

# Quarterly Report

**2Q 2011**



# Opera Quarterly Report 2Q11

Revenue was MNOK 214.8 in 2Q11, up from MNOK 168.9 in 2Q10, an increase of 27%. EBIT was MNOK 44.5 in 2Q11 compared to MNOK 28.8 in 2Q10.

## Operational Highlights

### ■ Operators

Operator- and co-branded Opera Mini users reached 16.2 million by the end of 2Q11, up 260% versus the end of 2Q10

3 new operator agreements were announced, including the leading operators in Thailand (AIS) and Malaysia (Maxis)

### ■ Mobile OEMs

Opera announced an agreement for the distribution of Opera Mobile and Opera Mini with Spreadtrum, the leading Chinese chipset manufacturer

### ■ Device OEMs

Opera signed an agreement with Humax, a leading player in the ConnectedTV market

### ■ Desktop

Desktop users reached 55 million by the end of 2Q11, up 20% versus the end of 2Q10

Opera launched version 11.50 for Desktop

### ■ Mobile Consumers & Publishers

Opera-branded Opera Mini users reached 115 million at the end of 2Q11, up 93.5% versus the end of 2Q10

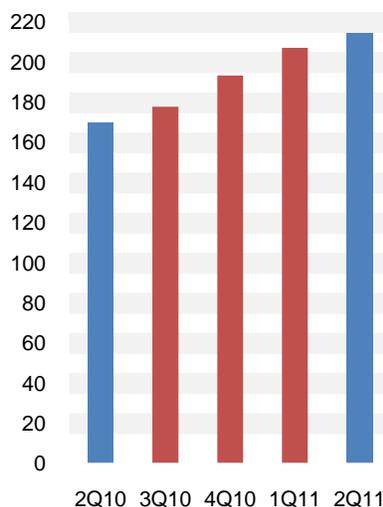
Opera Mini 6 browser for iOS was made available for download on the Apple App Store, for both the iPhone and iPad

The Opera Mobile Store recorded 22 million downloads in June and ranks as the world's sixth largest mobile application store

Opera opened the Opera Open Mobile Ad Exchange for business

Total advertising impressions grew 214% to 53 billion in 2Q11 compared to 2Q10

Revenue (MNOK)



### Stock option costs

Total stock option costs for 2Q11 were MNOK 4.1 compared to MNOK 3.9 in 2Q10, an increase of 6%. Stock option costs were higher primarily due to new employee options granted during the last twelve months.

### Depreciation and amortization

Depreciation and amortization expenses in 2Q11 were MNOK 7.4 compared to MNOK 5.6 in 2Q10, an increase of 33%. Depreciation and amortization costs increased primarily due to higher investments in Opera Mini server infrastructure.

### Other operating expenses

Other operating expenses in 2Q11 were MNOK 47.3 compared to MNOK 35.5 in 2Q10, an increase of 33%. Other operating expenses increased in 2Q11 versus 2Q10 primarily due to higher server hosting, travel and marketing costs.

### EBIT

EBIT was MNOK 44.5 in 2Q11 compared to MNOK 28.8 in 2Q10. EBIT, excluding stock option costs, was MNOK 48.6 in 2Q11 versus MNOK 32.6 in 2Q10. EBITDA was MNOK 52.0 in 2Q11 compared with MNOK 34.3 in 2Q10. EBITDA, excluding stock options costs, was MNOK 56.1 compared with MNOK 38.2 in 2Q10.

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

Net interest income was MNOK 1.5 in 2Q11 versus MNOK 1.8 in 2Q10. Opera had a foreign exchange loss of MNOK 3.1 in 2Q11 compared with a gain of MNOK 6.7 in 2Q10.

## Financials

### Revenues

Revenue in 2Q11 was MNOK 214.8, up 27% from 2Q10, when revenue was MNOK 168.9. Currency fluctuations impacted revenues negatively by 8% in 2Q11 versus 2Q10. On a constant currency basis, 2Q11 revenues increased 38% compared to 2Q10.

### Operating costs

Total operating costs for 2Q11, were MNOK 170.2 compared to MNOK 140.2 in 2Q10, an increase of 21%.

### Payroll and related expenses

Total payroll and related expenses, excluding stock option costs, were MNOK 111.4 in 2Q11 compared to MNOK 95.2 in 2Q10, an increase of 17%. Payroll and related expenses increased in 2Q11 versus 2Q10 due to higher compensation expense per employee and overall headcount growth.

### Profit for the period

Profit for the period was MNOK 28.5 in 2Q11 compared to MNOK 19.2 in 2Q10. EPS and fully diluted EPS were 0.24 and 0.24, respectively, in 2Q11, compared to 0.16 and 0.16, respectively, in 2Q10.

### Liquidity and capital resources

The Company's net cash flow from operating activities was MNOK 19.8 in 2Q11 compared to MNOK 62.3 in 2Q10. 2Q11 cash flow from operating activities was impacted positively by strong profitability and negatively by changes in net working capital. Changes in cash were impacted positively by net cash flow from operating activities and negatively by capital expenditures, the FY2010 dividend payout and a payout related to the AdMarvel FY2010 earnout. Capital expenditures, which are primarily related to Opera's hosting operations, were MNOK 16.3 in 2Q11 versus MNOK 7.4 in 2Q10.

### Cash

Cash and cash equivalents at the end of 2Q11 were MNOK 453.5, compared to MNOK 528.2 in 2Q10.

### Organization

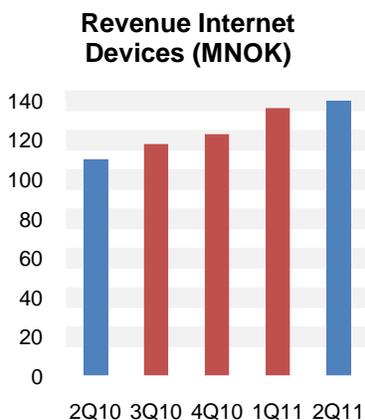
At the end of 2Q11, the Company had 737 full-time employees and equivalents compared to 707 at the end of 2Q10.

### 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 2011. By the end of 2Q11, Opera had more than 200 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 200 million active users, approximately 55 million were desktop users, 16.2 million were related to Opera Mini agreements with

operators and 121 million were Opera-branded users on mobile phones. In addition, Opera has over 10 million users on consumer electronic devices such as TVs.

### Internet Devices



### Description

Internet Devices includes revenue from mobile phones and other Internet-connected devices, such as game consoles, ConnectedTVs, IPTV set-top boxes, and portable media players; Opera Mini revenue from operators such as Motricity (AT&T) and MegaFon; revenue generated from the 100% Opera-branded Opera Mini product and revenue from mobile publishers.

### Update

Revenue from Internet Devices grew to MNOK 144.7 in 2Q11 compared to MNOK 109.9 in 2Q10, an increase of 32%.

2Q11 saw strong revenue growth from Operators, Device OEMs and Mobile Consumers and Publishers and falling revenue from Mobile OEMs compared to 2Q10. In general, Opera continued to see a marked shift in the revenue mix towards license, search, content and advertising revenue and away from development revenue.

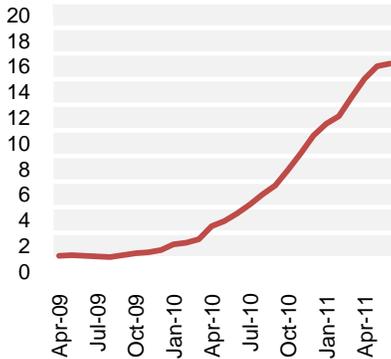
Revenue from operators increased by 41% in 2Q11 versus 2Q10, primarily due to strong license revenue from such customers as Motricity for AT&T (USA), MTS (Russia) and Telkomsel (Indonesia). Development revenue from operators was slightly down from 2Q10. Operators were the largest source of revenue within Internet Devices in 2Q11 (MNOK 75 in Revenue and 52% of Internet Device revenue), followed by Device OEMs (MNOK 35 in Revenue and 24% of Internet Device Revenue), Mobile Consumer and Publisher (MNOK 21 in Revenue and 15% of Internet Device Revenue) and Mobile OEMs (MNOK 12 in Revenue and 8% of Internet Device Revenue).

Device OEM revenue was up 17% compared to 2Q10 driven by higher license revenue from, primarily, ConnectedTV customers. Revenue from Mobile OEMs declined 45% in 2Q11 compared to 2Q10, due to both lower development revenue and lower shipments of Mobile OEM customized versions of Opera Mobile.

Within the Mobile Consumer and Publisher area, Mobile Consumer Revenue was up 67% compared to 2Q10, driven by increased revenue from the Opera Mobile Store via the partnership with Appia. In the quarter, Opera revenue in the mobile publisher area grew over 600% compared to 2Q10. Revenue growth in mobile advertising services for publishers came from both new customer acquisitions and total advertising transactions under management, with total advertising impressions up 214% to 53 billion in 2Q11 compared to 2Q10; the strongest performance in mobile advertising came from smartphone and tablet devices, with iOS and Android constituting the leading platforms.

## Operators

**Operator- & Co-Branded  
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 for 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 also offered for Opera Mobile, which is packaged for distribution to Operators and OEMs as Opera Turbo. Opera Mini and Opera Mobile with Turbo offer up to 90% content compression, all increasing an operator's implied throughput capacity of their 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.

Operator interest in Opera Mini stems from five major sources: (i) proven high

consumer adoption of high quality, full HTML browsers (which then drive data traffic and revenue); (ii) the desire both to extend data plans to mass market feature phones and provide a greater choice of data plans for smartphone subscribers; (iii) higher profitability on flat-fee/fixed price data packages due to Opera Mini's server compression of Web pages of up to 90% compared to normal mobile Web browsers (which also lowers an operator's capital expenditure requirements); (iv) provides a platform for operators to increase the adoption of data services in general and of data packages/plans in particular; and (v) the browser home page serves as the "door" to operator portals and services (which operators are keen to promote to drive more content services revenue).

In total, Opera has agreements with 26 operators worldwide (including agreements with 13 of the world's top 30 operators, comprising more than 1.4 billion subscribers) for both the operator-branded version of Opera Mini and the joint operator-Opera co-branded version of Opera Mini, including: AIS (Thailand), Motricity for AT&T (USA), Beeline (Russia and Kazakhstan), Maxis (Malaysia), MegaFon (Russia), MTN (South Africa), MTS (Russia, Belarus, Ukraine, and India), Nextel (Argentina, Brazil and Mexico), Smart Telecom (Indonesia), Smart Telecom (Philippines), TATA Teleservices (India), Tele2 (Russia), Telenor (7 of their 11 subsidiaries), Telkomsel (Indonesia), Tigo (Guatemala, Honduras and Columbia), TIM Brazil, T-Mobile International (in 10 of 11 European subsidiaries), Verizon Wireless (USA) and Vodafone (in 20 of 21 global subsidiaries).

In 2011, Opera continues to see high interest among operators in the emerging markets in particular for the operator 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 only branded Opera Mini users to the co-branded solution. Opera sees this as a compelling way to increase ARPU on its more than 115 million Opera branded Opera Mini users, while operators see such agreements as a way to increase data ARPU and profits.

During the quarter, Opera continued to see strong growth in the number of Operator Opera Mini users from its existing agreements. At the end of June 2011, the number of such users grew to 16.2 million, an increase of 260% versus the end of 2Q10.

In 2Q11, Opera's operator customers continued to roll out Opera Mini into new countries. Notably, Telenor launched in Bangladesh (Grameenphone) and Hungary.

In Hungary, for example, Telenor's new Klikk service provides fast and easy Internet access to all of its users, even those with a low-end handset. A Telenor Hungary mobile subscriber who signs up for the Klikk service is able to consume up to 100MB/month of mobile browsing traffic free of charge for the first three months after sign up.

In the quarter, Opera launched a new service towards its growing operator customer base. Telkomsel became the first Opera operator customer to launch Opera Desktop targeting operator laptop mobile data subscribers. By offering Opera Desktop with Turbo to its mobile data subscribers, Telkomsel is able to offer its customers a much faster and cheaper browsing experience on the Telkomsel mobile data network.

In 2Q11, Opera signed agreements with the leading operators in Thailand (AIS) and Malaysia (Maxis).

AIS, with over 30 million subscribers, launched "GSM Unlimited Social Network

by AIS Opera Mini”, a package that offers customers unlimited access to their favorite social network (Facebook, Twitter, hi5 or MySpace) for a monthly fee of 99 Baht per month (approximately \$3.20/month).

Moreover, Maxis Berhad (Maxis), with 14 million subscribers and based on its agreement with Opera, will now be able to provide its subscribers access to both the full internet and the Maxis MYLAUNCHPAD destination portal. The service was launched with Maxis’ affordable data plans starting at RM3/week (approximately \$1.00/week).

### Mobile OEMs

Global Mobile OEMs are currently responding aggressively to operator and consumer demands for devices which come bundled with compelling services and applications. 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.

As Opera’s existing and future primary revenue sources become increasingly operator and consumer driven, the Company has focused increasingly on the Mobile OEMs as sources of distribution to drive Opera’s overall mobile Internet user base. Opera is focused not only on the distribution of Opera Mini, but also on the distribution of Opera Mobile with Turbo, with a particular focus on the Android platform.

Overall, Mobile OEM distribution has become a very important complement to the distribution of Opera’s products on Opera.com, with approximately 40% of Opera’s Opera Mini users coming via this distribution channel. In 2010, Opera Mini and Opera Mobile were shipped on more than 100 million mobile phones.

In addition, Opera has been focused on expanding its distribution partners in this space to include the chipset manufacturers, which Opera believes will be a much larger source of distribution going forward than in the past.

In 2Q11, Opera Software announced that Spreadtrum Communications, Inc., the leading Chinese chipset manufacturer with total chipset shipments in excess of 150 million in 2010, selected the Opera Mini and Opera Mobile Web browsers for pre-installation on its 2G and 3G chipsets. This agreement enables Spreadtrum to offer its Mobile OEM customers a full HTML browser on mass market mobile phones in China and across the globe.

In the quarter, Opera announced that the Opera Mini browser will come pre-loaded on a newly released device from Onda, an Italian manufacturer of mini modems and cellular devices.

Opera currently has license and distribution agreements with a diverse range of chipset manufacturers and mobile OEMs, including HTC (Opera Mobile), Huawei (Opera Mobile), Micromax (Opera Mini), Motorola (Opera Mobile & Opera Mini), MTK (Opera Mobile & Opera Mini), Nokia (Opera Mini), Onda (Opera Mini), Qualcomm (Opera Mini), Samsung (Opera Mobile & Opera Mini), Sony Ericsson (Opera Mini), Spice Mobile (Opera Mini), Spreadtrum (Opera Mini & Opera Mobile), 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.

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, referred to as a “lean-forward” model, by providing Web applications, Web browsing and other digital content on TVs. This has been spurred not only by the desire of the TV manufacturers to differentiate and obtain premium pricing for their product offerings, but also by the perceived opportunity to bring many of the same services that have been deployed successfully in the mobile phone ecosystem, such as mobile Web browsing and application stores, to their TV consumer customers.

With the Opera Devices Software Developer Kit (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 enable full Web browsing, create user interfaces, widgets and menu systems using Web technologies, such as HTML5 and CSS, HbbTV and OIPF, while accelerating time to market for new consumer electronic devices.

In 2Q11, Opera Software announced a new partnership with Humax, a global leading set-top box manufacturer. With this partnership, Opera will provide the Opera Devices SDK on Humax’s Hybrid set-top box (STB), including HbbTV. With this partnership, Humax will be able to make enhanced hybrid TV and Internet access for its customers significantly easier.

Opera also announced that Comtrend Corporation, a global supplier of advanced networking solutions, selected Opera for their next generation set-top boxes, enabling its customers access to relevant and context-sensitive information while watching television.

Opera currently has license agreements with a wide range of consumer electronic device OEMs, including Huawei, Humax, Loewe, Mediatek, Nintendo, Philips, Sagem, Sharp, Sony, Technicolor, Technisat, Toshiba and Vestel.

### Mobile Consumers

During the quarter, mobile Internet usage around the world continued to grow at a rapid pace. Based on statistics from Global Statcounter, more than 600 million consumers accessed the Internet via a full Web mobile browser at the end of 2Q11, up almost 100% compared to 2Q10.

Opera continued to maintain its position as the global leading mobile Web browser. In June 2011, 106 million unique 100% Opera branded Mini users worldwide browsed the Web using Opera Mini (122 million unique users when Operator branded and co-branded Mini users are included).

Opera Mini's tremendous success with consumers has occurred for a variety of reasons. First, Opera Mini is significantly faster than the competition, due to the up to 90% compression compared to a normal full Web browser. This makes for a much more enjoyable and efficient browsing experience for consumers. Second, Opera Mini is much cheaper for consumers – i.e., consumers save up to 90% browsing with Opera Mini compared to competitive products due to Opera's unique proxy browsing technology. Third, Opera works on the vast majority of mobile phones, supporting more than 3,000 different mobile phone models. Fourth, Opera believes its user interface design and rendering quality is superior to the competition.

Opera.com continues to be the primary channel for distributing the Opera-branded version of Opera Mini. However, 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 Huawei, INQ, Lemon Mobile, MTK, Nokia, Sharp, Sony Ericsson, Spreadtrum and TCL.

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

In addition to a high focus on increasing distribution of Opera Mini with Mobile OEMs and other channels, Opera is also putting much greater focus on distribution of Opera Mobile on the high end Open OS/Smartphone platforms, particularly Android.

Historically, Opera's primary focus has been consumer acquisition and growing its user base and much of the monetization focus has been on converting Opera Mini consumer users to joint Operator – Opera branded users, for which ARPU is significantly higher than for the 100% Opera branded Opera Mini users.

In 2011, Opera is significantly more focused than in the past on generating revenue and profits from its rapidly growing active user base via more consumer oriented business and revenue models. To this end, in March 2011, Opera established a Consumer Mobile team, which has a primary responsibility to drive ARPU for Opera's consumer mobile users. Opera expects the primary sources of future revenue for its consumer mobile users to come from mobile advertising, mobile search and mobile applications.

Today, revenue generated from Opera's mobile consumers emanates primarily from mobile search, the Opera Mobile Store and content partnerships.

Google is Opera's default search partner for Opera Mini and Opera Mobile world-

wide. Opera also generates search revenue from its partnership with Yandex, Russia's leading search provider. In addition, Opera generates revenues from the Opera Mobile Store, which is the sixth largest mobile store in the world. In June 2011, the Opera Mobile Store generated a total of 22 million downloads of applications (across Java, Symbian, Android, Windows Mobile and iOS) from over 200 countries. Opera also generates revenue from content partners around the world, including Amazon, Buongiorno, Hungama, and Mercado Libre.

In 2Q11, the Opera Mini 6 browser for iOS (iPhone and iPad) became available on the Apple App Store. The Opera Mini mobile browser offers a much faster and cheaper Web browsing experience for Apple iOS users compared to the native iOS browser.

### Mobile Publishers

The global advertising industry continues to experience a macro shift in advertising spend from traditional offline channels such as print and radio to online channels, with mobile taking an increasing share of the online/Internet medium. During 2Q11, AdMarvel, Opera's mobile advertising subsidiary, continued to capitalize on the macro trends in the mobile advertising market.

In the quarter, Opera revenue in the mobile publisher area grew over 600% compared to 2Q10. AdMarvel's revenue growth from its mobile publisher customers, who provide content both via mobile Web properties and mobile applications, continues to be strongest on Smartphone and tablet devices, with iOS and Android constituting the leading platforms.

The AdMarvel platform provides a broad mobile advertising solution to publishers and their partners (brand owners, advertising agencies and mobile operators), enabling them to implement highly targeted, interactive and measurable cam-

paigns across a range of mobile platforms and Web properties.

AdMarvel's ultimate mission is to help publishers increase revenue from their mobile properties and content. AdMarvel's success among mobile publishers stems from two major sources: (i) Ad Serving capabilities (powerful rich media ad serving, targeting and analytics) and (ii) Ad Mediation capabilities (transparency and control over ad network traffic from over 80 ad sources from around the world). Both these capabilities have helped AdMarvel publisher customers drive higher fill rates and CPMs and ultimately higher revenue.

In total, AdMarvel serves over 600 publishers and their over 3,000 websites and applications. Customers include AOL, Bloomberg, CBS, CNET, Dow Jones/Wall Street Journal, GLU Mobile, Univision, USA Today (Gannett) and Zynga.

Today, AdMarvel has primarily two revenue models with its mobile publisher customers: (i) a fixed CPM (cost per thousand) transaction model, where advertising revenue is generated per advertising impression served by AdMarvel for the mobile publisher customer, and (ii) a revenue share model, where AdMarvel shares actual advertising revenue served with the mobile publisher customer.

In 2Q11, Opera introduced two new enhancements to the Opera Open Mobile Ad Exchange (OMAE), an open marketplace for publishers and advertisers: (i) bid-ask auction capabilities, where publishers can set a minimum "ask" for advertisers to gain access to and "bid" on that publisher inventory, and (ii) the Opera Audience Network, a unique service that provides advertisers and publishers unique insight into Opera's more than 100 million mobile user base. By using aggregated data (which protects user privacy), Opera provides real-time intelligence and analytics to its customers and

partners, facilitating and enabling better monetization of mobile publisher traffic.

## Desktop

### Description

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

Today, the desktop browser is more important a platform than ever. This is seen most saliently with 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 700 million active users. In addition, the rapid adoption and innovation around HTML 5 is making Web applications more powerful and always available. For example, playing video without the need for third-party applications or plug-ins and using geo-location to provide locally targeted information are some clear examples where HTML 5 is making the browser and browser based applications much more powerful than in the past.

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 considered the fastest browser, valued highly in many emerging markets where overall broadband penetration is low. 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 markets such as the USA, South Africa and Germany.

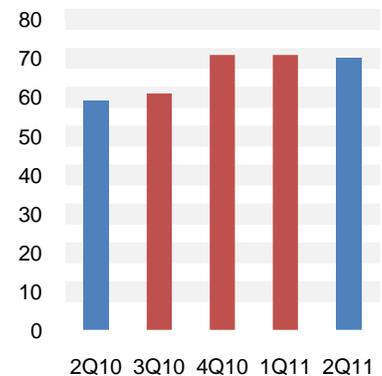
Opera's monetization strategy for its desktop browser revolves predominantly around search. Google is Opera's global search partner and provides the vast

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.

In 2Q11, Opera launched Opera Desktop version 11.50 (Swordfish). The new Opera desktop browser enhances the popular Speed Dial feature by adding "extensions." Speed Dial extensions transform a user's Speed Dial from a simple thumbnail bookmark into a dynamic source of updated content, available in every new tab. Instead of a static link to a weather website, for example, a Speed Dial extension can display the weather forecast for a user's specific location.

Swordfish also lets a user synchronize passwords across his/her devices and is an important enhancement to Opera Link, a service which enables users to synchronize bookmarks, Speed Dials, custom search engine preferences, notes, and browser history across a user's devices.

**Revenue Desktop (MNOK)**



### Update

Revenue from Desktop rose 19% in 2Q11 to MNOK 70.1, compared to MNOK 59.1 in 2Q10, with users up approximately 20% versus the end of 2Q10. Revenue growth from Desktop was

strong due in particular to growth in AR-PU. Revenue in 2Q11 vs. 2Q10 was impacted negatively by a weaker dollar versus the NOK (down by approximately 14% compared to 2Q10). The main contributors to higher ARPU in the quarter versus 2Q10 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 has 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 ConnectedTV 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 from Opera's consumer mobile products such as Opera Mini, as usage expands and as revenue and business models evolve further in the mobile Internet space. In particular, Opera sees rising mobile revenue streams from advertising, applications and search. Moreover, Opera expects increased revenue streams going forward from Opera's mobile publisher customers.

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 2011 include continuing to (i) sign up additional

leading operators and grow active users of Opera products and services with existing operator customers; (ii) grow revenues and users of Opera's consumer products (Desktop, Opera-branded Opera Mini and Opera Mobile); (iii) increase revenue from mobile publishers; (iv) increase Opera's position with top mobile phone OEMs and chipset manufacturers globally to drive greater distribution of Opera's mobile products; (v) build on the momentum Opera has with major consumer electronic OEMs, particularly in the ConnectedTV space; and (vi) increase Opera's overall profitability and margins.

Oslo, August 23, 2011

The Board of Directors

Opera Software ASA

Arve Johansen

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 Comprehensive Income

(Numbers in KNOK, except per share amounts)

	2Q 2011 (Unaudited)	2Q 2010 (Unaudited)	% Change	1H 2011 (Unaudited)	1H 2010 (Unaudited)	% Change
Desktop	70,085	59,073	19%	141,008	111,107	27%
Internet devices	144,711	109,854	32%	281,122	209,233	34%
<b>Total operating revenue</b>	<b>214,796</b>	<b>168,928</b>	<b>27%</b>	<b>422,130</b>	<b>320,340</b>	<b>32%</b>
Payroll and related expenses, excluding stock option costs	111,377	95,243	17%	219,156	195,481	12%
Stock option costs	4,094	3,873	6%	8,766	8,270	6%
Depreciation and amortization	7,441	5,583	33%	14,362	10,484	37%
Other operating expenses	47,336	35,478	33%	93,922	71,915	31%
<b>Total operating expenses</b>	<b>170,247</b>	<b>140,178</b>	<b>21%</b>	<b>336,205</b>	<b>286,150</b>	<b>17%</b>
<b>Results from operating activities ("EBIT") excl. one-time costs</b>	<b>44,549</b>	<b>28,750</b>		<b>85,925</b>	<b>34,190</b>	
One-time costs	0	0		0	29,094	
<b>Results from operating activities ("EBIT")</b>	<b>44,549</b>	<b>28,750</b>		<b>85,925</b>	<b>5,096</b>	
Other interest income/expense, net	1,479	1,825		3,037	4,027	
Interest expense related to VAT case	(1,480)	0		(1,480)	0	
Interest expense related to contingent consideration	(1,945)	(3,968)		(3,681)	(3,968)	
FX gains/losses related to contingent consideration, net	1,626	(6,699)		4,919	(6,699)	
Other FX gains/losses, net (negative amount = losses)	(3,091)	6,712		(16,333)	6,433	
<b>Profit before income tax</b>	<b>41,137</b>	<b>26,620</b>		<b>72,387</b>	<b>4,888</b>	
Provision for taxes*	(12,667)	(7,454)		(22,292)	(1,369)	
<b>Profit for the period</b>	<b>28,469</b>	<b>19,166</b>		<b>50,095</b>	<b>3,520</b>	
Foreign currency translation differences for foreign operations	(953)	846		(2,080)	1,501	
<b>Total comprehensive income for the period</b>	<b>27,517</b>	<b>20,012</b>		<b>48,015</b>	<b>5,020</b>	
<b>Earnings per share**</b>	<b>0.240</b>	<b>0.161</b>		<b>0.422</b>	<b>0.030</b>	
Earnings per share, fully diluted**	0.235	0.159		0.414	0.029	
Shares used in earnings per share calculation	118,654,505	118,937,839		118,768,739	118,687,953	
Shares used in earnings per share calculation, fully diluted	121,350,012	120,885,167		121,105,113	120,373,728	
<b>Number of employees after restructuring***</b>	<b>737</b>	<b>707</b>		<b>737</b>	<b>707</b>	

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

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

\*\*\*Including employees that were part of the restructuring that took place in 1Q 2010 and still part of payroll in 2Q 2010, the total headcount would have been 756.



## Consolidated Statement of Financial Position

(Numbers in KNOK)

	6/30/2011 (Unaudited)	12/31/2010 (Audited)
<b>Assets</b>		
<b>Non-current assets</b>		
<b>Intangible assets</b>		
Goodwill	113,876	114,903
Other intangible assets	18,028	20,252
<b>Total intangible assets</b>	<b>131,904</b>	135,155
<b>Property, plant and equipment</b>		
Property, plant and equipment	88,688	55,872
<b>Total property, plant and equipment</b>	<b>88,688</b>	55,872
<b>Financial assets and deferred tax assets</b>		
Deferred tax assets	15,588	28,138
Other investments and deposits	16,525	17,210
<b>Total financial assets and deferred tax assets</b>	<b>32,113</b>	45,348
<b>Total non-current assets</b>	<b>252,705</b>	236,375
<b>Current assets</b>		
<b>Trade and other receivables</b>		
Accounts receivables	111,772	121,193
Unbilled revenue	65,373	64,462
Other receivables	27,710	20,863
<b>Total trade and other receivables</b>	<b>204,856</b>	206,517
<b>Cash and cash equivalents</b>	<b>453,464</b>	507,422
<b>Total current assets</b>	<b>658,320</b>	713,939
<b>Total assets</b>	<b>911,025</b>	950,314



## Consolidated Statement of Financial Position

(Numbers in KNOK)

	6/30/2011 (Unaudited)	12/31/2010 (Audited)
<b>Shareholders' equity and liabilities</b>		
<b>Equity</b>		
<b>Paid in capital</b>		
Share capital	2,384	2,381
Share premium reserve	456,797	457,005
Other reserves	69,424	60,639
<b>Total paid in capital</b>	<b>528,605</b>	520,025
<b>Retained earnings</b>		
Other equity	113,452	101,514
<b>Total retained earnings</b>	<b>113,452</b>	101,514
<b>Total equity</b>	<b>642,058</b>	621,539
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Provisions	1,944	39,442
<b>Total non-current liabilities</b>	<b>1,944</b>	39,442
<b>Current liabilities</b>		
Accounts payable	34,653	25,254
Taxes payable	0	690
Social security, VAT and other taxation payable	28,858	29,345
Deferred revenue	88,726	124,949
Other short-term liabilities	64,958	66,190
Provisions	49,829	42,903
<b>Total current liabilities</b>	<b>267,023</b>	289,332
<b>Total liabilities</b>	<b>268,967</b>	328,774
<b>Total equity and liabilities</b>	<b>911,025</b>	950,314



## Consolidated Statement of Cash Flows

(Numbers in KNOK)

	2Q 2011 (Unaudited)	2Q 2010 (Unaudited)	1H 2011 (Unaudited)	1H 2010 (Unaudited)
<b>Cash flow from operating activities</b>				
Profit/loss before taxes	41,137	26,620	72,387	4,888
Taxes paid	(9,711)	9,838	(16,556)	8,192
Depreciation expenses	7,441	5,583	14,362	10,484
Profit/loss from sales of property, plant and equipment	668	0	991	(31)
Changes in accounts receivables **	(19,709)	31,771	8,076	(21,471)
Changes in accounts payable	(620)	7,158	(8,847)	11,567
Changes in other liabilities and receivables, net	(5,125)	(29,845)	(39,061)	19,805
Share-based remuneration	4,396	3,652	9,237	7,359
Interest and FX related to contingent payment */***	319	10,667	(1,238)	10,667
Conversion discrepancy	958	(3,145)	2,879	618
<b>Net cash flow from operating activities</b>	<b>19,753</b>	<b>62,300</b>	<b>42,230</b>	<b>52,079</b>
<b>Cash flow from investment activities</b>				
Capital expenditures	(16,292)	(7,355)	(28,846)	(14,342)
Acquisitions ***	(27,568)	(12,756)	(30,816)	(57,649)
<b>Net cash flow from investment activities</b>	<b>(43,859)</b>	<b>(20,111)</b>	<b>(59,662)</b>	<b>(71,990)</b>
<b>Cash flow from financing activities</b>				
Proceeds from exercise of stock options	10,318	2,583	21,292	8,889
Proceeds of share issues, net	0	0	0	0
Dividends paid	(21,453)	0	(21,453)	0
Purchase of own shares	0	0	(36,364)	(7,232)
<b>Net cash flow from financing activities</b>	<b>(11,135)</b>	<b>2,583</b>	<b>(36,525)</b>	<b>1,657</b>
<b>Net change in cash and cash equivalents</b>	<b>(35,242)</b>	<b>44,772</b>	<b>(53,958)</b>	<b>(18,255)</b>
Cash and cash equivalents (beginning of period)	488,706	483,455	507,422	546,482
<b>Cash and cash equivalents ****/*****</b>	<b>453,464</b>	<b>528,227</b>	<b>453,464</b>	<b>528,227</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 related to acquisitions. 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.

The earnout paid in 1Q 2011 of KUSD 514 was also related to this deal and is included in Acquisitions in the statement of cash flows. Please see note 9 and 10 for more information.

In 2Q 2011, Opera paid the earn out of MUSD 5 related to the AdMarvel acquisition deal. The payment has been included in Acquisitions in the statement of cash flows. Please see note 9 and 10 for more information.

\*\*\*\*Cash and cash equivalents of KNOK 6,610 were restricted assets as of June 30, 2011, and Cash and cash equivalents of KNOK 7,217 were restricted assets as of June 30, 2010.

\*\*\*\*\*As of June 30, 2011, the conversion discrepancy profit booked on Cash and cash equivalents was KNOK 1,223.

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



## 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 3/31/2011</b>	0.02	118,600	2,391	456,797	65,318	-19	327	96,467	621,280
<b>Comprehensive income for the period</b>									
<b>Profit for the period</b>								28,469	28,469
<b>Other comprehensive income</b>									
Foreign currency translation differences							-953		-953
<b>Total comprehensive income for the period</b>			0	0	0	0	-953	28,469	27,517
<b>Contributions by and distributions to owners</b>									
Dividend to equity holders								-21,453	-21,453
Own shares acquired									0
Own shares sold	0.02	607				12		10,306	10,318
Share-based payment transactions					4,396				4,396
<b>Total contributions by and distributions to owners</b>	0.02	607	0	0	4,396	12	0	-11,147	-6,739
<b>Other equity changes</b>									
Other changes									0
<b>Total other equity changes</b>			0	0	0	0	0	0	0
<b>Balance as of 6/30/2011</b>	0.02	119,208	2,391	456,797	69,714	-7	-625	113,789	642,058

### Other reserves

Other reserves consist 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 3/31/2010</b>	0.02	118,734	2,391	456,964	47,475	-17	-575	84,344	590,583
<b>Comprehensive income for the period</b>									
Profit for the period								19,166	19,166
<b>Other comprehensive income</b>									
Foreign currency translation differences							846		846
<b>Total comprehensive income for the period</b>			0	0	0	0	846	19,166	20,012
<b>Contributions by and distributions to owners</b>									
Dividend to equity holders									0
Own shares acquired									0
Own shares sold	0.02	202				4		2,579	2,583
Share-based payment transactions					3,652				3,652
<b>Total contributions by and distributions to owners</b>	0.02	202	0	0	3,652	4	0	2,579	6,235
<b>Other equity changes</b>									
Other changes									0
<b>Total other equity changes</b>			0	0	0	0	0	0	0
<b>Balance as of 6/30/2010</b>	0.02	118,935	2,391	456,964	51,127	-13	271	106,089	616,830



## 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 12/31/2010</b>	0.02	119,048	2,391	457,005	60,476	-11	1,455	100,223	621,539
<b>Comprehensive income for the period</b>									
<b>Profit for the period</b>								50,095	50,095
<b>Other comprehensive income</b>									
Foreign currency translation differences							-2,080		-2,080
<b>Total comprehensive income for the period</b>			0	0	0	0	-2,080	50,095	48,015
<b>Contributions by and distributions to owners</b>									
Dividend to equity holders								-21,453	-21,453
Own shares acquired	0.02	-1,311				-26		-36,338	-36,364
Own shares sold	0.02	1,470				29		21,262	21,292
Share-based payment transactions					9,237				9,237
<b>Total contributions by and distributions to owners</b>	0.02	159	0	0	9,237	3	0	-36,529	-27,288
<b>Other equity changes</b>									
Other changes				-208					-208
<b>Total other equity changes</b>			0	-208	0	0	0	0	-208
<b>Balance as of 6/30/2011</b>	0.02	119,208	2,391	456,797	69,714	-7	-625	113,789	642,058



## 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 12/31/2009</b>	0.02	118,575	2,391	457,109	43,769	-20	-1,230	100,910	602,928
<b>Comprehensive income for the period</b>									
<b>Profit for the period</b>								3,520	3,520
<b>Other comprehensive income</b>									
Foreign currency translation differences							1,501		1,501
<b>Total comprehensive income for the period</b>			0	0	0	0	1,501	3,520	5,020
<b>Contributions by and distributions to owners</b>									
Dividend to equity holders									0
Own shares acquired	0.02	(351)				(7)		(7,225)	-7,232
Own shares sold	0.02	711				14		8,875	8,889
Tax deduction loss own shares									0
Issue expenses									0
Tax deduction on equity bookings									0
Share-based payment transactions					7,359				7,359
<b>Total contributions by and distributions to owners</b>	0.02	361	0	0	7,359	7	0	1,649	9,015
<b>Other equity changes</b>									
Other changes				(144)				11	-133
<b>Total other equity changes</b>			0	(144)	0	0	0	11	-133
<b>Balance as of 6/30/2010</b>	0.02	118,935	2,391	456,964	51,127	-13	271	106,089	616,830



## 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, Zizzr AS and Opera Software International AS (which, in turn, includes the subsidiaries Opera Software Korea Ltd, Opera Software Technology (Beijing) Co., Ltd, Opera Software Poland Sp. z o.o, Opera Software Australia PTY LTD, AdMarvel, Inc., LLC Opera Software (Russia), Opera Software Iceland ehf, and Opera Web Technologies Pvt. Ltd), and the limited company Beijing Yuege Software Technology Service Co., Ltd. (of which Opera had full control) together referred to as the "Group". As of June 30, 2011, Opera Software International AS had branches in the Czech Republic, Japan, USA, China, Taiwan and Poland.

### 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, 2010.

### 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, 2010, except as mentioned below. The consolidated financial statements of the Opera Group for 2011 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 January 1, 2011 that have significantly affected the consolidated financial statements for the first quarter 2011.

There were no new standards, interpretations or amendments to published standards that were effective from April 1, 2011 that have significantly affected the consolidated financial statements for the second quarter 2011.

### 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)

	2Q 2011 (Unaudited)	2Q 2010 (Unaudited)	1H 2011 (Unaudited)	1H 2010 (Audited)
Earnings per share (basic)	<b>0.240</b>	0.161	<b>0.422</b>	0.030
Earnings per share, fully diluted	<b>0.235</b>	0.159	<b>0.414</b>	0.029
Shares used in per share calculation (mm)	<b>118,654,505</b>	118,937,839	<b>118,768,739</b>	118,687,953
Shares used in per share calculation, fully diluted (mm)	<b>121,350,012</b>	120,885,167	<b>121,105,113</b>	120,373,728

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.

The options have varying exercise prices and would, upon exercise, mean payment to the Company of KNOK 195,446 as of June 30, 2011. 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 31.55 for 2Q 2011 and NOK 29.53 YTD 2011. Opera has included options with a strike price below NOK 33.90 when calculating the fully diluted number of shares outstanding. Total options used in the calculations are 9,366,495, of which 7,115,316 options are unvested and 2,251,179 are vested but not yet exercised.

	2Q 2011	1H 2011
Average number of shares	<b>118,654,505</b>	<b>118,768,739</b>
The following equity instruments have a diluting effect:		
Options	<b>9,366,495</b>	<b>9,366,495</b>
Total	<b>9,366,495</b>	<b>9,366,495</b>
Options	<b>9,366,495</b>	<b>9,366,495</b>
Number of shares purchased (KNOK 195,446/31.55/29.53)	<b>6,195,311</b>	<b>6,617,821</b>
Number of shares with diluting effect	<b>3,171,184</b>	<b>2,748,674</b>
Expected options to be exercised	<b>2,695,507</b>	<b>2,336,373</b>



## 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.

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>2Q 2011</b>	<b>2Q 2010</b>	<b>1H 2011</b>	<b>1H 2010</b>
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Europe	69,375	38,160	136,221	68,853
USA/ Canada	95,479	71,316	186,791	134,213
Asia	49,941	59,452	99,118	117,275
<b>Total</b>	<b>214,796</b>	168,928	<b>422,130</b>	320,340

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 2Q 2011 were KNOK 1,492 and YTD revenues generated in Norway were KNOK 3,054.

In 2Q 2011 and YTD, Opera had sales to one customer that accounted for more than 10% of total Group revenues.

*(Numbers in KNOK)*

<b>REVENUE TYPE</b>	<b>2Q 2011</b>	<b>2Q 2010</b>	<b>1H 2011</b>	<b>1H 2010</b>
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Desktop	70,085	59,073	141,008	111,107
Internet devices	144,711	109,854	281,122	209,233
<b>Total</b>	<b>214,796</b>	168,928	<b>422,130</b>	320,340

**Desktop revenue** includes revenue related mostly to search and eCommerce.

**Internet Devices** includes revenue from mobile phones and other Internet-connected devices, such as game consoles, Connected TVs, IPTV set-top boxes, and portable media players, Opera Mini revenue from operators such as Motricity (AT&T) and MegaFon, revenue generated from the 100% Opera-branded Opera Mini product and revenue from mobile publishers.



## Note 7 - Shareholder Information

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### Authorization to acquire own shares

The Annual General Meeting (AGM), held on June 14, 2011, 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 in or in connection with 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 NOK 238,000. The minimum amount which may be paid for each share acquired pursuant to this power of attorney is NOK 10, and the maximum amount is NOK 100.
- d) The authorization comprises the right to establish pledge over the Company's own shares.
- e) This authorization is valid from registration with the Norwegian Register of Business Enterprises and until June 30, 2012.
- f) The authorization replaces the current authorization when 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 14, 2011, passed the following resolutions:

#### 1 Authorization regarding the incentive program

- a) The Board of Directors is authorized to increase the Company's share capital by a total amount of up to NOK 239,000, by one or several share issues of up to a total of 11,950,000 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 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, 2012.
- 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, in the period of June 14, 2011 to June 30, 2012, pursuant to board authorizations, has issued new shares in the Company representing more than 10% of the Company's share capital.



## Note 7 - Shareholder Information (continued)

### 2 Authorization regarding acquisitions

- a) The Board of Directors is authorized to increase the Company's share capital by a total amount of up to NOK 239,149, by one or several share issues of up to a total of 11,950,000 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, 2012.
- 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, in the period of June 14, 2011 to June 30, 2012, pursuant to board authorizations, has issued new shares in the Company representing more than 10% of the Company's share capital.

### Approval of maximum number of options

The Annual General Meeting, held on June 14, 2011, passed the following resolutions:

1. The maximum number of options to be granted during 2011, 2012, 2013 and 2014 is 11,950,000. This represents slightly less than 10% of the registered share capital of the Company. However, options cannot be granted if the aggregate of all issued, unexercised and not terminated options represents more than 10% of the then registered share capital of the Company.
2. No employee can be granted options annually which in value exceed 200% of that employee's base salary. The value is to be based on valuation principles for options as applied under IFRS and in accordance with Opera Software's financial statements.
3. The options are to be granted in accordance with the Company's standard option agreement as approved by the Ordinary General Meeting in 2010, which i.a. means that the vesting structure is 50% after 3 years and 50% after 4 years with a strike price equal to the market price at grant.
4. No changes are made to the already approved standard option agreement. The proposal does not constitute any authority for the Board to change the terms in the standard agreement, including strike price and time of vesting, for the options that may be granted, and does not include the possibility to grant options to Board members.

### Dividends for 2010 of NOK 0.18 per share

The Annual General Meeting, held on June 14, 2011, passed the following resolution:

NOK 0.18 per share is paid as dividend for 2010, constituting an aggregate dividend payment of NOK 21,453. The dividend will be paid to those who are shareholders as of June 14, 2011, and the shares will be trading exclusive of dividend rights as of June 15, 2011.

### Other items passed at the AGM

For further details about the meeting held on June 14, 2011, 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 2Q 2011, Opera has purchased 0 own shares and sold 607,223 own shares for NOK 10,318. During 1Q 2011, Opera purchased 1,311,000 own shares for NOK 36,364 and sold 863,067 own shares for NOK 10,974. As of June 30, 2011, Opera owned 367,029 shares.



## Note 8 - Financial Information

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Opera has chosen to include more information regarding currency risk as of June 30, 2011.

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 2Q 2011, approximately 48% (YTD: 47%) of revenues were in EUR and 49% (YTD: 50%) in USD; for expenses, approximately 51% (YTD: 51%) were in NOK, 15% (YTD: 15%) in USD, 10% (YTD: 10%) in SEK, 8% (YTD: 8%) in PLN, 4% (YTD: 5%) in JPY, 3% (YTD: 3%) in EUR, and 8% (YTD: 7%) in other currencies.

Foreign currency movements impacted Opera's 2Q 2011 income statement in the following way: Revenue would have been approximately MNOK 232 (higher by approximately 8%) using the 2Q 2010 constant currency FX rates and revenue would have been approximately MNOK 219 (higher by approximately 2%) using the 1Q 2011 constant currency FX rates. Costs would have been approximately MNOK 173 (higher by approximately 2%) using the 2Q 2010 constant currency FX rates and cost would have been approximately MNOK 172 (higher by approximately 1%) using the 1Q 2011 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, ISK and INR. Exchange rate fluctuations in these currencies do impact Opera's income statement.

For 2Q 2011, Opera had a net foreign exchange loss of KNOK 1,465. KNOK 1,251 was realized foreign exchange loss and KNOK 214 was unrealized foreign exchange loss. 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 June 30, 2011.



## 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 was approximately USD 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 38 full-time equivalents. In 2009 and 2010, the Group incurred acquisition-related costs of KNOK 2,683 related to external legal fees and due diligence costs. In 2011, the Group has incurred KNOK 13 as additional acquisition related costs 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 combination, equaled the carrying amount recognized by the Group on 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 date 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 was 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 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 7 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 and 2010, the Group incurred acquisition-related costs of KNOK 1,450 related to external legal fees and due diligence costs. In 2011 the Group has not incurred additional acquisition-related costs 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 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 is 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
Net book value as of 12/31/10	115,256
FX adjustment to the goodwill acquisition cost	-1,380
<b>Net book value as of 6/30/11</b>	<b>113,876</b>

The Group has performed a complete impairment test as of December 31, 2010 according to IAS 36. The Group considers it unnecessary to recognize an impairment loss concerning goodwill.



## Note 10 - Contingent Liabilities and Provisions

### Pension liability

KNOK 7,536 has been booked as a current provision for estimated pension liability in Hern Labs AB. Please see note 11 in the FY 2010 Financial Statements for a description of the pension case.

### Interest provision

KNOK 4,038 has been booked as a current provision for estimated interest on an VAT case in Opera Software International AS.

### 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
<b>Total estimated earn out before discounting</b>			<b>9,150</b>
<b>Total estimated earn out after discounting</b>			<b>6,875</b>

#### Assumptions

WACC	20.0%
Tax rate	40.0%
FX rate	5.674

At the acquisition date, Opera engaged a third party to estimate the fair value of AdMarvel. Based on this estimate, Opera recorded a contingent consideration liability of KNOK 39,007 in the financial statements in 1Q 2010. The assumptions behind this fair value assessment can be found above.

For the 4Q 2010 financial results, Opera undertook a re-evaluation of the assumptions used since the acquisition date. The FY 2010 net revenue and EBIT target probability has been increased to 100%. This is because Opera has determined that AdMarvel exceeded the revenue and EBIT targets for FY 2010, as agreed in the AdMarvel purchase agreement, dated January 19, 2010. KNOK 7,377 has been expensed in 4Q 2010 due to the increased likelihood.

In addition, for FY 2011, Opera and AdMarvel have agreed on a new set of earnout targets for FY 2011, replacing those agreed in the original purchase agreement. The tier 1, tier 2 and tier 3 FY 2011 net revenue and EBIT targets have been removed and replaced by new targets as outlined in the chart below. This is because Opera has asked the AdMarvel management team to take on expanded responsibilities as part of Opera, where the AdMarvel team responsibilities will include, in addition to AdMarvel's core business, the Open Mobile Ad Exchange, the Opera Mobile Store and other Opera mobile properties. Opera estimates the amount of expected contingent consideration related to the new earn out targets to be higher than compared to the original agreement. For 4Q 2010 Opera booked a one time charge of KNOK 7,272 related to the new FY 2011 targets.

#### 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	100%	5,000	5,000
Additional Consumer Mobile Team deliverables	100%	2,000	2,000
Net revenue and Consumer Mini/Mobile rev. target	100%	2,000	2,000
Add. net revenue and Cons. Mini/Mobile revenue target	100%	1,000	1,000
Add. net revenue and Cons. Mini/Mobile revenue target	78%	3,000	2,333
<b>Total estimated earn out before discounting</b>			<b>12,333</b>
<b>Total estimated earn out after discounting</b>			<b>10,732</b>

The contingent consideration is revalued each quarter. KNOK 0 has been booked as a non-current provision as the FY 2010 target of MUSD 5 was paid in 2Q 2011. KNOK 34,230 has been booked as a current provision as of June 30, 2011.

Opera has also booked KNOK 1,659 as an interest expense and KNOK 1,467 as an FX gain. Please also see note 9 for more details.



**Note 10 - Contingent Liabilities and Provisions (continued)**

**Fastmail - Earn out agreement**

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

<i>Amounts in KUSD</i>	<b>% of earn out</b>	<b>Probability</b>	<b>Earn out payments</b>	<b>Estimated earn out</b>
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 1,944 has been booked as a non-current provision and KNOK 4,024 as current provision to cover the total contingent consideration of KNOK 5,968 as of June 30, 2011, where the same assumptions that were used on the acquisition date have been used. The technology development target of KUSD 514 has been paid in 1Q 2011. For 2Q 2011 Opera booked KNOK 286 as interest expense and KNOK 159 as FX gain. Please also see note 9 for more details.

#### Note 11 - CTC

In 1Q 2011, Opera and China's Telling Telecom announced that they planned on establishing a Joint Venture in Greater China with the goal of becoming the most popular consumer mobile web browser and web services platform in China. Opera will provide its browser technology and Telling Telecom will contribute a local operations team and strong distribution capabilities. Telling Telecom is the leading mobile phone distributor in China, with an 18% market share and 40,000 retail outlets.

nHorizon Innovation (Beijing) Software Ltd was co-founded by Opera Software ASA and Telling Telecom in August 2011. nHorizon is committed to developing and marketing the Oupeng mobile browser, to provide users with a simple, fast and smooth mobile Internet experience, helping people to enjoy a comfortable mobile Internet life. To learn more, please visit <http://www.oupeng.com>

The total initial investment in the Joint Venture is planned to be 135 million RMB over three years. Opera will own 25 to 40% of the joint venture company, depending on Opera's capital contribution over this period. In addition, Opera is guaranteed a minimum amount of revenue from the joint venture corresponding to Opera's initial capital contribution over the three year period from the establishment of the JV.

The focus of the JV will be on the massive consumer mobile Internet market and revenue opportunity in China. Opera China will continue to target the operator, mobile OEM, device OEM and desktop markets independent from the JV.

#### Note 12 - Unusual Transactions

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

#### Note 13 - Subsequent Events

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 14 - One-time Costs

During 1Q 2010, Opera Software ASA 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. These costs are included in the YTD 2010 numbers itemized above.

ONE-TIME COSTS	2Q 2011 (Unaudited)	2Q 2010 (Unaudited)	YTD 2011 (Unaudited)	YTD 2010 (Unaudited)
Salary restructuring cost				26,728
Option restructuring cost				-898
Office restructuring cost				1,600
Legal fees related to business combinations				1,665
<b>Total one-time costs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>29,094</b>

#### Note 15 - Forward Looking Statements/Risk Factors

This Quarterly Report contains forward-looking statements. These statements include, among other things, statements regarding future operations and business strategies and future financial condition and prospects. These forward-looking statements are subject to certain risks and uncertainties that could cause our actual results to differ materially from those reflected in the forward-looking statements. Factors that could cause or contribute to such differences are covered in the Opera Software FY 2010 Annual Report on page 14, under the heading "Risk Factors". We undertake no obligation to revise or publicly release the results of any revision to these forward-looking statements, except as required by law. Given these risks and uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements.



## Historical Summary - Last 6 Quarters

(Numbers in KNOK, except per share amounts)

	2Q 2011 (Unaudited)	1Q 2011 (Unaudited)	4Q 2010 (Unaudited)	3Q 2010 (Unaudited)	2Q 2010 (Unaudited)	1Q 2010 (Unaudited)
<u>Revenue (KNOK)</u>						
Desktop	<b>70,085</b>	70,923	70,866	60,302	59,073	52,033
Internet devices	<b>144,711</b>	136,411	122,716	118,015	109,854	99,379
<b>Total revenue</b>	<b>214,796</b>	207,334	193,581	178,317	168,928	151,413
<u>Revenue (% Growth)</u>						
Desktop	<b>-1%</b>	0%	18%	2%	14%	3%
Internet devices	<b>6%</b>	11%	4%	7%	11%	8%
<b>Total revenue</b>	<b>4%</b>	7%	9%	6%	12%	6%
<u>Revenue (% of total revenue)</u>						
Desktop	<b>33%</b>	34%	37%	34%	35%	34%
Internet devices	<b>67%</b>	66%	63%	66%	65%	66%
<b>EBIT*</b>	<b>44,549</b>	41,377	34,647	34,761	28,750	5,440
EBIT, excluding stock option costs*	<b>48,643</b>	46,049	38,944	39,821	32,623	9,837
<b>EBITDA*</b>	<b>51,990</b>	48,298	41,148	40,692	34,333	10,341
EBITDA, excluding stock option costs*	<b>56,084</b>	52,969	45,444	45,752	38,206	14,738
<b>EPS</b>	<b>0.240</b>	0.182	(0.005)	0.169	0.161	(0.132)
<b>EPS, fully diluted</b>	<b>0.235</b>	0.179	(0.005)	0.166	0.159	(0.132)

\* excluding one-time costs



## Supplemental information

<i>(Numbers in MNOK)</i>		
REVENUE TYPE	1H 2011	1H 2010
YTD numbers	(Unaudited)	(Unaudited)
Desktop	141	111
Internet devices	281	209
<b>Total</b>	<b>422</b>	<b>320</b>

<i>(Numbers in MNOK)</i>					
REVENUE TYPE	2Q 2011	1Q 2011	4Q 2010	3Q 2010	2Q 2010
QTR numbers	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Desktop	70	71	71	60	59
Internet devices	145	136	123	118	110
<b>Total</b>	<b>215</b>	<b>207</b>	<b>194</b>	<b>178</b>	<b>169</b>

<i>In million users</i>					
Monthly Desktop users **	2Q 2011	1Q 2011	4Q 2010	3Q 2010	2Q 2010
(last month of quarter)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Total	55	54	51	45	46

<i>(Numbers in MNOK)</i>		
Internet devices	1H 2011	1H 2010
YTD numbers	(Unaudited)	(Unaudited)
NRE	40	63
M&S	20	22
Total Opera Mini*	123	57

<i>(Numbers in MNOK)</i>					
Internet devices	2Q 2011	1Q 2011	4Q 2010	3Q 2010	2Q 2010
QTR numbers	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
NRE	21	20	18	19	29
M&S	10	9	13	10	11
Total Opera Mini*	63	60	48	40	35

\*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 YTD numbers	1H 2011 (Unaudited)	1H 2010 (Unaudited)
Operator revenue	142	92
Desktop revenue	141	111
Mobile OEM revenue	30	47
Device OEM revenue	67	60
Mobile Consumers and publishers	35	10
Other revenue	6	1
<b>Total</b>	<b>422</b>	<b>320</b>

(Numbers in MNOK)

Revenue Customer Type QTR numbers	2Q 2011 (Unaudited)	1Q 2011 (Unaudited)	4Q 2010 (Unaudited)	3Q 2010 (Unaudited)	2Q 2010 (Unaudited)
Operator revenue	75	68	61	50	53
Desktop revenue	70	71	71	60	59
Mobile OEM revenue	12	18	13	22	21
Device OEM revenue	35	33	36	33	30
Mobile Consumers and publishers	21	15	11	10	6
Other revenue	3	3	2	2	1
<b>Total</b>	<b>215</b>	<b>207</b>	<b>194</b>	<b>178</b>	<b>169</b>

**Operator revenue:** Operator revenue includes revenue from mobile operators such as 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 is 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.

**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 internet access 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.

**Mobile Consumers and publishers:** Revenue generated from Opera's mobile consumers emanates primarily from mobile search, the Opera Mobile Store and content partnerships and is run by the newly established Consumer Mobile team, which has a primary responsibility to drive ARPU for Opera's consumer mobile users. Revenue generated from Opera's mobile publishers emanates from the AdMarvel platform, a broad mobile advertising solution to publishers and their partners. AdMarvel's revenue among mobile publishers stems from two major sources: (i) Ad Serving capabilities (powerful rich media ad serving, targeting and analytics) and (ii) Ad Mediation capabilities (transparency and control over ad network traffic from over 80 ad sources from around the world). Both these capabilities have helped AdMarvel publisher customers drive higher fill rates and CPMs and ultimately higher revenue.



**Supplemental information (continued)**

<i>(Numbers in MNOK)</i>			
<b>Operator Revenue</b>	<b>1H 2011</b>		<b>1H 2010</b>
<b>YTD numbers</b>	<b>(Unaudited)</b>		<b>(Unaudited)</b>
NRE, M&S and hosting	<b>32</b>		40
Licenses and active-user fees	<b>111</b>		52
<b>Total</b>	<b>142</b>		92

<i>(Numbers in MNOK)</i>					
<b>Operator Revenue</b>	<b>2Q 2011</b>	<b>1Q 2011</b>	<b>4Q 2010</b>	<b>3Q 2010</b>	<b>2Q 2010</b>
<b>QTR numbers</b>	<b>(Unaudited)</b>				
NRE, M&S and hosting	<b>19</b>	13	19	14	23
Licenses and active-user fees	<b>56</b>	55	42	37	30
<b>Total</b>	<b>75</b>	68	61	50	53

<i>(Numbers in MNOK)</i>	
<b>Mobile OEM revenue</b>	<b>1H 2011</b>
<b>YTD numbers</b>	<b>(Unaudited)</b>
NRE, M&S and hosting	<b>13</b>
Licenses and active-user fees	<b>17</b>
<b>Total</b>	<b>30</b>

<i>(Numbers in MNOK)</i>		
<b>Mobile OEM revenue</b>	<b>2Q 2011</b>	<b>1Q 2011</b>
<b>QTR numbers</b>	<b>(Unaudited)</b>	
NRE, M&S and hosting	<b>6</b>	7
Licenses and active-user fees	<b>6</b>	12
<b>Total</b>	<b>12</b>	18

<i>(Numbers in MNOK)</i>	
<b>Device OEM revenue</b>	<b>1H 2011</b>
<b>YTD numbers</b>	<b>(Unaudited)</b>
NRE, M&S and hosting	<b>14</b>
Licenses and active-user fees	<b>53</b>
<b>Total</b>	<b>67</b>

<i>(Numbers in MNOK)</i>		
<b>Device OEM revenue</b>	<b>2Q 2011</b>	<b>1Q 2011</b>
<b>QTR numbers</b>	<b>(Unaudited)</b>	
NRE, M&S and hosting	<b>5</b>	9
Licenses and active-user fees	<b>29</b>	24
<b>Total</b>	<b>35</b>	33



## Supplemental information (continued)

### *In million subscribers*

#### **Opera Mini subscribers Operator and co-branded** (Unaudited)

January 2010	2.1
February 2010	2.2
March 2010	2.5
April 2010	3.5
May 2010	3.9
June 2010	4.5
July 2010	5.2
August 2010	6.0
September 2010	6.7
October 2010	7.5
November 2010	9.0
December 2010	10.6
January 2011	11.5
February 2011	12.0
March 2011	13.6
<b>April 2011</b>	<b>15.0</b>
<b>May 2011</b>	<b>16.1</b>
<b>June 2011</b>	<b>16.2</b>

### *In million subscribers*

#### **Opera Mini subscribers State of the Mobile Web\*** (Unaudited)

January 2010	49.8
February 2010	50.6
March 2010	55.3
April 2010	59.0
May 2010	61.4
June 2010	59.5
July 2010	62.3
August 2010	66.5
September 2010	71.3
October 2010	76.3
November 2010	80.1
December 2010	85.5
January 2011	90.4
February 2011	89.8
March 2011	102.5
<b>April 2011</b>	<b>107.2</b>
<b>May 2011</b>	<b>113.5</b>
<b>June 2011</b>	<b>115.1</b>

\*These numbers include Opera branded and co-branded subscribers. Please also see: <http://www.opera.com/smw/>.