

Aspiro AB (publ)

Year End Report 2003

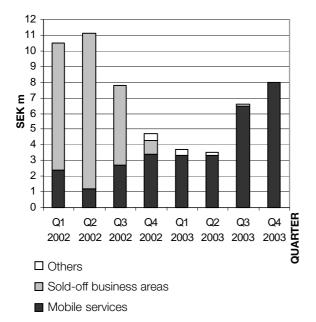
- Net sales totaled SEK 21.8 m (SEK 34.2 m, whereof 24.0 refers to sold-off business areas). During the fourth quarter, net sales amounted to SEK 8 m, which is an increase of more than 20 percent compared to previous quarter.
- Net result amounted to SEK 43.8 m (SEK 208.8 m)
- Earnings per share amounted to SEK 4.96 (SEK 463.86)
- Liquid assets amounted to SEK 20.8 m (SEK 7.3 m).
- A new issue of shares with preferential rights for the shareholders was completed in October, adding SEK 29.8 m to the company before issue expenses.
- During the period, Aspiro signed 35 (35) new sales agreements, whereof 7 (3) agreements during the fourth quarter. At the end of the period, Aspiro's customer base included 43 (29) mobile telecom operators and portals.
- After the end of the period, the Board of Directors has, conditional upon the approval of an extraordinary general meeting, decided to carry out a new share issue, directed at institutional investors, that will add SEK 24 m to the company.
- After the end of the period, the Nominations Committee has proposed that Marie Persson Björkman will become ordinary member of the Aspiro Board of Directors.

Net sales and result

Group net sales totalled SEK 21.8 m (SEK 34.2 m) during 2003. Mobilehits, which is a part of the Group as from the third quarter of this year, stands for SEK 7.5 m of the period's net sales. Out of the comparing period's net sales, SEK 24.0 m is attributable to SMS-Network and deaf telephony, which was sold off during the second half of 2002. The net sales of Aspiro's core business, mobile services, has hence been doubled compared to the same period last year, from SEK 10.2 m to SEK 21.8 m. Of the period's total net sales, 30% (18%) were attributable to sales in Sweden, 41% (60%) in rest of Europe, 28% (13%) in North America, and 1% (9%) in the rest of the world.

The fourth quarter's net sales amounted to SEK 8.0 m (SEK 4.7 m, whereof SEK 0.9 m refers to sold-off business areas), which is an increase of more than 20 percent compared to previous quarter. The increase of net sales during the fourth quarter compared to the third quarter 2003, is to 2/3 attributable to Mobilehits and to 1/3 attributable to Aspiro's other businesses.

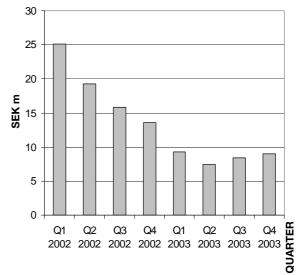
Net sales Development per quarter



The result after financial items amounted to SEK -35.4 m (SEK -99.9 m). For comparison purposes, it should be noticed that the period's result has been affected with the following items totalling SEK 15.5 m (SEK 22.9 m): restructuring expenses SEK 6.8 m (SEK 16.2 m), write-down of goodwill SEK 6.8 m (SEK 4.7 m) and a write-down of advance payment to supplier SEK 1.9 m (SEK 2.0). In addition, the result includes a cost reduction via composition of SEK 4.5 m (SEK 0).

During the fourth quarter, the result after financial items amounted to SEK - 7.6 m (SEK - 22.3 m). Direct costs for services and goods have increased by SEK 1.2 m compared to the third quarter. The main part of the increase relates to costs in conjunction with campaigns carried out at the operator customers' - which leads to both increased net sales and direct costs. The increase of the Group's personnel costs is due to new employments necessary to secure business operation.

Personnel- & other external expenses Development per quarter



Earnings per share (adjusted for a reverse split) amounted to SEK – 4.96 (SEK – 463.86). As this key ratio is calculated from the net profit/loss for the period, the comparing period's earnings per share are effected by the write-down of deferred tax receivables which was accounted for during each respective period. Outstanding option rights have not diluted Aspiro's stock.

In the year-end report 2002, the Group prognosticated that monthly operative costs (indirect operating expenses exclusive of effects of composition, depreciations and write-downs, capitalized development costs, and restructuring costs) would amount to SEK 2.7 m per month in the beginning of 2003. The monthly average during the first quarter amounted to approximately SEK 3.1 m. During the second quarter the average had decreased to about SEK 2.5 m. During the third quarter, the average operative monthly costs amounted to SEK 2.8 m, including the additional costs for Mobilehits. The average during the fourth quarter amounted to about SEK 2.9 m.

Parent Company

During 2003, the net sales of the Parent Company totalled SEK 12.6 m (SEK 29.8 m). The result after financial items was SEK – 21.6 m (SEK – 107.4 m).

Investments

Investments in tangible assets amounted to SEK 0.04 m (SEK 0.8 m). Of total investments, SEK 0 (SEK 0.7 m) was attributable to finance leasing agreements.

During the third quarter, SEK 0.7 m (SEK 0 m) has been carried forward as development costs, which refers to an upgrading of Aspiro's core products, Lifestylers and Dating Game, and constitutes solely of costs for external consultants.

The acquisition of Mobilehits was financed with shares. Due to the acquisition, the Group's liquid assets increased by SEK 0.4 m.

Liquidity and Finance

Liquid assets at the end of the period amounted to SEK 20.8 m (SEK 7.3 m).

At an extraordinary general meeting on August 8, the Board of Directors were authorized to carry through a new share issue, totalling SEK 29.8 m, with preferential rights for the shareholders. The issue, which was completed after the end of the period, was oversubscribed for by 70 percent.

Aspiro's stock

The new share issue, which was completed in October, entailed 19,877,484 newly issued shares. The total number of shares in Aspiro thereafter amounted to 26,503,312. If all distributed outstanding option rights are exercised to subscribe for shares, the number of additional shares will amount to 17,430 at a nominal value of SEK 2.50.

In connection to the registration of the new share issue, on November 7, the par value of the share was reduced from SEK 4.00 to SEK 2.50. This change lead to a reduction of the share capital by SEK 9,938,742. The reduction was effected by allocation of a corresponding amount to the statutory reserve and was accomplished by reducing the par value of the shares, according to the above, without any repayment to the shareholders.

As Stockholmsbörsen did not consider it to be any substantial uncertainty regarding the financial situation of the company anymore, they decided to transfer the shares in Aspiro to their ordinary position on the O-list with effect from November 2003. For almost a year before, the shares in Aspiro AB have been traded on the O-list under observation.

Sales & Market

During the period, Aspiro signed 35 (35) new sales agreements with operator- and portal customers mainly in Europe and the USA, whereof 7 (3) during the fourth quarter. After the end of the period, additional 6 contracts have been signed. As expected no drastic increase in demand of mobile services has occurred during 2003. Aspiro has therefore adjusted its business to present market conditions. Aspiro has refined its operations focusing on consumer services for mobile telephony and has focused on strengthening existing customer relations to achieve more cost-efficient sales.

Aspiro had a customer base of 43 (29) mobile telecom operators and portals, which together reach about 230 million end-users, at the end of the period. Among these indirect channels to the end-users, the most important customers today are:

- T-mobile USA and UK
- Vodafone Spain, Portugal, Germany, UK, Sweden, France (SFR) and Belgium (Proximus)
- Orange France, UK and Denmark
- Telefónicá Spain
- ATT Wireless USA
- O2 UK and Ireland

During the forth quarter, Aspiro signed an agreement with Danish operator 3, where Aspiro for initially two years shall supply a total solution for downloading of music services to mobile phones. Since January 2003, Aspiro has a similar agreement with Swedish operator 3.

During the fourth quarter, Aspiro also signed agreements regarding the launch of mobile community game "Lifestylers" at mobile portal Vodafone live! with D2 Vodafone in Germany, Vodafone in Spain and SFR in France. Together, the three operators have 45.5 million subscribers. The agreements with the Vodafone operators are all based on a revenue share model and initially run for one year.

In November, Aspiro signed an exclusive agreement with MTV España to become MTV España's technical provider of music content to mobile phones meaning that MTV España will be able to offer ring tones from the MTV España Top Interactive Lists, and video-streaming. The services were launched during late autumn through the Spanish mobile operators Telefonica, Amena and Vodafone, which together reach about 33 million subscribers. The agreement is built upon revenue sharing with and an initial fee for installation of technical systems.

In December, Aspiro also signed an agreement with Swedish operator Tele2 to market the Mobilehits-site, including 4,000 ring tones and 20 Java games, at Tele2's mobile portal Comviq Go Live!. The services are available to the end-users in January 2004. The agreement is built upon a revenue share model.

During 2003, there was a continuous increase in downloading of ringtones. The acquisition of Mobilehits was crucial for Aspiro in order to continue with its expansion within the music segment for mobile services. In October, as the first supplier, Aspiro launched Real Tunes at Vodafone Spain. Real Tunes is the third generation ring tones with real music.

In order to settle a regulatory framework between composers and artists in the digital channel, Aspiro has signed cooperation agreements regarding copyright with the record companies Sony Music Norden and BMG. The cooperation which is pioneering, will give Aspiro increased access to various music related services. Aspiro is presently having similar negotiations with other record companies.

Personnel and organisation

At the end of the period Aspiro employed a total of 25 (37) people in 22.95 (38.6) full-time positions.

Events after the end of the period

After the end of the period, the Board of Directors has, conditional upon the approval of an extraordinary general meeting, decided to carry out a new share issue directed at a number of institutional investors. The new issuing of 8 million shares, will add SEK 24 million to the company before issue costs. The issue involves a dilution of about 23.2 percent. The issue price is equivalent to a stock-exchange rate, which is less than the average rate during the trading days of February 4-6 2004 with SEK 0.03. The purpose of the directed issue is to strengthen Aspiro's position in future acquisition processes. Because of Aspiro's increased focus on acquisitions the chairman of the Board, Johan Lenander will work with these projects on a full time basis.

The Nominations Committee has proposed that Marie Persson Björkman will become ordinary member of the Aspiro Board of Directors. Mrs Björkman, 43 years old, is today employed by Vodafone Sweden as director of BA Service Provision. She is a member of the commercial management team and responsible for the commercial launch of 3G. Today, mrs Björkman is member of the Board in The Interactive Institute and in Ongame, and is also holding commissions of trust in IVA and earlier also in the IT-commission, an advisory institution appointed by the Swedish government. At present, mrs Björkman owns no shares in Aspiro.

Prospects for 2004

According to the Board's estimate, positive cash-flow on a monthly basis will be achieved during 2004. The share issue which was finalized in October will guarantee the company's business until then.

Aspiro experiences a satisfactory demand among the indirect channels, i.e. the operators and portals. However, usage frequency among the end-users has not reached a break-through yet. In order to increase usage, Aspiro is actively cooperating with the operators regarding marketing- and information campaign around its products.

Aspiro also intends to acquire complementary businesses to generate increased revenue and achieve cost synergies.

Dividend

The Board of Directors does not propose paying a dividend for the period.

Annual report and annual general meeting

The annual report for 2003 will be publicly available at Aspiro's head office and website www.aspiro.com during week 16.

The annual general meeting of stockholders of Aspiro will take place at 4.00 p.m., May 14 2004, at Aspiro's head office in Malmö.

Report schedule for 2004

Interim report January-MarchMay 13, 2004Interim report January-JuneAugust 19, 2004Interim report January-SeptemberNovember 11, 2004

Malmö February 12, 2004

Håkan Persson CEO Aspiro AB (publ) Corporate identity number: 556519-9998

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Brief financial summary	Q4 2003	Q3 2003	Q2 2003	Q1 2003	2003	Q4 2002	Q3 2002	Q2 2002	Q1 2002	2002
Net sales (SEK m)	8.0	6.6	3.5	3.7	21.8	4.7	7.8	11.1	10.5	34.2
Result after financial items (SEK m)	-7.6	-7.7	-13.9	-6.2	-35.4	-22.3	-22.8	-25.0	-29.8	-99.9
Solidity (%)	79	71	60	71	79	16	40	61	77	16
Return on stockholders equity	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Earnings per share (SEK)	-0.72	-1.20	-3.67	-2.10	-4.96	-45.61	-119.19	-239.46	-69.23	-463.86
Average no. of shares outstanding (000)	22,182	6,409	3,780	2,977	8,837	490	450	430	430	450
Average no. of shares outstanding										
and potential shares (000)	22,253	6,442	3,809	2,998	8,876	495	455	435	439	456

Income statement - Group	Jan-Dec	Oct-Dec	Jan-Dec	Oct-Dec
SEK thousand	2003	2003	2002	2002
Operating revenues				
Net sales	21,819	8,001	34,164	4,685
Capitalized development costs	666	383	04,104	4,000
• •	2.168	304	1 600	382
Other operating revenues Total	,		1,683	
	24,653	8,688	35,847	5,067
Operating expenses	0.000	4 407	00.000	000
Services and goods for resale	-9,022	-4,497	-22,880	-982
Other external costs	-17,596	-4,766	-35,336	-8,809
Personnel costs	-16,819	-4,244	-38,467	-4,748
Depreciation and write-downs of tangible assets	-1,112	-237	-5,744	-1,423
Depreciation and write-downs of intangible assets	-11,323	-1,751	-7,468	-489
Write-down of current asssets in excess of normal w		-	-2,000	-2,000
Restructuring costs	-6,785	-956	-16,228	-4,705
Dissolution of negative goodwill	-	-	684	-
Composition	4,526	477	-	-
Other operating expenses	-436	-186	-498	10
Total operating expenses	-60,467	-16,160	-127,937	-23,146
Operating profit/loss	-35,814	-7,472	-92,090	-18,079
nterest and other financial income	905	190	1,776	162
nterest and other financial expenses	-469	-283	-9,591	-4,430
Profit/loss after financial items	-35,378	-7,565	-99,905	-22,347
Гах	-3	-	-15	-1
Deferred tax	-8,461	-8,461	-108,901	-
Net profit/loss for the period	-43,842	-16,026	-208,821	-22,348
Vinority interest	24	-18	-	-
Net profit/loss	-43,818	-16,044	-208,821	-22,348
Earnings per share (SEK)	-4.96	-0.72	-463.86	-45.61
			/	
Balance sheet - Group	31/12 2003		31/12 2002	
SEK thousand				
ASSETS				
ntangible assets				
Capitalized development costs	658		-	
Licences and trademarks	200		-	
Goodwill	31,322		7,819	
Total intangible assets	32,180		7,819	
Tangible fixed assets				
Equipment	787		7,075	
Total tangible fixed assets	787		7,075	
Financial fixed assets				
Other shares	8		0	
Deferred tax, income taxes recoverable	-		8,461	
Other long-term receivables	50		70	
Toatl financial fixed assets	58		8,531	
Total fixed assets	33,025		23,425	
Current receivables	11,665		17,418	
Cash and bank balance	20,779			
			7,313	
Total current assets Total assets	32,444 65,469		24,731 48,156	
STOCKHOLDERS' EQUITY AND LIABILITIES	·		·	
Stockholders' equity				
Restricted equity	173,243		293,937	
Non-restricted reserves/Accumulated deficit	-77,563		-77,349	
Net profit/loss for the period	-43,818		-208,821	
Total stockholders' equity	51,862		7,767	
Minority interest	24		1,101	
Provisions	24 2,068		10.014	
			10,914	
			1 00 4	
Long-term liabilities	1		1,084	
Long-term liabilities Short-term liabilities	1 11,514		28,391	
	1			

Cash flow statement - Group	Jan-Dec	Oct-Dec	Jan-Dec	Oct-Dec
SEK thousand	2003	2003	2002	2002
Operative activities				
Profit/loss for the period	-43,818	-16,044	-208,821	-22,348
Adjustment for items not included in the cash flow statement	10,369	9,643	117,919	3,768
Cash flow from operating activities before changes				
in working capital	-33,449	-6,401	-90,902	-18,580
Cash flow from changes in working capital	-5,742	-1,586	-4,833	4,476
Cash flow from operating activities	-39,191	-7,987	-95,735	-14,104
Investment activities				
Acquisition / sale of subsidiaries	392	-40	5,440	-62
Capitalized development costs	-666	-383	-	-
Sales of tangible fixed assets	-43	-43	-190	-16
Change in financial fixed assets	192	-21	2,068	2,051
Cash flow from investment activities	-125	-487	7,318	1,973
Financing activities				
New share issue / sales of options	52,874	24,098	-	-
Cash flow from financing activities	52,874	24,098	-	-
Change in cash position	13,558	15,624	-88,417	-12,131
Cash position opening balance	7,313	5,165	95,897	19,550
Exchange rate difference in liquid funds	-92	-10	-167	-106
Cash position closing balance	20,779	20,779	7,313	7,313

Quarterly results	Q4 2003	Q3 2003	Q2 2003	Q1 2003	Q4 2002	Q3 2002	Q2 2002	Q1 2002
Operating revenues								
Net sales	8,001	6,654	3,456	3,708	4,685	7,838	11,123	10,518
Capitalized development costs	383	283	-	-	-	-	-	-
Other operating income	304	909	442	513	382	349	503	449
Operating expenses								
Services and goods for resale	-4,497	-3,332	-890	-303	-982	-5,249	-7,921	-8,728
Other external costs	-4,766	-5,033	-3,337	-4,460	-8,809	-6,915	-7,586	-12,026
Personnel costs	-4,244	-3,650	-4,090	-4,835	-4,748	-8,930	-11,704	-13,085
Depreciations and write-downs:								
Tangible assets	-237	-319	-231	-325	-1,423	-1,434	-1,461	-1,426
Intangible assets	-1,751	-1,753	-7,330	-489	-489	-1,449	-4,587	-943
Write-downs of current assets in								
excess of normal write-downs	-	-	-700	-1,200	-2,000	-	-	-
Restructuring costs	-956	-1,586	-1,177	-3,066	-4,705	-5,940	-2,469	-3,114
Dissolution of negative goodwill	-	-	-	-	-	684	-	-
Composition	477	-	-	4,049	-	-	-	-
Other operating expenses	-186	-62	-117	-71	10	-130	-169	-209
Operating profit/loss	-7,472	-7,889	-13,974	-6,479	-18,079	-21,176	-24,271	-28,564
Interest and other financial income	190	289	153	273	162	401	437	776
Interest and other financial expenses	-283	-104	-40	-42	-4,430	-2,001	-1,180	-1,980
Profit/loss after financial items	-7,565	-7,704	-13,861	-6,248	-22,347	-22,776	-25,014	-29,768
Tax	-	-3	-	-	-1	-1	-	-13
Deferred tax	-8,461	-	-	-	-	-30,901	-78,000	-
Net profit/loss for the period	-16,026	-7,707	-13,861	-6,248	-22,348	-53,678	-103,014	-29,781
Minority interest	-18	42	-	-	-	-	-	-
Net profit/loss	-16,044	-7,665	-13,861	-6,248	-22,348	-53,678	-103,014	-29,781

Change in stockholders' equity 1/1 - 31/12 2003

SEK thousand	Share capital	Restricted reserves	Non-restricted reserves	Profit/loss for the period	Total
Beginning of period in accordance					
with balance sheet	1,960	291,977	-77,349	-208,821	7,767
Allocation for previous period's result		-213,754	4,933	208,821	-
New share issue, preferential rights	13,160	15,616			28,776
New share issue, acquisition Mobilehits	11,383	22,767			34,150
New share issue, consolidation	0				0
New share issue, preferential rights	49,694	-25,596			24,098
Reduction of the share capital	-9,939	9,939			-
Translation difference for the period			889		889
Transfer between restricted and non-restricted r	reserves	6,036	-6,036		-
Net profit/loss for the period				-43,818	-43,818
Amount at end of the period	66,258	106,985	-77,563	-43,818	51,862

Change in stockholders' equity 1/1 - 31/9 2002

SEK thousand	Share capital	Restricted resrves	Non-restricted reserves	Profit/loss for the period	Total
Beginning of period in accordance					
with balance sheet	1,721	327,827	61,018	-180,159	210,407
Allocation for previous period's result		-120,786	-59,373	180,159	-
New share issue, acquisition of Picofun AB	239	4,545			4,784
Adjustment for VAT inconjunction with acquisiti	on	-62			-62
Translation difference for the period			1,459		1,459
Transfer between restricted and non-restricted rest	erves	80,453	-80,453		-
Net profit/loss for the period				-208,821	-208,821
Amount at end of the period	1,960	291,977	-77,349	-208,821	7,767

Comments to the accounts

This year-end report has been prepared based on the Swedish Financial Accounting Standards Council's recommendation RR 20 regarding interim reports as well as the additional information requirements as stipulated by the rules of the exchange listing agreement pertaining year end reports. This report has been prepared applying the same accounting principles and method of calculation as the annual report for 2002, except from the revenue recognition for Mobilehits. In Mobilehits, gross accounting of revenues is applied, which implies that the end-user price is accounted for as revenue while operators' and other suppliers' part of the revenue are accounted for as the type of cost "Services and goods for resale". The application of the new recommendations from the Swedish Financial Accounting Standards Council, which came into effect on January 1, 2003, has not entailed any effect on this year-end report. In connection to the company's reorganisation, the Group's leasing agreements were renegotiated and transformed, which has lead to a reclassification from financial- to operational leasing. The effect of the reclassification amounts to SEK -933 thousand and is included in the first quarter's restructuring expenses. As from January 1, 2003 all agreements are accounted for as operational.

During the third and fourth quarters, SEK 0.7 m has been carried forward as development costs. The development work is considered to fulfil the requirements which are stated in the Swedish Financial Accounting Standards Council's recommendation RR 15 regarding intangible assets. Shares in associated companies are accounted for according to acquisition value method. At the end of the year all shares in associated company GM Entertainment AB were sold off. For the remaining associated company, Global Mouth AB, necessary information in order to account for according to the equity method has not been able to be obtained. The minority shareholding, of 0.25 %, constitutes shareholders in Melody Interactive Solutions AB, who have not yet accepted Aspiro's acquisition offer.

Aspiro has earlier accounted for deferred tax attributable to losses. During the fourth quarter it has been written down to nil.

Outstanding option rights do not at present lead to any degree of share dilution as the current subscription price is higher then the shares' actual value. The lowest issue price is SEK 24.

Auditor's comments

I have reviewed this year end report on behalf of Aspiro AB (publ) and in doing so followed the recommendation issued by the Swedish Institute of Authorized Public Accountants (FAR). A review is considerably more limited in scope compared to an audit. I have found nothing to indicate that this year end report contravenes the laws of the Annual Accounts Act.

Ingvar Ganestam Authorized public accountant Ernst & Young

About Aspiro

Aspiro offers social entertainment services to young mobile phone users, living for friends, music and gaming. Examples of services are *Lifestylers* and *Dating Game*, which are mobile role-playing games that allow users to create their own role figure, go on virtual dates and send messages to other players, *Chat*, which allows the users to "chat" with each other using a mobile phone or the Internet. Aspiro also offers a wide portfolio of downloadable services, such as Java-games, pictures and ring tones. Aspiro supplies in-house developed products as well as third-party produced products and first-class content. The products are offered to the end-users through mobile operators as well as through Aspiro's own mobile portals. Today, Aspiro has established relationships with some 40 mobile operators and portals, mainly in Europe and USA. Through Aspiro's own portal, Mobilehits, the company reaches more than one million members.

Aspiro was founded in 1998 and is quoted on the Stockholm Exchange's O-list. The company has 25 employees working at offices in Sweden, Luxembourg and Spain.

www.aspiro.com

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