



President and CEO

Acquisition in Germany strengthens our offering

The first quarter, which is typically the weakest of the year, has been an intense quarter with mixed results. Our total sales continues to grow, and we delivered a solid growth of 11 percent, whereof 6 percent organic growth, which proves that our global business remains strong. As part of our strategy to be active in the consolidation of our market, and to further strengthen our offer, we acquired the German company foxray AG – a technology leading provider of platforms and solutions for business process automation – in February. foxray's product suite xbound fits perfectly together with our data capture technology and will enhance our competitiveness significantly. This gives us an even stronger offer to the BPO (Business Process Outsourcing) segment and to the banking and insurance sectors.

Despite our growth, we had a number of deals that shifted into the next quarter, which primarily affected our license revenue and thus our EBITDA-result. We have also worked hard during the quarter with integrating our foxray acquisition into our existing business in order to create to the best and fastest way to start selling our joint offering. In connection with this process, we have taken some integration costs, which also affected our results for this quarter. We see that the postponed deals are not business lost to competitors, but primarily negotiations that have been delayed because of our potential clients' selection and evaluation processes. We can also see that some of these deals have already been closed during the on-going second quarter.

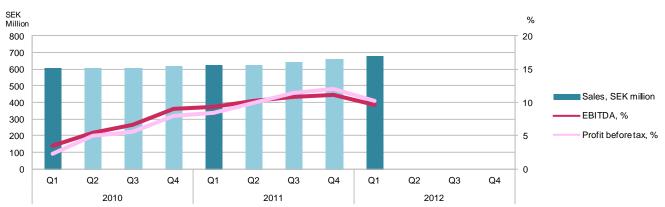
It is gratifying to see that some of our smaller emerging markets, such as Brazil, Benelux and Asia, continue to develop well with strong growth figures. Mature markets such as Sweden and Norway also show good growth. Among several important events during the quarter, I would like to mention the strategic agreement we signed with a world-leading outsourcing company, as well as a successful partnership allowing a good positioning of our solutions for Microsoft Dynamics NAV customers in Europe. We also continue to generate a strong cash flow from our operating activities.

We see the current market situation in a positively way and we remain optimistic that we can increase both our growth and our result during the year compared to last year.



Per Åkerberg President and CEO

Development rolling 12 months





THE GROUP

Key developments during the first quarter

- ReadSoft acquired privately held foxray AG a leading supplier of platforms and solutions for business process automation. foxray has 40 employees and is primarily operating in the European market.
- ReadSoft signed a strategic contract with one of the world's largest outsourcing companies within finance and administration. ReadSoft was chosen, after a highly competitive selection process, to provide solutions to automate financial and administrative processes.
- ReadSoft launched an invoice automation solution for Microsoft Dynamics NAV together with BCSYS, a ReadSoft Platinum Partner. The solution is available on the French market to begin with, and is available either on premise or in the cloud as a Software as a Service (SaaS) via ReadSoft Online.
- A Fortune 500 food company based in North America has expanded its use of ReadSoft's invoice automation software to its division in Mexico. The new agreement is worth SEK 2.3 million.
- One of the oldest and most respected services companies in the United States, specializing in natural resource management, will streamline its end-to-end accounts payable process with ReadSoft's SAP-certified invoice automation solution. The agreement is worth SEK 3.4 million.

Net sales and profit during the first quarter of 2012

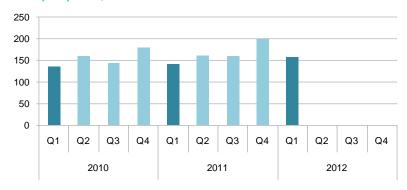
During the first quarter, sales amounted to SEK 156.9 (141.8) million. Operating profit/loss EBITDA for the quarter was SEK -11.7 (-2.6) million. The operating margin EBITDA was -7.4 (-1.8) percent. Profit/loss after tax was SEK-7,9 (-1.3) million. Operating profit (EBITDA) and profit after tax for the period were also affected by exchange rate differences of SEK -2.0 (-3.0) million, which are included in the Income Statement under "Other operating expenses/income".

In connection with the acquisition of foxray AG has nonrecurring costs been charged and burdens the operating profit EBITDA with SEK -3.0 million and the profit after tax with SEK -4.2 million.

Licensing revenue amounted to SEK 36.5 (41.0) million during the first quarter, which is 23 (29) percent of the total revenue. Revenue from maintenance agreements amounted to SEK 58.5 (50.9) million for the quarter. In addition, revenues for product related consulting services were SEK 50.4 (40.8) million. Hardware sales (primarily scanners) amounted to SEK 9.3 (6.4) million during the quarter. Other revenues amounted to SEK 2.3 (2.6) million.

In the Nordic market, sales totaled SEK 40.3 (39.1) million. The company's sales in other European markets amounted to SEK 68.8 (57.7) million. In the U.S. and the rest of the world, sales amounted to SEK 47.8 (45.0) million.

Sales per quarter, SEK million



There are clear **seasonal variations** in ReadSoft's sales as seen in the illustration. A characteristic pattern is that the first and third quarters are the weaker ones – the first quarter usually being the weakest. The second and fourth quarters are usually stronger with the fourth quarter being the strongest.

Acquisition of the German company foxray

Good growth and increased revenues from maintenance contracts and services



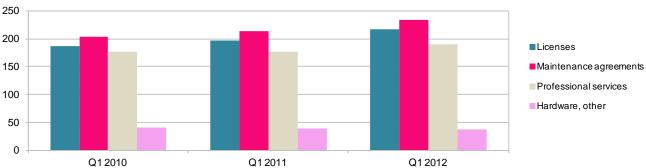
Net sales and profit rolling 12 months

During the period April 2011 until March 2012 sales amounted to SEK 678.2 (624.0) million. Operating profit/loss EBITDA for the period amounted to SEK 65.4 (57.8) million. The operating margin EBITDA was 9.6 (9.3) percent. Profit/loss after tax was SEK 51,8 (41.2) million. Operating profit (EBITDA) and profit after tax for the period were affected by exchange rate differences of SEK 0.5 (-1.8) million, which are included in the Income Statement under "Other operating expenses/income".

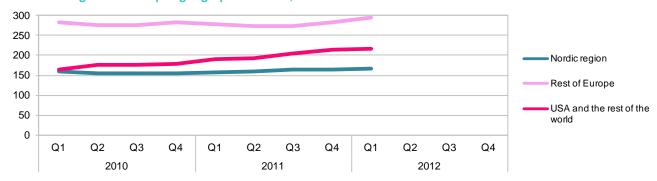
Licensing revenue amounted to SEK 217.2 (197.0) million during the period, which constituted 32 (32) percent of the total revenue. Revenue from maintenance agreements amounted to SEK 232.8 (212.6) million for the period. In addition, revenues for product related consulting services were SEK 190.3 (175.9) million. Hardware sales (primarily scanners) amounted to SEK 29.2 (28.2) million during the period. Other revenues amounted to SEK 8.7 (10.4) million.

In the Nordic market, sales totaled SEK 166.7 (157.5) million. The company's sales in other European markets amounted to SEK 294.3 (277.1) million. In the U.S. and the rest of the world, sales amounted to SEK 217.2 (189.5) million.

Revenue distribution rolling 12 months, SEK million



Sales rolling 12 months per geographic market, SEK million





Consolidated balance sheet, financial position and investments

Cash and cash equivalents for the group as of March 31, 2012 amounted to SEK 153.1 (121.1) million. Bank overdraft facilities granted were SEK 58.6 (55.6) million, of which SEK 0.5 (2.5) million was utilized. Cash-flow from operating activities for the first quarter was SEK 39.2 (52.2) million.

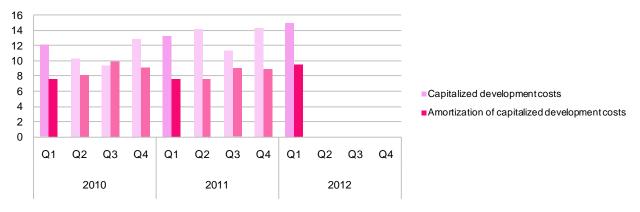
The equity/assets ratio was 42.1 (44.9) percent on March 31, 2012.

Investments in tangible and intangible fixed assets for the first quarter amounted to SEK 1.1 (0.8) million and consisted of the acquisition of computer and office equipment as well as ERP and EPM systems. Depreciation of tangible fixed assets amounted to SEK 2.1 (1.7) million during the first quarter.

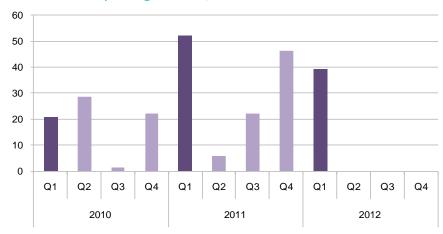
Of expenditure for proprietary software during the first quarter, SEK 15.0 (13.2) million was capitalized. Depreciation of capitalized expenditure for proprietary software has been carried out in an amount of SEK 9.6 (7.7) million for the quarter.

Depreciations of other intangible fixed assets amounted to SEK 0.8 (2.2) million for the first quarter.

Capitalized development costs per quarter, SEK million



Cash flow from operating activities, SEK million





Accounting principles

This interim report was prepared for the Group in accordance with the IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. For the Parent Company, the report was prepared in accordance with the Swedish Annual Accounts and The Swedish Financial Reporting Board's recommendation RFR 2.

Accounting principles applied for the Group and the Parent Company complies with the accounting principles applied in the preparation of the Annual Report for 2011.

New or revised IFRS and interpretation statements from IFRIC described in the Annual Report 2011, note 1.21, had no effect on the Group's or the Parent company's income statement or balance sheet.

Staff

As of March 31, 2012, the ReadSoft staff amounted to 554 (467).

Risk management

Important risks and uncertainties are described in the Annual Report for 2011 under the item Risk and Risk Management, in the Administration Report and in Notes 2 and 3.

Shareholder information

At the end of the period, the number of shareholders amounted to 4,905 (4,297). Out of the company's total share capital, 58 (54) percent was owned by Swedish and foreign institutions, 21 (25) percent by the company's founders, and 13 (12) percent by private persons, including staff, and 8 (9) percent by ReadSoft AB through repurchased shares. At the end of the period, Swedish shareholders held 86 (91) percent and foreign shareholders held 14 (9) percent of the total share capital.

The total number of shares as of March 31, 2012, was 32,805,940 (32,487,940). The total number of shares, excluding repurchased shares, as of March 31, 2012, was 30,265,244 (29,630,780). The share price at the end of the period was SEK 22.10 (17.10).

Acquisition of foxray AG

During the first quarter ReadSoft AB acquired 100 percent of the German company foxray AG. The company's net sales for 2011 was approximately 7 MEUR and foxray is expected to contribute positively to ReadSoft Group's result for 2012. The initial purchase price amounted in total to SEK 58.7 million, whereof SEK 5.8 million consisted of repurchased ReadSoft shares and SEK 29.2 million consists of a maximum additional purchase price that might be paid during 2012-2014. The additional purchase price is based on the sales of foxray's software during the corresponding years. The estimation is that the additional purchase price will be paid in full and has therefore been booked in total as long respectively short term provisions in the consolidated balance sheet as of March 31, 2012.

In connection with the acquisition, one-time costs, including among others transaction costs, have been booked and reduces the operating profit EBITDA with SEK -3.0 million. In addition, a one-time financial cost of SEK 1.2 million has been booked why the profit after tax was affected by SEK -4.2 million.

The consolidation of foxray AG has taken place from March 1, 2012.



A preliminary acquisition analysis has revealed the following assets and debts:

Assets

Goodwill SEK 48.8 million
Other intangible assets SEK 29.9 million
Accounts receivable SEK 16.5 million
Other assets SEK 18.8 million

Debts

Loans to credit institutions SEK 30.5 million Other debts SEK 24.8 million

Final acquisition analysis is expected to be completed at the latest during the third quarter of 2012.

Going forward

We assess that the underlying demand for our solutions is good and therefore the conditions for improved results and continued growth are good.



Financial report

Consolidated income statement	Jan-Mar	Jan-Mar	Jan-Mar	Rolling	Full year
in summary, SEK million	2012	2011	2010	12 months	2011
Net sales	156,9	141,8	135,9	678,2	663,0
Capitalized expenditure for proprietary software	15,0	13,2	12,2	54,9	53,2
	171,9	155,0	148,1	733,1	716,2
Costs of goods and services sold	-14,9	-11,4	-10,5	-45,7	-42,2
Personnel costs	-113,9	-98,3	-99,4	-426,2	-410,7
Other external costs	-37,5	-32,0	-31,3	-143,0	-137,5
Other operating expenses/income	-2,0	-3,0	0,2	0,5	-0,4
Share of profit/loss in associated companies	-0,3	0,4	-	1,5	2,3
Depreciation of tangible fixed assets	-2,1	-1,7	-1,6	-8,2	-7,9
Amortization of capitalized expenditure	-9,6	-7,7	-7,6	-35,4	-33,5
for proprietary software					
Amortization of intangible fixed assets	-0,8	-2,2	-2,1	-7,3	-8,7
Operating profit/loss (EBIT)	-9,2	-0,9	-4,2	69,3	77,5
Financial income and expenses					
Financial items	-1,6	-0,2	-0,3	0,8	2,2
Net profit/loss before tax	-10,8	-1,1	-4,5	70,1	79,7
Tax	2,9	-0,2	-1,2	-18,3	-21,3
Profit/Loss after tax	-7,9	-1,3	-5,7	51,8	58,4

Group - Statement of comprehensive	Jan-Mar	Jan-Mar	Jan-Mar	Rolling	Full year
income for the period, MSEK	2012	2011	2010	12 months	2011
Profit/loss after tax for the period	-7,9	-1,3	-5,7	51,8	58,4
Other comprehensive income:					
Exchange differencies	-1,6	-3,1	0,4	1,6	0,1
Cash flow hedges, net after tax	0,5	-	1,7	2,3	1,8
Other comprehensive income for the					
period, net of tax	-1,1	-3,1	2,1	3,9	1,9
Total comprehensive income for					
the period	-9,0	-4,4	-3,6	55,7	60,3



Consolidated balance sheet in summary, SEK million	Mar 31, 2012	Mar 31, 2011	Dec 31, 2011
Assets			
Fixed assets			
Proprietary software development	133,8	86,6	100,8
Goodwill	115,2	66,2	66,2
Other non-fixed assets	9,3	12,8	9,0
Fixed assets	17,9	17,5	17,3
Financial assets	60,3	57,5	54,9
Total fixed assets	336,5	240,6	248,2
Current assets			
Accounts receivable - trade	189,2	150,3	229,5
Cash and cash equivalents	153,1	121,1	156,5
Other current assets	87,1	73,6	72,8
Total current assets	429,4	345,0	458,8
Total assets	765,9	585,6	707,0
Equity and liabilities			
Equity	322,3	263,1	324,1
Long-term liabilities	80,6	36,3	50,8
Accounts payable - trade	27,0	16,1	16,6
Other current liabilities	336,0	270,1	315,5
Total equity and liabilities	765,9	585,6	707,0

Change in equity, SEK million	Jan-Mar	Jan-Mar	Full year
	2012	2011	2011
Opening balance	324,1	267,5	267,5
Profit/loss for the period	-9,0	-4,4	60,3
Conversion of convertible loan	1,4	-	2,2
Dividend	-	-	-7,4
Sale of repurchased shares	-	-	1,0
Acquisition through repurchased shares	5,8	-	-
Equity part of convertible loan	0,0	0,0	0,5
Equity at the end of the period	322,3	263,1	324,1

Cash-flow statement in summary, SEK million	Jan-Mar	Jan-Mar	Full year
	2012	2011	2011
Cash flow before working capital changes	-5,3	6,4	120,8
Working capital changes	44,5	45,8	5,6
Cash flow from operating activities	39,2	52,2	126,4
Cash flow from investing activities	-31,8	-14,2	-56,8
Cash flow from financing activities	-10,8	0,0	3,8
Change in cash and cash equivalents	-3,4	38,0	73,4



Five-year summary and key data	Jan-Mar	Jan-Mar	Jan-Mar	Jan-Mar	Jan-Mar	Full year
for the Group	2012	2011	2010	2009	2008	2011
Net sales, SEK million	156,9	141,8	135,9	146,5	129,1	663,0
Sales growth, %	10,7	4,3	-7,2	13,5	18,1	7,2
Operating profit EBITDA, SEK million	-11,7	-2,6	-5,1	2,9	-3,3	74,5
Operationg profit EBIT, SEK million	-9,2	-0,9	-4,2	-6,8	-8,8	77,6
Profit/loss after financial items, SEK million	-10,8	-1,1	-4,5	-7,3	-9,0	79,8
Profit/loss after tax, SEK million	-7,9	-1,3	-5,7	-8,8	-9,1	58,4
Operating margin EBITDA, %	-7,4	-1,8	-3,8	2,0	-2,5	11,2
Operating margin EBIT, %	-5,9	-0,7	-3,1	-4,6	-6,8	11,7
Profit margin after financial items, %	-6,9	-0,8	-3,3	-4,9	-6,9	12,0
Profit margin after tax, %	-5,0	-0,9	-4,2	-6,0	-7,0	8,8
Equity/assets ratio, %	42,1	44,9	43,5	44,1	44,9	45,8
Capital employed, SEK million	341,4	278,9	278,7	290	288,5	344,1
Return on equity, %	-2,7	-0,5	-2,3	-3,4	-3,7	19,8
Return on total capital, %	-1,4	-0,2	-0,7	-1,2	-1,6	12,3
Net debt/equity ratio, times	-0,42	-0,40	-0,22	-0,30	-0,04	-0,42
Net interest-bearing liabilities, SEK million	-134,0	-105,4	-54,2	-78,9	-10,2	-136,5
Number of employees at end of period	554	467	463	441	450	506
Number of shares at end of period, 000s	32 806	32 488	32 488	32 488	32 488	32 680
Equity per share, SEK	10,84	8,88	7,84	8,06	7,68	10,93
Earnings after financial items per share, SEK	-0,36	-0,04	-0,14	-0,22	-0,27	2,69
Earnings after tax per share, SEK	-0,27	-0,04	-0,18	-0,27	-0,28	1,97
Share price at end of period, SEK	22,20	17,10	12,40	9,25	13,90	18,70

All measurements per share is calculated on the average number of shares excluding own repurchased shares.



Quarterly overview of the Group	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
	2012				2011				2010
Net sales, SEK million	156,9	199,8	159,4	162,0	141,8	179,5	143,2	159,6	135,9
Sales grow th, % 1)	10,7	11,3	11,3	1,5	4,3	7,2	-0,1	-0,6	-7,2
Operating profit EBITDA, SEK million	-11,7	41,3	16,8	18,9	-2,6	37,6	10,1	14,0	-5,1
Operationg profit EBIT, SEK million	-9,2	42,2	15,0	21,4	-0,9	35,6	5,8	11,8	-4,2
Profit/loss after financial items, SEK million	-10,8	43,4	16,1	21,4	-1,1	36,8	5,6	11,5	-4,5
Profit/loss after tax, SEK million	-7,9	32,0	12,7	15,1	-1,3	29,6	2,9	10,0	-5,7
Operating margin EBITDA, %	-7,4	20,7	10,5	11,7	-1,8	20,9	7,1	8,8	-3,8
Operating margin EBIT, %	-5,9	21,1	9,4	13,2	-0,7	19,8	4,1	7,4	-3,1
Profit margin after financial items, %	-6,9	21,7	10,1	13,2	-0,8	20,5	3,9	7,2	-3,3
Profit margin after tax, %	-5,0	16,0	8,0	9,3	-0,9	16,5	2,0	6,3	-4,2
Equity/assets ratio, %	42,1	45,8	48,0	45,8	44,9	43,9	42,8	42,6	43,5
Capital employed, SEK million	341,4	344,1	301,1	283,9	278,9	283,0	272,5	278,5	278,7
Return on equity, % 2)	17,5	19,8	21,4	18,2	16,3	14,2	12,2	10,8	4,0
Return on total capital, % 2)	10,4	12,3	12,6	10,7	9,3	8,6	6,4	5,4	2,6
Net debt/equity ratio, times	-0,42	-0,42	-0,34	-0,33	-0,40	-0,25	-0,20	-0,24	-0,22
Net interest-bearing liabilities, SEK million	-134,0	-136,5	-97,3	-89,8	-105,4	-67,6	-47,9	-58,4	-54,2
Equity per share, SEK	10,84	10,93	9,70	9,16	8,88	9,00	7,94	7,98	7,84
Cash flow, operat. activities per share, SEK	1,32	1,57	0,75	0,19	1,76	0,75	0,05	0,92	0,67
Earnings after financial items per share, SEK	-0,36	1,46	0,54	0,72	-0,04	1,24	0,18	0,37	-0,14
Earnings after tax per share, SEK	-0,27	1,08	0,43	0,51	-0,04	1,00	0,10	0,32	-0,18
Number of shares at end of period, 000s	32 806	32 680	32 488	32 488	32 488	32 488	32 488	32 488	32 488
Number of shares at end of period									
(excluding repurchased shares), 000s	30 265	29 877	29 631	29 631	29 631	29 631	29 631	29 631	29 631
Share price at end of period, SEK	22,20	18,70	14,95	15,10	17,10	12,50	12,30	9,45	12,40
Number of employees at end of period	554	506	493	478	467	465	461	463	463

¹⁾ Sales growth compared to corresponding quarter previous year



²⁾ Calculated on rolling 12 months result

All measurements per share is calculated on the average number of shares excluding own repurchased shares.

PARENT COMPANY

Income statement, Parent Company

The parent company's net sales for the first quarter 2012, including inter-company posts, amounted to SEK 49.2 (47.4) million. The result after financial items was SEK -13.1 (-2.7) million.

Balance sheet, financial position and investments, Parent Company

Investments in fixed assets in the parent company amounted to SEK 0.7 (0.2) million during the first quarter. The parent company's cash and cash equivalents as of March 31, 2012 amounted to SEK 45.9 (19.7) million. Bank overdraft facilities granted amounted to SEK 50.0 (50.0) million, and utilized amounted to SEK 0.0 (0.0) million. Equity (including the share of equity in untaxed reserves) was SEK 252.3 (213.2) million, resulting in an equity/assets ratio of 51.5 (54.0) percent.

Parent Company income statement in	Jan-Mar	Jan-Mar	Full year
summary, SEK million	2012	2011	2011
Net sales	49,2	47,4	234,5
Cost of goods and services sold	-11,6	-9,8	-59,8
Personnel costs	-32,5	-28,5	-124,8
Other external costs	-16,4	-10,1	-46,7
Other operating income/expenses	-2,0	-2,1	29,0
Depreciation of tangible fixed assets	-1,3	-1,1	-4,8
Operating loss EBIT	-14,6	-4,2	27,4
Financial income and expenses			
Share of profit/loss in associated company	-	-	10,6
Net financial items	1,5	1,5	6,7
Net profit/loss before tax	-13,1	-2,7	44,7
Appropriations	-	-	6,7
Tax	-	-	-2,1
Net profit/loss after tax	-13,1	-2,7	49,3



Parent Company balance sheet in summary	Mar 31, 2012	Mar 31, 2011	Dec 31, 2011
Assets			
Fixed assets			
Intangible assets	6,6	5,6	6,5
Tangible assets	5,2	5,7	5,9
Shares in Group companies	123,4	93,6	93,9
Receivables from Group companies	232,1	195,7	185,1
Other fixed assets	7,2	6,8	7,2
Total fixed assets	374,5	307,4	298,6
Current assets			
Accounts receivable - trade	9,1	11,5	8,4
Receivables from Group companies	49,7	39,6	41,1
Cash and cash equivalents	45,9	19,7	71,6
Other current assets	11,0	16,5	11,0
Total current assets	115,7	87,3	132,1
Total assets	490,2	394,7	430,7
Equity and liabilities			
Equity and liabilities	242,7	198,8	252,1
Untaxed reserves	13,0	19,6	13,0
Long-term liabilities	19,5	8,3	19,3
Long-term liabilities to Group companies	36,9	39,0	14,6
Accounts payable - trade	5,0	3,2	4,1
Current liabilities to Group companies	121,9	71,8	79,2
Other current liabilities	51,2	54,0	48,4
Total equity and liabilities	490,2	394,7	430,7

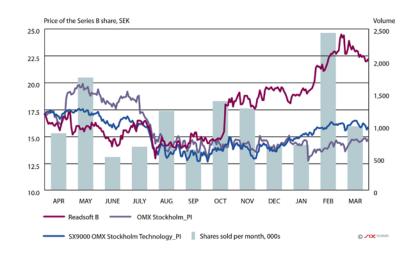


The ReadSoft share

The ReadSoft share per March 31, 2012

Market capitalization	728 SEKm
Share price	22,20 SEK
Amount of shares	32 805 940
Avarage number of traded shares per day	64 220
Highest share price during the quarter	24,50 SEK
Lowest share price during the quarter	18,10 SEK
Share price performance during the quarter	19%

Share price and trading volume April 2011-March 2012



Financial information

Interim reports, annual reports and ReadSoft's press releases can be ordered from ReadSoft AB, Södra Kyrkogatan 4, SE-252 23 Helsingborg, by phone +46 (0)42-490 21 00, e-mail: info@readsoft.com or at www.readsoft.com.

Financial calender

Interim Report January-June 2012

Interim Report January-September 2012

Year End Report January-December 2012

Interim Report January-March 2013

April 25, 2013

April 25, 2013

April 25, 2013

This Interim Report has not been audited by the auditors of ReadSoft.

Helsingborg, Sweden, April 26, 2012

The Board of Directors of ReadSoft AB (publ)

Contact

Per Åkerberg, President and CEO

Phone: +46 42-490 21 00

Johan Holmqvist, Vice President Corporate Communications

Phone: +46 42-490 21 98 or +46 708-37 66 77

Jan Bertilsson, CFO

Phone: +46 42-490 21 43 or +46 708-37 66 16

Email: firstname.lastname@readsoft.com



About ReadSoft

ReadSoft is a leading global provider of software solutions for Document Automation. ReadSoft's software enables companies to automate document processes such as data entry, classification, ERP matching, workflows, e-invoicing etc. The results are faster and less expensive document processing, and increased control. ReadSoft is by far the world's number one choice for invoice automation solutions. Specialized solution labs for SAP, Oracle, Microsoft and Capture processes ensure cutting edge solutions with great customer value. Since the start in 1991, ReadSoft has grown to a worldwide group with operations in 16 countries on five continents and a network of local and global partners. The head office is located in Helsingborg, Sweden and the ReadSoft share is traded on the NASDAQ OMX Stockholm's Small Cap list. For more information about ReadSoft, please visit www.readsoft.com.

Market

ReadSoft continues to be the one of the world's leading suppliers of document and transaction handling software. When it comes to automated invoice processing, ReadSoft is undisputedly the biggest player with more installations than the entire competition combined. The total market for automated data capture has an expected growth rate of about 13.5 percent per year and the total market is expected to reach 4.1 billion USD in 2015. ReadSoft operates within the largest section (Batch Transaction) of the capture market which is expected to grow by 8.6 percent per year 2011-2015 and have a market size of about 985 million USD. (Source: Harvey Spencer Associates).

ReadSoft has subsidiaries in 16 countries on five continents. During the first quarter it is 'Rest of EuropeOther European markets' that shows the best growth numbers with +19% over the previous year.

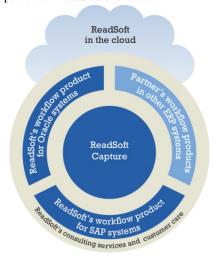
Business mission

ReadSoft's business mission is to develop, sell and rent out software which enables customers to automate document processing.

Business model

ReadSoft's revenue comes from:

- Selling and renting out software Selling and renting out licenses have a high profit margin and are therefore desirable to increase. License sales account for about a third of ReadSoft's total revenue.
- Service agreements Entitles the customer to support and upgrades. Normally, more than 95% of all service agreements are renewed and these account for about a third of the revenue.
- Service This includes installation, training, and customized programming. Services also account for about a third of the company's revenue.
- Hardware Mainly scanners sold in connection with a software deal. Accounts for about five percent of ReadSoft's revenue.



Reasons for choosing ReadSoft

ReadSoft is in a leading position in a growing market and is one of the undisputed leaders when it comes to automating document processes and document transactions. When it comes to invoice processing, ReadSoft is by far the leading player with more installations than the competition combined.



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- ReadSoft has complete, in-house solutions for handling business documents inside ERP systems from SAP® and Oracle.
- ReadSoft has a global Sales and Professional Services organization with recognized abilities to understand customers' business processes.
- ReadSoft has efficient market coverage through partners who resell the software or offer complementary products in locations where ReadSoft has not market presence of its own. This enables ReadSoft to have presence in about 70 countries.
- ReadSoft has 16 subsidiaries on five continents.

Market opportunities

- Companies will most likely invest in proven technology to increase efficiency.
- The need to enter information from incoming paper documents will increase. It will be important to quickly capture documents when they arrive.
- More rigid legislation will create a need for better document handling and control over document flows.
- As the technology for data capture evolves, there will be more areas where it can be used.
- By integrating data capture software with basic business processes like invoice and order handling, companies can completely automate their invoice handling. This reduces costs and improves cash management.

Company information

As of this interim report, ReadSoft will each quarter present different information about the company and its operations. This quarter it will be product information where ReadSoft's cloud-based solution - ReadSoft Online - is presented. Please see next page.



Product information – ReadSoft Online

In 2011 ReadSoft introduced a ground-breaking technology that allows our partners and users to capture data – **on the cloud**. That means, among other things, that you no longer need to install any software in order to get the business values of our capture solutions.

While this is in itself a technical revolution, the end result is exactly the opposite of technical – easy to learn, easy to use, and easy to buy.

Users log in to our system with their web browsers. It's similar to logging in to your bank, and we even use the same type of security protocols. Through our partnership with Microsoft, we can provide a hosted solution that runs 24/7, and is always available no matter where you are.

ReadSoft Online is built on the same foundation for data capture that serves our more than 7000 customers worldwide. It helps businesses in every segment to become more effective in handling invoices, even if they cannot justify the investment in IT and resources for a traditional solution.





It is part of ReadSoft's long-term strategy to make our technology available to everyone, everywhere. That means we have to be innovative and create solutions that are extremely accessible. As an example of how a cloud solution can help, we have customers with operations in Europe for scanning and off-shore staff in India who check and correct the invoices after they have been interpreted. And all they need to do that is their web browsers.

"Our cloud solutions are extending our reach to even more companies, both new customers and new partners. They strengthen our dominance on the invoice capture market, and help to reduce unnecessary use of paper", says ReadSoft's President and CEO, Per Åkerberg.

