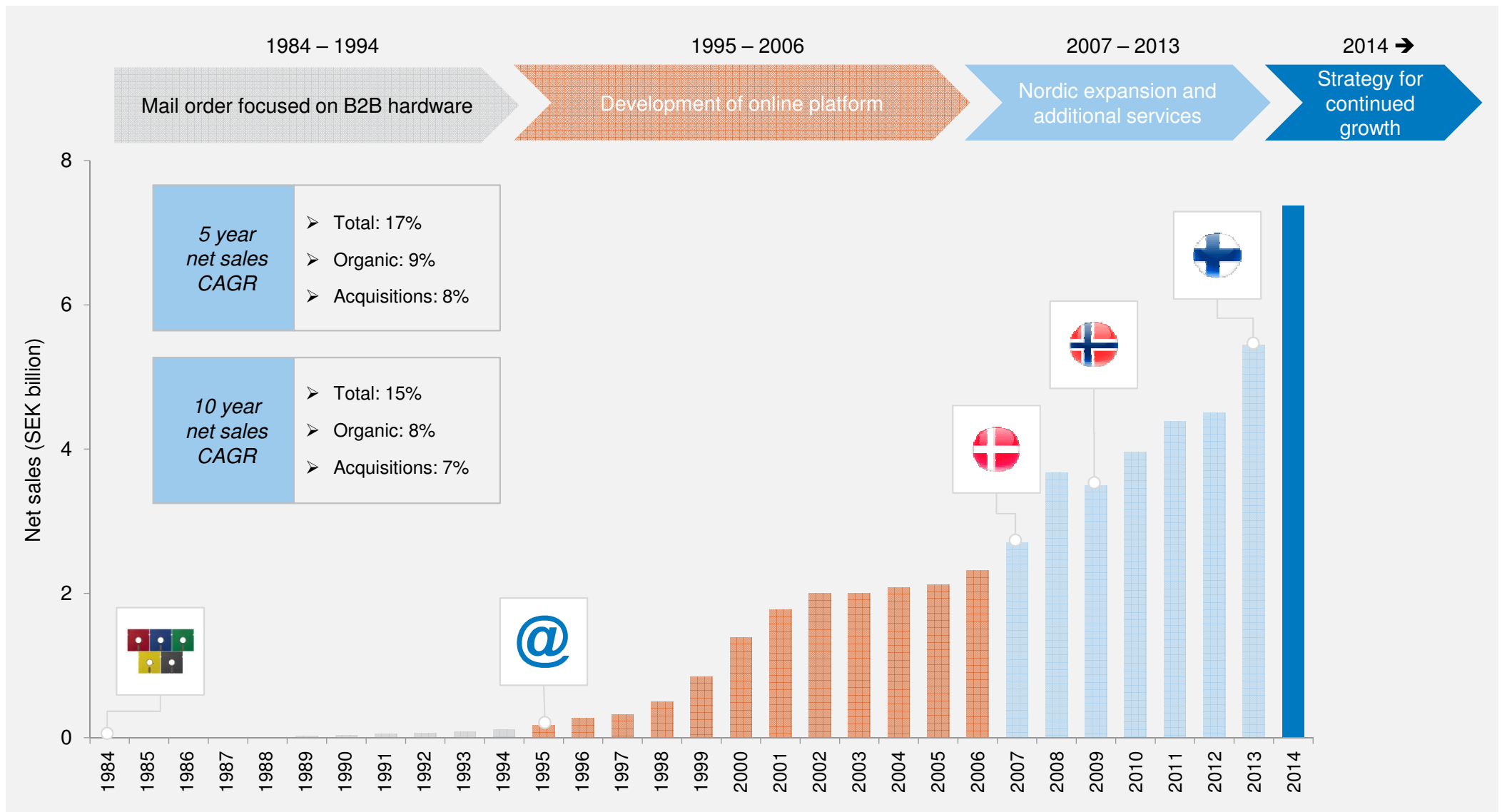




Dustin – Acquisition of Resolute ISMS Oy

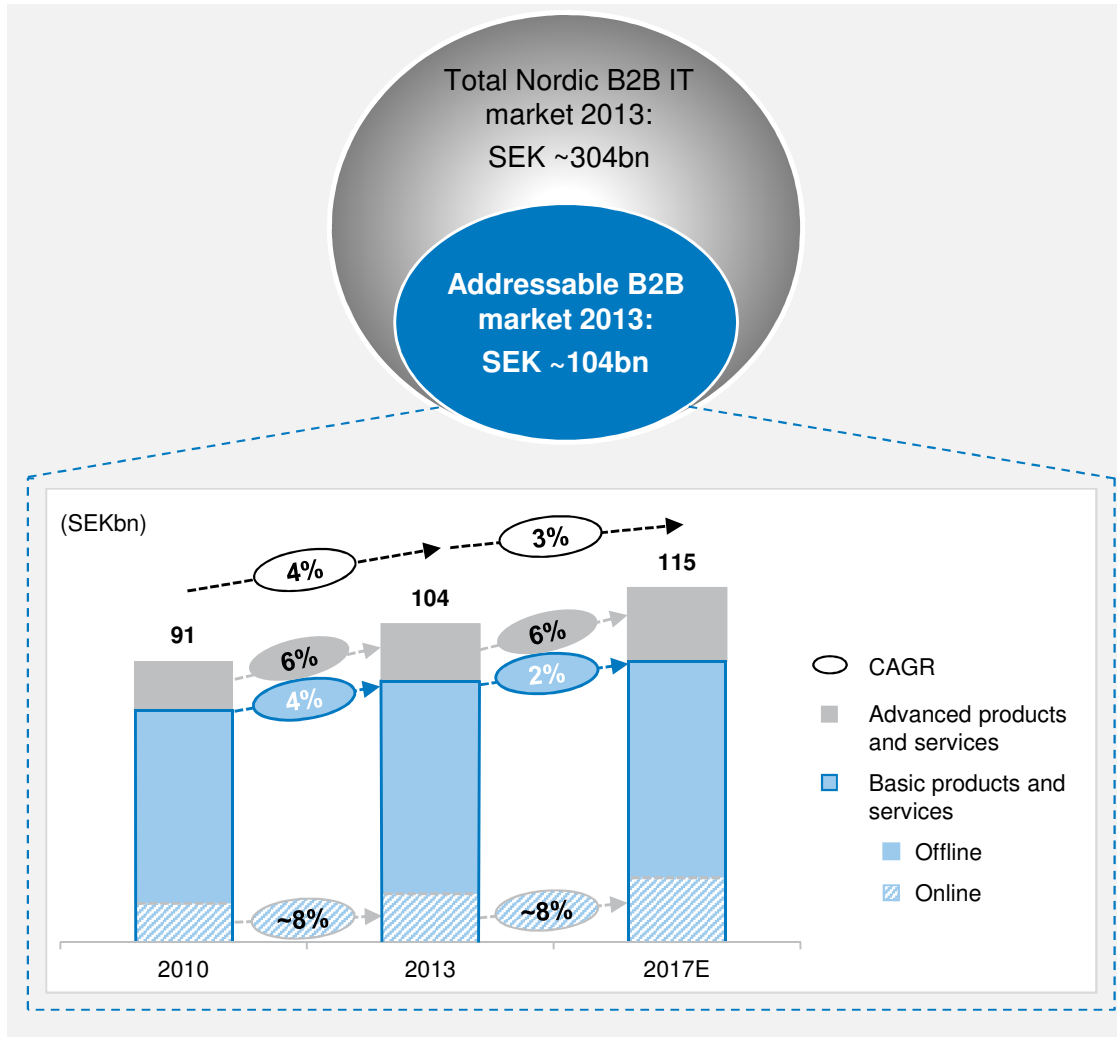
May 13th, 2015

Nordic platform



Three key trends driving growth

Large and fragmented addressable market



Key trends driving Dustin's underlying growth

✓ Channel shift from offline to online

✓ Higher growth for smaller companies

✓ Growth pockets within advanced products and services

- Cloud and mobility drive need for increased networking capacity

Acquisition facts and rationale

- Resolute ISMS Oy – a leading Finnish supplier of network solutions founded in 2010, based in Helsinki with some 20 employees
- Revenue of 12 MEUR in 2014 with good profitability
- Considerable majority of customers in the public sector
- B2B networking solutions require specific competence including vendor certifications with e.g. Cisco and HP
- Resolute strengthens Dustin's general capabilities in the networking area significantly giving access to major vendors for further business development
- Networking solutions would increase Dustin's ability to address the corporate sector in Finland
- Completion is subject to the parties gaining comfort in key customer relationships

Financials

- The transaction is expected to close in May – the integration will commence immediately
- The purchase price consideration, consisting of initial consideration and additional consideration based on future financial result
- The acquisition is expected to have a marginal impact on Dustin's earnings per share during 2014/15
- Capital structure, with headroom, in line with long term financial target