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Announcement no. 13 -2007

14 August 2007

Profit announcement for the second quarter and first half-year of 2007

The work to build up Danware subsidiaries in the United States, the UK and Germany is progressing to plan. The number of Danware partners is growing steadily and several initiatives are currently underway to produce the revenue improvement expected in the remainder of 2007. Danware grew its revenue in Q2 and retains expectations for the full-year 2007.

- Q2 revenue was DKK 28.7m (Q2 2006: DKK 27.4m), bringing H1 2007 revenue to DKK 52.1m, equal to a 6% increase from the H1 2006 figure of DKK 49.0m.
- The Q2 Desktop Management revenue was DKK 23.3m, bringing H1 revenue to DKK 41.3m (H1 2006: DKK 36.3m). Q2 Education revenue was DKK 5.1m, bringing H1 revenue to DKK 10.0m compared with revenue of DKK 12.1m in H1 2006. The H1 Security revenue rose to DKK 0.8m from DKK 0.6m in H1 2006.
- Operating profit before depreciation and amortisation (EBITDA) was DKK 3.8m in Q2 2007 and DKK 3.9m for the first half-year, which was in line with expectations.
- Operating profit (EBIT) was DKK 2.0m in Q2 2007 compared with DKK 0.8m in the year-earlier period. H1 2007 EBIT was DKK 0.2m relative to DKK 1.8m in H1 2006. The anticipated lower profit is primarily attributable to the planned costs in connection with the implementation of the new sales and marketing strategy involving Danware subsidiaries.
- The H1 2007 net profit was DKK 1.1m against DKK 1.5m in H1 2006.
- Following the launch of a number of activities, we retain our full-year 2007 forecasts of revenue of DKK 130-135m and EBITDA of approximately DKK 16m.

Contact

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Danware's core business is to develop and market software products based on the NetOp® core technology – a technology enabling swift, secure and seamless transfer of screens, sound and data between two or more computers. The company's three product areas are Desktop Management, Education and Security. The core product in Desktop Management, NetOp® Remote Control, enables remote control of one or more computers from another computer. NetOp® School, the core product in Education, is a software application for computer-based classroom teaching. The Security business products are NetOp® Desktop Firewall and NetOp® Netfilter. All are plug 'n play products offering extensive functionality, flexibility and user-friendliness. Danware's products are sold in more than 80 countries. In 2006, the company generated revenue of DKK 98m. Danware is listed on the OMX Nordic Exchange Copenhagen A/S (symbol DANW) and is a component of the Small Cap+ index.



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Financial highlights and key ratios

DKKm	Q2 2007	Q2 2006	H1 2007	H1 2006	2006
Income statement					
Revenue	28.7	27.4	52.1	49.0	97.9
Gross profit	24.8	21.9	45.4	40.5	85.4
Operating profit before depreciation and amortisation (EBITDA)	3.8	2.1	3.9	4.2	7.1
Operating profit (EBIT)	2.0	0.8	0.2	1.8	1.1
Net financials	0.7	0.1	1.4	0.5	1.0
Profit before tax	2.7	0.8	1.6	2.3	2.1
Net profit for the period	1.8	0.5	1.1	1.5	0.7
Balance sheet, end of period					
Assets	219.5	233.3	219.5	233.3	226.7
Assets less cash	118.3	110.3	118.3	110.3	113.6
Equity	200.7	209.8	200.7	209.8	209.0
Cash flows					
From operating activities	5.4	(5.7)	(2.0)	(2.3)	(6.1)
From investing activities	(0.2)	(27.8)	(0.1)	(28.5)	(34.4)
Of which invested in property, plant and equipment	(0.3)	(0.6)	(0.6)	(1.0)	(3.4)
From financing activities	(9.8)	0.0	(9.8)	0.0	(0.1)
Total cash flows	(4.7)	(33.5)	(12.0)	(30.8)	(40.6)
Ratios					
Operating margin (EBIT-margin)	%	7	3	0	4
Export ratio	%	60	72	67	80
Equity ratio, end of period	%	91	90	91	90
Return on equity, p.a.	%	4	1	1	1
Earnings per share, EPS	DKK	0.5	0.1	0.3	0.4
Cash flow per share, CFPS	DKK	1.4	(1.5)	(0.5)	(0.6)
Net asset value per share	DKK	52.1	54.5	52.1	54.5
Avg. number of shares (nominal value of DKK 5) (thousands)		3,850	3,850	3,850	3,850
Number of shares, end of period (nominal value of DKK 5) (thousands)		3,850	3,850	3,850	3,850
Market price, end of period, DKK		101.0	101.9	101.0	101.9
Dividend per share, DKK		2.5	-	2.5	-
Average number of employees		86	75	83	67

This interim report for the second quarter and the first half-year of 2007 has been prepared in accordance with the IFRS provisions on measurement and recognition and Danish financial reporting requirements for listed companies.

The interim report is unaudited.

Ratios have been calculated in accordance with "Recommendations & Financial Ratios 2005" issued by the Danish Society of Financial Analysts.



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Business performance

The work to build up Danware subsidiaries in the United States, the UK and Germany continues and is generally progressing to plan. The US subsidiary has reached the most advanced stage of the three and is steadily increasing the number of its Danware partners. In Germany, revenue is in line with expectations and during H1 we managed to win a number of large orders. The agreement with the previous UK distributors was terminated in the first quarter of 2007, and this termination caused UK revenue to grow at a slower pace than expected at the beginning of the year. Special initiatives have been launched to restore the performance of our UK revenue.

In May 2007, Danware signed a strategically important partnership agreement with Marubeni Solutions, one of the largest trading houses in Japan, for the sale of NetOp® products. The agreement with the new Japanese NetOp® partner will strengthen Danware's position in the Japanese market, which is generally difficult to penetrate. To date, Danware has generated moderate revenue in Asia relative to the market potential, but we remain dedicated to increasing our presence and the awareness of NetOp® products in the region. Marubeni Solutions is one of Japan's largest general trading houses and its global network covers almost 200 offices in 84 countries. Marubeni Solutions will concentrate on sales of NetOp® Remote Control solutions, while the existing Danware partner in Japan will continue to focus on Danware's NetOp® Education products. Danware has commenced the certification process of Marubeni staff, and we expect the new Japanese partner to initiate targeted sales efforts by the turn of the year.

As part of our targeted efforts to gain Asian market shares, Danware entered into an agreement with a new Chinese partner on the sale of NetOp® products in the Chinese market in July 2007. During the second half of 2007, the new Chinese partner will complete an extensive certification programme and receive a thorough introduction to Danware's products. We expect these efforts to begin to produce results in the important Chinese market by the turn of the year at the latest.

During H1 2007, Danware strengthened its marketing efforts with a view to enhancing product awareness on the individual markets and establishing an active profile. We plan to continue the ongoing sales and distribution efforts during the rest of 2007, and the effects of the individual initiatives are expected to sustain the revenue increase. We will mainly concentrate on continuing to increase the number of partners, on partner training, branding of Danware products, building closer relations with the Danware partners and to segment our customers with a view to identifying and addressing customers in attractive customer segments across individual markets. Moreover, Danware has launched an online purchasing portal for NetOp products for our partners worldwide.

Product development and new product launches

In order to reduce time-to-market and ensure cost efficient product development, Danware is actively working to increase the use of external suppliers in the product development stages. So far, we have entered into agreements with developers in Russia and the Philippines. External suppliers primarily develop specific features for the individual products, while Danware develops the core components of the product. Management is generally pleased with the orders placed with sub-contractors, and we expect to increase the number of projects handled by Overseas Development Centres ("ODCs") in Russia and Asia in the future.

Microsoft launched their new operating system, Vista, in January 2007, and during the first half-year, we worked to implement Vista in our product programme. In the second part of 2007, Danware will launch new versions of its key products supporting Vista.



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Financial review

Revenue

Danware generated Q2 revenue of DKK 28.7m, compared with DKK 27.4m in Q2 2006. As can be seen below, the improvement was mainly due to revenue growth in Desktop Management. H1 2007 revenue was up by DKK 3.1m, or by 6.3%, over H1 2006.

Exchange rates weakened significantly during the reporting period relative to H1 2006, which impacted revenue adversely by DKK 1.1m year-to-date.

Total revenue for the first half-year was DKK 52.1m, compared with DKK 49.0m in H1 2006.

Revenue split by product:

DKKm	H1 2007	%	H1 2006	Q2 2007	%	Q2 2006	2006
Desktop Management	41.3	79.3	36.3	23.3	81.2	20.7	67.8
Education	10.0	19.2	12.1	5.1	17.8	6.5	29.0
Security	0.8	1.5	0.6	0.3	1.0	0.2	1.1
Total	52.1	100	49.0	28.7	100	27.4	97.9

Q2 Desktop Management revenue was DKK 23.3m, as compared with DKK 20.7m in Q2 2006. The improvement was primarily due to several large orders shipped relative to Q2 2006 and positive revenue contributions from NetOp On Demand and NetOp Mobile, respectively.

H1 Desktop Management revenue was DKK 41.3m, as compared with DKK 36.3m in H1 2006.

Q2 Education revenue was DKK 5.1m, relative to DKK 6.5m in Q2 2006. The revenue decline in Education in Q2 2007 was rooted in all major markets except for the Nordic market, in which revenue rose by DKK 0.8m compared with Q2 2006.

Overall, Education revenue fell by DKK 2.1m relative to H1 2006.

Revenue from Security products was DKK 0.3m, comprising sales of NetFilter and Desktop Firewall.

Revenue by geographical market:

DKKm	H1 2007	%	H1 2006	Q2 2007	%	Q2 2006	2006
EMEA	38.1	73.1	32.9	21.1	73.5	17.3	69.4
Americas	12.7	24.4	14.9	6.7	23.4	9.4	26.4
Asia/Pacific	1.3	2.5	1.2	0.9	3.1	0.7	2.1
I alt	52.1	100	49.0	28.7	100	27.4	97.9

Europe, the Middle East and Africa (EMEA) reported a 22% increase in revenue relative to Q2 2006. The improvement was mainly based on growing Desktop Management revenue combined with increasing revenue in the Nordic market. In the *Americas*, Q2 revenue was down by about 28% in DKK-terms relative to the year-earlier period. The declining revenue in the Americas region was primarily due to the impact on revenue of large orders shipped in June 2006. In the *Asia/Pacific* region, revenue was up by DKK 0.2m.



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H1 2007 revenue was up by 16% in the *EMEA region*, whereas revenue fell by 15% in the *Americas region* relative to the year-earlier period. In USD-terms, H1 revenue fell by about 8% in the *Americas region*. In the *Asia/Pacific region*, H1 revenue was largely unchanged from the year-earlier period.

Costs

Costs recognised in individual quarters are subject to the timing of new version launches of Danware products. In addition, costs incurred during the quarter were driven by the expansion of staff mainly in development and in the continuing market-directed activities of building up subsidiaries in our core markets.

Total Q2 costs of production, development, distribution and administrative activities were DKK 26.8m, an increase of DKK 0.2m relative to Q2 2006. H1 costs totalled DKK 51.9m compared with DKK 47.2m in H1 2006.

Production costs (14% of revenue) were DKK 3.9m in Q2 2007, as compared with DKK 5.5m in Q2 2006. The drop is primarily attributable to translation costs in connection with the launch of NetOp Remote Control 9.0 and NetOp School 5.0 in Q2 2006. Relative to H1 2006, production costs fell from DKK 8.5m to DKK 6.7m.

Development costs (21% of revenue) were DKK 6.2m in Q2 2007, an increase of DKK 0.2m over Q2 2006. Overall, development costs rose from DKK 9.8m in H1 2006 to DKK 12.0m in H1 2007.

Distribution costs (38% of revenue) were DKK 10.8 million in Q2 2007, as compared with DKK 10.6 million in Q2 2006. H1 2007 distribution costs were up from DKK 19.7m to DKK 20.4m.

Administrative costs (21% of revenue) were up by DKK 1.4m in the second quarter relative to Q2 2006, and, as in Q1, these items related primarily to the establishment of subsidiaries. H1 administrative expenses were up by DKK 3.8m, or about 41%, relative to H1 2006.

Income

Operating profit before depreciation and amortisation (EBITDA) was DKK 3.8m in Q2 2007 compared with DKK 2.1m in the same period of last year. H1 EBITDA was DKK 3.9m, compared with DKK 4.2m in H1 2006.

Operating profit (EBIT) was DKK 2.0m in Q2 2007 compared with DKK 0.8m in the same period of last year and an operating loss of DKK 1.7m in Q1 2007. The EBIT improvement of DKK 1.2m was directly attributable to revenue growth. Q2 operating (EBIT) margin was 7% compared with 3% in Q2 2006. H1 EBIT was DKK 0.2m, compared with DKK 1.8m in H1 2006.

Net financial items were DKK 0.7m in Q2 2007 (DKK 0.1m) and related to the return on the group's cash holdings and exchange differences.

Thus, Q2 2007 *pre-tax profit* was DKK 2.7m as compared with DKK 0.8m in Q2 2006. The pre-tax profit for the first half-year was DKK 1.6m, compared with DKK 2.3m in H1 2006.

Balance sheet

At 30 June 2007, total assets amounted to DKK 219.5m, with cash accounting for DKK 101.2m. Equity stood at DKK 200.7m (corresponding to an equity ratio of 91%) compared with DKK 209.0m at 31 December 2006.



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Cash flows

The cash inflow from *operating activities* was DKK 5.4m in Q2 2007 compared with a cash outflow of DKK 5.7m in the year-earlier period. Cash flows from ordinary activities before changes in working capital were affected by the growth in revenue and the stable cost level. A rise in trade receivables at 30 June 2007 over 31 March 2007 also contributed to the increase in working capital relative to the first quarter. Operating activities generated a cash outflow of DKK 2.0m in H1 2007 (outflow of DKK 2.3m). The H1 cash flow per share (CFPS) was an outflow of DKK 0.5.

Cash outflows from *investing activities* were DKK 0.2m in Q2 2007 compared with an outflow of DKK 27.8m in the year-earlier period as a result of acquisitions of new activities and products.

The cash outflow from *financing activities* was DKK 9.8 million in Q2 2007, which is primarily related to dividend payments concerning 2006.

Accordingly, the total cash outflow was DKK 4.7m in Q2 2007 compared with an outflow of DKK 33.5m in the year-earlier period.

Outlook

For the rest of 2007, we plan to continue to implement the activities outlined in our sales and marketing strategy and to launch and implement activities intended to strengthen our business base and create a platform for growth.

Danware's three subsidiaries began operations during the second half of 2006, and they play a key role in achieving the anticipated growth. The new companies distribute and brand the NetOp® products and strengthen and develop our business partner channels. Thus, during the rest of 2007, we expect to regularly expand the number of Danware partners on markets where Danware's subsidiaries are present as well as on all other markets. Extensive efforts are being made to ensure that new business partners receive comprehensive training in Danware's products, including by way of a certification programme intended to strengthen the competencies of our business partners in relation to Danware's products. Additionally, the branding of Danware's products has been intensified.

In the last part of 2007, we plan to launch new versions of our core products, and we will give priority to offering even more comprehensive solutions within each business area and ensuring that Danware products comply with and are at the forefront of the most recent standards. In addition, we will seek to target our products at the fastest-growing market segments.

Danware forecasts increased revenue from all three business areas and all significant markets in 2007, based on the sales and marketing activities, the launch of new versions of core products and strong growth in several of our market segments. The USA is expected to contribute the greatest increase in revenue.

For the 2007 financial year, we continue to forecast overall revenue in the range of DKK 130-135m. The revenue forecast is based on a DKK-USD exchange rate of 5.8. A DKK 0.1 change in the DKK/USD exchange rate would have a DKK 0.7m impact on revenue. If the current downward trend of the USD continues, the impact on the forecast would be an estimated DKK 2-3m annually as a result of the declining DKK-USD exchange rate.



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The implementation of Danware's growth strategy triggered higher levels of development, marketing and staff costs. Costs relating to these areas are expected to increase in 2007, but earnings are forecast to improve significantly as a result of the expected increase in revenue. Against this background, we continue to forecast operating profit before depreciation and amortisation of goodwill (EBITDA) of approximately DKK 16m.

Forward-looking statements

The above forward-looking statements, including in particular the forecasts of future revenue and operating profit, reflect management's current expectations for future events and are subject to risk. Several factors, some of which will be beyond Danware's control, may cause actual developments and results to differ materially from the expectations expressed. Such factors include, but are not limited to, general economic developments and developments in the financial markets, technology innovation, changes and amendments to legislation and regulations governing Danware's markets, changes in the demand for Danware products, competition, and the integration of company acquisitions.

Investor presentation

Danware will host an investor and analyst presentation on Wednesday, 15 August 2007 at 9 am, at Gudme Raaschou Bank, Kalvebod Brygge 43, DK-1560 Copenhagen V. Representing Danware will be Peter Grøndahl, CEO, and Lars Søndergaard, CFO. To register for the presentation, contact Charles Mikkelsen on tel. +45 3344 9086 or by e-mail to cam@gr.dk

Announcements to the Copenhagen Stock Exchange in 2007

24 January	Financial calendar 2007
2 February	Launching NetOp Instruct
14 February	Large-scale order for NetOp Remote Control
13 March	Annual report 2006
29 March	Notice of Annual General Meeting
24 April	Report from the Annual General Meeting of Danware A/S
30 April	Large-scale order for NetOp On Demand and NetOp Remote Control
22 May	Profit announcement for Q1 2007
23 May	Danware signs new partnership in Japan
1 June	Changes in share capital and votes
12 Jun	Major shareholder announcement, SKAGEN Funds

Financial calendar 2007

20 November	Profit announcement for Q3 2007
31 December	End of financial year



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Appendices

The financial statements of the Danware Group comprise the parent company Danware A/S and the wholly owned subsidiaries Danware Data A/S, Danware Education ApS, Danware Security A/S, Danware Cursum ApS, NetOp Tech Ltd, NetOp Tech Inc., NetOp Tech GmbH.

Statement by the Board of Directors and the Management Board

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Statement by the Board of Directors and the Management Board

The Board of Directors and the Management Board today considered and adopted the interim report of Danware A/S for the three months ended 30 June 2007.

The interim report, which is unaudited, has been prepared in accordance with the IFRS provisions on measurement and recognition and additional Danish financial reporting requirements for listed companies.

We consider the accounting policies to be appropriate to the effect that the interim report gives a true and fair view of the Group's assets and liabilities, financial position, results of operations and cash flows.

Birkerød, 14 August 2007

Management Board

Peter Grøndahl
CEO

Board of Directors

Ib Kunøe
Chairman

Charlotte Hellested Brøbeck

Ole Haag

Henning Hansen

Claus True Hougesen

Peter Grøndahl

Per Rank



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Income statement

DKK '000	Q2 2007	Q2 2006	H1 2007	H1 2006	2006
Net revenue	28,739	27,392	52,107	49,017	97,861
Production costs	(3,907)	(5,512)	(6,677)	(8,502)	(12,461)
Gross profit	24,832	21,880	45,430	40,515	85,400
Development costs	(6,152)	(5,973)	(12,011)	(9,809)	(21,010)
Distribution costs	(10,800)	(10,600)	(20,240)	(19,718)	(41,901)
Administrative expenses	(5,911)	(4,522)	(12,953)	(9,185)	(21,388)
Operating profit (EBIT)	1,969	785	226	1,803	1,101
Share of net profit in associates	-	(3)	-	29	(691)
Financial income	937	978	1,931	1,735	4,382
Financial expenses	(231)	(911)	(508)	(1,307)	(2,676)
Profit from ordinary activities before tax	2,675	849	1,649	2,260	2,116
Tax for the period	(848)	(322)	(521)	(757)	(1,446)
Net profit for the period	1,827	527	1,128	1,503	670



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Balance sheet – assets

DKK '000	30 Jun 2007	31 Mar 2007	31 Dec 2006	30 Sep 2006	30 Jun 2006
Acquired licences	13,323	14,214	14,963	14,459	14,660
Goodwill	19,272	19,271	19,271	24,147	24,124
Leasehold improvements	342	358	335	-	-
Development costs	305	381	457	533	609
Development projects in progress	5,597	5,574	5,574	3,623	3,623
Intangible assets	38,839	39,798	40,600	42,762	43,016
Land and buildings	30,369	30,644	30,919	31,193	31,468
Other fixtures and fittings, tools and equipment	3,815	4,192	4,993	3,367	3,572
Property, plant and equipment	34,184	34,836	35,912	34,560	35,040
Investments in associates	865	865	865	1,628	1,585
Deferred tax asset	1,312	1,346	1,395	2,671	2,671
Other non-current assets	2,177	2,211	2,260	4,299	4,256
Non-current assets	75,200	76,845	78,772	81,621	82,312
Trade receivables	31,697	29,155	25,773	17,040	22,223
Other receivables	1,775	1,808	992	3,689	603
Income taxes receivable	9,140	9,453	6,608	4,391	3,946
Prepayments	450	1,535	1,415	777	1,250
Receivables	43,062	41,951	34,788	25,897	28,022
Cash	101,207	105,872	113,174	118,025	122,953
Current assets	144,269	147,823	147,962	143,922	150,975
Total assets	219,469	224,668	226,734	225,543	233,287



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Balance sheet – liabilities and equity

DKK '000	30 Jun 2007	31 Mar 2007	31 Dec 2006	30 Sep 2006	30 Jun 2006
Share capital	19,252	19,252	19,252	19,252	19,252
Exchange adjustment reserve	3	44	-	-	-
Retained earnings	181,450	179,479	180,094	187,871	190,561
Proposed dividend	-	9,626	9,626	-	-
Equity	200,705	208,401	208,972	207,123	209,813
Debt, acquisition of group enterprises	2,157	2,164	2,163	7,141	7,141
Long-term liabilities	2,157	2,164	2,163	7,141	7,141
Debt relating to purchase of group enterprises	-	275	275	-	-
Trade payables	9,164	5,924	6,965	4,790	7,913
Other payables	6,556	6,724	7,042	5,902	6,666
Income taxes payable	-	-	-	-	-
Estimated tax charge for the period	548	-	-	-	757
Deferred income	339	1,180	1,317	587	997
Short-term liabilities	16,607	14,103	15,599	11,279	16,333
Total liabilities	18,764	16,267	17,762	18,420	23,474
Total equity and liabilities	219,469	224,668	226,734	225,543	233,287



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Statement of changes in equity

DKK '000	Share capital	Exchange adjustment reserve	Retained earnings	Proposed dividend	Total
Equity at 1 January 2006	19,252	-	188,778	-	208,030
Net profit for the year	-	-	670	-	670
Share-based payment	-	-	404	-	404
Share options exercised	-	-	(132)	-	(132)
Proposed dividend	-	-	(9,626)	9,626	-
Equity at 1 January 2007	19,252	-	180,094	-	208,972
Net profit for the period	-	3	1,128	-	1,131
Share-based payment	-	-	125	-	125
Dividend paid	-	-	-	(9,626)	(9,626)
Dividend, treasury shares	-	-	127	-	127
Share options exercised	-	-	(61)	-	(61)
Sale of treasury shares	-	-	37	-	37
Equity at 30 June 2007	19,252	3	181,450	-	200,705



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Cash flow statement

DKK '000	Q2 2007	Q2 2006	H1 2007	H1 2006	2006
Revenue	28,739	27,392	52,107	49,017	97,861
Costs and expenses	(24,897)	(25,317)	(48,143)	(44,702)	(90,549)
Cash flows from operating activities before changes in working capital	3,842	2,075	3,964	4,315	7,312
Changes in working capital	810	(7,607)	(4,861)	(3,567)	(9,062)
Cash flows from operations	4,652	(5,532)	(897)	748	(1,750)
Interest income	937	764	1,867	1,271	4,091
Interest expenses	(231)	(910)	(508)	(1,306)	(2,244)
Cash flows from ordinary activities	5,358	(5,678)	462	713	97
Income taxes paid	-	(10)	(2,505)	(3,046)	(6,154)
Cash flows from operating activities	5,358	(5,688)	(2,043)	(2,333)	(6,057)
Additions of intangible assets	(86)	(23,652)	(339)	(23,745)	(25,320)
Additions of group enterprises	-	(1,381)	-	(1,381)	(1,381)
Additions of property, plant and equipment	(261)	(573)	(633)	(1,020)	(3,406)
Disposals of property, plant and equipment	171	361	875	609	614
Development projects in progress	(23)	(2,580)	(23)	(2,938)	(4,889)
Change in investment capital	-	-	-	-	-
Cash flows from investing activities	(199)	(27,825)	(120)	(28,475)	(34,382)
Repayment of short-term debt	(281)	-	(281)	-	(16)
Dividend paid	(9,499)	-	(9,499)	-	-
Sale of treasury shares	-	-	37	-	-
Share options exercised	(44)	-	(61)	-	(132)
Cash flows from financing activities	(9,824)	-	(9,804)	-	(148)
Net cash flows for the period	(4,665)	(33,513)	(11,967)	(30,808)	(40,587)
Cash and cash equivalents at beginning of period	105,872	156,466	113,174	153,761	153,761
Cash and cash equivalents at end of period	101,207	122,953	101,207	122,953	113,174



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Quarterly income statement

DKKm	Q3 05	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q1 07	Q2 07	Q3 06 -Q2 07	Q3 05 -Q2 06	2006
Revenue:											
Desktop management	14.0	17.2	15.6	20.7	11.8	19.7	18.0	23.3	72.8	67.5	67.8
Education	7.6	7.3	5.6	6.5	6.8	10.1	4.9	5.1	26.9	27.0	29.0
Security	0.1	0.2	0.1	0.2	0.5	0.3	0.5	0.3	1.6	0.6	1.1
Other	-	0.1	0.3	-	-	(0.3)	-	-	(0.3)	0.4	-
EMEA	14.9	17.8	15.7	17.3	14.2	22.2	17.1	21.1	74.6	65.7	69.4
Americas	6.3	6.5	5.4	9.4	4.5	7.1	6.0	6.7	24.3	27.6	26.4
Asia/Pacific	0.5	0.5	0.5	0.7	0.4	0.5	0.3	0.9	2.1	2.2	2.1
Total	21.7	24.8	21.6	27.4	19.1	29.8	23.4	28.7	101.0	95.5	97.9
Production costs	(1.8)	(1.9)	(3.0)	(5.5)	(3.3)	(0.7)	(2.8)	(3.9)	(10.7)	(12.2)	(12.5)
Gross profit	19.9	22.9	18.6	21.9	15.8	29.1	20.6	24.8	90.3	83.3	85.4
Development costs	(3.2)	(3.7)	(3.8)	(6.0)	(5.0)	(6.2)	(5.9)	(6.2)	(23.3)	(16.7)	(21.0)
Distribution costs	(6.4)	(10.6)	(9.1)	(10.6)	(11.5)	(10.7)	(9.4)	(10.8)	(42.4)	(36.7)	(41.9)
Administrative costs	(3.7)	(4.2)	(4.7)	(4.5)	(4.5)	(7.7)	(7.0)	(5.9)	(25.1)	(17.1)	(21.4)
Operating profit (EBIT)	6.6	4.4	1.0	0.8	(5.2)	4.5	(1.7)	1.9	(0.5)	12.8	1.1
<i>EBIT margin</i>	30%	18%	5%	3%	(27%)	15%	(7%)	7%	0%	13%	1%
Share of profit in associates	-	-	-	-	-	(0.7)	-	-	(0.7)	-	(0.7)
Financial income	1.0	0.9	0.8	1.0	1.5	1.1	1.0	0.9	4.5	3.7	4.4
Financial expenses	(0.2)	(0.6)	(0.4)	(1.0)	(0.2)	(1.1)	(0.3)	(0.2)	(1.8)	(2.2)	(2.7)
Profit before tax	7.4	4.7	1.4	0.8	(3.9)	3.8	(1.0)	2.6	1.5	14.3	2.1
Tax on the profit for the period	(1.8)	(1.8)	(0.5)	(0.3)	1.1	(1.7)	0.3	(0.8)	(1.1)	(4.4)	(1.4)
Profit for the period	5.6	2.9	0.9	0.5	(2.8)	2.1	(0.7)	1.8	0.4	9.9	0.7