







Q2 was a strong quarter for Infront with an increase in revenue of 19% to NOK 63.5 million (NOK 53.5 million) fueled by strategic alliances and acquisitions in the past quarters. As part of the partnership with SIX Financial Information, we welcomed a substantial base of new customers this quarter. Users have reported a smooth transition from SIX Edge and Starweb to Infront and added product value. I am proud of the team who has gone the extra mile to deliver individual training and support to these users and made sure they are welcomed in the best way possible. We started to see some revenue impact from this agreement and the acquisitions of SIX News, TDN Finans and Inquiry Financial. We expect further revenue impact in the coming quarters. In addition to a strong sales quarter for our flagship product, the Infront Professional terminal, we closed a contract with Nordnet, to offer their retail investors the new trading application Web Trader. This will replace Nordnet's Wintrade, with its 4 000 users in Norway, Sweden, Denmark and Finland. After having landed yet another contract for our web based retail solution we have experienced an increased interest for our web products and consider this as a growth area in the coming quarters.

- Kristian Nesbak, CEO and Founder

## **Q2 2017 SUMMARY**

- Revenue increased by 19 % to NOK 63.5 million (NOK 53.5 million), mainly due to positive contributions from the acquisitions of TDN Finans, Inquiry Financial Europe AB and SIX News and migration of SIX Edge customers.
- Adjusted EBITDA increased by 10 % to NOK 12.4 million (NOK 11.3 million), driven by higher revenues across all segments.
- Net income was negative NOK 1.5 million (NOK 5.0 million)
- Earnings per share amounted to negative NOK 0.65 (NOK 2.35)

## **KEY FIGURES**

(NOK million)	Q2 2017	Q2 2016
Revenues	63.5	53.5
Gross profit	44.0	36.3
EBITDA	4.0	11.3
EBITDA adjusted	12.4	11.3



## **OPERATIONAL REVIEW**

Infront provides a unique combination of real-time global market data, news, analytics and trading tools to private and institutional investors. These proven solutions have been developed by industry experts over the past 20 years delivering technology that keeps Infront's clients ahead of the game. The Infront terminal has become the most intuitive and flexible financial data terminal available, helping institutions reduce costs, adapt to fast changing market requirements and work more effectively with increasing amounts of information. Infront is located in London, Paris, Cape Town, Johannesburg, Stockholm, Copenhagen and Oslo.

#### **Terminals and Solutions**

Q2 2017 Terminals and Solutions revenue from external customers was NOK 46.4 million, representing 15% growth from Q2 2016.

In Q2 2017, focus was on continued migration of SIX Edge users to the Infront platform. As of 30 June 2017, roughly 59 % of the SIX Edge and Starweb net revenues had been migrated to Infront.

#### News

Q2 2017 News revenue from external customers was NOK 11.4 million, representing 35 % growth from Q2 2016. Growth was mainly driven by acquisitions of TDN Finans in Q2 2016 and SIX News in Q4 2016. The acquisitions have been successfully integrated and we expect continued strong performance.

## **Analytics and Other**

Q2 2017 Analytics and Other revenue from external customers was NOK 6.0 million, representing 19 % growth from Q2 2016.

# REVENUE PER REGION (NOK million)

Norway 26.0 Sweden 32.8

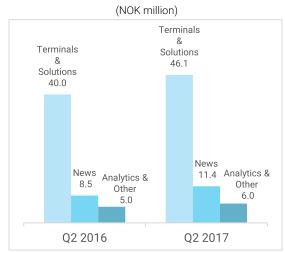
Norway 27.1

Other 3.7

Other 3.7

Q2 2016

#### REVENUE PER SEGMENT



Q2 2017



## **FINANCIAL REVIEW**

#### **Operating Revenues**

Consolidated operating revenues for Q2 2017 amounted to NOK 63.5 million (NOK 53.5 million), an increase of NOK 10.0 million, or 18.7 %. The increase reflects increased sales and prices across the Group, the inclusion of external revenues from TDN Finans AS, the effect of the acquisition of Inquiry Financial Europe AB, as well as initial impact from the SIX transaction.

#### **Cost of Services Rendered**

Consolidated cost of services rendered for the period amounted to NOK 19.5 million (NOK 17.2 million), an increase of NOK 2.3 million, or 13.4 %. The increase reflects the net effect of improved exchange rates and reclassification of purchases from TDN Finans AS as intercompany costs and higher activity.

## **Employee Benefit Expenses**

Consolidated expenses for employee benefits amounted to NOK 22.6 million (NOK 17.2 million), an increase of NOK 5.5 million, or 31.7 %. The increase is primarily due to inclusion of TDN Finans AS and Inquiry Financial Europe AB as well as increased staff levels in Group in connection with expansion in UK and South Africa, and general salary increases. The Group employed 118 FTEs at the end of Q2 2017 (95).

## **Other Operating Expenses**

Consolidated other operating expenses amounted to NOK 17.4 million in Q2 2017 (NOK 7.9 million), an increase of NOK 9.5 million, or 120.5 %. The increase is primarily due to increased use of external consultants and advisors as part of the IPO process and M&A activity of NOK 8.3 million during the quarter. Adjusted for these costs, other operating expenses increased to NOK 9.0 million (NOK 7.9 million).

#### **EBITDA**

The Q2 2017 EBITDA was NOK 4.0 million, compared to NOK 11.3 million in Q2 2016. EBITDA adjusted for Q2 2017 was NOK 12.4 million (11.3 million), an increase of NOK 1.1 million, or 9.9 %.

#### **Net Financial Income**

Consolidated net financial expenses amounted to NOK 0.7 million in Q2 2017 (net financial expenses of NOK 1.4 million), a decrease of NOK 0.8 million. This movement is primarily a result of foreign exchange transactions and translations.



#### **Income Tax Expenses**

Income tax expenses for the period was NOK -0.3 million (NOK 1.6 million), a decrease of NOK 1.8 million, or 118.7%.

#### Profit for the Period

Due to the effects discussed above, consolidated loss for the period amounted to NOK 1.5 million (profit of NOK 5.0 million), a decrease of NOK 6.5 million, or 130.0%.

### **Earnings per Share**

This represents a Q2 2017 earnings of NOK -0.65 per share, compared to earnings of NOK 2.35 per share in Q2 2016.

#### **Total Assets**

Total assets at the end of Q2 2017 amounted to NOK 189.3 million, compared to NOK 181.3 million at the end of Q4 2016, an increase of NOK 8.0 million, or 4.4 %. The increase is due to an increase of non-current assets. Total equity decreased during the period, due to the fair value estimate of option related to payment for remaining stake in Inquiry Financial Europe AB.

### Intangible Assets and Property, Plant and Equipment

Intangible assets and Equipment and fixtures increased to NOK 128.9 million (NOK 117.5 million), an increase of NOK 11.4 million, or 9.7%. The increase is primarily due to the acquisition of Inquiry Financial Europe AB and an investment in IT hardware.

#### Trade and other Receivables

Trade and other receivables amounted to NOK 29.5 million at the end of Q2 2017, compared to NOK 24.9 million at the end of Q4 2016, an increase of NOK 4.6 million, or 18.6%.

## Cash and Cash Equivalents

The Q2 2017 cash position was NOK 29.6 million, compared to NOK 37.6 million at the end of Q4 2016. The decrease was primarily due to cash outflows related to the acquisition of 77.2 % of Inquiry Financial Europe AB and payment to SIX Financial Information related to takeover of operations of SIX News (the Nordic operations).

#### **Total Non-Current Liabilities**

Total non-current liabilities at the end of Q2 2017 were NOK 55.2 million, compared to NOK 45.5 million at the end of Q4 2016. The increase was primarily due to the fair value estimate of option related to payment for remaining stake in Inquiry Financial Europe AB.



#### **Total Current Liabilities**

Total current liabilities at the end of Q2 2017 were NOK 97.9 million, compared to NOK 95.1 million at the end of Q4 2016.

## **Cash Flow from Operating Activities**

Consolidated net cash flow from operational activities amounted to NOK 13.7 million in 1H 2017 (NOK 11.6 million), an increase of NOK 2.1 million, or 17.7%. The underlying operations represented by EBITDA of NOK 10.3 million in H1 2017 (NOK 18.1 million) were lower and overall negatively impacted by IPO-related costs. However, changes in net working capital more than compensated for this reduction, as it had a positive effect in H1 2017 of NOK 6.5 million (negative NOK 3.6 million). This was primarily due to an increase in trade and other payables as well as a positive contribution from deferred revenues.

## **Cash Flow from Investing Activities**

Consolidated net cash flow from investing activities was negative at NOK 28.5 million in H1 2017 (negative NOK 25.0 million), a decrease of NOK 3.5 million, or 14.1%. The decrease was driven by the acquisition of 77.22% of Inquiry Financial Europe AB, payment to SIX Financial Information related to takeover of operations of SIX News (the Nordic operations) and investment in IT hardware. Investments in software development stayed relatively flat at NOK 5.1 million in H1 2017 (NOK 5.5 million).

## **Cash Flow from Financing Activities**

Net cash flow from financing activities was positive at NOK 5.6 million (NOK 0.0 million). This reflects the draw on the revolving credit facility per 30.06.2017.



# INTERIM CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

## **Consolidated income statement**

(NOK 1.000)	Note	Q2 2017	Q2 2016	YTD 2017	YTD 2016
Revenues	2	63 546	53 527	120 336	105 308
Total operating revenues		63 546	53 527	120 336	105 308
Cost of services rendered		19 502	17 195	38 058	37 391
Salary and personnel expenses	3	22 644	17 193	44 530	34 488
Other operating expenses	6	17 351	7 868	27 466	14 903
Depreciation and amortisation		5 187	3 271	10 240	6 462
Total operating expenses		64 684	45 527	120 293	93 644
Operating profit		-1 139	8 000	43	11 664
Financial income		583	657	1 091	1 452
Financial expenses		-1 243	-2 070	-2 107	-2 860
Financial income/(expenses) -		-660	-1 414	-1 016	-1 408
net					
Profit before income tax		-1 799	6 586	-972	10 256
Income tax expense		290	-1 551	53	-2 449
Profit for the period		-1 509	5 035	-919	7 807
Profit is attributable to:				0.50	
Owners of Infront AS		-1 409	5 035	-858	7 807
Non-controlling interests		-100	0	-61	0
		-1 509	5 035	-919	7 807
Forningo por oboro					
Earnings per share		-0.65	2.35	-0.40	3.64
Basic and diluted earnings per share		-0.05	2.33	-0.40	3.04



# Statement of comprehensive income

(NOK 1.000) <b>Profit for the period</b>	Note	Q2 2017 <b>-1 509</b>	Q2 2016 <b>5 035</b>	YTD 2017 - <b>919</b>	YTD 2016 <b>7 807</b>
Other comprehensive income (net of tax Exchange differences on translation of foreign operations	):	1 042	-259	1 366	-397
Total comprehensive income for the period		-467	4 776	447	7 410
Total comprehensive income is attributable to: Owners of Infront AS Non-controlling interests	_	-442 -25	4 776 0	433 14	7 410 0
		-467	4 776	447	7 410



# **Consolidated statement of financial position**

(1101/11000)		00.06.0047	04.40.0046
(NOK 1.000)	Note	30.06.2017	31.12.2016
ASSETS			
Non-current assets		0.515	1.007
Equipment and fixtures		2 515	1 387
Intangible assets		126 388	116 161
Deferred tax asset		658	654
Pension assets		287	314
Receivables		301	302
Total non-current assets		130 148	118 818
Current assets		00 544	0.4.04.0
Trade and other receivables		29 541	24 919
Cash and cash equivalents		29 604	37 569
Total current assets		59 145	62 487
TOTAL ASSETS		189 293	181 306
(1.01/ 1.000)			
(NOK 1.000)	Note	30.06.2017	31.12.2016
EQUITY AND LIABILITIES			
Equity		047	017
Share capital		217	217
Share premium		7 863	7 863
Treasury shares		0	0
Other equity		25 401	32 690
Total equity attributable to owners of the parent		33 481	40 769
Non-controlling interests		2 643	0
Total equity		36 124	40 769
A1 P. 1.99a			
Non-current liabilities		505	405
Pension liabilities		505	485
Deferred tax liabilities		885	857
Other non-current financial liabilities		53 835	44 118
Total non-current liabilities		55 225	45 460
Current liabilities			
Borrowings		7 699	1 704
Trade and other payables		52 295	56 863
Other current financial liabilities		16 910	16 739
Deferred revenue		18 307	14 897
Current tax liabilities		2 733	4 874
Total current liabilities		97 944	95 077
Total liabilities		153 169	
			140 537
TOTAL EQUITY AND LIABILITIES		189 293	181 306



## Consolidated statement of cash flows

(NOK 1.000)	Note	YTD 2017	YTD 2016
Cash flows from operating activities			
Profit (loss) before tax		-972	10 255
Adjustments for			
Taxes paid		-2 141	-1 404
Depreciation, amortisation and net impairment losses		10 240	6 462
Pension expense without cash effect		39	-16
Change in operating assets and liabilities, net of effects			
from			
purchase of controlled entities			
Change in trade receivable and other receivables		-2 214	2 014
Change in derivative financial instruments		221	0
Change in deferred revenue		1 140	1 098
Change in trade and other payables		7 398	-6 761
Net cash inflow from operating activities		13 711	11 648
Cash flows from investing activities			
Payment for acquisitions of subsidiary, net of cash	5	-8 661	-18 960
acquired			
Payment for intangible assets		-13 247	0
Payment for property, plant and equipment		-1 553	-598
Payment for software development costs		-5 085	-5 470
Net cash (outflow) from investing activities		-28 546	-25 028
Cash flows from financing activities			
Proceeds from borrowings		5 593	82
Net cash (outflow) from financing activities		5 593	82
		0.040	40.000
Net increase/(decrease) in cash and cash equivalents		-9 242	-13 298
Cash and cash equivalents 1 January		37 569	36 418
Effects of exchange rate changes on cash and cash		1 277	-1 366
equivalents		00.604	01.755
Cash and cash equivalents 30 June		29 604	21 755



# Consolidated statement of changes in equity

	Attributable to the owners of the parent							
(NOK 1.000)	Share	Share	Treasury	Translation	Retained	Total	Non-	Total
	capital	premium	shares	differences	earnings		controlling	equity
							interest	
Balance at 31 December 2015	214	6 156	-1	1 645	19 578	27 593	0	27 593
Profit/loss for 1 January to 30 June 2016					7 807	7 807	0	7 807
Currency translation differences				-397		-397		-397
Capital increase								0
Balance at 30 June 2016	214	6 156	-1	1 248	27 385	35 003	0	35 003
Balance at 31 December 2016	217	7 863	0	-50	32 740	40 769	0	40 769
Profit/loss for 1 January to 30 June 2017					-858	-858	-61	-919
Currency translation differences				1 291		1 291	75	1 366
Non-controlling interests on acquisition of						0	2 629	2 629
subsidiary						O	2 02 3	2 02 3
Preliminary estimate of fair value of put					-7 719	-7 719		-7 719
option – acquisition of subsidiary								
Balance at 30 June 2017	217	7 863	0	1 240	24 162	33 482	2 643	36 125



# NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

## Note 1. Accounting principles

#### **General Information**

Infront ASA, the parent company of the Infront group (the group) is a limited liability company incorporated and domiciled in Norway, with its head office in Fjordalléen 16, 0250 Oslo.

The Group is a leading market data and trading solution provider in the Nordics. The Infront terminal is an intuitive and flexible terminal within the financial markets offering global real-time market data, trading, news and analytics covering key markets. In addition, the group comprise the leading financial news agencies in Sweden and Norway.

These consolidated financial statements have been approved for issuance by the Board of Directors on 21 August 2017. The figures in the statements have been limited audited.

#### **Basis of Preparation**

The interim consolidated financial statements for the second quarter 2017, ending 30 June 2017, were prepared in accordance with IAS 34 Interim Financial Reporting. The interim 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 annual report for 2016.

The accounting policies adopted in the interim financial statements are consistent with the standards and interpretations followed in the preparation of the group's annual financial statements for the year ended 31 December 2016.

The standards and interpretations effective from 1 January 2017 do not have a significant impact on the group's consolidated interim financial statements.



# Note 2. Segment information

Revenue per region 30.06.2017

	Norway	Sweden	Other	Eliminations	Consolidated
Revenue					
External customers	52 699	60 070	7 568	0	120 336
Inter-segment	25 210	6 811	3 091	-35 111	0
Total revenue	77 908	66 881	10 659	-35 111	120 336
EBITDA	-5 527	16 420	-610	0	10 283
Total assets	131 364	74 197	22 435	-38 702	189 293
Total liabilities	82 531	52 532	17 186	921	153 169
Depreciation and					
amortisation	6 543	3 661	36	0	10 240

Revenue per region 30.06.2016

	Norway	Sweden	Other	Eliminations	Consolidated
Revenue					
External customers	50 188	47 857	7 262	0	105 308
Inter-segment	22 184	6 675	2 048	-30 908	0
Total revenue	72 372	54 533	9 310	-30 908	105 308
EBITDA	10 343	9 081	-1 297	0	18 126
Total assets	100 761	37 651	21 704	-71 561	88 554
Total liabilities	53 948	28 928	15 121	-44 445	53 552
Depreciation and					
amortisation	6 200	211	51	0	6 462



#### Revenue per segment 30.06.2017

	Terminals and Solutions	News	Analytics and other	Eliminations	Consolidated
Revenue					
External customers Inter-segment	86 377 23 052	22 436 8 546	11 523 3 513	0 -35 111	120 336 0
Total revenue	109 429	30 982	15 036	-35 111	120 336
EBITDA	-99	7 448	2 935	0	10 283
Total assets Total liabilities	160 253 111 404	40 631 28 604	27 111 12 241	-38 702 921	189 293 153 169
Depreciation and amortisation	9 679	220	341	0	10 240

#### Revenue per segment 30 June 2016

	Terminals and Solutions	News	Analytics and other	Eliminations	Consolidated
Revenue					
External customers Inter-segment	79 817 21 966	16 012 6 894	9 478 2 048	0 -30 908	105 308 0
Total revenue	101 783	22 906	11 526	-30 908	105 308
	1.4.400	0.464	0.45	0	10.106
EBITDA	14 420	3 464	245	U	18 126
Total assets Total liabilities	116 486 66 593	20 212 16 740	23 417 14 664	-71 561 -44 445	88 554 53 552
Depreciation and amortisation	6 242	169	51	0	6 462



## Note 3. Number of employees

Number of employees (full-time equivalents) at the end of the second quarter was 118 in 2017 compared to 95 in 2016.

## Note 4. Investment in subsidiaries

30.06.2017

0	Date of Consolidated		Registered Vot	ing Ownership
Company	acquisition	(yes/no)	office sha	are share
The Online Trader Sweden AB	14.03.2007	yes	Stockholm 100	0 % 100 %
Nyhetsbyrån Direkt AB	01.12.2008	yes	Stockholm 100	0 % 100 %
CatalystOne AS	30.10.2009	yes	Oslo 100	0 % 100 %
Infinancials SA*	04.06.2012	yes	Paris 100	0 % 100 %
Infront Financial Information Ltd	03.07.2015	yes	London 100	0 % 100 %
TDN Finans AS	22.04.2016	yes	Oslo 100	0 % 100 %
Infront SA (Pty) Ltd	05.10.2016	yes	Johannesburg 100	0 % 100 %
Inquiry Financial Europe AB	07.03.2017	yes	Stockholm 77	7 % 77 %

<sup>\*4</sup> shares of 636 155 (0 %) is held by executive Management in Norway.



## Note 5. Business combination

The Infront Group effected two acquisitions in 2016. Refer to the financial statement for 2016 for further information. In March 2017 the acquisition of Inquiry Financial Europe AB was effected. Refer to the Q1 2017-report for further information.

# Note 6. IPO and M&A related expenses

Expenses as at 30 June 2017:

	External	Internal	Total
	expenses	expenses	TOtal
Cost of services rendered			
Salary and personnel costs			
Other operating and financial expenses	9 628		9 628
Sum	9 628		9 628

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