

COMPANY PROFILE





OUR MISSION *Increasing traffic efficiency and safety and decreasing environmental burden with more intelligent use of vehicles through wireless applications and related services.*

WHAT DO WE DO

Aplicom develops, manufactures and markets reliable and innovative vehicle telematics units.

Our core values are:

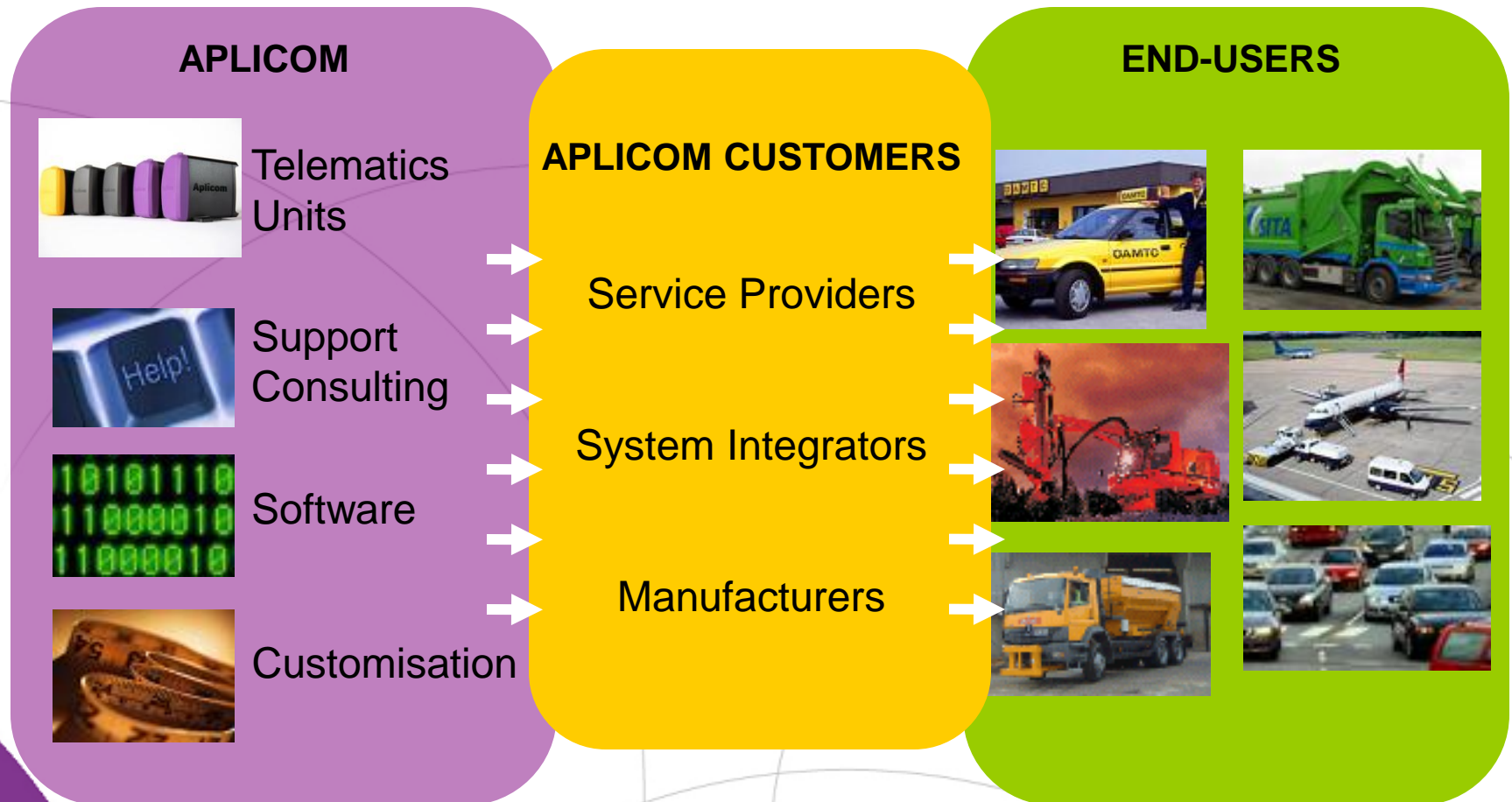
- Open and fair co-operation
- Responsibility
- Competence and continuous improvement
- Achievement

FACTS & FIGURES

- Spin-off from Nokia in 1990
- 40 employees located in Finland
- Several development partners
- Manufacturing outsourced to major contract manufacturers with large production capacity
- 90 % of sales outside Finland
- Aplicom products offered in over 30 countries by System and service providers
- Hundreds of thousands M2M units manufactured



INDIRECT SALES MODEL



MARKET VISION

We at Aplicom believe that open and trustworthy relations and professional way of working are fundamental for business

In 10 years most vehicles in Europe will have a telematics device inside (satellite positioning, data processing, communication) and internet based service portals are offered to vehicle owners and users.

User interface for navigation and other information necessary to the driver is also included within vehicles.



BENEFIT THAT COMES WITH APLICOM

- Flexible products & supported solutions
- Superior product support
- Quality guaranteed
- Continuous development

APLICOM PRODUCTS IN USE

- Transport companies
- Emergency vehicles
- Railways
- Warehouse system providers
- Service fleets
- Off-road equipment manufacturers
- Waste management
- Security
- Leasing companies
- Insurance telematics



QUALITY GUARANTEED

- Industrial processes with Nokia background
- Own core technology such as multitasking operating system
- Double processor structure provides high level of reliability
- Save in maintenance and repair costs
- Products go through extensive tests to fit demanding conditions
- Durable products – still running after 10 years
- Long experience of the vehicle environment



APLICOM – APPLICABLE TO MANY VERTICALS



Vehicle Tracking
and Tracing



Fleet and Asset
Management



Driver Behaviour
and Safety



Insurance
Telematics



Equipment
Monitoring

Aplicom telematics units

APLICOM PRODUCTS

Aplicom A1 Product Family



Aplicom A5 GLX



Aplicom C-series



Examples of Accessories

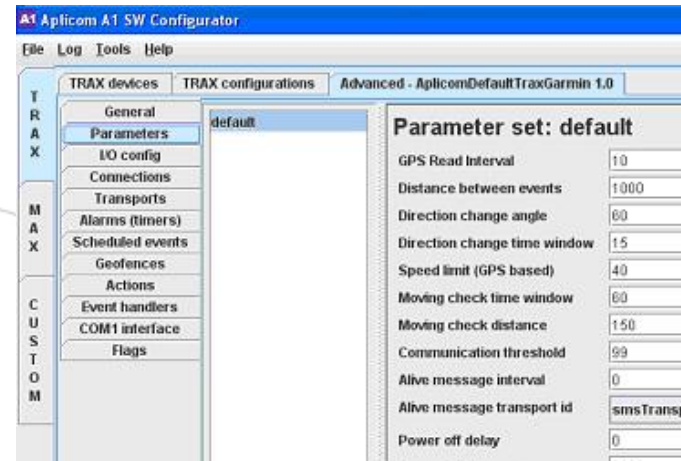


Customised OEM Products
Software Development



FLEXIBLE PRODUCTS & SUPPORTED SOLUTIONS

- Benefit from the ready-made functionality and configure devices to suit your specific requirements or
- Program devices according to your needs with Java
- Connect to devices and systems relevant to you (eg. CAN/FMS)
- Supported packages for specific solutions (eg. temperature measuring, Garmin navigator, WinCE-devices, digital tachograph)



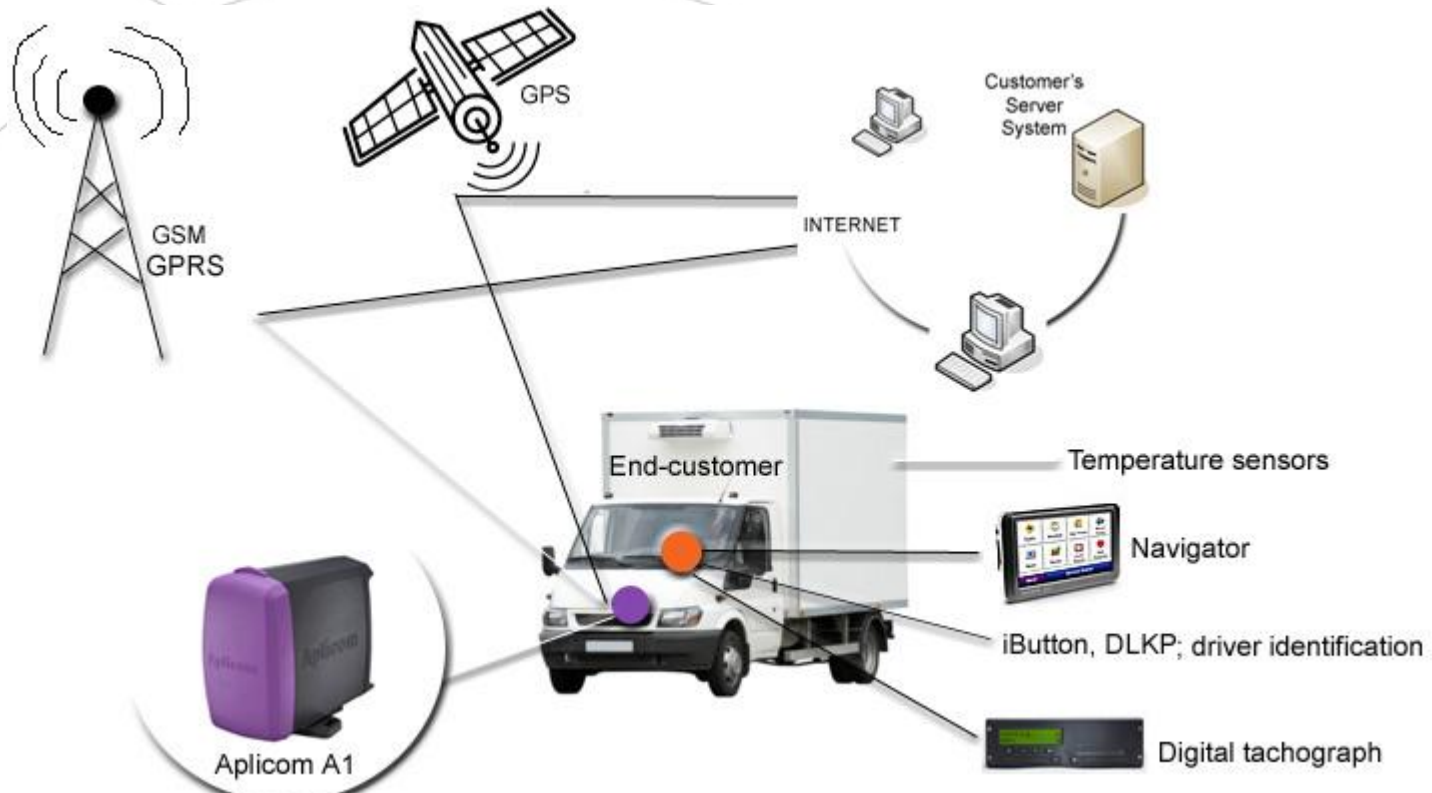
CONTINUOUS DEVELOPMENT

- New products continuously in development
- Frequent new releases
- Backward compatibility
- Customer specific software development for Aplicom units
- Long-term, in-depth relationship with customers



SOLUTION EXAMPLES

- Temperature sensor solution
- Digital tachograph and CAN FMS connectivity
- A1 SW support for selected Garmin navigators
- WinCE onboard computer connection



OUR EXTENSIVE PARTNER NETWORK



BOARD OF DIRECTORS

Jyrki Salminen
Chairman
M.Sc. (Eng.)

Senior Vice
President,
Nokia Retail

Erkki Veikkolainen
M.Sc. (Eng.)

Previously:
President of
Electrobit Corp.
VP Nokia Special
products

Vesa Helkkula
CEO, Aplicom
M.Sc. (Eng.), MBA

Previously:
CEO of
Technomen Corp.
VP at Nokia Mobile
Phones

Ilkka Leppänen
B.Sc. (Eng.)

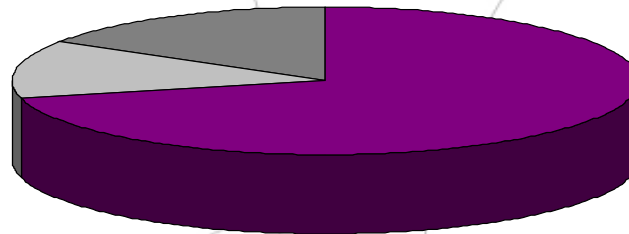
Director,
Aplicom
Manufacturing
and Materials

OWNERSHIP

Aplicom is an independent privately owned company

Private persons (Board) 16 %
Pohjola Bank Group
13 %

Management and personnel
71 %



Aplicom - Creating Future with You

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