



### Key Facts at a Glance

#### COMPANY

- Headquartered in Espoo, Finland
- Listed on the OMX Nordic Exchange Helsinki
- Listing price on Feb. 29, 2000 EUR 5.70
- CEO Ilkka Sihvo
- 650+ employees

#### OPERATIONS

- More than 650,000 end users globally
- Subsidiaries in Sweden, Norway, Denmark, United Kingdom, Germany, France, the Netherlands, and the United States
- Over 60 value-added resellers in more than 30 countries

#### SOLUTIONS FOR KEY FINANCIAL PROCESSES

- Enterprise Purchase to Pay
- Financial Management

### Key Financial Facts

#### 2007

- Net sales EUR 73 million
- Operating profit 10% of net sales
- Earnings per share EUR 0.36
- Dividend EUR 0.15 per share
- Average share price EUR 12.03

#### STRATEGIC OBJECTIVES 2007-2010

- Operating profit (EBIT) margin 10–20%
- Annual growth rate 20–40%

## Basware “leads the pack” in AP-EIPP

The Forrester Wave™: AP-EIPP, Q2 2008 report states that Basware has “the largest market presence, excellent functionality, and a strong vision” in accounts payable electronic invoice presentment and payment.

According to the report, “one key differentiator for Basware is its commitment to interoperability with other supplier networks to deliver a wider supplier base to its buyer clientele”.

Basware’s strategy achieved the highest score, and the report also noted that the company is continuing to enhance its Electronic Invoice Presentment and Payment (EIPP) product innovation while expanding into new areas.

The report evaluated a selection of top global vendors that offer a complete EIPP solution supporting all phases of the payment process. Vendors were evaluated using a set of 78 criteria in three dimensions: strategy, current offering, and market presence. Basware was rated number one in all three dimensions.

Basware’s scores on the Forrester Wave report:

Invoice capture and conversion	4.49
Invoice validation	4.60
Invoice management	4.35
Invoice-driven financial optimization	3.35
Reporting and analytics	5.00
Globalization	4.35
Technology	5.00
Customer support	3.70
Usability	4.00
Value delivery	5.00
Product strategy	4.10
Corporate strategy	3.60
Financial resources to pursue	4.00
Installed base	3.80
Total employees	5.00
Revenue	5.00

\* top score

All scores are based on a scale of 1 (weak) to 5 (strong). The Forrester Wave™: APP-EIPP, Q2 2008



Key Benefits

**BUSINESS PERFORMANCE**

- Streamline purchase processes
- Strengthen buyer-supplier interaction
- Extensive, fast, and practical reporting functionality
- Improve coordination, reporting, and monitoring throughout the supply chain
- 24/7 requisitioning and approval using mobile technology
- Realize continuous process improvement
- Enable supplier self-service

**COMPLIANCE, TRANSPARENCY, AND CONTROL**

- Multi-hierarchical review and approval workflows
- View complete audit trail
- Maximum control with robust approval-rights management
- High level of procurement process transparency
- Responds to compliance and legislation requirements

**SAVINGS AND RETURN ON INVESTMENT**

- Implement quickly – no lengthy customized programming needed
- Adapt to business needs through flexible parameter-driven configuration
- Realize savings from process improvements
- Improve supplier visibility, discounts, and penalty avoidance
- Improve productivity with an intuitive, easy-to-use interface
- Streamline contract management with extensive automation

## Basware named as a strong newcomer in eProcurement solutions

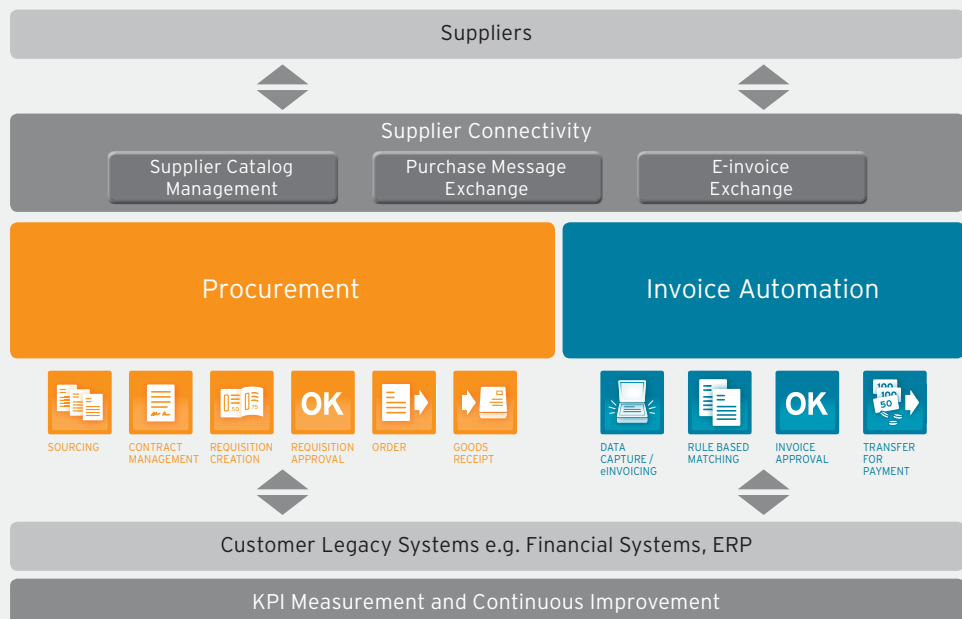
The Forrester Wave: eProcurement Solutions, Q2 2007 report notes that though a relatively new player in the market, Basware offers a very strong eProcurement solution.

Through a combination of vendor surveys, product demonstrations, and client references, Forrester evaluated 14 leading eProcurement solutions vendors across 118 criteria and found Basware to be one of the market leaders. The report recognizes the company's eProcurement solutions for overall goods and services buying as well as supplier support.

Basware's scores on the Forrester Wave report:

Goods purchasing	5.00
Reporting capabilities	4.70
Settlement and process configuration	4.50
Process configuration	4.50
Globalization	4.72
Services purchasing	4.18
Supplier connectivity and enablement	3.38

All scores are based on a scale of 1 (weak) to 5 (strong). The Forrester Wave™: eProcurement Solutions, Q2 2007



CONTROLLED PERFORMANCE