#### OPERA SOFTWARE ANNOUNCES FOURTH QUARTER RESULTS

# Record revenue and profit.

Oslo, Norway – February 11, 2014 – Opera Software (OSEBX: OPERA) today reported financial results for the fourth quarter, which ended December 31, 2013.

#### 4Q 2013 financial highlights include:

- Revenues of MUSD 89.6, up 48% versus 4Q12
- EBIT (excluding one-time extraordinary costs) of MUSD 16.8, up 28% versus 4Q12
- Adjusted EBITDA\* (excluding one-time extraordinary costs) of MUSD 24.0, up 43% versus 4Q12
- Operating Cash Flow of MUSD 14.9 versus MUSD 16.0 in 4Q12
- Free Cash Flow of MUSD 12.6 versus MUSD 10.2 in 4Q12

#### Revenues

Revenue was MUSD 89.6 in 4Q13 compared to MUSD 60.7 in 4Q12, an increase of 48%.

#### **Profit**

EBIT, excluding one-time extraordinary costs, was MUSD 16.8 in 4Q13 compared to MUSD 13.2 in 4Q12. EBITDA, excluding one-time extraordinary costs, was MUSD 23.1 in 4Q13 compared with MUSD 16.0 in 4Q12. EBITDA, excluding stock-based compensation expenses and one-time extraordinary costs, was MUSD 24.0 compared with MUSD 16.8 in 4Q12. EBIT, including one-time extraordinary costs, was MUSD 15.7 in 4Q13 compared to MUSD 5.3 in 4Q12.

4Q13 IFRS Net Income was MUSD 49.3 compared to MUSD 2.8 in 4Q12. Non-IFRS 4Q13 Net Income was MUSD 24.1 compared to MUSD 13.7 in 4Q12. The Company's non-IFRS Net Income 4Q13 excludes the effects of MUSD 1.0 in non-cash stock-based compensation expenses, MUSD 1.1 in one-time extraordinary costs, MUSD -29.7 related to changes in contingent consideration, and MUSD 2.4 related to Opera's Joint Venture in China.

EPS and fully diluted EPS were USD 0.385 and USD 0.374, respectively, in 4Q13, compared to USD 0.023 and USD 0.023, respectively, in 4Q12. Non-IFRS EPS and fully diluted Non-IFRS EPS were USD 0.188 and USD 0.183, respectively, in 4Q13, compared to USD 0.115 and USD 0.113, respectively, in 4Q12.

#### **Cash Flow**

The Company's net cash flow from operating activities was MUSD 14.9 in 4Q13 compared to MUSD 16.0 in 4Q12. Cash flow from operating activities was impacted positively by strong profitability and negatively by changes in working capital. Opera's cash balance was impacted positively by net cash flow from operating activities and proceeds from an equity offering of 8 million shares, and negatively by investments in research and development, investment in Opera's Joint Venture in China and capital

expenditures. Capital expenditures, which are primarily related to Opera's hosting operations, were MUSD 2.3 in 4Q13 versus MUSD 5.7 in 4Q12.

# **Operational Highlights**

## ■ Mobile Operators

Revenues of MUSD 16.5 in 4Q13, up 57% versus 4Q12

Operator cloud based license/data revenue of MUSD 15.5 in 4Q13 up 55% versus 4Q12

Operator active users reached 104.7 million by the end of 4Q13, up 95% versus the end of 4Q12

## ■ Mobile Consumers – Opera Owned and Operated Properties

Revenues of MUSD 11.0 in 4Q13, up 141% versus 4Q12

Total Opera mobile consumer users reached 270 million at the end of 4Q13, up 18% versus the end of 4Q12

Android users reached 85.2 million at the end of 4Q13, up 85% versus the end of 4Q12

## ■ Mobile Publishers & Advertisers – Opera Publisher Partner Members

Revenues of MUSD 43.1 in 4Q13, up 120% versus 4Q12

Total mobile advertising impressions managed was 180 billion in 4Q13, up 29% compared to 4Q12

## ■ Desktop Consumers

Revenues of MUSD 15.4 in 4Q13, down 7% versus 4Q12

Desktop users reached 51 million by the end of 4Q13, down 7% versus 4Q12

#### ■ Device OEMs

Revenues of MUSD 3.3 in 4Q13, down 62% versus 4Q12

## Guidance

#### 1Q FY14 Guidance:

**Revenue:** Revenue for the company's first fiscal quarter is projected to be in the range of MUSD 85 to MUSD 88.

Adj EBITDA\*: Adjusted EBITDA for the company's first fiscal quarter is projected to be in the range of MUSD 21 to MUSD 23

## FY14 Guidance:

**Revenue:** Revenue for the company's full fiscal year 2014 is projected to be in the range of MUSD 390 to MUSD 410.

**Adj EBITDA\*:** Adjusted EBITDA for the company's full fiscal year 2014 is projected to be in the range of MUSD 108 to MUSD 116.

Please find the fourth quarter report (4Q13.pdf), fourth quarter press release (4Q13\_Press\_release.pdf) and fourth quarter presentation (4Q13\_presentation.pdf) attached.

Webcast: http://www.operasoftware.com/company/investors/webcasts/q42013

Or

http://embed.smartcomtv.no/C1D39A38-51FF-4165-BC55-7B7172F1BC60

Erik Harrell, CFO/CSO

Tel: +47 2369 2400

Petter Lade, Investor Relations

Tel: +47 2369 2400

# About Opera Software ASA

Opera products enable more than 350 million internet consumers worldwide to discover and connect with the content and services that matter most to them, no matter what device, network or location. In turn, we help advertisers reach the audiences that build value for their businesses. Opera also delivers products and services to more than 130 mobile operators around the world, enabling them to provide a faster, more economical and better network experience to their subscribers. From family photos and funny videos to business ideas that change the world economy, the internet has always been about discovery. Whether you are a consumer getting online for the first time, or a multinational corporation trying to reach the right audience, Opera can help you discover more online. Opera Software ASA is listed on the Oslo Stock Exchange under the ticker symbol OPERA. 'Opera', 'Opera Software', 'Opera Mini' and the 'O' logo are trademarks of Opera Software ASA. All other trademarks are the property of their respective owners. Learn more about Opera at <a href="https://www.opera.com">www.opera.com</a>.

This Press Release contains forward-looking statements. These statements include, among other things, statements regarding future operations and business strategies and future financial condition and prospects. These forward-looking statements are subject to certain risks and uncertainties that could cause our actual results to differ materially from those reflected in the forward-looking statements. Factors that could cause or contribute to such differences are covered in the Opera Software FY 2012 Annual Report under the heading "Risk Factors." We undertake no obligation to revise or publicly release the results of any revision to these forward-looking statements, except as required by law. Given these risks and uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements.

<sup>\*&</sup>quot;Adjusted EBITDA" refers to EBITDA excluding stock-based compensation expenses, excluding extraordinary/one-time costs and acquisition costs.