

## **Opera Software**

## Second quarter 2006









The best Internet experience on any device



### Highlights: 2Q 2006

#### **Financial**

- Revenues of MNOK 52.2 in 2Q06, up from MNOK 40.4 in 2Q05, an increase of 29%<sup>1</sup>
- Excluding stock option costs of MNOK -0.7, non-IFRS Earnings Before Interest and Taxes ("EBIT") was MNOK 1.5 in 2Q06 compared to MNOK 9.1 in 2Q05
- □ IFRS EBIT was MNOK 2.2 in 2Q06 compared to MNOK 7.8 in 2Q05

#### **Opera Mobile**

- 7.2 million mobile units were shipped with the Opera browser in 2Q06, compared to 3.3 million units in 2Q05, an increase of 118%
- Announced Opera on 6 new phones since the last quarterly report, bringing the YTD totals to 20

#### **Opera Mini**

- ☐ More than 5,000,000 users since launch; one billion web pages surfed
- □ T-Mobile ships 10 phones with Opera Mini pre-installed
- □ Six operators have signed up for Opera Mini so far
- Opera has signed deals with 25 content providers to distribute Opera Mini



### Highlights: 2Q 2006

#### **Opera Devices**

- The Nintendo DS Browser from Opera goes on sale in Japan; European launch date announced
- □ Sony announces mylo, a new personal communicator featuring Opera as default browser
- Opera to be bundled in IPTS solution from Intact, an Amino company

#### **Opera Desktop**

□ On June 20, the company announced Opera 9 for the PC and Mac, with great reviews

#### General

- □ Erik Harrell will be assuming the additional position of COO in Opera Software later this year
- Annual General Meeting: Nils A. Foldal of A. Wilhelmsen Capital AS became Chairman of Opera Software's Board of Directors. William H. Raduchel, previously with AOL TimeWarner and Ole Peter Lorentzen, a private investor, were voted in as new members of the Board.



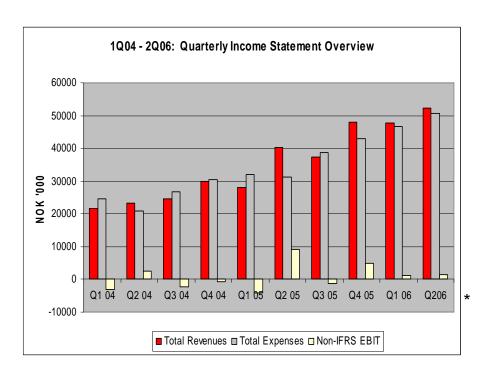
### Income statement: 2Q 2006

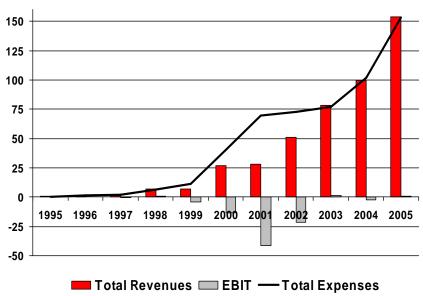
INCOME STATEMENT	Q2 2006	Q2 2005	% Increase	1H 2006	1H 2005	% Increase
Desktop Internet Devices Other Income	5,875 46,338 0	6,970 33,447	-16% 39% 	11,995 88,055	13,361 55,022	-10% 60%
Total Revenue	52,213	40,417	29%	100,050	68,383	
Payroll and related expenses, excluding stock option costs Stock option costs Depreciation and amortization Other operating expenses****)	31,693 (735) 1018 18,054	21,635 1,304 420 9,250	46% -156% 142% 95%	64,785 7,695 1,824 30,773	44,555 2,537 786 18,280	45% 203% 132% 68%
Total Expenses	50,030	32,609	53%	105,077	66,158	59%
Earnings Before Interest and Taxes ("EBIT")	2,183	7,808		(5,027)	2,225	
Financial Income Financial Expenses	1,881 (2,145)	1,758 (1,266)	_	3,282 (2,840)	3,063 (1,687)	
Earnings Before Taxes ("EBT")	1,919	8,300		(4,585)	3,601	
Provision for Taxes	(535)	(2,323)	_	1,286	(1,008)	
Net Income	1,384	5,977		(3,299)	2,593	
Earnings Per Share Earnings Per Share, Fully Diluted	0.01 0.01	0.06 0.05		(0.03) (0.03)	0.03 0.02	

<sup>\*\*\*</sup> Operating expenses include an extraordinary cost of the sale of complementary third-party software, which was MNOK 3.7 in 2Q06



## Income statement: Historical viewpoint





Note: Annual Financial Information includes effect of stock option costs



## Balance sheet: 2Q 2006

BALANCE SHEET			
(Figures in TNOK)	30.06. 2006	31.12. 2005	
Assets			
Deferred taxes	5 210	1 237	
Goodwill	3 143	3 143	
Tangible assets	14 553	9 251	
Other current assets	83 772	93 349	
Cash and cash equivalents	456 727	218 526	
Total assets	563 405	325 506	
Liabilities & equity			
Paid in capital	437 939	232 046	
Retained earnings	69 718	57 904	
Short-term liabilities	55 748	35 555	
Total liabilities & equity	563 405	325 505	



#### Financial outlook: FY 2006

## Revenue: Well-positioned for long-term growth, but cautious outlook for the remainder of 2006

- Desktop
  - Expect a positive increase in revenue beginning in 4Q06 due to increased monetization of search traffic generated via our users
- Devices
  - Continued positive developments, as more and more consumer electronics companies put browsers on their devices
- □ Mobile
  - Cautious outlook in the short-term because of uncertainty regarding Nokia volumes. Expect Motorola volumes to ramp up, with timing unclear

## Operating Expenses (excluding stock option costs): Expected to grow at a comparable rate to 2005 vs. 2004

- Continued investment in our business lines, in particular around Opera Mini
- Continued investment in sales & marketing, new foreign offices (Japan and USA, in particular), and engineering and customer delivery



## Opera's vision



Opera's vision is to provide the best Internet experience on any device



## **Opera's markets**





# Opera's vision is already delivered on wide range of platforms

**Desktop computers** 

Laptops

Gaming consoles

**TVs** 

Set top boxes

Mobile phones

Personal communicators

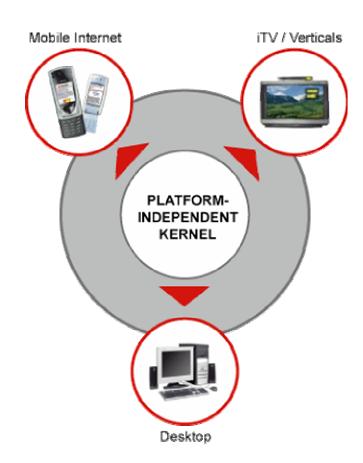
Portable media players

**PDAs** 

In-flight entertainment systems

Web tablets

IP screen phones





## **Opera for Mobile**





## Opera has solutions for the entire mobile value chain

#### **Opera** Mobile browser

Full Web browser for OEM integration

#### **Opera Mini**

☐ Light weight Web browser

#### **Opera Platform**

Device independent platform for mobile Web applications







**Opera Platform** 



## The big view on Opera's mobile browser penetration



- Distributed on phones from Motorola, Sony Ericsson,
   Samsung, Siemens, Casio, Nokia,
   Toshiba, Kyocera, Hitachi and others
- More than 40 million phones distributed with Opera
- ☐ More than 50 different models
- More than 2.5 million mobile downloads so far this year
- More than 5 million Opera Mini users

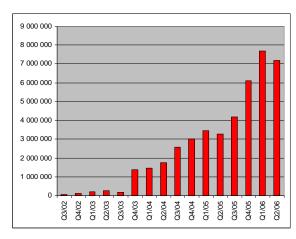


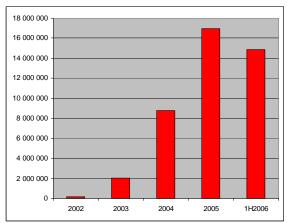
## Opera for Mobile: 2Q 2006 highlights

#### Full browser

- ☐ 7.2 million phones pre-installed with Opera in 2Q06
  - □ up 118% from 2Q05
- ☐ 6 new phones announced since 1Q06 Results
  - □ Total announced phones year to date: 20
- ☐ Motorola announced 5 new phones since Q106
  - □ Total Motorola devices announced to date: 10

#### Mobile phones shipped with Opera







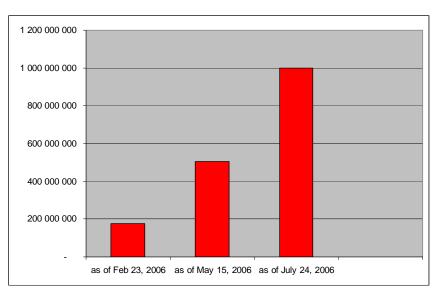
## Opera for Mobile: 2Q 2006 highlights

#### **Opera Mini**

#### ☐ Free version

- ☐ More than 5 million users, up 66% from the last quarterly report (3 million)
- One billion pages downloaded
- Most popular destinations are search, webmail and social networking

#### Total pages downloaded with Opera Mini





## Opera for Mobile: 2Q 2006 highlights

#### **Opera Mini**

- ☐ 6 operators have chosen Opera Mini for their portfolios
  - □ T-Mobile (Europe)
  - □ Pannon (Hungary)
  - □ Debitel (Europe)
  - Omnitel (Lithuania)
  - □ Megafon (Russia)
  - □ GrameenPhone (Bangladesh)
  - ☐ T-Mobile has shipped 10 devices so far









- ☐ 25 content providers signed up
  - □ Examples:, MobilePlay, USA Today, Onspeed Mobile, Pricerunner, Jajah, eBay Germany (trial), Finn.no



## Announced phones (Opera Mobile) YTD: 20 (goal = 48 for 2006)

				Motorola A1200					
				Sharp W-ZERO3	ACU PARTE				
				Nokia 9300i	Property of the second				
*: Only in Cingular's network  **: Only in T-mobile's network			Toshiba W32T						
				Sony Ericsson P990	(MOVE)	Motorola RAZR V3x **	[e]		
				Nokia 6630**	NI N	MOTORAZR maxx			
				Kyocera WX 300K		MOTORAZR xx			
				Kyocera WX 310K		Nokia N70**	AND		
				Kyocera AH-K3002V		Sharp W-ZERO3[es]	Section 1		
				Nokia N70		Sony Ericsson M608c			
				Nokia N90	III (cm)	Nokia N72			
		Nokia 7710	d	T-Mobile SDA II**		Toshiba W44T			
		Casio W21CA		Motorola E895		Hitachi W42H		Opora	Mini™
		Nokia 6620*		Motorola E680i		Casio W42CA		Opera	IVIIIII
		Nokia 9300	EZECMII MINDITA	Hitachi W32H		Sony Ericsson W42S		Nokia 6233**	
Sendo X		Motorola A780		Nokia 6682		Sanyo W33SA II		Sony Ericsson W810i**	
Nokia 6600		Sony Ericsson P910		Nokia 6681	NOSION I	Sanyo E02SA		Nokia 6131**	To to
Sony Ericsson P900	[ 1505   C   1   1   1   1   1   1   1   1   1	Motorola A1000	0 .	Nokia 6680**		Toshiba W43T		BenQ-Siemens EL71**	
Motorola A920		Nokia 7610	<u> </u>	Toshiba W31T		Sony Ericsson W950	3 (0.00) (0.00)	BenQ-Siemens EF81**	
Sharp Zaurus		Nokia 9500	1313	Casio W31CA		Sony Ericsson M600		Sony Ericsson K608i**	1 1 1 1
Sony Ericsson P800		BenQ P30		Casio W21CA II	THE SHARE	Hitachi W41H		Nokia 6280**	
Sharp Zaurus	in triples in the last and in the	Nokia 7700		ZTE e3		Casio W41CA		Motorola RAZR V3i**	[ e
Psion Revo		Kyocera PS 900	9	Motorola M1000		Sony Ericsson W41S		Motorola RAZR V3 **	( e
Nokia 9210		Sharp SL-6000		Motorola A1010		Motorola ROKR 2	in o him	Motorola L7**	o <b>.</b>

2000-2003 2004 2005 2006 2006 cont'd





## ROCK STARS DON'T HAVE AS MANY FANS.

THE **MOTO**RAZR

To the 50 million discriminating customers who call the **MOTO**RAZR their own... THNX



### Motorola starts shipping Opera on mass market devices

- Opera announced on Motorola's P2K
   platform, which includes popular
   mobile phones such as the RAZR
- Opera is the browser of choice on Motorola's Linux platform (EzX), the mid- to high-tier segment (e.g. ROKR E2, A1200)
- In the high-tier segment, Opera ships on the Symbian UIQ platform (e.g. A1000)



E1070



This just in:

"This superb mobile-phone web browser makes surfing regular internet pages possible on even the smallest of handset screens"

Barry Collins, The Sunday Times (UK), August 20, 2006



## **Opera for Devices**





### **Opera for Devices market position**

## The premium provider of full internet/web applications and user interfaces for non-mobile phone devices

- □ Full web browsing and superior performance, rendering and navigation capabilities
- Execution platform for Web applications and user interfaces
- □ AJAX and Web services
- Ability to customize device look & feel, backed by a highly experienced professional services organization

#### Expanding market position within the hottest device categories

 Game consoles, set-top boxes, portable media players, VoIP screen phones, Web tablets and net TVs

#### Opera is well positioned as browser adoption accelerates

□ From small early movers to also include large global players



# Opera browsers are already in a broad array of devices and the device types continue to grow



**Network TVs** 



Portable Media Players



Web tablets





Set-top Boxes



**Game Consoles** 



**IP Screen Phones** 



## Opera for Devices: 2Q 2006 update

#### New devices shipping, pipeline building, R&D continues

- □ Nintendo DS Browser launched in Japan in July, Europe in October
- □ Sony mylo to feature the Opera browser
- Opera to be bundled in IPTV solution of Intact, an Amino company
- zzVcom to include Opera in education STB for China
- □ Customer pipeline growing in the US, Europe, Japan and Asia
- □ Widgets for Devices announced; seeing tremendous interest

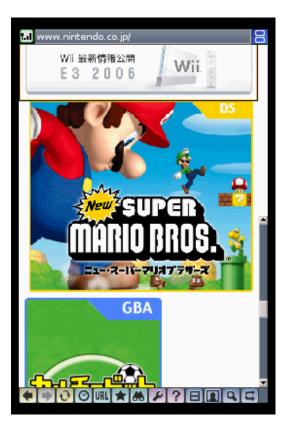




## Nintendo DS Update



**Dual Screen Mode** 



Small Screen Rendering Mode

### Nintendo DS Browser launched in Japan in July, Europe in October

DS Browser now shipping as cartridge

 Introduces new dual screen rendering mode with zoom and overview as well as SSR (small screen rendering) mode



## Nintendo Wii update

## Opera and Nintendo prepares for launch of Wii later this year

- Opera to be pre-installed in console, running from Flash memory
- Opera will power up in seconds, just like games













## Featured Opera Powered Device - Sony mylo

- Sony selected Opera as a key application in their innovative new product, the mylo, "my life, online"
- mylo combines portable media playing with browsing, VoIP and instant messaging via integrated WiFi
- □ To ship in the US in September







## **Opera for Desktop**





## **Opera Desktop**

- ☐ 10 million downloads of Opera 9 to date
- □ Top 5 markets in terms of usage:
  Germany, USA, China, Russia and
  Japan



From Opera 9 launch event in Seattle on June 20



### **Reviews of Opera 9**

"Several new features that will be compelling to many. Good stability and performance. Widgetize! service likely to start giving Firefox's extensions a run for their money. Lovely design."

PC Magazine, July 25, 2006

"..., once the final release version of Opera 9 comes out, I'd trade my boxed set of La Boheme (starring Luciano Pavarotti, no less) for it if I had to. Fortunately, I won't have to, since Opera remains free. Oh, and the installation file is still under 4MB."

Dennis Fowler-Internetweek February 16, 2006. Review of Opera 9 TP2

# Opera 9 is music to eWEEK Labs' ears

REVIEW: BROWSER CONTINUES TO INNOVATE, WITH ENVIABLE SEARCH CUSTOMIZATION

"Opera 9.0: You're doing fantastic work—it's good to see you back in form. Grade: A+."

Jim Rapoza – eWEEK, Wed
Aug 2, 2006



## Opera Widgets, a major focus for Opera 9 launch

- Widgets are fun Web programs you can run right on your desktop. Access news and weather, play games, follow your favorite sports teams and much more.
- Widgets are built entirely using open web technologies, but using the widget generator (Widgetize) you can build your personal photo gallery and news widgets with only minimal knowledge about web technologies.
- Widgets are not only an important browser feature. Opera aims to create an eco-system of developers creating solutions across different media. For example, Widgets will be supported in Opera 9 for Nintendo Wii and Symbian Series 60.



Opera automatically displays the widget icon on a site with a widget



TouchtheSky, a weather widget, is currently most popular with 285,000 downloads



Widgets like the True HTML editor provide web developers with new tools yet not available for other browser.



# Q&A