



## **Opera Software: Fourth quarter 2009**



# Agenda

## **1. Highlights**

Lars Boilesen, CEO

## **2. Financial review**

Erik Harrell, CFO/COO

## **3. Business & Strategic update**

Lars Boilesen, CEO

## **4. Q&A**

# Highlights (4Q09 – 1Q10TD)

## Operators

- Strong progress with AT&T, Vodafone, SKT and new tier-one operators
- Starting monetization of 50 million Opera Mini users via operator/partner deals

## OEMs (Mobile/Devices)

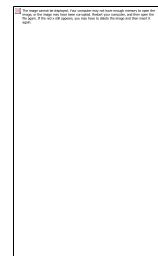
- Opera Mobile shipments of 4.2 million
- Signed with Huawei
- Signed a major mobile phone and device manufacturer
- Shipped on tens of millions phones every quarter with Opera Mini
- Solid shipments of gaming consoles and increasing shipments of Opera on TVs

## Desktop

- Continued growth in users, record downloads and launch of innovative features
- Extended Google search agreement for desktop and mobile

## Opera Mini

- Record user growth, new version launched, AdMarvel acquisition





# **Financial** review

# A note from our lawyers

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# 2009 Financial highlights

Priorities	4Q Status report	2009 Status report
Revenue	MNOK 142.6 (-9% vs 4Q08)	MNOK 612.7 (+23% vs 2008)
EBITDA*	MNOK 11.9 (MNOK 35.7 in 4Q08)	MNOK 81.7 (MNOK 98.0 in 2008)
Operating cash flow	MNOK -14.3* (MNOK 69.0 in 4Q08)	MNOK 63.6 (MNOK 149.6 in 2008)

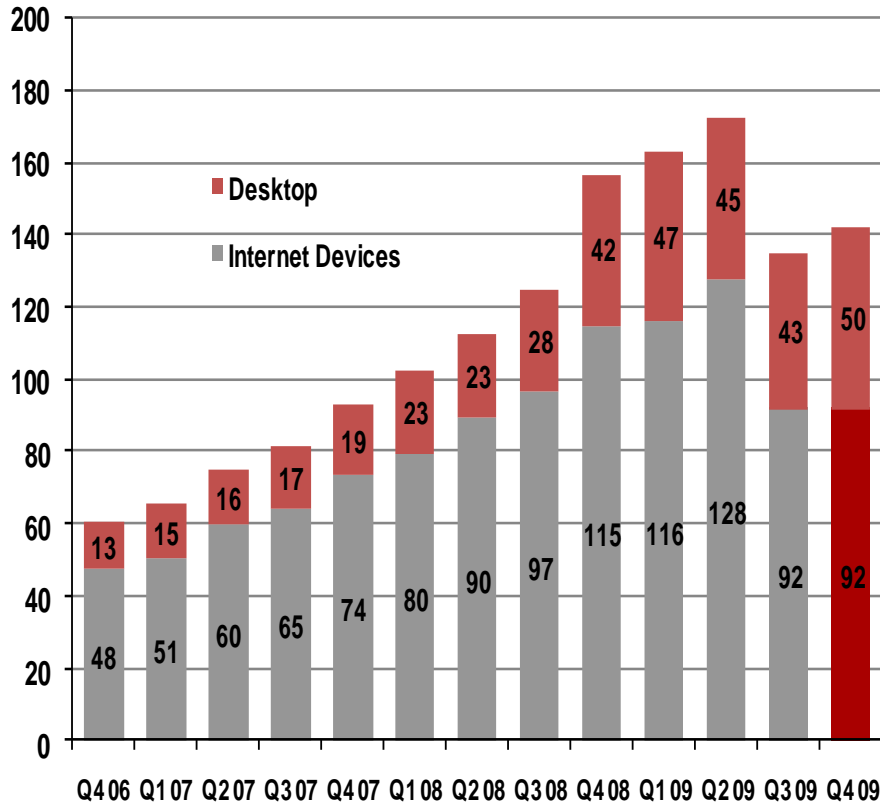
\*Non-IFRS EBITDA excludes stock option costs

# 4Q09 Financial review

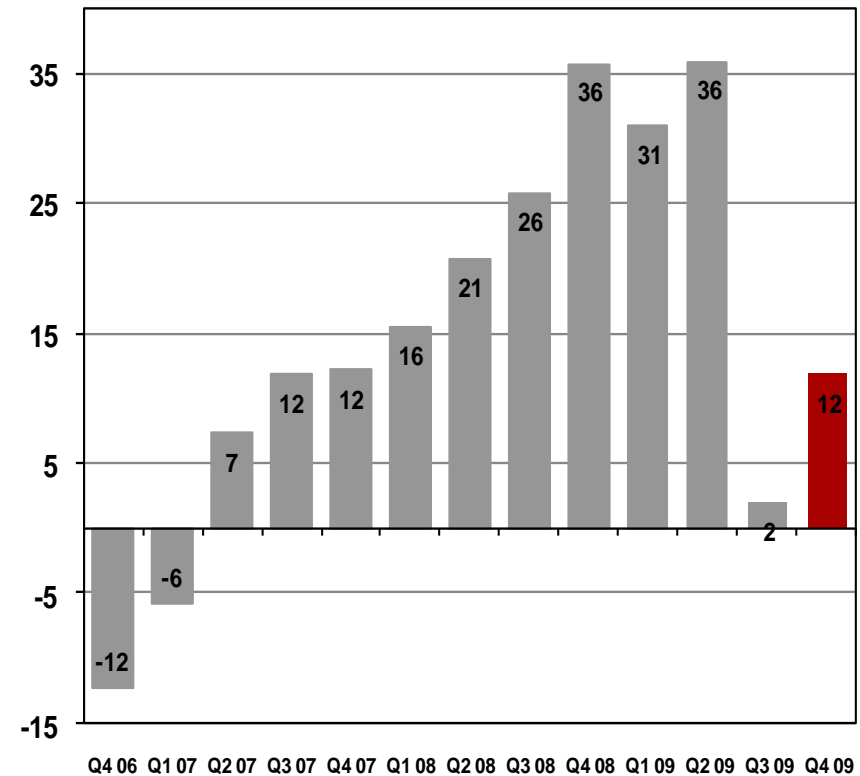
MNOK	4Q 2009	4Q 2008	Q on Q	2009	2008	2009 vs 2008
Desktop +	<b>50.4</b>	41.9	20%	<b>184.9</b>	116.3	59%
Internet Devices +	<b>92.2</b>	115.0	-20%	<b>427.8</b>	380.8	12%
Total revenue =	<b>142.6</b>	157.0	-9%	<b>612.7</b>	497.1	23%
Payroll and related expenses -	<b>92.6</b>	88.0	5%	<b>389.6</b>	296.5	31%
Stock option costs -	<b>3.9</b>	2.3	67%	<b>14.1</b>	8.8	60%
Depreciation and amortization -	<b>3.3</b>	2.5	34%	<b>13.3</b>	8.3	60%
Other operating expenses -	<b>38.1</b>	33.2	15%	<b>141.5</b>	102.6	38%
Total expenses =	<b>137.9</b>	126.0	9%	<b>558.4</b>	416.2	34%
EBIT	<b>4.7</b>	28.9		<b>54.3</b>	80.9	
Net Income	<b>4.0</b>	31.1		<b>30.9</b>	87.7	
EPS (NOK)	<b>0.03</b>	0.26		<b>0.26</b>	0.73	

# Financial highlights: 4Q06-4Q09

Operating revenues (NOK Million)



EBITDA\* (Non-IFRS) (NOK Million)



\* Non-IFRS EBITDA excludes stock option costs



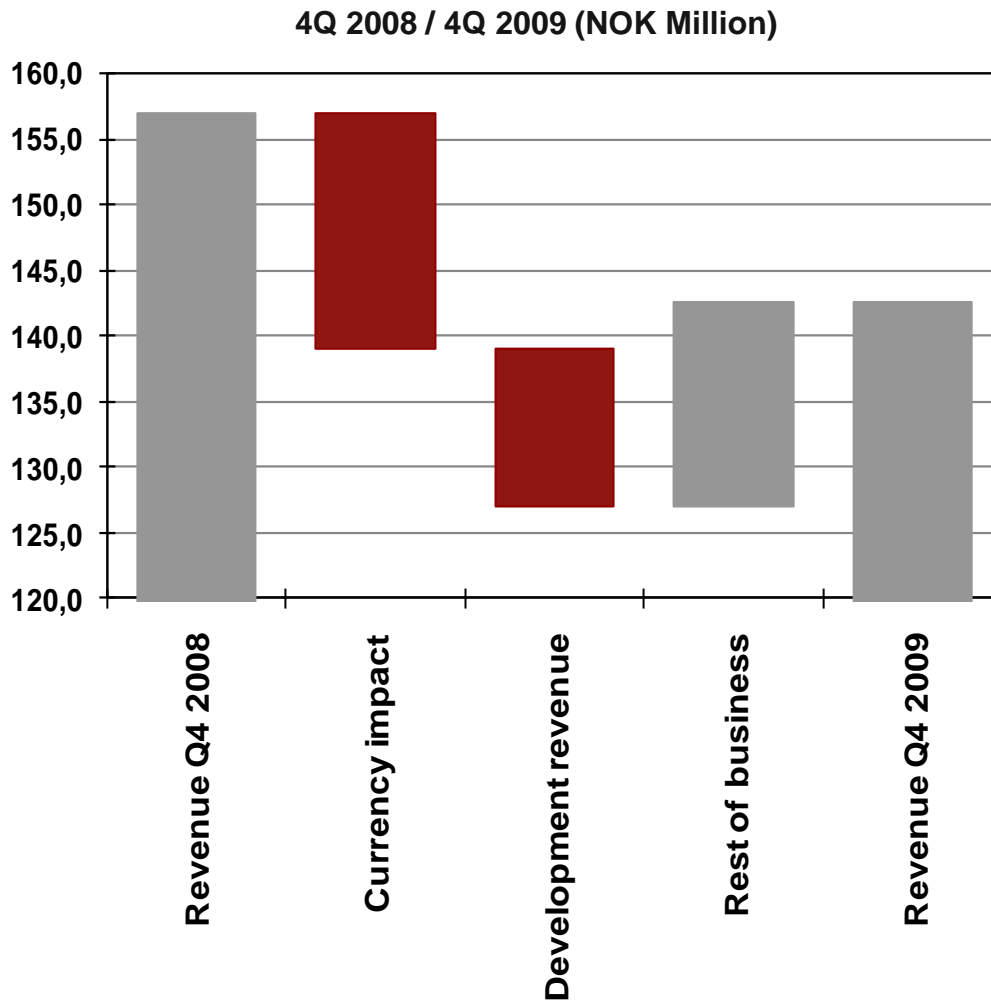
# Revenues: 4Q09

Area	Comments: Revenue (vs. 4Q08)
Operators	<p>Operators: Very solid growth in active users and revenue, driven by new 2009 customers such as Vodafone and Motricity (AT&amp;T) , as well as by existing customers such T-Mobile and O2</p> <ul style="list-style-type: none"><li>• Operator generated revenue now constitutes approximately 45% of Internet Device revenue, largest generator of revenue within Internet Devices</li></ul>
Mobile OEMs	<p>Mobile OEMs: Decline in revenue</p> <ul style="list-style-type: none"><li>• Total revenue down significantly versus 4Q08 (from lower development revenue and shipments)</li><li>• Mobile OEM revenue now constitutes less than Device OEM revenue for the first time</li></ul>
Device OEMs	<p>Device OEMs: More than 75% of revenue from licenses</p> <ul style="list-style-type: none"><li>• Solid revenue from gaming consoles</li><li>• Higher shipments of Opera on connected TVs (compared to 4Q08)</li></ul>

# Revenues: 4Q09

Area	Comments: Revenue (vs. 4Q08)
Opera Desktop	<p>Opera Desktop: Users up 37% since 4Q08 (up 11% vs 3Q09)</p> <ul style="list-style-type: none"><li>• Revenue up 20% (up 37% on constant currency basis)</li><li>• Successful launch of Opera 10 and 10.10</li><li>• Users up 125% since 4Q07 to approximately 46 million in December 2009</li><li>• Strong user growth, particularly in Russia and Indonesia</li><li>• Extended Google search agreement until 1Q 2012</li></ul>
Opera Mini	<p>Opera Mini: Users up 159% since 4Q08</p> <ul style="list-style-type: none"><li>• Continued development of revenue models</li><li>• Expect more meaningful revenue in 2010</li><li>• Successful launch of Opera Mini 5 Beta</li><li>• Users up 575% since 4Q07 to 46.3 million in December 2009</li><li>• Strong growth around the globe, including 200%+ growth in India, China and Indonesia</li><li>• Signed new search deal with Google</li></ul>

# 4Q09 vs 4Q08 comparison: Revenue

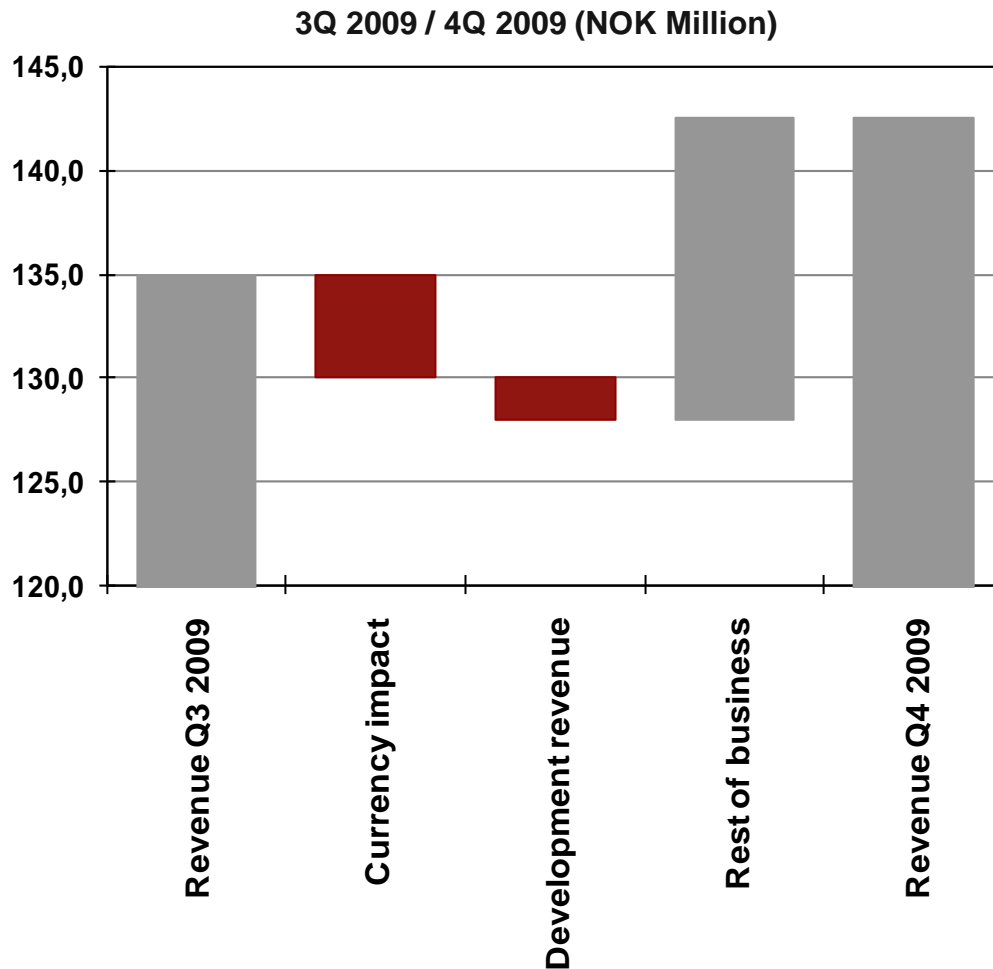


## Comments on Revenue development YoY\*

- Revenues down MNOK 14
- Currency impact negative MNOK 18
- Development revenue negative MNOK 12
- Rest of business revenue positive MNOK 16 (13% YoY growth)

\* Year over Year, 4Q 2009 vs 4Q 2008

# 4Q09 vs 3Q09 comparison: Revenue



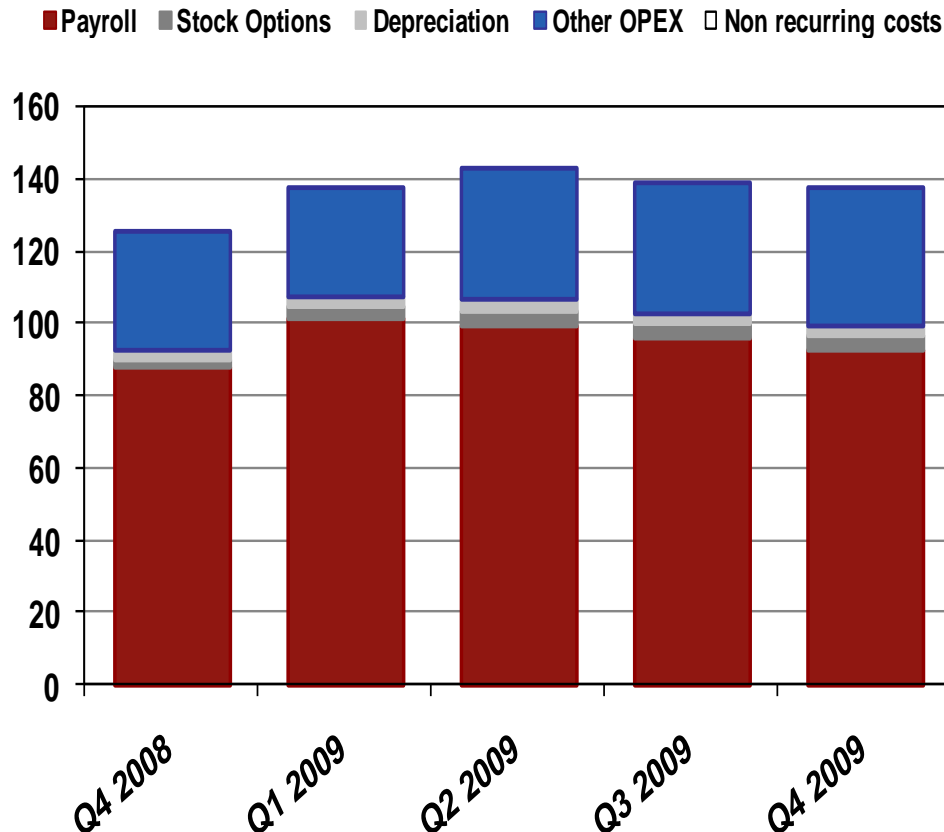
## Comments on Revenue development QoQ\*

- Revenues up MNOK 8
- Currency impact negative MNOK 5
- Development revenue down MNOK 2
- Rest of business revenue up MNOK 15 (12% sequential growth)
- Overall, sequential constant currency revenue growth was 9%

\* Quarter over Quarter, 4Q 2009 vs 3Q 2009

# OPEX development

OPEX (NOK Million)

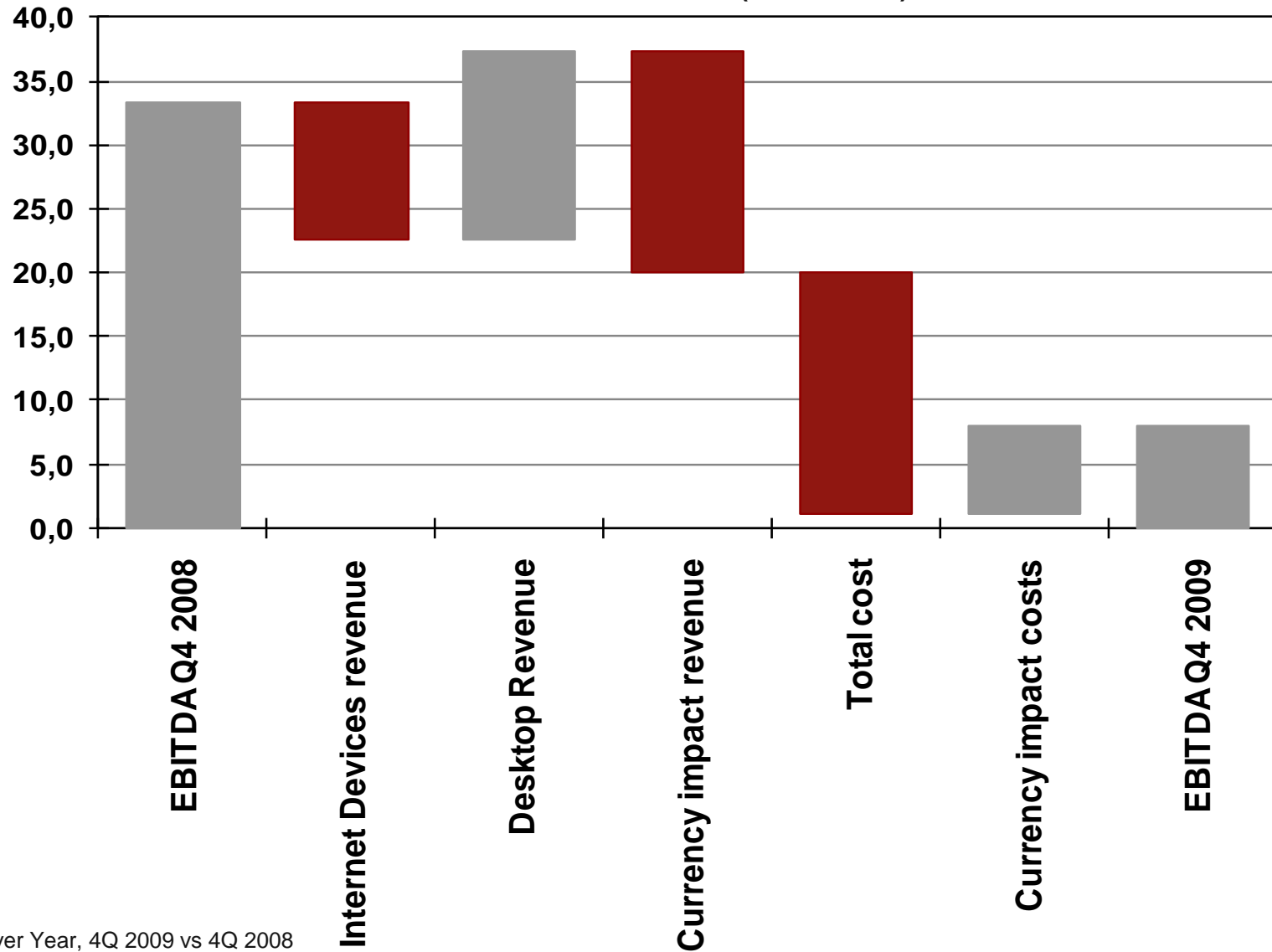


## OPEX comments 4Q09 vs. 4Q08

- Total operating expenses up 9%
- Payroll cost up 5%
  - Headcount growth worldwide of 21% since 4Q08
  - Much lower bonus expense and less vacation expense compared to 4Q08.
  - Stronger NOK in 4Q09 compared to 4Q08
- Stock option costs up 67%
  - Higher cost per employee option issued due to a higher stock price generally in 2009 compared to 2008
- Depreciation cost up 34%
  - Mainly a result of investments in Opera's hosting infrastructure
- Other OPEX up 15%
  - Stronger NOK in 4Q 09 vs. 4Q 08
  - Favorable resolution of both an international VAT issue and of an outstanding accounts receivable issue (@MNOK 5 in total)

# EBITDA Development

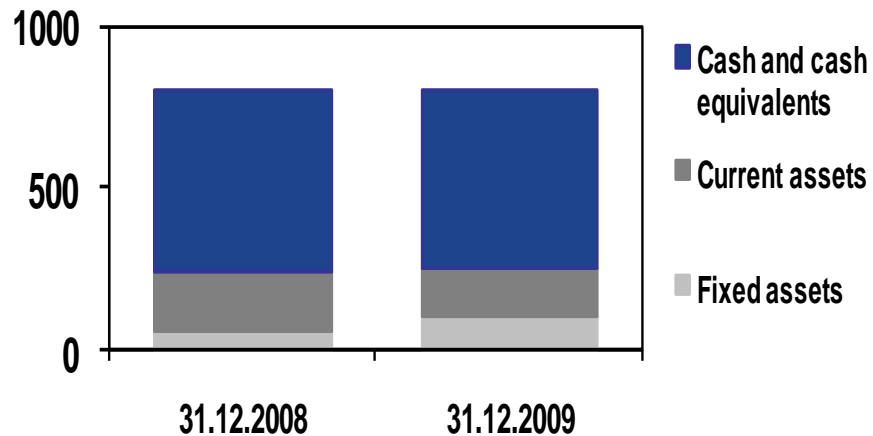
4Q 2008 / 4Q 2009 (NOK Million)



\* Year over Year, 4Q 2009 vs 4Q 2008

# Strong capital structure

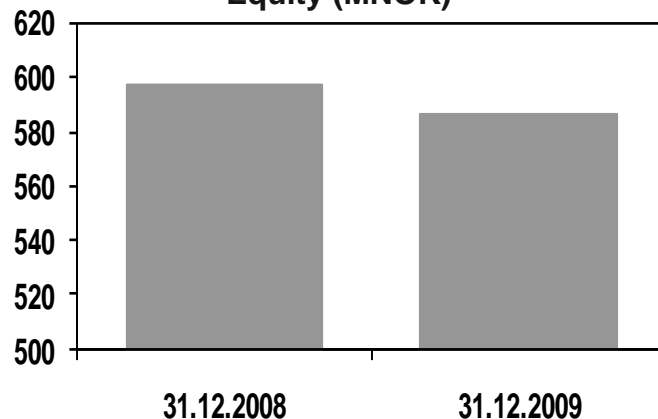
Balance sheet (MNOK)



Balance sheet highlights

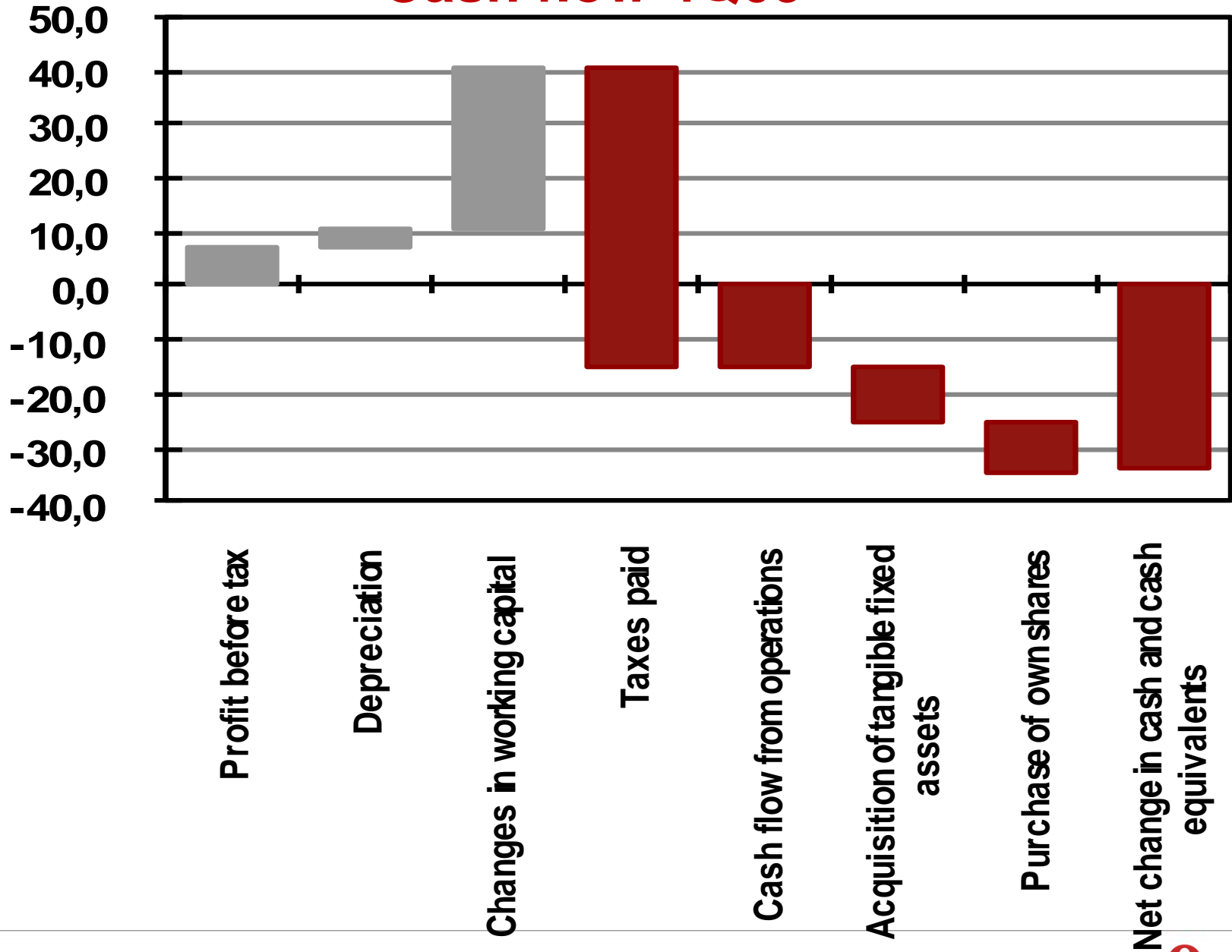
Metric	4Q09	4Q08
Cash	MNOK 546	MNOK 564
NWC*	MNOK -58	MNOK 9
Equity	MNOK 587	MNOK 598

Equity (MNOK)



\* NWC is defined as Total current assets excluding cash and cash equivalents minus Total current liabilities.

## Cash flow 4Q09





# Financial high-level summary: 4Q09

- **Revenues: Generally in line with expectations**
  - Continue to make good progress with operators and desktop
  - Solid revenues from our Device OEM customers
  - FX headwinds had a pronounced negative effect on revenues vs. 4Q08
    - USD down 17% versus the NOK and EUR down 8% versus the NOK in 4Q09 vs 4Q08 of 2008 (99% of revenues in EUR and USD)
    - 12% negative blended impact 4Q09 vs 4Q08
- **Expenses: Slightly better than expected**
  - Much lower bonus expense and less vacation expense compared to 4Q08
  - Favorable resolution of both an outstanding accounts receivable issue and an outstanding international VAT issue (@MNOK 5)

# Overall Summary of 4Q 09

- **Pleased with progress in the key areas driving revenue growth (operators and desktop)**
  - Also, encouraging to see more Opera Mobile distribution through operators
  - Very solid growth in subscribers from our newer operator deals
  - Encouraging momentum with data revenue shares with operators for Opera branded Opera Mini (and this is helped significantly by continued strong growth in active users of the Opera branded version of Opera Mini)
- **Overall, our resources are more and more focused on operators and desktop**
  - To make recurring and more predictable revenue streams a higher % of our revenues
  - To reduce NRE per project to make us more scalable and profitable as a company
- **Believe our current cost base is not optimal relative to revenue as we enter 2010**

# Financial high-level summary: 1Q10\*

- **Revenues: Expectations vs. 4Q09 (constant currency)\***
  - Revenue to continue to grow with operators
  - Opera 10 to continue to drive desktop-user growth
  - Device OEM revenue to fall in 1Q 10 due to seasonality, but expect increase in 2Q 10
  - Mobile OEM revenue to fall in 1Q10 due to lower NREs and shipments
  - NRE revenues to remain relatively flattish overall
- **Expenses: Expectations vs. 4Q09 (constant currency)\***
  - **Payroll**
    - Normal bonus accruals in 1Q10 vs. 4Q09 (i.e., higher average payroll cost/employee than 4Q09)
  - **Other operating expenses**
    - Expect higher marketing spend (e.g., MWC, Desktop 10.5 launch)
    - Continued growth in hosting costs due to growth in active users of Desktop Turbo and Opera Mini
  - **Extraordinary expenses**
    - Expect extraordinary cost of MNOK 28-32 related to re-alignment of resources in Opera and transaction costs related to Admarvel acquisition

\* Assumes currency (NOK 5.9/USD, NOK 8.1/EUR).

# 1Q 2010 Guidance

Metric	1Q 2010 (16/11/09)	Additional Ongoing OpEx from AdMarvel acquisition costs****	1Q 2010 Range
Revenue*	MNOK 140-145+***		MNOK 148-154
Expenses**	MNOK 145 – 150**	MNOK 5	MNOK 153-156

**Note: 1Q 10 expense range above EXCLUDES estimated MNOK 28-32 in extraordinary acquisitions costs and restructuring charges**

\*Assumes currency (NOK 5.9/USD, NOK 8.1/EUR).

\*\* Includes payroll, other OPEX, stock option costs and depreciation.

\*\*\*"Comparable to slightly higher than 4Q09 revenue range" guidance given at 3Q09 presentation

\*\*\*\* Closed and announced on January 20, 2010

# 2010 Guidance

Metric	2010
Revenue*	MNOK 675 - 725
Expenses**	MNOK 635 - 645**

**Note: Expenses excludes extraordinary restructuring charges and acquisition transaction costs**

\*Assumes currency (NOK 5.9/USD, NOK 8.1/EUR).

\*\* Includes payroll, other OPEX, stock option costs and depreciation. Also includes additional MNOK 20 FY2010 costs related to Admarvel acquisition.

# 2010 Guidance: Commentary

	Outlook
<b>Overall Revenues</b>	<ul style="list-style-type: none"><li>• Operators and desktop expected to be the primary drivers of revenue growth in FY2010 (in 4Q09, constituted @65% of revenues)</li><li>• Expect solid sequential quarterly revenue growth overall for the year</li></ul>
<b>Overall Expenses</b>	<ul style="list-style-type: none"><li>• Expect 2Q10 expense range to be 1-2% higher than the 1Q10 expense range (excluding extraordinary costs and restructuring charges)</li><li>• Expect restructuring to yield about MNOK 22-26 in savings in total from 2Q-4Q10</li><li>• Increases in overall quarterly expense rate driven primarily by AdMarvel (MNOK 20 for FY2010) and Opera's server based products</li></ul>
<b>Profit</b>	<ul style="list-style-type: none"><li>• Heavily 2H 2010 oriented</li><li>• Primarily driven by revenue growth combined with limited expense growth aside from increases in costs from Opera's server products</li></ul>

# 2010 Guidance: Commentary

	Outlook
<b>Operators</b>	<ul style="list-style-type: none"><li>• Continued growth in active users from both existing and new customers</li><li>• Prevailing revenue models: active user based and data/content revenue share</li></ul>
<b>Consumers (Desktop and Opera Branded Opera Mini)</b>	<ul style="list-style-type: none"><li>• Continued growth in desktop revenues due to desktop user growth</li><li>• Continued growth in Opera branded Opera Mini users and revenues (search, advertising, data/content shares with operators)</li></ul>
<b>Mobile OEMs</b>	<ul style="list-style-type: none"><li>• Expect decline in revenue overall compared to FY2009 primarily due to fall in development revenue</li><li>• Expect to deliver increasingly more standardized products</li></ul>
<b>Device OEMs</b>	<ul style="list-style-type: none"><li>• Expect growth in revenues compared to FY2009, with growth driven by primarily the connected TV market</li></ul>

# Outlook Beyond FY2010

- **Overall Focus**

- Expand profits and margins from growth in revenues, combined with constrained headcount growth

- **Revenue Expectations \***

- Operators and desktop to continue to be the major drivers of revenue growth
  - Operator revenues expected to be largely driven from active user growth, with both active user based and data/content revenue share revenue models prevailing
    - Expect monetization of Opera branded Opera Mini users to accelerate in 2011, largely driven by data/content revenue share agreements with operators
    - Expect search revenues to scale with growth in Opera branded Opera Mini users, and mobile advertising to start contributing to revenue in a more meaningful way beginning in 2012
  - Expect desktop revenues to continue to grow through continued focus on target geographic markets, leading to higher overall global market share
  - Devices revenue to grow largely from connected TV segment
  - Value of NOK versus EUR and USD major factor

- **Expense Expectations**

- Prudent approach to headcount growth, as Opera's scales revenue relative to employees
  - Server based services and products to continue to drive revenues, as well as increasing hosting costs (Opera Mini and Desktop Turbo) [Hosting costs includes: bandwidth, electricity and depreciation of servers]



# AdMarvel and the mobile advertising opportunity

- Acquisition gives Opera a foothold in burgeoning mobile advertising industry
- AdMarvel is an optimization platform that simplifies management of mobile advertising spend, increases transparency, and improves return
- Gives Opera new roads to revenue for mobile product portfolio
- Jupiter Research expects mobile advertising industry to reach \$5.7 billion by 2014

The logo for AdMarvel, with 'Ad' in green and 'Marvel' in black.

# Capital Markets Day 2010

- Opera will be hosting a Capital Markets Day
- Timing: 4. March, 2010 (13:00 CET – 18:00 CET)
- Location: Oslo, Holmenkollen Park Hotel Rica

## Speakers:

### **Scott Ellison**

**Vice President, Mobile & Wireless, IDC**

***The Ecosystem: Operators, OEMs and OS Providers***

### **Julie Ask**

**Vice President, Forrester Research**

***Consumers and Monetization Strategies***



# **Operations** update



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

# Opera's road to growth in 2010





# Opera's road to growth in 2010

## Key strategic objectives



- Build volume in existing tier-1 operator deals
- Sign up more tier-1 operators
- Focus on monetizing the 50 million+ mobile users
- Strengthen leadership position in the growing connected TV market
- Continue to grow desktop user base

# What operators are thinking right now: Mobile Internet has become a strategic topic across all their devices



1995  
**Voice**

2000  
**SMS**

2002  
**MMS**

2005  
**Data**

2007-2010  
**Web Services**

# Reality check: Large OEMs target the entire value chain...



... leaving operators to deliver the pipe only



# Operators want to turn any device into a service delivery platform

## Application offering



## Premium services



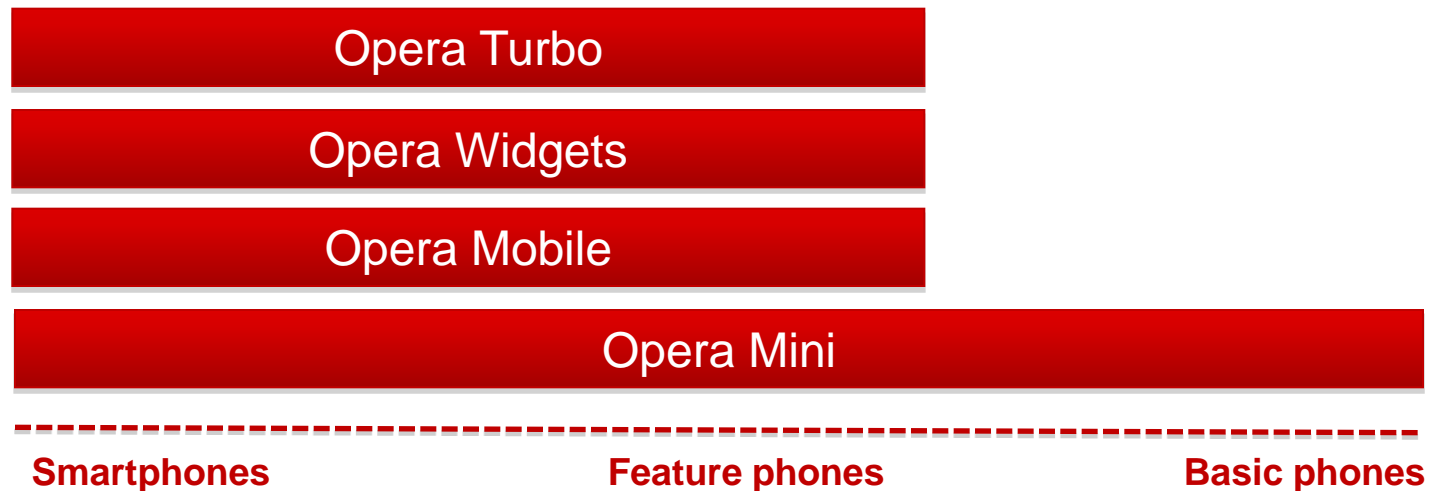
## Internet browsing & discovery



## Instant experience



# Opera's unique ability to cover the entire mobile value chain



# Ericsson eStore: powered by Opera

- Opera helps deliver a groundbreaking application store
- Includes Opera Mobile, Opera Mini and Opera Widgets
- Available in 25 countries, reaching one billion subscribers





# The OEM opportunity

- Branded, traditional OEMs compete directly with operators
- Other OEMs seek to provide operators with branded or operator-branded solutions
- **Focus in 2010:** Continue to win new OEMs that are focused on delivering operator-friendly solutions – self-branded or operator-branded

# The dawn of China's 3G era

- Huawei selects Opera Mobile 10
- China's 3G market is expected to grow four-fold in 2010 alone\*
- Huawei shipped more than 30 million handsets in 2009



*\*Source: Ministry of Industry and Information Technology*

# Opera Mobile: 47 new models in 2009

## HTC

HTC Touch 3G  
HTC Touch Diamond2  
HTC Touch Pro2  
HTC HD2  
HTC Imagio  
HTC Leo  
HTC Pure  
HTC Tilt2

## Casio

Casio CA001  
Casio G's One CA 002  
Casio CA003  
Casio CA004

## Garmin-ASUS

nüvifone M20

## Hitachi

Hitachi Mobile Hi-Vision CAM Wooo  
Hitachi Wooo H001

## iida

iida G9  
iida PLY

## Kyocera

Kyocera K002  
Kyocera SA001

## Motorola

MOTOSURF A3100  
Motorola A1200R  
Motorola Karma QA1 (AT&T)

## Panasonic

Panasonic P001

## Samsung

Samsung Mondì  
Samsung Armani/B7620  
Samsung H1 (Vodafone)  
Samsung Instinct HD (Sprint)  
Samsung T-Omnia II  
Samsung B7610 Omnia Pro  
Samsung H1  
Samsung M1

## Sharp

Sharp E05SH  
Sharp E06SH  
Sharp SH001  
Sharp SOLOAR PHONE SH 002  
Sharp Sportio water beat  
Sharp SH004  
Sharp AQUOS SHOT SH003

## Sony Ericsson

Sony Ericsson CyberShot S001  
Sony Ericsson Walkman Phone Premier 3  
Sony Ericsson BRAVIA Phone U1  
Sony Ericsson S002

## Toshiba

Toshiba Biblio  
Toshiba T0002  
Toshiba FullChen T001  
Toshiba T003

## Willcom

Willcom Honey BEE 2

## XDA (O2)

XDA Ignito

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Black: 1Q-3Q 2009

Red: 4Q 2009

# Opera Mini: 172 new models in 2009

## Fly Mobile

Fly mobile B 430 DS

## Haier

Haier CG100

## HT Moblie

HT-Mobile G31i

## Huawei

Huawei 736

Huawei 835

Huawei C2900i

Huawei C5100

Huawei C5588

Huawei C2809

Huawei C2900

Huawei C2905

## INTEX

INTEX IN 6611 Ace

## Kyocera

Kyocera K325

Kyocera K612

Kyocera KX5

Kyocera M1000

## LG

LG AD6335

LG GT360

LG KP500

LG GB220

LG KP500

LG GT360

LG AD6335

LG Chocolate 2 16

LG GU230

LG Shine 2

## Micromax

Micromax GC700

Micromax X555

Micromax X511

## Motorola

Motorola E8

Motorola K1M

Motorola V3C

Motorola iDEN i410

## Nokia

Nokia 2865

Nokia 3155

Nokia 5800

Nokia 6155

Nokia 6255

Nokia 6265

Nokia 6275

Nokia 6303

Nokia N79

Nokia 5130

Nokia 6700

Nokia 2330

Nokia 6303

Nokia 2700

Nokia 8800

Nokia 2730 classic

Nokia 3710 fold

Nokia 6720

Nokia 2220s

Nokia 2330

Nokia 2700

Nokia 2730 Classic

Nokia 3720

Nokia 5230

Nokia 5700

Nokia 5800

Nokia 6110

Nokia 6120c

Nokia 6121c

## Nokia con't

Nokia 6124

Nokia 6210

Nokia 6210 Navi

Nokia 6303i

Nokia 6303i Classic

Nokia 6600i

Nokia 6730

Nokia 6760

Nokia 6770

Nokia 7100

Nokia 7230c

Nokia 7510

Nokia 8800GoldArte

Nokia E51

Nokia E52

Nokia E65

Nokia E66

Nokia E71

Nokia E72

Nokia E75

Nokia N73

Nokia N76

Nokia N78

Nokia N80

Nokia N81

Nokia N81 8GB

Nokia N85

Nokia N93

Nokia N96

Nokia N97

Nokia N97 mini

Nokia X3

Nokia X6

## Nexian

Nexian C951 21

## Pantech

Pantech PA-711

Pantech PA-715S

Pantech CDM8074

Pantech Reveal

Pantech Impact

Pantech Multisynch

## Samsung

Samsung C3050V

Samsung M310

Samsung S3500V

Samsung S7220

Samsung S7350

Samsung SCH-299

Samsung SCH-E159

Samsung SCH-F309

Samsung SCH-F519

Samsung SCH-F679

Samsung SCH-M569

Samsung SCH-S259

Samsung SCH-S379

Samsung SCH-W619

Samsung T459

Samsung S3500 19

Samsung H1

Samsung Pinger

Samsung SCH-B139

Samsung SCH-B189

Samsung SCH-B239

Samsung SCH-B259

Samsung SCH-F309

Samsung SCH-F519

Samsung SCH-S259

Samsung Propel

## Samsung

Samsung 777

Samsung Mythic

Samsung Flight

Samsung Blackbox

Samsung BourbonST

Samsung i450

Samsung i520

Samsung i550

Samsung i560

Samsung Jack MR

Samsung M710

Samsung M715

Samsung M720

## Sony Ericsson

Sony Ericsson C903

Sony Ericsson S312

Sony Ericsson W205

Sony Ericsson W508

Sony Ericsson W705

Sony Ericsson W705

Sony Ericsson W715

Sony Ericsson W890

Sony Ericsson W995

Sony Ericsson U10i

Sony Ericsson C901

Sony Ericsson U10i

Sony Ericsson U1

## Sonim

Sonim XP3.20

Sonim XP3 Quest

Sonim XP3.2 Quest Pro

## Spice

Spice-D-1111

Spice C810

Spice D-6666

Spice M-940n

Spice S-6005

Spice D1111 Dual SIM

Spice S 1000

Spice S-707n

Spice X-1

## UTStarcom

UTStarcom CDM 8964

UTStarcom PCS 1450V

## Vodafone

Vodafone 340

Vodafone 540

Vodafone 545

## Zen Mobile

Zen Mobile Z77

## ZTE

ZTE Cute

Black: 1Q-3Q 2009

Red: 4Q 2009





**Opera's big opportunity: 50 million mobile users**





# How to deliver revenue on 50 million mobile users

## Short term: operators

- Revenue share on traffic and content
- Migration of users to paying operators
- License per active user

## Long term: direct revenues

- Develop direct billing integration technology
- Revenue types: advertising, content, partnership deals

# The flexible operator business model

## Examples from Russia



### Megafon

- Opera Mini data plans
- Revenue share on traffic/data generated by Opera Mini users

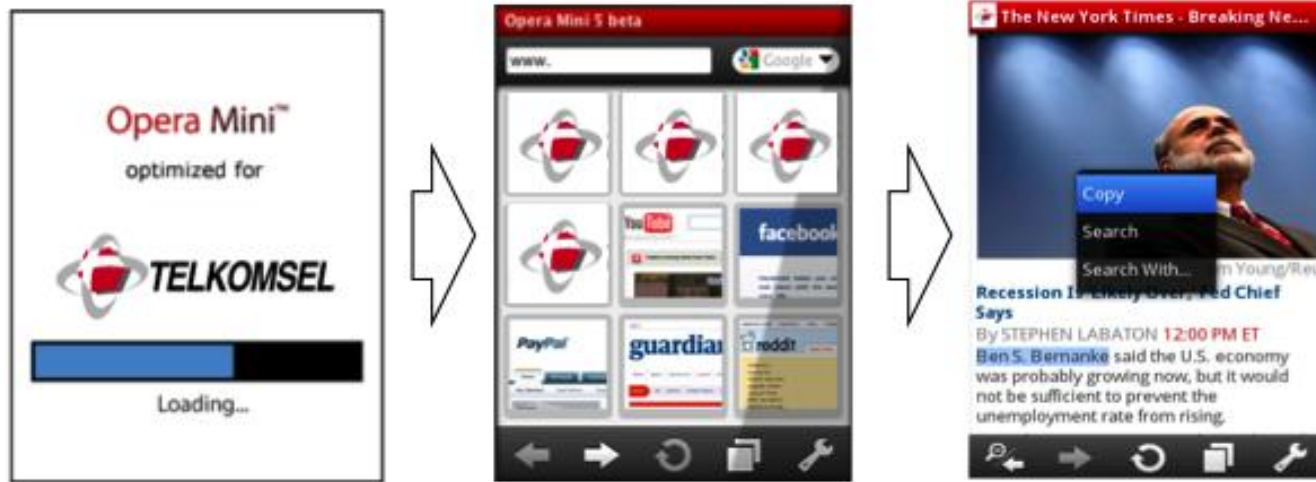


### MTS

- New customer
- Revenue generated on content and traffic
- Bespoke, integrated billing system allows for easy revenue generation

# The flexible operator business model

## Example from Indonesia



- Indonesia's number one operator: 50% market share
- Optimized Telkomsel version of Opera Mini 5
- Billing integration, and home page content
- Opera Mini data plan

# The flexible operator business model

## Examples from South America and Philippines

- TIGO (part of Millicom): Multi-country deals in Guatemala and Honduras
- Localized for each country and downloaded over-the-air (OTA)



- Customized SMART versions of Opera Mini 4 and Opera Mini 5
- SMART: More than 40 million subscribers



# A worldwide operator footprint

## Operator-branded (9):

**AT&T (USA) (New)**

**Cell One (Namibia)**

**Debitel (Germany)**

**O2 (Slovakia & Germany)**

**SK Telecom**

**Swisscom (Switzerland)**

**T-Mobile International**

**Tata Teleservices (India)**

**Vodafone Group**

## Opera branded Revenue-share (6):

**MTS (Russia) (New)**

**Megafon (Russia) (New)**

**Tigo (Guatemala) (New)**

**Tigi (Nicaragua) (New)**

**Smart (Phillipines) (New)**

**Telkomsel (Indonesia) (New)**

# The revolution will be televised



- Market is growing rapidly:
  - 14.7 million connected TVs to ship in 2009
  - 87.6 million connected TVs to ship in 2013
- Already signed up leading customers such Sagem, Philips, Toshiba, Sony, etc.
- Target 2010: signing up additional TV customers
- Services include widgets, browsing, video-on-demand, entertainment applications and other over-the-top services

# Nintendo introduces DSi upgrade with Opera

- Nintendo DSi XL
- A slightly larger, more powerful version of Nintendo's hot-selling gaming device
- Features the Opera browser





# Expanding Opera's range of devices

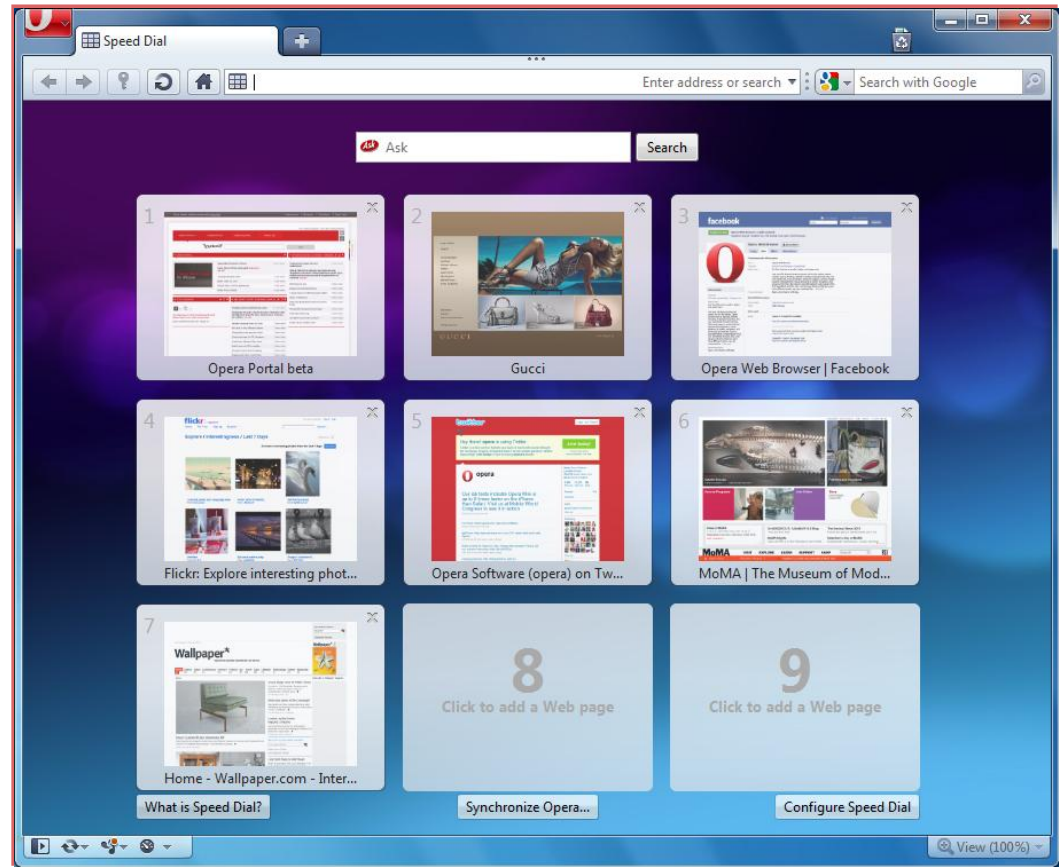
- Opera Mini on **Zeebo** gaming platform
- **GooMe** selects Opera to deliver innovative Web, TV, and more via IPTV
- Opera on **3View**'s Freeview HD, world's first HD set-top box capable of receiving free-to-air broadcasts



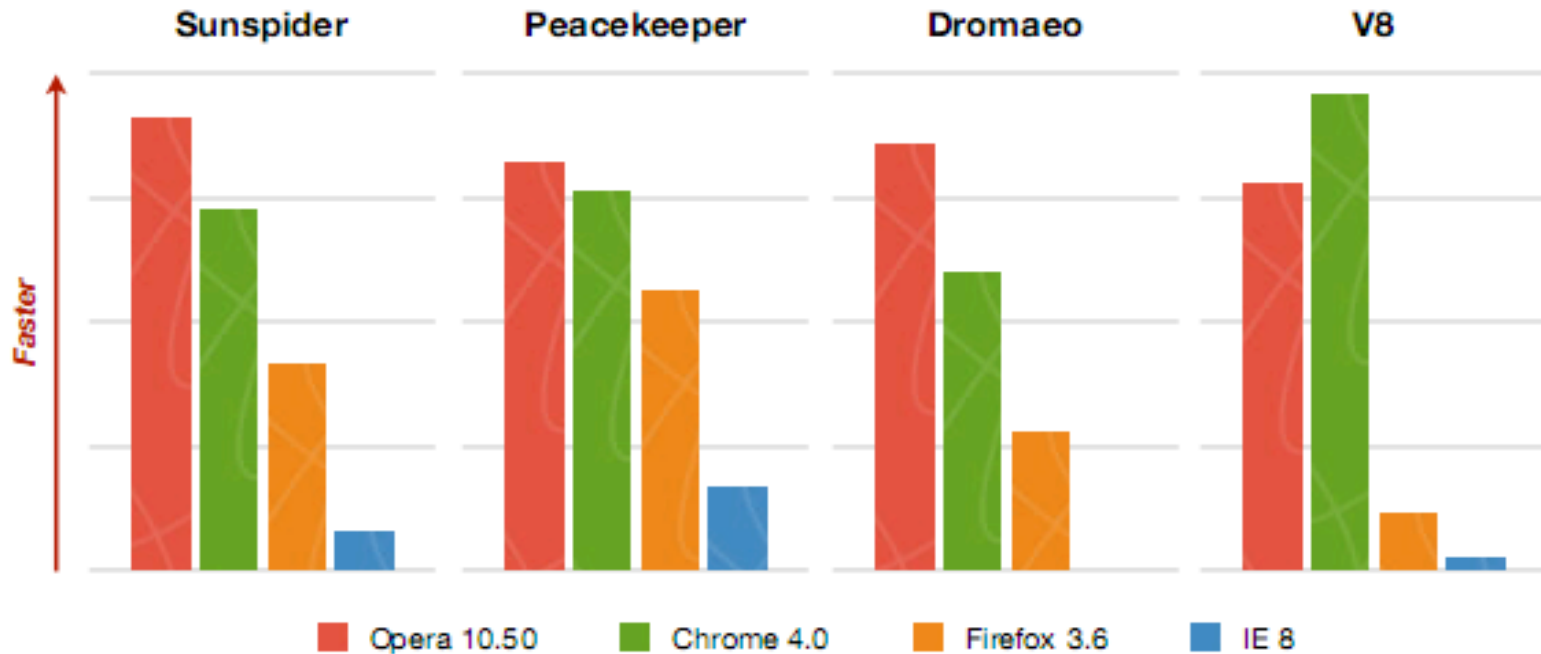


# Opera 10.5: a new frontier in Web browsing

- The ultra-scalable business model is already in place
- The equation is simple: More users = more revenues



# The world's fastest browser



- Opera 10.5 introduces our newest JavaScript engine, Carakan
- Carakan will enable a new, more powerful type of Web application

# Praise for Opera 10.5



*"The Rolls Royce of browsers has long been the innovation lab for the rest of the industry, with rivals touting features first seen on Opera as their own 'inventions' years later."*



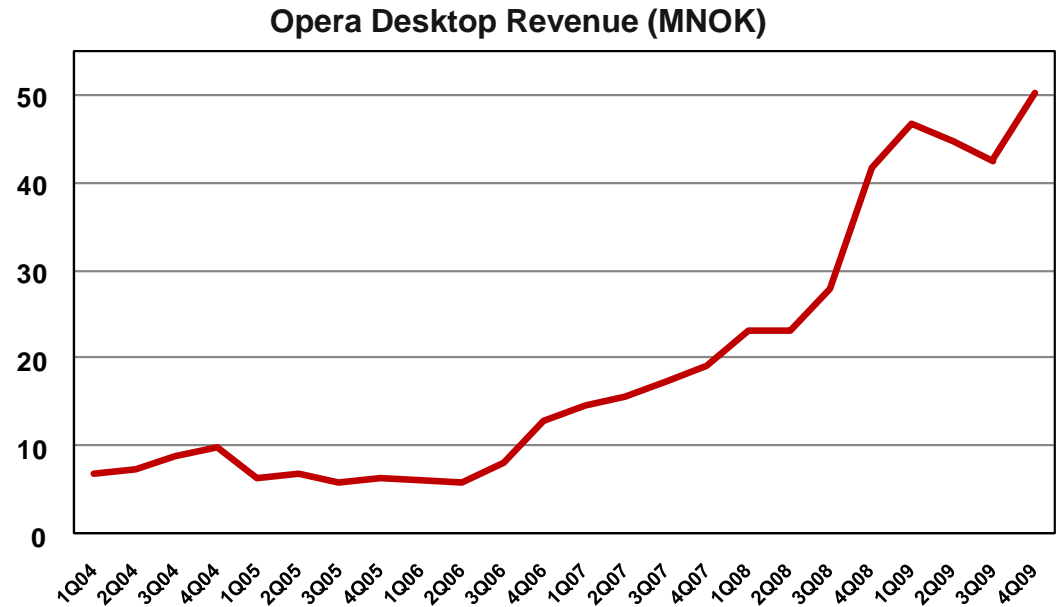
*"Opera 10.50 beta is out, and it's a real speed demon!"*



*"Yes, it's here! Yes, it's faster than Google Chrome!"*

# Opera for Desktop: Revenue growth

- Revenue growth of 20% compared to 3Q08 (37% in constant currency)
- User growth 37% compared to 4Q08 and 11% vs 3Q09



# Bringing choice to Europe



- New Windows 7 browser ballot screen coming shortly
- Opportunity to attract millions of new users

# Hi iPhone. Meet Opera Mini



*“Opera Mini beats the pants off iPhone's Safari browser by a wide margin.”*

– Eric Zeman, *InformationWeek*

*“The brief look I got was impressive. It's fast, for a start...And it's very easy to use”*

– Ciara O'Brien, *Irish Times*

*“Today I tried out Opera Mini running on the iPhone, and it kicks Safari's butt.”*

– Charlie Sorrell, *Wired*

# Opera Mini and Opera Mobile on Android



- Opera Mini 5 and Opera Mobile 10 coming to Android devices
- Operators save on bandwidth costs thanks to Opera Mini compression and Opera Turbo on high-end phones



# Thank you for listening

## Key strategic objectives



## Committed to profitable growth in 2010

- Build volume in existing tier-1 operator deals
- Sign up more tier-1 operators
- Focus on monetizing the 50 million+ mobile users
- Continue to grow desktop user base
- Strengthen leadership position in the growing connected TV market