



ABAX GROUP AS

# Financial Report Q1 2024

# Highlights

## Continuous Revenue and EBITDA growth in first quarter



### Q1 highlights

- Revenue of 204,4 (192,8) MNOK, 6 % growth year-over-year
- Revenue growth of 12 % year-over-year outside of Sweden, which remains impacted by macroeconomic challenges, particularly in the construction sector
- Strong growth in our Asset Tracking solutions revenue of 12 %
- Adjusted EBITDA of 78,8 (77,7) MNOK, 1 % growth year-over-year subdued by investments in future growth initiatives, such as Fair and iSquared
- Annual Recurring Revenue (ARR) of 811,5 MNOK, 3 % growth year-over-year

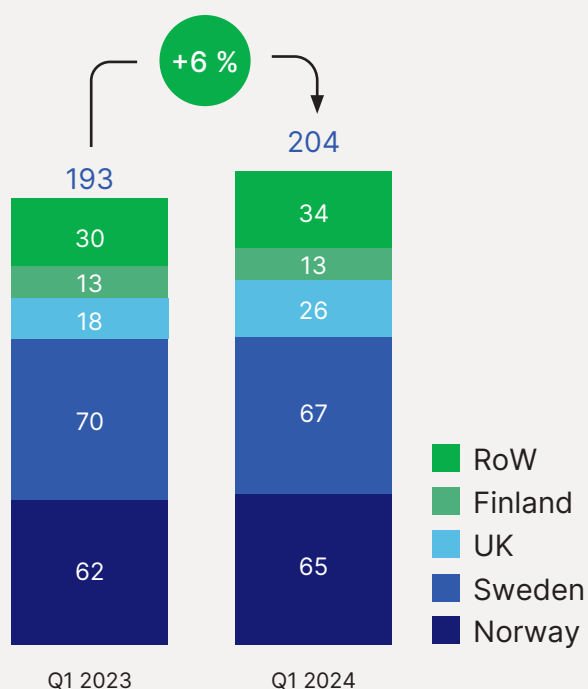
### Major events after Q1 reporting

- Acquisition of RA Forsikring AS, a Norwegian independent insurance intermediary
- Our recertification of ISO 9001, 14001 and 27001



ABAX constitutes the operating entities under ABAX Group AS. All figures in the report are shown under IFRS.

## Q1 Revenue, MNOK

Key figures<sup>1</sup>

Amounts in NOK million	Q1 2024	Q1 2023	Variance % Y-on-Y
Revenue	204,4	192,8	6 %
Adjusted EBITDA	78,8	77,7	1 %
Adjusted EBITDA Margin	39 %	40 %	-2 %
Adjusted Operating Free Cash Flow	46,7	55,9	-17 %
Monthly Recurring Revenue	67,6	65,5	3 %
Annual Recurring Revenue	811,5	786,4	3 %

<sup>1</sup>Revenue grew in all regions, with the exception of Sweden, which remains impacted by macro-economic challenges, particularly in the construction sector. Outside of Sweden, Revenue was up by 12 %.

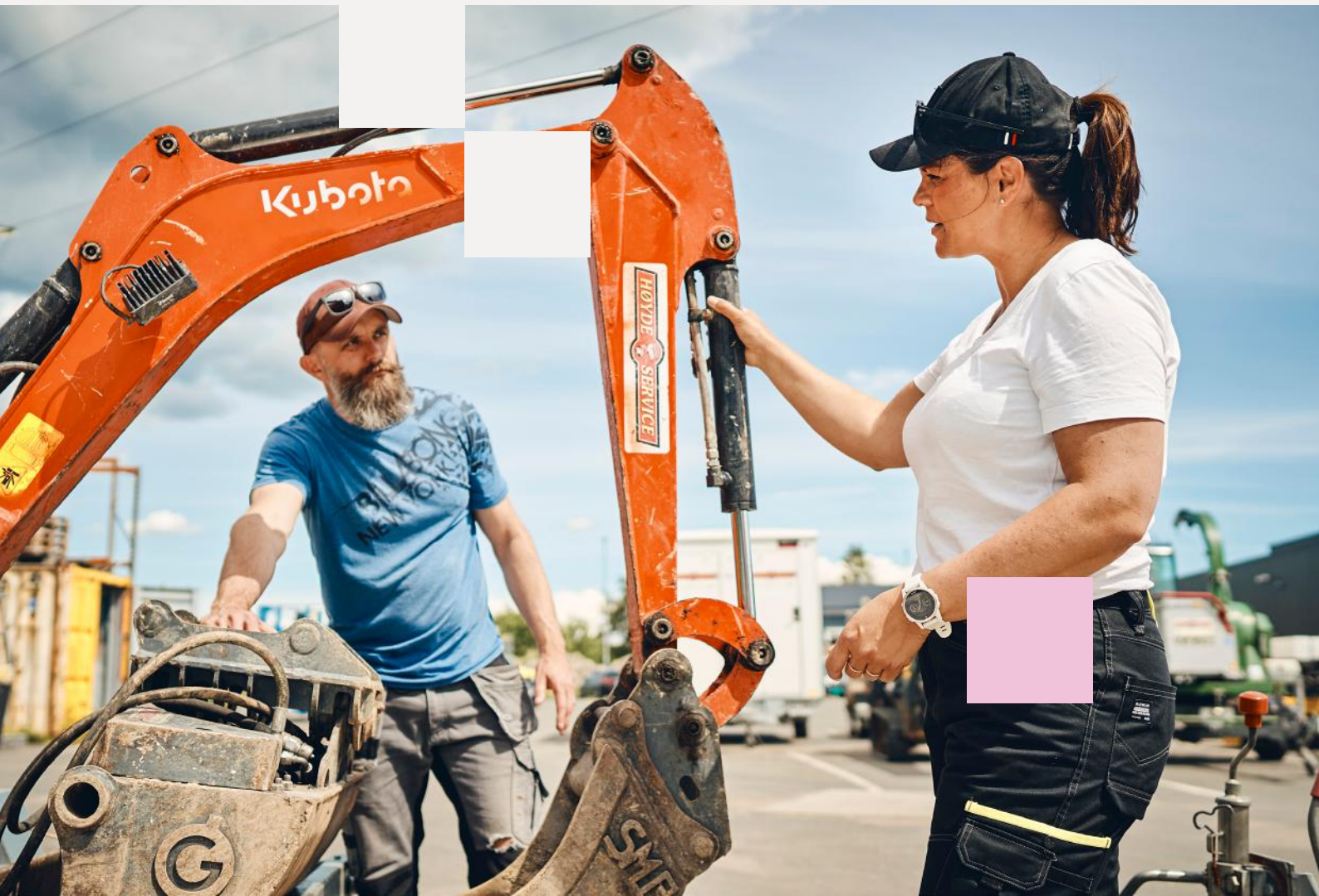
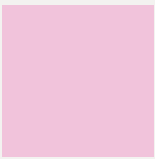
Adjusted EBITDA of 78,8 (77,7) MNOK, up 1 % over last year but subdued by investments in future growth initiatives and macro-economic challenges in the Swedish construction sector. Excluding investments in future growth initiatives, Adjusted EBITDA would have been up 4 % year-over-year.

# About Abax

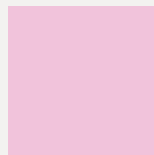
ABAX is a leading European telematics IoT (Internet of Things) platform providing connected mobility solutions for vehicle tracking, asset tracking, and equipment control.

Our mission is to deliver mobility data insights that empower customers to do more with less. We support businesses that rely on field workforces for production, delivery, and maintenance of products, goods, and services. By offering actionable data insights and automated reporting, we help customers optimize field operations, comply with regulations, and achieve significant operational savings.

With over 500,000 tracked mobile assets and more than 40,000 customers, ABAX has a proven track record of translating customer needs into powerful solutions through our advanced data insights platform.



# First quarter commentary and highlights



Emma Dyga, CEO

Our commercial focus on larger accounts paid off in Q1 with 7 % MRR growth (9 % excluding Sweden) in that customer segment. Our product-led approach will bring even more value to this portfolio of customers as we roll out new features and capabilities and looking ahead we expect improvement in customer loyalty among the larger accounts as a result. We see a great potential for cross-sell on these accounts and the ARPA growth is 5 % compared to Q1 2023. The ABAX product development roadmap will deliver new and innovative integrations during 2024 to support our customers in enabling regulatory compliance and making their operations even more efficient.

Our revenue grew 6 % year-over-year to reach 204,4 MNOK, while Adjusted EBITDA was 78,8 (77,7) MNOK, +1 % over the same period last year as subdued by investments in future growth initiatives. Excluding these Adjusted EBITDA would have been up 4 % year-over-year. Annual Recurring Revenue (ARR) continues to grow and was up 3 % year-over-year at the end of March, providing strong forward visibility on revenue into 2024.

In November ABAX launched “Fair” in Sweden, a new ABAX vehicle insurance intermediary service developed to deliver data-driven insurance to connected fleet customers. During Q1 we have

been preparing for the launch of Fair in Norway and by mid- May we have sent our first batch of UBI offerings to a subset of customers in our Norwegian portfolio. By end of May the aim is to have fully launched the Fair offering in Norway, which means that ABAX’s two largest markets have a Fair UBI offering available. We have early indications that the Fair offering will be well received in the Norwegian market and next step is to plan for roll out in other geographies.

We continue to work closely with a number of TSPs (“Telematics Service Providers”) and data partners to bring them onto our iSquared platform, Abax’s proprietary, yet open data monetization platform. This development expands the geographic remit of ABAX and drives the monetization potential of third-party data assets, and we anticipate having agreements to onboard up to 1.8 million vehicles by the end of Q2.

Our leasing initiative is developing well, with a new agreement with a leasing partner in Norway and several other promising conversations with key Nordic leasing organizations. We have also prepared the ground to sign a commercial agreement with the leading admin software used by leasing companies in the Nordics.

We continue to pursue add-on acquisitions where they are accretive to our strategic focus, and have built a short- and long-term pipeline of targets. We are also happy to announce that since the end of Q1 we have closed an acquisition with a Norwegian insurance intermediary called RA Forsikring AS, to further scale and strengthen our Fair offering. We continue to seek out new acquisition targets that will deliver growth in subscriptions and product capabilities.

To strengthen our operational excellence with a high ambition to increase our operational efficiency going forward we have during Q1 established a team that will focus on process and project management, quality enhancement (ISO, ESG, procurement etc) and business intelligence. An important accomplishment in this domain is the recertification of ISO 9001, 14001 and 27001, and ABAX has performed well since the last certification 2 years back and we can confirm that the company very solidly has been recertified on all the ISO certificates.

# Financial highlights – Q1, 2024

Revenue in the first quarter amounted to 204,4 (192,8) MNOK representing growth of 6 % on Q1 2023. Annual Recurring Revenue (ARR) continues to grow and was up 3 % year-over-year at the end of March.

The number of subscriptions increased by 3 % compared to Q1 2023, showing the intended effect of our strategy of addressing larger customers. Our average subscription per customer has grown by 5 % on average year over year.

Our stable subscription base results in increasing MRR (Monthly Recurring Revenue) which adds predictability to the company’s revenue and cash generation and is a key financial objective for ABAX. MRR has increased by 3 % since March 2023.

Adjusted EBITDA of 78,8 (77,7) MNOK, 1 % increase from last year. Investments in Mobility Data services, such as Fair Insurance and iSquared, excluding which Adjusted EBITDA would have been up 4 % year-over-year. The Adjusted EBITDA margin amounted to 39 %, compared to 40 % Q1 last year.

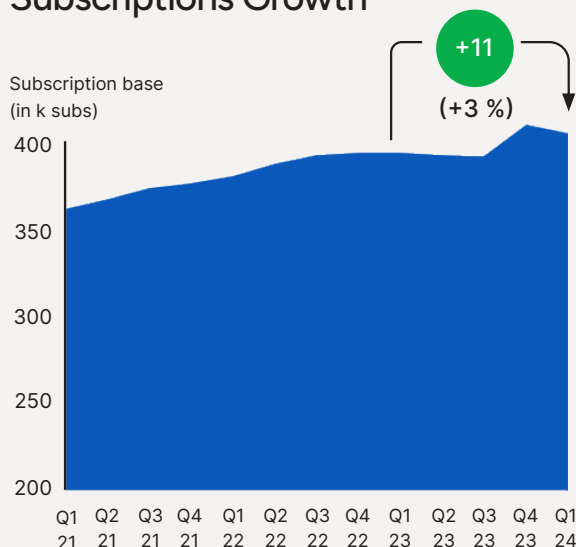
Q1 employee related expenses and other operating expenses amounted to 120,2 (93,7) MNOK, corresponding to an increase of 28 %. However, normalized for non-recurring items we see a 9 % increase from Q1-23 partly as a result of inflation and the weak Norwegian currency but primarily from the acquisition of Movolytics late in Q4 2023. The number of full-time employees stands at 267 (261) at the end of the first quarter of 2024.

Adjusted Operating Free Cashflow is 17 % lower than Q1-23 subdued by temporary lower trade payables and investments related to the development of Mobility Data Services.

We have reduced our inventory levels during Q1 2024, taking out the lingering impacts of Covid-19 where we experienced a shortage of some components. Our DSO is also trending down and this KPI has improved by 6 % year-over-year.

Q1 depreciation and amortization amounted to 96,4 (90,5) MNOK.

## Subscriptions Growth



MRR  
**67,6 MNOK**  
**+3 % YoY**

ARR  
**811,5 MNOK**  
**+3 % YoY**



## Liquid funds and cash conversion

At the end of March 2024, ABAX's held 130,3 MNOK of cash. Additionally, ABAX has a revolving credit facility (RCF) of 50 MNOK of which 11 MNOK has been utilized as a guarantee related to office premises.

ABAX's cash conversion is driven by the payment frequencies of subscription fees, ranging from monthly/quarterly and yearly in advance, offset by investments in capital expenditures and capitalized R&D. Even though ABAX recognizes subscription revenue on a monthly basis, the majority of the subscriptions are paid either annually, semi-annually or quarterly.



## Leverage

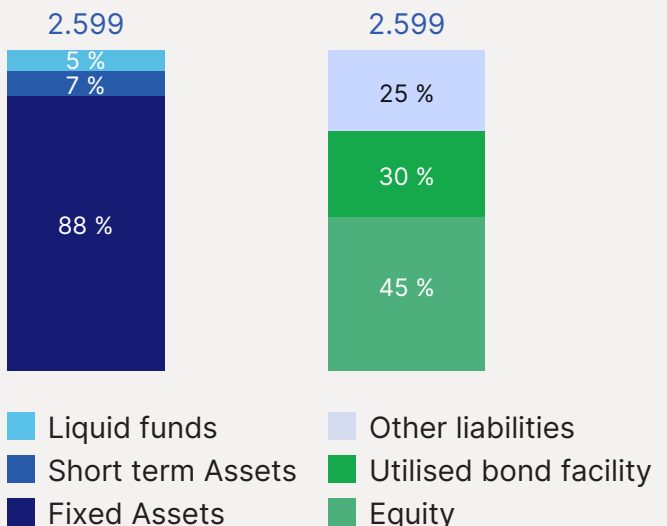
At the end of the first quarter the leverage amounted to 2,0 x LTM March 24 EBITDA. The leverage is calculated according to the table on the right-hand side. This calculation is in line with the definitions agreed in the existing bond terms.

Leverage calculation, NOK million	
Utilised bond facility	766
Cash	-130
Net debt	636
LTM Adjusted EBITDA	324
Leverage (Net debt/Adjusted EBITDA)	2,0x

## Balance sheet

ABAX's fixed assets amount to 88 % of total assets, of which 87 % refer to intangible assets subject to impairment tests. Management believes that these assets provide a solid foundation to drive future profitability and growth. We continue to show a strong Balance Sheet with an Equity Ratio of 46 %. The external interest-bearing loans amounted to 867,9 MNOK, of which 766,3 MNOK refer to utilized bond facility and 101,6 MNOK refer to financial lease liability under IFRS 16.

### Balance sheet, MNOK



# Products and technology

In Q1 2024 ABAX fully transitioned to a product-led operating model, marking a strategic shift in the approach to delivering value to customers, emphasizing streamlined processes and enhanced efficiency. By implementing this model, ABAX will optimize resource allocation, improve product development cycles, and ultimately bolster its competitive edge in the market. The transition to the product-led operating model reflects ABAX's commitment to product-led innovation and responsiveness to evolving customer needs.

Example on achievements during the quarter was the launch of another key integration, this time with Carsmart which enables joint customers to not only address Fleet Management needs with ABAX but also manage the overall Fleet costs, invoices and optimizations within Carsmart.

We continue to focus on strengthening our core business to serve our large existing customer base at the highest level, bringing efficiencies to our value and supply chains and stepping into the future with our Data Science & Business Intelligence investments.

Additionally, we have successfully migrated the Automile platform to Google Cloud Platform (GCP), ensuring better support for platform stability and eliminating risks associated with out-of-warranty physical servers.





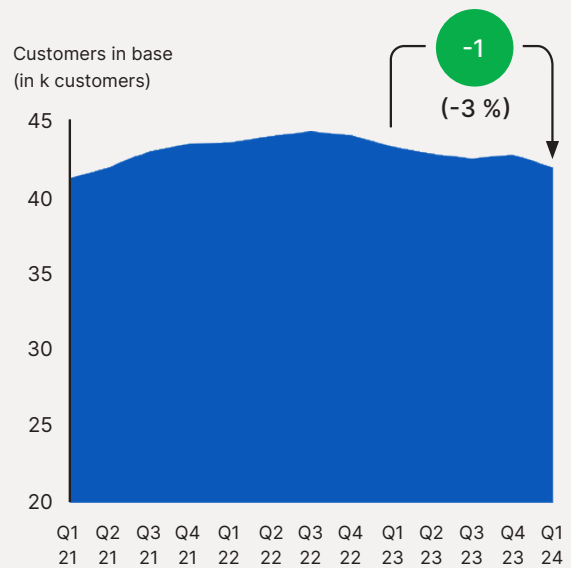
# Customers

ABAX supports businesses that rely on field workforces for production, delivery, and maintenance of products, goods, and services. By offering actionable data insights and automated reporting, we help customers optimize field operations, comply with regulations, and achieve significant operational savings.

ABAX's diverse and large customer base exhibits strong loyalty, with an average customer lifetime of approximately nine years. Although the total number of customers has decreased by 3 % since Q1-23, the number of subscriptions has increased by 3 % over the same period, indicating an increase in the average customer size. This trend is largely due to significant growth in our large account segment, which is a key commercial focus of the business going forward. Conversely, smaller customers naturally experience higher churn rates, due to current macro headwinds, for example in the Swedish construction sector.

ABAX base represents a significant upsell and cross-sell potential for mobility data services and add-on products, such as usage-based insurance (UBI).

## Customer Growth



# Sustainability

ABAX is striving to become not just a sustainable, but a regenerative business. With our origins in Norway, surrounded by unique fjords and forests, it is no wonder that we believe that businesses have a part to play in protecting the environment in which they operate. Our approach is focused both on our own regenerative improvement, but also that of helping our customers reach their sustainability goals.

In Q4 2023, we continued to map out our supply chain, separating our value chain's corporate carbon footprint, and our product carbon footprint. This allows us to make decisions in different parts of our supply chain and organization with a measured approach.

We continue to choose relevant and engaging themes for corporate giving, including Rewilding and Regeneration. We also develop Products that help our fleet customers become more aware of their impact on the world. This is an extremely exciting development, which will place us solidly at the forefront of sustainable mobility.

The 2023 sustainability report is being assembled, but the 2022 Sustainability Report for ABAX is issued at <https://www.abax.com/investor-relations>

The Norwegian Transparency Act came into effect in June 2022. It requires that companies carry out due diligence activities that will ensure they are operating responsibly, respecting human rights and decent working conditions.

The 2023 Human Rights Due Diligence report was updated on the 26th of June 2023, and it is issued at <https://www.abax.com/investor-relations>





## Risk

The operations of ABAX Group AS are exposed to several financial risks such as market risks (currency risk and interest risk), credit risk and liquidity risk.

The group aims to minimize potential adverse effects of these risks on the group's financial results. The group's exposure to currency risk consists primarily of transactions taking place in foreign currencies between subsidiaries of ABAX. The company does not use derivative instruments to reduce currency risks at present.

Since ABAX Group AS in June 2020 issued a senior secured bond for a total amount of 1,000 MNOK, the company is exposed to interest rate trends. The bond terms give the investors a yield of NIBOR 3M + 6.15 %.



## Transactions with related parties

ABAX Group AS is the senior operating company in the group. Closely related parties consist of all subsidiaries and senior executives in the group and their closely related parties. Transactions take place in market terms. The extent and nature of transactions with related parties in the period is consistent with previous year's transactions with related parties, as described in the 2023 annual report.

This interim report has not been subject to external audit.

Larvik, 31 May 2024

A handwritten signature in blue ink, appearing to read 'Emma Dyga'.

Emma Dyga – CEO

A handwritten signature in blue ink, appearing to read 'John Ole Moe'.

John Ole Moe – CFO

# Condensed consolidated statement of profit and loss

		Unaudited First quarter	Unaudited First quarter	Audited Year
Amounts in NOK thousand		2024	2023	2023
Operational Revenue	Note 3	204,421	192,752	798,549
<b>Total Revenue</b>		<b>204,421</b>	<b>192,752</b>	<b>798,549</b>
<b>OPERATING EXPENSES</b>				
Cost of hardware and services		31,828	27,330	102,890
Employee benefit expenses		70,240	63,302	255,937
Other operating expenses		45,478	27,032	123,413
Impairment loss on trade and other receivables		4,488	3,389	22,195
Depreciation		21,671	17,011	77,083
Amortisation		74,698	73,538	294,753
<b>OPERATING PROFIT(+)/LOSS(-)</b>		<b>(43,981)</b>	<b>(18,850)</b>	<b>(77,721)</b>
<b>FINANCIAL ITEMS</b>				
Finance income		9,538	19,940	45,741
Finance expenses		(23,734)	(20,304)	(103,535)
<b>TOTAL NET FINANCIAL ITEMS</b>		<b>(14,195)</b>	<b>(364)</b>	<b>(57,793)</b>
<b>PROFIT(+)/LOSS(-) BEFORE TAX</b>		<b>(58,176)</b>	<b>(19,215)</b>	<b>(135,515)</b>
Tax income (+) / expense (-)		5,975	0	17,133
<b>PROFIT(+)/LOSS(-) FOR THE PERIOD</b>		<b>(52,201)</b>	<b>(19,215)</b>	<b>(118,382)</b>

# Consolidated statement of comprehensive income

	First quarter	First quarter	Year
	2024	2023	2023
<b>PROFIT(+)/LOSS(-) FOR THE PERIOD</b>	<b>(52,201)</b>	<b>(19,215)</b>	<b>(118,382)</b>
<b>ITEMS THAT MAY BE RECLASSIFIED TO PROFIT OR LOSS</b>			
Foreign currency translation differences	(29,853)	39,713	26,469
<b>TOTAL ITEMS THAT MAY BE RECLASSIFIED TO PROFIT OR LOSS</b>	<b>(29,853)</b>	<b>39,713</b>	<b>26,469</b>
<b>OTHER COMPREHENSIVE INCOME, NET OF TAX</b>	<b>(29,853)</b>	<b>39,713</b>	<b>26,469</b>
<b>TOTAL COMPREHENSIVE LOSS FOR THE PERIOD</b>	<b>(82,055)</b>	<b>20 498</b>	<b>(91,913)</b>

# Condensed consolidated statement of financial position

Note 4

	Unaudited	Audited
Amounts in NOK thousand	31.3.2024	31.12.2023
<b>NON-CURRENT ASSETS</b>		
Property, plant and equipment	237,525	230,451
Intangible assets and goodwill	2,003,940	2,093,341
Deferred tax assets	28,277	27,838
Other investments, including derivatives	5,927	5,927
Non-current interest-bearing receivables	20,420	15,969
<b>TOTAL NON-CURRENT ASSETS</b>	<b>2,296,090</b>	<b>2,373,527</b>
<b>CURRENT ASSETS</b>		
Inventories	26,445	29,301
Current tax assets	6,151	4,300
Trade and other receivables	136,729	126,785
Contract assets	3,398	2,595
Cash and cash equivalents	130,338	156,012
<b>TOTAL CURRENT ASSETS</b>	<b>303,061</b>	<b>318,993</b>
<b>TOTAL ASSETS</b>	<b>2,599,150</b>	<b>2,692,520</b>
<b>EQUITY</b>		
Share capital	42,959	42,959
Share premium	1,817,821	1,817,821
Retained earnings	(610,495)	(558,293)
Other reserves	(75,180)	(45,327)
<b>TOTAL EQUITY</b>	<b>1,175,104</b>	<b>1,257,160</b>
<b>NON-CURRENT LIABILITIES</b>		
Financial liabilities and lease liabilities	836,113	833,228
Deferred tax liabilities	154,522	159,484
Other non-current liabilities, not interest bearing	18,961	21,098
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>1,009,596</b>	<b>1,013,809</b>
<b>CURRENT LIABILITIES</b>		
Trade and other payables	154,444	182,929
Contract liabilities	121,638	87,145
Current tax liabilities	22,445	34,246
Loans and borrowings	115,922	117,233
<b>TOTAL CURRENT LIABILITIES</b>	<b>414,448</b>	<b>421,553</b>
<b>TOTAL LIABILITIES</b>	<b>1,424,044</b>	<b>1,435,362</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,599,150</b>	<b>2,692,520</b>

# Condensed consolidated statement of cash flow

	Unaudited First quarter	Unaudited First quarter	Audited Year
Amounts in NOK thousand	2024	2023	2023
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
PROFIT (+)/LOSS(-) FOR THE PERIOD	(52,201)	(19,215)	(118,382)
<b>Adjustments for:</b>			
- Depreciation	21,671	17,011	77,083
- Amortisation	74,698	73,538	294,753
- Net finance costs	14,195	364	57,793
- Tax income (-) / expense (+)	(5,975)	0	(17,133)
<b>Cash flow before changes in working capital, interest and tax</b>	<b>(52,387)</b>	<b>(71,698)</b>	<b>(294,114)</b>
<b>Changes in:</b>			
- Inventories	2,856	(9,071)	(7,246)
- Trade and other receivables	(9,944)	(14,000)	13,553
- Trade and other payables	(28,485)	12,400	(53,235)
- Contract assets/liabilities	33,690	12,424	17,205
- Other movements	687	5,215	6,096
<b>Cash flow before interest and tax</b>	<b>51,192</b>	<b>78,666</b>	<b>270,486</b>
Income taxes paid	(13,706)	(6,553)	(10,555)
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>37,486</b>	<b>72,113</b>	<b>259,931</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Acquisition of Movolytics, net of cash	-	-	(46,074)
Acquisition of property plant and equipment	(16,305)	(16,642)	(65,916)
Acquisition of intangible assets	(16,254)	(12,044)	(72,744)
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>(32,560)</b>	<b>(28,686)</b>	<b>(184,734)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Interest paid	(20,648)	(19,326)	(83,615)
Interest received	-	-	354
Proceeds from realization of interest swap	-	-	25,220
Loans to related parties	(4,594)	-	-
Payment of lease liabilities	(7,681)	(7,157)	(29,950)
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>(32,924)</b>	<b>(26,483)</b>	<b>(87,991)</b>
<b>NET INCREASE (+)/DECREASE (-) IN CASH AND CASH-EQUIVALENTS</b>	<b>(27,997)</b>	<b>16,944</b>	<b>(12,794)</b>
Cash and cash-equivalents beginning of period	156,012	160,753	160,753
Currency effect of cash and cash equivalents	2,323	-	8,052
<b>CASH AND CASH-EQUIVALENTS END OF PERIOD</b>	<b>130,338</b>	<b>177,698</b>	<b>156,012</b>

# Condensed consolidated statement of changes in equity

Year 2023

Attributable to shareholders of ABAX Group AS

Amounts in NOK thousand	Share capital	Share premium	Total paid-in capital	Retained earnings	Translation reserve	Total equity
Ingoing balance 1 January 2023	42,959	1,817,821	1,860,780	(439,765)	(71,797)	1,349,218
<b>Total comprehensive income for the period 01.01.23 - 31.12.23</b>						
Loss for the period				(118,382)		(118,382)
Other comprehensive income for the period					26,469	26,469
				(118,382)	26,469	(91,913)
<b>Transactions with owners of the Company</b>						
Group contribution Abax Midco				(45)		(45)
Group contribution ABAX Invest				(100)		(100)
Totals Transactions with owners	-	-	-	(145)	-	(145)
<b>Balance as of 31 December 2023</b>	<b>42,959</b>	<b>1,817,821</b>	<b>1,860,780</b>	<b>(558,293)</b>	<b>(45,328)</b>	<b>1,257,160</b>

Q1 2024

Attributable to shareholders of ABAX Group AS

Amounts in NOK thousand	Share capital	Share premium	Total paid-in capital	Retained earnings	Translation reserve	Total equity
Ingoing balance 1 January 2024	42,959	1,817,821	1,860,780	(558,293)	(45,328)	1,257,160
<b>Total comprehensive income for the period 01.01.24 - 31.03.24</b>						
Loss for the period				(52,201)		(52,201)
Other comprehensive income for the period					(29,853)	(29,853)
				(52,201)	(29,853)	(82,055)
<b>Transactions with owners of the Company</b>						
Group contribution to ABAX MidCo AS						-
Group contribution to ABAX Invest AS						-
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Balance as of 31 March 2024</b>	<b>42,959</b>	<b>1,817,821</b>	<b>1,860,780</b>	<b>(610,495)</b>	<b>(75,180)</b>	<b>1,175,104</b>



# Notes

## Note 1: General Information

ABAX Group AS ("the Company") and its subsidiaries (together "the Group") has its headquarters and registered office at Hamnergata 20, 3264 Larvik, Norway.

The interim condensed consolidated financial statements for the first quarter 2024, ending 31. March 2024, were prepared in accordance with IAS 34 Interim Financial Reporting. The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's 2023 annual report.

The consolidated financial statements of profit and loss is converted to NOK by using monthly average exchange rates as reported by Norges Bank.

The consolidated financial statements of financial position is converted to NOK by using ending rates as reported by Norges Bank.

## Note 2: Segment reporting

The group recognizes only a single segment in accordance with the definition of operating segment in IFRS 8. The starting point for identifying operating segments on which separate information can be provided are the internal reports to and monitoring by the group management. The group management monitors operating income for the entire business as one operating segment.

## Note 3: Revenue

ABAX has business areas as operating segments. The operating segments correspond to the way in which the business areas report figures to the Group executive management (key decision maker). In the following table, revenue is disaggregated by primary geographical market, major products/service lines and timing of revenue recognition.

	First quarter	First quarter
Amounts in NOK thousand	2024	2023
<b>Primary geographical markets</b>		
Norway	64,644	62,211
Sweden	66,968	69,515
Finland	13,453	13,200
Denmark	5,899	5,020
UK	25,601	18,129
Other	27,856	24,676
<b>Revenue</b>	<b>204,421</b>	<b>192,752</b>
<b>Major products/service lines</b>		
Trip logs	180,592	172,103
Equipment Control and Data Platform Services	23,829	20,648
<b>Revenue</b>	<b>204,421</b>	<b>192,752</b>
<b>Timing of revenue recognition</b>		
Products transferred at a point in time	2,353	2,219
Products and services transferred over time	202,068	190,533
<b>Revenue</b>	<b>204,421</b>	<b>192,752</b>
<b>Revenue type</b>		
Operational revenue	204,421	192,752
<b>Total revenue</b>	<b>204,421</b>	<b>192,752</b>

## Note 4: Restatement tax losses carried forward

Based on Swedish tax regulations, the accumulated tax losses carried forward in connection with the acquisition of Automile AB in 2020 were forfeited (amount to 82,4 MSEK) and the associated deferred tax asset of 18,1 MSEK should have been written down. This was not identified until May 2024. The restatement is made by increasing goodwill by the corresponding amount in Swedish kronor with effect from the acquisition date in 2020. If the purchase price allocation from 2020 had been correct the deferred tax asset would not have been included and the goodwill would have been correct from the acquisition date in 2020. Tax expenses related to the utilization of unjustified tax losses are recognized as current tax liability. Consequently, the tax expenses for the period remain unchanged.

	Before restatement	After restatement	Change
Amounts in NOK thousand	31.12.2023	31.12.2023	
Intangible assets and goodwill	2,074,977	2,093,341	18,364
Deferred tax liabilities	146,783	159,484	12,701
Current tax liabilities	28,583	34,246	5,663



# Alternative performance measures

## EBITDA (Earnings before interest, tax, depreciation and amortisation)

Management has presented the performance measure EBITDA because it monitors this performance measure at a consolidated level, and it believes that this measure is relevant to an understanding of the Group's financial performance. EBITDA is calculated by adjusting profit from continuing operations to exclude the impact of taxation, net finance costs, depreciation, gains and losses from divestments, amortisation related to goodwill, intangible assets, property, plant and equipment. EBITDA is not a defined performance measure under IFRS. The Group's definition of EBITDA may not be comparable with similarly titled performance measures and disclosures by other entities.

# Non-recurring items (NRIs)

A non-recurring item is an infrequent or abnormal gain or loss that is reported in the companies financial statements. Unlike other items reported by a company, non-recurring items do not arise from the normal company's operations. The items are generally caused by unusual and infrequent events.

Non-Recurring items relating to:	First quarter	First quarter
Amounts in NOK thousand	2024	2023
Exceptional payroll related cost	1,195	2,127
Advisory, legal and start-up cost (OPEX)	19,616	0,712
Data analytics start-up cost and hardware NRI (COGS)	4,445	3,123
<b>Total non-recurring items (NGAAP)</b>	<b>25,256</b>	<b>5,962</b>
Stay-on bonus Movolytics acquisition (IFRS)	1,135	-
<b>Total non-recurring items (IFRS)</b>	<b>26,391</b>	<b>5,962</b>

## Adjusted EBITDA

The adjusted EBITDA measure is based on EBITDA and adjusted for Revenue and non-recurring items as described above.

## Adjusted EBITDA margin

The adjusted EBITDA margin measure the profitability of operational performance and is calculated from adjusted EBITDA divided by Revenue.

## LTM Adjusted EBITDA

Shows the last twelve months Adjusted EBITDA.

## Adjusted Operating Free Cash Flow

Adjusted Operating Free Cash Flow is calculated as: Adjusted EBITDA less Capitalized Expenses and adjusted for change in Net Working Capital.

# Monthly Recurring Revenue (MRR)

Monthly Recurring Revenue from subscriptions and add-on services measured by actual FX rates.

# Annual Recurring Revenue (ARR)

Annual Recurring Revenue = MRR \* 12 months.

# Average Revenue per Account (ARPA)

Monthly revenue per customer/account. MRR base / Number of single customers.





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