

Profit and Loss, Atea Group

Currency: MNOK	2015	2016	2017	2018	2019	2020
Hardware	15,803.0	17,406.4	17,655.4	18,709.2	18,929.2	19,264.3
Software	6,047.7	7,385.7	8,167.2	9,136.9	10,572.6	12,534.2
Product sales	21,850.7	24,792.1	25,822.6	27,846.0	29,501.8	31,798.6
Services sales	6,052.4	6,394.8	6,614.1	6,862.3	7,153.0	7,704.1
Gross sales	27,903.1	31,186.9	32,436.8	34,708.3	36,654.8	39,502.7
Hardware margin (%)	13.1%	13.1%	13.4%	13.3%	12.7%	13.1%
Software margin (%)	10.1%	8.8%	8.4%	8.5%	8.0%	8.0%
Product margin (%)	12.3%	11.8%	11.8%	11.7%	11.0%	11.1%
Services margin (%)	61.4%	62.6%	63.0%	62.2%	63.0%	61.2%
Gross sales margin (%)	22.9%	22.2%	22.2%	21.7%	21.2%	20.8%
Hardware	15,803.0	17,406.4	17,655.4	18,709.2	18,929.2	19,264.3
Software	610.8	651.8	689.1	774.9	843.3	997.8
Product revenue	16,413.9	18,058.2	18,344.5	19,484.1	19,772.5	20,262.2
Services revenue	5,575.5	5,871.0	6,089.0	6,330.5	6,603.6	7,137.3
Revenue (IFRS)	21,989.4	23,929.2	24,433.5	25,814.6	26,376.1	27,399.5
Hardware	2,075.0	2,282.6	2,358.7	2,489.5	2,405.8	2,525.0
Software	610.8	651.8	689.1	774.9	843.3	997.8
Product gross profit	2,685.8	2,934.4	3,047.8	3,264.4	3,249.1	3,522.8
Services gross profit	3,716.7	4,003.4	4,168.5	4,270.1	4,508.7	4,713.4
Total gross profit	6,402.2	6,937.8	7,216.3	7,534.5	7,757.8	8,236.2
Payroll and related costs	4,592.8	4,957.4	5,067.6	5,457.4	5,657.0	5,957.0
Other operating expenses	885.6	895.9	973.6	1,016.5	765.9	782.6
Depreciation and amortization	409.4	407.2	376.5	370.3	588.2	643.0
Operating profit (EBIT)	514.4	677.3	798.6	690.3	746.7	853.5
EBIT (%)	2.3%	2.8%	3.3%	2.7%	2.8%	3.1%

2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY
5,166.3	4,689.5	4,655.2	5,701.3	20,212.4
2,912.3	4,273.0	2,074.0	3,867.6	13,127.0
8,078.6	8,962.6	6,729.2	9,569.0	33,339.4
1,920.2	1,965.6	1,796.1	2,294.3	7,976.2
9,998.8	10,928.2	8,525.3	11,863.3	41,315.6
12.3%	13.6%	13.1%	13.6%	13.2%
8.0%	5.8%	9.4%	6.9%	7.2%
10.8%	9.9%	12.0%	10.9%	10.8%
63.2%	61.1%	61.9%	57.2%	60.7%
20.8%	19.1%	22.5%	19.9%	20.4%
5,166.3	4,689.5	4,655.2	5,701.3	20,212.4
234.1	249.5	195.4	267.6	946.5
5,400.4	4,939.0	4,850.6	5,968.9	21,159.0
1,784.7	1,753.4	1,663.6	2,130.6	7,332.3
7,185.1	6,692.5	6,514.2	8,099.5	28,491.2
635.4	637.9	610.4	776.5	2,660.2
234.1	249.5	195.4	267.6	946.5
869.5	887.4	805.7	1,044.1	3,606.8
1,214.5	1,201.8	1,111.3	1,312.1	4,839.6
2,084.0	2,089.2	1,917.1	2,356.2	8,446.4
1,581.3	1,575.7	1,333.7	1,639.6	6,130.4
171.5	155.5	172.6	156.5	656.1
154.7	152.1	149.7	157.4	613.9
176.4	205.8	261.1	402.6	1,046.0
2.5%	3.1%	4.0%	5.0%	3.7%

Profit and Loss, Norway

Currency: MNOK	2015	2016	2017	2018	2019	2020
Product sales	5,581.2	6,072.0	6,443.2	6,814.8	7,302.7	7,232.4
Services sales	1,687.2	1,758.3	1,827.6	1,922.3	2,123.9	2,196.0
Gross sales	7,268.4	7,830.4	8,270.9	8,737.1	9,426.6	9,428.4
Product margin (%)	13.8%	13.2%	13.2%	13.7%	12.2%	11.6%
Services margin (%)	63.4%	63.0%	63.8%	66.1%	64.9%	64.5%
Gross sales margin (%)	25.3%	24.4%	24.4%	25.2%	24.1%	23.9%
Product revenue	4,582.0	4,817.8	5,097.3	5,390.0	5,432.3	5,296.8
Services revenue	1,555.0	1,605.4	1,661.9	1,763.0	1,943.7	2,049.3
Revenue (IFRS)	6,137.0	6,423.2	6,759.2	7,153.0	7,376.0	7,346.1
Product gross profit	772.8	804.4	852.5	933.4	889.3	841.6
Services gross profit	1,069.5	1,107.1	1,165.8	1,270.4	1,378.5	1,415.8
Total gross profit	1,842.2	1,911.4	2,018.3	2,203.8	2,267.8	2,257.4
Payroll and related costs	1,324.5	1,329.0	1,323.2	1,454.1	1,563.9	1,524.7
Other operating expenses	327.6	325.9	357.2	374.0	282.0	284.4
Depreciation and amortization	65.0	67.2	72.1	67.4	124.8	122.9
Operating profit (EBIT)	125.1	189.3	265.7	308.3	297.1	325.4
EBIT (%)	2.0%	2.9%	3.9%	4.3%	4.0%	4.4%

2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY
1,684.2	1,826.5	1,673.5	2,448.1	7,632.4
564.3	551.1	519.6	605.2	2,240.1
2,248.5	2,377.6	2,193.1	3,053.2	9,872.4
11.5%	11.9%	11.1%	10.7%	11.2%
65.8%	65.4%	65.6%	64.9%	65.4%
25.1%	24.3%	24.0%	21.4%	23.5%
1,199.4	1,262.0	1,189.2	1,529.8	5,180.5
521.6	510.3	493.7	549.1	2,074.7
1,721.0	1,772.3	1,682.9	2,079.0	7,255.2
193.8	216.7	186.1	261.4	858.0
371.3	360.6	341.1	393.0	1,466.1
565.2	577.4	527.1	654.4	2,324.1
427.0	408.0	354.2	438.1	1,627.4
58.3	55.7	59.7	43.5	217.2
29.4	29.7	27.7	29.5	116.4
50.4	84.0	85.5	143.3	363.2
2.9%	4.7%	5.1%	6.9%	5.0%

Profit and Loss, Sweden

Currency: MSEK	2015	2016	2017	2018	2019	2020
Product sales	8,592.3	9,850.5	10,404.6	12,292.9	12,996.5	13,068.5
Services sales	2,186.9	2,265.7	2,383.8	2,711.9	2,905.0	2,961.6
Gross sales	10,779.1	12,116.2	12,788.4	15,004.8	15,901.5	16,030.1
Product margin (%)	12.5%	11.7%	12.0%	11.5%	10.7%	10.8%
Services margin (%)	54.0%	57.5%	60.5%	60.3%	60.6%	56.0%
Gross sales margin (%)	20.9%	20.3%	21.0%	20.3%	19.8%	19.2%
Product revenue	5,926.6	6,661.5	6,876.0	8,157.0	8,230.3	7,812.7
Services revenue	1,947.7	2,001.6	2,130.7	2,458.4	2,664.5	2,717.4
Revenue (IFRS)	7,874.3	8,663.2	9,006.7	10,615.4	10,894.8	10,530.1
Product gross profit	1,071.1	1,156.3	1,248.6	1,414.3	1,386.4	1,417.7
Services gross profit	1,181.4	1,302.6	1,442.1	1,636.5	1,761.9	1,659.6
Total gross profit	2,252.5	2,458.9	2,690.7	3,050.9	3,148.3	3,077.3
Payroll and related costs	1,618.4	1,774.9	1,909.3	2,177.1	2,167.3	2,172.2
Other operating expenses	285.5	291.0	326.4	347.0	318.0	275.7
Depreciation and amortization	67.6	56.5	48.4	42.7	143.5	164.8
Operating profit (EBIT)	281.0	336.5	406.7	484.0	519.4	464.7
EBIT (%)	3.6%	3.9%	4.5%	4.6%	4.8%	4.4%

2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY
3,076.1	3,959.8	2,782.8	4,196.1	14,014.8
755.4	793.3	636.1	937.3	3,122.0
3,831.5	4,753.1	3,418.8	5,133.4	17,136.8
11.6%	9.4%	11.6%	10.0%	10.5%
58.7%	56.6%	58.7%	51.9%	56.1%
20.9%	17.3%	20.3%	17.6%	18.8%
1,846.6	1,901.7	1,983.8	2,426.8	8,158.9
698.9	717.5	601.2	870.2	2,887.8
2,545.5	2,619.2	2,585.0	3,297.0	11,046.7
358.2	370.8	322.3	418.8	1,470.1
443.5	449.2	373.4	486.1	1,752.1
801.7	820.0	695.7	904.9	3,222.3
570.1	588.6	448.5	621.4	2,228.5
73.3	71.5	82.5	76.1	303.3
41.3	42.0	41.6	40.4	165.3
117.1	117.9	123.0	167.0	525.1
4.6%	4.5%	4.8%	5.1%	4.8%

Profit and Loss, Denmark

Currency: MDKK	2015	2016	2017	2018	2019	2020
Product sales	4,811.1	5,185.7	5,093.0	4,762.0	4,811.2	4,748.0
Services sales	1,587.5	1,610.8	1,619.3	1,469.5	1,319.6	1,279.5
Gross sales	6,398.6	6,796.6	6,712.3	6,231.5	6,130.8	6,027.5
Product margin (%)	9.5%	9.4%	9.0%	8.5%	8.7%	8.6%
Services margin (%)	63.8%	63.8%	61.0%	56.8%	58.1%	56.2%
Gross sales margin (%)	23.0%	22.3%	21.6%	19.9%	19.3%	18.7%
Product revenue	3,876.4	3,958.7	3,645.6	3,201.2	3,169.0	2,837.0
Services revenue	1,519.8	1,547.8	1,559.2	1,400.7	1,254.5	1,205.3
Revenue (IFRS)	5,396.2	5,506.5	5,204.8	4,601.9	4,423.5	4,042.3
Product gross profit	459.5	489.1	459.6	404.2	419.8	410.3
Services gross profit	1,012.2	1,027.0	987.7	835.1	766.2	719.4
Total gross profit	1,471.7	1,516.1	1,447.3	1,239.3	1,186.0	1,129.8
Payroll and related costs	976.8	1,009.8	988.6	962.9	948.5	900.0
Other operating expenses	192.9	194.1	205.7	216.3	142.4	160.4
Depreciation and amortization	179.6	179.0	156.7	133.4	143.5	133.1
Operating profit (EBIT)	122.3	133.2	96.2	-73.2	-48.4	-63.8
EBIT (%)	2.3%	2.4%	1.8%	-1.6%	-1.1%	-1.6%

2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY
1,497.1	1,724.0	942.3	1,427.3	5,590.7
320.8	376.9	346.8	402.1	1,446.7
1,817.9	2,100.9	1,289.1	1,829.4	7,037.4
8.1%	6.9%	11.9%	10.0%	8.9%
57.1%	51.2%	49.9%	49.6%	51.8%
16.7%	14.8%	22.1%	18.7%	17.7%
1,182.9	847.7	707.4	916.1	3,654.1
305.5	315.9	302.1	379.4	1,303.0
1,488.4	1,163.6	1,009.5	1,295.5	4,957.1
121.2	118.9	111.7	143.3	495.1
183.1	192.9	173.1	199.6	748.7
304.3	311.8	284.8	342.9	1,243.8
240.3	248.6	216.8	242.5	948.2
32.0	32.4	31.1	31.8	127.3
31.8	30.6	28.8	36.3	127.5
0.2	0.2	8.2	32.3	40.8
0.0%	0.0%	0.8%	2.5%	0.8%

Profit and Loss, Finland

Currency: MEUR	2015	2016	2017	2018	2019	2020
Product sales	182.2	197.4	229.3	269.2	296.3	315.0
Services sales	25.0	28.6	31.9	31.7	35.6	38.1
Gross sales	207.1	226.0	261.2	301.0	332.0	353.0
Product margin (%)	9.5%	9.7%	9.6%	10.1%	10.0%	10.3%
Services margin (%)	58.6%	53.8%	54.1%	47.3%	51.1%	50.1%
Gross sales margin (%)	15.4%	15.3%	15.0%	14.0%	14.5%	14.6%
Product revenue	104.6	115.8	139.5	164.3	177.5	185.3
Services revenue	21.7	25.8	28.4	27.6	30.7	33.2
Revenue (IFRS)	126.3	141.6	168.0	191.9	208.2	218.4
Product gross profit	17.3	19.2	22.1	27.2	29.8	32.4
Services gross profit	14.6	15.4	17.2	15.0	18.2	19.1
Total gross profit	31.9	34.5	39.3	42.2	48.0	51.5
Payroll and related costs	22.1	24.0	25.3	26.1	30.4	31.9
Other operating expenses	7.8	7.9	8.4	8.7	8.9	8.1
Depreciation and amortization	1.2	1.3	1.0	1.2	2.2	2.6
Operating profit (EBIT)	0.9	1.4	4.6	6.2	6.4	8.8
EBIT (%)	0.7%	1.0%	2.7%	3.2%	3.1%	4.0%

2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY
97.0	65.2	66.9	70.2	299.3
9.7	9.8	9.4	11.6	40.5
106.7	74.9	76.3	81.9	339.8
8.4%	11.5%	9.8%	10.9%	10.0%
52.6%	53.3%	57.8%	53.5%	54.2%
12.4%	16.9%	15.7%	16.9%	15.2%
48.3	46.7	44.7	50.7	190.4
8.7	8.8	8.7	10.9	37.1
57.0	55.5	53.5	61.6	227.5
8.1	7.5	6.5	7.6	29.8
5.1	5.2	5.4	6.2	22.0
13.3	12.7	12.0	13.9	51.8
8.6	8.2	7.5	8.7	33.1
1.9	1.9	1.7	1.9	7.4
0.7	0.7	0.7	0.7	2.8
2.0	1.8	2.1	2.6	8.5
3.5%	3.2%	3.9%	4.2%	3.7%

Profit and Loss, Baltics

Currency: MEUR	2015	2016	2017	2018	2019	2020
Product sales	76.0	81.6	84.5	86.4	89.5	90.8
Services sales	29.3	28.2	31.3	33.4	38.3	37.2
Gross sales	105.3	109.9	115.7	119.8	127.8	128.1
Product margin (%)	12.6%	12.4%	11.4%	11.1%	9.6%	10.2%
Services margin (%)	49.3%	56.4%	57.5%	57.5%	60.4%	63.9%
Gross sales margin (%)	22.8%	23.7%	23.9%	24.0%	24.8%	25.8%
Product revenue	62.7	68.8	71.4	74.5	72.4	75.3
Services revenue	28.7	27.5	30.5	32.7	37.2	36.2
Revenue (IFRS)	91.4	96.3	102.0	107.2	109.6	111.5
Product gross profit	9.6	10.1	9.7	9.6	8.6	9.3
Services gross profit	14.4	15.9	18.0	19.2	23.2	23.8
Total gross profit	24.0	26.0	27.6	28.8	31.7	33.1
Payroll and related costs	15.1	16.4	17.0	17.8	19.6	19.7
Other operating expenses	3.6	3.3	4.2	4.1	4.0	3.8
Depreciation and amortization	4.4	3.8	3.9	3.9	4.4	4.7
Operating profit (EBIT)	0.9	2.5	2.5	2.9	3.9	4.8
EBIT (%)	1.0%	2.6%	2.4%	2.7%	3.5%	4.3%

2021 Q1	2021 Q2	2021 Q3	2021 Q4	2021 FY
20.3	19.8	21.1	34.0	95.3
9.4	9.9	10.5	13.1	42.9
29.7	29.7	31.6	47.2	138.2
10.1%	12.0%	12.5%	13.0%	12.1%
68.3%	66.7%	64.0%	60.4%	64.5%
28.5%	30.2%	29.6%	26.2%	28.3%
15.7	17.4	19.0	29.7	81.7
9.0	9.6	10.3	12.7	41.6
24.7	27.0	29.2	42.4	123.3
2.1	2.4	2.6	4.4	11.5
6.4	6.6	6.7	7.9	27.6
8.5	9.0	9.3	12.4	39.1
5.4	5.6	5.6	6.8	23.4
0.9	0.9	1.3	1.7	4.8
1.3	1.3	1.3	1.4	5.3
0.9	1.1	1.2	2.5	5.7
3.7%	4.0%	4.1%	5.9%	4.6%