



April 24, 2013

INVISIO Communications Interim Report January to March 2013

INVISIO Communications (IVSO) has published its Interim Report for January to March 2013. Among the main bullets are that INVISIO shows a positive result this quarter – for the first time in the company's about ten-year history. The report as a whole can be downloaded as pdf from INVISIO's website.

Lars Højgård Hansen, CEO INVISIO Communications, comments:

"It is with great pleasure I inform you that INVISIO shows a positive result this quarter – for the first time* in the company's about ten-year history. The operating profit was SEK 1.6 m this quarter, which also showed the highest total income ever (SEK 27.0 m). The reason is the record order totaling SEK 32 m from the Armed Forces of a NATO country through a leading radio manufacturer that we received by the end of 2012. The order that was our by far largest ever was for a number of units of our new advanced communications system INVISIO V60. The majority of the order was delivered during this quarter, which contributed significantly to the positive result. This is historic for INVISIO and demonstrates that our business model works well and that we are on the right track. The increase in total income during the quarter has been achieved without increased operating expenses and shows that our current organization is ready to handle increased volumes".

**With exception from the first quarter 2009 when INVISIO sold the VoIP-patent.*

The Period In Short

SEK m	Q1 2013	Q1 2012
Total income	27.0	6.3
Gross Profit	11.9	2.7
Gross Margin (%)	44.3	43.1
EBITDA	3.0	-6.8
Operating Profit/Loss	1.6	-7.8
Profit/Loss after tax	0.9	-8.5
Profit/Loss per share (SEK)	0.02	-0.25

- Deliveries of the SEK 32 m record order that was received last fall has been successful and will be completed April-May.
- Received SEK 6.3 m order from a new customer for a number of units of the communications system INVISIO V60.
- Received SEK 15 m loan from a leading Swedish commercial bank, which reduces the overall cost of financing by around SEK 700 thousand on a yearly basis.
- Received three-year SEK 4.2 m loan from Almi Business Partner AB. The loan is free of amortization during 2013.
- Outgoing order book is SEK 10.6 m.

Important Events After the Period

- No important events have occurred after the period

For additional information, please contact:

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About INVISIO Communications AB

INVISIO Communications AB is a public company listed on the NASDAQ OMX First North Premier Segment (ticker code: IVSO) an alternative market on NASDAQ OMX Stockholm. INVISIO specializes in voice communications in difficult conditions. The company develops, manufactures, markets and sells communication solutions such as advanced headsets control units and accessories for use with two-way radio, primarily for professional users who often work in difficult environments. The customers are for example found in the military and military Special Forces, police and SWAT teams, emergency services, the security sector, and various industries throughout the world. Additional information is available on the company's web site at www.invisio.com. Mangold Fondkommission AB is Certified Adviser for INVISIO Communications AB.