

# 3Q



Quarterly Report 2010

# Opera Quarterly Report 3Q10

Revenue was MNOK 178.3 in 3Q10, up from MNOK 134.8 in 3Q09, an increase of 32%. EBIT was MNOK 34.8 in 3Q10 compared to MNOK -4.6 in 3Q09.

## Operational Highlights

### ■ Operators

Operator and co-branded users reached 6.7 million by the end of 3Q10, an increase of 49% versus the end of 2Q10 and 488% versus the end of 3Q09

2 new operator agreements were announced in 3Q10, including a global frame agreement with Telenor Group

### ■ Mobile OEMs

Opera announced an agreement with MediaTek for Opera Mobile and Opera Mini distribution agreements with ZTE and TCL, two leading Chinese Mobile OEM manufacturers

### ■ Device OEMs

Opera signed an agreement with Sharp to empower its ConnectedTV lineup

### ■ Desktop

Desktop users reached 48 million by the end of 3Q10, down 2% versus 2Q10 and up 15% versus 3Q09

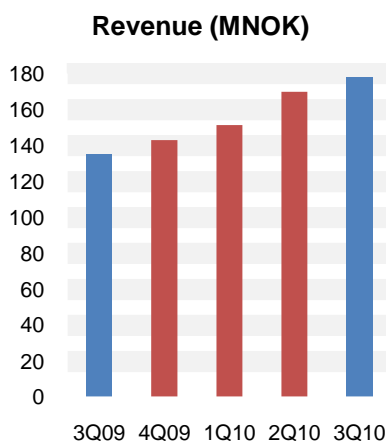
Opera 10.60 final was launched, faster and more secure than ever

### ■ Opera Branded Opera Mini

Opera branded Opera Mini users reached 71.3 million by the end of 3Q10, up 100% versus 3Q09

Opera Mini 5.1 native on Android and Windows Mobile was launched

## Financials



### Revenues

Revenue in 3Q10 was MNOK 178.3, up 32% from 3Q09, when revenue was MNOK 134.8. Currency fluctuations impacted revenues negatively by 3% in 3Q10 versus 3Q09. On a constant currency basis, 3Q10 revenues increased 35% compared to 3Q09.

### Operating costs

Total operating costs for 3Q10 were MNOK 143.6 compared to MNOK 139.4 in 3Q09, an increase of 3%.

### Payroll and related expenses

Total payroll and related expenses, excluding stock option costs, were MNOK 94.5 in 3Q10 compared to MNOK 96.1 in 3Q09, a decrease of 2%.

### Stock option costs

Total stock option costs for 3Q10 were MNOK 5.1 compared to MNOK 2.7 in 3Q09, an increase of 88%. Higher option costs are primarily due to new employee option grants issued during the last twelve months.

### Depreciation and amortization

Depreciation and amortization expenses in 3Q10 were MNOK 5.9 compared to MNOK 4.0 in 3Q09, an increase of 48%. Depreciation and amortization costs increased primarily due to higher investments in Opera Mini server infrastructure and the acquisition of Admarvel and Fastmail, which occurred in 1Q10 and 2Q10 respectively.

### Other operating expenses

Other operating expenses in 3Q10 were MNOK 38.1 compared to MNOK 36.6 in 3Q09, an increase of 4%. Other operating expenses were impacted positively by lower headcount associated expenses, such as travel and equipment for employees. Other operating expenses increased in 3Q10 versus 3Q09 primarily due to higher server hosting costs.

### EBIT

EBIT was MNOK 34.8 in 3Q10 compared to MNOK -4.6 in 3Q09. EBIT, excluding stock option costs was MNOK 39.8 in 3Q10 versus MNOK -1.9 in 3Q09. EBITDA was MNOK 40.7 in 3Q10 compared with MNOK -0.6 in 3Q09. EBITDA, excluding stock options costs, was MNOK 45.8 compared with MNOK 2.1 in 3Q09.

### Interest income and FX gains/(losses)

Net interest income was MNOK 3.3 in 3Q10 versus MNOK 2.0 in 3Q09. Opera had a foreign exchange loss of MNOK 12.3 in 3Q10 compared to a loss of MNOK 13.8 in 3Q09.

### Profit for the period

Profit for the period was MNOK 20.2 in 3Q10 compared to MNOK -12.0 in 3Q09. EPS and fully diluted EPS were 0.17 and 0.17, respectively, in 3Q10, compared to -0.10 and -0.10, respectively, in 3Q09.

### Liquidity and capital resources

The Company's net cash flow from operating activities was MNOK -1.6 in 3Q10 compared to MNOK 47.4 in 3Q09. 3Q10 cash flow from operating activities was impacted positively by strong profitability and negatively by changes in account payables and reduction in deferred revenue. Capital expenditures in the quarter were MNOK 4.1 versus MNOK 6.5 in 3Q09.

### Cash

Cash and cash equivalents at the end of 3Q10 were MNOK 509.4, compared to MNOK 580.5 in 3Q09.

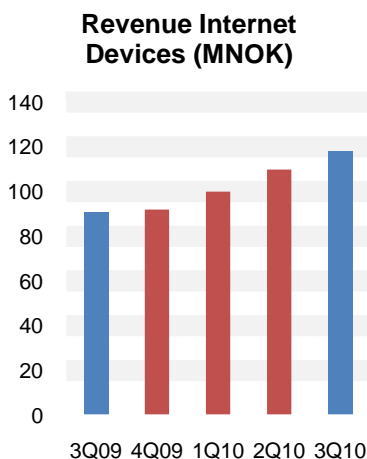
### Organization

At the end of 3Q10, the Company had 718 full-time employees and equivalents compared to 760 at the end of 3Q09. Headcount was lower by 43 people compared to 3Q09 and up by 11 people compared to 2Q10. In addition, 10 employees that were terminated as part of the restructuring announced in 1Q10 were still employed by Opera at the end of 3Q10. 3Q10 payroll costs associated with these employees were accrued for as part of the restructuring provision taken in 1Q10 and are excluded from 3Q10 payroll expenses.

## Revenue overview

Opera's corporate mission is to provide the best Internet experience on any device. The Company continues to deliver on its mission in 2010. By the end of 3Q10, Opera had more than 140 million monthly active users of its products worldwide, with Opera powering the Internet on mobile phones, gaming consoles, Internet-connected TVs, set-top boxes, netbooks, desktop computers and laptops. Of the more than 140 million active users, approximately 48 million were desktop users, 6.7 million were related to Opera Mini agreements with operators and 69.5 million were 100% Opera branded Mini users.

### Internet Devices



### Description

Internet Devices includes revenue from both mobile phones and other Internet-connected devices, such as game consoles, ConnectedTVs, IPTV set-top boxes, and portable media players. Internet Device revenue also includes Opera Mini revenue from operators such as T-Mobile International and Megafon, as well as revenue generated from the 100% Opera-branded Opera Mini product.

### Update

Revenue from Internet Devices grew to MNOK 118.0 in 3Q10 compared to MNOK 92 in 3Q09, an increase of 28%.

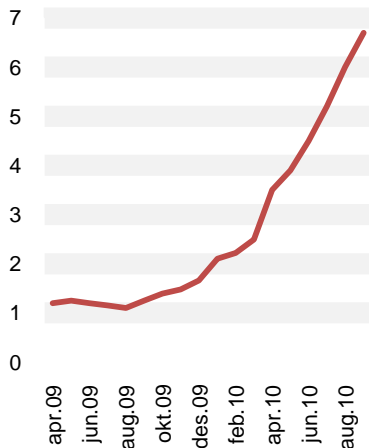
3Q10 saw strong revenue growth from both Operators and Device OEMs and falling revenue from Mobile OEMs compared to 3Q09. In general, Opera continued to see a marked shift in revenue mix towards license revenue and away from development revenue.

Revenue from operators increased in 3Q10 versus 3Q09, emanating from customer agreements signed in 2009, such as Motricity for AT&T (USA) and SK Telecom (South Korea), as well as customer agreements signed in 2010, such as MTS (Russia) and Telkomsel (Indonesia). Development revenue from operators was slightly down from 3Q09, with license revenue fueling the strong revenue growth. Operators were the largest source of revenue within Internet Devices in 3Q10, followed by Device OEMs and Mobile OEMs.

Device OEM revenue was up compared to 3Q09 driven by higher licenses revenue. In particular, high activity from ConnectedTV customers contributed positively in the quarter. Revenue from Mobile OEMs declined in 3Q10 compared to 3Q09, due to lower development revenue.

## Operators

**Operator Opera Mini active users (Million)**



As operators face increasing downward pressure on average voice revenue per subscriber, and as competition heightens, operators around the world are looking for new sources of revenue and differentiation through the deployment of data services and application stores.

Opera is a trusted partner to operators globally. The company currently offers three main operator-branded hosted solutions to operators: Opera Mini, Opera Turbo and Opera Widgets. Opera Mini is a hosted solution for mass-market phones, offering server-side content compression and fast Internet download speeds. A similar cloud-based content compression technology is now also offered for Opera Mobile and Opera Desktop, which are packaged for distribution to Operators and OEMs as Opera Turbo. Opera Mini, as well as both Opera Mobile and Opera Desktop with Turbo mode, offer up to 90% content compression, all increasing an operator's implied throughput capacity of its mobile network.

Opera's revenue sources from these hosted solutions include license fees, active-user fees, NRE/development fees,

hosting services, and maintenance and support.

In total, Opera has agreements with 17 operators worldwide (including agreements with 12 of the world's top 30 operators, comprising more than 1.2 billion subscribers) for both the operator branded version of Opera Mini and the joint operator-Opera co-branded version of Opera Mini, including: T-Mobile International (in 10 of 11 European subsidiaries), Vodafone, SK Telecom, O2 (Germany), TATA Teleservices (India), Telkomsel (Indonesia), NTC (Russia), Verizon Wireless (US), Motricity for AT&T (US), Megafon, Telenor, Tigo (Guatemala, Honduras and Columbia), TIM Brazil, MTS Russia, Tele2, Nextel (Argentina, Brazil and Mexico) and Smart Telecom (Philippines).

Opera is seeing heightened interest among operators in the emerging markets in particular for the operator-Opera co-branded Opera Mini solution, for which the browser home page promotes content services from both Opera (such as search) and the operator (such as games and music). For such agreements, Opera and the operator work together and undertake joint marketing initiatives to convert existing Opera-branded Opera Mini users to the co-branded solution. Opera sees this as a compelling way to increase Average Revenue Per User (ARPU) on its more than 70 million Opera-branded Opera Mini users, while operators see such agreements as a way to promote data packages to their users to increase data ARPU and drive more revenue from their portals.

In 3Q10, the Telenor Group and Opera Software announced an agreement where Telenor's business units can co-brand, distribute and install the Opera Mini mobile browser across its mobile handset portfolio and subscriber base. As a result, Telenor's customers in all geographies will be able to enjoy a fast, af-

fordable and user-friendly mobile web experience on their favorite handsets.

Telenor Group has mobile operations in 11 markets in the Nordics, Central and Eastern Europe and in Asia. Telenor also has a stake of close to 40 per cent in VimpelCom Ltd., which, in turn, operates in 10 additional markets. Telenor Group is one of the world's largest operators with over 180 million mobile subscribers.

Opera also announced in 3Q10 that Verizon Wireless will launch a Verizon branded version of Opera Mini on select handsets.

In addition to signing new operator agreements, Opera continues to see strong growth in the number of Opera Mini operator subscribers from its existing agreements. In 3Q10, the number of such subscribers grew to 6.7 million by the end of September, an increase of 49% versus the end of 2Q10 and 488% versus the end of 3Q09.

In addition to a very high focus among operators to drive greater adoption of the mobile web, many of the Tier 1 operators in the developed markets have also placed high priority on launching application stores. Opera has compelling solutions, both independently and in concert with partners such as Ericsson, to help operators set up application stores. Unlike application stores that work only on individual platforms, Opera Widgets uses the Web as the application environment. This enables operators to offer a branded application store across its entire handset portfolio, allowing operators to focus on delivering value-added content and services to their entire subscriber base.

Opera currently has agreements with 4 operators for Opera Widgets, including Vodafone, T-Mobile International, and a leading global telecom operator via its partnership with Ericsson.

## Mobile OEMs

Global mobile Original Equipment Manufacturers (OEMs) are currently responding aggressively to operator demands for compelling devices to drive greater data services adoption. As a result, more than ever before, mobile OEMs are highly focused on providing operators and their subscribers with compelling browsing solutions on their devices – i.e., full HTML browsers that enable browsing of the full Web and access to rich Web applications.

Opera currently offers Opera Mobile to mobile OEMs, with widgets and Turbo capabilities as optional pre-installations. Opera Mobile offers mobile OEMs, and ultimately operator subscribers, a desktop-capable browser on a mobile device, enabling the use of rich Web applications.

In 3Q10, Opera announced that MediaTek had selected Opera Mobile 10 to serve as its default browser for a wide range of its new 2.75 and 3G feature phones. Opera 10 comes with such features as Speed Dial, tabbed browsing, password manager, and Opera Link. MediaTek's Opera Mobile 10 browser will also come with Opera Turbo, providing users with a fast Web browsing experience even on low-bandwidth connections.

Opera also offers Opera Mini to mobile OEMs and finds increasing interest among Mobile OEMs to distribute Opera Mini. For example, during 3Q10, Opera announced agreements with ZTE Corporation and TCL Communications, where Opera Mini will be pre-installed on a range of handsets that will be distributed globally.

Opera currently has license agreements with a diverse range of mobile OEMs, including HTC (Opera Mobile), Micromax (Opera Mini), Motorola (Opera Mobile & Opera Mini), MTK (Opera Mobile & Opera Mini), Nokia (Opera Mini), Samsung

(Opera Mobile), Spice Mobile (Opera Mini), TCL (Opera Mini) and ZTE (Opera Mobile & Opera Mini).

## Device OEMs

As device manufacturers seek to enhance their relationships with and provide compelling applications and services to their consumers, they are increasingly developing Internet-connected devices.

With the Opera Devices SDK, device manufacturers are able to offer not only Web-browsing capabilities and full access to the Internet to their operator and consumer end customers, but also customized Web applications which are accessible from the home screen of the device. Moreover, with the Opera Devices SDK, device manufacturers are able to use their own (and third-party) developers to create user interfaces and menu systems using Web technologies, such as HTML and CSS, quickly and easily, accelerating time to market for new consumer electronic devices.

Opera is finding particularly strong interest in its products and services from the ConnectedTV segment. Traditionally, television has been referred to as a “lean back” medium, where interaction is passive. Today, television manufacturers are trying to encourage consumers to become more actively engaged with their TV sets (more of a “lean forward” model) by providing web applications, web browsing and other digital content on TVs.

The Opera Devices SDK is well positioned in the ConnectedTV market to offer a complete “lean forward” entertainment experience. Not only does the SDK support Opera Widgets and fast web browsing, but manufacturers can also use the SDK to build user interfaces and incorporate other forms of digital broadcast content, including Hybrid Broadcast Broadband TV (HbbTV), an emerging standard that combines both

broadcast and broadband content delivery.

In the ConnectedTV segment, Opera announced in 3Q10 that it had signed an agreement with Sharp Corporation to deliver the Opera Software Development Kit (SDK) to empower the internet experience on future Sharp connected TVs.

Opera currently has license agreements with a wide range of consumer electronic device OEMs, including Nintendo, Philips, Sony, Sharp, Toshiba, and Loewe.

## Mobile Consumers

Historically, Internet access has been relegated primarily to desktop computers instead of mobile devices due to several factors, namely, the lack of full HTML browsers on mass-market mobile phones, the dearth of compelling content from WAP, and slow download speeds.

Yet, while approximately 25% of the world's population has access to a desktop computer, approximately 68% of the world population, or about 4.7 billion people, have a mobile phone.

In 2006, Opera launched its Opera Mini browser globally, with the mission of putting the full Internet in every pocket. Opera Mini works on the majority of mobile phones in the market, delivers the full Internet (WAP browsers only bring a small subsection of Internet content), and, through its client-server and compression technology, renders the full Internet up to nine times faster than a normal browser.

In September 2010, 71.3 million unique active users worldwide browsed the Web using the Opera branded and co-branded version of Opera Mini, viewing 36.9 billion Web pages. As of September 30, 2010, since launch, more than 461 billion Web pages have been viewed on Opera Mini.

Opera generates revenue for the Opera-branded version of Opera Mini mainly

through content partnerships, including search. Opera has Google as the default search partner for Opera Mini and Opera Mobile worldwide. In addition, Opera has content partnerships with companies such as AdMob, Getjar and Livescore to drive additional revenue and ARPU.

Opera has also started to generate revenue from mobile advertising, via both its content partnerships and Opera's own properties, such as the Mobile Apps downloads portal. Admarvel, Opera's mobile advertising subsidiary, has also experienced strong revenue growth during the first nine months of 2010.

Moreover, Opera believes that its increasing Opera Mini user base, particularly when geographically concentrated, will facilitate more and more direct agreements with operators for a co-branded operator solution, for which ARPU is significantly higher.

While Opera.com continues to be the primary channel for distributing the Opera branded version of Opera Mini, Opera has also focused increasingly on distribution via direct agreements with mobile OEMs and other third parties. Opera has such mobile OEM distribution deals with MTK, Nokia, Sony Ericsson and Lemon Mobile.

Opera Mini is also available on several handset vendor applications stores, such as Apple's iPhone App Store, the Android Market and the BlackBerry Application Center. Additionally, GetJar, a leading global cross platform application store, drives substantial distribution of Opera Mini.

In 3Q10, Opera announced Opera Mini 5.1 native for Windows Mobile and Android. With a native port to these platforms, Opera is able to offer better browsing performance and an improved user experience. After the release of Opera Mini 5.1, more than 3,000 handset models are now capable of running the

newest version of Opera Mini, greatly extending the reach of Opera Mini 5.

## Desktop

### Description

Since the first public release in 1995, Opera has continuously delivered browser innovation for desktop PCs. Opera's desktop browser provides its users with a safe, efficient and enjoyable browsing experience.

Today, the desktop browser is more strategically important than ever, as the world moves rapidly towards the clear dominance of Web applications over device-centric computing. This trend is no more pronounced than with social networking, where Facebook, for example, has more than 500 million active users alone.

With the advent of HTML5, the fundamental fabric of the web is changing. Many new things will be possible, such as playing video without the need for third-party applications or plug-ins and using geo-location to provide locally-targeted information. In addition, HTML5 will make web applications more powerful and always available. Such applications will increasingly function more like native applications.

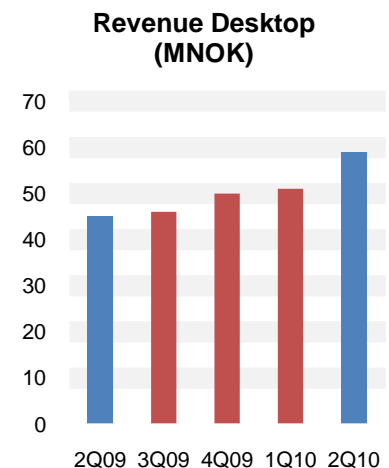
Opera's monetization strategy for its desktop browser revolves predominantly around search. Google is Opera's global search partner and provides the vast majority of desktop monetization. This global partnership is supplemented by local search partnerships in certain markets, such as Russia, Japan, and China, where Opera works with Yandex, Yahoo! Japan and Baidu, respectively.

Historically, the vast majority of desktop user growth has occurred in the emerging markets. Opera expects this trend to continue, as Opera's key value proposition in the emerging markets emanates to a large extent from the fact that it is con-

sidered the fastest browser, valued highly in many emerging markets where overall broadband penetration is low and Internet dial-up is the norm. While the emerging markets offer higher user growth rates than developed markets, Opera remains very focused on building its market position in higher search ARPU developed markets such as the USA, Germany and Japan.

In 3Q10, Opera Software released the final version of the 10.60 browser with several new features and enhanced security and stability. Key new features include geolocation, built-in video playback with the open WebM format, and Offline Applications that let you use web-based applications without Internet connectivity.

In addition, in 3Q10, Opera announced that Seznam, the number one Internet portal in the Czech Republic, had partnered with Opera to create a custom version of Opera 10.60, with the Seznam search engine integrated in the Czech version of the Opera desktop browser. The Seznam website is the second search option after Google in the search menu located in the built-in search box in the upper right hand corner of the browser and is the default search option in the Czech market Speed Dial.



## Update

Revenue from Desktop rose 41% in 3Q10 to MNOK 60.3, compared to MNOK 42.8 in 3Q09, with users up approximately 15% versus 3Q09. Revenue growth from Desktop was strong due to growth in ARPU particular. The main contributors to higher ARPU in the quarter were higher searches per user and strong growth in revenue from local search providers such as Yandex.

## Outlook

Opera remains positive about the Company's growth prospects. Within Internet Devices, the success that key Opera customers, such as Motricity (AT&T) and Telkomsel, have experienced with their mobile Web initiatives powered by Opera, combined with recent events in the industry, have heightened interest among operators in particular for Opera's solutions. Opera also sees accelerating interest among consumer electronic device manufacturers for Opera's solutions, particularly in the Connected TV segment, as Web browsers become a more common component of a broad array of device types.

Opera believes it is well positioned to continue to take advantage of these "megatrends" within the operator, mobile phone and consumer electronics industries.

Opera also expects to see increased revenue streams for the Opera-branded version of Opera Mini, as usage expands and as revenue and business models evolve further in the mobile Internet space.

The Company also sees positive growth prospects from its Desktop product, particularly as a result of user growth in the emerging markets.

Opera's key operational priorities in 2010 include continuing to (i) grow revenues and users for its Opera branded con-

sumer products (Desktop, Opera-branded Opera Mini), (ii) sign up new leading operators and grow active users of Opera products and services with existing operator customers, (iii) increase Opera's position with top mobile phone OEMs globally, (iv) build on the momentum Opera has with major consumer electronic OEMs, particularly in the connected TV space, and (v) capitalize on its unique cross-platform position and offer content-related services to its users, leveraging the fact that its browsers run on a wide and disparate array of devices.

Oslo, November 12, 2010

The Board of Directors

Opera Software ASA

William J. Raduchel	Lars Boilesen
Chairman	CEO
(sign.)	(sign.)

This report and the description of Opera's business and financials should be read in conjunction with the presentation given by the company of its quarterly numbers, a webcast of which can be found at [www.opera.com](http://www.opera.com).



## Consolidated Statement of Financial Position

(Numbers in KNOK)

	9/30/2010 (Unaudited)	12/31/2009 (Audited)
<b>Assets</b>		
<b>Non-current assets</b>		
<b>Intangible assets</b>		
Goodwill	115,919	16,416
Other intangible assets	22,519	1,716
<b>Total intangible assets</b>	<b>138,439</b>	18,132
<b>Property, plant and equipment</b>		
Property, plant and equipment	48,436	42,848
<b>Total property, plant and equipment</b>	<b>48,436</b>	42,848
<b>Financial assets and deferred tax assets</b>		
Deferred tax assets	30,723	37,833
Other investments and deposits	16,861	15,811
<b>Total financial assets and deferred tax assets</b>	<b>47,585</b>	53,644
<b>Total non-current assets</b>	<b>234,459</b>	114,624
<b>Current assets</b>		
<b>Trade and other receivables</b>		
Accounts receivables	89,297	65,650
Unbilled revenue	52,873	58,816
Other receivables	17,767	36,144
<b>Total trade and other receivables</b>	<b>159,936</b>	160,609
<b>Cash and cash equivalents</b>	<b>509,412</b>	546,482
<b>Total current assets</b>	<b>669,348</b>	707,091
<b>Total assets</b>	<b>903,807</b>	821,715



## Consolidated Statement of Financial Position

(Numbers in KNOK)

	9/30/2010 (Unaudited)	12/31/2009 (Audited)
<b>Shareholders' equity and liabilities</b>		
<b>Equity</b>		
<b>Paid in capital</b>		
Share capital	2,387	2,371
Share premium reserve	456,965	457,109
Other reserves	56,151	43,768
<b>Total paid in capital</b>	<b>515,502</b>	503,248
<b>Retained earnings</b>		
Other equity	113,260	99,679
<b>Total retained earnings</b>	<b>113,260</b>	99,679
<b>Total equity</b>	<b>628,762</b>	602,928
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Provisions	30,916	0
<b>Total non-current liabilities</b>	<b>30,916</b>	0
<b>Current liabilities</b>		
Accounts payable	12,709	9,357
Taxes payable	736	5,130
Social security, VAT and other taxation payable	23,236	21,399
Deferred revenue	107,598	123,808
Other short-term liabilities	63,776	50,569
Provisions	36,075	8,525
<b>Total current liabilities</b>	<b>244,129</b>	218,787
<b>Total liabilities</b>	<b>275,045</b>	218,787
<b>Total equity and liabilities</b>	<b>903,807</b>	821,715



## Consolidated Statement of Comprehensive Income

(Numbers in KNOK, except per share amounts)

	3Q 2010 (Unaudited)	3Q 2009 (Unaudited)	% Change	YTD 2010 (Unaudited)	YTD 2009 (Unaudited)	% Change	FY 2009 (Audited)
Desktop	60,302	42,775	41%	171,409	134,543	27%	184,912
Internet Devices	118,015	91,986	28%	327,248	335,626	-2%	427,826
<b>Total operating income</b>	<b>178,317</b>	134,761	32%	<b>498,657</b>	470,169	6%	612,738
Payroll and related expenses, excluding stock option costs	94,515	96,127	-2%	289,996	297,017	-2%	389,625
Stock option costs	5,060	2,695	88%	13,330	10,191	31%	14,074
Depreciation and amortization	5,930	4,011	48%	16,415	9,965	65%	13,272
Other operating expenses	38,051	36,552	4%	109,965	103,368	6%	141,453
<b>Results from operating activities excl. one-time costs</b>	<b>34,761</b>	(4,625)		<b>68,952</b>	49,628		54,314
One-time costs	0	0		29,094	0		0
<b>Results from operating activities ("EBIT")</b>	<b>34,761</b>	(4,625)		<b>39,857</b>	49,628		54,314
Other interest income/expense, net	3,303	1,968		7,330	7,783		10,039
Interest expense related to contingent consideration	(2,690)	0		(6,658)	0		0
FX gains/losses related to contingent consideration, net	5,716	0		(983)	0		0
Other FX gains/losses, net (negative amount = losses)	(12,285)	(13,839)		(5,852)	(19,879)		(19,862)
<b>Profit before income tax</b>	<b>28,806</b>	(16,495)		<b>33,694</b>	37,533		44,491
Provision for taxes*	(8,635)	4,502		(10,004)	(10,630)		(13,631)
<b>Profit for the period</b>	<b>20,171</b>	(11,993)		<b>23,690</b>	26,903		30,860
Foreign currency translation differences for foreign operations	53	(761)		1,554	(2,146)		(2,404)
<b>Total comprehensive income for the period</b>	<b>20,224</b>	(12,753)		<b>25,244</b>	24,757		28,456
<b>Earnings per share**</b>	<b>0.169</b>	-0.101		<b>0.199</b>	0.227		0.260
Earnings per share, fully diluted**	0.166	-0.101		0.196	0.222		0.255
Shares used in earnings per share calculation	119,198,252	118,968,458		118,996,587	118,580,095		118,657,031
Shares used in earnings per share calculation, fully diluted	121,310,955	118,968,458		120,745,422	121,364,056		121,210,653
<b>Number of employees</b>	<b>731</b>	760		<b>731</b>	760		757
<b>Number of employees after restructuring</b>	<b>718</b>			<b>718</b>			

\*The quarterly and year to date provision for taxes is based on an estimated tax rate for the Group, FY 2009 is actual.

\*\*Earnings per share is calculated based on the profit for the period.



## Consolidated Statement of Changes in Equity

(Numbers in KNOK)

	Face-value	Number	Share capital	Share premium	Other reserves	Reserve for own shares	Translation reserve	Other equity	Total equity
<b>Balance as of 6/30/2010</b>	<b>0.02</b>	<b>118,935</b>	<b>2,391</b>	<b>456,964</b>	<b>51,127</b>	<b>-13</b>	<b>271</b>	<b>106,089</b>	<b>616,830</b>
<b>Comprehensive income for the period</b>									
<b>Profit for the period</b>								20,171	20,171
<b>Other comprehensive income</b>									
Foreign currency translation differences							53		53
<b>Total comprehensive income for the period</b>			<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>53</b>	<b>20,171</b>	<b>20,224</b>
<b>Contributions by and distributions to owners</b>									
Dividend to equity holders								-19,027	-19,027
Own shares acquired									0
Own shares sold	0.02	415				8		5,875	5,883
Issue expenses									0
Tax deduction on equity bookings									0
Share-based payment transactions					4,852				4,852
<b>Total contributions by and distributions to owners</b>	<b>0.02</b>	<b>415</b>	<b>0</b>	<b>0</b>	<b>4,852</b>	<b>8</b>	<b>0</b>	<b>-13,152</b>	<b>-8,292</b>
<b>Other equity changes</b>									
Other changes									0
<b>Total other equity changes</b>			<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Balance as of 9/30/2010</b>	<b>0.02</b>	<b>119,350</b>	<b>2,391</b>	<b>456,964</b>	<b>55,979</b>	<b>-4</b>	<b>324</b>	<b>113,108</b>	<b>628,762</b>

### Other reserves

Other reserves consists of option costs booked according to the Equity Settled Method and issued shares registered in the period after the current financial year.

### Reserve for own shares

The reserve for the Group's own shares comprises the face value cost of the Company's shares held by the Company.

### Translation reserve

The translation reserve consists of all foreign currency differences arising from the translation of the financial statements of foreign operations.

### Other equity

Other equity consists of all other transactions, including but not limited to, total recognized income and expense for the current period and excess value of the Company's own shares.



## Consolidated Statement of Changes in Equity

(Numbers in KNOK)

	Face-value	Number	Share capital	Share premium	Other reserves	Reserve for own shares	Translation reserve	Other equity	Total equity
<b>Balance as of 6/30/2009</b>	0.02	118,971	2,391	457,106	36,797	-12	-211	161,134	657,205
<b>Comprehensive income for the period</b>									
<b>Profit for the period</b>								-11,993	-11,993
<b>Other comprehensive income</b>									
Foreign currency translation differences							-761		-761
<b>Total comprehensive income for the period</b>			0	0	0	0	-761	-11,993	-12,753
<b>Contributions by and distributions to owners</b>									
Dividend to equity holders								-47,599	-47,599
Own shares acquired									0
Own shares sold	0.02	62				1		877	878
Issue expenses				0					0
Tax deduction on equity bookings				0					0
Share-based payment transactions					3,664				3,664
<b>Total contributions by and distributions to owners</b>	0.02	62	0	0	3,664	1	0	-46,722	-43,057
<b>Other equity changes</b>									
Other changes				-17				-337	-354
<b>Total other equity changes</b>			0	-17	0	0	0	-337	-354
<b>Balance as of 9/30/2009</b>	0.02	119,033	2,391	457,089	40,461	-11	-972	102,082	601,041



## Consolidated Statement of Cash Flows

(Numbers in KNOK)

	3Q 2010 (Unaudited)	3Q 2009 (Unaudited)	YTD 2010 (Unaudited)	YTD 2009 (Unaudited)
<b>Cash flow from operating activities</b>				
Profit/loss before taxes	28,806	(16,495)	33,694	37,533
Taxes paid	(1,738)	(13,116)	6,454	(28,856)
Depreciation expenses	5,930	4,011	16,415	9,965
Profit/loss from sales of property, plant and equipment	0	0	(31)	0
Impairment of shares	0	0	0	0
Changes in accounts receivables **	2,708	83,831	(18,763)	43,479
Changes in accounts payable	(13,896)	(2,051)	(2,329)	(8,390)
Changes in other liabilities and receivables, net	(31,038)	(13,128)	(11,233)	12,057
Share-based remuneration	4,852	3,664	12,210	10,085
Interest and FX related to contingent payment ****	(3,026)	0	7,641	0
Conversion discrepancy	5,784	646	6,402	1,989
<b>Net cash flow from operating activities</b>	<b>(1,619)</b>	<b>47,362</b>	<b>50,460</b>	<b>77,862</b>
<b>Cash flow from investment activities</b>				
Capital expenditures	(4,053)	(6,465)	(18,395)	(20,567)
Acquisitions ***	0	(376)	(57,649)	(11,707)
<b>Net cash flow from investment activities</b>	<b>(4,053)</b>	<b>(6,841)</b>	<b>(76,043)</b>	<b>(32,274)</b>
<b>Cash flow from financing activities</b>				
Proceeds from exercise of stock options	5,883	878	14,772	18,997
Proceeds of share issues, net	0	0	0	0
Dividends paid	(19,027)	(47,599)	(19,027)	(47,599)
Purchase of own shares	0	0	(7,232)	0
<b>Net cash flow from financing activities</b>	<b>(13,143)</b>	<b>(46,721)</b>	<b>(11,487)</b>	<b>(28,602)</b>
<b>Net change in cash and cash equivalents</b>	<b>(18,815)</b>	<b>(6,200)</b>	<b>(37,070)</b>	<b>16,986</b>
Cash and cash equivalents (beginning of period)	528,227	586,734	546,482	563,548
<b>Cash and cash equivalents **** * ****</b>	<b>509,412</b>	<b>580,534</b>	<b>509,412</b>	<b>580,534</b>

\*Interest income and interest expenses are included in the profit and loss. Interest paid and interest received are recognized in the same quarter that interest income and interest expenses are recognized in the profit and loss, with the exception of interest related to re-evaluation of the contingent payment. Conversion differences and interest related to re-evaluation of the contingent payment are booked on a separate line as net cash flow from operating activities.

\*\*Changes in unbilled revenue are included in changes in accounts receivables in the statement of cash flows.

\*\*\*On April 30, 2010, Opera entered into an Asset Purchase Agreement with the Fastmail Partnership. Identifiable assets acquired and liabilities assumed are not presented on separate lines in the consolidated statement of cash flows but are presented as acquisitions. For more details about the acquisition, please see note 9.

\*\*\*\*Cash and cash equivalents of KNOK 5,161 were restricted assets as of September 30, 2010, and Cash and cash equivalents of KNOK 34,829 were restricted assets as of September 30, 2009.

\*\*\*\*\*As of September 30, 2010, the conversion discrepancy gain booked on Cash and cash equivalents was KNOK 6,141.

Note: The financial figures have been prepared based upon management's interpretation of the current International Financial Reporting Standards (IFRS).



## Disclosure

### Note 1 - Corporate Information

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Opera Software ASA is a company domiciled in Norway. The consolidated financial statements of the Company include the Company subsidiaries Hern Labs AB, Zizzer AS, Opera Software Poland Sp. z o.o and Opera Software International AS (which, in turn, includes Opera Software Korea Ltd, Opera Software Technology (Beijing) Co., Ltd, Opera Software Australia PTY LTD, AdMarvel, Inc. and Opera Web Technologies Private Ltd (India), together referred to as the "Group"). As of September 30, 2010, Opera Software International AS had branch offices in Japan, USA, Poland, Czech Republic, China and Taiwan and had full control of the limited company Beijing Yuege Software Technology Service Co., Ltd.

### Note 2 - Statement of Compliance

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The consolidated financial statements have been prepared in accordance with IAS 34: Interim Financial Reporting. These condensed consolidated interim financial statements are unaudited. The report does not include all of the information required for full annual financial statements, and should be read in conjunction with the financial statements of the Company for the year ended December 31, 2009.

### Note 3 - Financial Statements - Accounting Policies

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The Group has used the same accounting policies and standards as in the consolidated financial statements of December 31, 2009, except as mentioned below. The consolidated financial statements of the Opera Group for 2009 were prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and the Norwegian Accounting Act.

There were no new standards, interpretations or amendments to published standards that were effective from July 1, 2010 that have significantly affected the consolidated financial statements for the third quarter 2010:

There were no new standards, interpretations or amendments to published standards that were effective from April 1, 2010 that have significantly affected the consolidated financial statements for the second quarter 2010:

New standards, interpretations or amendments to published standards that were effective from January 1, 2010 that have significantly affected the consolidated financial statements for the first quarter 2010 are:

Revised IAS 27 Consolidated and Separate Financial Statements is effective for fiscal years beginning from July 1, 2009. The revised standard requires the effects of all transactions with non-controlling interests to be recorded in equity if there is no change in control and these transactions will no longer result in goodwill or gains and losses. The standard also specifies the accounting when control is lost. Any remaining interest in the entity is re-measured to fair value, and a gain or loss is recognized in profit or loss. The group has applied IAS 27 (revised) prospectively to transactions with non-controlling interests from January 1, 2010.

Revised IFRS 3 Business Combinations is effective for fiscal years beginning from July 1, 2009. The revised standard continues to apply the acquisition method to business combinations, with some significant changes. For example, all payments to purchase a business are to be recorded at fair value at the acquisition date, with contingent payments classified as debt subsequently re-measured through the income statement. There is a choice on an acquisition-by-acquisition basis to measure the non-controlling interest in the acquiree at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets. All acquisition-related costs should be expensed. The group has applied IFRS 3 (revised) prospectively to all business combinations from January 1, 2010.

### Note 4 - Estimates

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The preparation of financial statements in accordance with IFRS requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting periods. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the result of which form the basis for making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Change in an accounting estimate is recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.



## Note 5 - Basic Earnings per Share

(Numbers in KNOK, except per share amounts)

	3Q 2010 (Unaudited)	3Q 2009 (Unaudited)	YTD 2010 (Unaudited)	YTD 2009 (Unaudited)
Earnings per share (basic)	0.169	(0.101)	0.199	0.227
Earnings per share, fully diluted	0.166	(0.101)	0.196	0.222
Shares used in per share calculation (mm)	119,198,252	118,968,458	118,996,587	118,580,095
Shares used in per share calculation, fully diluted (mm)	121,310,955	118,968,458	120,745,422	121,364,056

Earnings per share is calculated by dividing the profit attributable to equity holders of the Company by the weighted ordinary shares in issue during the period.

In periods with negative net income, the dilutive instruments will have an anti dilutive effect when calculating diluted earnings per share. For this reason, there is no difference between earnings per share and diluted earnings per share for these periods.

The options have varying exercise prices and would, upon exercise, mean payment to the Company of KNOK 161,845 as of September 30, 2010. In relation to the accounting standard regarding earnings per share, the effect of these funds being used by the Company to purchase shares in the market should be considered when calculating the fully diluted number of shares outstanding. The average price in the period is used when calculating the fully diluted number of shares. The average price is calculated to be NOK 24.15 for 3Q 2010 and NOK 22.70 YTD 2010. Opera has included options with a strike price below NOK 27.00 when calculating the fully diluted number of shares outstanding. Total options used in the calculations are 9,187,209 of which 8,022,220 options are unvested and 1,164,989 are vested but not yet exercised.

	3Q 2010	YTD 2010
Average number of shares	119,198,252	118,996,587
The following equity instruments have a diluting effect:		
Options	9,187,209	9,187,209
Total	9,187,209	9,187,209
Options	9,187,209	9,187,209
Number of shares purchased (KNOK 161,845/24.15/22.70)	6,701,676	7,129,756
Number of shares with diluting effect	2,485,533	2,057,453
Expected options to be exercised	2,112,703	1,748,835



## Note 6 - Revenue and Segment Information

The Company has one product, the browser. This browser product is, in turn, modified for various devices depending on customer and market requirements. These derivative products all share the same core code base.

Opera's business activities are related to the sale of the browser.

Opera's chief operating decision-makers are members of the Executive Team. The Executive Team meets regularly to review significant revenues and costs for the period, for the Group as a whole, and to make decisions about how resources are to be allocated based on this information. Members of the Executive Team are specified in note 3 of the FY 2009 Annual Report.

Based on the above, Opera has determined that it has only one segment. However, Opera has chosen to give the following additional information about the revenue.

*(Numbers in KNOK)*

<b>REVENUE BY REGION</b>	<b>3Q 2010</b> (Unaudited)	<b>3Q 2009</b> (Unaudited)	<b>YTD 2010</b> (Unaudited)	<b>YTD 2009</b> (Unaudited)
Europe	<b>42,063</b>	33,665	<b>110,916</b>	111,235
USA/ Canada	<b>71,985</b>	44,284	<b>206,198</b>	143,494
Asia	<b>64,269</b>	56,812	<b>181,544</b>	215,439
<b>Total</b>	<b>178,317</b>	134,761	<b>498,657</b>	470,169

The geographic revenue breakdown reflects the location of Opera's customers and partners. Because the products of Opera's customers and partners are distributed on a global basis, the geographic breakdown below does not accurately reflect where Opera's derivative products are actually used.

Revenues generated in Norway for 3Q 2010 were KNOK 731.

In 3Q 2010, Opera had sales to one customer that accounted for more than 10% of the total group revenues.

*(Numbers in KNOK)*

<b>REVENUE TYPE</b>	<b>3Q 2010</b> (Unaudited)	<b>3Q 2009</b> (Unaudited)	<b>YTD 2010</b> (Unaudited)	<b>YTD 2009</b> (Unaudited)
Desktop	<b>60,302</b>	42,775	<b>171,409</b>	134,543
Internet devices	<b>118,015</b>	91,986	<b>327,248</b>	335,626
<b>Total</b>	<b>178,317</b>	134,761	<b>498,657</b>	470,169

**Desktop** revenue includes revenue from content partnerships related mostly to search and eCommerce.

**Internet devices** includes revenue from both mobile phones and other Internet-connected devices, such as game consoles, IPTV set-top boxes, and portable media players. Internet Device revenue also includes Opera Mini revenue from mobile operators such as T-Mobile International and Megafon, as well as revenue generated from the 100% Opera-branded Opera Mini product.



## Note 7 - Shareholder Information

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### Authorization to acquire own shares

The Annual General Meeting (AGM), held on June 15, 2010, passed the following resolution:

- a) The Board of Directors is authorized to acquire shares in the Company. The shares are to be acquired at market terms on a regulated market where the shares are traded.
- b) The shares may only be used to fulfill obligations under incentive schemes approved by the shareholders. No new authority is granted by this item for new incentive schemes.
- c) The maximum face value of the shares which the Company may acquire pursuant to this authorization is in total KNOK 238. The minimum amount which may be paid for each share acquired pursuant to this power of attorney is NOK 0.02, and the maximum amount is NOK 200.
- d) The authorization comprises the right to establish collateral using the Company's own shares.
- e) This authorization is valid from the date of registration with the Norwegian Register of Business Enterprises until June 30, 2011.
- f) The new authorization will replace all previous authorizations once registered in the Norwegian Register of Business Enterprises.

### Board authorization to increase the share capital by issuance of new shares

The Annual General Meeting, held on June 15, 2010, passed the following resolutions:

#### **1 Authorization regarding incentive program**

- a) The Board of Directors is authorized to increase the Company's share capital by up to KNOK 239.149, through one or several share issues of up to a total of 11,957,450 shares, each with a nominal value of NOK 0.02. The subscription price and other terms will be determined by the Board of Directors.
- b) The authorization includes the right to increase the Company's share capital in return for non-cash contributions or the right to assume special obligations on behalf of the Company.
- c) The preferential rights pursuant to Section 10-4 of the Public Limited Liability Companies Act may be deviated from by the Board of Directors.
- d) The authorization may only be used for issuing of new shares in relation to the Company's incentive schemes existing at any time in the Opera group. The authorization cannot be used in connection with options that may be granted to directors on or after June 15, 2010.
- e) The authorization shall be effective from the date it is registered in the Norwegian Register of Business Enterprises and shall be valid until June 30, 2011.
- f) The new authorization will replace all previous authorizations once registered in the Norwegian Register of Business Enterprises.
- g) The authorization cannot be used if the Company has issued new shares in the Company, between the period June 15, 2010 and June 30, 2011, pursuant to the board authorizations, representing more than 10% of the Company's share capital.



## **Note 7 - Shareholder Information (continued)**

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### **2 Authorization regarding acquisitions**

- a) The Board of Directors is authorized to increase the Company's share capital by up to KNOK 239,149, through one or several share issues of up to a total of 11,957,450 shares, each with a nominal value of NOK 0,02. The subscription price and other terms will be determined by the Board of Directors.
- b) The authorization includes the right to increase the Company's share capital in return for non-cash contributions or the right to assume special obligations on behalf of the Company.
- c) The preferential rights pursuant to Section 10-4 of the Public Limited Liability Companies Act may be deviated from by the Board of Directors.
- d) The authorization may only be used in connection with acquisitions of businesses or companies, including mergers, within the business areas operated by the Opera group, or which relates thereto.
- e) The authorization shall be effective from the date it is registered in the Norwegian Register of Business Enterprises and shall be valid until June 30, 2011.
- f) The authorization replaces the current authorization when registered in the Norwegian Register of Business Enterprises.
- g) The authorization cannot be used if the Company has issued new shares in the Company, between the period June 15, 2010 and June 30, 2011, pursuant to the board authorizations, representing more than 10% of the Company's share capital.

### **Dividends for 2009 of NOK 0.16 per share**

The Annual General Meeting, held on June 15, 2010, passed the following resolutions:

- a) NOK 0.16 per share is paid as a dividend for 2009, constituting an aggregate dividend payment of KNOK 19,132. The dividend will be paid to those who are shareholders at end of June 15, 2010, and the shares will be trading exclusive dividend rights as from June 16, 2010.

During 3Q Opera paid dividends of KNOK 19,027 to the shareholders.

### **New option program**

The Annual General Meeting, held on June 15, 2010 approved a new option program effective from June 16, 2010. The details of the option program can be found in the notice to the AGM posted on the Oslo Stock Exchange website ([www.oslobors.no](http://www.oslobors.no)).

### **Other items passed on the AGM**

For further details about the meeting held on June 15, 2010, please see the protocol from the Annual General Meeting published on the Oslo Stock Exchange website ([www.oslobors.no](http://www.oslobors.no)).

### **Own shares**

During 1Q 2010 and YTD, Opera has purchased 350,500 own shares for KNOK 7,232. During 1Q 2010 Opera sold 509,629 own shares for KNOK 6,306, during 2Q 2010 Opera sold 201,614 shares for KNOK 2,583, and during 3Q 2010 Opera sold 414,712 shares for KNOK 5,883.



## Note 8 - Financial Information

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Opera has chosen to include more information regarding currency risk as of September 30, 2010.

The majority of the financial risk carried by the Group, as a result of its subsidiaries, relates to foreign exchange fluctuations. Both sales and expenses are exposed to currency risk.

Most of the Company's foreign exchange risk relates to sales and is the result of revenue contracts signed in USD and EUR. In 3Q 2010, approximately 48% (YTD: 50%) of revenues were in EUR and 48% (YTD: 47%) in USD; for expenses, approximately 52% (YTD: 58%) were in NOK, 13% (YTD: 10%) in USD, 10% (YTD: 10%) in SEK, 8% (YTD: 8%) in PLN, 8% (YTD: 6%) in JPY, 2% (YTD: 1%) in EUR, and 7% (YTD: 7%) in other currencies.

Foreign currency movements impacted Opera's 3Q 2010 income statement in the following way: Revenue would have been approximately MNOK 183 (higher by approximately 3%) using the 3Q 2009 constant currency FX rates and revenue would have been approximately MNOK 182 (higher by approximately 2%) using the 2Q 2010 constant currency FX rates. Costs would have been approximately MNOK 143 (lower by approximately 1%) using the 3Q 2009 constant currency FX rates and cost would have been approximately MNOK 143 (lower by approximately 1%) using the 2Q 2010 constant currency FX rates. The majority of the Company's purchases are made in the following denominations: NOK, EUR, SEK, PLN, USD, JPY, CZH, CNY, KRW, TWD, AUD and INR. Exchange rate fluctuations in these currencies do impact Opera's income statement.

For 3Q 2010, Opera had a net foreign exchange loss of KNOK 6,569. KNOK 7,149 was realized foreign exchange loss and KNOK 580 was unrealized foreign exchange gain. The unrealized disagio is estimated as the difference between the exchange rate at the closing date and date of the transaction.

Opera has not entered into any foreign exchange contracts as of September 30, 2010.



## Note 9 - Business Combinations

### AdMarvel, Inc

On January 19, 2010, Opera Software International AS acquired 100% of the shares and voting interest of the privately held company AdMarvel, Inc. The agreed acquisition price is approximately KUSD 8,250 in cash. The acquisition structure also envisages up to an additional KUSD 15,000 in cash consideration, paid only if certain aggressive financial targets are met in FY 2010 and FY 2011. Opera expects that AdMarvel will help Opera to expand its portfolio of products and services to include highly scalable ad monetization services for Opera branded mobile products, and products and services offered by mobile operators and content partners. AdMarvel, based in San Mateo, California (USA), works with a broad set of constituents in the advertising ecosystem to improve the performance of mobile advertising. The company was founded in 2006 by a team of mobile veterans led by Mahi de Silva and currently employs 15 full-time equivalents. In 2009 the Group incurred acquisition-related costs of KNOK 1,406 related to external legal fees and due diligence costs. In 2010 the Group incurred additional acquisition-related costs of KNOK 1,277 related to external legal fees and due diligence costs. The legal fees and due diligence costs have been included in the consolidated statement of comprehensive income.

(Numbers in KNOK)

#### Identifiable assets acquired and liabilities assumed

Property, plant and equipment	28
Accounts receivables*	2,520
Other receivables*	1,759
Cash and cash equivalents	1,954
Accounts payable	-5,314
Other short-term liabilities	-333
<b>Total net identifiable assets</b>	<b>614</b>
Cash consideration	-46,846
Contingent consideration	-39,007
<b>Excess value</b>	<b>-85,240</b>
Related customer relationships	13,299
Proprietary technology	3,518
Deferred tax on excess values	-6,723
Goodwill	75,146

\* No provision for bad debt.

The assets and liabilities that were recognized by AdMarvel, immediately before the business combinations, equaled the carrying amount recognized by the Group on at the acquisition date. In addition, the Group booked the excess price of the fair value of the total identifiable assets as related customer relationships, proprietary technology, deferred tax on excess values and goodwill since the excess price has been deemed to be related to these intangible assets. The substantial amount of goodwill in the acquisition of AdMarvel can be related to synergies. In addition, some of the goodwill can be related to the potential value of a future patent grant and the workforce.

Opera calculated the fair value on the acquisition day and booked a contingent consideration of KNOK 39,007 in the financial statements. The contingent consideration is revalued each quarter, and more information can be found in note 10.

The value of the related customer relationships is depreciated over a 5 year period, and the value of the proprietary technology is depreciated over a 4 year period.

The fair value of the net identifiable assets has been calculated by an external company, and is deemed to be an independent valuation. Opera has treated the entire contingent consideration as consideration for the purchase of the business and no part as remuneration. The evaluation is based on the indicators outlined in IFRS 3.



## Note 9 - Business Combinations (continued)

### Fastmail

On April 30, 2010, Opera Software Australia PTY LTD entered into an Asset Purchase Agreement with the Fastmail Partnership whereby Opera Software Australia PTY LTD acquired the assets sustaining the operation of the email business developed by the Fastmail Partnership. The agreed acquisition price is approximately KUSD 2,163 in cash. The acquisition structure also envisages up to an additional KUSD 1,892 in cash consideration, conditional upon the retention of key employees transferred and paid only if certain aggressive technology development milestones are met within 2 years and certain targets in terms of numbers of new users are met within 5 years. The Fastmail Partnership provides email services to businesses, families, and individuals, by offering email addresses and storage space for incoming emails, as well as enabling its users to send and receive emails by connecting to the Internet with a Web-browser. The company was founded in 1999 and is based in Melbourne, Australia. Opera Software Australia PTY LTD currently employs 3 full-time equivalents. Opera expects that purchase of the Fastmail business will help Opera to expand its current messaging product portfolio and deliver cross-platform messaging to a wide range of devices, including computers, mobile phones, TVs and gaming consoles. In 2009, the Group incurred acquisition-related costs of KNOK 158 related to external legal fees and due diligence costs. In 2010 the Group incurred additional acquisition-related costs of KNOK 1,292 related to external legal fees and due diligence costs. The legal fees and due diligence costs have been included in the consolidated statement of comprehensive income.

(Numbers in KNOK)

#### Identifiable assets acquired and liabilities assumed

Property, plant and equipment	275
Deferred tax assets	83
Other receivables*	50
Cash and cash equivalents	15
Deferred revenue	-7,648
Other short-term liabilities	-732
<b>Total net identifiable assets</b>	<b>-7,956</b>
Cash consideration	-12,771
Contingent consideration	-7,955
<b>Excess value</b>	<b>-28,681</b>
Related customer relationships	1,783
Trademark	594
Proprietary technology	4,748
Deferred tax on excess values	-2,138
Goodwill	23,694

\* No provision for bad debt.

The assets and liabilities that were recognized by the Fastmail Partnership, immediately before the business combinations, equaled the carrying amount recognized by the Group on at the acquisition date. In addition, the Group booked the excess price of the fair value of the total identifiable assets as related customer relationships, trademark, proprietary technology, deferred tax on excess values and goodwill since the excess price has been deemed to be related to these intangible assets. The substantial amount of goodwill in the acquisition of Fastmail can be related to synergies and to the assembled workforce.

Opera calculated the fair value on the acquisition day and booked a contingent consideration of KNOK 7,955 in the financial statements. The contingent consideration is revalued each quarter, and more information can be found in note 10.

The value of the related customer relationships is depreciated over a 10 year period, and the value of the proprietary technology is depreciated over a 6 year period.

The fair value of the net identifiable assets has been calculated by an external company, and are deemed to be an independent valuation. Opera has treated the whole contingent consideration as consideration for the purchase of the business and no part as remuneration. The evaluation is based on the indicators outlined in IFRS 3.



**Note 9 - Business Combinations (continued)***(Numbers in KNOK)***Information regarding goodwill**

Goodwill at acquisition cost for Hern Labs AB	7,857
Accumulated depreciation as of 12/31/04	6,287
Net book value as of 12/31/04	1,570
Reversed depreciation 2004	1,572
Net book value as of 1/1/04 and 12/31/08	3,142
Goodwill at acquisition cost for Opera Software Poland Sp. z o.o	13,274
Net book value as of 12/31/09	16,416
Goodwill at acquisition cost for AdMarvel	75,146
Goodwill at acquisition cost for Fastmail	23,694
FX adjustment goodwill at acquisition cost	664
<b>Net book value as of 6/30/10</b>	<b>115,919</b>



## Note 10 - Contingent Liabilities and Provisions

### Pension liability

KNOK 12,388 has been booked as a current provision for estimated pension liability in Hern Labs AB. Please see note 11 in the FY 2009 Financial Statements for a description of the pension case.

### AdMarvel - Earn out agreement

#### Valuation techniques and key model inputs used to measure the contingent consideration:

<i>Amounts in KUSD</i>	Probability	Earn out	
		payments	Estimated earn out
Earn out FY 2010, Net revenue and EBIT target	75%	5,000	3,750
Earn out Tier 1, FY 2011, Net revenue and EBIT target	50%	4,000	2,000
Earn out Tier 2, FY 2011, Net revenue and EBIT target	30%	8,000	2,400
Earn out Tier 3, FY 2011, Net revenue and EBIT target	10%	10,000	1,000
Total estimated earn out before discounting			9,150
Total estimated earn out after discounting			6,875

#### Assumptions

WACC	20.0%
Tax rate	40.0%
FX rate	5.674

Above, please find the assumptions and earn out valuation performed at the acquisition date where Opera calculated the fair value and booked a contingent consideration of KNOK 39,007 in the financial statements. The contingent consideration is revalued each quarter, and KNOK 25,162 has been booked as a non-current provision and KNOK 20,971 as current provision to cover the total contingent consideration of KNOK 46,133 as of September 30, 2010, where the same assumptions that were used on the acquisition date have been used. For 3Q 2010 Opera booked KNOK 2,269 as interest expense and KNOK - 4,830 as FX expense. Please also see note 9 for more details.

### Fastmail - Earn out agreement

#### Valuation techniques and key model inputs used to measure the contingent consideration:

<i>Amounts in KUSD</i>	% of earn out	Probability	Earn out	
			payments	Estimated earn out
Retention of transferred employees	45.4%	100%	859	859
Technology development	27.2%	100%	514	514
Reaching users within 5 years	27.4%	100%	519	519
Total estimated earn out before discounting			1,892	
Total estimated earn out after discounting			1,340	

#### Assumptions

WACC	20.2%
Tax rate	30.0%
FX rate	5.936

Above, please find the assumptions and earn out valuation performed at the acquisition date where Opera calculated the fair value and booked a contingent consideration of KNOK 7,955 in the financial statements. The contingent consideration is revalued each quarter, and KNOK 5,753 has been booked as a non-current provision and KNOK 2,716 as current provision to cover the total contingent consideration of KNOK 8,469 as of September 30, 2010 where the same assumptions that were used on the acquisition date have been used. For 3Q 2010 Opera booked KNOK 421 as interest expense and KNOK - 886 as FX expense. Please also see note 9 for more details.



### Note 11 - Unusual Transactions

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Opera Software ASA noted no unusual transactions during the reporting period.

### Note 12 - Subsequent Events

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No subsequent events have occurred after the reporting date that would require the consolidated financial statements to be adjusted.

For announcements of new contracts, please see announcements published on the Oslo Stock Exchange website ([www.oslobors.no](http://www.oslobors.no)).

### Note 13 - CEO and Co-founder

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In January 2010, Opera appointed Mr Lars Boilesen as the new Chief Executive Officer, and Mr Jon von Tetzchner assumed a new role in Opera as co-founder. For information regarding option grants given to Mr. Boilesen and Mr. Tetzchner in connection to this event, please see note 3 in the FY 2009 Annual Report.

### Note 14 - One-time Costs

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Opera Software ASA has in 1Q 2010, recorded a one-time restructuring charge related primarily to a cost reduction program that will better align costs with revenues, and legal fees related to business combinations:

26,728	Salary restructuring cost
-898	Option restructuring cost
1,600	Office restructuring cost
1,665	Legal fees related to business combinations

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**29,094 Total one-time costs**



## Historical Summary - Last 6 Quarters

(Numbers in KNOK, except per share amounts)

	3Q 2010 (Unaudited)	2Q 2010 (Unaudited)	1Q 2010 (Unaudited)	4Q 2009 (Unaudited)	3Q 2009 (Unaudited)	2Q 2009 (Unaudited)
<u>Revenue (KNOK)</u>						
Desktop	<b>60,302</b>	59,073	52,033	50,369	42,775	44,769
Internet Devices	<b>118,015</b>	109,854	99,379	92,200	91,986	127,680
<b>Total revenue</b>	<b>178,317</b>	168,928	151,413	142,569	134,761	172,448
<u>Revenue (% Growth)</u>						
Desktop	<b>2%</b>	14%	3%	18%	-4%	-5%
Internet Devices	<b>7%</b>	11%	8%	0%	-28%	10%
<b>Total revenue</b>	<b>6%</b>	12%	6%	6%	-22%	6%
<u>Revenue (% of total revenue)</u>						
Desktop	<b>34%</b>	35%	34%	35%	32%	26%
Internet Devices	<b>66%</b>	65%	66%	65%	68%	74%
<b>EBIT*</b>	<b>34,761</b>	28,750	5,440	4,686	(4,625)	29,383
EBIT, excluding stock option costs*	<b>39,821</b>	32,623	9,837	8,570	(1,930)	33,214
<b>EBITDA*</b>	<b>40,692</b>	34,333	10,341	7,993	(613)	32,590
EBITDA, excluding stock option costs*	<b>45,752</b>	38,206	14,738	11,877	2,082	36,421
<b>EPS</b>	<b>0.169</b>	0.161	(0.132)	0.033	(0.101)	0.187
EPS, fully diluted	<b>0.166</b>	0.159	(0.132)	0.033	(0.101)	0.182

\* excl. one-time costs



## Supplemental information

*(Numbers in MNOK)*

REVENUE TYPE	1Q 2010	2Q 2010	3Q 2010
<b>2010 numbers</b>	(Unaudited)	(Unaudited)	(Unaudited)
Desktop	52	59	<b>60</b>
Internet devices	99	110	<b>118</b>
<b>Total</b>	151	169	<b>178</b>

*(Numbers in MNOK)*

REVENUE TYPE	1Q 2009	2Q 2009	3Q 2009	4Q 2009
<b>2009 numbers</b>	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Desktop	47	45	43	50
Internet devices	116	128	92	92
<b>Total</b>	163	172	135	143

*In million users*

Monthly Desktop users (last month of quarter)	4Q 2009	1Q 2010	2Q 2010	3Q 2010
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Total	46	52	49	<b>48</b>

*(Numbers in MNOK)*

Internet devices	4Q 2009	1Q 2010	2Q 2010	3Q 2010
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
NRE	28	34	29	<b>19</b>
M&S	14	11	11	<b>10</b>
Total Opera Mini*	20	22	35	<b>40</b>

\*Includes all revenue types and revenue from all versions of Opera Mini (Operator branded, Operator-Opera co-branded, and Opera branded).



## Supplemental information (continued)

(Numbers in MNOK)

REVENUE CUSTOMER TYPE	4Q 2009 (Unaudited)	1Q 2010 (Unaudited)	2Q 2010 (Unaudited)	3Q 2010 (Unaudited)
Mobile OEM Revenue	21	26	21	22
Device OEM Revenue	27	30	30	33
Operator Revenue	41	39	53	50
Desktop Revenue	50	52	59	60
Other Revenue	4	4	7	12
<b>Total</b>	<b>143</b>	<b>151</b>	<b>169</b>	<b>178</b>

**Global mobile Original Equipment Manufacturers (OEMs):** Opera currently offers Opera Mobile to mobile OEMs, with widgets and Turbo capabilities as optional pre-installations. Opera Mobile offers mobile OEMs, and ultimately operator subscribers, a desktop-capable browser on a mobile device, enabling the use of rich Web applications. Opera also offers Opera Mini to mobile OEMs. Opera Mini enables operator customers the ability to offer a high-quality and consistent Web experience across a range of handsets, while using Opera Mini's compression technology to solve bandwidth and network bottleneck issues. Opera currently has license agreements with a wide range of mobile OEMs, including, HTC, HP, Motorola, Samsung, Sharp and MTK.

**Global device Original Equipment Manufacturers (OEMs):** With the Opera Devices SDK, device manufacturers are able to use their own (and third-party) developers to create user interfaces and menu systems using Web technology, such as HTML and CSS, quickly and easily. Moreover, Opera's SDK enables device manufacturers to offer not only Web-browsing capabilities and full access to the Internet to their operator and consumer end customers, but also customized Web applications or widgets which are accessible from the home screen of the device. Opera currently has license agreements with a wide range of consumer electronic device OEMs, including ARCHOS, Nintendo, Philips, Sony, Loewe and Thales.

**Operator revenue:** Operator revenue includes revenue from mobile operators e.g. Vodafone, Telkomsel and Motricity (AT&T). The company currently offers three main operator-branded hosted solutions to operators: Opera Mini, Opera Turbo and Opera Widgets. Opera Mini is a hosted solution for mass-market phones, offering server-side content compression and fast Internet download speeds. A similar cloud-based content compression technology is also offered for Opera Mobile and Opera Desktop, which are packaged for distribution to Operators and OEMs as Opera Turbo.

Opera's revenue sources from these hosted solutions include license fees, active-user fees, NRE/development fees, hosting services, and maintenance and support.

(Numbers in MNOK)

Operator Revenue	4Q 2009 (Unaudited)	1Q 2010 (Unaudited)	2Q 2010 (Unaudited)	3Q 2010 (Unaudited)
NRE, M&S and hosting	23	17	23	14
Licenses and active-user fees	19	22	30	37
<b>Total</b>	<b>41</b>	<b>39</b>	<b>53</b>	<b>50</b>



**Supplemental information (continued)**

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***In million subscribers***

<b>Opera Mini subscribers</b>	
<b>Operator and co-branded</b>	
	<b>1.0</b>
June 2009	<b>1.0</b>
July 2009	<b>1.1</b>
August 2009	<b>1.1</b>
September 2009	<b>1.3</b>
October 2009	<b>1.4</b>
November 2009	<b>1.7</b>
December 2009	<b>2.1</b>
January 2010	<b>2.2</b>
February 2010	<b>2.5</b>
March 2010	<b>3.5</b>
April 2010	<b>3.9</b>
May 2010	<b>4.5</b>
June 2010	<b>5.2</b>
July 2010	<b>5.2</b>
August 2010	<b>6.0</b>
September 2010	<b>6.7</b>

***In million subscribers***

<b>Opera Mini subscribers</b>	
<b>Opera Branded</b>	
January 2009	<b>20.0</b>
February 2009	<b>20.6</b>
March 2009	<b>23.1</b>
April 2009	<b>23.4</b>
May 2009	<b>25.4</b>
June 2009	<b>26.5</b>
July 2009	<b>29.1</b>
August 2009	<b>31.9</b>
September 2009	<b>35.6</b>
October 2009	<b>39.6</b>
November 2009	<b>41.7</b>
December 2009	<b>46.3</b>
January 2010	<b>49.8</b>
February 2010	<b>50.6</b>
March 2010	<b>55.3</b>
April 2010	<b>59.0</b>
May 2010	<b>60.5</b>
June 2010	<b>59.4</b>
July 2010	<b>62.0</b>
August 2010	<b>66.5</b>
September 2010	<b>71.3</b>

