

## Sales gains in Q4, forward-looking initiatives affected profitability. Growth remains a priority ahead.

- Full-year 2007 EBITDA was SEK 29.1 m (SEK 63.5 m). In the fourth quarter, EBITDA was SEK 3.8 m (SEK 15.3 m). This figure is as expected because during the year, Aspiro consciously focused on new growth segments, and its competitive position on the Finnish market implied profitability deteriorating.
- Earnings after tax were SEK 7.7 m (SEK 49.5 m) for the full year 2007 and SEK -3.9 m (SEK 12.6 m) for the fourth quarter. Basic and diluted earnings per share were SEK 0.05 (SEK 0.26) for 2007 and SEK -0.02 (SEK 0.07) for the fourth quarter.
- For the full year, net sales were SEK 404.9 m (SEK 447.8 m). Sales in the Baltic region increased by some SEK 20 m year on year. Discontinued operations in the UK and Spain reduced sales by SEK 11 m, and deteriorated market conditions in Finland in Denmark contributed to sales reducing by some SEK 49 m on 2006. Net sales in the fourth quarter were SEK 107.8 m (SEK 106.5 m). Sales increased by SEK 6.3 m quarter on quarter.
- In the fourth quarter, Aspiro added a comprehensive webstore to complete its music solution. Stores were delivered to Telenor, Dj Juice and others. In 2007, a total of over one million tracks were downloaded through Aspiro's systems.
- Aspiro's strategy in its existing operations is to focus on revenue growth with retained profitability. The Board considers that the company will maintain its secure market positioning in existing business segments. Meanwhile, the company thinks that mobile TV, music, mobile games, mobile marketing and business solutions are the main segments that will grow in 2008. In addition, Aspiro is concentrating on expanding internationally, primarily through partnerships with major operators, and within mobile TV.

Key figures	Oct-Dec 2007	Jan-Dec 2007
Net sales, SEK m	107,8 (106,5)	404,9 (447,8)
EBITDA, SEK m	3,8 (15,3)	29,1 (63,5)
Earnings after tax, SEK m	-3,9 (12,6)	7,7 (49,5)
Earnings per share, SEK	-0,02 (0,07)	0,05 (0,26)
Liquid funds, closing balance SEK m	73,6 (79,4)	73,6 (79,4)
Cash flow from operating activities before changes in working capital, SEK m	4,1 (17,3)	26,3 (58,3)

Figures in brackets are for the corresponding period of the previous year.

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**Aspiro in Brief**

Aspiro creates and provides mobile entertainment, business solutions and search services, and is a market leader in the Northern European region. Using Aspiro's services, users can do things like watch TV, listen to music and play games on their mobile phones or the Internet. Sales are through brands such as Inpoc, Cellus and Boomi. Aspiro was incorporated in 1998 and is a small-cap company listed on the Nordic Exchange in Stockholm. In 2007, Aspiro's sales were SEK 405 m and the company has some 160 employees. The head office is in Sweden, with office presences in Norway, Sweden, Finland, Denmark, Estonia, Latvia and Lithuania.