



We
facilitate
lifelong
learning

QUARTERLY REPORT Q1 2022

Q1

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This is Lumi Gruppen

Lumi Gruppen is a leading education provider in Norway, providing high-quality educational services. Today, the group consists of two main operating segments: Sonans and Oslo Nye Høyskole (ONH).

Sonans is Norway's market leader within high school private candidate exam preparation courses, primarily to help former high school students achieve better exam results and/or complete their high school diploma to enter higher education. ONH is a private university college established in 2007, acquired by Lumi Gruppen in 2019. ONH has one

campus located in central Oslo, in addition to a strong online offering. Lumi Gruppen is also in the process of establishing a new school, NTech (Norwegian School of Technology), which is a practical IT vocational school.

Sonans
— market leader within
private candidate exams

#1

Oslo Nye Høyskole
— National Student Survey:
overall student satisfaction (2021)

Top 3

Oslo Nye Høyskole
— National Student Survey:
Online educational offer (2021)

Top 1

Revenue 2021 (NOK million)

532

Adj. EBIT 2021 (NOK million)

133

Adj. EBIT% 2021

25%

Highlights Q1 22— Lumi Gruppen

Oslo Nye Høyskole growth strategy on plan,
Sonans adapted to online shift.

Student satisfaction

ONH ranked #3 in Norway on overall student satisfaction and #1 for best solution for online teaching (Studiebarometeret).



2 new board members appointed

New board members adding strategic tech competence to the board.

Successful pilot and launch of digital campus

New digital campus offering, named Live, as response to the online shift.



Cost measures

Cost measures implemented to reflect online shift. Additional measures in pipeline.



New Programmes at ONH

Well positioned with solid spring student intake. Positive outlook with full marketing launch in the coming autumn intake.

Revenue

Online revenue for Sonans continues to grow while campus sales is still soft. ONH delivers 17% growth from new and existing programmes.



Pricing Sonans

Prices adjusted for the online offering and digital campus on par with campus.

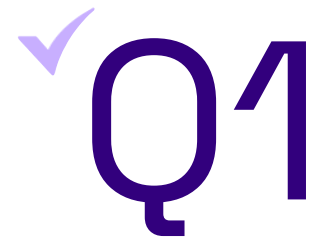


Updated strategy for Sonans

Focusing on digital transformation to strengthen the online offering.

NTech ramp-up plan established — awaiting final approval





✳ **REVENUE AT NOK 133 MILLION FOR THE FIRST QUARTER (-0.5%)**

- Sonans with growth in online revenue while campus revenue is behind last year
- Price adjustments implemented for Sonans to align price levels across student offerings
- Strong performance for Oslo Nye Høyskole (ONH), revenue growing by 17 per cent in Q1 '22 vs. last year

✳ **EBIT AT NOK 21 MILLION FOR THE FIRST QUARTER (-30.0%)**

- Cost programme implemented, but lower average price per student affects margins
- Full-year effect of ramp-up costs related to the new programmes at Oslo Nye Høyskole

✳ **COST MEASURES TOTALLING NOK 10-12 MILLION IMPLEMENTED TO REFLECT ONLINE SHIFT**

- Closing 3 campuses in July 2022, will reduce annual operating costs by additional NOK 14 mill.

✳ **SONANS**

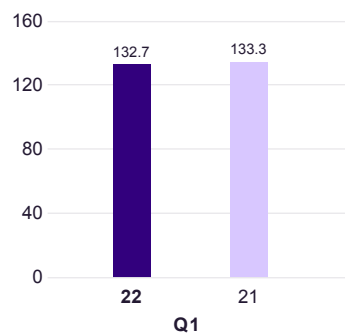
- New digital campus offering well received by students, full launch autumn 2022
- Efficiency measures progressing as planned

✳ **OSLO NYE HØYSKOLE**

- Well positioned and strong start to autumn student intake
- Focus on expanding student offerings and increasing the number of students further

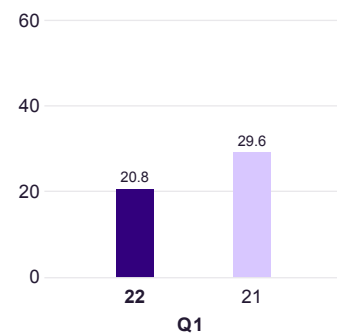
Revenue

NOKm per quarter/year



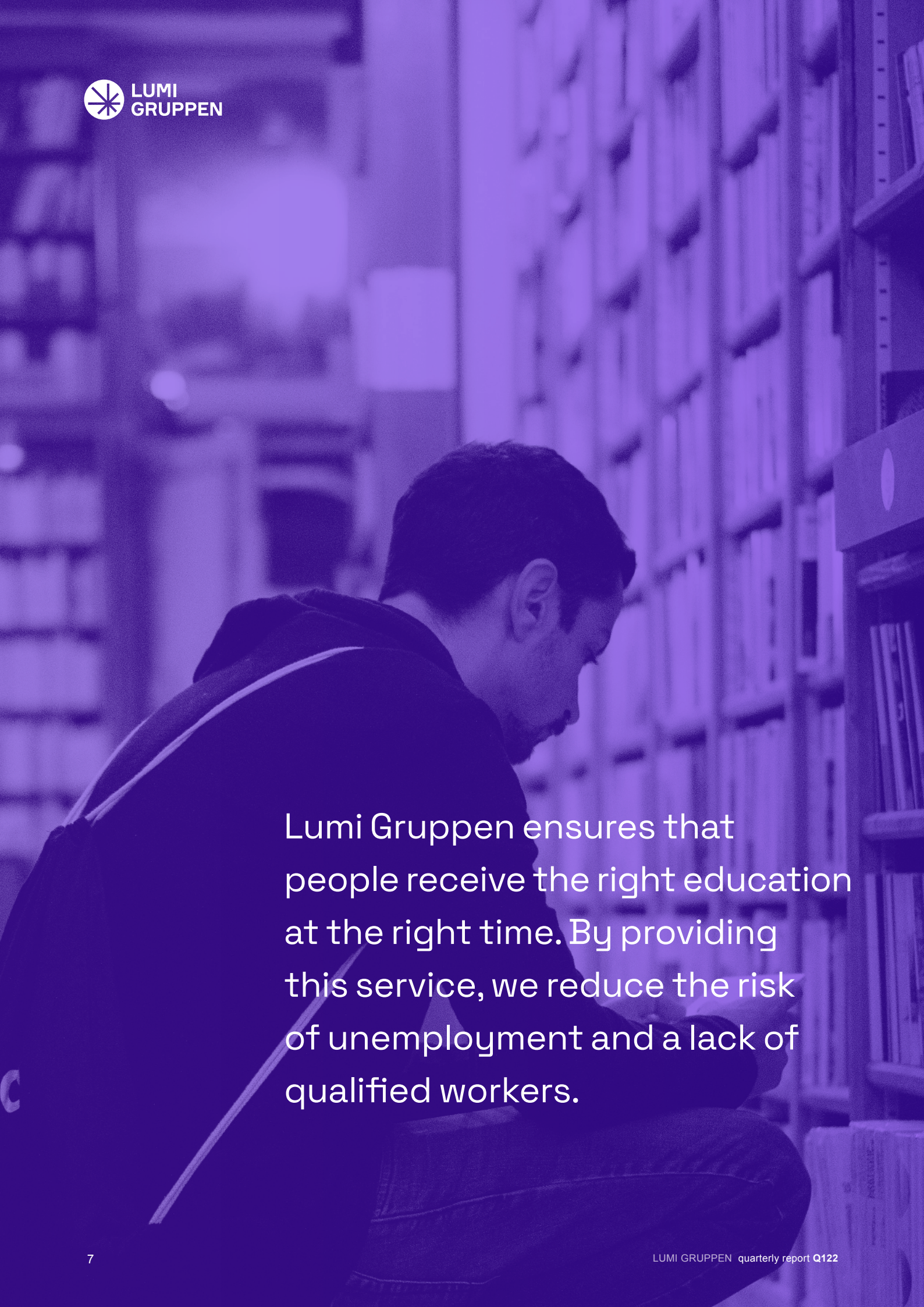
Adj. EBIT

NOKm per quarter/year



Key financial and operational figures

NOK MILLION	QUARTERS		CHANGE
	Q122	Q121	Q1 TO Q1
INCOME STATEMENT			
Revenue	132.7	133.3	-0.5%
Payroll expenses	67.0	61.8	8.5%
Payroll expenses in % of revenue	51.0%	46.0%	9.0%
Total other operating expenses	31.2	29.1	7.4%
Operating expenses in % of revenue	24.0%	22.0%	7.9%
Adjusted EBITDA	34.2	42.5	-19.4%
Adjusted EBITDA margin	26.0%	32.0%	-19.0%
Adjusted EBIT	20.8	29.6	-30.0%
Adjusted EBIT margin	16.0%	22.0%	-29.6%
Non-Recurring Items	6.4	7.8	-18.1%
Net Financial Items	6.2	17.8	-64.9%
Profit/(loss) before income tax	8.1	4.0	101.7%
Tax	1.6	0.8	111.0%
Profit/(loss) for the year	6.5	3.3	99.5%
Earnings per share	0.2	0.1	99.5%
FINANCIAL POSITION			
Capex (fixed assets and development cost)	4.2	2.4	76.0%
Adjusted op. cash flow	112.1	115.3	-3.0%
Adjusted cash conversion (relative to adjusted PTP)	743.0%	951.0%	-22.0%
Total Assets	1 352	1 345	1.0%
Equity	553	489	13.0%
Equity %	41%	36%	12.0%
Cash Position	164	163	1.0%
Net (Interest Bearing) Debt	276	287	-4.0%
OPERATIONAL KPIS			
Number of Employees (FTEs)	288	271	6.0%
Sick-leave	5.7%	3.3%	73.0%
Number of campuses Sonans	15	14	7.1%
Number of campuses ONH	1	1	0.0%
Number of students Sonans	8 249	8 492	-3.0%
— of which online	3 701	2 658	39.0%
Number of students ONH	2 549	2 415	6.0%
— of which online	1 751	1 538	14.0%

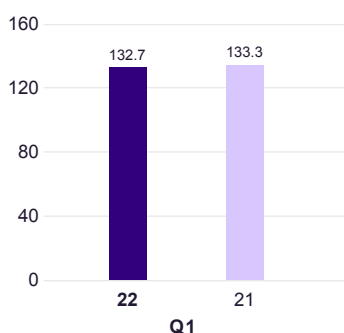
A man in a dark hoodie is kneeling in a library, looking at a book. The background is filled with tall bookshelves. The entire image has a blue tint.

Lumi Gruppen ensures that people receive the right education at the right time. By providing this service, we reduce the risk of unemployment and a lack of qualified workers.

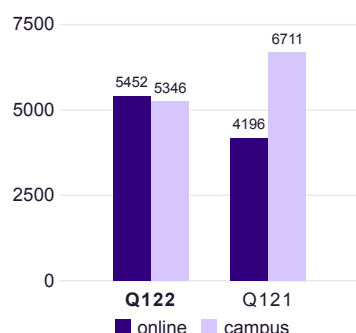
Interim Report – Lumi Gruppen

Throughout the first quarter of 2022 the focus has been on executing the company’s new digital strategy and the transition of the business. For Sonans, significant steps have been taken to align operations with the shift in market trends and Oslo Nye Høyskole (ONH) continued to improve its market position and gain market share.

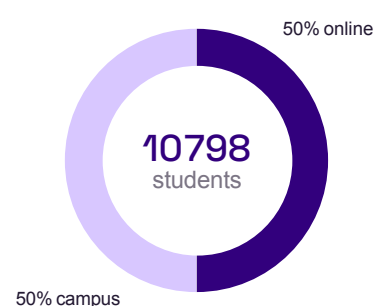
Operating Revenue NOKm



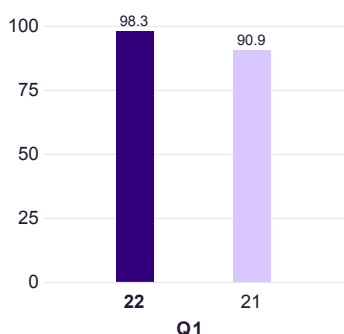
Number of active students



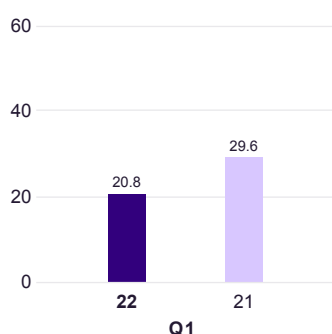
Students — Campus vs. Online (2022)



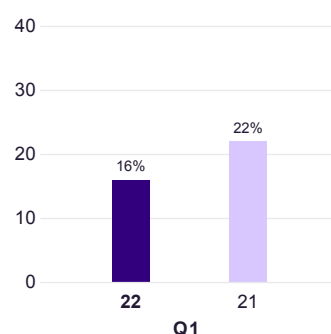
Total Operating Expenses NOKm



Adjusted EBIT NOKm



Adjusted EBIT %



Operational Review

As a response to the continued migration from campus courses to online courses, Sonans has introduced a new digital campus offering named Live. Live will utilise existing teaching capacity at the physical campuses and the courses will be structured in line with existing campus courses. Facilitating interactions between teachers and fellow students will be crucial for structuring the new student offering.

During the first quarter Sonans has launched a pilot version of Live with a very promising outcome. In a recent survey, students attending Live rated the new student offering 4.7 out of 5, while campus courses were rated 4.5 and existing online offerings were rated 4.4. Consequently, Live will be fully launched effective from August 2022 with a special and newly designed marketing campaign commencing in May 2022.

Live will provide growth opportunities for Sonans as the new model significantly expands student reach and is over time more scalable and efficient than the campus model. Sonans will also be the leading private candidate school in Norway with a multi-channel learning concept where the students can choose between physical campus, online learning or digital campus.

To better reflect the value of Sonans' various student offerings, an adjustment of the commercial terms has been implemented in the first quarter. Prices for campus courses have been raised by on average 3.5 percent while prices on existing online courses have been increased by on average 10 per cent. The pricing structure for Live is on par with campus courses, increasing the value per student further.

Aligning Sonans' operation to the shifting market trends is progressing as planned, with annual cost savings in the range of NOK 10-12 million. Consequently, Sonans has reduced the underlying cost base by NOK 3.5 million in the first quarter. The announced closing of three campuses, effective from the second half of 2022, will lower costs further in Q3 and Q4 2022. In addition, classroom efficiency has been improved and the organisation has been adjusted to reflect current market conditions.



Although in an early phase, the number of students that signed up for Sonans Utdanning's courses in the autumn semester of 2022 is down 18 per cent as of week 17, compared to last year. The current market development is a consequence of cancelled high school exams three years in a row leading to artificially improved grades and less students failing. In addition, the labour market in Norway is currently strong, resulting in fewer students applying for higher education. However, the most important campaign period for Sonans is from the end of July to the end of August, when 50 per cent of the sales occur. Sonans will intensify marketing efforts as a response to the current sales status.

Oslo Nye Høyskole (ONH) continued the strong performance in the first quarter 2022 with a record high number of students attending courses. The growth was primarily driven by a solid 55 percent increase in the number of bachelor students. In addition, prices were increased by 3.5% effective from the spring intake. By continuing to increase multi-year bachelor programmes' share of revenue, revenue visibility will increase in the business model and reduce operational risk.

The overall number of students applying for higher education in Norway through the Norwegian Universities and Colleges Admission Service (NUCAS), "Samordna opptak," showed a decline of 12.4 per cent for studies commencing August 2022. The reduction is a consequence of strong growth in both 2020 and 2021 due to Covid-19, more students currently being able to study abroad and a strong labour market. In such an environment, ONH has managed to increase the number of student applicants by 8 percent in total and 21% for bachelor programmes as of 20 April and continued to gain market share.

ONH's solid performance is a good illustration that the expansion of study programmes has been successful and well adapted to students' focus and needs. ONH launched 5 new programmes in the autumn 2021 and will continue to focus on growing the business. The key priority will be to increase the number of students in the new programmes, but new single subject programmes will also be launched. These programmes will be derived from multi-year bachelor programmes. In addition, an additional bachelor programme will be launched in 2023.



The autumn 2022 student intake for ONH could potentially represent a new all-time high for the college. As of week 17, the school has experienced a growth of 14 per cent in the number of signed contracts compared to last year. The growth in student intake for the multi-year programmes is especially high, with 33 more bachelor students compared to last year and 25 additional master students.

Unlike public universities, ONH has an important sales period during the summer, especially after 20 July. Students not admitted to public universities will look for other options, and ONH has a strong portfolio including psychology and business administration which is attractive for many students. The ONH intake is therefore not concluded before the middle of September.

Even if the overall number of student applications to NUCAS ("samordna opptak") in Norway is declining, the demand for online programmes increased by 34 percent. A strong omnichannel offering will therefore be a key differentiator in the education market of tomorrow. ONH is well positioned as the leading provider of online education in Norway and has a clear strategy to further strengthen the online education offering and expand student reach. The online platform will also provide Oslo Nye Høyskole with the potential to scale operations further using current infrastructure.

Key figures

NOK MILLION	QUARTERS		CHANGE
	Q122	Q121	Q1 TO Q1
Operating Revenue	132.7	133.3	-0.5%
— Campus	78.1	92.2	-15.3%
— Online	54.5	41.1	32.8%
Total operating revenue	132.7	133.3	-0.5%
Payroll expenses	67.0	61.8	8.5%
Payroll expenses in % of operating revenue	51.0%	46.0%	9.0%
Other expenses	31.2	29.1	7.4%
Other expenses in % of operating revenue	24.0%	22.0%	7.9%
Total operating expenses	98.3	90.9	8.1%
Adjusted EBITDA	34.2	42.5	-19.4%
Adjusted EBITDA %	26.0%	32.0%	-19.0%
Depreciation and amortization	13.5	12.8	5.2%
Adjusted EBIT	20.8	29.6	-30.0%
Adjusted EBIT %	16.0%	22.0%	-29.6%
Non-recurring items	6.4	7.8	-18.1%
Number of FTEs	288.0	271.0	6.3%
Sick-leave	5.7%	3.3%	72.7%

During the fourth quarter 2021, Lumi Gruppen finalised the ramp-up plans for the launch of the new IT vocational school, NTech (Norwegian School of Technology) and was awaiting final approval from the Norwegian Agency for Quality Assurance in Education (NOKUT). Due to capacity constraints at NOKUT, Lumi Gruppen has received notification that a final approval of NTech will not be given before the autumn of 2022. Consequently, NTech will not be launched before 2023. Two thirds of the applications that NOKUT received were postponed and a letter was sent to the Ministry of Education trying to reverse NOKUT's decision. To emphasise the seriousness of NOKUT's postponements, the letter was signed by LO Norway, The Confederation of Norwegian Enterprise (NHO), the student union, public trade schools and private trade schools. The appeal was not upheld.

Lumi Gruppen will now focus on developing the online solution for NTech so that everything is ready for a launch of the first programme both on campus and online in 2023. The demand for high-quality practical programming expertise is still high and NTech will launch one new 2-year programme each year when operational.

Financial Review

The financial statement presented as part of the operational and financial review, has been adjusted for non-recurring items. A non-recurring item is per definition an item that appears the Company's or the Group's financial statements that is unlikely to happen again and is infrequent or unusual. Non-recurring items are commented separately as part of the financial review. The condensed interim financial statement and notes for Q1 2022 are unaudited.



CONSOLIDATED INCOME STATEMENT

Revenues declined by 0.5% per cent to NOK 132.7 million in Q1 2022, compared to NOK 133.3 million in Q1 2021. Revenue was positively impacted by a significant increase in the number of students at Oslo Nye Høyskole with NOK 6.6 million in higher sales for the quarter, corresponding to 17.2 per cent growth. For Sonans, online sales have been strong with NOK 29.1 million for the quarter and the online revenue share increased from 26.5% in 2H of 2021 to 33.2% in Q1 2022. The increase is in part driven by the new commercial terms for online from 1 January 2022. For campus, volumes continued to decline and ended at NOK 58.6 million compared to NOK 63.6 million in Q4 2021 and NOK 75.3 million in Q1 2021. As commented in previous interim financial reports, lower sales for campus have not been balanced out by the stronger online sales due to the difference in price for the offerings.

Adjusted total operating expenses increased by 8.1 per cent to NOK 98.3 million in Q1 2022, compared to NOK 90.9 million in Q1 2021. The increase is mainly driven by the investments made in Oslo Nye Høyskole for the new programmes. The investments are mainly additional employees required for the launch of the new programmes and most of them started in the second half of 2021. Therefore, the increase does not represent additional

costs this year, but the full year effect. For Sonans, cost measures were implemented with effect from January 2022 to compensate for lower campus volumes and the online shift. The measures are expected to contribute with NOK 10-12 million this financial year. In Q1 2022, Sonans reports savings of NOK 3.5 million mainly related to personnel costs. In addition to the cost measures, it was decided earlier this year to close three campuses from the second half of 2022.

Total reported payroll expenses for Lumi Gruppen increased by 8.5 per cent to 67.0 in Q1 2022 compared to NOK 61.8 in the same period last year. The increase is driven by additional staff at Oslo Nye Høyskole, while Sonans reported a decline in payroll expenses of NOK 2.6 million. The reduced payroll expenses for Sonans are a result of the cost measures implemented. Group personnel costs were unchanged for the quarter.

Premises expenses (non-lease related) in Q1 2022 came in NOK 0.5 million below the same period last year while sales and marketing expenses were up NOK 3.0 million compared to the same period last year. The increase is related to higher marketing spend for both the autumn and spring intake for the school year 2021/2022 and in specific related to Oslo Nye Høyskole and the launch of new programmes.

Bad debt was NOK 8.1 million in Q1 2022 compared to NOK 7.6 million in the same quarter last year and bad debt in percentage of sales ended at 6.1% compared to 5.7% same period last year. The increase in bad debt is a result of a higher share of online sales, but also a slightly negative development in student credit quality. Measures are taken to monitor and reduce the risk for higher bad debt losses.

Adjusted depreciation and amortisation expenses were NOK 13.5 million in Q1 2022 compared to NOK 12.8 million in Q1 2021. The increase is mainly a result of slightly higher non-lease related depreciation.

Adjusted EBIT ended at NOK 20.8 million, a decrease of 30 per cent compared to the same period last year.

The net financial expense in Q1 2022 was NOK 6.2 million compared to NOK 17.8 million in Q1 2021.

Income tax expense in Q1 2022 was NOK 1.6 million compared to NOK 0.8 million in Q1 2021.

Profit was NOK 6.5 million in Q1 2022 compared to NOK 3.3 million in Q1 2021.



NON-RECURRING ITEMS

For the quarter, the Group reported NOK 6.4 million in non-recurring items. Of this, NOK 2.4 million was related to the Qybele LMS license fee and legal cost for the ongoing dispute between Nettskolen Eureka AS and Oslo Nye Høyskole AS. Further, NOK 2.6 million relates to termination of employees in Sonans including severance pay agreements. In addition, NOK 0.6 million relates to interim finance resources.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

The Group's assets totalled NOK 1 353 million in Q1 2022, an increase of NOK 7.0 million from Q1 2021. The Group's equity amounted to NOK 552.5 million, an increase of NOK 63.5 million since Q1 2021. The equity ratio was 41 per cent in Q1 2022, compared to 36 per cent in Q1 2021. Current and non-current liabilities to financial institutions were NOK 437.6 million in Q1 2022 compared to NOK 446.3 million in Q4 2021.

CONSOLIDATED STATEMENT OF CASH FLOWS

Net cash flow from the Group's operations during Q1 2021 was NOK 116.1 million. The difference between net cash flow from operations and profit before tax of NOK 8.1 million is mainly due to changes in working capital. For both Sonans and Oslo Nye Høyskole, most students pay tuition fees early in the semester (resulting in a very positive cash flow in Q1 and Q3), and in the latter part of the semester the cash is used for ongoing operations.

The net cash outflow from investing activities amounted to NOK 4.2 million during Q1 2022. Of that, NOK 3.6 million relates to capitalised development costs for new programmes at Oslo Nye Høyskole and NTech and NOK 0.6 million relates to investments in fixed assets such as IT equipment and computers. The net cash outflow from financing was NOK 10.8 million during Q1 2022. This is the principal portion of lease liabilities in accordance with IFRS 16.

During Q1 2022, the Group had a net increase in cash and cash equivalents of NOK 101 million. As at the balance sheet date, the Group had cash and cash equivalents of NOK 164.5 million, compared to NOK 163.4 million at the same time in 2021.

OTHER – CHANGES TO THE BOARD OF DIRECTORS

The former major shareholders EMK Capital Partners LP and EMK Capital Partners GP Co-Invest LP ("EMK") sold their remaining shares in the Company in February 2022 and EMK's representatives resigned as directors effective as of the general meeting on 26 April 2022. At the general meeting Frode Eilertsen and Harald Arnet were elected new and independent members of the board of directors.

Frode Eilertsen is a senior high tech business executive with unique and extensive experience from almost two decades of leadership in telecom, Internet and digital media, as CEO, EVP, CPO, investor, entrepreneur, and management consultant in both young, rapidly growing organizations and publicly traded multinational corporations. Eilertsen is currently an investor in and advisor to numerous technology startups, in both in Norway and internationally.

Harald Arnet is the CEO and partner in Datum Group, a private investment company. He has more than 30 years' experience in national and international finance, industrial and financial investments. He holds several board positions in listed and non-listed companies.

OUTLOOK

The demand for higher education in Norway is still high even if the total number of applicants for higher education to NUCAS (“Samordna Opptak”) fell by 12 per cent from 2021 to approximately 135 000 applicants in 2022. Available admission places remained stable from last year at approximately 62 000, which means that there are still more than twice as many applicants than available places.

Although early in the intake cycle for the autumn, Sonans is experiencing slightly weaker student intake compared to last year. Net sales per week 17 are down 18 per cent compared to same period last year. However, Sonans will start marketing Live, the new digital campus, in May and extensive marketing campaigns will be executed throughout the summer. The most important campaign period is from 20 July to the end of August.

Sonans has also adjusted prices to better reflect the value for the students, where campus prices have been adjusted by 3.5 per cent and prices for online courses by approximately 10 per cent. In addition, several efficiency measures have been implemented that will reduce the annual cost base by approximately NOK 10-12 million. Further measures, including closures of 3 campuses will be implemented in the second half of 2022, which will add another NOK 14 million to annual cost savings.

The positive development for Oslo Nye Høyskole is expected to continue with the total number of students reaching a new all-time high this autumn. As of week 16, ONH has an increase in signed contracts of 14 per cent and the marketing efforts will continue throughout the summer. ONH has an important sales period after 20 July, when students not admitted to public universities will look for other alternatives. Oslo Nye Høyskole has a strong portfolio of courses including psychology and

business administration which were among the winners in applications to the Norwegian Universities and Colleges Admission Service (NUCAS).

Oslo Nye Høyskole will continue to focus on growing the business and reaching economies of scale. The key priority will be to increase the number of students in the new programmes, but new single subject programmes will also be launched. These programmes will be derived from multi-year bachelor programmes. In addition, an additional bachelor programme is planned for launch in 2023. By continuing to increase bachelor programmes’ share of revenue, revenue visibility will increase in the business model and reduce operational risk.

The overall long-term financial ambitions for the Group remain unchanged. In the Q4 2021 report and presentation, Lumi Gruppen stated that the EBIT margin for 2022 is expected to be on par with 2021 with improved profitability materialising in the second half of 2022. The preconditions for such an expectation are continued solid sales for ONH and improved market conditions for Sonans with slightly higher volumes compared to same period last year. Cost savings measures are already implemented together with price adjustments, but improvement in volumes is still necessary to improve the profitability for this financial year.

Lumi Gruppen is the market leading provider of private education in Norway. Through a combination of high student satisfaction and a unique learning concept, the Group has established a competitive edge and the board is confident that the Group is well positioned to exploit market opportunities going forward.

Oslo, May 9, 2022

Approved by the Board of Directors and Management

Helge Midttun
Chair

Harald Arnet

Anne Dahle


Frode Eilertsen

Bente Sollid Storehaug

Sylvie Milverton

Erik Brandt
CEO

Martin Prytz
CFO

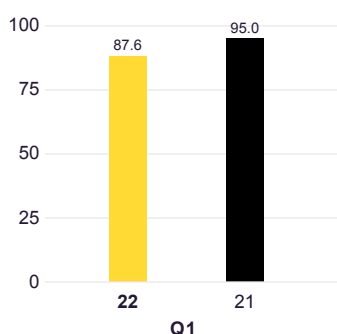
A young man with curly hair is wearing large white headphones and holding a pen to his chin. He is looking down at an open book on a desk. In the background, there are bookshelves filled with books. The entire image has a yellowish-green tint.

We are an important part of the Norwegian educational system and provide opportunities for people who want to take higher education and participate in the workforce.

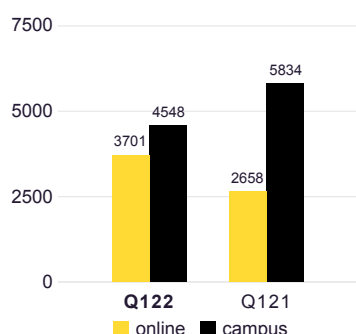
Sonans

Sonans is the largest operating segment of the Group and constitutes about 66 per cent of the total revenues and has 8 249 students in the spring semester. Sonans is a well-known brand in Norway and the largest private candidate educator.

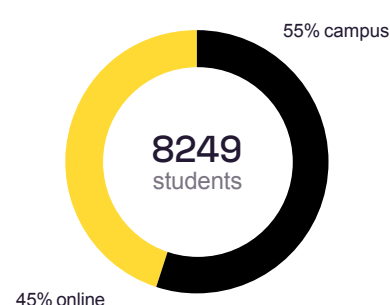
Operating Revenue NOKm



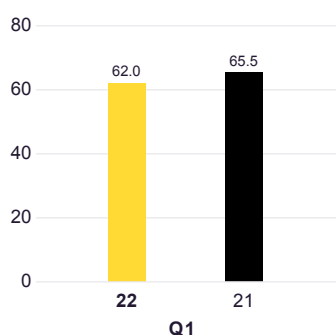
Number of active students



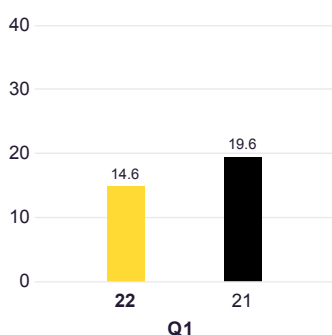
Students — Campus vs. Online (2022)



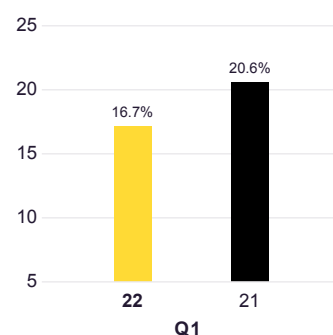
Total Operating Expenses NOKm



Adjusted EBIT NOKm



Adjusted EBIT %



Total revenues ended at NOK 87.6 million in the first quarter, an 8 per cent decrease from the same period last year. Online revenues grew by 48 per cent in the first quarter while campus revenues decreased by 22%. The growth for online is driven by higher volumes (i.e., online shift) and the effect of changes in commercial terms.

Due to the Covid-19 pandemic, Sonans experienced an extraordinary shift from students attending classes on campus to online studies. Removal of virus control measures and the reopening of society will not change the

mix between online and campus short term as the first year without Covid effects will be from the school year 2022/2023.

To better reflect the value of the student offerings, prices on online courses have been adjusted by up to 10 per cent effective from February 2022. In addition, prices for campus courses have been adjusted up by on average 3.5 per cent.

Total operating expenses decreased by NOK 3.5 million in Q1 2022 compared to the same period last year. Personnel expenses decreased by NOK 2.6 million because of the downsizing of the organisation while other expenses decreased by NOK 0.9 million from various savings made during the quarter. Underlying savings are slightly higher, but due to more invoices being sent to collection (both for campus and online) a higher loss accrual has been recognised this quarter. The accrual, and hence the costs, is approximate NOK 1 million higher compared to last year. Measures are taken to monitor and reduce the risk for higher bad debt losses.

Sonans is in the process of launching extensive cost-cutting measures totalling NOK 24-26 million. Of this amount, NOK 10-12 million in annual savings is already implemented from January 2022. The remaining NOK 14 million is related to closing three campuses from the second half of 2022. This will also have an impact on revenue with lost campus sales, but given the online shift

continuing, most likely this will result in a net positive saving and reduced liability (i.e., structural cost) for Sonans. The assessment of the campus network will continue into 2022 and work is ongoing to identify additional measures and is an integrated part of the new digital strategy for Sonans.

Adjusted EBIT ended at NOK 14.6 million, compared to NOK 19.6 million last year, with a corresponding EBIT margin of 16.7 per cent in Q1 2022 compared to 20.6 per cent in Q1 2021.

In Q1 2022, Sonans reported NOK 2.6 million in non-recurring items. This mainly relates to severance pay for certain employees terminated following the decision to close three campuses. Further, personnel costs for employees who were given notice during the quarter are included.

Key figures

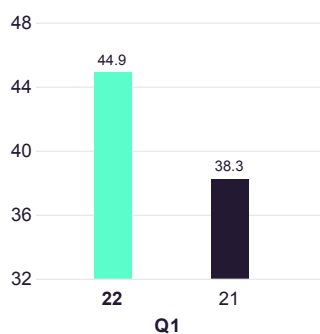
NOK MILLION	QUARTERS		CHANGE
	Q122	Q121	Q1 TO Q1
Operating revenue	87.6	95.0	-7.8%
— Campus	58.6	75.3	-22.3%
— Online	29.1	19.7	47.8%
Total operating revenue	87.6	95.0	-7.8%
Payroll expenses	32.5	35.1	-7.4%
Payroll expenses in % of operating revenue	37.0%	37.0%	0.4%
Other expenses	29.5	30.4	-2.9%
Other expenses in % of operating revenue	34.0%	32.0%	5.3%
Total operating expenses	62.0	65.5	-5.3%
Adjusted EBITDA	25.6	29.5	-13.2%
Adjusted EBITDA %	29.0%	31.0%	-5.9%
Depreciation and amortization	10.9	9.9	10.3%
Adjusted EBIT	14.6	19.6	-25.1%
Adjusted EBIT %	17.0%	20.6%	-18.8%
Non-recurring items	2.6	2.0	132.2%
Number of FTEs	138.49	143.7	-3.6%
Sick-leave	7.8%	4.0%	95.0%

We strive to ensure that our education programmes are of the very best quality, and that our students reach the goals they have set for themselves.

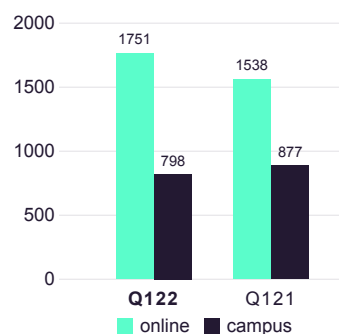
Oslo Nye Høyskole

Oslo Nye Høyskole* is a university college with a campus in Oslo and a large share of online students. Currently, online revenues constitute 56 per cent of total revenues. The school has 2 549 students in the spring semester.

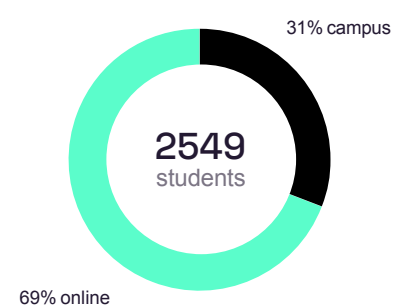
Operating Revenue NOKm



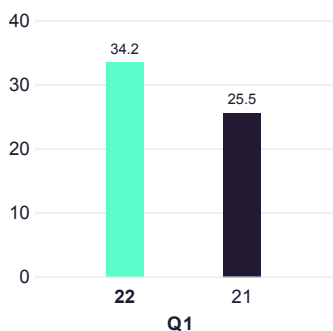
Number of active students



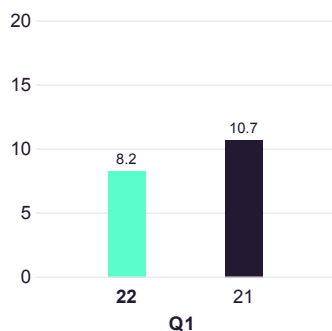
Students — Campus vs. Online (2022)



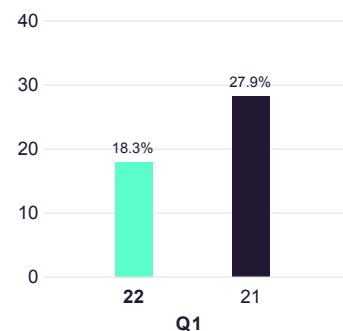
Total Operating Expenses NOKm



Adjusted EBIT NOKm



Adjusted EBIT %



Total revenues were NOK 44.9 million in the first quarter, an increase of 17 per cent compared to the corresponding quarter last year. The growth is mainly driven by new programmes and strengthened by a high degree of recurring revenues as a higher share of students take a three-year bachelor's degree. The continued growth will enable the school to achieve scale, which will positively impact the profitability during this year and following years.

The spring student enrolment was positive, with a total increase of 61 students compared to Q1 2021, an increase of 16 per cent. For bachelor, the growth was 55 per cent, while for annual programmes, the growth was 50 per cent. Sales for other degrees and single subjects were down by 28 students compared to last year. As these courses have a lower price, the impact on total sales and revenue is limited.

* The reporting entity consists of Oslo Nye Høyskole AS, the university college, and ONH Education AS, which generates revenues from sending students abroad to partner universities.

Oslo Nye Høyskole has a student programme well adapted to the students' focus and needs and is constantly gaining market share. For the autumn 2022 student intake, Oslo Nye Høyskole will increase marketing efforts which will increase the number of students further.

Operating expenses at Oslo Nye Høyskole increased by NOK 8.7 million in Q1 2022 compared to the same period last year, predominantly caused by a payroll increase of NOK 7 million due to the addition of new employees from second half last year. The growth in headcount is a result of the investment in new programmes and the costs for this quarter represent the quarterly share of full year costs for employees added during last year. Other expenses increased by NOK 1.7 million and is mainly related to higher expenses for premises and marketing.

Adjusted EBIT ended at NOK 8.2 million, compared to NOK 10.7 million during the same period last year, with a corresponding EBIT margin of 18.3 per cent in Q1 2022 compared to 27.9 per cent in Q1 2021.

In Q1 2022, ONH reported NOK 1.9 million in non-recurring items, and this relates to the Qybele LMS license fee that expires from 1 January 2023 when the ownership of the system is transferred to Oslo Nye Høyskole.

Key figures

NOK MILLION	QUARTERS		CHANGE
	Q122	Q121	Q1 TO Q1
Operating revenue	44.9	38.3	17.2%
— Campus	19.6	16.9	15.8%
— Online	25.3	21.4	18.3%
Total operating revenue	44.9	38.3	17.2%
Payroll expenses	25.8	18.8	37.1%
Payroll expenses in % of operating revenue	57.0%	49.0%	17.0%
Other expenses	8.5	6.7	26.1%
Other expenses in % of operating revenue	19.0%	17.0%	7.6%
Total operating expenses	34.2	25.5	34.2%
Adjusted EBITDA	10.7	12.8	-16.8%
Adjusted EBITDA %	23.7%	33.4%	-29.0%
Depreciation and amortization	2.5	2.1	16.8%
Adjusted EBIT	8.2	10.7	-23.3%
Adjusted EBIT %	18.3%	27.9%	-34.6%
Non-recurring items	1.9	1.6	116.3%
Number of FTEs	123.2	97.0	27.1%
Sick-leave	4.1%	2.6%	57.7%

Condensed interim financial statement and notes



Consolidated statement of profit or loss

NOK 1000	Note	Q122	Q121
Revenue	2,3	132 657	133 340
Other operating income	2,3	-	-
Total revenue		132 657	133 340
Payroll expenses		69 417	61 775
Depreciation and amortisation expenses		14 290	13 576
Other operating expenses		34 607	36 152
Total operating expenses		118 314	111 502
Operating profit/(loss) (EBIT)		14 343	21 838
Interest income		-	-
Financial income		181	191
Interest expense		-5 901	-7 021
Financial expense		-519	-10 962
Net financial items		-6 239	-17 792
Profit/(loss) before income tax		8 104	4 046
Income tax		1 614	765
Profit/(loss) for the year		6 490	3 280

Consolidated statement of financial position

ASSETS NOK 1000	Note	31.03.22	31.03.21	31.12.21
NON-CURRENT ASSETS				
Concessions, patents etc	4	20 061	-	17 448
Intangible assets		-	3 650	800
Deferred tax asset		2 397	174	2 657
Goodwill	4	957 032	957 032	957 032
Total intangible assets		979 490	960 856	977 937
Leasehold improvements		-	-	1 098
Financial leasing		-	-	-
Right-of-use assets	6	131 232	140 608	136 160
Office machinery and equipment	5	12 357	20 835	11 965
Total tangible assets		143 589	161 443	149 223
Investments in shares		1 619	1 559	1 559
Other non-current receivables		-	-	-
Total non-current financial assets		1 619	1 559	1 559
Total non-current assets		1 124 698	1 123 857	1 128 718
CURRENT ASSETS				
Accounts receivables	7	43 164	38 119	22 345
Earned, not invoiced		2 180	2 720	40 541
Other current assets		-	-	-
Other current receivables	8	18 103	17 541	20 655
Cash and bank deposits		164 498	163 428	63 505
Total current assets		227 945	221 807	147 046
Total assets		1 352 643	1 345 665	1 275 765

Consolidated statement of financial position

EQUITY AND LIABILITIES NOK 1000	Note	31.03.22	31.03.21	31.12.21
EQUITY				
Share capital	9	15 201	15 201	15 201
Treasury stock		-81	-81	-81
Share premium		470 218	479 465	470 218
Other reserves		-	-1 236	-1 224
Retained earnings		67 189	-4 350	60 697
Total equity		552 527	488 998	544 811
NON-CURRENT LIABILITIES				
Pension liabilities		-	2 201	2 319
Deferred tax		-	-	-
Liabilities to financial institutions	10	427 617	436 317	437 292
Non-current lease liabilities	6	93 338	105 249	99 426
Contingent consideration		-	-	-
Other non-current liabilities		-	-	-
Total non-current liabilities		520 955	543 767	539 037
CURRENT LIABILITIES				
Liabilities to financial institutions	10	10 000	10 000	-
Current lease liabilities	6	47 744	43 296	46 200
Derivatives		-	33	-
Trade creditors		1 392	5 783	2 052
Tax payable		17 513	23 467	15 815
Public duties payable		12 790	11 343	18 189
Unearned revenue		152 063	155 135	76 462
Contingent consideration		-	30 000	-
Other current debt		37 659	33 842	33 199
Total current liabilities		279 161	312 899	191 917
Total liabilities		800 116	856 667	730 954
Total equity and liabilities		1 352 643	1 345 665	1 275 765

Consolidated statement of cash flows

NOK 1000 At 31 December	Q122	Q121	2021
CASH FLOW FROM OPERATIONS			
Profit before income taxes	8 104	4 046	75 244
Taxes paid in the period	-	-213	-22 415
Gain/loss from sale of fixed assets	-	-	-
Interest expense	6 226	17 641	36 201
Interest paid	-5 903	-5 133	-17 243
Depreciation	14 290	13 575	55 426
Interest lease payment	-	-	-
Change in trade debtors	-20 819	-14 149	-1 145
Change in other debtors	2 552	-1 347	-4 350
Change in trade creditors	-660	225	-3 619
Differences in expensed pensions and payments in/out of the pension scheme	-749	-	-
Items classified as investments or financing	-	-	-613
Change in other current assets and liabilities	113 024	115 547	11 019
Net cash flow from operations	116 065	130 192	128 505
CASH FLOW FROM INVESTMENTS			
Proceeds from sale of fixed assets	-	-	-
Purchase of fixed assets	-4 226	-2 397	-18 499
Purchase of intangible assets	-	-	-
Payment to buy shares in other companies	-60	-60	-60
Payment to buy subsidiaries (Bjørknes Education and Bjørknes Høyskole)	-	-	-30 000
Net cash flow from investments	-4 286	-2 457	-48 559
CASH FLOW FROM FINANCING			
Proceeds from the issuance of new liabilities	-	-	-
Payment of principal portion of lease liabilities	-10 786	-10 200	-41 208
Repayment of liabilities to financial institutions	-	-156 200	-166 200
Repayment of other loans	-	-3 900	-3 900
Net change in bank overdraft	-	-	-
New equity received	-	200 000	200 000
Transaction costs	-	-11 854	-22 979
Payment of dividend	-	-	-
Net cash flow from financing	-10 786	17 846	-34 287
Exchange gains / (losses) on cash and cash equivalents	-	-	-
Net change in cash and cash equivalents	100 993	145 581	45 659
Cash and cash equivalents at the beginning of the period	63 505	17 846	17 846
Cash and cash equivalents at the end of the period	164 498	163 427	63 505
Unused operational credit facilities in addition	70 000	70 000	70 000

Consolidated statement of changes in equity

NOK 1000	SHARE CAPITAL	SHARE PREMIUM	TREASURY STOCK	OTHER RESERVES	RETAINED EARNINGS	TOTAL
2021						
Balance at 31 December 2021	15 201	470 218	-81	-1 224	60 697	544 811
Retrospective adjustment of balance at 1 January 2021						-
Balance at 1 January 2022	15 201	470 218	-81	-1 224	60 697	544 811
Issued share capital	-	-	-	-	-	-
IFRS Adjustments	-	-	-	1 224	0	1 224
Profit/(loss) for the year					6 490	6 490
Other equity changes						-
Equity at 31 March 2022	15 201	470 218	-81	-	67 189	552 527
Balance at 31 December 2020	2 995	291 632	-42	-1 236	4 225	297 574
Retrospective adjustment of balance at 1 January 2021					-2 639	-2 639
Balance at 1 January 2021	2 995	291 632	-42	-1 236	1 586	294 934
Issued share capital	-	-	-	-	-	-
Transfer from distributable equity 15.02.2021	10 526	-10 487	-39			-
Capital increase 16.02.2021	1 680	198 320	-	-	-	200 000
Costs directly booked in equity	-	-9 246				-9 246
Ordinary dividends	-	-	-	-	-	-
OCI	-		-	12	-	12
Profit/(loss) for the year	-	-	-	-	59 070	59 070
Other equity changes	-	-	-	-	41	41
Equity at 31 December 2021	15 201	470 218	-81	-1 224	60 697	544 811

Notes to the Condensed interim financial statements

1 Organisation and basis of preparation

Lumi Gruppen AS (the Company or Lumi Gruppen), is the parent company of the Lumi Gruppen (Lumi or the Group) and is a limited liability company incorporated and domiciled in Norway, with its head office in Nydalen, Oslo. The Company is listed on Euronext Growth stock exchange in Oslo, Norway and has the ticker "LUMI".

Lumi Gruppen is a leading player in the education market in Norway. The Group consists of the parent company Lumi Gruppen AS and its subsidiaries Lumi Bidco AS, Lumi Services AS, Sonans Privatgymnas AS, Oslo Nye Høyskole AS, ONH Education AS, and Norwegian School of Technology AS. The operating companies in the Group are Sonans Privatgymnas AS, Oslo Nye Høyskole AS and

ONH Education AS. Lumi Services AS is a company that organizes shared services like IT, marketing and finance on behalf of the operating companies.

The accounting policies applied by the Group in these consolidated interim financial statements are the same as those applied by the Group in its consolidated financial statements for the year ended 31 December 2021.

Discontinued operations

Discontinued operations are defined as a component of the Lumi Group or Group entity that has been disposed of and represents a separate major line of business.

2 Revenue

Lumi Gruppen earns revenue from educational services. The educational services include one university college and private candidate schools across Norway. Services are delivered both on campus and online. In 2019 the Group also delivered counseling and coursed for unemployed individuals through contracts with NAV via Sonans Karriere AS. Sonans Karriere AS was sold on 3 June 2020.

Services are delivered over time to the campus students and at a point in time to the online students who buy a course and then have unlimited access to the course content.

Educational service revenue to campus students is earned over time (not at a point in time) and is allocated across the school year as services are delivered. Educational service revenue to online students are distributed evenly over 12 months from signing of the course contract.

Invoicing for the educational services is done at the beginning of each school semester, in September and January. Invoices sent in September are for both the semester and for the entire school year fees. This creates the posting of the deferred revenue in the balance sheet (a contract liability). This contract liability is always current, as the revenue will be earned within a maximum of 9 months after the date of the invoice.

NOK 1000	Q122	Q121	2021
DISAGGREGATING OF REVENUE			
Education	132 657	133 291	530 103
— of which campus	78 136	92 224	355 884
— of which online	54 521	41 116	174 219
Government grants			1 048
Other income	-	-	922
Total revenue	132 657	133 340	532 073
— of which discontinued operations	-	-	-
Total revenue from continuing operations	132 657	133340	532 073

3 Operating segments

NOK 1000	SONANS	OSLO NYE HØYSKOLE	NTECH	OTHER/HEAD- QUARTER	ELIMINATIONS AND IFRS	TOTAL CONTINUING OPERATIONS
Q122						
Total revenue	87 624	44 892	-	10 659	-10 518	132 657
— of which management fee				-10 518		-10 518
Total expenses	64 645	36 070	997	12 830	-10 518	104 024
— of which management fee						-
Depreciation and amortisation	10 945	2 452	2	91	800	14 290
EBIT	12 034	6 370	-999	-760	-800	14 343
Sonans: Reported numbers including IFRS 16 and non-recurring Items. ONH: Reported numbers including ONH Education, IFRS 16 and non-recurring items.						
2021						
Total revenue	363 075	167 495	-	43 698	-42 195	532 073
— of which management fee				-43 698		-43 698
Total expenses	232 430	123 245	1 647	52 852	-45 200	364 974
— of which management fee	-37 115	-4 500	-1 500	-250	-	-43 365
Depreciation and amortisation	39 989	9 100	-	3 751	2 595	55 435
EBIT	90 656	35 150	-1 647	-12 905	410	111 664

4 Intangible assets

At each financial year end, Lumi Gruppen reviews the residual value and useful life of its assets, with any estimate changes accounted for prospectively over the remaining useful life of the asset.

The Group assessed that there was no need for impairment of goodwill as at 31 December 2021.

NOK 1000	GOODWILL HELSE- HØYSKOLEN	GOODWILL OSLO NYE HØYSKOLE	GOODWILL LUMI GRUPPEN	GOODWILL SONANS EDUCATION	TOTAL
COST					
Cost at 31 December 2021	2 834	208 854	591 500	153 844	957 032
Additions	-	-	-	-	-
Additions through acquisitions	-	-	-	-	-
Disposals	-	-	-	-	-
Cost at 31 March 2022	2 834	208 854	591 500	153 844	957 032
AMORTIZATION AND IMPAIRMENT					
Accumulated at 31 December 2021	-	-	-	-	-
Impairment for the year	-	-	-	-	-
Accumulated amortization	-	-	-	-	-
Accumulated at 31 March 2022	-	-	-	-	-
Carrying amount at 31 March 2022	2 834	208 854	591 500	153 844	957 032
Amortization method	n/a	n/a	n/a	n/a	n/a
Estimated useful life	Impairment tests	Impairment tests	Impairment tests	Impairment tests	Impairment tests

NOK 1000	STUDENT CONTRACTS	CONSESSIONS, PATENTS ETC.	TOTAL
COST			
Cost at 31 December 2021	33 000	19 437	52 437
Additions	-	3 602	3 602
Additions through acquisitions	-	-	-
Reclassification t	-	-	-
Disposals	-	-	-
Disposals through sale of subsidiary	-	-	-
Cost at 31 March 2022	33 000	23 039	56 039
AMORTIZATION AND IMPAIRMENT			
Accumulated at 31 December 2021	32 200	2 286	34 486
Amortization for the year	800	692	1 492
Impairment for the year	-	-	-
Reclassification to leasehold improvements	-	-	-
Accumulated at 31 March 2022	33 000	2 978	35 978
Carrying amount at 31 March 2022		20 060	20 060
Amortization method	Degressive	Linear	
Estimated useful life	2-4 years	5 years	

5 Property, plants and equipment

NOK 1000	LEASEHOLD IMPROVEMENTS	ART	OFFICE MACHINERY & EQUIPMENT	TOTAL
COST				
Cost at 31 December 2021	12 948	376	42 800	56 124
Additions	21	-	901	923
Additions through acquisitions	-	-	-	-
Reclassification	-	-	-	-
Disposals through sale	-	-	-	-
Cost at 31 March 2022	12 969	376	43 701	57 047
DEPRECIATIONS AND IMPAIRMENT				
Accumulated at 31 December 2021	11 850	-	31 212	43 062
Depreciations for the year	161	-	1 467	1 628
Reclassification	-	-	-	-
Impairment	-	-	-	-
Disposals through sales	-	-	-	-
Accumulated at 31 March 2022	12 011	-	32 679	44 690
Carrying amount at 31 March 2022	958	376	11 022	12 357
Depreciation method	Linear	Linear	Linear	
Estimated useful life	5-3 years	In line with lease contract	In line with lease contract	

6 Leasing

Amounts recognised in the balance sheet

NOK 1000	31.03.22	31.12.21
RIGHT-OF-USE ASSETS		
Premises	127 518	131 872
Equipment	3 714	4 288
Total	131 232	136 159
Useful life		
Depreciation method	Straight-line	Straight-line
LEASE LIABILITIES		
Current	47 744	46 200
Non-Current	93 338	99 426
Total	141 082	145 626
AMOUNTS RECOGNISED IN THE STATEMENT OF PROFIT OR LOSS		
Depreciation of right of use asset	11 170	43 363
Settlement with termination	-	-
Interest expense	1 768	7 365

NOK 1000	RIGHT-OF-USE ASSETS	TOTAL
Cost at 31 December 2021	259 213	259 213
Additions	8 316	8 316
Additions through acquisitions	-	-
Disposals	-2 073	-2 073
Cost at 31 March 2022	265 456	265 456
DEPRECIATIONS AND IMPAIRMENT		
Accumulated at 31 December 2021	123 053	123 053
Depreciations for the year	11 170	11 170
Impairment	-	-
Disposals through sales	-	-
Accumulated at 31 March 2022	134 223	134 223
Carrying amount at 31 December 2021	136 160	136 160
Carrying amount at 31 March 2022	131 232	131 232
Depreciation method	Linear	
Estimated useful life	In line with lease contract	

7 Trade receivables

NOK 1000	31.03.22	2021
Trade receivable	54 840	33 584
— of which Sonans	45 977	27 978
Loss allowance	-11 676	-11 239
— of which Sonans	-9 790	-13 276
Total trade receivable, net	43 164	22 345

8 Other receivables

Accounting policies

Other receivables consist of prepaid expenses and other debtors.

NOK 1000	31.03.22	2021
Prepaid expenses	16 612	20 589
Other debtors	1 491	67
Total other receivables	18 103	20 656

9 Share capital and shareholder information

On 17 February 2021 Lumi Gruppen AS was listed on the Euronext Growth index at the Oslo Stock Exchange. As part of the process, the Company raised NOK 200 million of new

equity in a primary issue. As part of the listing, the Company also converted all shares into one ordinary class of shares.

Parent company (LUMI)

	NUMBER	NOK PAR VALUE	CAPITALISED
SHARE CAPITAL			
Ordinary shares	36 193 814	0.42	15 201 402
Cost at 31 March 2022	36 193 814		15 201 402

At 31 March 2021	TYPE OF ACCOUNT	ORDINARY SHARES	% OWNERSHIP
SHAREHOLDERS			
Pareto Aksje Norge Verdipapirfond	Ordinary	3 309 450	9.1
JPMorgan Chase Bank, N.A., London	Nominee	2 000 000	5.5
Avanza Bank AB	Nominee	1 720 068	4.8
J.P. Morgan SE	Nominee	1 681 118	4.6
Pershing LLC	Nominee	1 527 705	4.2
Forsvarets Personellservice	Ordinary	1 250 436	3.5
Verdipapirfondet Holberg Norge	Ordinary	1 200 000	3.3
The Northern Trust Comp, London Br	Nominee	1 193 071	3.3
Vevlen Gård AS	Ordinary	1 010 000	2.8
Brandt	Ordinary	969 978	2.7
Skandinaviska Enskilda Banken AB	Nominee	926 032	2.6
Skandinaviska Enskilda Banken AB	Nominee	805 853	2.2
Verdipapirfondet DNB SMB	Ordinary	693 552	1.9
Verdipapirfondet KLP Aksjenorge	Ordinary	656 120	1.8
BNP Paribas Securities Services	Nominee	638 148	1.8
Aars AS	Ordinary	633 977	1.8
J.P. Morgan SE	Nominee	590 000	1.6
Goldman Sachs International	Nominee	572 501	1.6
Clearstream Banking S.A.	Nominee	562 500	1.6
Valorem AS	Ordinary	550 000	1.5
Top 20 shareholder / nominee		22 490 509	62.1
Other		13 704 305	37.9

10 Liabilities to financial institutions

Current and non-current liabilities to financial institutions are financial liabilities, primarily bank loans, and are recognised initially at fair value and subsequently at amortised cost using the effective interest rate method to measure interest expense on the loans.

In February 2021 Lumi Gruppen AS refinanced its bank debt in Nordea. NOK 156 million of the proceeds from the share issue were used to reduce the interest-bearing debt. Following the refinancing the Company

has seniorbank debt of NOK 450 million, and a revolving credit facility of NOK 70 million. The gearing ratio was thus reduced and Lumi Gruppen AS obtained a lower interest margin on the new facility.

The loan agreement is governed by a leverage ratio covenant. The group is compliant with this covenant as at 31 March,2022.

NOK 1000	31.03.22	31.12.21
NON-CURRENT INTEREST-BEARING LIABILITIES AS PRESENTED IN THE STATEMENT OF FINANCIAL POSITION		
Non-current liabilities to financial institutions	427 617	437 292
Current liabilities to financial institutions	10 000	-
Total liabilities to financial institutions	437 617	437 292
SPECIFICATION OF LIABILITIES TO FINANCIAL INSTITUTIONS		
Total amount borrowed	440 000	440 000
Capitalized bank fees	-2 383	-2 708
Total liabilities to financial institutions	437 617	437 292
COLLATERAL AND GUARANTEES		
Nominal value of debt with collateral security		
Liabilities to financial institutions	440 000	440 000
Total	440 000	440 000
Book value of collateral pledged		
Accounts receivable	43 164	22 345
Office machinery and equipment	12 357	11 965
Total	55 521	35 409

Covenants

— Leverage ratio (total net debt/EBITDA)

11 Related parties

Balances and transactions between the Company and its subsidiaries, which are related parties to the Company, have been eliminated on consolidation.

There are no significant related party transactions for Lumi Gruppen as of 31.3.2022.

12 Subsidiaries

NAME	LOCATION	OWNERSHIP/ VOTING RIGHT
Lumi Bidco AS	Oslo	100
Lumi Servises AS	Trondheim	100
Sonans Privatgymnas AS	Trondheim	100
ONH Education AS (acquired 25.06.2019)	Oslo	100
Oslo Nye Høyskole AS (acquired 25.06.2019)	Oslo	100
Norwegian School of Technology AS	Trondheim	100

13 Contingent liabilities

Dispute on correct calculation of fee for Qybele LMS

As part of the transaction where Lumi Gruppen acquired Oslo Nye Høyskole (Previously Bjørknes Høyskole AS) in 2019, Bjørknes Høyskole entered into an extension of several agreements regarding the IT system "Qybele" and certain services connected to Qybele. In Q2 2021 one of the counterparties raised a claim that the calculation method which has been used to calculate the fee since 2017 is incorrect and has requested additional payment

of around NOK 3 million for the 2020 fee. Further, that counterparty has reserved its right to make similar claims for previous years, although no such claims have currently been brought. Potentially the claim could be in the amount of NOK 10 million for the period including late payment interest. Lumi Gruppen disputes the claim and has made no accrual for it in the financial accounts based on a comprehensive legal assessment.

Consolidation table

NOK MILLION	SONANS	OSLO NYE HØYSKOLE	NTECH	GROUP FUNCTIONS	ELIMINATIONS	TOTAL
Q122						
Operating revenue	87.6	44.9	-	10.8	-10.7	132.7
— Campus	58.6	19.6	-	-	-	78.1
— Online	29.1	25.3	-	-	-	54.4
Total operating revenue	87.6	44.9	-	10.8	-10.7	132.7
Payroll expenses	32.5	25.8	0.2	8.5	-	67.0
Payroll expenses in % of operating revenue	37.0%	57.0%	0.0%	80.0%	0.0%	51.0%
Other expenses	29.5	8.5	0.8	3.1	-10.7	31.2
Other expenses in % of operating revenue	34.0%	19.0%	0.0%	29.0%	0.0%	24.0%
Total operating expenses	62.0	34.2	1.0	11.7	-10.7	98.3
Adjusted EBITDA	25.6	10.7	-1.0	-1.0	-	34.2
Adjusted EBITDA %	29.0%	24.0%	0.0%	-9.0%	0.0%	26.0%
Depreciation and amortisation	10.9	2.5	-	0.1	-	13.5
Adjusted EBIT	14.6	8.2	-1.0	-1.1	-	20.8
Adjusted EBIT %	17.0%	18.0%	0.0%	-10.0%	0.0%	16.0%
Non-recurring items	2.6	1.9	-	1.1	0.8	6.4
Number of FTEs	138.5	123.2	1.0	25.6	-	288.3
Sick-leave	7.8%	4.1%	0.0%	0.0%	-	5.7%
Q121						
Operating revenue	95.0	38.3	-	11.0	-11.0	133.3
— Campus	75.3	16.9	-	-	-	92.2
— Online	19.7	21.4	-	-	-	41.1
Total operating revenue	95.0	38.3	-	11.0	-11.0	133.3
Payroll expenses	35.1	18.8	-	7.7	0.2	61.8
Payroll expenses in % of operating revenue	37.0%	49.0%	0.0%	70.0%	-1.0%	46.0%
Other expenses	30.4	6.7	0.4	3.0	-11.4	29.3
Other expenses in % of operating revenue	32.0%	17.0%	0.0%	27.0%	104.0%	22.0%
Total operating expenses	65.5	25.5	0.4	10.7	-11.3	90.9
Adjusted EBITDA	29.5	12.8	-0.4	0.3	0.3	42.5
Adjusted EBITDA %	31.0%	33.0%	0.0%	3.0%	-3.0%	32.0%
Depreciation and Amortization	9.9	2.1	-	0.8	-	12.6
Adjusted EBIT	19.6	10.7	-0.4	-0.5	0.3	29.6
Adjusted EBIT %	21.0%	28.0%	0.0%	-5.0%	0.0%	22.0%
Non-recurring items	-	2.0	-	5.9	-	7.8
Number of FTEs	143.7	97.0	2.0	28.6	-	271.3
Sick-leave	4.0%	2.6%	0.0%	1.1%	-	3.2%

Alternative performance measures

The Group reports its financial results in accordance with IFRS accounting principles as issued by the IASB and as endorsed by the EU. However, management believes that certain Alternative Performance Measures (APMs) provide management and other users with additional meaningful financial information that should be considered when assessing the Group's ongoing performance. These APMs are non-IFRS financial measures and should not be viewed as a substitute for any IFRS financial measure. Management, the board of directors and the long-term lenders regularly use APMs to understand, manage and evaluate the business and its operations. These APMs are among the factors used in planning for and forecasting future periods, including assessing compliance with financial covenants. Alternative Performance Measures reflect adjustments based on the following items:

Pro Forma revenues

Pro Forma revenues are revenues for the Group adjusted for sold or acquired entities. Sonans Karriere AS was disposed from the Group in early June 2020, and the financials of Sonans Karriere AS are included in the reported consolidated reported revenues for the Group until and including May 2020.

Adjusted EBITDA before impact of IFRS 16

Adjusted EBITDA before impact of IFRS 16 is a measure of EBITDA adjusted for (i) lease expenses applying IAS 17 Leases, (ii) revenue and cost from sold or acquired business, and (iii) certain extraordinary items affecting comparability, referred to as Non-Recurring items in this report. The Group has presented this APM because it considers it to be an important supplemental measure to understand the leverage ratio of the Group.

Adjusted EBITDA margin

Adjusted EBITDA divided by total revenue.

EBIT

EBIT is a measure of earnings before deducting net financial items and taxes. The Group has presented this APM because it considers it to be an important supplemental measure to understand the overall picture of profit generation in the Group's operating activities.

Adjusted EBIT

Adjusted EBIT is a measure of EBIT adjusted for (i) revenue and cost from sold or acquired business, and (ii) certain extraordinary items affecting comparability referred to as Non-Recurring items in this report, and (iii) for the subsidiar-

ies of Lumi Gruppen AS, also including IFRS adjustments as these companies report on NGAAP. The Group has presented these APMs because it considers them to be important supplemental measures to understand the underlying profit generation in the Group's operating activities.

Adjusted EBIT margin

Adjusted EBIT divided by total revenue.

Net debt

Current and non-current borrowings for the period (excluding property lease liabilities recognised under IFRS 16) less cash and cash equivalents for the period. Net debt is a non-IFRS financial measure, which the Group considers to be an APM, and this measure should not be viewed as a substitute for any IFRS financial measure. The Group has presented this APM as it is a useful indicator of the Group's indebtedness, financial flexibility and capital structure because it indicates the level of borrowings after taking into account cash and cash equivalents within the Group's business that could be utilised to pay down the outstanding borrowings. Net Debt is also used as part of the assessment for financial covenant compliance.

Leverage ratio

Net debt divided by last twelve months Adjusted EBITDA before impact of IFRS 16.

Capital expenditure

Capital expenditure (capex) is a measure of total investment in the period both in the operations and in development of new business. Capital expenditures consist of both maintenance capex and development capex and the source of capex is the Statement of cash flows.

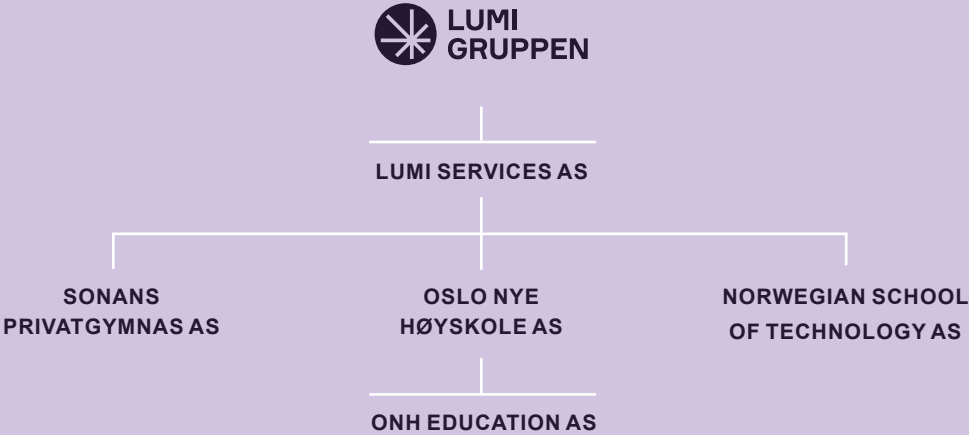
Adjusted operating cash flow

Adjusted operating cash flow is based on Net Cash Flow from Operations excluding non-recurring items, interest cost and interest paid and including capex. The group has presented this APM because it considers it to be an important supplemental to understand the normalized cash flow of the Group when excluding non-recurring items.

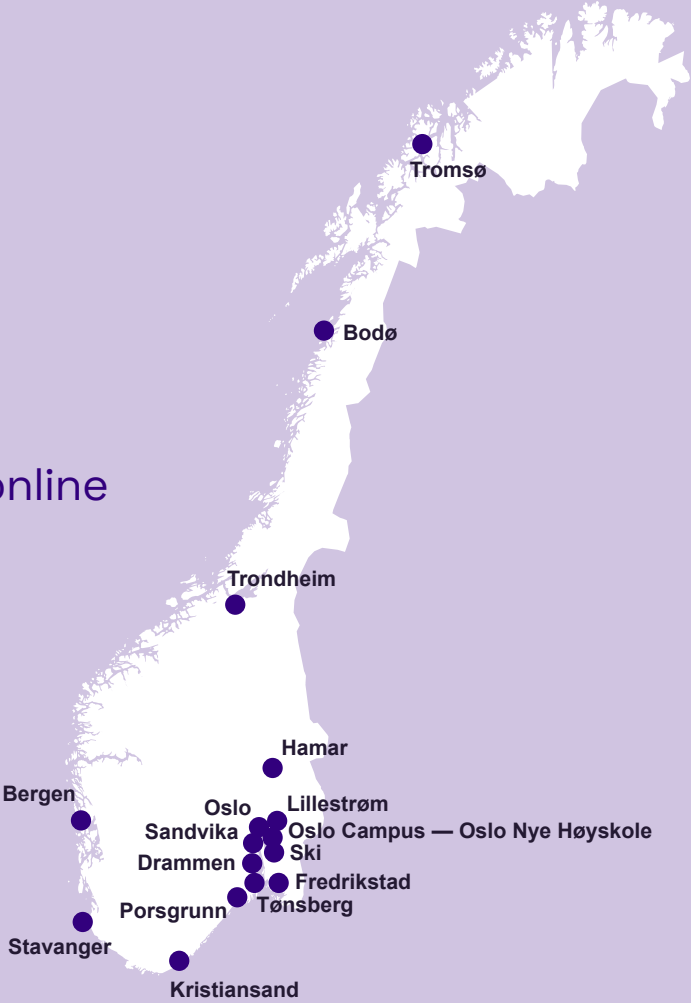
Adjusted cash conversion

Adjusted operating cash flow divided by profit before income taxes (pre tax profits)

Company information



Both local presence with campuses and online offering



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Martin Prytz

*Chief Financial Officer
& Investor Relations*

Marit Aamold Trysnes

Managing Director Sonans

Morten Danielsen

Managing Director ONH

Line Lunde

Director of HR

Terje Ravnsborg

Director of IT

Board of directors

Helge Midttun

Chairperson

Harald Arnet

Director

Frode Eilertsen

Director

Bente Sollid Storehaug

Director

Sylvie Milverton

Director

Anne Dahle

Employee Representative

Financial calendar

Q1 22

10 May 2022

Q2 22

25 August 2022

Q3 22

04 November 2022

Q4 22

18 February 2023