

ATEA

Q3 2017 PRESENTATION

19 OCTOBER 2017

Highlights – Q3 2017

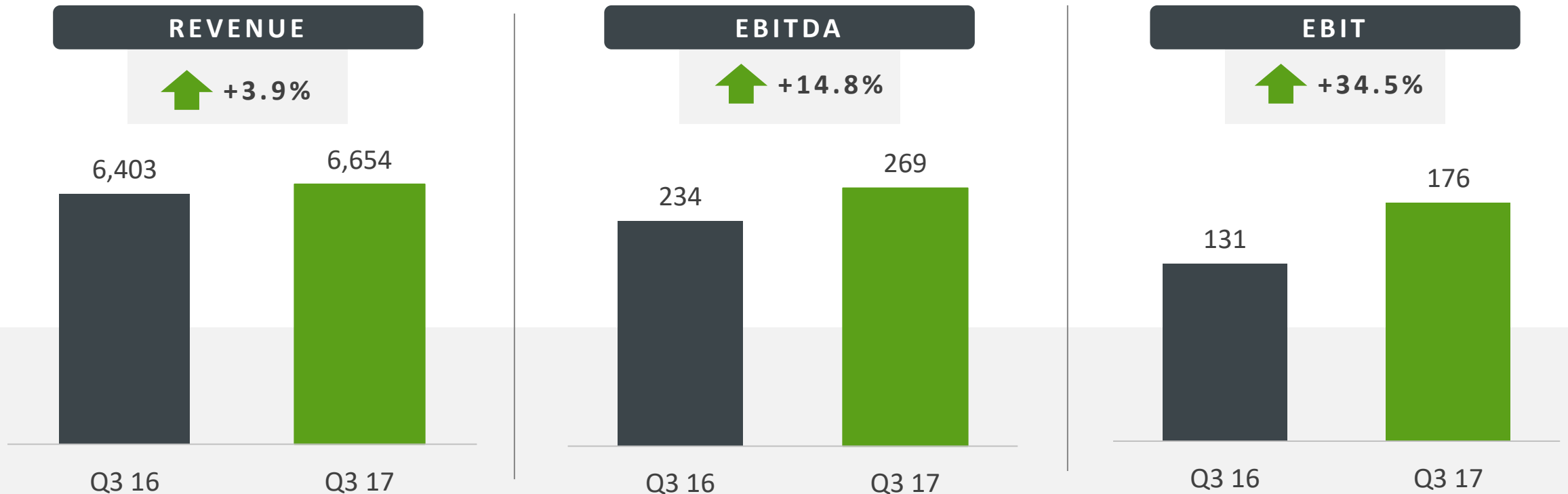
Strong growth in operating profit, driven by Norway, Sweden and Finland

- ✓ **REVENUE of NOK 6.7 billion (up 3.9%)**
Change in currency rates positively impacts revenue growth by 0.9%
- ✓ **EBITDA of NOK 269 million (up 14.8%)**
EBITDA margin of 4.0%, from 3.7% last year
- ✓ **EBIT of NOK 176 million (up 34.5%)**
- ✓ **Operating cash flow of NOK 189 million**
Increase from NOK 151 million last year



Financial summary (NOK million)

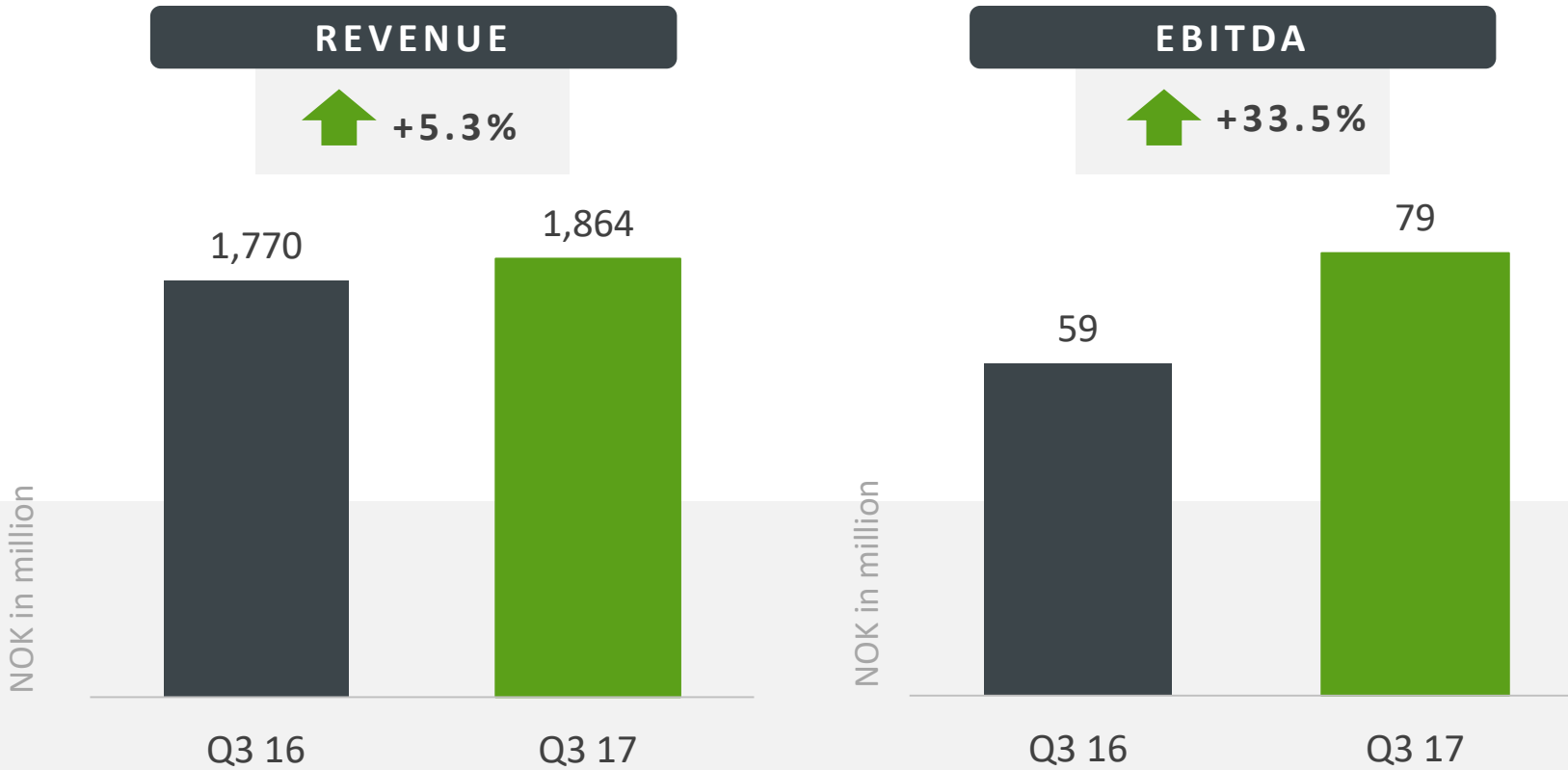
Increased sales of services and higher gross margin drive improved profitability



Note: Currency exchange rates have a positive impact on revenue growth rates of 0.9% in the third quarter of 2017

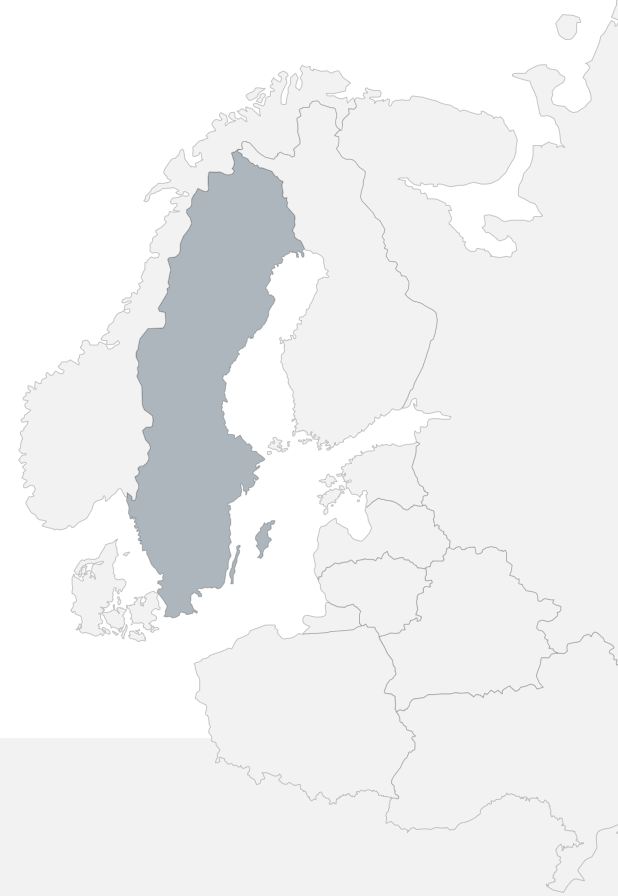
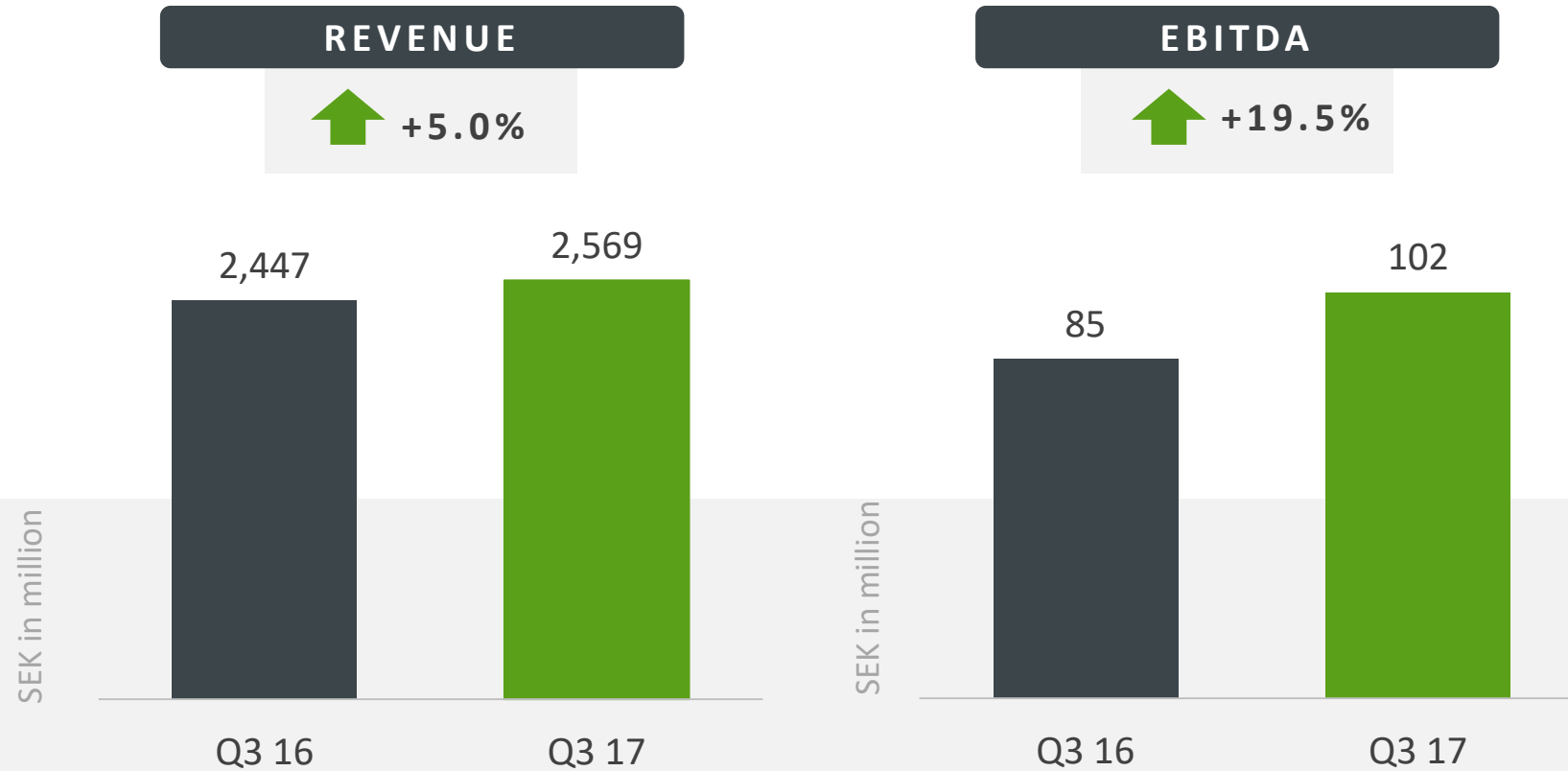
Norway

Rapid growth in EBITDA, based on higher service revenue and lower headcount



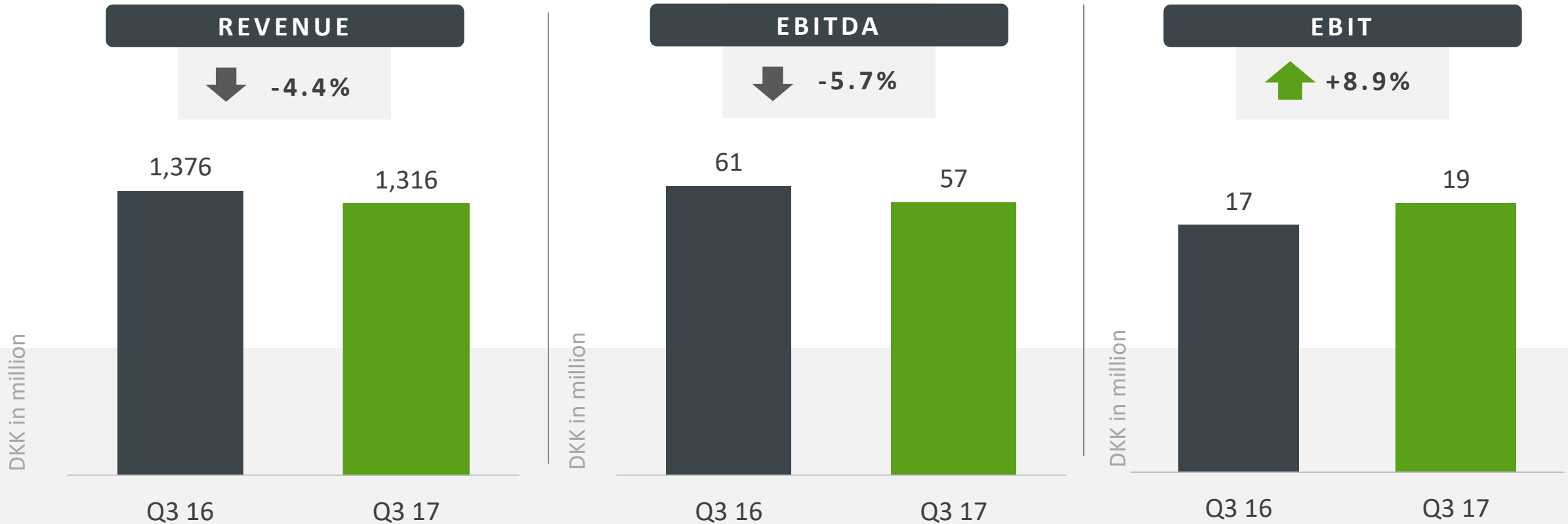
Sweden

Growth in sales of services drives strong revenue and EBITDA performance



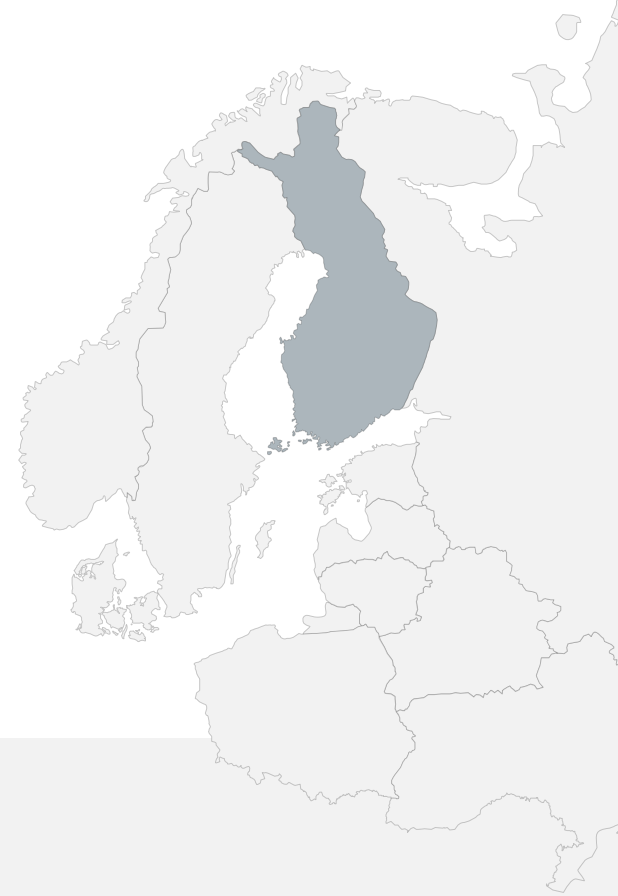
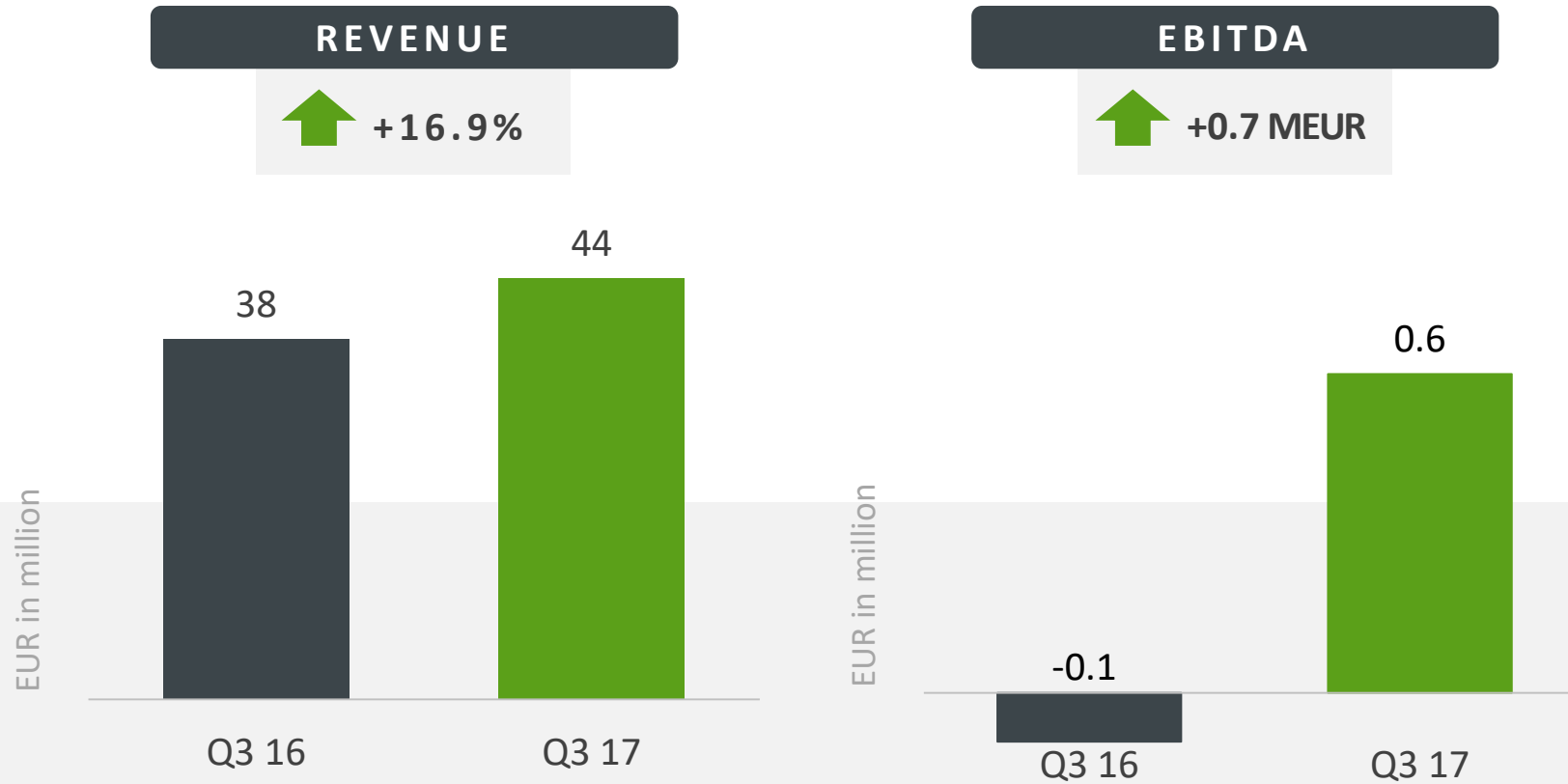
Denmark

Lower revenue offset by reduced headcount and lower operating expenses.
EBIT ahead of guidance from prior quarterly presentation.



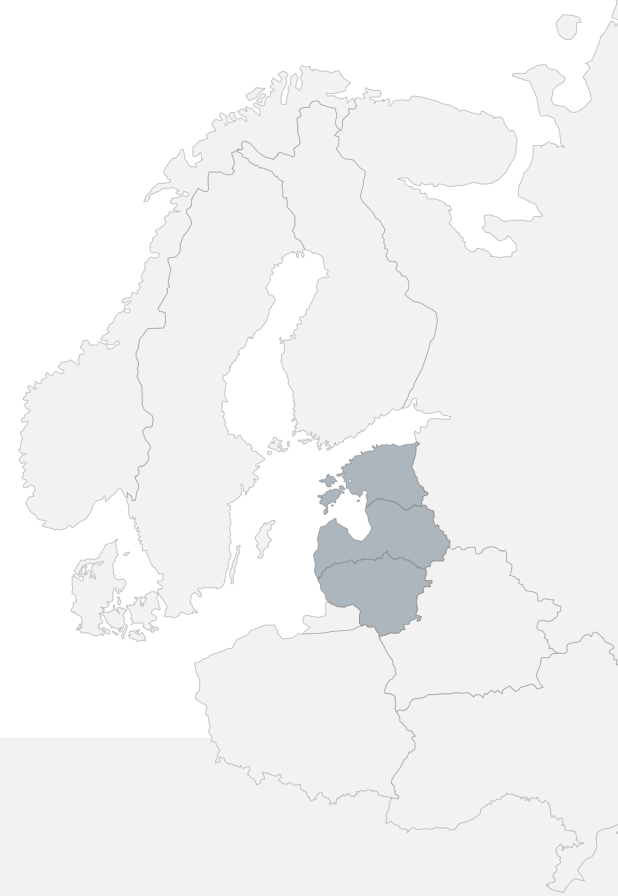
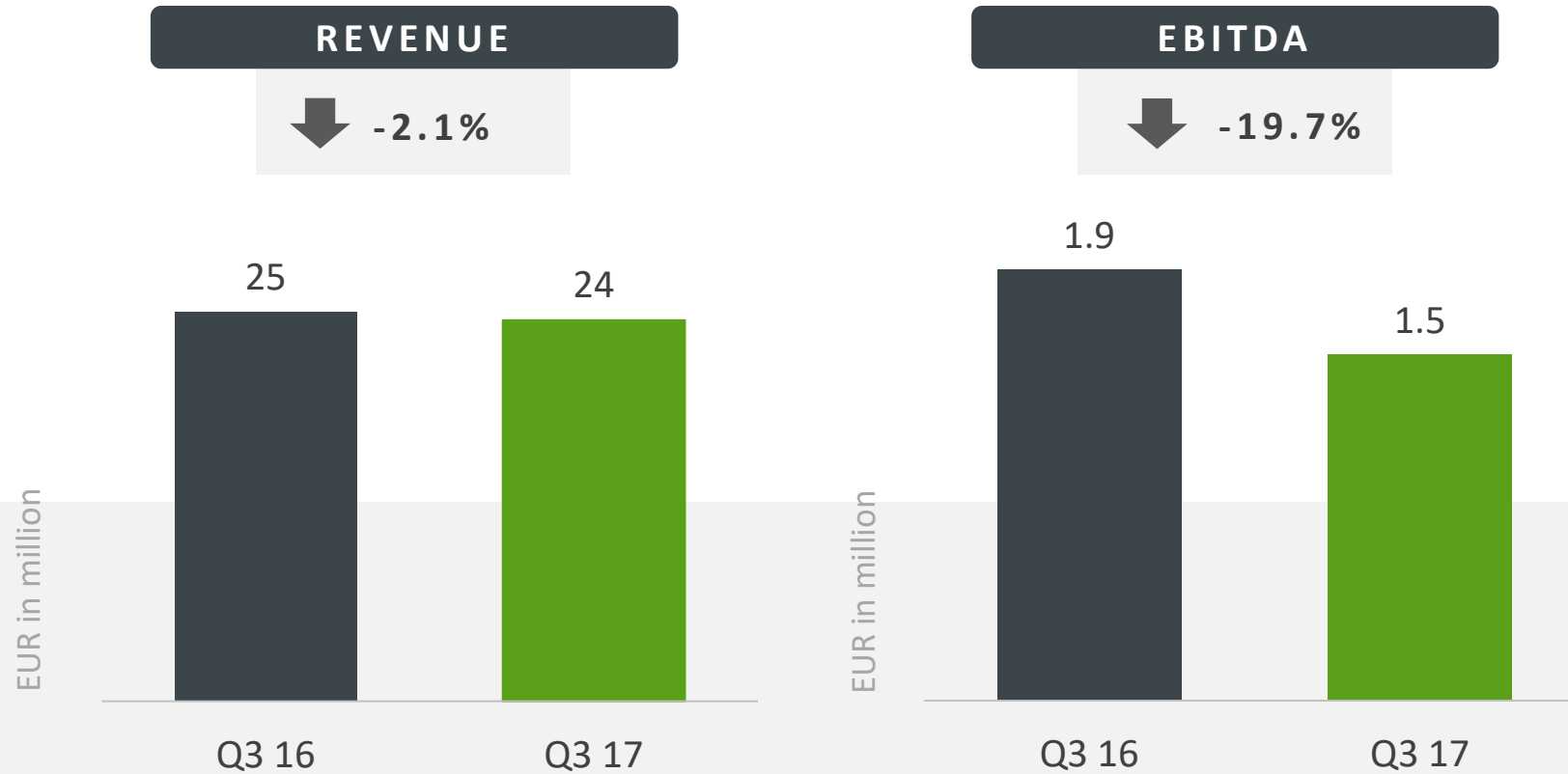
Finland

High growth in revenue and improved margins drive profit turnaround



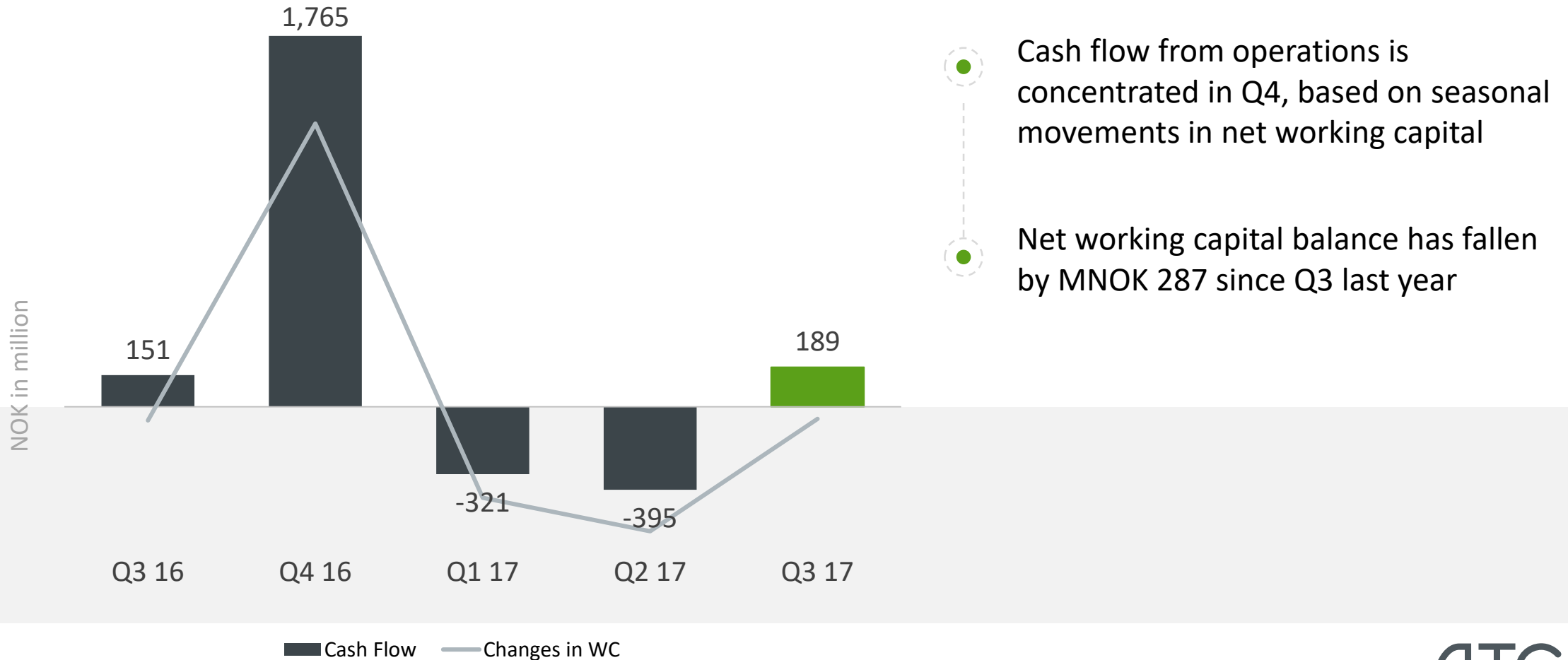
Baltics

EBITDA falls based on lower sales and higher operating expenses



Cash flow from operations

Cash flow from operations of MNOK 189, up from MNOK 151 last year



Status of Denmark improvement strategy

Action Plan

(from Q2 presentation – July 2017)

Denmark: improvement strategy

Actions to reduce cost base:

- Hiring freeze implemented early Q2
- Headcount falls by 40 during Q2 (another 20 to leave during Q3)
- Tight control of other expenses

Strategy to improve profitability of sales mix:

- Tighter screening of low margin deals
- Speed up transformation process to align with Atea Group strategy in solutions selling by focusing around customers vs. products

Target:

- Reduction in operating expenses of MDKK 12 per quarter by Q4
- Complete transformation of organization in H2 2017
- EBIT Q3 2017 in line with Q3 2016
- EBIT growth in 2018 – in line with group

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Status – October 2017

Actions

- ✓ Headcount falls by 78 below peak at end-Q1 2017
- ✓ Total operating expenses in Q3 fall by 5% from prior year *
- ✓ EBIT result in Q3 ahead of target
- ✓ New organization will be implemented by January 1, 2018

Target

- Reduction in operating expenses in Q4 on track to exceed original estimates
- In Q4, cost reduction will not be sufficient to offset lower revenue, implying lower EBIT
- EBIT growth in 2018 - in line with group

* Includes depreciation and amortization costs

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Legal case in Denmark

Current status

- Court case started October 10
- Name ban lifted on seven individuals indicted in case, including four former Atea employees
- As a company Atea in Denmark is legally responsible for actions committed by employees, one potential outcome is that Atea Denmark may be convicted if the employees are found guilty
- Possible penalty to Atea in the event of a conviction is expected to be announced by the court during Q4
- Verdict in case expected during February 2018
- Atea has implemented a comprehensive self-cleaning process and compliance system in accordance with laws governing suppliers to the public sector, thereby securing that Atea cannot automatically be excluded from public procurement in the event of conviction

Strategic initiatives to improve profitability

LEVERAGE GROUP FUNCTIONS TO REDUCE OPERATING COST



Supply chain
Nearshoring
Group IT

STRENGTHEN CAPABILITIES IN HIGHER VALUE ADDED PRODUCTS AND SERVICES



Security
Hybrid cloud
Business intelligence
Internet of things
Networking

COUNTRY INITIATIVES TO IMPROVE MARGINS AND PRODUCTIVITY



Service growth
Service efficiency
Solution selling
Operating expenses

Summary – Q3 2017

Strong growth in operating profit and improved cash flow

REVENUE Revenue of NOK 6.7 billion, up 3.9%

EBITDA EBITDA of NOK 269 million, up 14.8%

EBIT EBIT of NOK 176 million, up 34.5%

CASH FLOW Cash flow from operations of NOK 189 million, up from NOK 151 million last year

* Currency exchange rates have a positive impact on revenue growth rates of 0.9% in the third quarter of 2017



ATER

Specialists in IT infrastructure

ATEA

Q3 2017

FACT PACK

Highlights - Group

NOK in million	Q3 2017	Q3 2016	YTD 2017	YTD 2016	Full year 2016
Group revenue	6,654	6,403	22,423	22,092	31,188
Gross margin (%)	24.2%	23.5%	22.7%	22.5%	22.2%
EBITDA	269	234	687	631	1,085
EBITDA margin (%)	4.0%	3.7%	3.1%	2.9%	3.5%
EBIT	176	131	407	320	677
Net profit	124	93	278	221	512
Earnings per share (NOK)	1.17	0.88	2.61	2.11	4.87
Diluted earnings per share (NOK)	1.15	0.87	2.57	2.08	4.80
Cash flow from operations	189	151	-527	-360	1,404
Free cash flow	125	39	-720	-632	1,075

	30 Sep 2017	30 Sep 2016	31 Dec 2016
Net financial position	-1,347	-1,727	-350
Liquidity reserve	1,505	775	2,362
Working capital	-321	-34	-1,385
Working capital in relation to annualized revenue (%)	-1.1%	-0.1%	-4.4%
Equity ratio (%)	25.8%	26.4%	23.8%
Number of full-time employees	6,861	6,801	6,882

Consolidated statement of financial position - Group

CURRENCY: MNOK	30 Sep 2017	30 Sep 2016	31 Dec 2016
ASSETS			
Property, plant and equipment	632	699	682
Deferred tax assets	547	551	563
Goodwill	3,742	3,606	3,658
Other intangible assets	273	305	294
Other non-current receivables	19	12	7
Non-current assets	5,213	5,172	5,205
Inventories	694	654	608
Trade receivables	4,303	3,912	5,975
Other current receivables	1,108	846	788
Cash and cash equivalents	52	154	880
Current assets	6,156	5,566	8,251
TOTAL ASSETS	11,370	10,739	13,456
EQUITY AND LIABILITIES			
Equity	2,928	2,832	3,200
Interest-bearing long-term liabilities	136	1,094	1,079
Other non-current liabilities	14	17	17
Deferred tax liabilities	257	221	253
Non-current liabilities	407	1,332	1,348
Trade payables	3,776	3,219	5,835
Interest-bearing current liabilities	1,263	787	152
Other current liabilities	2,996	2,569	2,921
Current liabilities	8,035	6,575	8,908
TOTAL LIABILITIES	8,442	7,907	10,256
TOTAL EQUITY AND LIABILITIES	11,370	10,739	13,456

Full-time employees - Group

FTEs, end of period	30 Sep 2017	30 Sep 2016
Norway	1,576	1,607
Sweden	2,170	2,023
Denmark	1,504	1,562
Finland	333	328
Baltics	685	716
Logistics	219	214
Atea Global Services	365	342
Atea ASA	9	9
Atea Group	6,861	6,801

Financial performance actual – Segment

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Norway	1,730.9	1,881.6	1,769.8	2,448.2	1,734.8	1,910.0	1,863.6
Sweden	2,878.9	3,456.0	2,373.3	3,193.5	2,690.0	3,408.7	2,521.8
Denmark	1,785.7	2,403.8	1,714.9	2,578.4	2,010.8	2,257.7	1,659.7
Finland	681.1	507.3	349.4	562.6	760.5	632.7	417.2
The Baltics	224.6	211.6	232.3	352.4	193.0	238.4	228.5
Group Shared Services	1,085.0	1,126.7	1,204.0	1,361.4	1,026.5	1,091.7	1,223.3
Eliminations	-1,139.9	-1,144.6	-1,241.1	-1,400.6	-1,055.9	-1,130.7	-1,260.5
Other income	0.1	0.1	0.4	0.3	0.2	0.2	0.3
Operating revenues group total	7,246.4	8,442.4	6,402.9	9,096.2	7,360.0	8,408.7	6,653.9
Norway	18.6	36.7	41.6	92.4	37.1	49.4	60.3
Sweden	66.2	78.4	69.1	116.8	71.1	93.5	88.9
Denmark	13.1	-2.0	21.5	133.6	9.0	-17.5	23.1
Finland	6.9	3.0	-4.8	7.8	9.0	10.0	3.5
The Baltics	0.8	2.0	7.5	13.2	0.0	2.7	5.1
Group Shared Services	-3.6	-0.5	10.2	10.2	-1.9	4.8	9.7
Operating profit before group cost (EBIT)	102.0	117.6	145.1	374.0	124.3	142.9	190.6
Group cost	-14.2	-16.6	-14.2	-16.5	-18.8	-17.7	-14.6
Operating profit (EBIT)	87.8	101.0	130.9	357.5	105.5	125.2	176.1
Financial income	52.8	83.3	30.1	36.6	62.8	46.8	49.4
Financial expenses	70.9	99.7	48.2	44.2	82.2	65.7	66.7
Net finance	-18.1	-16.5	-18.1	-7.6	-19.4	-19.0	-17.3
Profit before taxes (EBT)	69.7	84.6	112.7	350.0	86.0	106.2	158.8
Tax	10.6	14.9	20.1	59.5	17.0	21.9	34.3
Profit for the period	59.1	69.7	92.6	290.5	69.1	84.3	124.5

Financial performance pro forma – Segment

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Norway	1,730.9	1,881.6	1,769.8	2,448.2	1,734.8	1,910.0	1,863.6
Sweden	2,886.3	3,456.0	2,373.2	3,193.4	2,690.0	3,408.7	2,521.8
Denmark	1,785.7	2,403.8	1,714.9	2,578.4	2,010.8	2,257.7	1,659.7
Finland	681.1	507.3	349.4	562.6	760.5	632.7	417.2
The Baltics	224.6	211.6	232.3	352.4	193.0	238.4	228.5
Group Shared Services	1,085.0	1,126.7	1,204.0	1,361.4	1,026.5	1,091.7	1,223.3
Eliminations	-1,139.9	-1,144.6	-1,241.1	-1,400.6	-1,055.9	-1,130.7	-1,260.5
Other income	0.4	0.1	0.4	0.3	0.2	0.2	0.3
Operating revenues group total	7,254.0	8,442.3	6,402.8	9,096.1	7,360.0	8,408.7	6,653.9
Norway	18.6	36.7	41.6	92.4	37.1	49.4	60.3
Sweden	66.7	78.4	69.1	116.8	71.1	93.5	88.9
Denmark	13.1	-2.0	21.5	133.6	9.0	-17.5	23.1
Finland	6.9	3.0	-4.8	7.8	9.0	10.0	3.5
The Baltics	0.8	2.0	7.5	13.2	0.0	2.7	5.1
Group Shared Services	-3.6	-0.5	10.2	10.2	-1.9	4.8	9.7
Operating profit before group cost (EBIT)	102.4	117.6	145.1	374.0	124.3	142.9	190.6
Group cost	-14.2	-16.6	-14.2	-16.5	-18.8	-17.7	-14.6
Operating profit (EBIT)	88.2	101.0	130.9	357.5	105.5	125.2	176.1
Financial income	64.4	81.9	41.0	15.5	62.8	46.8	49.4
Financial expenses	82.5	96.7	59.1	24.7	82.2	65.7	66.7
Net finance	-18.1	-14.8	-18.1	-9.2	-19.4	-19.0	-17.3
Profit before taxes (EBT)	70.1	86.2	112.7	348.4	86.0	106.2	158.8
Tax	10.6	14.9	20.1	59.5	17.0	21.9	34.3
Profit for the period	59.5	71.3	92.6	288.8	69.1	84.3	124.5

Income statement actual - Group (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	4,011.9	4,205.7	4,129.7	5,464.3	4,049.9	4,085.5	4,067.0
Software revenue	1,766.8	2,697.6	932.5	2,013.7	1,839.4	2,789.5	1,131.4
Products revenue	5,778.7	6,903.3	5,062.2	7,478.0	5,889.3	6,875.0	5,198.4
Total services revenue	1,467.6	1,539.0	1,340.4	1,617.9	1,470.4	1,533.5	1,455.2
Other income	0.1	0.1	0.4	0.3	0.2	0.2	0.3
Revenue	7,246.4	8,442.4	6,402.9	9,096.2	7,360.0	8,408.7	6,653.9
Margin	1,698.2	1,770.6	1,503.9	1,965.9	1,694.0	1,784.8	1,610.9
Hardware margin (%)	13.5%	13.5%	12.7%	12.8%	13.5%	13.6%	12.7%
Software margin (%)	9.6%	6.6%	13.5%	9.1%	8.9%	6.8%	12.1%
Product margin (%)	12.3%	10.8%	12.9%	11.8%	12.1%	10.9%	12.6%
Total services margin (%)	67.2%	66.7%	63.5%	67.0%	66.8%	67.7%	65.8%
Total products and services margin (%)	23.4%	21.0%	23.5%	21.6%	23.0%	21.2%	24.2%
Personnel costs	1,253.7	1,305.7	1,070.4	1,288.8	1,250.8	1,318.5	1,110.8
Other operating expenses	235.1	249.6	189.1	217.8	229.7	235.8	227.6
EBITDA (adjusted)	209.4	215.3	244.5	459.4	213.5	230.6	272.4
EBITDA (adjusted) (%)	2.9%	2.5%	3.8%	5.0%	2.9%	2.7%	4.1%
Expenses/income related to acquisitions	4.5	0.7	0.0	0.0	0.0	0.0	0.0
Share based compensation	12.1	10.3	10.3	6.1	14.7	10.8	3.6
EBITDA	192.9	204.2	234.2	453.2	198.8	219.7	268.8
Depreciation and amortization	93.1	92.6	93.3	86.4	84.6	86.9	85.2
Amortization related to acquisitions	11.9	10.7	9.9	9.3	8.7	7.7	7.6
Operating profit (EBIT)	87.8	101.0	130.9	357.5	105.5	125.2	176.1

Income statement pro forma - Group (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	4,013.7	4,205.7	4,129.7	5,464.3	4,049.9	4,085.5	4,067.0
Software revenue	1,766.8	2,697.6	932.5	2,013.7	1,839.4	2,789.5	1,131.4
Products revenue	5,780.4	6,903.3	5,062.2	7,478.0	5,889.3	6,875.0	5,198.4
Total services revenue	1,473.2	1,538.9	1,340.3	1,617.8	1,470.4	1,533.5	1,455.2
Other income	0.4	0.1	0.4	0.3	0.2	0.2	0.3
Revenue	7,254.0	8,442.3	6,402.8	9,096.1	7,360.0	8,408.7	6,653.9
Margin	1,702.9	1,770.5	1,503.9	1,965.9	1,694.0	1,784.8	1,610.9
Hardware margin (%)	13.5%	13.5%	12.7%	12.8%	13.5%	13.6%	12.7%
Software margin (%)	9.6%	6.6%	13.5%	9.1%	8.9%	6.8%	12.1%
Product margin (%)	12.3%	10.8%	12.9%	11.8%	12.1%	10.9%	12.6%
Total services margin (%)	67.2%	66.7%	63.5%	67.0%	66.8%	67.7%	65.8%
Total products and services margin (%)	23.5%	21.0%	23.5%	21.6%	23.0%	21.2%	24.2%
Personnel costs	1,257.2	1,305.7	1,070.3	1,288.8	1,250.8	1,318.5	1,110.8
Other operating expenses	235.8	249.6	189.1	217.7	229.7	235.8	227.6
EBITDA (adjusted)	210.0	215.3	244.5	459.3	213.5	230.6	272.4
EBITDA (adjusted) (%)	2.9%	2.5%	3.8%	5.0%	2.9%	2.7%	4.1%
Expenses/income related to acquisitions	4.5	0.7	0.0	0.0	0.0	0.0	0.0
Share based compensation	12.1	10.3	10.3	6.1	14.7	10.8	3.6
EBITDA	193.4	204.2	234.1	453.2	198.8	219.7	268.8
Depreciation and amortization	93.3	92.6	93.3	86.4	84.6	86.9	85.2
Amortization related to acquisitions	11.9	10.7	9.9	9.3	8.7	7.7	7.6
Operating profit (EBIT)	88.2	101.0	130.9	357.5	105.5	125.2	176.1

Income statement actual – Norway (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	936.3	1,090.3	1,108.5	1,525.2	977.2	1,055.7	1,147.9
Software revenue	359.8	347.8	253.0	451.3	313.2	405.8	280.9
Products revenue	1,296.1	1,438.0	1,361.4	1,976.5	1,290.4	1,461.4	1,428.8
Total services revenue	434.8	443.5	408.3	471.7	444.4	448.6	434.9
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	1,730.9	1,881.6	1,769.8	2,448.2	1,734.8	1,910.0	1,863.6
Margin	455.0	463.9	429.1	563.5	486.7	480.5	453.9
Product margin (%)	14.2%	13.5%	13.2%	12.5%	15.4%	13.1%	12.5%
Total services margin (%)	62.2%	61.0%	61.1%	67.1%	64.9%	64.4%	63.4%
Total products and services margin (%)	26.3%	24.7%	24.2%	23.0%	28.1%	25.2%	24.4%
Personnel costs	340.7	330.3	285.6	364.4	339.6	326.7	292.7
Other operating expenses	74.2	79.0	81.9	86.4	89.4	85.4	81.3
EBITDA (adjusted)	40.1	54.7	61.6	112.7	57.7	68.4	79.9
EBITDA (adjusted) (%)	2.3%	2.9%	3.5%	4.6%	3.3%	3.6%	4.3%
Expenses/income related to acquisitions	4.5	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	2.2	1.9	2.2	1.6	3.3	1.8	0.7
EBITDA	33.4	52.8	59.3	111.1	54.4	66.5	79.2
Depreciation and amortization	13.0	14.3	16.0	17.4	16.4	16.7	18.4
Amortization related to acquisitions	1.8	1.8	1.7	1.3	1.0	0.4	0.4
Operating profit (EBIT)	18.6	36.7	41.6	92.4	37.1	49.4	60.3

Income statement pro forma – Norway (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	936.3	1,090.3	1,108.5	1,525.2	977.2	1,055.7	1,147.9
Software revenue	359.8	347.8	253.0	451.3	313.2	405.8	280.9
Products revenue	1,296.1	1,438.0	1,361.4	1,976.5	1,290.4	1,461.4	1,428.8
Total services revenue	434.8	443.5	408.3	471.7	444.4	448.6	434.9
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	1,730.9	1,881.6	1,769.8	2,448.2	1,734.8	1,910.0	1,863.6
Margin	455.0	463.9	429.1	563.5	486.7	480.5	453.9
Product margin (%)	14.2%	13.5%	13.2%	12.5%	15.4%	13.1%	12.5%
Total services margin (%)	62.2%	61.0%	61.1%	67.1%	64.9%	64.4%	63.4%
Total products and services margin (%)	26.3%	24.7%	24.2%	23.0%	28.1%	25.2%	24.4%
Personnel costs	340.7	330.3	285.6	364.4	339.6	326.7	292.7
Other operating expenses	74.2	79.0	81.9	86.4	89.4	85.4	81.3
EBITDA (adjusted)	40.1	54.7	61.6	112.7	57.7	68.4	79.9
EBITDA (adjusted) (%)	2.3%	2.9%	3.5%	4.6%	3.3%	3.6%	4.3%
Expenses/income related to acquisitions	4.5	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	2.2	1.9	2.2	1.6	3.3	1.8	0.7
EBITDA	33.4	52.8	59.3	111.1	54.4	66.5	79.2
Depreciation and amortization	13.0	14.3	16.0	17.4	16.4	16.7	18.4
Amortization related to acquisitions	1.8	1.8	1.7	1.3	1.0	0.4	0.4
Operating profit (EBIT)	18.6	36.7	41.6	92.4	37.1	49.4	60.3

Income statement actual – Denmark (DKK million)

DKK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	820.3	903.2	891.6	1,320.2	965.3	782.8	756.4
Software revenue	225.5	628.9	134.7	338.7	319.1	643.4	188.6
Products revenue	1,045.8	1,532.1	1,026.4	1,658.9	1,284.4	1,426.2	945.0
Total services revenue	352.8	381.7	349.9	449.1	379.8	368.7	370.6
Other income	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Revenue	1,398.6	1,913.8	1,376.2	2,108.0	1,664.2	1,794.9	1,315.5
Margin	353.8	371.6	336.0	454.7	356.0	352.8	322.3
Product margin (%)	10.8%	7.5%	10.5%	10.1%	8.8%	7.9%	9.8%
Total services margin (%)	68.3%	67.4%	65.1%	63.9%	63.8%	65.2%	62.1%
Total products and services margin (%)	25.3%	19.4%	24.4%	21.6%	21.4%	19.7%	24.5%
Personnel costs	245.0	276.6	228.3	254.0	259.9	274.8	215.5
Other operating expenses	51.3	49.5	45.6	47.7	47.4	51.8	49.2
EBITDA (adjusted)	57.5	45.5	62.1	153.0	48.7	26.2	57.5
EBITDA (adjusted) (%)	4.1%	2.4%	4.5%	7.3%	2.9%	1.5%	4.4%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	1.9	1.8	1.5	0.7	0.9	0.4	0.3
EBITDA	55.6	43.7	60.6	152.3	47.8	25.8	57.1
Depreciation and amortization	40.4	40.7	39.1	40.6	35.9	35.7	34.1
Amortization related to acquisitions	4.9	4.4	4.4	4.4	4.4	4.4	4.4
Operating profit (EBIT)	10.2	-1.4	17.1	107.3	7.4	-14.4	18.6

Income statement pro forma – Denmark (DKK million)

DKK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	820.3	903.2	891.6	1,320.2	965.3	782.8	756.4
Software revenue	225.5	628.9	134.7	338.7	319.1	643.4	188.6
Products revenue	1,045.8	1,532.1	1,026.4	1,658.9	1,284.4	1,426.2	945.0
Total services revenue	352.8	381.7	349.9	449.1	379.8	368.7	370.6
Other income	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Revenue	1,398.6	1,913.8	1,376.2	2,108.0	1,664.2	1,794.9	1,315.5
Margin	353.8	371.6	336.0	454.7	356.0	352.8	322.3
Product margin (%)	10.8%	7.5%	10.5%	10.1%	8.8%	7.9%	9.8%
Total services margin (%)	68.3%	67.4%	65.1%	63.9%	63.8%	65.2%	62.1%
Total products and services margin (%)	25.3%	19.4%	24.4%	21.6%	21.4%	19.7%	24.5%
Personnel costs	245.0	276.6	228.3	254.0	259.9	274.8	215.5
Other operating expenses	51.3	49.5	45.6	47.7	47.4	51.8	49.2
EBITDA (adjusted)	57.5	45.5	62.1	153.0	48.7	26.2	57.5
EBITDA (adjusted) (%)	4.1%	2.4%	4.5%	7.3%	2.9%	1.5%	4.4%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	1.9	1.8	1.5	0.7	0.9	0.4	0.3
EBITDA	50.6	43.7	60.6	152.3	47.8	25.8	57.1
Depreciation and amortization	45.4	45.1	43.5	45.0	40.3	40.1	38.5
Amortization related to acquisitions	4.9	4.4	4.4	4.4	4.4	4.4	4.4
Operating profit (EBIT)	10.2	-1.4	17.1	107.3	7.4	-14.4	18.6

Income statement actual – Denmark (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,047.3	1,132.5	1,113.4	1,618.4	1,166.4	990.8	952.4
Software revenue	288.0	792.7	165.0	411.6	385.6	802.1	241.4
Products revenue	1,335.3	1,925.2	1,278.4	2,030.1	1,551.9	1,792.9	1,193.9
Total services revenue	450.4	478.5	436.5	548.4	458.9	464.7	465.8
Other income	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Revenue	1,785.7	2,403.8	1,714.9	2,578.5	2,010.8	2,257.7	1,659.7
Margin	451.7	465.7	419.2	555.6	430.1	444.6	405.5
Product margin (%)	10.8%	7.4%	10.6%	10.1%	8.8%	7.9%	9.7%
Total services margin (%)	68.3%	67.4%	65.1%	63.8%	63.8%	65.2%	62.1%
Total products and services margin (%)	25.3%	19.4%	24.4%	21.5%	21.4%	19.7%	24.4%
Personnel costs	312.8	346.9	284.7	308.6	314.1	345.8	271.7
Other operating expenses	65.5	62.0	56.9	57.9	57.2	65.2	61.9
EBITDA (adjusted)	73.4	56.8	77.7	189.1	58.8	33.6	71.9
EBITDA (adjusted) (%)	4.1%	2.4%	4.5%	7.3%	2.9%	1.5%	4.3%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	2.4	2.2	1.9	0.8	1.1	0.6	0.4
EBITDA	71.0	54.6	75.8	188.3	57.7	33.0	71.5
Depreciation and amortization	51.6	51.1	48.8	49.3	43.4	45.0	42.9
Amortization related to acquisitions	6.3	5.5	5.5	5.3	5.3	5.5	5.5
Operating profit (EBIT)	13.1	-2.0	21.5	133.6	9.0	-17.5	23.1

Income statement pro forma – Denmark (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,047.3	1,132.5	1,113.4	1,618.4	1,166.4	990.8	952.4
Software revenue	288.0	792.7	165.0	411.6	385.6	802.1	241.4
Products revenue	1,335.3	1,925.2	1,278.4	2,030.1	1,551.9	1,792.9	1,193.9
Total services revenue	450.4	478.5	436.5	548.4	458.9	464.7	465.8
Other income	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Revenue	1,785.7	2,403.8	1,714.9	2,578.5	2,010.8	2,257.7	1,659.7
Margin	451.7	465.7	419.2	555.6	430.1	444.6	405.5
Product margin (%)	10.8%	7.4%	10.6%	10.1%	8.8%	7.9%	9.7%
Total services margin (%)	68.3%	67.4%	65.1%	63.8%	63.8%	65.2%	62.1%
Total products and services margin (%)	25.3%	19.4%	24.4%	21.5%	21.4%	19.7%	24.4%
Personnel costs	312.8	346.9	284.7	308.6	314.1	345.8	271.7
Other operating expenses	65.5	62.0	56.9	57.9	57.2	65.2	61.9
EBITDA (adjusted)	73.4	56.8	77.7	189.1	58.8	33.6	71.9
EBITDA (adjusted) (%)	4.1%	2.4%	4.5%	7.3%	2.9%	1.5%	4.3%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	2.4	2.2	1.9	0.8	1.1	0.6	0.4
EBITDA	71.0	54.6	75.8	188.3	57.7	33.0	71.5
Depreciation and amortization	51.6	51.1	48.8	49.3	43.4	45.0	42.9
Amortization related to acquisitions	6.3	5.5	5.5	5.3	5.3	5.5	5.5
Operating profit (EBIT)	13.1	-2.0	21.5	133.6	9.0	-17.5	23.1

Income statement actual – Sweden (SEK million)

SEK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,591.3	1,582.9	1,590.9	1,858.7	1,518.7	1,619.5	1,610.4
Software revenue	743.2	1,329.3	436.6	1,015.1	819.8	1,375.1	493.2
Products revenue	2,334.5	2,912.2	2,027.5	2,873.8	2,338.4	2,994.6	2,103.6
Total services revenue	484.1	522.3	419.0	542.9	507.8	536.5	465.2
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	2,818.6	3,434.4	2,446.5	3,416.7	2,846.2	3,531.1	2,568.8
Margin	591.4	647.6	533.3	686.6	636.6	692.2	589.9
Product margin (%)	12.2%	10.8%	12.8%	11.5%	12.8%	10.9%	13.2%
Total services margin (%)	63.4%	63.9%	65.2%	65.5%	66.6%	68.0%	67.1%
Total products and services margin (%)	21.0%	18.9%	21.8%	20.1%	22.4%	19.6%	23.0%
Personnel costs	436.1	473.7	373.6	481.0	466.5	500.5	408.6
Other operating expenses	72.5	79.0	71.8	67.0	76.2	79.3	79.5
EBITDA (adjusted)	82.8	94.8	87.9	138.6	93.9	112.4	101.8
EBITDA (adjusted) (%)	2.9%	2.8%	3.6%	4.1%	3.3%	3.2%	4.0%
Expenses/income related to acquisitions	0.0	0.6	0.0	0.0	0.0	0.0	0.0
Share based compensation	3.5	2.8	2.8	1.5	5.5	3.1	0.1
EBITDA	79.3	91.5	85.1	137.1	88.4	109.2	101.7
Depreciation and amortization	13.8	12.7	13.5	13.3	12.6	12.1	10.5
Amortization related to acquisitions	0.6	0.8	0.8	0.8	0.6	0.3	0.3
Operating profit (EBIT)	64.9	77.9	70.7	123.0	75.2	96.9	90.9

Income statement pro forma – Sweden (SEK million)

SEK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,593.0	1,582.9	1,590.9	1,858.7	1,518.7	1,619.5	1,610.4
Software revenue	743.2	1,329.3	436.6	1,015.1	819.8	1,375.1	493.2
Products revenue	2,336.2	2,912.2	2,027.5	2,873.8	2,338.4	2,994.6	2,103.6
Total services revenue	489.6	522.3	419.0	542.9	507.8	536.5	465.2
Other income	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	2,826.0	3,434.4	2,446.5	3,416.7	2,846.2	3,531.1	2,568.8
Margin	596.0	647.6	533.3	686.6	636.6	692.2	589.9
Product margin (%)	12.2%	10.8%	12.8%	11.5%	12.8%	10.9%	13.2%
Total services margin (%)	63.5%	63.9%	65.2%	65.5%	66.6%	68.0%	67.1%
Total products and services margin (%)	21.1%	18.9%	21.8%	20.1%	22.4%	19.6%	23.0%
Personnel costs	439.6	473.7	373.6	481.0	466.5	500.5	408.6
Other operating expenses	73.1	79.0	71.8	67.0	76.2	79.3	79.5
EBITDA (adjusted)	83.3	94.8	87.9	138.6	93.9	112.4	101.8
EBITDA (adjusted) (%)	2.9%	2.8%	3.6%	4.1%	3.3%	3.2%	4.0%
Expenses/income related to acquisitions	0.0	0.6	0.0	0.0	0.0	0.0	0.0
Share based compensation	3.5	2.8	2.8	1.5	5.5	3.1	0.1
EBITDA	79.9	91.5	85.1	137.1	88.4	109.2	101.7
Depreciation and amortization	14.0	12.7	13.5	13.3	12.6	12.1	10.5
Amortization related to acquisitions	0.6	0.8	0.8	0.8	0.6	0.3	0.3
Operating profit (EBIT)	65.3	77.9	70.7	123.0	75.2	96.9	90.9

Income statement actual – Sweden (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,625.3	1,590.4	1,554.1	1,736.7	1,435.3	1,565.8	1,574.6
Software revenue	759.1	1,340.5	411.9	950.2	774.8	1,324.2	491.3
Products revenue	2,384.5	2,930.9	1,966.1	2,686.9	2,210.1	2,889.9	2,065.9
Total services revenue	494.4	525.1	407.2	506.6	479.9	518.8	455.9
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	2,878.9	3,456.0	2,373.3	3,193.5	2,690.0	3,408.7	2,521.8
Margin	604.1	651.1	518.8	641.3	601.7	669.1	578.1
Product margin (%)	12.2%	10.8%	12.9%	11.5%	12.8%	11.0%	13.2%
Total services margin (%)	63.4%	63.9%	65.2%	65.5%	66.6%	67.9%	67.1%
Total products and services margin (%)	21.0%	18.8%	21.9%	20.1%	22.4%	19.6%	22.9%
Personnel costs	445.5	476.3	362.9	448.4	440.9	483.9	400.7
Other operating expenses	74.0	79.4	70.1	61.7	72.0	76.7	77.8
EBITDA (adjusted)	84.6	95.4	85.8	131.2	88.8	108.5	99.6
EBITDA (adjusted) (%)	2.9%	2.8%	3.6%	4.1%	3.3%	3.2%	4.0%
Expenses/income related to acquisitions	0.0	0.6	0.0	0.0	0.0	0.0	0.0
Share based compensation	3.6	2.8	2.7	1.3	5.2	3.1	0.2
EBITDA	81.0	92.0	83.1	129.9	83.6	105.4	99.4
Depreciation and amortization	14.1	12.8	13.2	12.3	11.9	11.7	10.3
Amortization related to acquisitions	0.6	0.8	0.8	0.8	0.6	0.3	0.3
Operating profit (EBIT)	66.2	78.4	69.1	116.8	71.1	93.5	88.9

Income statement pro forma – Sweden (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,627.1	1,590.4	1,554.1	1,736.7	1,435.3	1,565.8	1,574.6
Software revenue	759.1	1,340.5	411.9	950.2	774.8	1,324.2	491.3
Products revenue	2,386.2	2,930.9	1,966.1	2,686.9	2,210.1	2,889.9	2,065.9
Total services revenue	500.1	525.0	407.2	506.5	479.9	518.8	455.9
Other income	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	2,886.5	3,456.0	2,373.2	3,193.4	2,690.0	3,408.7	2,521.8
Margin	608.8	651.1	518.8	641.2	601.7	669.1	578.1
Product margin (%)	12.2%	10.8%	12.9%	11.5%	12.8%	11.0%	13.2%
Total services margin (%)	63.5%	63.9%	65.2%	65.5%	66.6%	67.9%	67.1%
Total products and services margin (%)	21.1%	18.8%	21.9%	20.1%	22.4%	19.6%	22.9%
Personnel costs	449.0	476.3	362.9	448.4	440.9	483.9	400.7
Other operating expenses	74.7	79.4	70.1	61.7	72.0	76.7	77.8
EBITDA (adjusted)	85.1	95.4	85.8	131.2	88.8	108.5	99.6
EBITDA (adjusted) (%)	2.9%	2.8%	3.6%	4.1%	3.3%	3.2%	4.0%
Expenses/income related to acquisitions	0.0	0.6	0.0	0.0	0.0	0.0	0.0
Share based compensation	3.6	2.8	2.7	1.3	5.2	3.1	0.2
EBITDA	81.6	92.0	83.1	129.8	83.6	105.4	99.4
Depreciation and amortization	14.3	12.8	13.2	12.3	11.9	11.7	10.3
Amortization related to acquisitions	0.6	0.8	0.8	0.8	0.6	0.3	0.3
Operating profit (EBIT)	66.7	78.4	69.1	116.8	71.1	93.5	88.9

Income statement actual – Finland (EUR million)

EUR in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	28.7	26.2	23.3	35.9	38.4	35.4	26.6
Software revenue	36.8	21.7	9.4	19.0	39.7	24.6	10.8
Products revenue	65.5	48.0	32.7	55.0	78.2	60.1	37.4
Total services revenue	6.0	6.7	5.2	7.1	6.5	7.1	6.9
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	71.5	54.6	37.9	62.0	84.7	67.2	44.2
Margin	9.1	8.7	6.9	9.9	10.1	9.9	8.4
Product margin (%)	8.4%	10.1%	12.1%	10.3%	7.8%	9.2%	11.4%
Total services margin (%)	60.2%	57.8%	56.3%	59.6%	61.1%	61.5%	60.3%
Total products and services margin (%)	12.7%	15.9%	18.1%	15.9%	11.9%	14.7%	19.0%
Personnel costs	6.3	6.0	5.0	6.6	6.7	6.7	5.7
Other operating expenses	1.7	2.0	2.0	2.2	2.0	1.9	2.1
EBITDA (adjusted)	1.1	0.7	0.0	1.2	1.3	1.3	0.6
EBITDA (adjusted) (%)	1.5%	1.3%	-0.1%	1.9%	1.5%	2.0%	1.4%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.1	0.1	0.0	0.0	0.0	0.0	0.0
EBITDA	1.0	0.6	-0.1	1.1	1.3	1.3	0.6
Depreciation and amortization	0.3	0.3	0.4	0.2	0.2	0.3	0.3
Amortization related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating profit (EBIT)	0.7	0.3	-0.5	0.8	1.0	1.1	0.4

Income statement pro forma – Finland (EUR million)

EUR in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	28.7	26.2	23.3	35.9	38.4	35.4	26.6
Software revenue	36.8	21.7	9.4	19.0	39.7	24.6	10.8
Products revenue	65.5	48.0	32.7	55.0	78.2	60.1	37.4
Total services revenue	6.0	6.7	5.2	7.1	6.5	7.1	6.9
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	71.5	54.6	37.9	62.0	84.7	67.2	44.2
Margin	9.1	8.7	6.9	9.9	10.1	9.9	8.4
Product margin (%)	8.4%	10.1%	12.1%	10.3%	7.8%	9.2%	11.4%
Total services margin (%)	60.2%	57.8%	56.3%	59.6%	61.1%	61.5%	60.3%
Total products and services margin (%)	12.7%	15.9%	18.1%	15.9%	11.9%	14.7%	19.0%
Personnel costs	6.3	6.0	5.0	6.6	6.7	6.7	5.7
Other operating expenses	1.7	2.0	2.0	2.2	2.0	1.9	2.1
EBITDA (adjusted)	1.1	0.7	0.0	1.2	1.3	1.3	0.6
EBITDA (adjusted) (%)	1.5%	1.3%	-0.1%	1.9%	1.5%	2.0%	1.4%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.1	0.1	0.0	0.0	0.0	0.0	0.0
EBITDA	1.0	0.6	-0.1	1.1	1.3	1.3	0.6
Depreciation and amortization	0.3	0.3	0.4	0.2	0.2	0.3	0.3
Amortization related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating profit (EBIT)	0.7	0.3	-0.5	0.8	1.0	1.1	0.4

Income statement actual – Finland (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	273.4	244.3	215.7	327.2	345.3	332.7	249.9
Software revenue	350.2	200.9	85.9	171.2	356.8	233.9	103.2
Products revenue	623.5	445.2	301.6	498.4	702.1	566.5	353.1
Total services revenue	57.6	62.1	47.8	64.2	58.5	66.1	64.1
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	681.1	507.3	349.4	562.6	760.5	632.7	417.2
Margin	86.8	80.9	63.6	89.8	90.5	92.6	78.8
Product margin (%)	8.4%	10.1%	12.2%	10.3%	7.8%	9.2%	11.4%
Total services margin (%)	60.2%	57.8%	56.3%	59.7%	61.1%	61.5%	60.4%
Total products and services margin (%)	12.7%	15.9%	18.2%	16.0%	11.9%	14.6%	18.9%
Personnel costs	59.8	55.6	46.0	59.7	60.5	62.6	53.1
Other operating expenses	16.6	18.8	18.1	19.5	18.2	17.5	19.7
EBITDA (adjusted)	10.4	6.5	-0.5	10.6	11.7	12.5	6.0
EBITDA (adjusted) (%)	1.5%	1.3%	-0.1%	1.9%	1.5%	2.0%	1.4%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.5	0.5	0.5	0.3	0.3	0.1	0.1
EBITDA	9.8	6.0	-1.0	10.2	11.4	12.4	5.9
Depreciation and amortization	2.6	2.6	3.7	2.2	2.2	2.3	2.4
Amortization related to acquisitions	0.4	0.3	0.2	0.3	0.2	0.1	0.0
Operating profit (EBIT)	6.9	3.0	-4.8	7.8	9.0	10.0	3.5

Income statement pro forma – Finland (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	273.4	244.3	215.7	327.2	345.3	332.7	249.9
Software revenue	350.2	200.9	85.9	171.2	356.8	233.9	103.2
Products revenue	623.5	445.2	301.6	498.4	702.1	566.5	353.1
Total services revenue	57.6	62.1	47.8	64.2	58.5	66.1	64.1
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	681.1	507.3	349.4	562.6	760.5	632.7	417.2
Margin	86.8	80.9	63.6	89.8	90.5	92.6	78.8
Product margin (%)	8.4%	10.1%	12.2%	10.3%	7.8%	9.2%	11.4%
Total services margin (%)	60.2%	57.8%	56.3%	59.7%	61.1%	61.5%	60.4%
Total products and services margin (%)	12.7%	15.9%	18.2%	16.0%	11.9%	14.6%	18.9%
Personnel costs	59.8	55.6	46.0	59.7	60.5	62.6	53.1
Other operating expenses	16.6	18.8	18.1	19.5	18.2	17.5	19.7
EBITDA (adjusted)	10.4	6.5	-0.5	10.6	11.7	12.5	6.0
EBITDA (adjusted) (%)	1.5%	1.3%	-0.1%	1.9%	1.5%	2.0%	1.4%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.5	0.5	0.5	0.3	0.3	0.1	0.1
EBITDA	9.8	6.0	-1.0	10.2	11.4	12.4	5.9
Depreciation and amortization	2.6	2.6	3.7	2.2	2.2	2.3	2.4
Amortization related to acquisitions	0.4	0.3	0.2	0.3	0.2	0.1	0.0
Operating profit (EBIT)	6.9	3.0	-4.8	7.8	9.0	10.0	3.5

Income statement actual – Baltics (EUR million)

EUR in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	12.5	13.9	14.4	27.4	12.8	14.1	14.6
Software revenue	5.0	2.5	2.4	4.3	1.9	4.0	2.3
Products revenue	17.5	16.4	16.8	31.7	14.7	18.1	16.9
Total services revenue	6.1	6.3	8.2	6.9	6.7	7.4	7.5
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	23.6	22.7	25.0	38.6	21.5	25.6	24.5
Margin	5.8	6.1	6.5	7.8	6.1	6.5	6.4
Product margin (%)	10.6%	13.6%	13.0%	12.2%	13.1%	11.6%	12.7%
Total services margin (%)	64.1%	60.6%	52.0%	56.4%	61.3%	59.4%	55.9%
Total products and services margin (%)	24.4%	26.7%	26.0%	20.1%	28.3%	25.6%	26.1%
Personnel costs	3.7	3.8	3.7	4.9	4.0	4.2	3.9
Other operating expenses	0.8	0.8	0.8	1.0	1.0	1.1	0.9
EBITDA (adjusted)	1.3	1.4	1.9	1.9	1.0	1.3	1.5
EBITDA (adjusted) (%)	5.7%	6.2%	7.8%	4.9%	4.9%	5.1%	6.2%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.1	0.1	0.1	0.0	0.0	0.0	0.0
EBITDA	1.3	1.3	1.9	1.9	1.0	1.3	1.5
Depreciation and amortization	0.9	0.9	0.9	0.2	0.8	0.8	0.8
Amortization related to acquisitions	0.3	0.2	0.2	0.2	0.2	0.1	0.1
Operating profit (EBIT)	0.1	0.2	0.8	1.4	0.0	0.3	0.6

Income statement pro forma – Baltics (EUR million)

EUR in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	12.5	13.9	14.4	27.4	12.8	14.1	14.6
Software revenue	5.0	2.5	2.4	4.3	1.9	4.0	2.3
Products revenue	17.5	16.4	16.8	31.7	14.7	18.1	16.9
Total services revenue	6.1	6.3	8.2	6.9	6.7	7.4	7.5
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	23.6	22.7	25.0	38.6	21.5	25.6	24.5
Margin	5.8	6.1	6.5	7.8	6.1	6.5	6.4
Product margin (%)	10.6%	13.6%	13.0%	12.2%	13.1%	11.6%	12.7%
Total services margin (%)	64.1%	60.6%	52.0%	56.4%	61.3%	59.4%	55.9%
Total products and services margin (%)	24.4%	26.7%	26.0%	20.1%	28.3%	25.6%	26.1%
Personnel costs	3.7	3.8	3.7	4.9	4.0	4.2	3.9
Other operating expenses	0.8	0.8	0.8	1.0	1.0	1.1	0.9
EBITDA (adjusted)	1.3	1.4	1.9	1.9	1.0	1.3	1.5
EBITDA (adjusted) (%)	5.7%	6.2%	7.8%	4.9%	4.9%	5.1%	6.2%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.1	0.1	0.1	0.0	0.0	0.0	0.0
EBITDA	1.3	1.3	1.9	1.9	1.0	1.3	1.5
Depreciation and amortization	0.9	0.9	0.9	0.2	0.8	0.8	0.8
Amortization related to acquisitions	0.3	0.2	0.2	0.2	0.2	0.1	0.1
Operating profit (EBIT)	0.1	0.2	0.8	1.4	0.0	0.3	0.6

Income statement actual – Baltics (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	118.9	129.9	133.8	250.9	115.0	131.8	136.6
Software revenue	47.9	22.8	22.0	39.3	17.5	37.1	21.8
Products revenue	166.7	152.7	155.8	290.2	132.4	168.9	158.4
Total services revenue	57.8	58.9	76.4	62.2	60.5	69.6	70.1
Other income	0.1	0.1	0.3	0.3	0.2	0.2	0.3
Revenue	224.7	211.7	232.6	352.7	193.2	238.7	228.8
Margin	54.8	56.6	60.4	70.7	54.7	61.2	59.7
Product margin (%)	10.6%	13.7%	13.0%	12.2%	13.1%	11.6%	12.7%
Total services margin (%)	64.1%	60.5%	52.0%	56.3%	61.3%	59.4%	56.0%
Total products and services margin (%)	24.4%	26.7%	26.0%	20.0%	28.3%	25.6%	26.1%
Personnel costs	34.8	35.8	34.5	44.5	36.1	38.9	36.7
Other operating expenses	7.2	7.7	7.7	9.0	9.2	10.0	8.9
EBITDA (adjusted)	12.8	13.1	18.1	17.2	9.4	12.2	14.1
EBITDA (adjusted) (%)	5.7%	6.2%	7.8%	4.9%	4.9%	5.1%	6.2%
Expenses/income related to acquisitions	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.8	0.6	0.6	0.4	0.4	0.4	0.0
EBITDA	12.0	12.4	17.5	16.9	9.0	11.8	14.1
Depreciation and amortization	8.4	8.2	8.3	2.0	7.3	7.7	7.6
Amortization related to acquisitions	2.8	2.2	1.7	1.7	1.7	1.4	1.4
Operating profit (EBIT)	0.8	2.0	7.5	13.2	0.0	2.7	5.1

Income statement pro forma – Baltics (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	118.9	129.9	133.8	250.9	115.0	131.8	136.6
Software revenue	47.9	22.8	22.0	39.3	17.5	37.1	21.8
Products revenue	166.7	152.7	155.8	290.2	132.4	168.9	158.4
Total services revenue	57.8	58.9	76.4	62.2	60.5	69.6	70.1
Other income	0.1	0.1	0.3	0.3	0.2	0.2	0.3
Revenue	224.7	211.7	232.6	352.7	193.2	238.7	228.8
Margin	54.8	56.6	60.4	70.7	54.7	61.2	59.7
Product margin (%)	10.6%	13.7%	13.0%	12.2%	13.1%	11.6%	12.7%
Total services margin (%)	64.1%	60.5%	52.0%	56.3%	61.3%	59.4%	56.0%
Total products and services margin (%)	24.4%	26.7%	26.0%	20.0%	28.3%	25.6%	26.1%
Personnel costs	34.8	35.8	34.5	44.5	36.1	38.9	36.7
Other operating expenses	7.2	7.7	7.7	9.0	9.2	10.0	8.9
EBITDA (adjusted)	12.8	13.1	18.1	17.2	9.4	12.2	14.1
EBITDA (adjusted) (%)	5.7%	6.2%	7.8%	4.9%	4.9%	5.1%	6.2%
Expenses/income related to acquisitions	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.8	0.6	0.6	0.4	0.4	0.4	0.0
EBITDA	12.0	12.4	17.5	16.9	9.0	11.8	14.1
Depreciation and amortization	8.4	8.2	8.3	2.0	7.3	7.7	7.6
Amortization related to acquisitions	2.8	2.2	1.7	1.7	1.7	1.4	1.4
Operating profit (EBIT)	0.8	2.0	7.5	13.2	0.0	2.7	5.1

Income statement actual – Shared services (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,032.0	1,071.1	1,146.4	1,300.5	971.1	1,035.9	1,161.9
Software revenue	2.7	2.5	1.2	2.1	1.2	1.9	2.9
Products revenue	1,034.7	1,073.7	1,147.6	1,302.6	972.4	1,037.8	1,164.7
Total services revenue	50.3	53.1	56.4	58.8	54.2	53.9	58.5
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	1,085.0	1,126.7	1,204.0	1,361.4	1,026.5	1,091.7	1,223.3
Margin	66.5	71.7	75.2	82.9	67.4	74.8	76.9
Product margin (%)	2.2%	2.5%	2.4%	2.5%	2.3%	2.5%	2.3%
Total services margin (%)	85.8%	85.0%	84.2%	84.9%	83.6%	90.9%	86.6%
Total products and services margin (%)	6.1%	6.4%	6.2%	6.1%	6.6%	6.9%	6.3%
Personnel costs	53.6	54.9	48.7	55.6	52.7	52.8	49.3
Other operating expenses	12.9	13.7	12.8	13.9	13.5	14.2	14.8
EBITDA (adjusted)	-0.1	3.0	13.7	13.4	1.2	7.8	12.7
EBITDA (adjusted) (%)	0.0%	0.3%	1.1%	1.0%	0.1%	0.7%	1.0%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.3	0.2	0.2	0.1	0.3	0.2	0.0
EBITDA	-0.3	2.8	13.5	13.3	0.9	7.6	12.7
Depreciation and amortization	3.2	3.4	3.2	3.1	2.8	2.9	3.0
Amortization related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating profit (EBIT)	-3.6	-0.5	10.2	10.2	-1.9	4.8	9.7

* Atea Logistics and Atea Global Services

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Income statement pro forma – Shared services (NOK million)

NOK in million	Q1 16	Q2 16	Q3 16	Q4 16	Q1 17	Q2 17	Q3 17
Hardware revenue	1,032.0	1,071.1	1,146.4	1,300.5	971.1	1,035.9	1,161.9
Software revenue	2.7	2.5	1.2	2.1	1.2	1.9	2.9
Products revenue	1,034.7	1,073.7	1,147.6	1,302.6	972.4	1,037.8	1,164.7
Total services revenue	50.3	53.1	56.4	58.8	54.2	53.9	58.5
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Revenue	1,085.0	1,126.7	1,204.0	1,361.4	1,026.5	1,091.7	1,223.3
Margin	66.5	71.7	75.2	82.9	67.4	74.8	76.9
Product margin (%)	2.2%	2.5%	2.4%	2.5%	2.3%	2.5%	2.3%
Total services margin (%)	85.8%	85.0%	84.2%	84.9%	83.6%	90.9%	86.6%
Total products and services margin (%)	6.1%	6.4%	6.2%	6.1%	6.6%	6.9%	6.3%
Personnel costs	53.6	54.9	48.7	55.6	52.7	52.8	49.3
Other operating expenses	12.9	13.7	12.8	13.9	13.5	14.2	14.8
EBITDA (adjusted)	-0.1	3.0	13.7	13.4	1.2	7.8	12.7
EBITDA (adjusted) (%)	0.0%	0.3%	1.1%	1.0%	0.1%	0.7%	1.0%
Expenses/income related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share based compensation	0.3	0.2	0.2	0.1	0.3	0.2	0.0
EBITDA	-0.3	2.8	13.5	13.3	0.9	7.6	12.7
Depreciation and amortization	3.2	3.4	3.2	3.1	2.8	2.9	3.0
Amortization related to acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating profit (EBIT)	-3.6	-0.5	10.2	10.2	-1.9	4.8	9.7

* Atea Logistics and Atea Global Services

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