

# **202**

Infront ASA – Interim Report





# HIGHLIGHTS

(Figures for the corresponding period in 2019 are shown in brackets)

- Resilient business model Q2 2020 group revenue of EUR 28.4 million (EUR 10.9 million)
  - o YoY increase of 160% reflects inclusion of vwd Group
  - EUR 0.7 million increase vs. Q1 2020 driven by higher transaction volumes in German subsidiary
- Q2 2020 adjusted EBITDA of EUR 5.0 million (EUR 2.1 million)
  - Positive YoY impact due to inclusion of vwd Group
  - Significant positive QoQ impact of EUR 0.8 million due to:
    - Temporary increase in volume-driven revenues in German subsidiary
    - Continued synergy capture
    - Reduction in other operating expenses, following COVID-19 outbreak
- vwd Group integration moving forward according to plan
  - o Combining the best of Infront and vwd Group
    - Successful MVP release of Infront Professional Terminal product to several clients in the DACH region
    - Preparing for roll-out of several vwd products in the Nordics
  - o Delivering on cost-savings plan as communicated
- Adapted to new working environment, following COVID-19 outbreak in Q1 2020
  - o Continued focus on employee health and complying with local guidance
  - Focus on developing and delivering state-of-the-art products and solutions, regardless of our market- and work-environment

# 66

The second quarter of 2020 was both challenging and eventful for everyone at Infront. First and foremost, I am proud of how our employees responded to the lock-down and how fast we all adapted to working from home.

I am also satisfied with how the COVID-19 outbreak has had little impact on our short-term projects. In May 2020, Infront successfully rolled out an MVP of the IPT-terminal to several of our clients in the DACH region. This marks a major step in our integration efforts, as our long-term goal is to offer similar products and solutions to clients, across regions.

While the current marked environment is marked by uncertainty, we remain optimistic about the future. Finance professionals need the right tools to make the right decisions. By focusing on offering state-of-the-art products and solutions at highly competitive prices, Infront will continue to be the smart alternative.

- Kristian Nesbak, CEO and Founder



# **OPERATIONAL REVIEW**

Financial professionals across Europe and South Africa rely on Infront for global real-time market data, trading, news, and analytics. With the acquisition of vwd Group, Infront's product coverage now also includes data and feed solutions, portfolio management and advisory solutions, regulatory compliance solutions as well as publication and distribution solutions. Customers and end-users benefit from the highest level of expertise in regulation, private wealth, market data and the frictionless interaction of the diverse solutions and products covering their complete workflow. Driven by clients' business needs, Infront's solutions help users make money, reduce costs, adapt to fast changing market requirements and work more efficiently with everincreasing amounts of information – quickly, easily and flexibly.

More than 500 employees in 13 countries (Belgium, Denmark, Finland, France, Germany, Italy, Luxembourg, the Netherlands, Norway, Sweden, Switzerland, South Africa and United Kingdom) apply their expertise to meet the challenges of our clients, ensuring they continuously receive the best solutions and services.

The COVID-19 outbreak in the first quarter of 2020 has had a great social and economic impact worldwide. The first and most important part of the groups' response to COVID-19 has been to ensure the health of employees and to safeguard operational stability through a period of heighten market activity. Furthermore, the group has performed a risk assessment with regards to COVID-19 covering the following areas:

- 1. Potential for operational disruption
- 2. Risk of reduced sales
- 3. Counterparty risk
- 4. Liquidity risk and working capital shortfalls

Based on the assessments made so far, the group has not observed any significant short-term threats to our business. The nature of the business model and the operations (mainly subscription based) of the group mitigate the initial consequences of COVID-19 measures taken by governments and corporations. The group will continue to closely monitor the situation and the effects it may have on Infront.

As of Q2 2020, the business is organized in the segments **Infront Solutions and Terminal**, vwd Group and News and Other.

For a more detailed representation of the Infront segments, please see the group's annual report for 2019.



# **Infront Solutions and Terminal**

Solutions and Terminal revenue from external customers was EUR 9.0 million in Q2 2020, compared to EUR 9.3 million in Q2 2019. Approximately 42% of segment revenue was recognized in Euro and 34% in Swedish krona.

The addition of high-quality Italian market data to the Infront Professional Terminal in 2019 has strengthened the value proposition to finance professionals in Europe and worldwide. Customer-migration to the Infront Professional Terminal is on-track.

In Q2 2020, Infront Analytics has further developed the product integration within the Infront Group including the Web toolkit refactoring into all Infront solutions. The Analytics data backend has been improved by including more content from Infront Data and additional calculations possibilities. The Infront Analytics Excel Add-in has continued to improve with releases of key Excel functions on Time Series and several integration features for wider usage within the group such as in the Investment Manager platform.

The vwd integration process progressed as planned and preparation for migration of the legacy vwd terminal to the Infront Professional Terminal continued. Bringing the best of Infront's and vwd's solutions together into one terminal and leverage the combined strengths will enable Infront to compete in all asset-classes against other premium terminals.

#### Client base

Terminal clients include paying users of Infront Professional Terminals for market data and analytics, Professional Trading Terminals and users of Infront Italia's professional terminals. Solution users include users of Infront Retail Trading Solutions and other solutions such as FX, mobile and media, and web and feed solution users of Infront Italia. The Infront Web Technology solutions for customers such as SEB and Handelsbanken are not measured on a user level and are therefore not included in the user data.

The number of professional terminal users (excluding users in vwd) increased by 1% to 6.1k users. The number of solutions users declined by 4% to 31.4k users compared to Q2 2019.



#### vwd Group

vwd Group provides financial data terminals and complementary service solutions through an integrated, modular technology platform and a software-as-a-service ("SaaS") model with recurring subscription revenue. Target customers are within the wealth management industry in the German-speaking DACH region, which includes Germany, Austria and Switzerland. vwd Group is also present in Belgium, the Netherlands, Luxembourg and Italy. It is headquartered in Frankfurt and operates through additional regional offices.

The complementary service offering includes: Portfolio and Advisory Solutions (PAS) comprising portfolio services, order services and analytics services; Publication and Distribution Solutions (PDS) comprising fund services and web services; and Regulatory and Calculation Solutions (RCS) comprising regulatory services, documentation services and more.

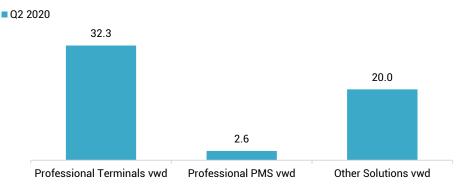
vwd's consolidated revenue from external customers in Q2 2020 was EUR 18.0 million. This includes EUR 0.6 million of non-recurring revenue.

#### **Client base**

Professional terminals users represent mainly users of vwd Market Manager and Investment Manager. Professional PMS users represent users of vwd Portfolio and Advisory Management Systems. The "Other Solutions" mainly include light weighted users of other smaller trading solutions.

#### Number of professional users per vwd product:

'000s of users





#### News and Other

Q2 2020 News and Other revenue from external customers was EUR 1.5 million (EUR 1.6 million), reflecting steady segment performance. Approximately 75% and 25% of segment revenue was recognized in Swedish krona and Norwegian krone, respectively.

The financial market turbulence that occurred during the first two quarters of 2020 due to the outbreak of COVID-19 also underlines the importance of delivering trustworthy and reliable news sources, as provided by Infront. The measures taken to reduce spreading of the virus with staff working from home was a test of the ability to maintain news services fully operational. This was proven successful.

#### (EUR million) Q2 2019 Q2 2020 12.5 7.6 4.2 3.6 3.4 2.9 1.7 1.7 1.5 0.1 0.0 0.0 ΤS FS PAS RCS PDS os

#### **Revenue per Product Group**

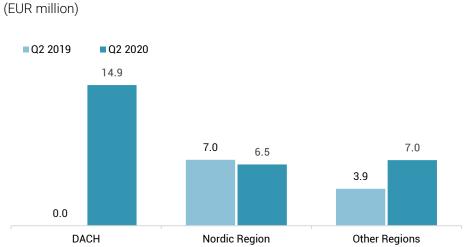
Revenue per Infront product group:

Infront categorises its products into six groups: Terminal Solutions (TS), Feed Solutions (FS), Portfolio and Advisory Solutions (PAS), Regulatory and Calculation Solutions (RCS), Publication and Distribution Solutions (PDS) and Other Solutions (OS). See Note 2 for detailed segment information.



# Revenue per Region

Revenue per region:



DACH Region - includes markets and subsidiaries in Germany (D), Austria (A) and Switzerland (CH).

Nordic Region - includes markets and subsidiaries in Norway, Sweden, Finland and Denmark.

**Other Regions –** includes markets and subsidiaries in Great Britain, the Netherlands, Belgium, Luxembourg, France, Italy and South Africa.



# Outlook

Ensuring the safety of employees and continued delivery of stable and high-performing products and solutions to clients are the main priorities following the COVID-19 outbreak.

As of end of Q2 2020, the integration of vwd is progressing according to plan, targeting significant costsavings over the next two to three years with potential for up- and cross-selling across geographies.

Developing integrated products and solutions that leverage the expanded range of available data sources and services will allow Infront to provide terminal solutions across all markets and asset classes to fully realise the potential from its strengthened market position in Europe and beyond. Infront continuously considers add-on acquisitions to strengthen its position in selected markets and its overall technology offering.

Infront is committed to delivering outstanding value to its customers through innovative and user-friendly solutions. Continued product development is a key component of the business strategy together with pursuing organic growth, synergy capture and market consolidation to drive long-term value creation.



# FINANCIAL REVIEW

(Figures for the corresponding period in 2019 are shown in brackets)

#### **Profit and loss**

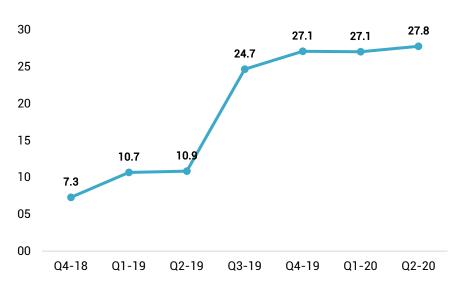
(EUR million)

Q2 2020 operating revenue was EUR 28.4 million (EUR 10.9 million), an increase of 160% from the same quarter last year. The increase reflected the inclusion of vwd Group.

Q2 2020 reported EBITDA was EUR 4.1 million (EUR 1.0 million). Realizing continued synergy capture and cost optimisation effects, adjusted EBITDA was at 5.0 million compared to adjusted EBITDA of EUR 2.1 million in Q2 2019.

Infront generates most of its revenue from recurring subscription contracts for its services which represented about 98% of total sales for Q2 2020.

#### Recurring subscription\* revenue development



\* Subscription and volume-based revenue

Cost of services rendered for Q2 2020 was EUR 9.6 million (EUR 4.2 million). The increase reflected the increased revenue base and the inclusion of vwd Group.

Employee-related expenses were EUR 11.8 million (EUR 3.2 million). Adjusted for integration-related costs of EUR 1.0 million, salary and personnel costs amounted to EUR 10.8 million, compared to EUR 3.2 million during the same quarter last year. The group employed 508 FTEs at the end of Q2 2020 (148) following the acquisition of vwd Group.

Other operating expenses were EUR 3.3 million in Q2 2020 (EUR 2.5 million).



Net financial expense was EUR 3.0 million in Q2 2020 (net financial expense of EUR 1.2 million). The increase reflects bond interest cost and foreign exchange effects.

Income tax for the period was EUR 1.0 million (income tax income EUR 0.1 million).

Net loss for the quarter was EUR 3.2 million (net loss EUR 1.0 million). This is equivalent to a loss per share of EUR -0.07 (loss per share of EUR -0.02).

#### **Financial position**

Total assets as of 30 June 2020 were EUR 233.7 million, compared to EUR 228.5 million at the end of December 2019.

The combined book value of Intangible assets and equipment and fixtures amounted to EUR 173.0 million compared to EUR 176.9 million at the end of December 2019. Right-of-use assets at the end of the period amounted to EUR 12.3 million (EUR 13.7 million). For detailed information on IFRS 16 effects refer to note 4 *Right-of-use assets and lease liabilities (IFRS 16)* in this interim report.

Trade and other receivables were EUR 22.4 million at the end of the first half year 2020, compared to EUR 12.5 million at the end of December 2019.

At the end of the first half year 2020, the cash position was EUR 18.3 million, compared to EUR 18.7 million at the end of 2019.

Total non-current liabilities equalled EUR 143.5 million (EUR 144.7 million).

Current liabilities at the end of the first half year 2020 were EUR 62.5 million, compared to EUR 52.4 million at the end of 2019. The main effect on current liabilities was an increase of EUR 6.8 million in advance payments received on orders in vwd Group.

#### **Cash Flow**

Cash position at the end of Q2 2020 was EUR 18.3 million (EUR 132.5 million).

Net cash flow from operational activities was EUR -3.5 million in Q2 2020 (EUR -0.6 million). Movements in net working capital reduced cash flow by EUR 4.4 million in Q2 2020, which was offset by non-cash charges of EUR 3.4 million.

Net cash flow from investing activities was negative at EUR 1.0 million (negative EUR 1.0 million). Investments were related to SIX transaction-related payments of EUR 0.3 million, investments in IT equipment of EUR 0.2 million and investments in software developments of EUR 0.5 million.

Net cash flow from financing activities was negative at EUR 0.9 million (positive EUR 125.5 million). The financing cash flow mainly reflects repayments of lease liabilities. In Q2 2019 the proceeds from equity and bond issue had an impact on the financing cash flow.





# INTERIM CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

# Consolidated income statement

Note	Q2 2020	Q2 2019	YTD 2020	YTD 2019
2	28 384	10 902	56 101	21 661
	9 601	4 188	19 424	8 503
	11 765	3 173	22 598	6 263
4	3 310	2 504	7 293	4 017
4	3 247	913	6 640	1 778
	-363	-	-989	-
	27 560	10 778	54 966	20 560
	824	124	1 135	1 101
4, 5	-3 012	-1 252	-3 174	-1 089
	-2 188	-1 128	-2 039	12
	-1 046	105	-2 205	12
	-3 234	-1 023	-4 244	24
	-3 540	-1 023	-4 755	24
	306	-	511	-
	-3 234	-1 023	-4 244	24
	4 4	9 601 11 765 4 3 310 4 3 247 -363 27 560 824 4, 5 -3 012 -2 188 -1 046 -3 234	9 601         4 188           11 765         3 173           4         3 310         2 504           4         3 247         913           -363         -         -           27 560         10 778         824           4, 5         -3 012         -1 252           -2 188         -1 128           -1 046         105           -3 234         -1 023	9 601       4 188       19 424         11 765       3 173       22 598         4       3 310       2 504       7 293         4       3 247       913       6 640         -363       -       -989         27 560       10 778       54 966         824       124       1 135         4, 5       -3 012       -1 252       -3 174         -2 188       -1 128       -2 039         -1 046       105       -2 205         -3 234       -1 023       -4 244

Basic and diluted earnings per share	-0.07	-0.02	-0.10	0.00
Average number of shares	43 425 390	28 886 507	43 425 390	27 442 181
Number of shares at the end of reporting date	43 425 390	43 329 760	43 425 390	43 329 760



# Statement of comprehensive income

(EUR 1.000)	Note	Q2 2020	Q2 2019	YTD 2020	YTD 2019
Profit for the period		-3 234	-1 023	-4 244	24
Other comprehensive income (net of tax):					
Gain/loss arising on hedging instruments designated in hedges of the net assets in foreign operation	5	2 104	-	-4 590	-
Exchange differences on translation of foreign operations		-2 390	391	5 006	432
Actuarial gains & losses		-	-	-	-
Total comprehensive income for the period		-3 520	-632	-3 828	456
Total comprehensive income is attributable to:					
Owners of Infront ASA		-3 520	-632	-3 828	456
Non-controlling interests		-	-	-	-



# Consolidated statement of financial position

(EUR 1.000)	Note	30.06.2020	31.12.2019
ASSETS			
Non-current assets			
Equipment and fixtures		2 828	2 947
Right-of-use assets	4	12 346	13 671
Intangible assets		170 221	173 987
Deferred tax asset	5	6 729	5 790
Pension assets		652	646
Receivables		215	192
Total non-current assets		192 991	197 234
Current assets			
Trade and other receivables		22 430	12 533
Cash and cash equivalents		18 254	18 703
Total current assets		40 684	31 236
TOTAL ASSETS		233 675	228 470



(EUR 1.000)	Note	30.06.2020	31.12.2019
EQUITY AND LIABILITIES			
Equity			
Share capital		459	458
Share premium		35 076	34 883
Share option program		545	317
Other equity	5	-11 483	-6 985
Total equity attributable to owners of the parent		24 597	28 673
Non-controlling interests		3 134	2 686
Total equity		27 731	31 359
Non-current liabilities			
Borrowings	5	102 462	101 757
Lease liabilities	4	10 218	11 283
Pension liabilities		8 812	8 659
Deferred tax liabilities		19 242	20 068
Other non-current financial liabilities		2 727	2 895
Total non-current liabilities		143 461	144 661
Current liabilities			
Borrowings		10 000	10 000
Current lease liabilities	4	2 491	2 643
Trade and other payables		37 018	29 333
Other current financial liabilities		1 243	3 316
Deferred revenue		6 932	4 759
Current tax liabilities		4 799	2 399
Total Current liabilities		62 483	52 450
Total liabilities		205 944	197 111
TOTAL EQUITY AND LIABILITIES		233 675	228 470



# Consolidated statement of cash flows

Cash flows from operating activities           Profit (loss) before tax         -2 188         -1 128         2 039         12           Adjustments for         -2 188         -1 128         2 039         12           Adjustments for	(EUR 1.000)	Note	Q2 2020	Q2 2019	YTD 2020	YTD 2019
Adjustments for         Taxes paid       -421       -34       -472       -181         Depreciation, amortisation and net impairment losses       4       3 247       913       6 640       1778         Pension expense without cash effect       114       14       144       72       -181         Adjustments for interest expense       114       14       144       72         Interest Expense including non-cash items       1795       946       3 714       979         Interest Expense including non-cash items       1701       -978       -3 326       -978         Change in provisions       934       0       891       0       Change in provisions       934       0       891       0         Change in provisions       934       0       891       0       Change in provisions       2056       2 992         Change in trade and other payables       -4 175       2 112       6 473       3 692         Net cash inflow from operating activities       -3 845       -636       3 642       106         Cash flows from investing activities       -293       -192       -517       -397         Payment for intangible assets       -293       -192       -517       -397	Cash flows from operating activities					
Taxes paid         -421         -34         -472         -181           Depreciation, amortisation and net impairment losses         4         3 247         913         6 640         1778           Pension expense without cash effect         114         14         144         72           Adjustments for interest expense         Interest expense including non-cash items         1795         946         3 714         979           Interest cash expense including non-cash items         1701         -978         -3 326         -978           Change in operating assets and liabilities         -<	Profit (loss) before tax		-2 188	-1 128	-2 039	12
Depreciation, amortisation and net impairment losses         4         3 247         913         6 640         1778           Pension expense without cash effect         114         14         144         72           Adjustments for interest expense         1         14         144         144         72           Interest expense including non-cash items         1 795         946         3 714         979           Interest cash expense in the period         -1 701         -978         -3 326         -978           Change in operating assets and labilities         -1         -1678         -3 216         -10 649         -8 261           Change in operating assets and labilities         -1175         2 112         6 473         3 692           Change in deferred revenue         529         735         2 266         2 992           Change in drade and other payables         -4 175         2 112         6 473         3 692           Net cash inflow from operating activities         -3 545         -636         3 642         1006           Payment for intangible assets         -293         -192         -517         -397           Payment for intangible assets         -293         -192         -517         -397           Payment for inso	Adjustments for					
Pension expense without cash effect         114         14         144         72           Adjustments for interest expense         1795         946         3714         979           Interest expense including non-cash items         1795         946         3714         979           Interest cash expense in the period         -1701         -978         -3326         -978           Change in operating assets and liabilities         -         -         -0649         -8261           Change in provisions         934         0         891         0         -0           Change in provisions         -1678         -3216         -10649         -8261         -0           Change in provisions         934         0         891         0         0         -	Taxes paid		-421	-34	-472	-181
Adjustments for interest expense       1795       946       3 714       979         Interest expense including non cash items       1 701       -978       -3 326       -978         Change in operating assets and liabilities       -       -       -1 678       -3 216       -10 649       -8 261         Change in trade receivable and other receivables       -1 678       -3 216       -10 649       -8 261         Change in provisions       934       0       891       0         Change in deferred revenue       529       735       2 266       2 992         Change in trade and other payables       -4 175       2 112       6 473       3 662         Net cash inflow from operating activities       -3 545       -636       3 642       106         Payment for intangible assets       -293       -192       -517       -397         Payment for intangible assets       -293       -366       -1 631       -440         Net cash flows from investing activities       -1 010       -960       -2 301       -1 691         Payment for property, plant and equipment       -188       -383       -521       -450         Payment for software development cost       -1 010       -960       -2 301       -1 691	Depreciation, amortisation and net impairment losses	4	3 2 4 7	913	6 640	1 778
Interest expense including non-cash items         1 795         946         3 714         979           Interest cash expense in the period         -1 701         -978         -3 326         -978           Change in operating assets and liabilities         -         -         -         -         -         -         -         -         978         -         3 326         -978           Change in provisions         934         0         891         0         - <td>Pension expense without cash effect</td> <td></td> <td>114</td> <td>14</td> <td>144</td> <td>72</td>	Pension expense without cash effect		114	14	144	72
Interest cash expense in the period       -1 701       -978       -3 326       -978         Change in operating assets and liabilities       -1 678       -3 216       -10 649       -8 261         Change in trade receivable and other receivables       -1 678       -3 216       -10 649       -8 261         Change in provisions       934       0       891       0         Change in deferred revenue       529       735       2 266       2 992         Change in deferred revenue       529       735       2 266       2 992         Change in deferred revenue       529       735       2 266       2 992         Change in drade and other payables       -4 175       2 112       6 473       3 642       106         Cash flows from investing activities         Payment for acquisition of subsidiary, net of cash acquired       -933       -521       -517       -397         Payment for property, plant and equipment       -188       -383       -521       -450         Payment for software development cost       -530       -386       -1 263       -844         Net cash (outflow) from investing activities       -1 010       -960       -2 301       -1 691          foronissuance       0102 256	Adjustments for interest expense					
Change in trade receivable and other receivables $-1678$ $-3216$ $-10649$ $-8261$ Change in trade receivable and other receivables $-1678$ $-3216$ $-10649$ $-8261$ Change in provisions $934$ 0 $891$ 0Change in trade and other payables $-4175$ $2112$ $6473$ $3692$ Net cash inflow from operating activities $-3545$ $-636$ $3642$ $106$ Cash flows from investing activitiesPayment for acquisition of subsidiary, net of cash acquiredPayment for intangible assets $-293$ $-192$ $-517$ $-397$ Payment for software development cost $-530$ $-386$ $-1263$ $-844$ Net cash (outflow) from investing activities $-1010$ $-960$ $-22301$ $-1691$ Cash flows from financing activitiesNet proceeds from investing activities $-1010$ $-960$ $-22301$ $-1691$ Cash flows from financing activitiesNet proceeds from bornowings $-87$ $-87$ Repayments of bornowings $-87$ $-87$ Repayments of bornowings $-936$ $1225475$ $-1774$ $1225270$ Net increase/(decrease) in cash and cash equivalents $-5491$ $123879$ $-434$ $123685$ Cash and cash equivalents $-5491$ $123879$ $-434$ $123685$ Cash flows from financing activities $-5491$ $123879$ $-434$ $123685$ Cash flow from financing activities $-5491$ $123879$	Interest expense including non-cash items		1 795	946	3 714	979
Change in trade receivable and other receivables         -1 678         -3 216         -10 649         -8 261           Change in provisions         934         0         891         0           Change in provisions         934         0         891         0           Change in trade and other payables         -4175         2 112         6 473         3 692           Net cash inflow from operating activities         -3 545         -636         3 642         106           Cash flows from investing activities           Payment for acquisition of subsidiary, net of cash acquired         -         -         -         -         -         -         -         -         3642         106           Cash flows from investing activities         -3 545         -636         3 642         106         -         -         -         -         -         367         -         397         -         397         -         -         -         367         -         367         -         367         -         367         -         367         -         64         102         256         102 256         102 256         102 256         102 256         102 256         102 256         102 256         102 256	Interest cash expense in the period		-1 701	-978	-3 326	-978
Change in provisions         934         0         891         0           Change in deferred revenue         529         735         2 266         2 992           Change in trade and other payables         -4 175         2 112         6 473         3 692           Net cash inflow from operating activities         -3 545         -636         3 642         106           Cash flows from investing activities         -3 545         -636         3 642         106           Payment for acquisition of subsidiary, net of cash acquired         - <td>Change in operating assets and liabilities</td> <td></td> <td></td> <td></td> <td></td> <td></td>	Change in operating assets and liabilities					
Change in deferred revenue         529         735         2 266         2 992           Change in trade and other payables         -4175         2 112         6 473         3 692           Net cash inflow from operating activities         -3 545         -636         3 642         106           Cash flows from investing activities         -3 545         -636         3 642         106           Payment for acquisition of subsidiary, net of cash acquired	Change in trade receivable and other receivables		-1 678	-3 216	-10 649	-8 261
Change in trade and other payables         -4175         2112         6473         3692           Net cash inflow from operating activities         -3545         -636         3642         106           Cash flows from investing activities           Payment for acquisition of subsidiary, net of cash acquired         -293         -192         -517         -397           Payment for property, plant and equipment         -188         -383         -521         -450           Payment for software development cost         -530         -386         -1 263         -844           Net cash (outflow) from investing activities         -1 010         -960         -2 301         -1 691           Cash flows from financing activities           Net proceeds from issuance of ordinary shares         23 424         23 424         23 424           Proceeds from borrowings         -         -         -         -         102 256         102 256           Dividends paid         -87         -87         -87         -410         -410         -4103         -410           Net cosh inflow from financing activities         -936         125 475         -1774         125 270           Net proceeds from bond issuance         -936         125 475         -1774         12	Change in provisions		934	0	891	0
Net cash inflow from operating activities         -3 545         -636         3 642         106           Cash flows from investing activities         Payment for acquisition of subsidiary, net of cash acquired         Payment for intangible assets         -293         -192         -517         -397           Payment for intangible assets         -293         -192         -517         -397           Payment for property, plant and equipment         -188         -383         -521         -450           Payment for software development cost         -530         -386         -1 263         -844           Net cash (outflow) from investing activities         -1 010         -960         -2 301         -1 691           Cash flows from financing activities         -1 010         -960         -2 301         -1 691           Cash flows from financing activities         -1 010         -960         -2 301         -1 691           Cash flows from binancing activities         -1 010         -960         -2 301         -1 691           Cash flows from borrowings         Repayments of borrowings         -1 010         -960         -2 301         -1 691           Net proceeds from bond issuance         102 256         102 256         102 256         102 256           Dividends paid         -87	Change in deferred revenue		529	735	2 266	2 992
Cash flows from investing activitiesPayment for acquisition of subsidiary, net of cash acquiredPayment for intangible assets-293-192-517-397Payment for property, plant and equipment-188-383-521-450Payment for software development cost-530-386-1 263-844Net cash (outflow) from investing activities-1010-960-2 301-1 691Cash flows from financing activitiesNet proceeds from issuance of ordinary shares23 42423 42423 424Proceeds from borrowings8-87-87-87Repayments of borrowings102 256102 256102 256102 256Dividends paid-87-87-410-410-410Net cash inflow from financing activities-936125 475-1 774125 270Net increase/(decrease) in cash and cash equivalents-5 491123 879-434123 685Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash440-61-1639	Change in trade and other payables		-4 175	2 112	6 473	3 692
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Payment for intangible assets       -293       -192       -517       -397         Payment for property, plant and equipment       -188       -383       -521       -450         Payment for software development cost       -530       -386       -1 263       -844         Net cash (outflow) from investing activities       -1010       -960       -2 301       -1 691         Cash flows from financing activities         Net proceeds from issuance of ordinary shares       23 424       23 424       23 424         Proceeds from borrowings       102 256       102 256       102 256         Dividends paid       -87       -87       -87         Repayments of lease liabilities       4       -849       -205       -1 687       -410         Net cash inflow from financing activities       -936       125 475       -1 774       125 270         Net increase/(decrease) in cash and cash equivalents       -5 491       123 879       -434       123 685         Cash and cash equivalents at the beginning of period       23 305       8 646       18 703       8 740         Effects of exchange rate changes on cash and cash       440       -61       -16       39	-					
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Payment for software development cost-530-386-1 263-844Net cash (outflow) from investing activities-1 010-960-2 301-1 691Cash flows from financing activities-1 010-960-2 301-1 691Net proceeds from issuance of ordinary shares23 42423 42423 424Proceeds from borrowings-102 256102 256102 256Repayments of borrowings102 256102 256102 256Dividends paid-87-87-87Repayments of lease liabilities4-849-205-1 687Net cash inflow from financing activities-936125 475-1 774125 270Net increase/(decrease) in cash and cash equivalents-5 491123 879-434123 685Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash440-61-1639						
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Proceeds from borrowingsRepayments of borrowingsNet proceeds from bond issuance102 256Dividends paid-87-87Repayments of lease liabilities4-849-205Net cash inflow from financing activities-936125 475-1774Net increase/(decrease) in cash and cash equivalents-5 491123 879-434Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash440-61-1639	Cash flows from financing activities					
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Net proceeds from bond issuance102 256102 256Dividends paid-87-87Repayments of lease liabilities4-849-205-1 687-410Net cash inflow from financing activities-936125 475-1 774125 270Net increase/(decrease) in cash and cash equivalents-5 491123 879-434123 685Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash440-61-1639	Proceeds from borrowings					
Dividends paid       -87       -87         Repayments of lease liabilities       4       -849       -205       -1 687       -410         Net cash inflow from financing activities       -936       125 475       -1 774       125 270         Net increase/(decrease) in cash and cash equivalents       -5 491       123 879       -434       123 685         Cash and cash equivalents at the beginning of period       23 305       8 646       18 703       8 740         Effects of exchange rate changes on cash and cash       440       -61       -16       39	Repayments of borrowings					
Repayments of lease liabilities4-849-205-1 687-410Net cash inflow from financing activities-936125 475-1 774125 270Net increase/(decrease) in cash and cash equivalents-5 491123 879-434123 685Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash440-61-1639	Net proceeds from bond issuance			102 256		102 256
Net cash inflow from financing activities-936125 475-1774125 270Net increase/(decrease) in cash and cash equivalents-5 491123 879-434123 685Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash equivalents440-61-1639	Dividends paid		-87		-87	
Net increase/(decrease) in cash and cash equivalents-5 491123 879-434123 685Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash equivalents440-61-1639	Repayments of lease liabilities	4	-849	-205	-1 687	-410
Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash equivalents440-61-1639	Net cash inflow from financing activities		-936	125 475	-1 774	125 270
Cash and cash equivalents at the beginning of period23 3058 64618 7038 740Effects of exchange rate changes on cash and cash equivalents440-61-1639	Net increase/(decrease) in cash and cash equivalents		-5 491	123 879	-434	123 685
Effects of exchange rate changes on cash and cash equivalents 440 -61 -16 39						
	Effects of exchange rate changes on cash and cash					
			18 254	132 464	18 254	132 464



# Consolidated statement of changes in equity

(EUR 1.000)	Note	Share capital	Share premium	Share issue Not registered	Share Option program	Foreign exchange translation reserve	Retained Earnings	Attributable to the owners of the parent	Non- controlling interest	Total equity
Balance at 1 January 2019		279	11 273	-	103	-676	3 952	14 774	-	14 778
Profit/loss for the year						1 407	-10 730	-10 730		-10 730
Other income Acquisition of non-controlling interest						1 427	-1 001	426	2 686	426 2 686
Share option program					214			214		214
Equity issue		179	23 610	196				23 985		23 985
Balance at 31 December 2019		458	34 883	196	317	751	-7 932	28 673	2 686	31 359
Profit/loss for the period							-4 755	-4 755	511	-4 244
Net change in foreign exchange translation reserve in the period	5					416		416		416
Share option program					264			264		264
Acquisition of non-controlling interest								-		-
Dividends								-	-63	-63
Equity issue		1	193	-194				-		-
Balance at 30 June 2020		459	35 076	2	581	1 167	-9 487	27 798	3 134	27 732



# 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 public limited company incorporated and domiciled in Norway with its head office in Munkedamsveien 45, 0250 Oslo.

The group is a leading market data and trading solution provider in Europe. The Infront terminal products are intuitive and flexible and offers financial markets participants global real-time market data, trading, news and analytics covering key markets. Infront also provides portfolio, advisory and regulatory solutions through the wholly owned subsidiary vwd Group. In addition, the group comprises the leading financial news agencies in Sweden and Norway.

These consolidated financial statements have been approved for issuance by the Board of Directors on 20 August 2020.

#### **Basis of Preparation**

The interim consolidated financial statements for the second quarter 2020 ending 30 June 2020 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 2019.

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 2019 except for the principles on hedge accounting presented in Note 5.

The standards and interpretations effective from 1 January 2020 do not have a significant impact on the group's consolidated interim financial statements.



### Note 2. Segment information

#### **Operating segments**

The operating segment information disclosed is aligned with the current financial information reported to the group's CEO and management team for the purposes of resource allocation and assessment of segment performance. The following segments are reported:

- 1. Infront Solutions & Terminal: covering Infront ASA and all sales offices of terminal products and solutions. Infront Data and Infront Analytics are included here.
- 2. **vwd Group**: consists of vwd Group, its products and operations in Germany, Belgium, the Netherlands, Switzerland, Luxembourg and Italy.
- 3. **News and Other**: covering TDN Direkt AS (Norway) and AB Nyhetsbyrån Direkt (Sweden) which provides news services and non-core business in Infront that consists only of Catalystone AS.

(EUR 1000)	Infront Solutions and Terminal	vwd Group	News and Other	Eliminations	Consolidated
Revenue					
External customers	8 950	17 973	1 461	-	28 384
Inter-segment	2 057	-	475	-2 532	-
Total revenue	10 997	17 973	1 936	-2 532	28 384
EBITDA	413	3 115	543	-	4 071
inter-segment	-730	121	609	-	-
Total assets	108 397	120 358	4 920	-	233 675
inter-segment	69 989	154	1 455	-71 598	-
Total liabilities	90 416	112 363	3 165	-	205 944
inter-segment	24 376	130	37 900	-62 406	-
Depreciation and amortisation	627	2 551	69	-	3 247
inter-segment	-125	-	-141	266	-

#### Segment information Q2 2020



#### Segment information Q2 2019

(EUR 1000)	Infront Solutions and Terminal	News and Other	Eliminations	Consolidated
Revenue				
External customers	9 217	1 684	-	10 901
Inter-segment	2 922	15	-2 937	-
Total revenue	12 139	1 699	-2 937	10 901
EBITDA	287	749	-	1 036
inter-segment	-307	307	-	-
Total assets	169 501	4 703	-	174 204
inter-segment	15 912	362	-16 274	-
Total liabilities	132 340	3 181	-	135 521
inter-segment	-15 168	-27 517	-42 685	-
Depreciation and amortisation	795	117	-	912
inter-segment	-137	-155	292	-

#### **Disaggregation of revenues**

Financial professionals across Europe and South Africa rely on Infront for global real-time market data, trading, news, and analytics. With the recent acquisition of vwd Group, Infront's product coverage also includes data and feed solutions, portfolio management and advisory solutions, regulatory compliance solutions as well as publication and distribution solutions. The group's total revenue is disaggregated by major revenue streams by geographical areas and by product segments shown in the tables below.

The group's revenue are subscription based revenues which consist of: terminal subscription, data and financial news subscription revenues which were obtained on a regular monthly (up to annual) basis and recurring; solution subscription revenue which was obtained by the time of delivery of service with inclusion of the initial entrance service and thereafter become regular recurring subscription revenue.

Contract assets and liabilities vary to an extent throughout the reporting period. Most customers are invoiced in advance for monthly quarterly or on an annual basis for the subscriptions. The group has customers who are invoiced after the service are rendered monthly. Contract liabilities (deferred income) are therefore registered in relation to the payments invoiced in advance monthly quarterly or annually to customers. Customers have payment terms varying from 14-45 days.

#### Revenue by region

(EUR 1000)	DACH	Nordic Region	Other regions
Q2 2020	14 922	6 501	6 961
Q2 2019	-	6 987	3 915



The DACH Region includes markets and subsidiaries in Germany (D), Austria (A) and Switzerland (CH). The Nordic Region includes markets and subsidiaries in Norway, Sweden, Finland and Denmark. Other Regions includes markets and subsidiaries in Great Britain, the Netherlands, Belgium, Luxembourg, France, Italy and South Africa.

#### Revenue by product group

(EUR million)	TS	FS	PAS	RCS	PDS	OS
Q2 2020	12.5	3.4	2.9	4.2	1.7	3.6
Q2 2019	7.6	1.7	0.0	1.5	0.0	0.1

Infront categorises its products during the integration phase into six product groups: Terminal Solutions (TS), Feed Solutions (FS), Portfolio and Advisory Solutions (PAS), Regulatory and Calculation Solutions (RCS), Publication and Distribution Solutions (PDS) and Other Solutions (OS).

#### Terminal Solutions (TS)

Infront provides market data and investment process solutions for its clients that combines real-time global market data, news and electronic trading. Our users can access their entire workflow in one solution, enabling them to make better investment decisions in shorter time. Infront products range from "Infront Professional Terminal" to cloud based "vwd Investment Manager". Through the web-browser and cloud-based platforms our users can access real-time and historical market data feeds for stock, funds, bonds, commodities, interest rates and more. Flexibility to set-up customized interfaces, monitoring and alerting, and to install a wide range of plug-ins to provide an optimal data management solution.

#### Feed Solutions (FS)

Infront Feed Solutions provides its clients through data management solutions with access to more than 120 stock exchanges, more than 500 contributory data sources and more than 18 million instruments. Our clients can get access from end-of-day to real-time delivery, receive up-to-the minute price data and business news and can participate in cost efficient modular content packages.

#### Portfolio and Advisory Solutions (PAS)

Infront Portfolio and Advisory solutions supporting our customers on all stages of the asset management workflow - from customer on-boarding to reporting of portfolio performance - on a fully digital and customisable basis. Infront provides process and advisory support, as well as risk evaluation services, in development and management of portfolios. The entire process is developed for full regulatory compliance with step-by-step guidance available for users. The offering provides a wide range of relevant user interfaces to optimise the service, with ability for individual customization to ensure perfect fit.

#### Regulatory and Calculation Solutions (RCS)

Infront offers a full-service platform for creating and distributing regulatory documents and data. We provide audit-proofed fulfilment of internal compliance and market regulation requirements through creation of documents and reports. Our Solution is based on product and industry expertise, as well as interaction with



authorities and relevant agencies. Intuitive front-end solution for easy process handling, flexible user interfaces and step-by-step guidance to ensure user friendliness.

Publication and Distribution Solutions (PDS)

Infront Publication and Distribution Services provides solutions around the media market. Our News Service helps its customers to better understand the movements of markets and reviews professional and social media news. Our clients can utilize our news-research from brokers and independent research providers to support their investment strategy. Infront, through its vwd Listing and Publishing services, also supports media companies and asset managers who publish fund and market performance information with our preformated financial product performance and documentations. We also provide a module-based web manager so our clients can create custom fund and market performance portraits that they can use for print or online publication purposes.

#### Other Solutions (OS)

Infront also owns two profitable and compatible companies offering individual solutions for their client base. Lenz+Partner offers more than 4 000 private clients an analysis tool for the financial markets with competitive chart analytics, fundamental analytics and portfolio management. Transaction Solutions AG operates for its clients' securities trading centres in most varied forms: whether on or off the exchange, limit trading, and request for quote or matching systems.

Through its market consolidation strategy, Infront has also acquired some smaller complementary products to its core solutions. The company is currently developing future-driven, sustainable options for these products.

#### Note 3. Number of employees

Number of employees (full-time equivalents) at the end of the second quarter was 508 in 2020 and 148 in 2019.



# Note 4. Right-of-use assets and lease liabilities (IFRS 16)

The movements of the group's right-of-use assets and lease liabilities are presented below:

Right-of-use assets	
(EUR 1.000)	
Acquisition cost 1 January 2019	4 803
Currency translation differences	-52
Additions	3 469
Change in consolidation group	7 687
Acquisition costs 31 December 2019	15 906
Currency translation differences	-221
Addition of new contracts	40
Change in current contracts	341
Change in consolidation group	-
Acquisition costs 30 June 2020	16 066
Accumulated depreciation and impairment 1 January 2019	-
Currency translation differences	-10
Depreciation	-2 225
Accumulated depreciation and impairment 31 December 2019	-2 235
Currency translation differences	36
Depreciation	-1 520
Accumulated depreciation and impairment 30 June 2020	-3 719
Total right-of-use assets as of 31 December 2019	13 671
Total right-of-use assets as of 30 June 2020	12 346



#### Lease liabilities

(EUR 1.000)

At initial implementation 1 January 2019	4 803
Currency translation differences	-55
New lease liabilities in the period	3 469
Leasing payments for the principal portion of the lease liability	-2 393
Interest expenses on lease liabilities	325
Change in consolidation group	7 778
Total lease liabilities at 31 December 2019	13 926
Currency translation differences	-191
New lease liabilities in the period	40
Change in current contracts	364
Leasing payments	-1 687
Interest expenses on lease liabilities	257
Change in consolidation group	-
Total lease liabilities at 30 June 2020	12 709
Whereof:	
Current lease liabilities within 1 year	2 491
Non-current lease liabilities over 1 year	10 218

#### IFRS 16 effects on the income statement Q2 2020\*

 (+) positive effect (-) negative effect

 (EUR 1.000)

 Depreciation
 -1 520

 Leasing payments for the principal portion of the lease liability
 1 665

 Effect on Operating profit in the period
 145

 Interest expense on lease liabilities
 -257

 Effect on profit before income tax in the period
 -112

 \* translated with average rate



# Note 5. Hedge accounting

#### Background

In May 2019 the management of Infront ASA decided to issue euro-denominated debt to fund the net investment in vwd Group GmbH. A foreign currency exposure arises from net investments in group entities whose functional currency differs from the parent's functional currency. The risk is defined as the risk of fluctuation in spot exchange rates between the functional currency of vwd Group GmbH (EUR) and the parent's functional currency (NOK). This will cause the amount of the net investment in vwd Group GmbH to vary, and such a risk may have a significant impact on the OCI of the consolidated financial statements.

In accordance with the group's risk management policies, management wishes to reduce volatility in the consolidated financial statements arising from EUR/NOK fluctuations by designating the debt as a hedge of the net investment.

#### Accounting principles

The group applies hedge accounting for the hedges of net investment in foreign operations. The group has no other cash flow or fair value hedges.

At the inception of the hedge relationship, the group documents the relationship between the hedging instrument and the hedged item, along with its risk management objectives and its strategy for undertaking the hedge transaction. Furthermore, at the inception of the hedge and on an ongoing basis, the group documents whether the hedging instrument is offsetting changes in fair values of the hedged item attributable to the hedged risk, which is when the hedging relationship meets all the hedge effectiveness requirements set forth in IFRS 9.

Any gain or loss relating to the effective portion of hedges of investments in foreign operations is recognized in comprehensive income and accumulated in the foreign currency translation reserve. The gain or loss of the ineffective portion is recognized immediately in profit or loss.

Gains or losses on the hedging instrument in the foreign currency translation reserve are reclassified to profit or loss on the disposal or partial disposal of the foreign operation.

#### Description

The group has applied hedge accounting for the hedge of the net investment in the vwd group. The hedging objective is the net investment in the vwd group and hedge instrument is EUR 60 million of the group's EUR bond amounting to EUR 102.4 million presented as Borrowings under Non-current liabilities in the statement of financial position. The effective part of the fair value change of the hedging instrument in the period (EUR 5.9 million) has been recognized in the Other Comprehensive Income.



2020

# Foreign exchange translation reserve (EUR 1.000)

_ (EUR 1.000)	
Balance at 1 January	751
Gain/loss arising on changes in fair value of hedging instruments designated in net investments hedges	-5 858
Income tax relation to gains/losses on hedges of net assets in foreign operations	1 268
Exchange differences on translating the net assets of foreign operations	5 006
Net change in foreign exchange translation reserve in the period	416
Balance at 30 June	1 167
Of which:	
Balance related to continuing net investment hedges	-4 590
Balance related to retranslation of net assets in foreign operations	5 757

#### Note 6. Subsequent events

As disclosed in the Operational review in this interim report (p.2) and the disclosures in the Annual Report 2019 the continuing outbreak of COVID-19 has been assessed as a part of our subsequent events procedures. The management's assessment of the impact involves making judgements, as of the date of this interim report, about inherently uncertain future conditions. Infront has determined that the effects of the COVID-19 outbreak does currently not affect the amounts recognized in the balance sheet of this financial statement.

At the date of this interim report, management does not see significant threats to the group's ability to continue as a going concern in accordance with IAS 10.



# **DEFINITIONS AND GLOSSARY**

#### Alternative Performance Measures and certain terms used

The group's financial information in this interim report is prepared in accordance with International Financial Reporting Standards (IFRS). In addition, the group presents certain non-IFRS financial measures/alternative performance measures (APM):

- EBITDA represents operating profit before depreciation, amortization and impairment
- Adjusted EBITDA represents EBITDA adjusted for non-recurring items such as M&A and restructuringrelated costs
- Recurring subscription revenue represents operating revenue from the group's subscription-based and volume-based products.

The non-IFRS financial measures/APM presented herein are not measurements of performance under IFRS or other generally accepted accounting principles and investors should not consider any such measures to be an alternative to: (a) operating revenues or operating profit (as determined in accordance with IFRS or other generally accepted accounting principles) as a measure of the group's operating performance; or (b) any other measures of performance under generally accepted accounting principles. The non-IFRS financial measures/APM presented herein may not be indicative of the group's historical operating results nor are such measures meant to be predictive of the group's future results.

The Company believes that the non-IFRS measures/APM presented herein are commonly reported by companies in the markets in which it competes and are widely used by investors in comparing performance on a consistent basis without regard to factors such as depreciation amortization and impairment which can vary significantly depending upon accounting methods (particularly when acquisitions have occurred) business practice or based on non-operating factors. Accordingly, the group discloses the non-IFRS financial measures/APM presented herein to permit a more complete and comprehensive analysis of its operating performance relative to other companies and across periods and of the group's ability to service its debt. Because companies calculate the non-IFRS financial measures/APM presented herein differently the group's presentation of these non-IFRS financial measures/APM may not be comparable to similarly titled measures used by other companies.

The non-IFRS financial measure/APM are not part of the Company's Consolidated Financial Statements and are thereby not audited. The Company can give no assurance as to the correctness of such non-IFRS financial measures/APM and investors are cautioned that such information involve known and unknown risks uncertainties and other factors and are based on numerous assumptions. Given the aforementioned uncertainties prospective investors are cautioned not to place undue reliance on any of these non-IFRS financial measures/APM.

For definitions of certain terms and metrics used throughout this interim report see the table below.

The following definitions and glossary apply in this interim report unless otherwise dictated by the context.



APM	Alternative Performance Measure as defined in ESMA Guidelines on Alternative Performance Measures dated 5 October 2015
group	The Company and its subsidiaries
IAS	International Accounting Standard
IFRS	International Financial Reporting Standards as adopted by the EU
Interim Financial Statements	The group's unaudited financial statements as of and for the three months period ended 30 June 2020
M&A	Mergers and acquisitions

# Infront ASA

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