



Third Quarter 2013

3Q 2013 Financial Highlights

	Financial metric	3Q13 (MUSD)	3Q12 (MUSD)
Revenue	Total revenue	75.5	56.4
Profitability	Adj. EBITDA*	22.5	17.0
	EBIT	15.6	13.7

- Revenue growth of 34%
- Record revenue, profit and cash flow
- Strong revenue growth from Mobile Operators and Mobile Publishers & Advertisers

* Non-IFRS EBITDA excludes stock option costs



Financial review

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Financial Highlights 3Q13

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Revenue	Total revenue	75.5	56.4
Profitability	Adj. EBITDA*	22.5	17.0
	EBIT	15.6	13.7
Cash generation	Operating Cash Flow	20.1	5.1
	Free Cash Flow**	15.8	4.3

*Non-IFRS EBITDA excludes stock option costs

** Operating Cash Flow less capital expenditures

3Q13 Actuals versus Guidance

	3Q 2013 Actuals	3Q 2013 Midpoint Guidance*
Revenue	MUSD 75.5	MUSD 74.5
Adj EBITDA**	MUSD 22.5	MUSD 22.0
EBIT	MUSD 15.6	MUSD 15.5

*Provided at 2Q13 Presentation (August 16th, 2013)

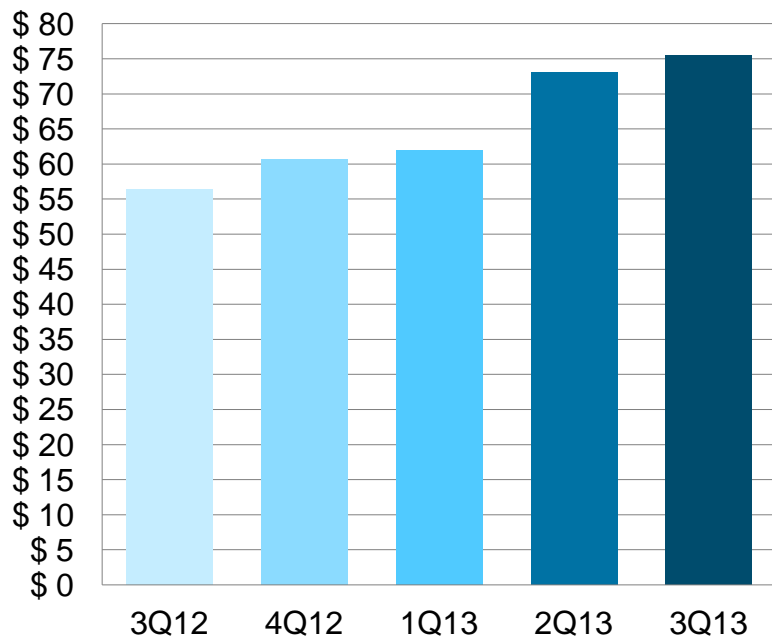
** Non-IFRS EBITDA excludes stock option costs

3Q13 Financial Review

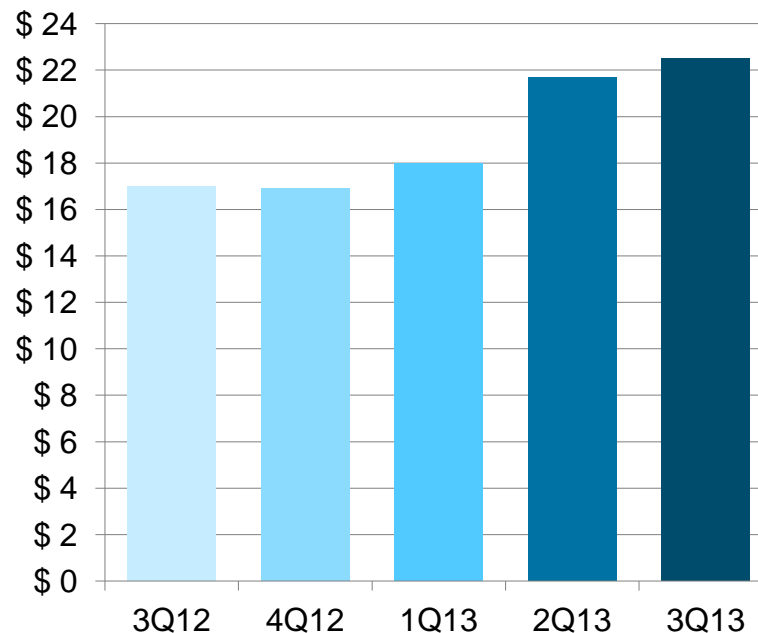
MUSD	3Q13*	3Q12	Q on Q
Revenue	75.5	56.4	34%
Cost of Goods sold-	14.9	6.3	137%
Payroll and related expenses -	25.9	23.6	10%
Stock option costs -	1.0	0.8	23%
Depreciation and amortization -	5.8	2.4	139%
Other operating expenses -	12.1	9.5	28%
Total expenses =	59.9	42.6	40%
EBIT	15.6	13.7	14%
Net Income	1.3	6.5	
EPS (USD)	0.011	0.055	
Non - IFRS Net Income	14.0	10.0	
Non - IFRS EPS (USD)	0.114	0.084	

Financial Highlights: 3Q12 – 3Q13

Revenue (MUSD)



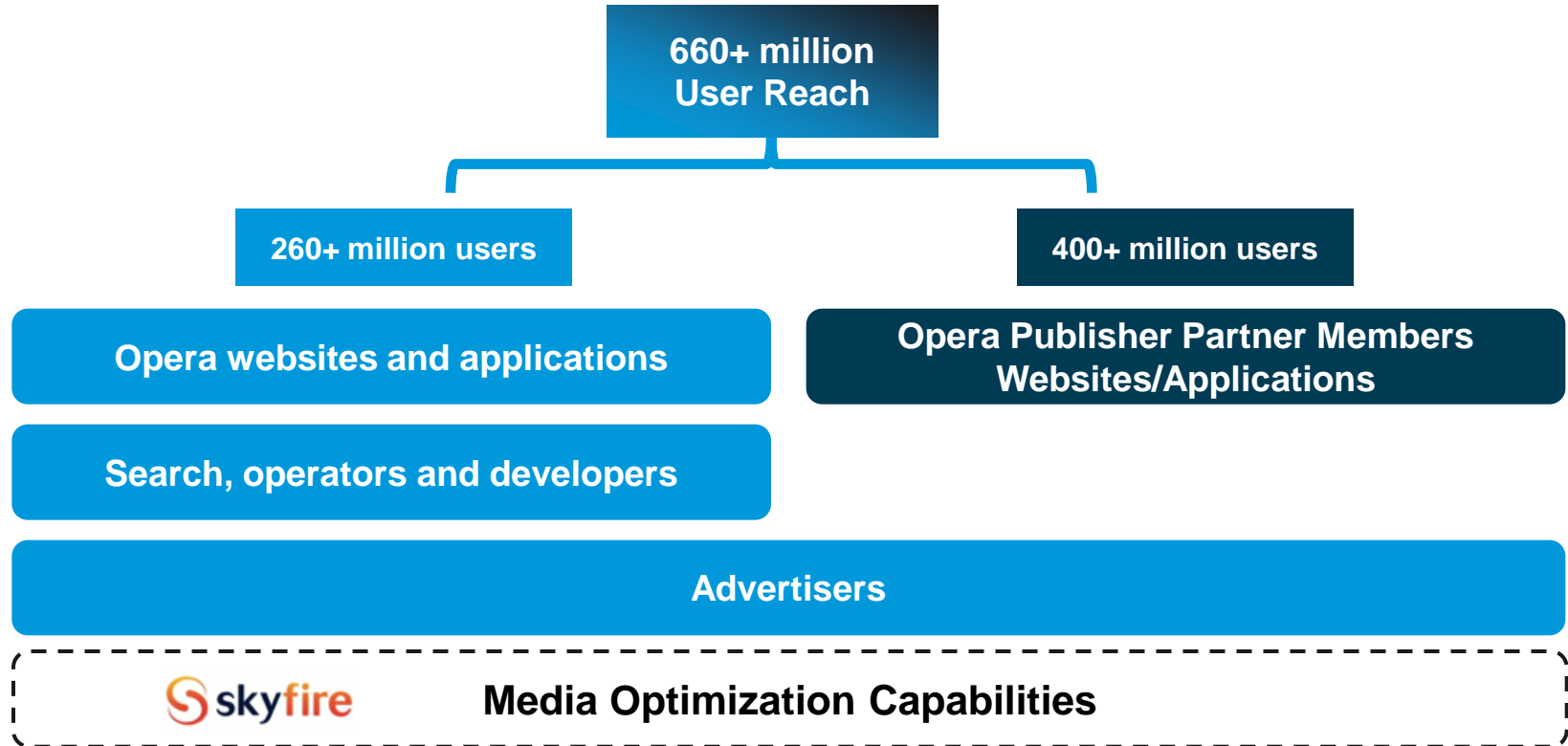
Adjusted EBITDA* (MUSD)



* Non-IFRS EBITDA excludes stock option costs and extraordinary one-time costs

Opera helps partners reach its massive mobile audience

Skyfire helps Opera power the entire global ecosystem



Revenue Growth Drivers

Operators

Users and Usage and explosion of video traffic

Mobile Consumers

Users and Usage and smartphone growth

Mobile Publishers & Advertisers

Mobile Advertising Spend from Premium Brands and Performance Advertisers

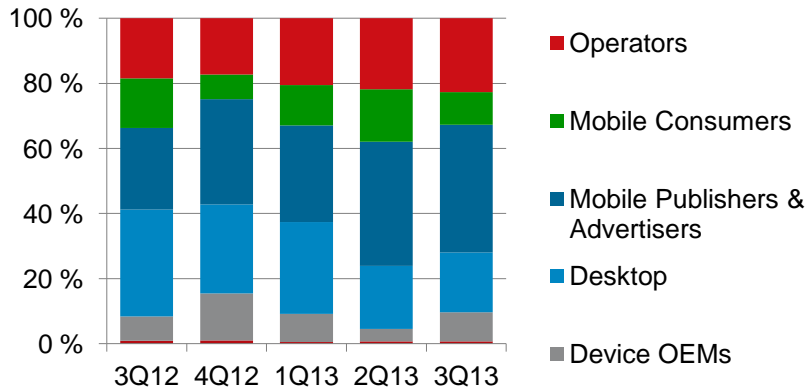
Desktop

Users and Usage

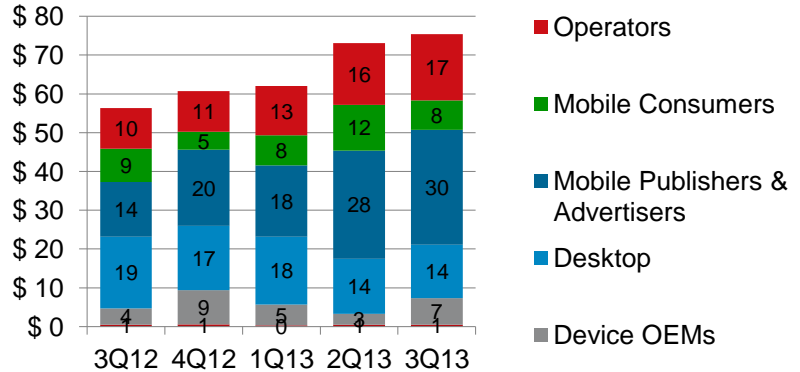
Revenue: Customer Type 3Q13

Overall revenue in line with expectations

Customer Type	
Operators	In line with expectations
Mobile Consumers – Opera Owned and Operated Properties	In line with expectations
Mobile Publishers & Advertisers – Opera Publisher Partner Members	In line with expectations
Desktop Consumers	In line with expectations
Device OEMs	In line with expectations



MUSD



Revenue: Operators 3Q13

Operator revenue in line with expectations

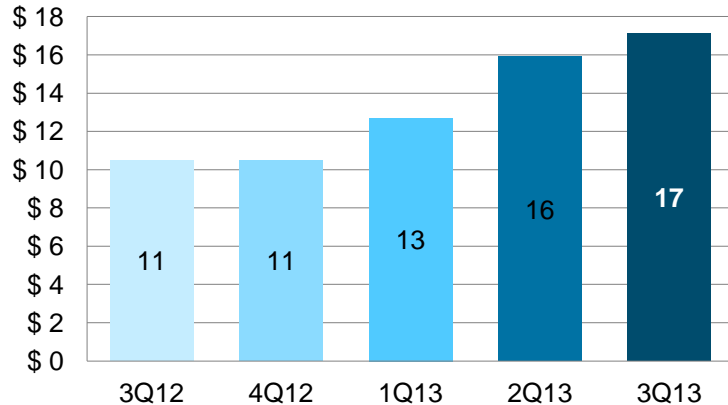
Cloud based Operator Data/License revenue up 64% to MUSD 16.1, driven primarily by Opera Mini Operator license revenue from user growth and revenue from Skyfire

Overall revenue growth: Up 64% versus 3Q12, driven by Cloud based Operator Data/License revenue growth

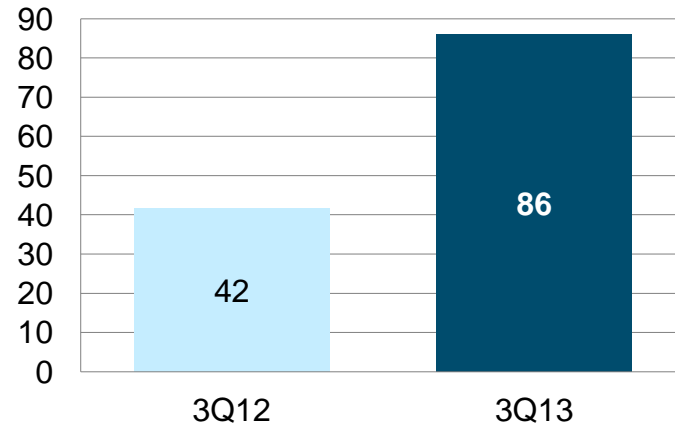
107% Operator active user growth September 2013 vs. September 2012

User growth driven by Airtel, MTN, Vimpelcom and Vodafone in particular

MUSD Operator Revenue total*



Operator Cloud Users (Million)**



* Unaudited

** Operator Opera Mini users and Operator Horizon users

Revenue: Mobile Consumers – Opera Owned and Operated Properties 3Q13

Mobile Consumer revenue in line with expectations

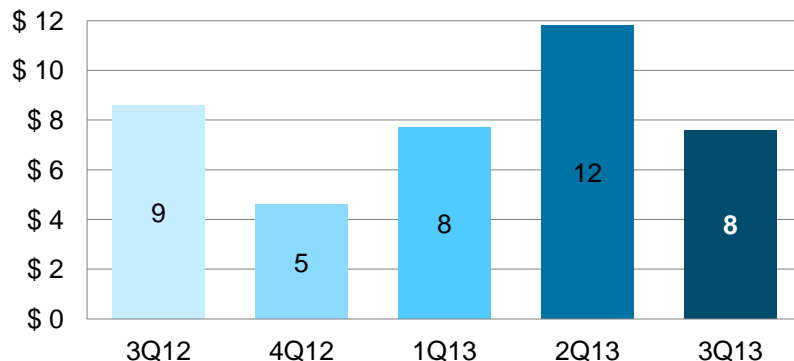
Revenue driven primarily by mobile search and advertising

262M users by end of 3Q13, up 54M compared to end of 3Q12

21.4B ad requests from owned & operated properties in 3Q13, up 299% versus 3Q12. Application downloads from OMS of 145 million in 3Q13, up 59% compared to 3Q12. Opera users of the Smartpage and Discover page increased to 48 million users by the end of 3Q13, up from 40 Million in 2Q13.

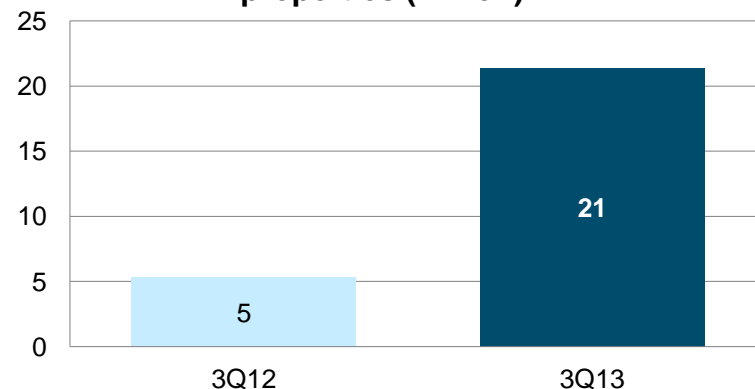
Revenue growth: -11% versus 3Q12

Mobile Consumers – Opera Owned and Operated Properties* (MUSD)



* Unaudited

Ad requests from owned & operated properties (Billion)



Revenue: Mobile Publishers & Advertisers – Opera Publisher Partner Members 3Q13

Mobile Publisher & Advertiser revenue in line with expectations

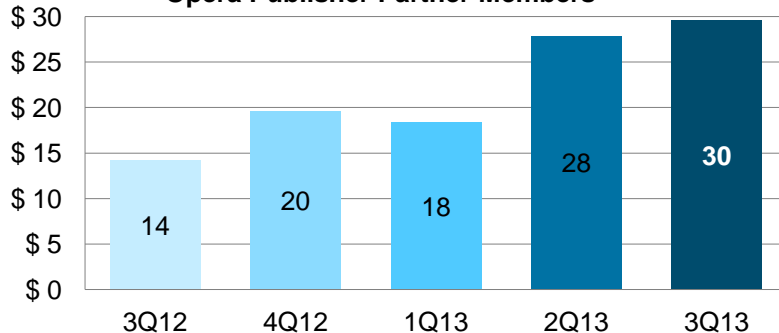
Revenue growth driven by both premium advertisers, including Apple, BMW, eBay, Levi's, Microsoft, Shell, and Sky, and performance advertisers such as Audible, Expedia and Netspend

AdMarvel managed 172B ad impressions in 3Q13, up 44% vs. 3Q12

14,000+ websites and applications enabled in 3Q13, up from 12,000+ in 3Q12 and total reach of 400m+ in 3Q13 up from 140m+ in 3Q12

Revenue growth: 110% versus 3Q12

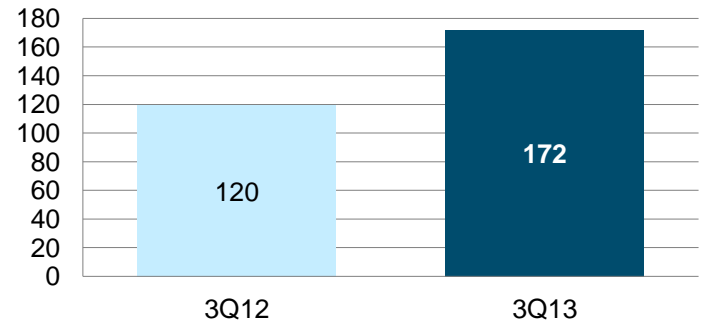
**MUSD Mobile Publishers & Advertisers
Opera Publisher Partner Members***



*Unaudited

** Includes Opera's O&O ad impressions

AdMarvel managed ad impressions (Billion)**



Revenue: Desktop Consumer 3Q13

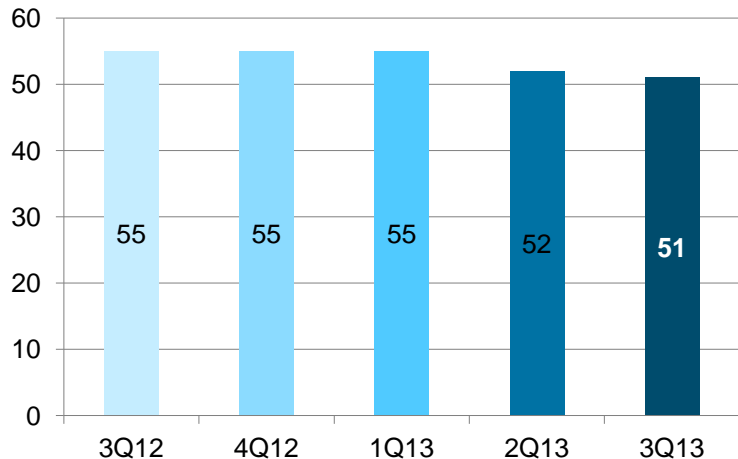
Desktop revenue in line with expectations

Solid ARPU with lower search and license revenue, partly offset by higher content and advertising revenue

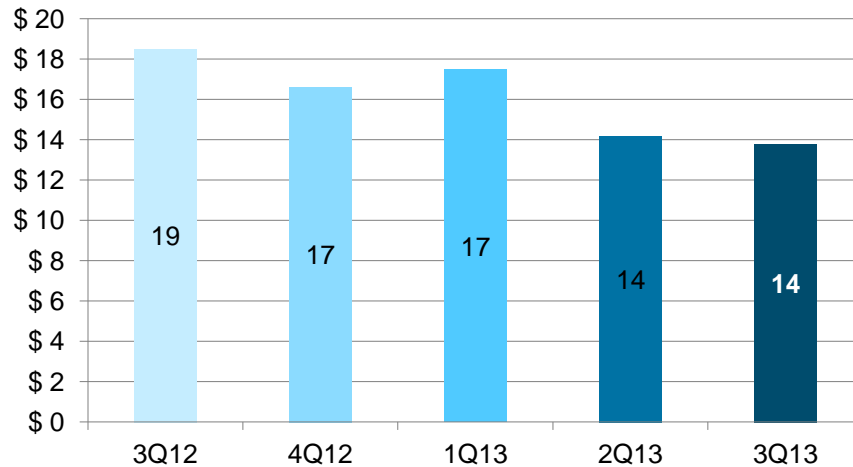
Desktop users at 51 million, down 7% versus end of 3Q12

Overall revenue growth: -25% versus 3Q12

Monthly Desktop users* (last month of quarter)



Desktop revenue* (MUSD)



* Unaudited.

User figures are in millions

Revenue: Device OEM 3Q13

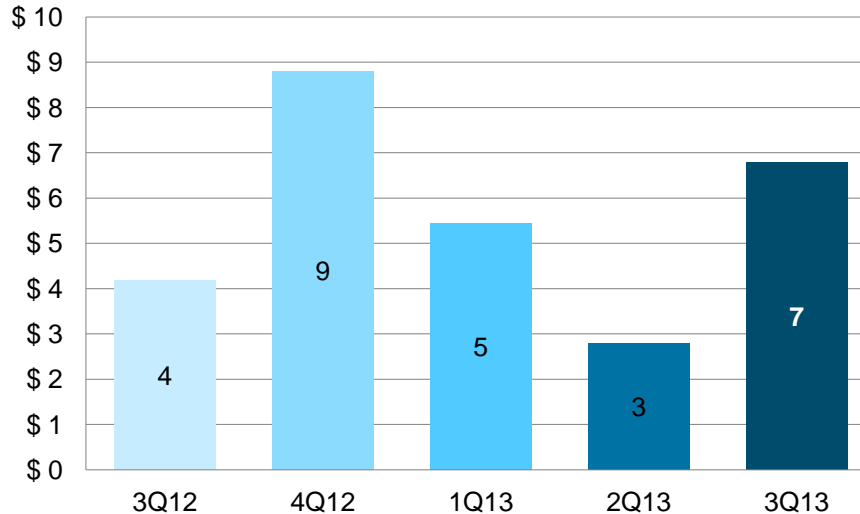
Device OEM revenue in line with expectations

Revenue driven by Connected TV customers

License revenue: ~75% of revenue

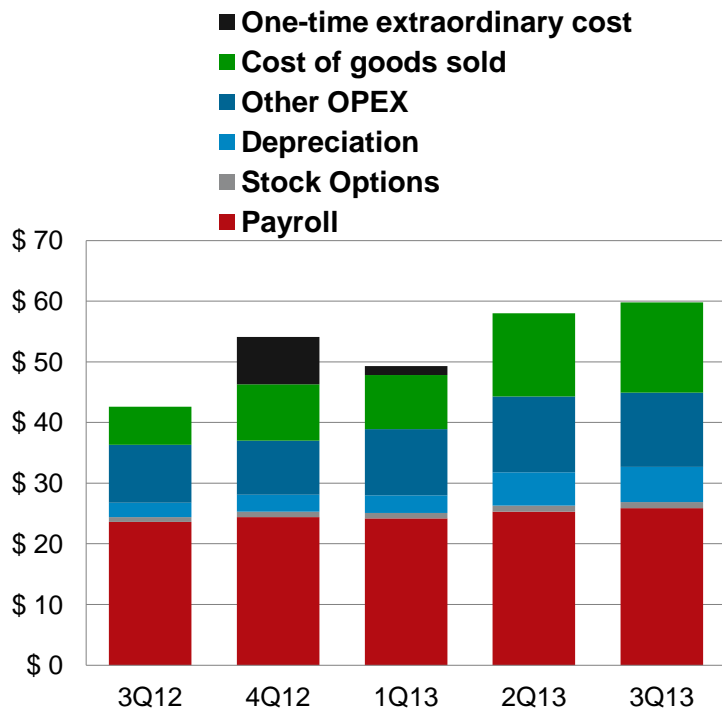
Overall revenue growth: Up 61% versus 3Q12

MUSD Device OEM revenue*



* Unaudited

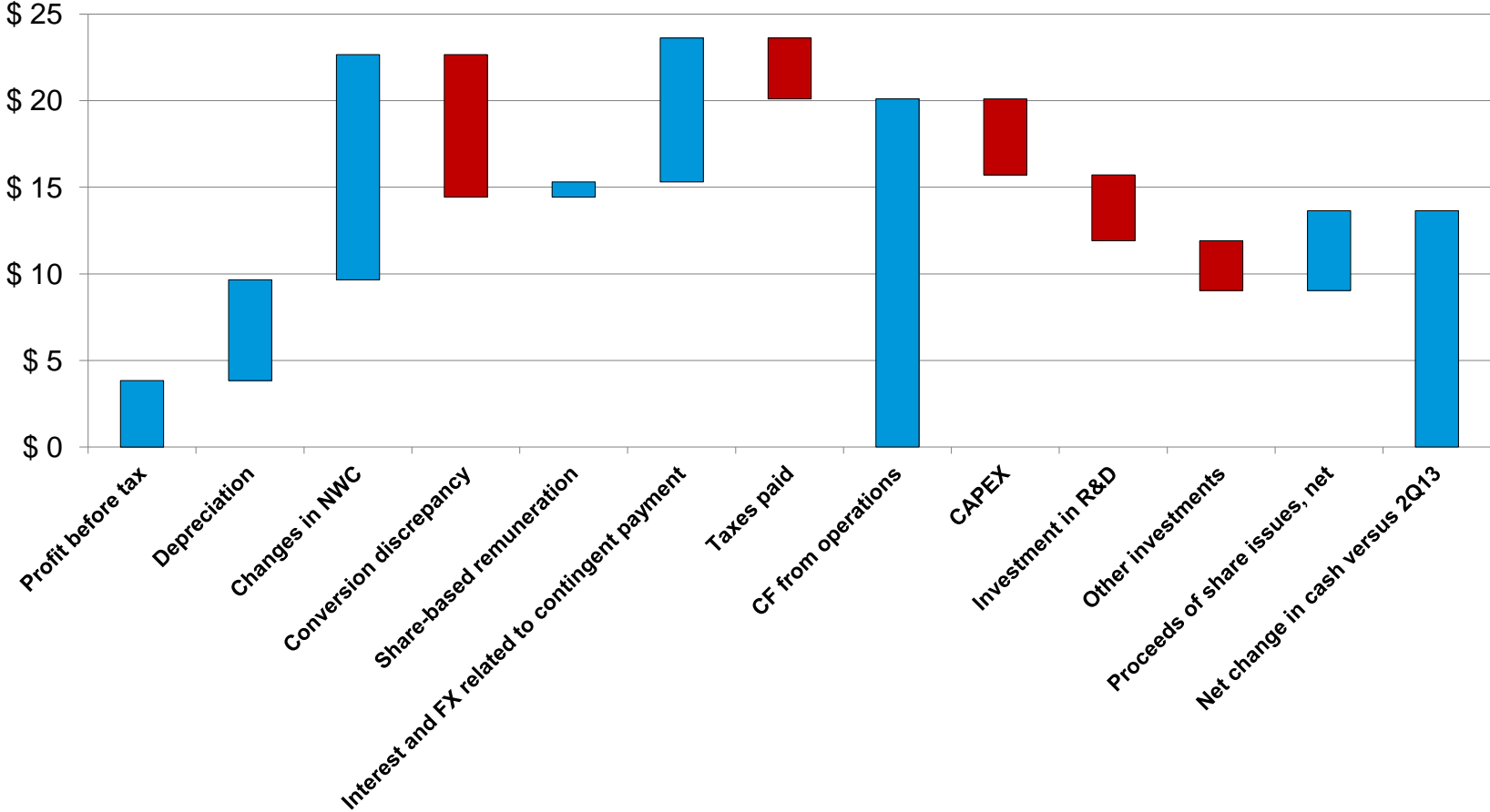
OPEX Development



*Unaudited. Also includes relevant depreciation.

Cost line	3Q13 vs. 3Q12	Comments
Payroll	10%	Higher headcount
Cost of Goods Sold	137%	Driven by 110% growth in Mobile Publisher and Advertiser revenue COGS or Publisher Cost related to Mobile Publisher & Advertiser business
Other OPEX	28%	Hosting costs* key driver (total of MUSD 4.3 in 3Q13 versus MUSD 3.2 in 3Q12)
Depreciation & Amortization	139%	Higher investments in Opera Mini server infrastructure and depreciation on intangible assets related to acquisitions
Stock options	23%	Higher strike price for granted options
Total Expenses	40%	

Cash Flow 3Q13 (MUSD)



4Q13 Guidance

Metric	4Q13 Guidance
Revenue*	MUSD 83.5-87.5
Adj EBITDA***	MUSD 21.5-24.5
EBIT**	MUSD 16-19

* Assumes currency remainder of 3Q13 (NOK 6.0 /USD, USD 1.3 /EUR)

** Earnings before interest and taxes, excluding extraordinary/one-time costs and acquisition costs.

4Q13 Guidance Overview

		Vs. 3Q13*	Comments
Revenue	Operators	Flat	Solid cloud based license/data revenue
	Mobile Consumers	Up	Solid user growth and solid ARPU
	Mobile Publishers & Advertisers	Up	Strong growth in a seasonally strong quarter
	Desktop	Flat/Up	Stable user trend and solid ARPU
	Device OEMs	Down	General trend
Expenses	Payroll	Up	Growing headcount in MP&A business
	Cost of goods sold	Up	Reflecting Mobile Publisher & Advertiser revenue trend
	Stock option costs	Flat	General trend
	Depreciation	Up	Continued investments in cloud based server hosting infrastructure
	Other Opex	Up	High activity quarter

Assumes currency remainder of 4Q13 (NOK 6.0 /USD, USD 1.3 /EUR)

2013 Guidance

Metric	2013 Guidance (prior***)	2013 Guidance (new)
Revenue*	MUSD 290-298	MUSD 294-298
Adj EBITDA**	MUSD 81-87	MUSD 84-87
EBIT**	MUSD 58-64	MUSD 61-64

* Assumes currency remainder of 2013 (NOK 6.0 /USD, USD 1.3 /EUR)

** Earnings before interest and taxes, excluding extraordinary/one-time costs and acquisition costs.

*** Prior guidance refers to 2Q13 presentation



Operational Update



We're still very pleased with the strong growth

Lots of new opportunities emerging with a strong pipeline
Existing products and services are performing really well in the market

Opera Browser:
Strong user growth and innovation

Operator Solutions:
Strong momentum for Skyfire/operator portfolio

Opera Mediaworks:
Record revenue quarter

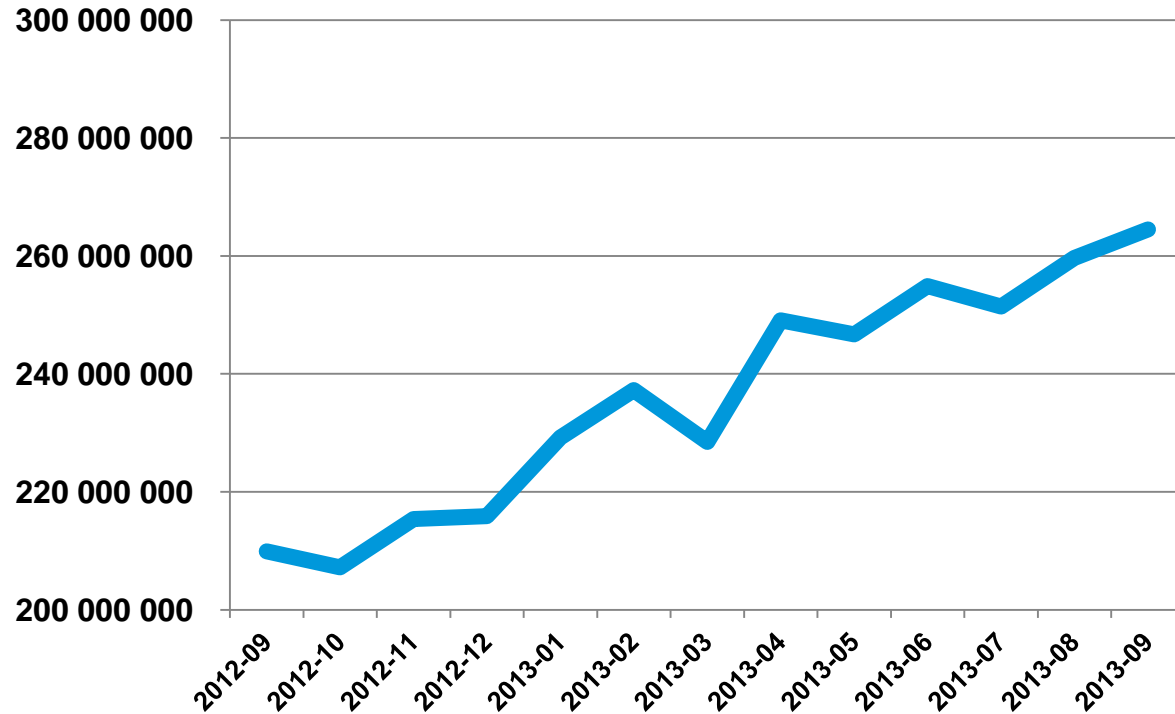




Opera Browser

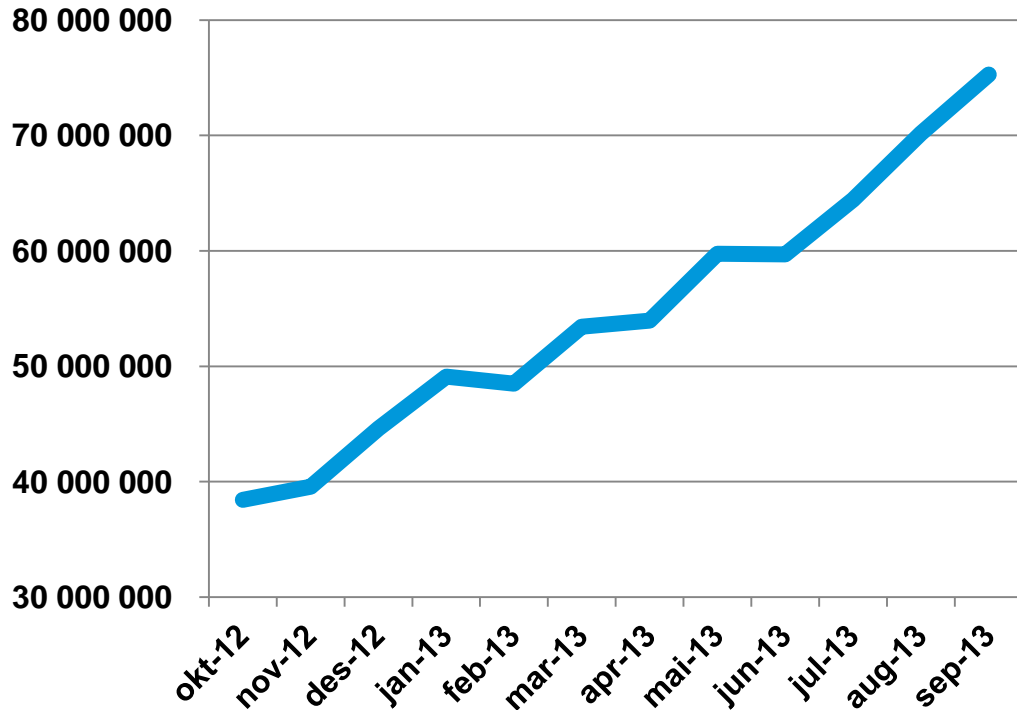
260+ million active monthly mobile users

Strong growth last 12 months



More than 75 million active monthly Android users

Strong growth last 12 months



The Great Migration: Users stick with an Opera product when switching from feature phones to smartphones



Feature phone

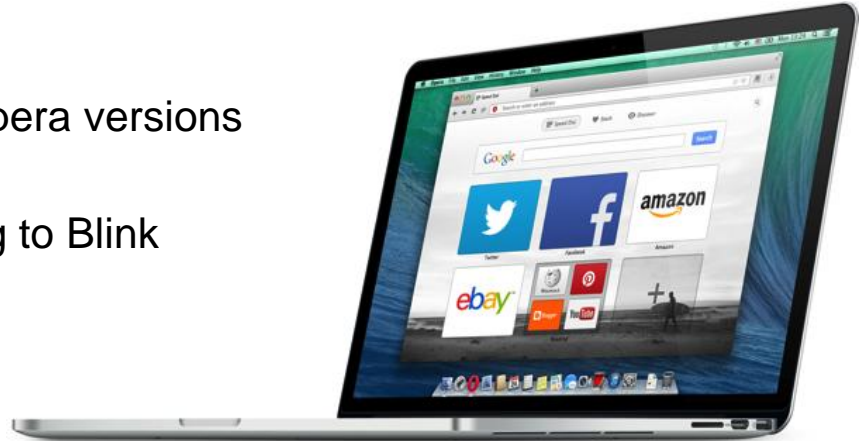


Smartphone

We see an improved retention in our new browser Opera for Computers

Retention rate is higher than previous Opera versions

New opportunities emerging by switching to Blink
rendering engine on Chromium



We've signed a strategic partnership with Samsung

Opera and Samsung will under the contract work together on the evolution of Samsung Smartphones

Further information will be made available when Samsung launches their products



A dedicated Blink team at Opera contributing to the Chromium project

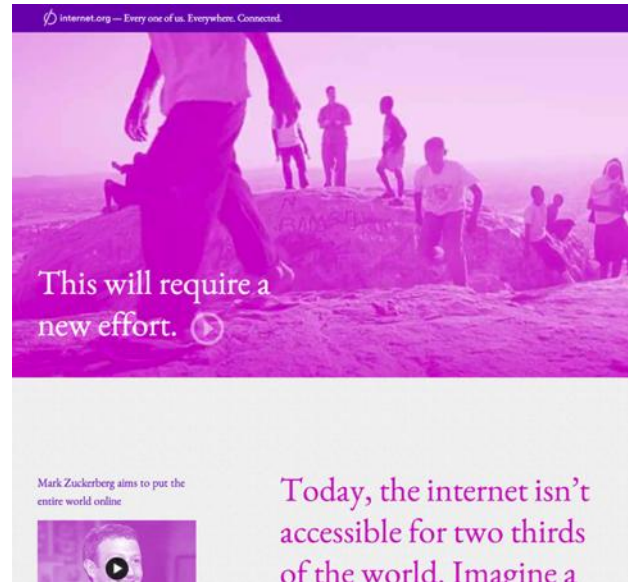


We've partnered with Facebook and others to connect the next five billion online

Internet.org is a global partnership between technology leaders to bring the internet to the rest of the world's population.

Partners to explore solutions in three opportunity areas:

- Affordability
- Efficiency
- Business models



No. 1 from Coast to Coast

Top Lifestyle App in U.S., Japan, Taiwan, South Africa, Russia, Austria, Finland, Belarus, Czech Republic, Germany, Latvia, Hong Kong, Ukraine, Singapore, Switzerland and Sweden

Country	Free				
	#1	#2	#3	#4	#5
United States					
Japan					
United Kingdom					
Germany					
Canada					
France					
Italy					
Switzerland					
Russia					
South Korea					
Netherlands					





Operator Solutions



Lots of trials, new deals, growing pipeline and scaling organization

Three EMEA-based live network trials with
Rocket Optimizer ongoing

New Opera Mini co-brand and Opera Web
Pass deals signed

First Rocket Optimizer project initiated with
Telenor

Grown organization significantly to support
delivery for new customers around the world



Strong partnerships with more than 130+ global operators, and growing...



New two year agreement signed with MTN Group

Agreement covering Opera Mini co-brand and Web Pass for all MTNs local operations across Africa

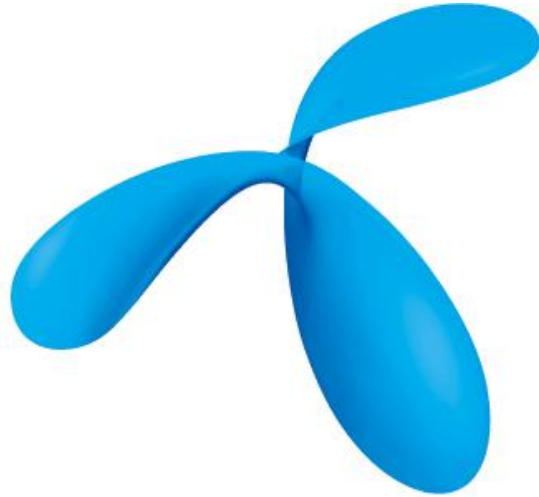


Strategic Web Pass Agreement signed with Airtel

Agreement covering Opera Web Pass for Airtel's local operations across Africa



**First project initiated under the
Telenor GFA for video optimization**



grameenphone

Sprint phones with Horizon Extension Browser Bar



Samsung Galaxy S4



Samsung Galaxy Note 3



LG G2



Samsung Galaxy Tab 3

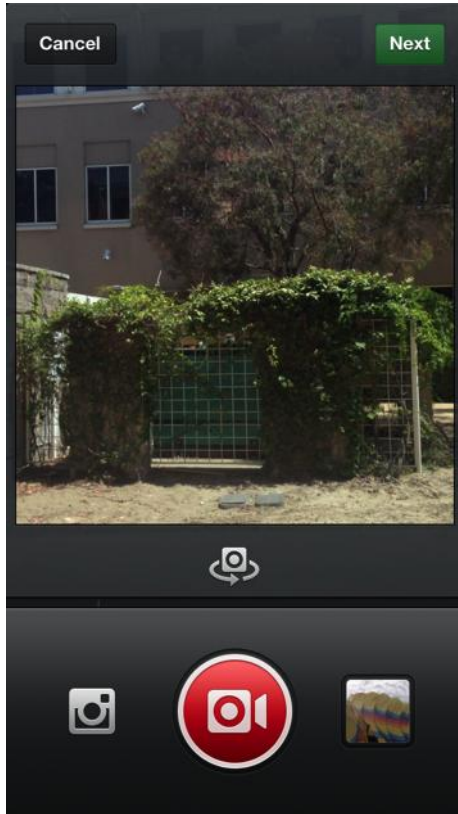
We have joined two powerful Technological Alliances

Pre-integrated solutions with F5 and Procera Networks for delivering mobile video optimization to a global network of Operators

Allows the SDN/NFV vision to be realized more quickly by mobile operators

Enabling the most efficient resource utilization across the mobile network by invoking the cloud for real-time video optimization





A strong need for Video Optimization

New video services such as Vine and Instagram are completely changing the video landscape

Growing demand confirmed by increased amount of trial requests and RFX processes

Horizon 7.0 launched in October

Ready for international expansion:
Tier 1 Operator in Europe has already signed up for trial in 2014



Our operator offering has evolved massively over the last 12 months and is getting strong traction in the market



Opera Mini co-brand



Opera Web Pass



Horizon Browser
Extension Platform



Rocket Optimizer



Opera TV

Opera TV

A complete product portfolio for the TV industry



SDK

HTML5 rendering engine
powering user interfaces



TV Store

Bringing popular web content
to the big screen



Interactive TV Ads

Enhancing the 30 second spot

Signed deal with leading European Pay TV operator opening a new market and customer group

- Pay TV operators now look to match retail offerings
- 10th Opera TV Store customer signed
- Opera TV Store will power the operators' app store offering on next gen set-top boxes
- Opera SDK will power popular web based apps
- Set-top boxes to launch in first half of 2014



Opera TV Snap is a success

More than 100 popular web channels published in record time



New Blink/Chromium based SDK for TV

First to bring the TV industry a commercial-grade SDK based on the Blink rendering engine from the Chromium project

Delivers a state-of-the-art embedded HTML5 engine that OEMs and Silicon vendors can integrate in their devices





Opera Mediaworks



A premium mobile publisher and advertiser platform with a complete service offering



AdMarvel

Ad Technology
Publisher Platform
Agency Platform

mobiletheory.

US Premium Network

4thscreen WE SPEAK MOBILE ADVERTISING

European Premium Network
Creative Hub

OPERA
mediaworks
performance

Focused on CPA
Global Platform

An overview of our strong core metrics



14K+

Mobile Sites & Apps

400M+

Monthly Unique Consumers

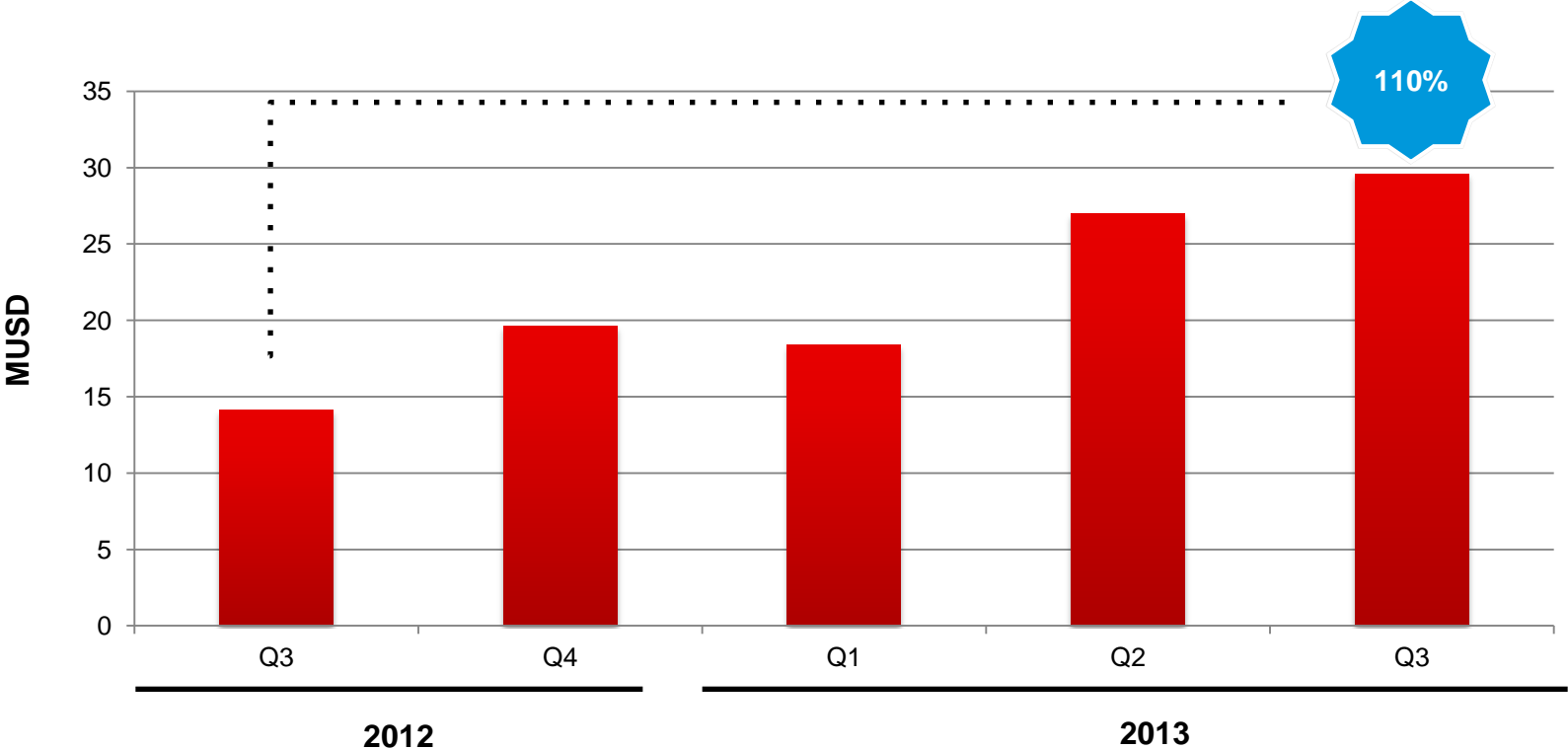
60B+

Ad Impressions/Month

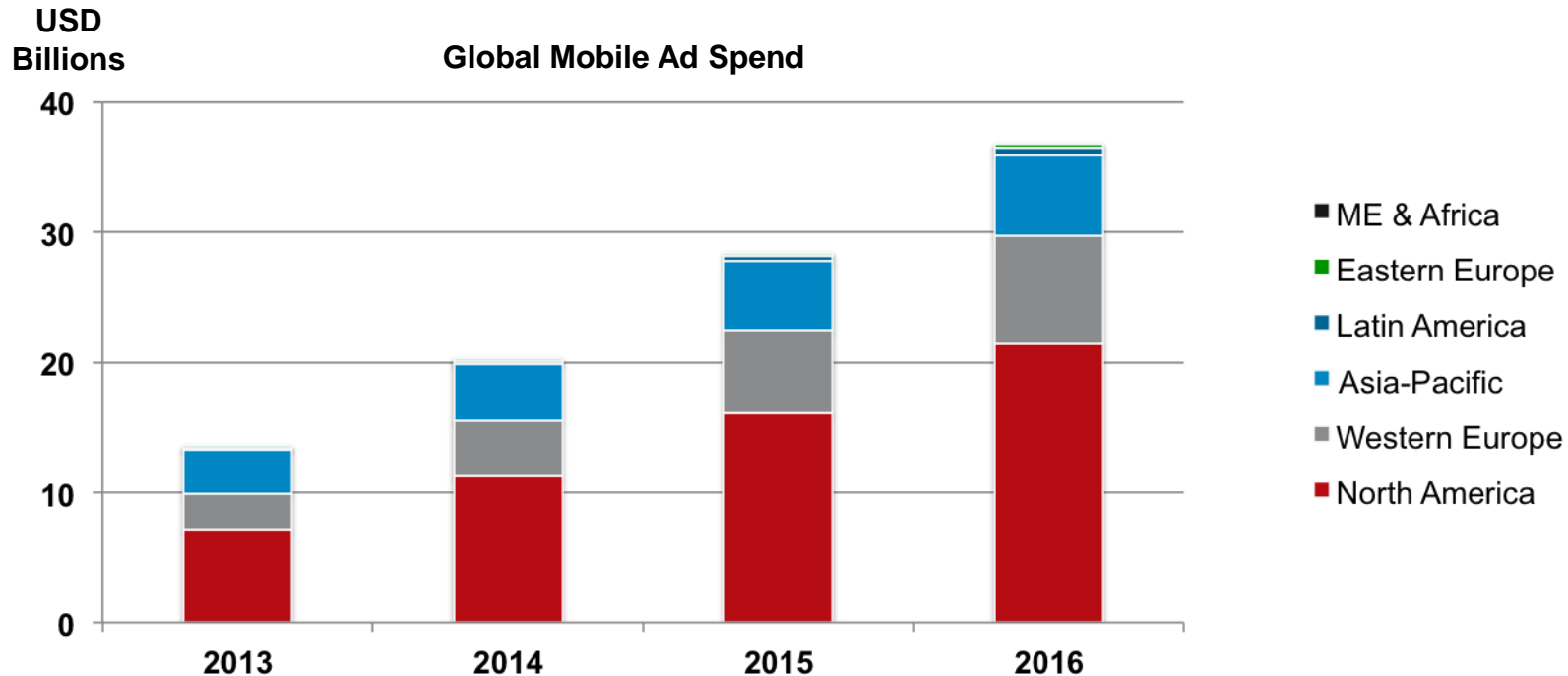
\$600M+

Expected Ad Revenue Enabled in 2013

We continue to deliver record revenues within the mobile advertising business



We benefit from attractive underlying growth rates in the mobile advertising space



Source: eMarketer, December, 2012

We are working hard to outperform the market

Here are our key growth drivers:

Geographic Positioning

Stronghold in largest and fastest growing regions, while preparing new markets through launch of global sales team, particular in established Opera browser markets

Continuous improvement of advertisement offering

Targeting, rich media and video

Broadening portfolio

Recent launch of performance based offering to capture non-premium advertising

Market awareness

Grown to strong recognition in marketplace, both among advertisers and publishers, as well as media



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