

# ABAX Financial Report

## Q4 2022



### REVENUE GROWTH OF 6% IN Q4 2022

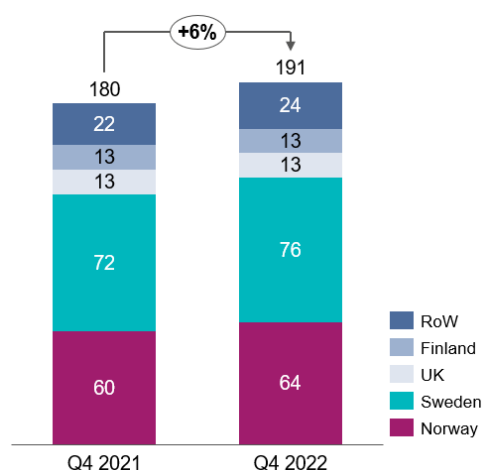
#### Q4 2022

- Pro-forma revenue<sup>1</sup> of 190,6 (179,5) MNOK in the fourth quarter represents growth of 6% compared to Q4 2021.
- Adjusted EBITDA of 71,5 (75,5) MNOK is a reduction of 5% compared to Q4 2021.

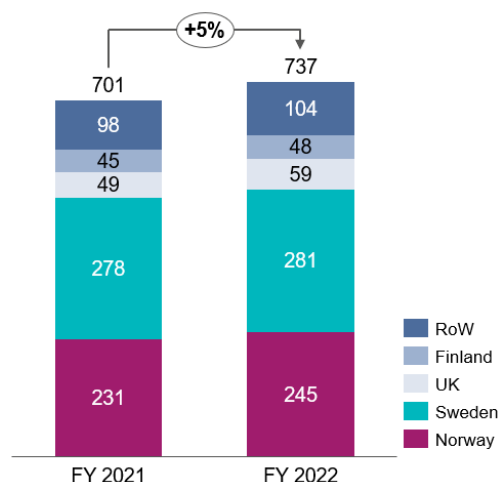
#### FULL YEAR 2022

- Pro-forma revenue for the full year of 2022 of 736,5 (701,0) MNOK represents a growth of 5% compared to FY2021.
- Adjusted EBITDA of 297,1 (297,6) MNOK translates into a reduction of 0,2% compared to last year

Q4 Pro-Forma Revenue, MNOK



FY 2022 Pro-Forma Revenue, MNOK



### KEY FIGURES

Pro-forma FS (IFRS) adjust.

Amounts in NOK million	Q4 2022	Q4 2021	Variance % Q on Q	Jan-Dec 2022	Jan-Dec 2021	Variance % YTD vs LYTD
Pro-forma revenue	190,6	179,5	6 %	736,5	701,0	5 %
Adjusted EBITDA	71,5	75,5	-5 %	297,1	297,6	0 %
Adjusted EBITDA margin	37%	42%	-5 %	40%	42%	-2 %

<sup>1</sup> ABAX constitutes the operating entities under ABAX Group AS. All figures in () refer to the comparable figures from previous year. The pro-forma revenue for FY2021 and FY2022 is reported under SaaS revenue recognition policy adopted starting on January 1, 2020. All figures are shown under IFRS

## ABOUT ABAX

ABAX is a leading telematics IoT platform in Europe that offers connected mobility solutions for vehicle tracking, tool tracking, and equipment control. With over 500,000 tracked mobile assets, ABAX has demonstrated its expertise in translating customer needs into advanced technology solutions.

ABAX's solutions enable businesses to run smarter and more sustainably by providing insights that improve efficiency, ensure regulatory compliance, and increase profitability. By partnering with leading players in industries such as insurance and leasing, ABAX is committed to continuously delivering greater value to its customers and becoming the leading data-driven smart mobility platform in Europe.

## FOURTH QUARTER OPERATIONS UPDATE

The macroeconomic environment of the fourth quarter was largely unchanged compared to Q3. Like any other business, ABAX is impacted by higher energy cost, semiconductor cost and demand for higher salaries. But as ABAX is not a high-energy business, the impact has been moderate so far. The price increases have more than offset the cost rises, showing ABAX's ability to pass increased costs through to its customers.

ABAX has little exposure to industries that have been severely affected by the COVID-19 pandemic, but organic growth has been slowed down by the COVID-19 pandemic as the opportunity to hold face-to-face sales meetings was limited during 2020 and 2021. However, the Company continued to benefit from its subscription business model and its value proposition of increasing customers' ROI in these uncertain times.

ABAX grew sales by 6% in the quarter and by 5% in the year 2022. This growth was the result of a combination of volume sales and price increases. The year-end FX adjusted growth was 7%. In December ABAX booked the first revenue from the Usage Based Insurance (UBI) offering. Adjusted EBITDA declined by 5% in the quarter mainly due to higher COGS from hosting fees as a result of migration to the cloud and upfront investments for the launch of the UBI offering.

To make decision making more agile, increase process efficiency and to focus resources on the largest growth opportunities, ABAX has undertaken a reorganization during Q4 2022. This organizational change was finalized before year end and the teams are now working in the new setup under a leaner leadership structure. I am particularly pleased to welcome John Ole Moe as our new CFO. He brings many years of experience leading Finance functions in Nordic technology companies.



**Morten Strand, CEO**

# FINANCIAL HIGHLIGHTS – Q4, 2022

Subscriptions continue to grow across the company, highlighting the company’s unrelenting focus on the customer, and helping them empower and connect their own businesses.

The growing customer base results in increasing MRR (Monthly Recurring Revenue) which adds predictability to the company’s revenue and cash generation, which is a key financial focus / objective of ABAX. MRR has increased by 5% since end of December 2021.

Revenue in the fourth quarter amounted to 190,6 (179,5) MNOK representing growth of 6% from Q4 2021. Full year 2022 revenue was 736,5 (701,0) MNOK, a reflection of a 5% growth compared to last year.

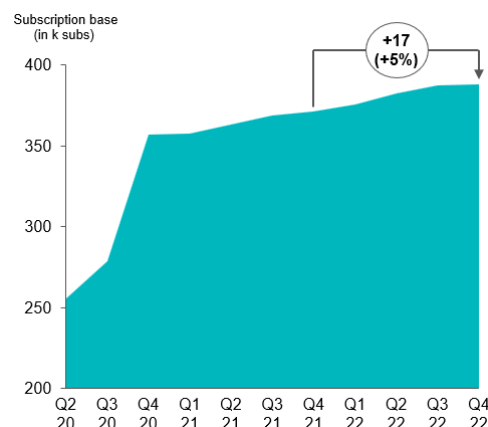
In Q4 we have been able to increase the availability of the full portfolio and reduced the backlog to a minimum which create a good and stable situation going forward. The MRR shipment backlog due to hardware shortage was 0,09 MNOK at the end of December. Availability of main hardware units is good.

Adjusted EBITDA in the fourth quarter declined by 5% to 71,5 (75,5) MNOK. The Adjusted EBITDA margin amounted to 37% (42%). Year End Adjusted EBITDA amounted to 297,1 (297,6) MNOK resulting in a continued strong Adjusted EBITDA margin of 40% (42%).

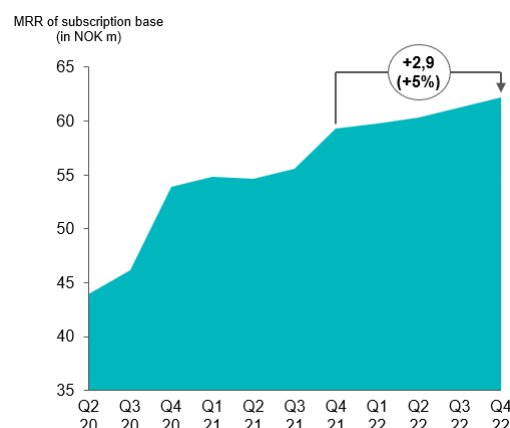
YTD employee related expenses and other operating expenses amounted to 378,6 (354,1) MNOK, corresponding to an increase of 7%, in line with the current inflation rate being experienced across the globe, highlighting ABAX’s continuous commitment to control cost whilst scaling a growing business. The number of fulltime employees stands at 288 at the end of the fourth quarter 2022.

YTD depreciation and amortisation amounted to 365,6 (337,3) MNOK.

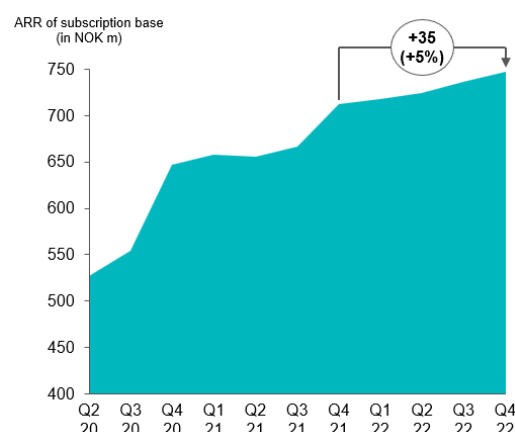
## Subscriptions Growth



## MRR Growth



## ARR Growth



## LIQUID FUNDS AND CASH CONVERSION

By the end of December 2022, ABAX's cash amounted to 160,8 MNOK. 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. During the second quarter, ABAX purchased 233.8 M NOK of its own bond, which is reflected as a marketable security in the financial statements and shown as a reduction in debt.

ABAX's cash conversion is driven by the payment frequencies of subscription fees, ranging from monthly/quarterly and yearly in advance, off-set by investments in capital expenditures and capitalised R&D.

## LEVERAGE

At the end of the fourth quarter the leverage amounted to 2,0 x LTM Dec-22 EBITDA. The leverage is calculated according to the table on the righthand side. This calculation is in line with the definitions agreed in the existing bond terms.

### Leverage calculation, NOK million

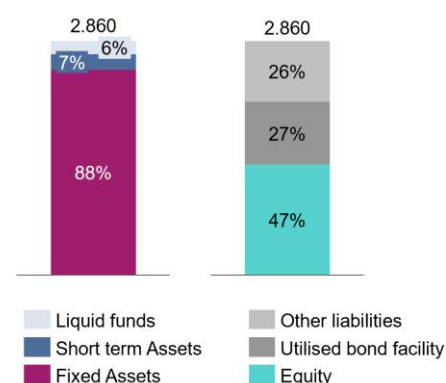
Utilised bond facility	766
Cash	-161
Net debt	605
Pro forma LTM EBITDA	297
Leverage (Net debt/EBITDA)	2,0x

## BALANCE SHEET

ABAX's fixed assets amount to 88% of total assets, of which 88% refer to intangible assets subject to impairment tests. Management believes that these assets provide for a solid foundation to drive future profitability and growth.

The external interest-bearing loans amounted to 873,8 MNOK of which 766,3 MNOK refer to utilised bond facility and 107,5 MNOK refer to financial lease liability under IFRS 16.

### Balance Sheet - M NOK



## PRODUCTS AND TECHNOLOGY

ABAX launched its innovative UBI (usage-based insurance) solution on November 1 together with Tryg, growing the customers connected to our Smart Mobility Platform. Our focus has been on improving our customers journey to ensure they can access insurance products at an attractive premium based on actual data of how they drive.

Also growing our Smart Mobility Platform, all customers can now avail of our new MobiSense service which was released in Q4. ABAX MobiSense is a new service that analyses vehicle data with the use of our AI engine. The two current insights provided are company risk score and environmental score, giving customers full access to new ways to manage their fleet. Our analysis will help customers understand their data, recognise trends, uncover value and take timely action providing them with greater efficiency.

Further improvements to our ABAX Admin Mobile App have also been released in Q4. These allow our customers to better manage their fleets & businesses on the go rather than waiting to complete once back at the office. Our OpenAPI has been further extended, increasing the number of data points available to external partners to unlock the power of our data and provide easy to use, integrated solutions to our common customers.

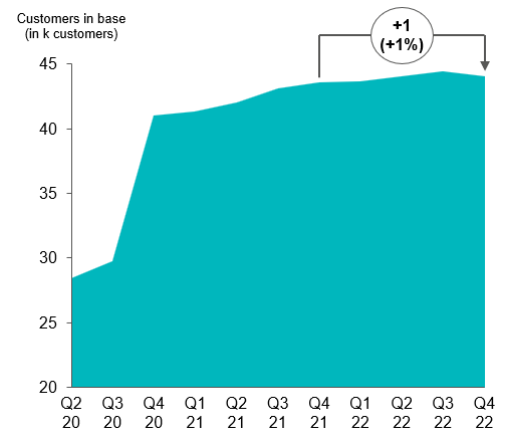
We continue to focus on strengthening our core business to serve our large existing customer base to the highest level, bringing efficiencies to our value & supply chains and stepping into the future with our Data Science & Business Intelligence investments.

## CUSTOMERS

ABAX's diversified customer base mainly consists of small and medium-sized enterprises (SME) with the potential for multiple services who currently primarily use one of ABAX' services. The SME customers are loyal, with an average lifetime of approximately 8 years for that segment. Customer numbers have increased by 1% during the last twelve months. Number of subscriptions have increased 5% over the same period, meaning the average customer size has slightly increased

There is also a significant mid-level segment, with 20-80 vehicles each contracted to ABAX but with an upsell potential of as many, if not more, machines and other assets. The base also includes key accounts, often using more than one service. In Norway and Sweden in particular, these key accounts include significant market leaders.

Customer Growth





## SUSTAINABILITY

ABAX was born along the south-western coastal city of Larvik, Norway where we still have our headquarters. Surrounded by unique fjords and forests, it's no wonder we believe that businesses have a part to play in protecting the environment in which they operate. Our approach is linked to helping Norway reach its sustainability goals as well as being a sustainable viable business in our own right.

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

Our corporate giving theme, Rewilding, had us donating funds to worthy rewilding causes in all the regions where we operate. A total of 100 000 NOK was donated.

We are currently compiling the 2022 Sustainability Report for ABAX which will be available to view in the coming weeks. Read more at [ABAX.com/csr](https://www.abax.com/csr).

## RISKS

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%. In order to reduce that exposure ABAX Group AS has entered an Interest Rate Hedge Transaction with SEB.

For a more detailed description of the risks mentioned above and other risks and uncertainties, please refer to the Investor presentation.

## 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 on 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 2021 annual report.

This interim report has not been subject to external audit.

Larvik, 28 February 2023



Morten Strand – CEO



John Ole Moe – CFO

## CONDENSED CONSOLIDATED STATEMENT OF PROFIT AND LOSS

Amounts in NOK thousand	Unaudited		Audited	
	Fourth quarter		January-December	
	2022	2021	2022	2021
Operational Revenue	189 059	168 733	717 021	641 555
One-time insurance payment	-	-		321 981
<b>Total Revenue</b>	<b>189 059</b>	<b>168 733</b>	<b>717 021</b>	<b>963 536</b>
<b>OPERATING EXPENSES</b>				
Cost of hardware and services	29 500	17 087	88 298	73 891
Employee benefit expenses	73 705	60 477	252 489	231 036
Other operating expenses	39 095	35 812	126 101	123 064
Impairment loss on trade and other receivables	3 372	548	8 081	4 280
Depreciation	16 508	15 799	62 281	56 496
Amortisation	81 537	69 575	303 340	280 788
<b>OPERATING PROFIT(+)/LOSS(-)</b>	<b>(54 658)</b>	<b>(30 566)</b>	<b>(123 569)</b>	<b>193 981</b>
<b>FINANCIAL ITEMS</b>				
Finance income	10 612	17 662	45 546	18 061
Finance expenses	(29 753)	(39 491)	(103 616)	(87 134)
<b>TOTAL NET FINANCIAL ITEMS</b>	<b>(19 141)</b>	<b>(21 828)</b>	<b>(58 070)</b>	<b>(69 073)</b>
<b>PROFIT(+)/LOSS(-) BEFORE TAX</b>	<b>(73 799)</b>	<b>(52 395)</b>	<b>(181 639)</b>	<b>124 908</b>
Tax income (+) / expense (-)	26 937	34 588	26 936	34 588
<b>PROFIT(+)/LOSS(-) FOR THE PERIOD</b>	<b>(46 863)</b>	<b>(17 807)</b>	<b>(154 703)</b>	<b>159 496</b>

## CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Fourth quarter		January-December	
	2022	2021	2022	2021
	<b>PROFIT(+)/LOSS(-) FOR THE PERIOD</b>	<b>(46 863)</b>	<b>(17 807)</b>	<b>(154 703)</b>
<b>ITEMS THAT MAY BE RECLASSIFIED TO PROFIT OR LOSS</b>				
Foreign currency translation differences	(35 001)	(22 622)	(2 109)	(45 552)
<b>TOTAL ITEMS THAT MAY BE RECLASSIFIED TO PROFIT OR LOSS</b>	<b>(35 001)</b>	<b>(22 622)</b>	<b>(2 109)</b>	<b>(45 552)</b>
<b>OTHER COMPREHENSIVE INCOME, NET OF TAX</b>	<b>(35 001)</b>	<b>(22 622)</b>	<b>(2 109)</b>	<b>(45 552)</b>
<b>TOTAL COMPREHENSIVE LOSS FOR THE PERIOD</b>	<b>(81 864)</b>	<b>(40 429)</b>	<b>(156 812)</b>	<b>113 944</b>



## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Amounts in NOK thousand	Unaudited 31.12.2022	Audited 31.12.2021
<b>NON-CURRENT ASSETS</b>		
Property, plant and equipment	219 904	207 967
Intangible assets and goodwill	2 212 914	2 424 890
Deferred tax assets	32 300	32 568
Other investments, including derivatives	26 623	19 911
Non-current interest-bearing receivables	14 634	4 730
<b>TOTAL NON-CURRENT ASSETS</b>	<b>2 506 376</b>	<b>2 690 066</b>
<b>CURRENT ASSETS</b>		
Inventories	21 566	26 613
Current tax assets	2 776	4 407
Trade and other receivables	166 904	167 590
Contract assets	1 523	17 245
Cash and cash equivalents	160 753	397 489
<b>TOTAL CURRENT ASSETS</b>	<b>353 521</b>	<b>613 344</b>
<b>TOTAL ASSETS</b>	<b>2 859 897</b>	<b>3 303 410</b>
<b>EQUITY</b>		
Share capital	42 959	42 959
Share premium	1 817 821	1 817 821
Retained earnings	(439 765)	(284 917)
Other reserves	(71 797)	(69 688)
<b>TOTAL EQUITY</b>	<b>1 349 217</b>	<b>1 506 174</b>
<b>CURRENT LIABILITIES</b>		
Trade and other payables	199 235	210 097
Contract liabilities	129 167	129 650
Current tax liabilities	13 307	12 773
Loans and borrowings	110 332	105 762
<b>TOTAL CURRENT LIABILITIES</b>	<b>452 042</b>	<b>458 282</b>
<b>NON-CURRENT LIABILITIES</b>		
Loans and borrowings	note 4 841 358	1 081 633
Deferred tax liabilities	194 391	236 323
Non-current derivatives	-	-
Other non-current liabilities, not interest bearing	22 889	20 997
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>1 058 638</b>	<b>1 338 954</b>
<b>TOTAL LIABILITIES</b>	<b>1 510 680</b>	<b>1 797 236</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2 859 897</b>	<b>3 303 410</b>

## CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW

	Unaudited 2022	Audited 2021
Amounts in NOK thousand	Jan-Dec	Jan-Dec
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
PROFIT(+)/LOSS(-) FOR THE PERIOD	(154 703)	159 496
<b>Adjustments for:</b>		
- Depreciation	62 281	56 496
- Amortisation	303 340	280 788
- Net finance costs	58 070	69 073
- Operational financing from Group companies	-	-
- Tax income (-) / expense (+)	(26 936)	(34 588)
<b>Cash flow before changes in working capital, interest and tax</b>	<b>242 052</b>	<b>531 265</b>
<b>Changes in:</b>		
- Inventories	5 047	(14 979)
- Trade and other receivables	(5 200)	(33 900)
- Trade and other payables	1 100	6 700
- Contract assets/liabilities	15 239	46 235
- Other movements	(1 055)	(3 724)
<b>Cash flow before interest and tax</b>	<b>257 182</b>	<b>531 597</b>
Interest paid	(66 758)	(74 277)
Income taxes paid	(2 876)	6 728
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>187 548</b>	<b>464 048</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Aquisition of property plant and equipment, and intangible assets	(132 564)	(145 398)
Aquisition of Helpten	-	(16 416)
Shares in Reen	-	(5 427)
Investment in strategic relationship	(11 402)	-
Upstream to group companies	-	1 600
Earn-out RAM	(10 335)	(10 514)
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>(154 301)</b>	<b>(176 155)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Proceeds from loans from group companies	(10 000)	(1 600)
Repayment of borrowings	(233 800)	-
Payment of lease liabilities	(26 183)	(32 758)
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>(269 983)</b>	<b>(34 358)</b>
<b>NET INCREASE (+)/DECREASE (-) IN CASH AND CASH-EQUIVALENTS</b>	<b>(236 736)</b>	<b>253 535</b>
Cash and cash-equivalents beginning of period	397 489	143 954
<b>CASH AND CASH-EQUIVALENTS END OF PERIOD</b>	<b>160 753</b>	<b>397 489</b>

## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Year 2021	Attributable to shareholders of ABAX Group AS					Total equity
	Share capital	Share premium	Total paid-in capital	Retained earnings	Translation reserve	
Ingoing balance 1 January 2021	42 959	1 817 821	1 860 780	(445 161)	(24 136)	1 391 483
<b>Total comprehensive income for the period 01.01.21 - 31.12.21</b>						
Loss for the period				159 496		159 496
Changes to previous years				749		749
Other comprehensive income for the period					(45 552)	(45 552)
				160 245	(45 552)	114 693
<b>Balance as of 31 December 2021</b>	<b>42 959</b>	<b>1 817 821</b>	<b>1 860 780</b>	<b>(284 917)</b>	<b>(69 688)</b>	<b>1 506 174</b>

Year 2022	Attributable to shareholders of ABAX Group AS					Total equity
	Share capital	Share premium	Total paid-in capital	Retained earnings	Translation reserve	
Ingoing balance 1 January 2022	42 959	1 817 821	1 860 780	(284 917)	(69 688)	1 506 174
<b>Total comprehensive income for the period 01.01.22 - 31.12.22</b>						
Loss for the period				(154 703)		(154 703)
Changes to previous years				-		-
Other comprehensive income for the period					(2 109)	(2 109)
				(154 703)	(2 109)	(156 812)
<b>Transactions with owners of the Company</b>						
Group contribution to ABAX MidCo AS				(45)		(45)
Group contribution to ABAX Invest AS				(100)		(100)
<b>Balance as of 31 December 2022</b>	<b>42 959</b>	<b>1 817 821</b>	<b>1 860 780</b>	<b>(439 765)</b>	<b>(71 797)</b>	<b>1 349 217</b>

### Note 1: General information

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

The interim condensed consolidated financial statements for the fourth quarter 2022, ending 31 December 2022, 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 2021 annual report.

### Financial liabilities

The Group derecognises a financial liability when its contractual obligations are discharged or cancelled, or expire. The Group also derecognises a financial liability when its terms are modified and the cash flows of the modified liability are substantially different. In this case, a new financial liability based on the modified terms is recognised at fair value. The difference between the carrying amount of the financial liability extinguished and the new financial liability with modified terms is recognised in profit or loss.

If ABAX repurchases a part of a financial liability, the entity shall allocate the previous carrying amount of the financial liability between the part that continues to be recognised and the part that is derecognised based on the relative fair values of those parts on the date of the repurchase. The difference between (a) the carrying amount allocated to the part derecognised and (b) the consideration paid, including any non-cash assets transferred or liabilities assumed, for the part derecognised shall be recognised in profit or loss.

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2021 prepared under IFRS.

## Note 2: Segment reporting

The group recognises 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.

Amounts in NOK thousand	Fourth quarter		January-December	
	2022	2021	2022	2021
<b>Primary geographical markets</b>				
Norway	63 629	55 513	236 932	207 119
Sweden	75 481	67 708	273 542	255 376
Finland	12 426	12 135	46 297	40 338
Denmark	678	4 762	15 039	17 031
UK	13 163	12 384	57 612	45 302
Other	23 681	16 232	87 598	76 388
One-time insurance payment	-	-	-	321 981
<b>Revenue</b>	<b>189 059</b>	<b>168 733</b>	<b>717 021</b>	<b>963 536</b>
<b>Major products/service lines</b>				
Trip logs	174 880	155 235	663 244	590 231
Equipment control	14 179	13 499	53 777	51 324
One-time insurance payment	-	-	-	321 981
<b>Revenue</b>	<b>189 059</b>	<b>168 733</b>	<b>717 021</b>	<b>963 536</b>
<b>Timing of revenue recognition</b>				
Products transferred at a point in time	-	-	-	-
Products and services transferred over time	189 059	168 733	717 021	641 555
One-time insurance payment	-	-	-	321 981
<b>Revenue</b>	<b>189 059</b>	<b>168 733</b>	<b>717 021</b>	<b>963 536</b>
<b>Revenue type</b>				
Operational revenue	189 059	168 733	717 021	641 555
One-time insurance payment	-	-	-	321 981
<b>Total revenue</b>	<b>189 059</b>	<b>168 733</b>	<b>717 021</b>	<b>963 536</b>

## Note 4: ABAX Bond

The Group has during 2022 repurchased a nominal value of 233,8 MNOK in the corporate bond at an average price of 102,33 (par value = 100). In total the Group holds a nominal value of 766 MNOK in corporate bonds at year end. The difference between the carrying amount allocated to the part derecognised and the consideration paid, including any non-cash assets transferred or liabilities assumed, for the part derecognised is recognised under financial items as loss of 8,9 MNOK.

# APPENDIX

The following information does not form part of the interim condensed consolidated financial statements, and is only for supplemental information purposes, to aid in the transition from previously reported quarterly reports under NGAAP to reporting under IFRS

## Q4 BRIDGE – TO ADJUSTED FINANCIAL STATEMENTS

Amounts in NOK million	Q4		Q4		Q4		Q4
	2022		2022		2022		2022
	FS (NGAAP)	IFRS adjust.	FS (IFRS)	Revenue recognition adjust.	FS after revenue recognition adjust.	NRI adjust.	Adjusted FS
Revenue	189,1		189,1	1,6	190,6		190,6
Cost of goods sold	(29,5)		(29,5)		(29,5)	-	(29,5)
<b>Gross Profit</b>	<b>159,6</b>	-	<b>159,6</b>	<b>1,6</b>	<b>161,1</b>	-	<b>161,1</b>
<i>Gross margin</i>	84 %		84 %		85 %		85 %
Payroll expenses	(73,7)		(73,7)	(0,1)	(73,8)	16,1	(57,7)
Other operating expenses	(50,7)	8,2	(42,5)		(42,5)	10,5	(32,0)
<b>EBITDA</b>	<b>35,2</b>	<b>8,2</b>	<b>43,4</b>	<b>1,5</b>	<b>44,8</b>	<b>26,6</b>	<b>71,5</b>
<i>EBITDA margin</i>	19 %		23 %		24 %		37 %
Depreciation and Amortization	(108,8)	10,8	(98,0)	(4,9)	(103,0)		(103,0)
<b>EBIT</b>	<b>(73,7)</b>	<b>19,0</b>	<b>(54,7)</b>	<b>(3,5)</b>	<b>(58,1)</b>	<b>26,6</b>	<b>(31,5)</b>
Financial net	(22,9)	3,8	(19,1)		(19,1)		(19,1)
<b>Income before tax</b>	<b>(96,6)</b>	<b>22,8</b>	<b>(73,8)</b>	<b>(3,5)</b>	<b>(77,3)</b>	<b>26,6</b>	<b>(50,7)</b>
Tax	26,9	(0,0)	26,9		26,9		26,9
<b>Loss for the period</b>	<b>(69,6)</b>	<b>22,8</b>	<b>(46,9)</b>	<b>(3,5)</b>	<b>(50,3)</b>	<b>26,6</b>	<b>(23,7)</b>

Amounts in NOK million	Q4		Q4		Q4		Q4
	2021		2021		2021		2021
	FS (NGAAP)	IFRS adjust.	FS (IFRS)	Revenue recognition adjust.	FS after revenue recognition adjust.	NRI adjust.	Adjusted FS
Revenue	168,7		168,7	10,8	179,5	-	179,5
Cost of goods sold	(17,1)		(17,1)		(17,1)	1,0	(16,1)
<b>Gross Profit</b>	<b>151,6</b>	-	<b>151,6</b>	<b>10,8</b>	<b>162,5</b>	<b>1,0</b>	<b>163,4</b>
<i>Gross margin</i>	90 %		90 %		90 %		91 %
Payroll expenses	(60,5)		(60,5)	(0,7)	(61,2)	2,6	(58,6)
Other operating expenses	(45,7)	9,3	(36,4)		(36,4)	7,1	(29,3)
<b>EBITDA</b>	<b>45,5</b>	<b>9,3</b>	<b>54,8</b>	<b>10,1</b>	<b>64,9</b>	<b>10,6</b>	<b>75,5</b>
<i>EBITDA margin</i>	27 %		32 %		36 %		42 %
Depreciation and Amortization	(103,0)	17,6	(85,4)	(6,9)	(92,3)		(92,3)
<b>EBIT</b>	<b>(57,5)</b>	<b>26,9</b>	<b>(30,6)</b>	<b>3,1</b>	<b>(27,4)</b>	<b>10,6</b>	<b>(16,8)</b>
Financial net	(22,2)	0,4	(21,8)		(21,8)		(21,8)
<b>Income before tax</b>	<b>(79,7)</b>	<b>27,3</b>	<b>(52,4)</b>	<b>3,1</b>	<b>(49,2)</b>	<b>10,6</b>	<b>(38,6)</b>
Tax	34,5	0,1	34,6		34,6		34,6
<b>Loss for the period</b>	<b>(45,2)</b>	<b>27,4</b>	<b>(17,8)</b>	<b>3,1</b>	<b>(14,7)</b>	<b>10,6</b>	<b>(4,0)</b>

<b>Non-Recurring items relating to:</b>	<b>Q4</b>	<b>Q4</b>	<b>Jan-Dec</b>	<b>Jan-Dec</b>
<b>Amounts in NOK million</b>	<b>2022</b>	<b>2021</b>	<b>2022</b>	<b>2021</b>
Reorganization exceptional cost (Payroll)	16,1	2,6	19,2	4,8
Advisory and legal fees(OPEX)	10,5	5,6	16,2	-10,6
Advisory fees mergers and acquisitions (OPEX)	0,0	0,0	0,0	2,6
Nordic Bond cost (OPEX)	0,0	0,0	0,5	2,1
One-time insurance payment (Revenue)	0,0	0,0	0,0	-322,0
COGS Hardware extra cost: data-chip shortage	0,0	1,0	0,8	2,0
<b>Total non-recurring items</b>	<b>26,6</b>	<b>9,1</b>	<b>36,7</b>	<b>-321,1</b>



ABAX AS  
Hammergata 20, NO-3264 Larvik

+47 22 22 22 99  
[www.abax.com](http://www.abax.com)

John Ole Moe  
Chief Financial Officer

+47 95 26 87 01  
[john.moe@abax.com](mailto:john.moe@abax.com)