



Welcome at the
Artilium Investor Update
June 5th, 2013
Hoofddorp, The Netherlands

Safe Harbour

Please read and accept the safe harbour statement to view the information in this presentation: The information you are accessing in this presentation may include forward-looking statements related to our future growth, trends in our industry, our financial and or operational results, and our financial or operational performance. Such forward-looking statements are predictive in nature, and may be based on current expectations, forecasts or assumptions involving risks and uncertainties that could cause actual outcomes and results to differ materially from the forward-looking statements themselves. Such forward-looking statements may, without limitation, be preceded by, followed by, or include words such as "believes", "expects", "anticipates", "estimates", "intends", "plans", or similar expressions, or may employ such future or conditional verbs as "may", "will", "should" or "would", or may otherwise be indicated as forward-looking statements by grammatical construction, phrasing or context.. The risks and uncertainties referred to above include, but are not limited to: variability of operating results among periods; inability to retain or grow our business due to execution problems resulting from significant headcount reductions, location closures and product transfer associated with major restructuring activities; the effects of price competition and other business and competitive factors generally affecting the telecom & it industry; the challenges of effectively managing our operations during uncertain economic conditions; our dependence on a limited number of customers; our dependence on industries affected by rapid technological change; the challenge of responding to lower-than-expected customer demand; our ability to successfully manage our international operations; and delays in the delivery and/or general availability of various components used in the manufacturing process. These and other risks and uncertainties and factors are discussed in the Company's website and various public RNS announcements.

Agenda

- Welcome by the board
- Introduction
- Strategy Artilium
- Artilium's technology
- Artilium: live demonstrations
- Recent developments
- Outlook & Shareholder value
- Q&A

Welcome by the board



Patrick Morley (1956), non-executive Chairman Mr. Patrick Morley is Chairman of the Board of the Artilium plc as of jan 2013. Mr. Morley has held positions as that of CTO and member of the Executive Board of KPN, COO Telfort, Chief Executive Officer of Kluwer NL and COO and member of the Executive Board Telegraaf Media Group NV. Mr. Morley is member of the Supervisory Board Trans Link Systems BV and member Advisory Council Science and Technology Policy Economic Affairs. Mr. Morley holds a MSc. degree in Mathematics and Electrical Engineering from Trinity College in Dublin.



Jan-Paul Menke (1976), non-executive member

Mr. Jan-Paul Menke is non-executive member of the board of Artilium plc. Mr. Menke is executive director at Hoving & Partners since 2004. Mr. Menke held positions at ABN-Amro in Amsterdam in research and institutional sales functions. Mr. Menke is Chairman of the remuneration and audit committee at Artilium plc. Mr. Menke holds a Masters degree (Drs.) in Economics from the University of Maastricht.



Willem van den Brink (1958), executive member and CEO

Mr. Willem van den Brink is executive director and CEO and brings an extensive experience as a senior business manager in both telecoms and insurance companies. Mr. van den Brink held positions of Vice President of New Business Development for KPN Mobile International, Vice President of Operations and Commerce for Menzis, VP Corporate Communication and VP Marketing&Sales at KPN. Mr. van den Brink holds a degree in Physics from the University of Nijmegen and holds a Ph.D. degree from the University of Utrecht.



Maarten Bisseling (1968), executive member

Mr. Maarten Bisseling is executive director and brings expertise in the deployment of sophisticated mobile telecoms software systems. He began his career in the telecoms industry in 2000 as a project manager at KPN where he led ARTA deployment for KPN Mobile. He has held a number of consultancy and project manager roles in the IT and telecoms industries at Belgacom, Energis, Tiscali, Rom telecom and Telemar. Mr. Bisseling holds a degree in Political Science from the University Twente.

Introduction (1)

- AIM listed company (ticker: ARTA), current market cap c. £16,8 million (about 215 mio shares issued).
- Belgium, NL and UK based, employing 65 people operational more than 15 years.

- Broker coverage:

- Westhouse securities

- Official shareholding:

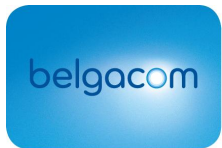
- Bloomberg

NR	HOLDER	#	%
1	ROBECO FUND MANAGEMENT	20,172,832	9,37
2	ABN AMRO PRIVATE BANKING	15,121,863	7,02
3	PICTET & CIE	13,609,453	6,32
4	HERALD INVESTMENT MANAGEMENT	11,802,657	5,48
5	KBC ASSET MANAGEMENT	11,253,599	5,23
6	PERSHING LLC	9,832,427	4,57
7	DIRECTOT & RELATED HOLDINGS	8,824,027	4,10
8	BANQUE DE GESTION EDMOND	8,555,820	3,97
9	PRIVATE INDIVIDUALS	7,906,596	3,67
10	BANQUE DEGROOF PRIVATE BANKING	5,803,185	2,70

Introduction (2)

- Strong software & managed services telco-client base of about 35 customers, including KPN, BT, T-Mobile and Belgacom.
- With the acquisition of United Telecom we acquired end-customer growth capabilities (in voice, dsl and mobile segments).
- The ARTA platform currently services more than 1 million active end-users.
- Management focuses on organic growth and or adding customers and (distribution and technology) enhancing technology.
- Value creation by:
 - Cashflow generation by adding new customers
 - Build up of Intellectual Property

Artilium's strategy (1): position in telecom value chain

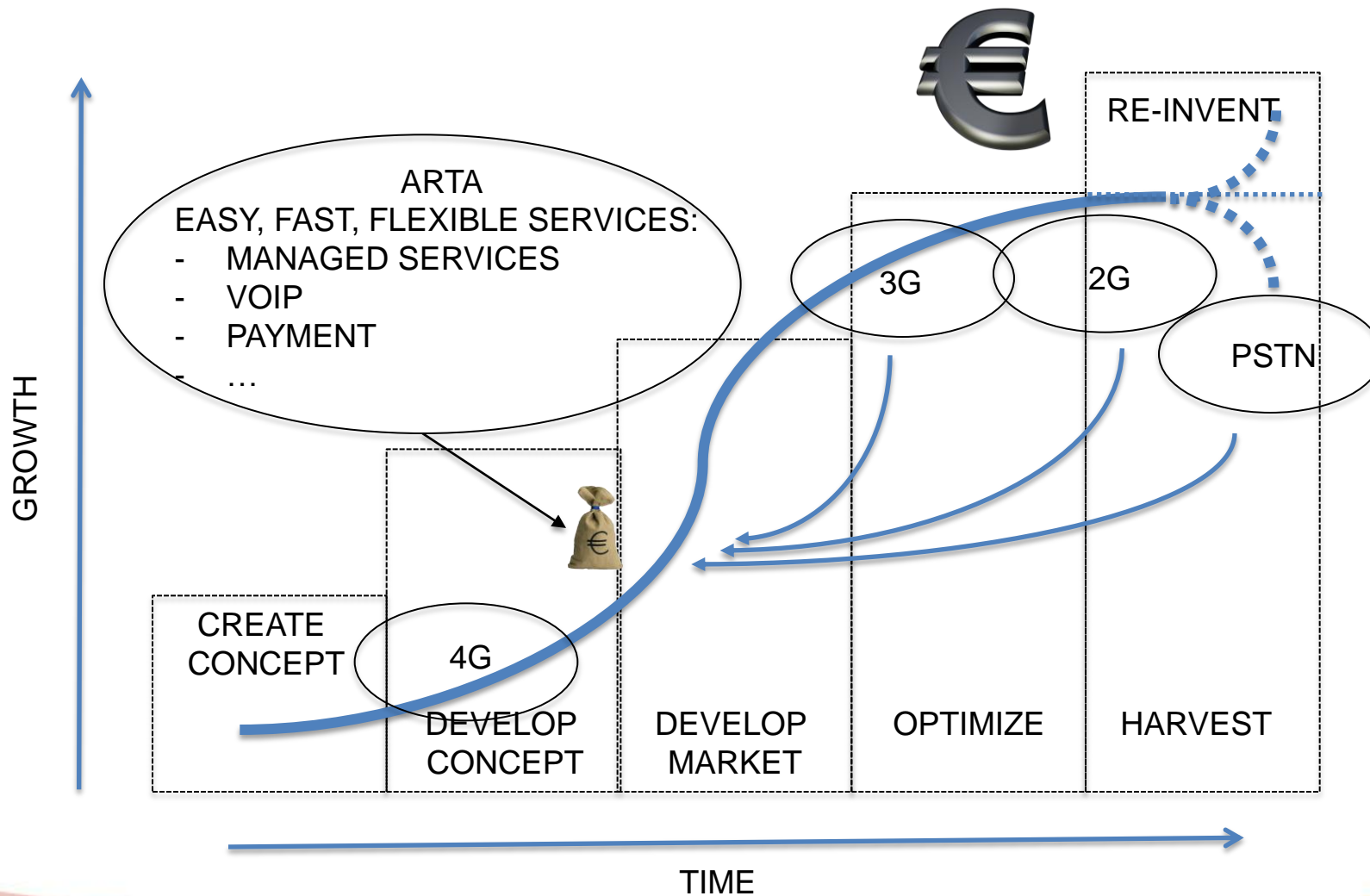


Multiple platforms services more than 45 virtual operators with over 1 million active users



↓
ARTA inside
high performance engine
at low cost

Artilium's strategy (2): business cycle telecom market



Artilium's strategy (3): the opportunity

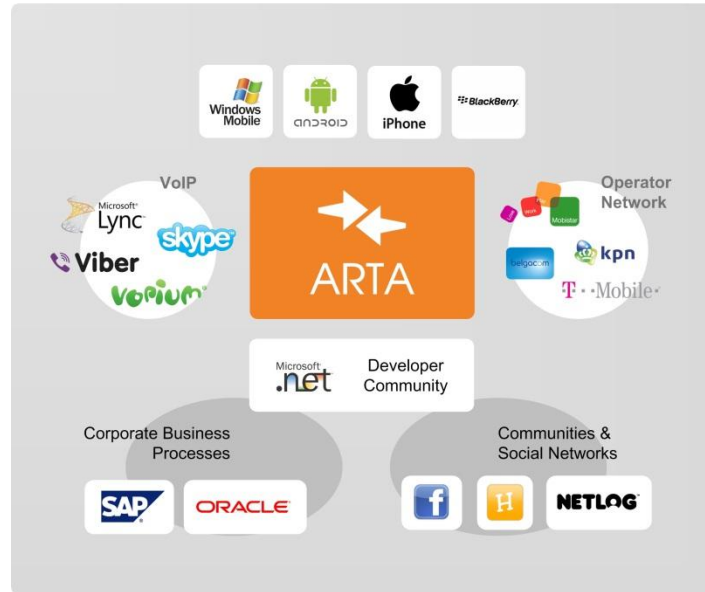
- Expand software business (Arta ® inside) for Operators
 - Real Time ARTA ® Service Delivery Platform
 - Location Based Technology
 - Organic growth of customer base
- M&A growth
 - Adding revenue: Voip & Moip companies
 - Adding technologies: Payments companies
- Be an attractive business partner for a world player in technology

Artilium's technology (1)

Basics:

- Current ARTA® Core: Real-Time Software Platform that computes:
 - Authentication: Are you who you say you are?
 - Authorization: What are you allowed to do?
 - Accounting: How much usage have you done?
- Real-time Usage:
 - Telecom: Voice, SMS, Data,
 - Payment: Financial transaction on Telecom bill (debit or credit card).
 - Location services: Where you are will determine what you can do.
 - i.e. Utilities: Water and Gas usage.
- Unique Selling Points:
 - Time-to-Market
 - Value for money

Artilium's technology (2): product positioning



- Arta connects current and future technologies and offers a real converged platform
- It opens operator and non operator telecommunication services to smaller resellers
- It scales from small to large communities

Artilium : live demonstrations

- Flexibility, Time-to-Market, Ease of Use of Artilium software platform.
 - Realtime selfcare environment.
- Location Based Services
 - Continuous Location Client

Recent developments (1)

United Telecom acquisition:

- Artilium acquired United Telecom having a customer base on fixed telephony, broadband and mobile (already using ARTA®). This way the Artilium technology can be deployed faster and contribute to growth

First half of current financial year (year ending 30-june-2013):

- Artilium's interim results for the first half of the current financial year:
 - Euro 5,7 mio revenue
 - Euro 475k EBITDA margin

KPN commitment:

- Artilium secured for coming two years resulting in 3,3 mio euro upfront payment.
- KPN is a reference customer

Heva investment:

- Artilium received 698k euro additional investment from Heva shareholder

Recent developments (2)

Cloud-investment:

- Prepared platform as a service for multi-country, multi-operator growth

Belgacom platform contract:

- The total contract value of the platform contract is over 1.0 mio euro for the year 2013
- Excellent basis for further services expansion.

Outlook & Shareholder value (1)

- Artilium is delivering on its strategy
- Further, Artilium achieved its cash flow break-even milestone in H2 FY2012 (jan-2012-aug-2012) and generated EBTIDA of about eur 0.5m in the recently-reported H1 (jul-2012-jan-2013) of the current financial year
- A higher-quality revenue stream is emerging. In two years the current business model delivered increased gross margins to 86.4% from 68.1%, and now provides visibility over 70% of expected FY2012 revenues
- Securing an extension to the KPN Belgium contract provides minimum annualized revenues of euro 3 m from March 2012 Artilium to build upon
- New Belgacom deal broadens our customer base with a world class operator and cements our leading position in the Belgian market

Outlook & Shareholder value (2)

- Key will be leveraging its core ARTA platform through organic means in other geographies
- Arta technology is being further developed into Cloud environment, which increases IP value and opens up new markets
- Debt-free balance sheet. Artilium has entered FY2012 with a clean balance sheet and euro 1m of net cash
- The major value creation opportunity for Artilium is IP value creation

Questions & Answers