

# **Interim** Report

Gross sales of NOK 12.2 billion, up 11.5% y-o-y

Revenue (IFRS) of NOK 7.6 billion, up 13.4% y-o-y

EBIT of NOK 281 million, up 36.5% y-o-y

Net profit of NOK 222 million, up 56.5% y-o-y





# KEY FIGURES | Q2 | 2022

NOK in million	Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Gross sales*	12,180	10,928	22,265	20,927	41,316
Revenue (IFRS)*	7,590	6,692	14,496	13,878	28,491
Gross profit	2,212	2,089	4,303	4,173	8,446
EBIT	281	206	464	382	1,046
EBIT margin (%)	3.7%	3.1%	3.2%	2.8%	3.7%
Net profit	222	142	353	270	763
Earnings per share (NOK)	1.99	1.27	3.16	2.43	6.86
Diluted earnings per share (NOK)	1.98	1.24	3.13	2.37	6.70
Cash flow from operations	-507	582	-1,203	-58	1,096
Free cash flow	-616	513	-1,379	-203	824

	30 Jun 2022	30 Jun 2021	31 Dec 2021
Net financial position	-1,176	405	822
Liquidity reserve	3,172	4,451	4,990
Working capital	-157	-1,862	-2,003
Working capital in relation to last 12 months gross sales (%)	-0.4%	-4.6%	-4.8%
Adjusted equity ratio (%)	23.4%	26.3%	24.0%
Number of full-time employees	7,908	7,416	7,658



\* Atea has implemented a change in accounting policy due to an Agenda Decision approved by the IFRS Interpretations Committee on April 20. Under the Agenda Decision, revenue from the resale of software and vendor services is recognized on a net basis - see Note 1 for more information.

Gross Sales is an Alternative Performance Measure which reflects gross invoiced revenue to customers, and is comparable to previous years' revenue reporting. Revenue (IFRS) is Gross Sales, following the change in accounting policy to apply net accounting treatment to the resale of software and vendor services.

### GROUP

Atea reported record high revenue and EBIT in the second quarter of 2022, with strong demand across all lines of business.

Total gross sales in Q2 2022 increased by 11.5% to NOK 12,180 million. Organic sales growth in constant currency was 13.8%. Currency fluctuations had a negative impact of 2.1% on growth, as sales in foreign currencies were translated into a stronger Norwegian krone.

Hardware gross sales increased by 13.5% - or approximately 15.9% in constant currency - driven by higher sales of digital workplace solutions. Software gross sales were up 10.9% - or approximately 13.3% in constant currency - with strong demand for cloud subscriptions. Services gross sales increased by 7.7% - or approximately 10.0% in constant currency - based on rapid growth in the consulting business.

Revenue (IFRS) increased by 13.4% to NOK 7,590 million. Organic revenue growth in constant currency was 15.4%. Due to a new agenda decision from the IFRS interpretations committee, Atea changed its IFRS accounting policy in 2022 to recognize revenue from software and some vendor services on a net basis. More information regarding the impact of the accounting policy change can be found in Notes 1 and 13 of this report.

Gross profit was NOK 2,212 million, compared with NOK 2,089 million last year. Total operating expenses increased by 2.5% to NOK 1,931 million, as higher personnel costs were partly offset by a gain from the sale of Atea's mobile business See Note 9 for more information.

EBIT in the second quarter was NOK 281 million, compared with NOK 206 million last year. EBIT was positively impacted by the sale of Atea's mobile business, see note 9. Excluding this net impact, EBIT in Q2 2022 grew by 17.0% from last year.

Net financial items were NOK 1 million, compared with an expense of NOK 27 million last year. The difference was primarily due to a gain on changes in foreign currency rates. Additional information can be found in Note 5 of this report.

Net profit after tax was NOK 222 million, an increase of 56.5% from last year.

#### FIRST HALF OF 2022

Total gross sales increased by 6.4% to NOK 22,265 million in the first half of 2022. Organic sales growth in constant currency was 9.6%. Currency fluctuations had a negative impact of 2.9% in the first half of 2022.



HARDWARE GROSS SALES AND GROWTH | NOK in million



SOFTWARE GROSS SALES AND GROWTH | NOK in million



SERVICES GROSS SALES AND GROWTH | NOK in million

Hardware gross sales grew by 2.8% from a strong comparable period last year, when Atea Denmark had an exceptionally large order from a global NGO for delivery of tablet PCs to a developing country (see Q1 2021 report for more details). Excluding this exceptional international order of DKK 526 million (NOK 715 million), hardware gross sales grew by 10.9% - or approximately 14.2% in constant currency. Atea's total sales excluding this order grew by 10.2% from last year - or approximately 13.5% in constant currency.

Software gross sales was up 10.9% - or approximately 14.1% in constant currency - driven by strong demand from the private sector. Services gross sales increased by 7.1% - or approximately 10.2% in constant currency - based on high growth in the consulting business.

Revenue (IFRS) was NOK 14,496 million in the first half of 2022, compared with NOK 13,878 last year. EBIT was NOK 464 million, up 21.3% from last year.

Net profit after tax was NOK 353 million, an increase of 30.9% from last year.

### NORWAY

	Q2	Q2	Change	H1	H1	Change
NOK in million	2022	2021	%	2022	2021	%
Gross sales - products	2,261	1,827	23.8%	4,255	3,511	21.2%
Gross sales - services	567	551	2.8%	1,116	1,115	0.1%
Total gross sales	2,827	2,378	18.9%	5,372	4,626	16.1%
Total revenue (IFRS)	1,927	1,772	8.7%	3,674	3,493	5.2%
Gross profit	594	577	2.9%	1,197	1,143	4.8%
OPEX	475	493	-3.6%	1,034	1,008	2.5%
EBIT	119	84	41.4%	164	134	21.8%
EBIT %	6.2%	4.7%	1.4%	4.5%	3.8%	0.6%

Atea Norway had strong growth in product sales in the second quarter of 2022, and reported higher EBIT than last year due to the sale of the Atea Mobil business.

Gross sales in Q2 2022 were NOK 2,827 million, an increase of 18.9% from last year. Hardware gross sales grew by 10.3% from last year, with strong demand across most product categories. Software gross sales increased by 49.9%, with high demand for cloud subscriptions. Services gross sales were up 2.8% due to increased sales of consulting services.

Revenue (IFRS) was NOK 1,927 million, up 8.7% from last year. An explanation of the conversion from gross sales to IFRS revenue can be found in Note 13.

EBIT was NOK 119 million, compared with NOK 84 million last year. In Q2 2022, Atea Norway recognized a net positive EBIT impact of NOK 40 million from the sale of Atea Mobil, after provisions for seller's guarantees and other liabilities. See Note 9 for more information. Excluding this net impact, EBIT was NOK 5 million lower than last year, due to a lower margin sales mix and higher personnel costs compared with last year.

#### FIRST HALF OF 2022

In the first half of 2022, gross sales in Atea Norway grew by 16.1% to NOK 5,372 million. Hardware gross sales increased by 5.7%, driven by higher sales of data center equipment. Software gross sales increased by 52.4%, with higher demand from both the public and private sectors. Services gross sales were on the same level as last year.

Revenue (IFRS) was NOK 3,674 million, compared with NOK 3,493 million last year. EBIT in the first half of 2022 was NOK 164 million, an increase of 21.8% from last year, driven by higher sales of software and a gain on the sale of the Atea Mobil business.

### **SWEDEN**

	Q2	Q2	Change	H1	H1	Change
SEK in million	2022	2021	%	2022	2021	%
Gross sales - products	4,619	3,960	16.6%	8,218	7,036	16.8%
Gross sales - services	880	793	10.9%	1,701	1,549	9.8%
Total gross sales	5,499	4,753	15.7%	9,919	8,585	15.5%
Total revenue (IFRS)	3,160	2,619	20.6%	5,979	5,165	15.8%
Gross profit	886	820	8.0%	1,734	1,622	6.9%
OPEX	747	702	6.4%	1,444	1,387	4.2%
EBIT	139	118	17.8%	290	235	23.3%
EBIT %	4.4%	4.5%	-0.1%	4.8%	4.6%	0.3%

Atea Sweden reported record high revenue and EBIT in the second quarter of 2022, driven by strong growth across all lines of business.

Gross sales in Q2 2022 were SEK 5,499 million, an increase of 15.7% from last year. Hardware gross sales grew by 23.8%, driven by strong sales of digital workplace equipment to the public sector. Software gross sales were up 10.8%, due to higher demand from the private sector. Services gross sales increased by 10.9%, with rapid growth in consulting services.

Revenue (IFRS) was SEK 3,160 million, an increase of 20.6% from last year. An explanation of the conversion from gross sales to IFRS revenue can be found in Note 13.

Gross profit was SEK 886 million, up 8.0% from last year, driven by increased hardware and services volumes.

Total operating expenses were SEK 747 million, up 6.4% from last year, primarily due to an increased number of full-time employees. The average number of full-time employees grew by 102 (4.1%) from last year.

Based on strong sales performance, EBIT grew by 17.8% to a record high SEK 139 million. The EBIT margin was 4.4%, in line with last year.

#### FIRST HALF OF 2022

Gross sales in Atea Sweden during the first half of 2022 grew by 15.5% from last year, with higher sales across all lines of business. Hardware gross sales increased by 17.7% based on strong demand for digital workplace equipment. Software gross sales were up 15.9%, with higher demand from both the public and private sectors. Services gross sales grew by 9.8%, with strong growth in sales of consulting services.

Revenue (IFRS) was SEK 5,979 million, up 15.8% from SEK 5,165 million last year. EBIT in the first half of 2022 was SEK 290 million, an increase of 23.3% from last year.

### DENMARK

DKK in million	Q2 2022	Q2 2021	Change %	H1 2022	H1 2021	Change %
Gross sales - products	1,707	1,724	-1.0%	2,945	3,221	-8.6%
Gross sales - services	374	377	-0.8%	786	698	12.7%
Total gross sales	2,081	2,101	-0.9%	3,731	3,919	-4.8%
Total revenue (IFRS)	1,218	1,164	4.7%	2,433	2,652	-8.3%
Gross profit	323	312	3.8%	625	616	1.4%
OPEX	321	312	3.1%	634	616	3.0%
EBIT	2	0	N/A	-9	0	N/A
EBIT %	0.2%	0.0%	0.2%	-0.4%	0.0%	-0.4%

Atea Denmark reported higher EBIT during the second quarter of 2022, based on a higher margin sales mix.

Total gross sales in Denmark were DKK 2,081 million, down 0.9% from last year. Hardware gross sales increased by 0.8% from a very strong comparable period last year. In Q2 2021, Atea Denmark had the last deliveries of an exceptionally large order from a global NGO to a developing country. Excluding these deliveries of DKK 136 million in tablet PCs, hardware sales grew by 21.1%.

Software gross sales fell by 2.6%, mainly due to lower demand from the public sector. Services gross sales were down 0.8%, mainly due to lower sales from the third party vendor contracts, while sales of Atea's own consultants grew by 20.9%.

Revenue (IFRS) was DKK 1,218 million, an increase of 4.7% from last year. Adjusting for the exceptional tablet PC order last year, IFRS revenue grew by 18.5%. An explanation of the conversion from gross sales to IFRS revenue can be found in Note 13.

Gross profit was DKK 323 million, up 3.8% from last year, based on improved margins in all business lines. Total operating expenses grew by 3.1% to DKK 321 million, primarily due to an increase in the number of employees. The average number of full-time employees increased by 65 (4.7%) from last year.

With an improved margin profile in its sales mix, EBIT in Q2 2022 increased to DKK 2 million, compared with a breakeven EBIT in Q2 last year.

#### FIRST HALF OF 2022

Atea Denmark reported gross sales of DKK 3.7 billion during the first half of 2022. Hardware gross sales were down 15.0%, due to an exceptionally large order from a global NGO to a developing country in the first half of 2021. Excluding this single large order of DKK 526 million, hardware sales grew by 16.0%. Software gross sales increased by 1.5%, based on higher sales to the private sector. Services gross sales was up 12.7%, with solid growth in consulting services.

Revenue (IFRS) was DKK 2,433 million, compared with DKK 2,652 million last year. Gross profit increased by 1.4% to DKK 625 million, but was offset by higher operating costs. EBIT in the first half of 2022 was an operating loss of DKK 9 million, compared with a breakeven EBIT in the first half of 2021.

### FINLAND

	Q2	Q2	Change	H1	H1	Change
EUR in million	2022	2021	%	2022	2021	%
Gross sales - products	79.7	65.2	22.4%	158.0	162.1	-2.5%
Gross sales - services	12.0	9.8	22.8%	20.9	19.5	7.0%
Total gross sales	91.7	74.9	22.4%	178.9	181.6	-1.5%
Total revenue (IFRS)	69.2	55.5	24.8%	129.9	112.4	15.5%
Gross profit	15.3	12.7	21.0%	28.6	25.9	10.4%
OPEX	13.0	10.9	19.1%	24.8	22.1	11.9%
EBIT	2.4	1.8	32.0%	3.8	3.8	1.2%
EBIT %	3.4%	3.2%	0.2%	3.0%	3.4%	-0.4%

Atea Finland returned to rapid growth in revenue and profitability in the second quarter of 2022.

Total gross sales in Finland increased by 22.4% to EUR 91.7 million, with strong demand across all lines of business. Adjusting for the acquisition of Gambit Group in April 2022, organic sales growth was 21.1%.

Hardware gross sales grew by 24.7%, driven by higher shipments of digital workplace solutions to the public sector. Software gross sales were up 16.9%, primarily driven by large orders from the private sector. Services gross sales increased by 22.8%, with rapid growth in consulting services.

Revenue (IFRS) was EUR 69.2 million, an increase of 24.8% from last year. An explanation of the conversion from gross sales to IFRS revenue can be found in Note 13.

Total gross profit was EUR 15.3 million, up 21.0% from last year. Total operating expenses grew by 19.1% to EUR 13.0 million in Q2 2022 due to an increase in the number of full-time employees. The average number of full-time employees grew by 92 (22.1%) from last year, including 51 full-time employees from the acquisition of Gambit Group.

EBIT in Q2 2022 was EUR 2.4 million, up 32.0% from last year. The EBIT margin was 3.4%, compared with 3.2% last year.

#### FIRST HALF OF 2022

Atea Finland reported gross sales of EUR 179 million during the first half of 2022, a decline of 1.5% from last year. Hardware gross sales grew by 16.9%, driven by strong sales of PCs to the public sector. Software gross sales were down by 27.5%, due to the loss of a large public frame agreement during Q1 2021. Services gross sales increased by 7.0%, with strong growth in consulting services.

Revenue (IFRS) was EUR 129.9 million, up 15.5% from last year. EBIT in the first half of 2022 grew by 1.2% to EUR 3.8 million, as higher gross profits were mostly offset by increased operating expenses.

### THE BALTICS

	Q2	Q2	Change	H1	H1	Change
EUR in million	2022	2021	%	2022	2021	%
Gross sales - products	24.8	19.8	25.3%	45.8	40.1	14.1%
Gross sales - services	11.0	9.9	11.7%	21.9	19.2	13.7%
Total gross sales	35.8	29.7	20.8%	67.6	59.4	13.9%
Total revenue (IFRS)	31.6	27.0	16.9%	61.5	51.8	18.9%
Gross profit	10.2	9.0	13.9%	19.6	17.4	12.7%
OPEX	8.9	7.9	12.8%	17.2	15.4	11.3%
EBIT	1.3	1.1	21.6%	2.5	2.0	22.9%
EBIT %	4.2%	4.0%	0.2%	4.0%	3.9%	0.1%

Atea Baltics reported record high revenue and EBIT during Q2 2022, based on rapid growth across all lines of business.

Total gross sales were EUR 35.8 million, an increase of 20.8% from last year. Hardware gross sales increased by 21.4%, driven by higher PC sales to the public sector. Software gross sales were up 50.6% with large project orders from the public sector in Lithuania. Services gross sales grew by 11.7%, with rapid growth in consulting and managed cloud services.

Revenue (IFRS) was EUR 31.6 million, an increase of 16.9% from last year. An explanation of the conversion from gross sales to IFRS revenue can be found in Note 13.

Gross profit was EUR 10.2 million, up 13.9% from last year, driven by higher sales of hardware and services.

Total operating expenses were EUR 8.9 million in Q2 2022 compared with EUR 7.9 million last year, due to an increase in the number of employees and in other operating costs. The average number of full-time employees increased by 53 (8.3%) from last year.

EBIT in Q2 2022 was EUR 1.3 million, up 21.6% from Q2 last year. The EBIT margin was 4.2%, up from 4.0% last year.

#### FIRST HALF OF 2022

Atea Baltics gross sales increased by 13.9% to EUR 67.6 million in the first half of 2022. Hardware gross sales were up by 22.6%, with strong growth in digital workplace solutions. Software gross sales fell by 23.0%, mainly due to lower order volumes from the public sector. Services gross sales were up 13.7%, driven by strong growth in sales of both consulting and managed services.

Revenue (IFRS) grew by 18.9% to EUR 61.5 million. EBIT in the first half of 2022 was EUR 2.5 million, an increase of 22.9% from last year, driven by strong growth in sales of hardware and services.

### **BALANCE SHEET**

As of 30 June 2022, Atea had total assets of NOK 16,728 million. Current assets such as cash, receivables and inventory represented NOK 10,201 million of this total. Noncurrent assets represented NOK 6,527 million of this total, and primarily consisted of goodwill (NOK 4,077 million), property, plant and equipment (NOK 499 million), right-ofuse leased assets (NOK 1,227 million) and deferred tax assets (NOK 257 million).

Atea had total liabilities of NOK 13,131 million, and shareholders' equity of NOK 3,596 million as of 30 June 2022. Atea's policy is to maintain an equity ratio above 20%, adjusting for the impact of IFRS 16 ("adjusted equity ratio"). The adjusted equity ratio at the end of Q2 2022 was 23.4%.

Atea's net debt balance was NOK 1,176 million at the end of Q2 2022 as defined by Atea's debt covenants. Atea's debt covenants require that the Group maintains a maximum net interest bearing debt of 2.5x pro forma EBITDA over the last twelve months. Based on the calculation of the debt covenants, Atea's net interest bearing debt is 0.7x pro forma EBITDA. Atea therefore maintains liquidity reserves of NOK 3,172 million before the debt covenant would be reached. See additional information on the liquidity reserve in Note 13 of this report.

In order to reduce the volatility of its working capital and debt balances throughout the year, Atea sells specified accounts receivable through a securitization program organized by its bank. At the end of Q2 2022, Atea had sold receivables of NOK 1,856 million under the securitization program, compared with NOK 1,806 million last year. Additional information on the securitization program can be found in Note 6 of this report.

### **CASH FLOW**

Cash flow from operations was an outflow of NOK 507 million in the second quarter of 2022, compared with an inflow of NOK 582 million last year. The decline in cash flow from operations is due to an increase in Atea's working capital requirements during a period of extraordinary supply constraints in the electronics industry.

Atea normally operates with a low inventory balance and procures most customer orders on a "just in time" basis with its vendors. Since the second quarter of 2021, Atea has faced long and uncertain lead times with hardware vendors due to supply constraints. This has caused delays in invoicing projects when the shortage of a specific hardware item prevents a project from being completed.

To secure inventory for customers, Atea has been procuring inventory in advance of customer delivery dates. This has led to a lengthening of the cash collection cycle, as inventory is held in Atea's warehouse for longer periods before delivery.

Atea is now returning to shorter procurement cycles, as supply chain constraints have eased greatly across most product categories since the start of 2022. As supply constraints ease, Atea is actively reducing its inventory levels and expects working capital to reach a more normal balance by the end of the year. This will result in higher inflows of cash during the second half of 2022.

Cash flow from investing activities was an outflow of NOK 164 million in Q2 2022. Capital expenditure was NOK 109 million, up from NOK 69 million last year, driven by higher investments in data center equipment for managed service contracts. In addition, Atea had net cash outflows of NOK 55 million related the acquisition of Gambit Group in April 2022. See Note 8 for additional information on this acquisition.

Cash flow from financing activities was an inflow of NOK 894 million in Q2 2022, up from an outflow of NOK 422 million last year. The difference is mainly due to an increase in the short-term debt balance in Q2 2022. See additional information on Atea's debt balances in Note 6 of this report.

### **SHARES**

Atea had 8,282 shareholders on 30 June 2022 compared with 8,857 shareholders on 30 June 2021.

The 10 largest shareholders as of 30 June 2022 were:

Main Shareholders*	Shares	%
Systemintegration APS **	31,164,567	27.7%
Folketrygdfondet	7,934,015	7.1%
State Street Bank and Trust Co. ***	6,749,110	6.0%
State Street Bank and Trust Co. ***	3,746,160	3.3%
Verdipapirfond Odin Norden	3,656,029	3.3%
State Street Bank and Trust Co. ***	3,100,014	2.8%
RBC Investor Services Trust ***	3,037,971	2.7%
State Street Bank and Trust Co. ***	2,196,198	2.0%
Verdipapirfond Odin Norge	2,191,692	2.0%
J.P. Morgan Bank Luxembourg ***	1,722,222	1.5%
Other	46,886,115	41.7%
Total number of shares	112,384,093	100.0%

\* Source: Verdipapirsentralen

\*\* Includes shares held by Ib Kunøe

\*\*\* Includes client nominee accounts

As of 30 June 2022, Atea's Chairman Ib Kunøe and close associates controlled a total of 28.3% of the shares, including the shares held by Systemintegration APS.

As of 30 June 2022, Atea's senior management team held 365,781 shares.

#### BACKGROUND

Atea is the leading provider of IT infrastructure and related services to organizations within the Nordic and Baltic regions. The company is the largest player by far in its local markets, with a market share of approximately 20%. Over 60% of Atea's sales are to the public sector, with the remainder of sales to private companies.

Atea's current organization structure is the result of the merger of the leading IT infrastructure companies in Denmark, Norway, Sweden, Finland and the Baltics in 2006 and 2007. This was followed by a further acquisition and consolidation of 50 companies from 2007 - 2015.

Atea's market share in the Nordic and Baltic regions far exceeds that of other IT infrastructure providers. Today, the company has offices in 85 cities in the Nordic and Baltic region and almost 8,000 employees. This scale provides Atea with critical competitive advantages in purchasing, local market presence, breadth and depth of product offering, system integration competence, and efficient shared services and logistics functions.

The market for IT infrastructure in the Nordic and Baltic regions has grown steadily during the last several years. According to estimates from IDC<sup>\*\*</sup>, the market for IT infrastructure and related services has grown at an average rate of approximately 5% per year during the last 5 years.

Atea's competence and leading market position in IT infrastructure has enabled the company to grow at a rate significantly higher than that of the market. Over the last 5 years, the company has averaged an organic revenue growth rate of approximately 7% per year.

To address the needs of the Nordic and Baltic markets, Atea works closely with leading international IT companies, such as Microsoft, Cisco, HP Inc., Hewlett Packard Enterprise, IBM, Apple, Lenovo, VMware, Citrix, and Dell Technologies. These companies view the Nordic region as a critical market for the early adoption of new technologies, and work closely with Atea to penetrate these markets. In recent years, Atea's cooperation with its technology partners has intensified. This enables Atea to stay at the forefront of the latest IT trends, and to offer its customers new and innovative IT solutions.

#### **DIGITAL TRANSFORMATION**

The market for information technology is in the midst of dramatic change, with profound effects on society known as the "digital transformation".

Across private enterprise and throughout the public sector, organizations are converting vast amounts of information into digital form. As information is made digital, it can be collected, processed, managed, and distributed with methods and at a scale which was previously impossible. This "digitization" enables public and private organizations to completely redefine how they provide goods and services, and how these goods and services are consumed and shared.

The resulting "digital transformation" is driving innovation in all sectors of the economy and all public services, including health, welfare, education, defense, policing and infrastructure management. Collectively, this can result in major improvements in productivity and living standards.

At the same time, the "digital transformation" places even greater demands on organizations' IT environments, as the amount of data which is being managed grows exponentially across a broadening range of devices. Furthermore, as digital information and processes become central to the definition of goods, services and of work itself, the capabilities and stability of the IT environment become essential for organizations to function. Consequently, the risk of security breaches becomes ever greater. All of this creates a level of complexity which IT departments struggle to support.

This presents a significant opportunity for Atea, as the leading provider of IT infrastructure and system integration in the Nordic and Baltic regions. Through its breadth of competency and depth of expertise, Atea helps its customers to design, implement and operate the IT infrastructure upon which they are dependent as their operations become increasingly digital.

<sup>&</sup>lt;sup>\*</sup>International IT research company, International Data Corporation

#### **BUSINESS STRATEGY**

Atea's business strategy is to act as a full service IT infrastructure partner for its customers - enabling its customers to successfully pursue their digital transformation initiatives and manage the increasing complexity of their IT environments.

In order to earn a position as a trusted IT partner, Atea provides a complete range of IT infrastructure solutions, with a highly trained service team to support its customers in capturing maximum value from their IT investments.

#### Atea's solution offering:

The range of solutions which Atea provides its customers can be categorized in three major areas: "Digital Workplace", "Hybrid Platforms" and "Information Management".

"Digital Workplace" consists of all the devices and software through which users conduct work, access data and applications, and interact with each other. Examples include PCs, mobile phones and tablets, audio/video and conferencing solutions, smart displays, printers, and more.

"Hybrid Platforms" are the data center and network infrastructure through which organizations process, store, and distribute information. The category includes both onpremise infrastructure and cloud solutions, as well as "hybrid" solutions which integrate the two.

"Information management" consists of tools and methods through which organizations collect and administer data, and then derive value from this information. This includes Atea's practices within data protection, analytics/AI, and automation technologies.

#### Atea's service portfolio:

Atea supports customers with the design, implementation and operation of their IT environments through a broad portfolio of services. The service portfolio can be broken into three categories: "Lifecycle Management", "Professional Services", and "Managed Services".

"Lifecycle Management": Atea's service team assists customers in all aspects of managing their IT assets throughout the lifecycle of each product they acquire. This includes services to help customers deploy, install, finance, maintain, track and dispose of their IT assets.

"Professional services": Atea's consultants advise customers in the design and integration of their IT environments, the management of their information, and how specific IT solutions can best be used to fulfill their objectives.

"Managed services": Atea is a managed service provider which helps customers operate their IT environments either on- premise or from the cloud. Atea's managed services enable customers to dedicate less time and resources on IT operations and instead focus on their core objectives.

#### **SUSTAINABILITY**

Atea's mission is to build the future with IT, together with its employees, its customers and its vendors. Atea's sustainability agenda is an essential part of the company's mission.

Atea's latest Corporate Sustainability & Responsibility Report, published in March 2022, can be found at atea.com/corporate-responsibility. The CSR report contains Atea's 10-year plan for driving its sustainability agenda.

The company has received numerous recognitions for its leadership within sustainability.

#### During the past year:

• Atea earned the highest rating in environmental and social performance by EcoVadis for the third consecutive year: a platinum-level ranking Atea among the top 1% of more than 90,000 companies evaluated globally.

• Atea was recognized as one of the most sustainable corporations in the world, by Corporate Knights as part their annual ranking called "Global 100". Atea ranked 51st overall, and 1st in our industry (IT Services).

• Atea was selected for inclusion in the Carbon Clean 200™ (Clean200), a list of 200 publicly traded companies worldwide that are leading the way among their global peers to a clean energy future.

• Atea was listed as one of 40 companies listed on Oslo Børs that demonstrate the best Environmental, Social and Governance (ESG).

• Atea received the highest rating by the Governance Group in the new report "ESG 100 - How the largest 100 companies on the Oslo Stock Exchange report on ESG".

• Atea was recognized as "Environmental Partner Leader" by Canalys due to our strategy and commitment to do better for our industry, people, community, and the environment.

• Atea was among a select group of European companies, that have made the greatest progress curbing their greenhouse gas emissions. The ranking was made by the Financial Times and Statista.

• Atea was recognized as a "Transparency Partner" by Nasdaq, an initiative focusing on improving the ESG information flow between listed companies and the investor community.

• Atea won the Dell Technologies 2021 EMEA Excellence in Social Impact award.

#### **MARKET TRENDS**

Over the past two years, the COVID pandemic has changed how organizations function, as restrictions on travel and social distancing requirements have required employees to work from remote locations. This has accelerated the digital transformation of the workplace.

Organizations have become dependent on IT solutions to facilitate remote work, and have been forced to reconsider how they interact and transact with their customers, vendors and other stakeholders. This is driving innovation and investment in digital technologies to transform business processes and automate operations.

As employees return to on-premise work, many changes in work patterns from the COVID pandemic will persist. Based on practices established during the pandemic, organizations will continue to drive the use of digital communications as a substitute for travel and physical meetings, and further innovate in their use of information technology to transform their operations.

We expect that the transition to a hybrid model of remote and on-premise work will result in strong customer demand for IT products and services during the coming years. Specifically, we see the following drivers of demand growth across our three solution areas:

#### Digital workplace

- Most organizations have postponed major workplace investments since the start of the pandemic, and will need to refresh older equipment.
- To facilitate greater use of virtual meetings from office locations, there will be increased spending on digital collaboration tools and video conference rooms.
- Demand for onsite technical services will increase as customers require support to implement and maintain digital workplace solutions.
- Sustainability and circular economy have become a key purchase criteria for customers, driving demand for asset management and IT recycling services.

• Device lifecycle management concepts - where the customer pays a service fee for the vendor to provide and manage equipment, and take back equipment at the end of life – will continue to grow in popularity.

#### Hybrid platforms

• Many office networks are due for upgrades, as on-premise investments were deferred during the pandemic.

• Network upgrades are also necessary to facilitate greater use of virtual meeting rooms, and eventually to support device connectivity with the new WiFi 6 standard.

• Demand for software and infrastructure provided through the public cloud will continue to grow, despite restrictions for use by some public sector customers.

• Hybrid cloud managed services – which integrate IT operations from on-premise data centers and public cloud solutions – will see continued growth in demand. Customers plan to continue to utilize their private data centers while taking advantage of the flexibility and software offerings of the public cloud.

#### Information management

• The pandemic has increased focus on digital solutions to transform business processes, driving demand for automation solutions and consulting services.

• Data analytics tools and consulting services are also in high demand, as organizations seek to capture insights from data to adapt their business models and improve their operating performance.

• Spending on IT security services and data protection solutions continues to grow as threats of cyberattacks increase.

#### SUPPLY CHAIN CONSTRAINTS

The electronics industry has faced production and logistics constraints in recent years, resulting in long and uncertain lead times for delivery to customers. Rapid shifts in demand for electronic devices during the COVID pandemic have caused shortages of key components, and semiconductor fabricators have not had surplus capacity to respond.

At present, the supply shortages have the greatest impact on shipments of servers, storage and networking equipment. In other high volume product categories such as PCs, lead times have shortened significantly since the start of the year.

To manage the supply constraints, Atea has been actively procuring inventory in advance of customer delivery dates to secure availability to customers. This has resulted in a higher inventory balance and longer cash collection cycle between payment to vendors and collection from customers.

As supply chain constraints ease across most product categories, Atea is now returning to shorter procurement cycles and lower inventory levels. Atea expects that supply chain constraints will further normalize for most product categories by the end of 2022.

#### **BUSINESS OUTLOOK**

As the Nordic IT infrastructure market continues to grow, Atea is very well-positioned for revenue and profit growth during the coming years, driven by the following key factors:

#### 1. Strong competitive advantages

Atea has a unique competitive position as the largest IT infrastructure provider in the Nordics, and has the highest level of strategic partnership with top IT vendors. This creates critical competitive advantages in purchasing and vendor support, and allows Atea to stay at the forefront of the latest IT trends and product releases.

Atea's position as a full service IT infrastructure partner is also unique in the Nordics. As enterprise IT becomes more business critical and complex, customers increasingly seek a partner with the service competence to support the design, implementation and operations of their IT environments.

With a staff of over 4000 IT service personnel spread across 85 cities in the Nordic and Baltic regions, Atea enables its customers to manage the increasing complexity of their IT environments and successfully transform their enterprise through the use of information technology.

#### 2. Strategy to leverage scale

The Atea Group was formed through the merger of 50 IT companies from 2006 – 2015, which were consolidated into national business units. There remains a significant opportunity for Atea to strengthen its business capabilities and improve profitability through closer integration of its operations across borders.

In order to fully capture Atea's scale advantages, Atea is implementing the "One Atea" program to align its operations and coordinate strategy across countries. The program will establish specialist teams to drive strategy and best practice across each of its business lines, including Hardware/lifecycle management, Software/cloud transformation, Professional services and Managed services. The program is also accelerating the alignment of backoffice functions and supply chain operations in order to drive efficiencies through scale and improved use of automation.

#### 3. Turnaround in Denmark

Atea is by far the largest IT infrastructure provider in Denmark, with a market leadership position comparable to that in other countries. From 2014 – 2020, Atea's EBIT margin in Denmark fell from being the highest in the Atea Group to a large operating loss.

Atea Denmark was reorganized under new management at the start of 2020, and the business has shown a solid recovery since that time, despite slightly lower results in the first half of 2022. In 2021, Atea Denmark's sales grew by 16.8%, with improvement across all business lines. EBIT has also increased, from a loss of DKK 64 million in 2020 to a profit of DKK 41 million in the full year 2021.

Atea's business in Denmark still has a long gap to reach the profit margins in other Atea countries, but the overall trend has been positive. As the Danish business continues to recover and normalize, this will support higher profit growth in the Atea Group.

#### 4. Industry consolidation

The IT infrastructure market is consolidating across all global markets, as scale becomes a critical competitive advantage to serve customers with increasingly complex requirements. Atea has historically been a leader in driving market consolidation in the Nordic region through M&A, but has been less active in recent years.

Based on its competitive position in the Nordic market, Atea sees business opportunities to selectively acquire companies at a reasonable price if synergies can be achieved through integration with the Atea Group. Atea has the capability to finance acquisitions through its balance sheet, as the Group maintains a low debt balance relative to its earnings.

Atea has announced the following M&A transactions which are expected to close in Q3 2022:

• In March 2022, Atea entered an agreement to acquire KMD's IT infrastructure business. The acquired business sells hardware and standard software to customers primarily in the Danish market. The business has 24 employees across three office locations in Denmark. Closing of the agreement is pending approval from the competition authorities.

• In June 2022, Atea entered an agreement to acquire the IT consulting operations of Human IT Sverige AB in southern and western Sweden. In sum, approximately 50 IT consultants will join the Atea Sweden organization. Closing of the agreement is expected in September 2022, and is pending seller's conditions for closing

In sum, Atea is well positioned to drive revenue and profit growth in a growing IT infrastructure market, based on its unique competitive position in the Nordic region, its ongoing business recovery in Denmark, and based on programs to fully leverage its scale advantages both through internal integration and through potential acquisitions.

## **CONDENSED FINANCIAL INFORMATION** FOR THE 6 MONTHS ENDED 30 JUNE 2022

#### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

			Restated		Restated	Restated
		Q2	Q2	H1	H1	Full year
NOK in million	Note	2022	2021	2022	2021	2021
Revenue (IFRS)*	1,2,3,10,13	7,590	6,692	14,496	13,878	28,491
Cost of sales	13	-5,378	-4,603	-10,192	-9,704	-20,045
Gross profit		2,212	2,089	4,303	4,173	8,446
Payroll and related costs		-1,650	-1,576	-3,263	-3,157	-6,130
Other operating costs	13	-129	-156	-278	-327	-656
EBITDA	13	433	358	762	689	1,660
Depreciation and amortization		-152	-152	-299	-307	-614
Operating profit (EBIT)	2	281	206	464	382	1,046
Net financial items	5	1	-27	-18	-41	-104
Profit before tax		282	179	445	341	942
Tax	7	-60	-37	-93	-72	-179
Profit for the period		222	142	353	270	763
Earnings per share						
- earnings per share (NOK)	4	1.99	1.27	3.16	2.43	6.86
- diluted earnings per share (NOK)	4	1.98	1.24	3.13	2.37	6.70
Profit for the period		222	142	353	270	763
Currency translation differences		177	78	57	-107	-183
Items that may be reclassified subsequer	tly to profit or loss	177	78	57	-107	-183
Other comprehensive income		177	78	57	-107	-183
Total comprehensive income for the period	bd	399	220	409	162	580
Total comprehensive income for the period	od attributable to:					
Shareholders of Atea ASA		399	220	409	162	580

 $^{st}$  A bridge from Gross Sales to IFRS revenue is included in APM Note 13.

#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

NOK in million	Note	30 Jun 2022	30 Jun 2021	31 Dec 2021
ASSETS				
Property, plant and equipment		499	510	493
Right-of-use assets		1,227	1,217	1,200
Deferred tax assets	7	257	293	276
Goodwill		4,077	4,000	3,942
Other intangible assets		389	301	328
Investment in associated companies		0	17	0
Long-term subleasing receivables		52	52	53
Other long-term receivables		25	18	29
Non-current assets		6,527	6,408	6,321
Inventories		1,836	1,146	1,191
Trade receivables		5,014	3,758	5,189
Other receivables		2,361	1,890	1,916
Short term subleasing receivables		58	92	71
Other financial assets		27	3	7
Cash and cash equivalents		905	938	1,353
Current assets		10,201	7,828	9,727
Total assets		16,728	14,235	16,048
EQUITY AND LIABILITIES Share capital and premium Other reserves	4	680 1,501	657 1,520	657 1,444
Retained earnings		1,415	1,205	1,429
Equity		3,596	3,382	3,530
Interest-bearing long-term liabilities	6	0	475	475
Long-term sublease liabilities		52	52	53
Long-term leasing liabilities		1,005	990	986
Other long-term liabilities		127	120	190
Deferred tax liabilities		142	159	141
Non-current liabilities		1,326	1,796	1,844
Trade payables		6,124	5,638	6,574
Interest-bearing current liabilities	6	2,042	10	8
Current sublease liabilities		58	92	71
Current leasing liabilities		298	297	284
Tax payable		190	170	136
Provisions		113	113	172
Other current liabilities		2,940	2,736	3,417
Other financial liabilities		40	2	12
Current liabilities		11,805	9,058	10,674
Total liabilities		13,131	10,854	12,518
Total equity and liabilities		16,728	14,235	16,048

#### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

NOK in million	Note	30 Jun 2022	30 Jun 2021	31 Dec 2021
Equity at start of period - 1 January		3,530	3,384	3,384
Currency translation differences		57	-107	-183
Other comprehensive income		57	-107	-183
Profit for the period		353	270	763
Total recognized income for the year		409	162	580
Employee share-option schemes		17	27	49
Dividend		-309	-278	-555
Changes related to own shares	4	-74	-69	-81
Issue of share capital	4	23	155	155
Equity at end of period		3,596	3,382	3,530

#### CONSOLIDATED STATEMENT OF CASH FLOW

NOK in million	Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Profit before tax	282	179	445	341	942
Adjusted for:					
Depreciation and amortisation	152	152	299	307	614
Share based compensation	10	19	17	27	49
Gains/Losses on disposals of PPE and intangible asset	1	0	0	0	-44
Net interest expenses	26	20	49	35	84
Taxes paid	-50	-42	-146	-77	-151
Net interest paid	-28	-21	-49	-33	-80
Cash earnings	392	307	616	600	1,413
Change in trade receivables	-1,739	-318	184	1,873	306
Change in inventories	-291	-56	-631	-373	-446
Change in trade payables	1,076	639	-468	-1,114	-40
Other changes in working capital	55	10	-904	-1,044	-136
Cash flow from operating activities	-507	582	-1,203	-58	1,096
Purchase of PPE and intangible assets	-109	-69	-178	-146	-328
Sale of PPE and intangible assets	0	0	1	1	56
Acquisition of subsidiaries/businesses	-55	-1	-55	-1	-1
Cash flow from investing activities	-164	-70	-231	-146	-273
Dividend paid	-309	-278	-309	-278	-555
Payment from changes in treasury shares	6	-136	-74	-69	-106
Proceeds from new shares issue	-	66	23	155	155
Proceeds from sublease	11	23	16	58	75
Payments of sublease liabilities	-11	-23	-15	-58	-75
Payments of lease liabilities	-77	-79	-155	-160	-327
Change in debt	1,273	6	1,540	4	-37
Cash flow from financing activities	894	-422	1,025	-348	-870
Net cash flow	222	91	-409	-551	-47
Cash and cash equivalents at the start of the period	629	796	1,353	1,605	1,605
Foreign exchange effect on cash held in a foreign currency	53	51	-39	-115	-205
Cash and cash equivalents at the end of the period	905	938	905	938	1,353

#### **GENERAL INFORMATION AND ACCOUNTING POLICIES**

The condensed interim financial statements for six months ending 30 June 2022 were approved for publication by the Board of Directors on 13 July 2022. These Group financial statements have not been subject to audit or review.

Atea ASA is a public limited company incorporated and domiciled in Norway whose shares are listed on the Oslo Børs (part of Euronext). Atea (the Group) consists of Atea ASA (the Company) and its subsidiaries. Atea is the leading provider of IT infrastructure and related services to organizations within the Nordic and Baltic region.

The financial statements have been prepared in accordance with International Financial Reporting Standard (IFRS), IAS 34 "Interim Financial Reporting". The condensed interim financial statements do not include all information and disclosures required in the annual financial statement, and should be read in accordance with the Group's Annual Report for 2021, which has been prepared according to IFRS as adopted by EU. There is one change in accounting policy

effective from 1 January 2022 that has impact on the Group accounts. See new agenda decision from IASB Interpretation Committee (IC) below.

In the interim financial statements for 2022, judgements, estimates and assumptions have been applied that may affect the use of accounting principles, book values of assets and liabilities, revenues and expenses. Actual values may differ from these estimates. The major assumptions applied in the interim financial statements for 2022 and the major sources of uncertainty in the statements are similar to those found in the Annual accounts for 2021.

The Board confirms that these interim financial statements have been prepared on a going concern basis. As a result of rounding differences numbers or percentages may not add up to the total.

The carrying amounts of Financial assets and Financial liabilities recognized in the Consolidated statement of financial position approximate their fair values, according to Management's assessment.

#### <u>Change in accounting policy due to Agenda Decision from IFRS Interpretations Committee:</u> <u>Application of principal / agent criteria in IFRS 15 revenue from contracts with customers</u>

With reference to Note 2 in the 2021 Annual Report.

On April 20, the IFRS Interpretations Committee approved an Agenda Decision which provides guidance as to how a software reseller might apply the principal/agent criteria in IFRS 15 "Revenue from Contracts with Customers" to the resale of standard software to a customer.

The decision has implications for whether revenue from the resale of standard software is recognized on a gross or net basis under IFRS 15. The decision can also be applied to the resale of standard vendor services such as extended warranties.

In its historic accounts, Atea has determined that it acts as a principal in the resale of standard software and vendor services and has recognized revenue from these products and services on a gross basis (with gross invoiced sales reported as revenue, and costs of the resold products reported as cost of goods).

Under the new guidance from the IFRS interpretations committee, Atea has determined that it acts as an agent in the resale of standard software and vendor services under the principal/agent criteria in IFRS 15 "Revenue from Contracts with Customers". For this reason, Atea has implemented a change to its accounting policy and recognized revenue from these products and services on a net basis (with gross invoiced sales, less costs of the resold products reported as revenue). The decision to change its accounting policy to conform with the Agenda Decision of the IFRS Interpretations Committee requires a restatement of prior years' accounts under IAS 8.

The changes have been applied retrospectively. The impact on Atea's financial statements is:

For financial year 2021:

- Revenue is reduced by NOK 12.8 billion
- Cost of sales is reduced by NOK 12.8 billion
- Gross profit, operating profit, net profit after tax, balance sheet and cash flow statement are unchanged.

For Q2 2021:

- Revenue is reduced by NOK 4.2 billion
- Cost of sales is reduced by NOK 4.2 billion
- Gross profit, operating profit, net profit after tax, balance sheet and cash flow statement are unchanged.

Atea will continue to report gross invoiced sales by product line and country in future financial reports as an Alternative Performance Measure (APM).

Amended historic income statements from 2015 – 2021 can be found at the following location:

www.atea.com/investors/financial-reports/

#### **OPERATING SEGMENT INFORMATION**

Atea is located in 85 cities in Norway, Sweden, Denmark, Finland, and the Baltic countries of Lithuania, Latvia and Estonia, with almost 8,000 employees. For management and reporting purposes, the Group is organized by these geographical areas. The performance of these geographical areas is evaluated on a regular basis by Atea's Executive Team, consisting of among others the Managing Directors of each geographical segment. In addition to the geographical areas, the Group operates Shared Services functions (Atea Logistics, Atea Global Services, Atea Group Functions, Atea Service Center AB and AppXite) and central administration. These costs are reported separately as Group Shared Service and Group cost.

Transfer prices between operating segments are on arm's length basis in a manner similar to transactions with third parties.

#### NOK

Revenue (IFRS) NOK in million	Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Norway	1,926.7	1,772.3	3,673.5	3,493.3	7,255.2
Sweden	3,021.6	2,607.1	5,694.0	5,189.5	11,067.7
Denmark	1,640.9	1,574.9	3,262.9	3,629.0	6,774.3
Finland	693.1	559.4	1,296.0	1,144.4	2,312.4
The Baltics	316.8	273.0	613.8	526.7	1,253.5
Group Shared Services	2,202.4	1,524.1	4,273.6	3,233.6	7,303.3
Eliminations*	-2,211.8	-1,618.4	-4,319.8	-3,339.0	-7,475.1
Atea Group	7,589.8	6,692.5	14,495.7	13,877.6	28,491.2

\*Most of Atea's internal sales are related to Group Shared Services, which consists of Atea Logistics, Atea Global Services, Atea Group Functions and AppXite

#### **OPERATING SEGMENT INFORMATION (CONT'D)**

#### ΝΟΚ

EBIT NOK in million	Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Norway	118.8	84.0	163.8	134.4	363.2
Sweden	133.0	117.4	275.9	236.1	526.1
Denmark	2.7	0.2	-12.7	0.5	55.8
Finland	23.7	18.1	38.3	38.6	86.1
The Baltics	13.3	11.0	24.6	20.4	57.9
Group Shared Services	15.0	4.8	21.6	14.3	66.0
Group cost	-25.6	-29.7	-47.9	-62.1	-109.1
Operating profit (EBIT)	280.9	205.8	463.6	382.2	1,046.0
Net financial items	1.3	-26.6	-18.2	-41.0	-103.7
Profit before tax	282.2	179.2	445.4	341.3	942.3

Quarterly revenue (IFRS) and gross profit NOK in million	Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Product revenue	5,619.8	4,939.0	10,665.0	10,339.4	21,159.0
Services revenue	1,969.9	1,753.4	3,830.8	3,538.1	7,332.3
Total revenue (IFRS)	7,589.8	6,692.5	14,495.7	13,877.6	28,491.2
Gross profit	2,211.6	2,089.2	4,303.2	4,173.2	8,446.4

Quarterly revenue (IFRS) and gross profit NOK in million	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
Product revenue	5,619.8	5,045.1	5,968.9	4,850.6	4,939.0	5,400.4
Services revenue	1,969.9	1,860.8	2,130.6	1,663.6	1,753.4	1,784.7
Total revenue (IFRS)	7,589.8	6,906.0	8,099.5	6,514.2	6,692.5	7,185.1
Gross profit	2,211.6	2,091.7	2,356.2	1,917.1	2,089.2	2,084.0

#### **OPERATING SEGMENT INFORMATION (CONT'D)**

#### LOCAL CURRENCY

Revenue (IFRS) Local currency in million		Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Norway	NOK	1,926.7	1,772.3	3,673.5	3,493.3	7,255.2
Sweden	SEK	3,159.6	2,619.2	5,978.6	5,164.7	11,046.7
Denmark	DKK	1,217.9	1,163.6	2,433.0	2,652.0	4,957.1
Finland	EUR	69.2	55.5	129.9	112.4	227.5
The Baltics	EUR	31.6	27.0	61.5	51.8	123.3
Group Shared Services	NOK	2,202.4	1,524.1	4,273.6	3,233.6	7,303.3
Eliminations*	NOK	-2,211.8	-1,618.4	-4,319.8	-3,339.0	-7,475.1
Atea Group	NOK	7,589.8	6,692.5	14,495.7	13,877.6	28,491.2

EBIT Local currency in million		Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Norway	NOK	118.8	84.0	163.8	134.4	363.2
Sweden	SEK	139.0	117.9	289.7	235.0	525.1
Denmark	DKK	2.0	0.2	-9.5	0.4	40.8
Finland	EUR	2.4	1.8	3.8	3.8	8.5
The Baltics	EUR	1.3	1.1	2.5	2.0	5.7
Group Shared Services	NOK	15.0	4.8	21.6	14.3	66.0
Group cost	NOK	-25.6	-29.7	-47.9	-62.1	-109.1
Operating profit (EBIT)	NOK	280.9	205.8	463.6	382.2	1,046.0
Net financial items	NOK	1.3	-26.6	-18.2	-41.0	-103.7
Profit before tax	NOK	282.2	179.2	445.4	341.3	942.3

\*Most of Atea's internal sales are related to Group Shared Services, which consists of Atea Logistics, Atea Global Services, Atea Group Functions and AppXite

#### **DISAGGREGATION OF REVENUE (IFRS)**

Information about the main revenue streams and the timing of the revenue recognition are described in Note 2-Summary of significant accounting principles – in the Annual report for 2021.

The Group has disclosed geographical information about revenue from external customers. In addition, the Group

has disclosed revenue based on two main categories: products (hardware and software) and services.

In the table below, the revenue from the operating segment information in Note 2 is disaggregated to the main categories of revenue.

Hardware revenue (IFRS) Local currency in million		Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Norway	NOK	1,327.8	1,204.0	2,481.0	2,346.1	4,938.6
Sweden	SEK	2,195.5	1,772.8	4,131.4	3,508.9	7,713.3
Denmark	DKK	820.8	814.0	1,673.2	1,968.6	3,529.4
Finland	EUR	56.4	45.2	106.8	91.4	183.2
The Baltics	EUR	20.9	17.2	40.0	32.6	80.6
Group Shared Services	NOK	2,003.5	1,381.2	3,879.3	2,950.4	6,706.9
Eliminations*	NOK	-1,986.9	-1,390.3	-3,869.0	-2,921.9	-6,665.3
Atea Group	NOK	5,324.4	4,689.5	10,134.1	9,855.8	20,212.4

Software revenue (IFRS) Local currency in million		Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Norway	NOK	82.9	58.0	147.9	115.3	241.9
Sweden	SEK	138.9	128.9	256.8	239.4	445.6
Denmark	DKK	41.5	33.8	71.0	62.0	124.7
Finland	EUR	2.0	1.4	3.6	3.6	7.2
The Baltics	EUR	0.4	0.3	0.6	0.5	1.2
Group Shared Services	NOK	0.7	0.4	1.5	0.9	2.9
Eliminations*	NOK	0.5	0.2	0.5	0.2	0.5
Atea Group	NOK	295.4	249.5	530.8	483.6	946.5

\*Most of Atea's internal sales are related to Group Shared Services, which consists of Atea Logistics, Atea Global Services, Atea Group Functions and AppXite

#### DISAGGREGATION OF REVENUE (IFRS) (CONT'D)

Services revenue (IFRS) Local currency in million		Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Norway	NOK	515.9	510.3	1,044.6	1,031.9	2,074.7
Sweden	SEK	825.2	717.5	1,590.5	1,416.4	2,887.8
Denmark	DKK	355.7	315.9	688.8	621.4	1,303.0
Finland	EUR	10.8	8.8	19.5	17.5	37.1
The Baltics	EUR	10.4	9.6	21.0	18.6	41.6
Group Shared Services	NOK	198.3	142.6	392.9	282.3	593.4
Eliminations*	NOK	-225.3	-228.3	-450.8	-417.2	-811.0
Atea Group	NOK	1,969.9	1,753.4	3,830.8	3,538.1	7,332.3

### **NOTE 4**

#### SHARE CAPITAL AND PREMIUM

NOK in million,	Number of shares		Share capital				
except number of shares	Issued	Treasury shares	Issued	Treasury shares	Share premium	Total	
At 1 January 2022	112,130,609	-608,567	112	-1	546	657	
Issue of Share capital**	253,484	-	0	-	23	23	
Changes related to own shares ***	-	-377,931	-	0	-	0	
At 30 June 2022	112,384,093	-986,498	112	-1	569	680	

#### Average number of shares outstanding

The average number of shares outstanding during first half of 2022 was 111,514,020. This number is used in the calculation of Basic Earnings per Share.

When calculating Fully Diluted Earnings per Share, the average number of shares outstanding during the first half of 2022 was 112,648,179. The difference relates to the dilution effect of the Employee Share Option program.

Based on the number of share options outstanding, the strike price of the options, the average share price during first half of 2022, and the remaining vesting period of the options, the dilution impact of the share option program is 1,134,159 shares. This calculation is in accordance with IAS 33 Earnings per Share.

\*\*\* Related to share options for the Management and selected employees.

<sup>\*</sup>Most of Atea's internal sales are related to Group Shared Services, which consists of Atea Logistics, Atea Global Services, Atea Group Functions and AppXite \*\*Issue of share capital is related to share options for the Management and selected employees

The sales price for the shares was NOK 60 million (with remaining NOK 59 million affecting Retained earnings)

The purchase price for the shares was NOK 134 million (with remaining NOK 133 million affecting Retained earnings).

#### SHARE CAPITAL AND PREMIUM (CONT'D)

30 June 2022	Number of share options	Average Nominal Strike price	Adjusted Nominal Strike price <sup>*</sup>	Weighted average number of shares outstanding
Basic EPS calculation				111,514,020
Dilution effect of share options				
Total share options Fully vested, with adjusted strike price below share price	1,105,765	90	90	386,403
Unvested <sup>*</sup> , with adjusted strike price below share price	3,154,331	91	98	747,756
Unvested $^*$ , with adjusted strike price above share price	4,240,664	123	149	-
All Share options	8,500,760	107	108	1,134,159

Fully diluted EPS calculation\*\*

112,648,179

### NOTE 5

#### **NET FINANCIAL ITEMS**

NOK in million	Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Interest income	0	0	0	5	6
Interest income, subleasing	0	0	2	4	6
Other financial income	0	0	0	1	3
Total financial income	0	1	2	10	14
Interest costs on loans	-11	-8	-21	-14	-38
Interest expense, leasing	-15	-13	-28	-26	-52
Interest expenses, subleasing	0	0	-2	-4	-6
Foreign exchange effects	29	-4	36	-3	-15
Other financial expenses	-2	-2	-5	-4	-8
Total financial expenses	1	-28	-20	-51	-118
Total net financial items	1	-27	-18	-41	-104

<sup>\*</sup> Adjusted nominal strike price includes fair value of services to be provided during remainder of vesting period, in accordance with IFRS 2 Share-based Payment \*\* Based on an average share price of 128 from January 1 – June 30, 2022

#### BORROWING

#### Credit facilities

Atea has the following credit facilities with lenders, in addition to smaller equipment lease agreements:

#### EIB loan

Atea ASA has entered into an unsecured loan agreement for NOK 475 million with the European Investment Bank in May 2018. The loan has a term of 5 years, and a rate of interest of NIBOR 6M + 0.99%. In Q2 2022, the loan was reclassified as short-term loan.

#### **Receivables facility**

Atea has a revolving credit facility of NOK 1,100 million secured by other receivables through a securitization program. Pricing on the facility is IBOR 3M + 1.00%.

#### Overdraft facility

Atea Group has an overdraft facility of NOK 300 million through its primary bank. The facility has standard terms and conditions for this type of financing.

#### Money market line

Atea Group has secured access to a revolving credit line of NOK 600 million through the money market. The facility has standard terms and conditions for this type of financing.

#### Nordea loan

Atea ASA has entered into a loan agreement for NOK 500 million arranged by Nordea Bank, Denmark, in May 2022. The loan is short-term and is maturing in December 2022, a rate of interest of NIBOR + 1.25%.

#### Other

Other short-term debt mainly includes a temporary uncommitted revolving trade finance facility in the amount of up to USD 140 million that Atea Group entered into with Deutsche Bank in May 2022, under which Deutsche Bank extends payables to one vendor on behalf of Atea ASA and its subsidiaries at a rate of interest of CME SOFR + 2.00%.

#### Sale of receivables

In December 2021, Atea ASA and its subsidiaries in Norway, Sweden and Denmark renewed a securitization contract organized by its primary bank which enables Atea to sell specified accounts receivable at an implicit discount rate of IBOR 3M + 0.60%. This securitization contract is separate from the Receivables facility described above.

The securitization contract has a three-year term, and the maximum balance of accounts receivable which may be sold at any time during the term is NOK 1,900 million.

Overview of facilities used:

	Available facility	Utilized	l facility
	30 Jun	30 Jun	30 Jun
NOK in million	2022	2022	2021
Long-term			
EIB loan	-	-	475
Long-term interest-bearing leasing liabilities*		31	37
Short-term			
Receivables facility	1,100	650	-
Overdraft facility	300	-	-
Money market line	600	-	-
EIB loan	475	475	-
Nordea loan	500	500	-
Current interest-bearing leasing liabilities*		8	10
Other		417	10
Total debt		2,081	533
Securitization - sale of receivables	1,900	1,856	1,806
Total borrowing utilized		3,937	2,339

\* Total debt does not include incremental net lease liabilities due to the adoption of IFRS 16 from 1 January 2019, as defined by Atea loans covenants. See Note 13 for more information.

#### TAXES

	Q2	Q2	H1	H1	Full year
NOK in million	2022	2021	2022	2021	2021
Profit before tax	282	179	445	341	942
Tax payable expenses	-38	-31	-75	-63	-148
Deferred tax asset changes due to tax loss carry forward used	-19	-9	-22	-12	-35
Other deferred tax changes	-3	3	4	3	3
Total tax expenses	-60	-37	-93	-72	-179
Effective rate	21.3%	20.8%	20.8%	21.0%	19.0%

Income tax expense is recognized based on management's estimate of its weighted average tax rate. The estimated effective tax rate during the Q2 of 2022 is 21.3%. Deferred tax changes mainly include tax loss carryforwards used and other deferred tax items which are recognized on the balance sheet during the period.

At the year end of 2021, the tax value of the tax loss carried forward within the Group was NOK 275 million from which NOK 269 million was recognized as Deferred Tax Assets on the balance sheet.

### NOTE 8

#### **BUSINESS COMBINATION**

**Gambit Group.** On 1 April 2022 Atea acquired 100 percent of the outstanding shares in Gambit Group. Gambit Group consist of Gambit Labs Oy AB and two subsidiaries.

Gambit Group is an IT services provider with headquarter in Vaasa, Finland. The acquisition will strengthen Atea's position within information management solutions, including data analytics, machine learning and related system development.

Due to the high knowledge and low capital requirements for operating an IT sales and consulting organization, acquisitions within this sector will typically result in a goodwill balance.

This goodwill balance represents the surplus of the purchase price compared with the accounting value of the net fixed and intangible assets of the acquired company. None of the goodwill recognized is expected to be deductible for income tax purposes.

Acquisition-related costs of NOK 1.5 million are included in operating costs in the Consolidated income statement. The fair values have been determined on provisional basis because new information may occur.

#### **BUSINESS COMBINATION (CONT'D)**

Details of the purchase consideration, the net assets acquired and goodwill in 2022 are as follows:

NOK in million	Gambit Group
Acquisition date	01 April 2022
Country	Finland
Voting rights/ownership interest	100.0%
Purchase consideration:	
Cash payment	69.4
Contingent consideration*	24.6
Total purchase consideration	94.0
Fair value of assets and liabilities (see table below)	23.3
Goodwill	70.7

The fair value of assets and liabilities recognized as a result of the acquisition in 2022 are as follows:

NOK in million	Gambit Group
Contracts and customer relationships	16.2
Property, plant and equipment	0.4
Trade receivables	7.7
Other receivables	1.8
Cash and cash equivalents	15.6
Total asset	41.7
Deferred tax liabilities	-3.2
Trade payables	-0.8
Other current liabilities and provisions	-14.4
Total liabilities	-18.4
Net assets acquired	23.3

Net cash payments in connection with the acquisitions are as follows:

NOK in million	Gambit Group
Consideration paid in cash at date of acquisition	69.4
Cash and cash equivalents in acquired companies	-15.6
Net cash payments for the acquisitions	53.7

<sup>\*</sup> Consideration that is dependent on future results and sellers employees being employed, is recognized as an obligation based on the fair value at the time of acquisition.

#### **BUSINESS COMBINATION (CONT'D)**

If all acquired entities had been consolidated from 1 January 2022, the consolidated pro forma income statements for 2022 would show revenue and profit as follows:

	YTD	YTD
NOK in million	2022	2021
Operating revenue	14,508	13,893
Operating profit/loss (EBIT)	465	384

The financial performance from the acquisition date to the first half year of 2022 for the acquired company is considered to be immaterial from a Group perspective.

### NOTE 9

#### **BUSINESS INITATIVES**

#### KMD's hardware- and infrastructure software business

In March 2022, Atea announced that Atea Denmark has entered an agreement to acquire KMD's hardware- and infrastructure software business.

The acquired business sells hardware and standard software to customers primarily in the Danish market. The business has 24 employees across three office locations in Denmark.

The estimated annual gross turnover of the acquired business is approximately DKK 600 million per year.

Closing of the agreement is pending approval from the competition authorities. The approval is estimated to be finalized in Q3 2022.

#### Sale of mobile service provider business

In April 2022, Atea announced that Atea Norway has entered an agreement to sell Atea Mobil, its mobile service provider business, to Nortel AS. The sale price was NOK 72.5 million. The amount was paid in 2Q 2022. Atea Norway has recognized a net positive EBIT impact of NOK 40 million from the sale in Q2 2022, after provisions for seller's guarantees and other liability provisions.

The gain from the sale of Atea Mobil is treated as Other income (not customer-related), which is reported as a reduction of other operating cost in the condensed P&L, see Note 8 of the 2021 Annual report.

#### IT consulting operations in Sweden

Atea Sweden has announced that it will acquire the IT consulting operations of Human IT Sverige AB in southern and western Sweden.

The acquisition will strengthen Atea's ability to support its customers on projects involving digital transformation and cloud integration.

The acquisition will include a transfer of contracts for consultants and customers only. No facilities, administration or other overhead costs are included in the acquisition. The employee and customer contracts will be directly integrated into the Atea Sweden organization.

The acquired operations of Human IT had revenue of approximately SEK 60 million in 2021. The closing date is 1 September 2022.

#### SEASONALITY OF OPERATIONS

Atea's revenue and cash flow are affected by the seasonality of demand for IT infrastructure investments. Demand for IT infrastructure among Atea's customers peaks in the fourth quarter of the year, leading to higher revenue and cash flow for Atea in the fourth quarter.

### **NOTE 11**

#### **RISKS AND UNCERTAINTIES**

Reference is made to Board of Directors' report 2021, as included in the 2021 Annual Report. The Board of Directors' report 2021 provides an analysis of risk factors for Atea. There are no material changes to these risk factors as of the date of this interim report.

The war in Ukraine does not directly impact Atea's operations. Atea's business is based in the Nordic and Baltic countries. Atea has no employees or operations in Ukraine or Russia.

However, the war in Ukraine is having a negative impact on the macroeconomic environment. Atea has a stable base of public sector and large corporate customers with the resources to invest in information technology throughout the economic cycle. More than 60% of Atea's sales are to the public sector. For this reason, the war in Ukraine has not had a material negative effect on Atea's expectations. For more information how Atea is responding, see www.atea.com/corporate-responsibility/.

### **NOTE 12**

#### **EVENTS AFTER THE BALANCE SHEET DATE**

There were no significant events after the balance sheet date which could affect the evaluation of the reported accounts .

### **NOTE 13**

#### ALTERNATIVE PERFORMANCE MEASURES

The financial information is prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by EU. Additionally, it is management's intent to provide alternative performance measures that are regularly reviewed by management to enhance the understanding of Atea's performance. As defined in ESMAs guidelines on alternative performance measures (APM), an APM is defined as a financial measure of historical or future financial performance, financial position, or cash flows, other than a financial measure defined or specified in the International Financial Reporting Standards as adopted by EU.

Atea uses the following APMs:

#### **GROSS SALES AND REVENUE (IFRS)**

As stated in Note 1, Atea has implemented a change to its accounting policy to comply with new guidance from the IFRS interpretations committee. In its financial reporting through 2021, Atea has recognized revenue from the resale of standard software and vendor services on a gross basis (with gross invoiced sales reported as revenue, and costs of the resold products reported as cost of goods).

Under the new guidance, Atea will recognize revenue from these products and services on a net basis

(with gross invoiced sales, less costs of the resold products reported as revenue). Atea will continue to report Gross invoiced sales in its financial statements as an APM.

The bridge from Gross sales to revenue (IFRS) is provided below. The change in accounting policy only affects revenue and cost of sales, and has no impact on Gross profit, operating profit, net profit after tax, balance sheet and cash flow statement.

#### Q2 2022

NOK in million	Norway	Sweden	Denmark	Finland	The Baltics	Atea Group
Hardware	1,328	2,100	1,106	565	209	5,324
Software	933	2,315	1,191	234	39	4,739
Services	567	842	504	120	110	2,117
Gross sales	2,827	5,257	2,801	919	359	12,180
Hardware IFRS 15 adjustments	0	0	0	0	0	0
Software IFRS 15 adjustments	850	2,183	1,136	214	36	4,443
Services IFRS 15 adjustments	51	53	25	12	6	147
Total IFRS 15 adjustments	901	2,235	1,160	226	42	4,590
Hardware	1,328	2,100	1,106	565	209	5,324
Software	83	133	56	20	4	295
Services	516	789	479	108	104	1,970
Revenue (IFRS)	1,927	3,022	1,641	693	317	7,590

#### GROSS SALES AND REVENUE (IFRS) (CONT'D)

#### Q2 2021

NOK in million	Norway	Sweden	Denmark	Finland	The Baltics	Atea Group
Hardware	1,204	1,764	1,100	456	173	4,690
Software	623	2,185	1,241	198	26	4,273
Services	551	790	512	99	100	1,966
Gross sales	2,378	4,739	2,854	753	299	10,928
Hardware IFRS 15 adjustments	0	0	0	0	0	0
Software IFRS 15 adjustments	565	2,056	1,195	184	24	4,024
Services IFRS 15 adjustments	41	76	83	10	3	212
Total IFRS 15 adjustments	605	2,132	1,279	194	26	4,236
Hardware	1,204	1,764	1,100	456	173	4,690
Software	58	128	46	14	3	249
Services	510	714	429	89	97	1,753
Revenue (IFRS)	1,772	2,607	1,575	559	273	6,692

#### Full year 2021

NOK in million	Norway	Sweden	Denmark	Finland	The Baltics	Atea Group
Hardware	4,939	7,728	4,823	1,862	819	20,212
Software	2,694	6,313	2,817	1,180	150	13,127
Services	2,240	3,128	1,977	412	436	7,976
Gross sales	9,872	17,169	9,617	3,454	1,404	41,316
Hardware IFRS 15 adjustments	0	0	0	0	0	0
Software IFRS 15 adjustments	2,452	5,867	2,646	1,107	138	12,180
Services IFRS 15 adjustments	165	235	196	35	13	644
Total IFRS 15 adjustments	2,617	6,102	2,843	1,141	151	12,824
Hardware	4,939	7,728	4,823	1,862	819	20,212
Software	242	446	170	73	12	947
Services	2,075	2,893	1,781	377	423	7,332
Revenue (IFRS)	7,255	11,068	6,774	2,312	1,254	28,491

#### **PRO FORMA ACCOUNTS**

Pro forma gross sales, revenue (IFRS) and EBITDA includes gross sales, revenue (IFRS) and EBITDA from companies acquired during 2022 and 2021 in both the current and prior full year. Pro forma financial results are used to calculate organic growth as well as loan covenant requirements (see below).

Pro forma gross sales and revenue (IFRS) in constant currency excludes the effect of foreign currency rate fluctuations. Growth in constant currency is translating gross sales and revenue (IFRS) recognized during the current period using exchange rates for the previous period.

	Q2	Q2	H1	H1	Full year
NOK in million	2022	2021	2022	2021	2021
Gross sales	12,180	10,928	22,265	20,927	41,316
Adjustment for acquisitions	0	8	12	16	35
Pro forma gross sales	12,180	10,936	22,277	20,943	41,350
Pro forma gross sales on last year currency	12,442	11,437	22,948	21,370	42,486
Pro forma growth in constant currency	13.8%		9.6%		7.6%
	Q2	Q2	H1	H1	Full year
NOK in million	2022	2021	2022	2021	2021
Revenue (IFRS)	7,590	6,692	14,496	13,878	28,491
Adjustment for acquisitions	0	8	12	16	35
Pro forma revenue (IFRS)	7,590	6,701	14,508	13,893	28,526
Pro forma revenue (IFRS) on last year currency	7,735	7,034	14,926	14,182	29,313
Pro forma growth in constant currency	15.4%		7.4%		4.9%
EBITDA is defined as Operating profit (EBIT) before depreciation and amortization. Pro forma EBITDA is used as the basis for loan covenant requirements.					

	Q2	Q2	H1	H1	Full year
NOK in million	2022	2021	2022	2021	2021
EBITDA	433	358	762	689	1,660
Adjustment for acquisitions	0	2	1	2	7
Pro forma EBITDA	433	360	764	691	1,667

#### **GROSS PROFIT**

Gross profit is defined as revenue (IFRS) less cost of sales. The Group's revenue (IFRS) is recognized either gross or net depending on sales streams. Cost of sales includes products and services bought from suppliers and resold to customers. Cost of sales includes all direct expenses for goods and services directly connected to the sales. Direct costs related to services include leasing, outsourcing, and freight.

	Q2	Q2	H1	H1	Full year
NOK in million	2022	2021	2022	2021	2021
Revenue (IFRS)	7,590	6,692	14,496	13,878	28,491
Cost of sales	-5,378	-4,603	-10,192	-9,704	-20,045
Gross profit	2,212	2,089	4,303	4,173	8,446

#### **GROSS SALES MARGIN**

Gross sales margin % is defined as gross profit divided by gross sales.

Gross sales and gross sales margin % NOK in million	Q2 2022	Q2 2021	H1 2022	H1 2021	Full year 2021
Gross sales – products	10,063	8,963	18,103	17,041	33,339
Gross sales – services	2,117	1,966	4,161	3,886	7,976
Total gross sales	12,180	10,928	22,265	20,927	41,316
Product gross profit	1,001	887	1,881	1,757	3,607
Total services gross profit	1,210	1,202	2,422	2,416	4,840
Total products and services gross profit	2,212	2,089	4,303	4,173	8,446
Product margin	10.0%	9.9%	10.4%	10.3%	10.8%
Services margin	57.2%	61.1%	58.2%	62.2%	60.7%
Gross sales margin %	18.2%	19.1%	19.3%	19.9%	20.4%

#### **OPERATING EXPENSES**

Operating expenses include payroll and related costs, other operating expenses, depreciation and amortization costs.

	Q2	Q2	H1	H1	Full year
NOK in million	2022	2021	2022	2021	2021
Payroll and related costs	1,650	1,576	3,263	3,157	6,130
Other operating costs	129	156	278	327	656
Depreciation and amortization	152	152	299	307	614
Total operating expenses	1,931	1,883	3,840	3,791	7,400

#### FREE CASH FLOW

Free cash flow is defined as cash flow from operations, less capital expenditures. Capital expenditure is a net of cash payments to acquire or develop property, plant and equipment, intangible assets and proceeds from sale of assets.

The company's dividend policy is to distribute approximately 70-100 percent of net profit after tax to shareholders in the form of a dividend. Any dividends proposed by the Board of directors to the annual general meeting shall be justified based on the company's dividend policy and its capital requirements.

	Q2	Q2	H1	H1	Full year
NOK in million	2022	2021	2022	2021	2021
Cash flow from operations	-507	582	-1,203	-58	1,096
Purchase of PPE and intangible assets	-109	-69	-178	-146	-328
Sale of PPE and intangible assets	0	0	1	1	56
Capital expenditures through cash	-109	-69	-176	-145	-272
Free cash flow	-616	513	-1,379	-203	824

#### **NET FINANCIAL POSITION**

Net financial position consists of both current and noncurrent interest-bearing liabilities, less cash and cash equivalents.

Net financial position is one of the key metrics used in Atea to assess both the cash position and its indebtedness. It is also used in Atea's covenants on debt agreements. Net financial position does not include incremental net lease liabilities due to the adoption of IFRS 16 from 1 January 2019. IFRS 16 requires lessees to recognize most lease contracts on their balance sheet, including subleases and lease liabilities for Right-of-Use (ROU) assets (such as facility rental contracts). Atea's financial covenants specifically exclude incremental net lease liabilities due to the adoption of IFRS 16 from the definition of net financial position.

NOK in million	30 Jun 2022	30 Jun 2021	31 Dec 2021
Interest-bearing long-term liabilities		-475	-475
Interest-bearing long-term leasing liabilities	-31	-37	-30
Interest-bearing current liabilities	-2,042	-10	-8
Interest-bearing current leasing liabilities	-8	-10	-18
Cash and cash equivalents	905	938	1,353
Net financial position	-1,176	405	822
Long-term ROU assets leasing liabilities	-975	-952	-956
Current ROU assets leasing liabilities	-290	-286	-266
Long-term subleasing liabilities	-52	-52	-53
Short-term subleasing liabilities	-58	-92	-71
Long-term subleasing receivables	52	52	53
Short-term subleasing receivables	58	92	71
Incremental net lease liabilities due to IFRS 16 adoption	-1,264	-1,238	-1,222

#### LIQUIDITY RESERVE

Liquidity reserve is calculated as the difference between Atea's net debt limit according to its debt covenants, and Atea's net debt on the balance sheet date. Atea's debt covenants require that Atea limit its net debt on a Group level to 2.5x pro forma EBITDA for the last 12 months.

	30 Jun	30 Jun	31 Dec
NOK in million	2022	2021	2021
Last 12 months pro forma EBITDA	1,739	1,618	1,667
Debt covenant ratio	2.5	2.5	2.5
Net debt limit	4,348	4,045	4,168
Net financial position	-1,176	405	822
Liquidity reserve	3,172	4,451	4,990
Net debt / pro forma EBITDA	0.7	-0.3	-0.5

#### **NET WORKING CAPITAL**

Net working capital is defined as non-interest-bearing current assets net of cash and cash equivalents less non-interest-bearing current liabilities. The net working capital

balance impacts how much funding is needed for business operations. Net working capital is positively affected by the securitization program, see Note 6 for more details.

NOK in million	30 Jun 2022	30 Jun 2021	31 Dec 2021
Inventories	1,836	1,146	1,191
Trade receivables	5,014	3,758	5,189
Other receivables	2,361	1,890	1,916
Trade payables	-6,124	-5,638	-6,574
VAT, taxes and government fees	-930	-963	-1,102
Provisions	-113	-113	-172
Other current liabilities	-2,200	-1,943	-2,450
Working capital	-157	-1,862	-2,003
Securitization effect	1,856	1,806	1,848
Working capital before securitization	1,699	-56	-154
Year to date gross sales	22,265	20,927	41,316
Proforma gross sales – last 12 months	42,684	40,804	41,350
Working capital in relation to last 12 months gross sales	-0.4%	-4.6%	-4.8%

#### ADJUSTED EQUITY RATIO

Atea's adjusted equity ratio is defined as its equity as a percentage of its adjusted total assets. Atea's adjusted total assets are calculated by deducting incremental lease assets due to the adoption of IFRS 16 (such as right-of-use assets and sublease receivables) from the total asset balance.

In accordance with Atea's risk management guidelines, Atea's adjusted equity ratio should be above 20%.

NOK in million	30 Jun 2022	30 Jun 2021	31 Dec 2021
Total assets	16,728	14,235	16,048
Deduct: incremental lease assets due to IFRS 16 adoption			
Right-of-use assets	-1,227	-1,217	-1,200
Long-term subleasing receivables	-52	-52	-53
Short-term subleasing receivables	-58	-92	-71
Adjusted total assets	15,391	12,874	14,724
Equity	3,596	3,382	3,530
Adjusted equity ratio	23.4%	26.3%	24.0%

### **RESPONSIBILITY STATEMENT**

We confirm to the best of our knowledge that the condensed set of financial statements for the period 1 January to 30 June 2022, has been prepared in accordance with IAS 34 – Interim Financial Reporting, and gives a true and fair view of the Group's assets, liabilities, financial position and result for the period viewed in their entirety, and that the interim management report, to the best of our knowledge, includes a fair review of any significant events that arose during the six-month period and their effect on the half-yearly financial report, any significant related parties' transactions, and a description of the principal risks and uncertainties for the remaining six months of the year.

Oslo, 13 July 2022

- Ib Kunøe Chairman of the Board
- Morten Jurs Member of the Board
- Sven Madsen Member of the Board
- Saloume Djoudat Member of the Board
- Lisbeth Toftkær Kvan Member of the Board
- Leiv Jarle Larsen Member of the Board (employee elected)
- Marius Hole Member of the Board (employee elected)
- Nelly Flatland Member of the Board (employee elected)
- Steinar Sønsteby CEO of Atea ASA (Group)



#### HOLDING ATEA ASA

Karvesvingen 5 Box 6472 Etterstad NO-0605 Oslo Tel: +47 22 09 50 00 Org.no 920 237 126 investor@atea.com atea.com

#### FINLAND ATEA OY

Jaakonkatu 2 PL 39 FI-01621 Vantaa Tel: +358 (0)10 613 611 Org.no 091 9156-0 customercare@atea.fi atea.fi

#### **GROUP LOGISTICS**

#### ATEA LOGISTICS AB

Nylandavägen 8A Box 159 SE-351 04 Växjö Tel: +46 (0)470 77 16 00 Org.no 556354-4690 customer.care@atea.se

#### NORWAY ATEA AS

Karvesvingen 5 Box 6472 Etterstad NO-0605 Oslo Tel: +47 22 09 50 00 Org.no 976 239 997 info@atea.no atea.no

#### LITHUANIA ATEA UAB

J. Rutkausko st. 6 LT-05132 Vilnius Tel: +370 5 239 7899 Org.no 122 588 443 info@atea.lt atea.lt

#### GROUP SHARED SERVICES

#### ATEA GLOBAL SERVICES SIA

Mukusalas Street 15 LV-1004 Riga Org.no 50203101431 rigainfo@atea.com ateaglobal.com

#### SWEDEN ATEA AB

Kronborgsgränd 1 Box 18 SE-164 93 Kista Tel: +46 (0)8 477 47 00 Org.no 556448-0282 info@atea.se atea.se

#### LATVIA ATEA SIA

Unijas iela 15 LV-1039 Riga Tel: +371 67 819050 Org.no 40003312822 info@atea.lv atea.lv

#### **GROUP FUNCTIONS**

#### ATEA GROUP FUNCTIONS A/S

Lautrupvang st. 6 DK-2750 Ballerup Org.no 39097060 info@atea.dk

#### DENMARK ATEA A/S

Lautrupvang st. 6 DK-2750 Ballerup Tel: +45 70 25 25 50 Org.no 25511484 info@atea.dk atea.dk

#### ESTONIA ATEA AS

Järvevana tee 7b EE-10112 Tallinn Tel: +372 610 5920 Org.no 10088390 info@atea.ee atea.ee

#### APPXITE APPXITE SIA

Matrozu Street 15 LV-1048 Riga Org.no 40003843899 info@appxite.com appxite.com

ATER