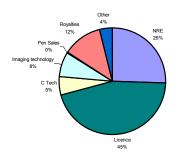


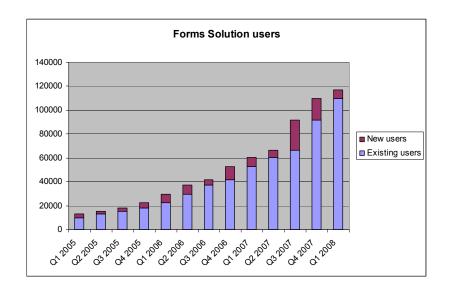


#### Net sales per revenue category Jan-March 2008

#### Net sales per revenue category Jan-March 2007







#### **Anoto Products**

Anoto Products focuses on systems, products and services that target businesses, primarily in the field of forms processing. Anoto has an indirect business model and markets its products through partners such as systems integrators, software developers and IT consulting firms, all of which offer customised solutions with Anoto technology to their corporate customers. Turnkey products, such as existing scanning and translation pens, as well as newly developed products including Anoto PenPresenter, may also be marketed through other sales and distribution channels.

T-systems and five other Anoto partners exhibited Anoto technology at the CeBIT trade show in Hannover, Germany. T-Systems, the leading German IT company, demonstrated its new Electronic Signature Capture application and two other Anotobased solutions.

During the quarter, Thales Group in Spain began implementing a solution similar to those currently in use by some 20 Swedish municipalities (including Solna and Partille) for 500 home help service users.

The French police authority decided to test Anoto technology at 20 sites for registering traffic offences and parking fines. Thirty-eight Italian cities are already using a similar solution.

Sales of C Tech's C-Pen and Pay Pen scanning pens did well during the quarter. C Tech reported solid overall volume growth.

## Technology and Licensing

The application area uses Anoto technology to develop a customer's proprietary products. These products, which are based on a combination of digital material (books, cards and the like) and digital pens that permit immediate feedback by means of speech, sound, etc., have targeted end-customers up to this point. The concept supports learning and teaching products that are simple, intuitive and entertaining for the user. Anoto's strategy is to focus on the corporate market rather than the general consumer market.

Activity at Technology and Licensing was somewhat weaker than anticipated due to the postponed launch of Livescribe's Pulse, the consumer pen that records sound and has a built-in loudspeaker in addition to serving as a digital pen. The product is expected to be popular among students.

LeapFrog will expand its product portfolio based on Anoto Technology when it launches its Tag Reading System this summer. The product replaces LeapPad, which chalked up 30 million units.

#### Imaging Technology

Imaging Technology develops and markets basic Anoto technology as ASICs and IP blocks. The area supplies or licenses Anoto modules, components and function blocks for integration with the customer's products or components, including mobile phones, accessories and their components.

Sales of Anoto's IP blocks for video technology in mobile phones were somewhat slower in the first quarter than in late 2007. The product was not sold in the first quarter of 2007. Anoto obtains royalties based on the number of phones sold. The resulting impact on sales and earnings will be considerable over the next few years.

Other Imaging Technology products and services performed very well. Totally has the application area tripled its sales compared with the first quarter of 2007.

Having identified ongoing growth potential at Imaging Technology, we are actively seeking business opportunities in collaboration with new and existing customers.

# Anoto Group AB, first quarter of 2008 in figures

#### Sales and earnings for the first quarter

First quarter sales were SEK 34 million (56). The main reason for lower sales was non-recurring revenue of SEK 37 million in January 2007 in connection with the settlement when divesting our U.S. subsidiary (now Livescribe), as well as major revenue from DNP in Japan.

The gross profit declined by 46% to SEK 24 million (44), and the gross margin was 69% (78). Adjusted for the non-recurring revenue in connection with the U.S. business and the revenue from DNP, the gross profit increased by SEK 10 million.

Excluding depreciation and amortization, the loss was SEK -10 million (15).

Selling and administrative expenses, as well as research costs, amounted to SEK -36 million (-35), of which amortization accounted for SEK -4 million (-6).

The first quarter operating loss was SEK -13 million (9) (adjusted for the above non-recurring transactions, the operating loss for the first quarter of 2007 was SEK -21 million).

# Cash flow for the first quarter

Cash flow from operating activities totalled SEK -15 million (-6) for the first quarter. Cash flow was affected by the operating loss.

SEK -8 million (-4) in net investment affected the quarter's cash flow of SEK -22 million (-10). Most of the investments were to upgrade the digital pen.

#### Financing and liquidity

At the close of the first quarter, the group's liquid assets, including current investments, amounted to SEK 110 million (170).

#### Anoto Group AB

As a pure holding company, Anoto Group AB has a limited number of corporate functions and employees. First quarter sales were SEK 7 million (8), while the pre-tax profit was SEK 1 million (1). At the close of the quarter, liquid assets, including current investments, amounted to SEK 45 million (119). Investments came to SEK 0 million (0).

# Accounting policies

This interim report was prepared in accordance with IAS 34, Interim Financial Reporting. For information about the accounting policies applied, refer to the 2007 annual report. The accounting policies are unchanged from those applied in 2007.

#### Risk factors and uncertainties

No significant additional risks are deemed to have arisen beyond those described in the 2007 annual report for the Anoto Group (refer to Note 2 for a detailed presentation of the company's risk exposure and management).

#### Share data

The company's share is listed on the OMX Nordic Small Cap Index in Stockholm. Shares numbered 128,538,867 at the end of the first quarter, in addition to which 3,515,500 warrants were outstanding, of which 0 were deemed to have a value as of 31 March 2008.

#### **Shareholders**

Anoto Group shareholders totalled 7,566 at the end of the first quarter. Foreign investors held 57%, and institutional and industrial investors 89%, of the shares. Norden Technology AS, Swedbank Robur fonder, SEB Enskilda ASA, DNB, Barclays Bank and Carnegie Norway Branch were the largest shareholders as of 31 March, controlling 46.8% of Anoto Group shares.

# Option programmes

The parent company has issued options as part of various incentive programmes. Full exercise of all remaining programmes would result in dilution of about 2.7%.

#### **Outlook for 2008**

# Anders Norling, CEO

I am optimistic about Anoto's future. We have recently announced several new products and entered into highly promising cooperative agreements. The increased share of sales of Anoto branded pens in connection with forms-licenses ensures a more stable base and improved revenue flow. In spite of the slower growth of the mobile phone market I expect a strong growth of the Imaging Technology during 2008.

# Reporting schedule

January-June7 August 2008January-September7 November 20082008 year-end report10 February 2009

Annual general meeting 15 May 2008

Anoto Group AB's 2007 annual report is available at www.anoto.com. A printout of the digital version may be ordered from the company.

The company's auditors have not reviewed this report.

Lund, 7 May 2008

Anders Norling CEO

#### For more information

You are welcome to participate in Anoto's teleconference for financial analysts and the media at 10.00 CET on 7 May 2008.

Date: Wednesday, 7 May 2008

Time: 10.00 CET

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Profit & Loss Statement The Group

(SEK thousand)	Note	Q4		Year	
		Jan - Mar 2008	Jan - Mar 2007	Jan - Dec 2007	Jan - Dec 2006
Net sales		34 412	56 131	168 771	108 725
Costs of goods and services sold		(10 842)	(12 494)	(39 657)	(30 321)
Gross profit/loss		23 570	43 637	129 114	78 404
Sales, administrative and research costs		(35 690)	(35 299)	(138 319)	(210 223)
Share of earnings in associated companies		-	-	-	-
Other operating income		(1 242)	554	(459)	-
Operating profit/loss		(13 362)	8 892	(9 664)	(131 819)
Share of earnings in group companies		-	-	(252)	(769)
Other financial items		728	387	3 269	794
Profit/loss after financial items		(12 634)	9 279	(6 647)	(131 794)
Minority share		53	(145)	(110)	41
Profit/loss before taxes		(12 581)	9 134	(6 757)	(131 753)
Taxes		(868)	(366)	(791)	(1 208)
Profit/loss for the period		(13 449)	8 768	(7 548)	(132 961)
Profit/loss from ongoing operations		(13 449)	8 768	(7 548)	(80 602)
Profit/loss for the period from closed operations	1	-	-	-	(51 879)
Key ratios					
Gross profit		68,5%	77,7%	76,5%	72,1%
Operating margin		Neg	Neg	Neg	Neg
Earnings per share (SEK) 1		(0,10)	0,07	(0,06)	(1,03)
Earnings per share after dilution (SEK) <sup>1</sup>		(0,10)	0,07	(0,06)	(1,03)

<sup>&</sup>lt;sup>1</sup> Based on the weighted average number of shares and outstanding warrants for each period. Only warrants for which the present value of the issue price is lower than the fair value of the ordinary share are included in the calculation.

#### Summary of Balance Sheet The Group

(SEK thousand)	2008-03-31	2007-12-31	2006-12-31
Intangible fixed assets	345 023 3 262	339 473 4 046	343 324 3 512
Tangible assets Financial fixed assets	8 815	8 883	5 080
Other current assets	74 657	80 763	45 220
Liquid assets, including current investments	109 586	131 301	179 841
Total assets	541 343	564 466	576 977
Equity attributable to shareholders of Anoto Group AB	439 468	452 768	458 237
Equity attributable to minority interests	1 906	2 110	1 959
Long-term provisions	-	-	4 150
Interest-bearing liabilities	603	572	578
Current provisions	130	1 627	1 529
Other current liabilities	99 235	107 388	110 524
Total liabilities and shareholders' equity	541 343	564 466	576 977

#### Change in shareholders' equity

#### Jan - Mar Jan - Dec Jan - Dec 2006 2007 2007 Opening balance 454 878 460 196 555 690 28 596 Issue of new shares 1 959 Changes in minority interest (204) 151 Costs of granting options 3 766 7 896 55 Translation differences (1 687) (980) (7 549) Profit/loss for the period (13 449) (132 965) Closing balance 441 374 454 878 460 196

The Group

#### Cash Flow Statement

Cash Flow Statement		The Group			
(SEK thousand)	Jan - Mar 2008	Jan - Mar 2007	Jan - Dec 2007	Jan - Dec 2006	
Profit/loss after financial items	(12 634)	9 279	(6 647)	(131 798)	
Adjustment for items not included in cash flow	-	-			
Change in provisions	(1 577)	(332)	(4 330)	(26 215)	
Depreciation, amortisation and write-downs	3 596	10 829	15 912	28 317	
Profit on shares in Group and associated companies	-	-	252	4	
Costs of granting options	55	1 937	3 766	7 896	
Other financial items	(728)	386	(3 269)	(794)	
Taxes paid	(868)	(366)	(791)	(295)	
Cash flow from operating activities					
before change in working capital	(12 156)	21 733 #	<b>#</b> 4 893	(122 885)	
Change in working capital	(2 935)	(27 496)	(38 031)	73 642	
Cash flow from operating activities	(15 091)	(5 763)	(33 138)	(49 243)	
Net investments	(8 039)	(4 486)	(16 402)	(14 190)	
Total cash flow before financing activities	(23 130)	(10 249)	(49 540)	(63 433)	
Financing activities					
Issues of new shares	-	-		28 596	
Cost of issues of new shares	-	-			
Change in long-term liabilities	31	16	(6)	578	
Capital from minority interests	-	-		2 000	
Other financial items	728	(386)	3 269	794	
Recovered VAT for underwriting expenses	-	-		-	
Other items	656	341	(2 263)	(184)	
Cash flow for the period	(21 715)	(10 278)	(48 540)	(31 649)	
Liquid assets at the beginning of the period*	131 301	179 841	179 841	211 490	
Liquid assets at the end of the period*	109 586	169 563	131 301	179 841	
Cash flow from ongoing operations	(21 715)	(10 278)	(48 540)	17 686	
Cash flow from closed operations 2		-	-	(49 335)	

<sup>\*</sup>Cash, bank balances and current investments with a duartion of less than 6 months

Key ratios	The Grou

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	Jan - Mar 2008	Jan - Mar 2007	Jan - Dec 2007	Jan - Dec 2006
Cash flow for the year (KSEK)	(21 715)	(10 278)	(48 540)	(31 649)
Cash flow per share (SEK) <sup>2</sup>	(0,17)	(0,08)	(0,38)	1,42
Cash flow per share after dilution (SEK) <sup>2</sup>		(0,08)		1,40
Cash now per share after didution (SEK)	(0,17)	(0,08)	(0,38)	1,40
		2008-03-31	2007-12-31	2006-12-31
Equity/assets ratio		81,2%	80,2%	79,4%
Number of shares <sup>3</sup>		128 583 867	128 583 867	128 744 414
Shareholders' equity per share (SEK) <sup>3</sup>		3,42	3,52	3,56
2 Based on the weighted average number of shares and outstanding warrants for each period. Only warrants for which the present value of the issue p is lower than the fair value of the ordinary share are included in the calculation.  3 Including outstanding warrants (08-02-31: 0, 07-12-31: 0; 06-12-31: 0)  Only warrants for which the present value of the issue price is lower than the fair value of the ordinary share are included in the calculation.	rice			
Parent Company Profit & Loss Statement	las Mas	las Mas	les Des	las Das
(SEK thousand)	Jan - Mar 2008	Jan - Mar 2007	Jan - Dec 2007	Jan - Dec 2006
Net sales	7 093	7 691	26 155	41 513
Gross profit	7 093	7 691	26 155	41 513
Administrative costs	(6 199)	(8 097)	(26 507)	(32 473)
Operating profit	894	(406)	(352)	9 040
Financial items	(239)	1 799	9	(120 906)
Profit for the period	655	1 393	(343)	(111 866)
Earnings per share before dilution (SEK) Earnings per share after dilution (SEK)	0,01 0,01	0,01 0,01	(0,00) (0,00)	(0,87) (0,87)
Parent Company Summary of Balance Sheet				
(SEK thousand)		2008-03-31	2007-12-31	2006-12-31
Intangible fixed assets		775	804	792
Tangible assets		408 344 700	366 344 700	190
Financial fixed assets Other current assets		65 666	44 553	344 700 3 615
Liquid assets, including current investments		44 987	67 896	143 570
Total assets		456 535	458 319	492 867
Equity Provisions		451 392	450 737	451 080
Other current liabilities		5 143	7 583	41 787
Total liabilities and shareholders' equity		456 535	458 320	492 867
Note 1 Closed operations - Profit & Loss				
	Jan - Mar 2008	Jan - Mar 2007	Jan - Dec 2007	Jan - Dec 2006
Net sales Costs from operations	-		-	752 (52 151)
Loss from disposal of assets	-	-	-	-
Loss before taxes Income tax	-	-	-	<b>(51 399)</b> (480)
Loss for the year from closed operations			-	(51 879)
Note 2 Closed operations - Cash flow	Jan - Mar	Jan - Mar	Jan - Dec	Jan - Dec
Profit/loss after financial items	2008	2007	2007	2006 (51 399)
Depreciation	-	-	-	1 107
Costs of granting options Taxes paid	-	-	-	4 937 (480)
Investments	-	-	-	(3 500)
Cash flow for the period	-	-	-	(49 335)