





# Q1: QUARTERLY REPORT 2016

KEY FIGURES (NOK million)						
Q1 16	Q1 15					
243.6	241.2					
12.1	14.5					
10.5	13.4					
	<mark>Q1 16</mark> 243.6 12.1					



EBIT PER QUARTER (NOK million)

REVENUE PER SEGMENT (NOK million)								
	Q1 16	Q1 15						
Products & solutions	128.0	137.2						
R&D Services	116.4	104.1						
Eliminations	-0.7	0.0						
Group	243.6	241.2						

EBIT PER SEGMENT (NOK million)							
	Q1 16	Q1 15					
Products & solutions	6.4	9.5					
R&D Services	8.6	8.2					
Eliminations	-2.9	-3.2					
Group	12.1	14.5					
-							

# SUMMARY OF Q1 2016

- Operating revenue of NOK 244 million
- EBIT of NOK 12.1 million
- Order intake of NOK 312 million
- Order backlog of NOK 759 million
- Operating cash flow of NOK 4.5 million

## Q1 2016

In the report, we compare with figures from the same period in 2015 (in brackets).

Operating revenue in the first quarter was NOK 244 million (241), a growth of 1 %. EBIT was NOK 12 million (14.5). The order intake during the quarter totalled NOK 312 million (262). The order backlog was NOK 759 million (734) at the end of the quarter. Data Respons had a cash flow from operating activities of NOK 4.5 million (1.6). The total number of employees at March 31, 2016 was 429 (382).

The operations in Sweden continued the strong growth in the last quarter, while the Norwegian region was declining due to the weak market conditions. Sweden strengthened its position as the largest geographical region in the company with 55 % of total revenue, while 30 % of the total revenue came from Norway.

Data Respons had a strong order intake of NOK 312 million (262), a growth of 19 %. The positive momentum in the quarter is due the strong position within IoT, digitalisation and embedded technologies. Major contract signings came with key customers in Transport & Automotive, Telecom, Defence and Industry & Automation. The company's order back log ended at NOK 759 million, which is the highest level in the company's history.

The continued weakening of the development in the Oil & Gas and Maritime sectors impacted profitability. Especially in Products & Solutions Norway there has been a lower activity, which has resulted in a decline in revenue for this segment. The high growth internationally and decline in Norway has led to a change in the customer mix towards new customers in other sectors and geographical markets, resulting in a higher ratio of new business with a lower margin initially.

#### BALANCE SHEET AND LIQUIDITY

The company's book value of total assets at the end of the first quarter was NOK 488 million. The company's equity was NOK 309 million, which gives an equity ratio of 63 %.

Current assets amounted to NOK 277 million and current liabilities were NOK 173 million. At March 31, 2016, the non-current assets amounted to NOK 211 million, of which deferred tax assets of NOK 11 million and other intangible assets including goodwill was NOK 190 million.

The company's cash flow from operations in the first quarter was NOK 4.5 million (1.6).

# The positive momentum in the ORDER INTAKE is due to the strong position within IoT, digitalisation and embedded technologies.

The cash balance on March 31, 2016 was NOK 42 million and the company had no interest bearing debt. Data Respons has unused credit facilities of NOK 80 million.

The Board of Directors propose to distribute a dividend of NOK 1.00 per share for 2015. Following the resolution by the annual general meeting on Thursday April 14, 2016 the DAT share will be traded ex-dividend on April 15, 2016.

#### **BUSINESS SEGMENTS**

#### **PRODUCTS & SOLUTIONS**

Operating revenue in the first quarter was NOK 128 million (137), a decline of 7 %. EBIT before group cost was NOK 6.4 million (9.5). The order intake totalled NOK 142 million (151) during the quarter. The order backlog ended at NOK 561 million (581).

The company had a decline in Products & Solutions in the first quarter, due to the negative development in the Norwegian operation. The main reason is the weak market conditions led by lower activity in the Oil & Gas industry and Maritime sectors. Several costreducing initiatives have been implemented in Products & Solutions Norway due to the changing conditions, including permanent and temporarily layoffs, salary cuts and general cost reductions. In total, the various initiatives will reduce operating cost with NOK 10 million on a yearly basis.

Our international operations showed high growth rates and an increasing customer base during the quarter. The high growth internationally and decline in Norway has led to a change in the customer mix towards new customers in other sectors and geographical markets, resulting in a higher ratio of new business with a lower margin initially. The order intake followed the same pattern as the revenue with positive development internationally, while the Norwegian region was weak. Major orders came from key ers in Telecom, Transportation, Def Industry & Automation. The order b Product & Solutions at the end of the was solid with NOK 561 million.

Data Respons is positioned as the leading channel for embedded computer solutions and IoT products in the Nordic region. The company has a strong and increasing base of recurring solution customers and has a solid order backlog. Solution deliveries secure long-term and strategically important customer relationships and provide a significant potential for future growth.

In order to meet the continued demand for increased performance and more functionality, many of our customers focus on strategic partnerships. Our customers can achieve lower costs of ownership, increased efficiency and shorter time-to-market by using the Data Respons model. The long-term profitability is expected to improve based on a cost-effective and focused business model. This includes strategic relationships with customers in main markets, a stronger coordination of the Nordic operation centres and the transferral of tasks to our Asian organisation and global partners.

#### **R&D SERVICES**

Operating revenue in the first quarter was NOK 116 million (104), a growth of 12 %. EBIT before group cost was NOK 8.6 million (8.2). The order intake totalled NOK 169 million (111) during the quarter. The order backlog ended on NOK 198 million (153).

The company experienced growth in R&D Services in the first quarter, due to an increasing customer base and good market conditions in Sweden. The strong order intake (52 % growth compared to Q1 2015) and record high order backlog of NOK 198 million provide a positive momentum entering Q2.

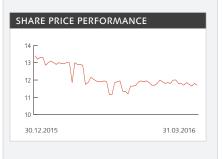


# The Board of Directors propose to distribute a DIVIDEND OF NOK 1.00 per share for 2015.

CALENDAR 2016
EVENT
Presentation of Q4 2015
Presentation of Q1 2016
Annual General Meeting
Presentation of Q2 2016
Presentation of Q3 2016
Presentation of Q4 2016

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SHAREHOLDER	HOLDING	SHARE
CUSTOM HOLDING AS	15 916 051	32.52 %
MP PENSJON PK	4 821 000	9.85 %
STOREBRAND VEKST	2 834 873	5.79 %
JP MORGAN CHASE	2 090 282	4.27 %
VARNER INVEST AS	1 500 000	3.06 %
NORDEA NORDIC SCF	1 279 797	2.61 %
STOREBRAND NORGE I	1 125 947	2.30 %
MERTOUN CAPITAL AS	1 050 000	2.15 %
HERAL INVESTMENT TRUST	965 676	1.97 %
NHO - P665AK	886 712	1.81 %
DNB NOR MARKETS	750 000	1.53 %
VPF STOREBRAND OPTIMA	623 913	1.27 %
ALTEA PROPERTY DEV.	431 717	0.88 %
BERNT AS	428 516	0.88 %
HELGØ INVESTERING AS	384 620	0.79 %
VENTOR AS	384 257	0.79 %
MEZZLER EURO SMALL CAP	355 000	0.73 %
EUROVEST AS	350 000	0.72 %
VPF DNB SMB	317 462	0.65 %
SPAR KAPITAL INVESTOR AS	300 000	0.61 %
Total 20 largest	36 795 823	75.18 %
Total others	12 144 971	24.82 %
Total no. of shares	48 940 794	100.00 %



The Norwegian R&D Services unit was impacted by lower activity in Oil & Gas and Maritime sectors. However, due to good development in Sweden the total EBIT increased versus first quarter last year.

Data Respons continues to leverage on its leading position in offering customers access to highly skilled specialists with a broad range of expertise from future oriented technologies areas like automation, IoT, digitalisation and different embedded solution disciplines.

A strong competence platform is strategically important in order to develop new recurring solution customers and to stand out as a complete solutions provider in the market.

## MARKET DEVELOPMENT

Data Respons has a solid and well balanced customer base within several industry sectors, based upon our strong competence within IoT, digitalisation and embedded technologies. Our geographical footprint and 30 years of experience have given the company relevant vertical competence within these markets.

The customer list includes world-leading companies such as ABB, Ericsson, TDC, Kongsberg Group, Hydro, Saab, Tomra, Cisco, Thales, Raytheon, FMC Technologies, Bombardier, Volvo, Scania, Siemens, Schlumberger, Statoil, National Oilwell Varco, Rolls Royce, Maquet, Laerdal Medical and Hexagon. The number of blue-chip customers is increasing and the company expects this trend to continue going forward. Data Respons was awarded the following major contracts during the quarter:

- Industrial Automation contract of NOK 9 Million
- Oil & Gas contract of NOK 18 million
- Defence contract of NOK 13 million
- Specialist Services contract of SEK 25 million
- IoT contract of SEK 41 million

Data Respons has increasing opportunities in key markets such as Telecom, Medical, Transportation and Industry/Automation. From this quarter the company has extracted public as an own market sector due to the increasing revenue and potential going forward.

The sharp decline in the oil price has affected the demand from customers within Oil & Gas and Maritime. These markets has decreased from 24 % of the revenue in Q1 2015 to 13 % of the revenue this quarter. In the longer term, the company sees the cost focus in the Oil sector as a growth opportunity as Data Respons offers expertise on standardised computer solutions and a cost effective global value chain.

Based on feedback from our customers and partners, the company expects a growing market for IoT devices, automation and robotics, advanced communication solutions, connected and integrated systems and the use of consumer-based technologies (mobility, digitalisation). In addition, there is a growing demand for cost effective and robust solutions for demanding environmental conditions, areas in which Data Respons has strong competence and experience.

#### SHARE INFORMATION

The share price started at NOK 13.40 at the beginning of the year and ended at NOK 11.65 at March 31, 2016. 5.6 million shares were traded and 748 transactions were registered at the Oslo Stock Exchange during the year. Data Respons had 1 127 shareholders at March 31, 2016. There were no transactions with treasury shares during Q1 2016, and Data Respons ASA owned no treasury shares at March 31, 2016. The total number of outstanding shares at March 31, 2016 was 48 940 794.



#### **GEOGRAPHIC REGIONS**

Data Respons is located in Norway, Sweden, Denmark, Germany and Taiwan. Our business model is based on close cooperation with our customers and understanding their business needs.

To facilitate close cooperation, Data Respons believes in having regional offices with skilled engineering staff in important industrial clusters to build strategic and long-term relationships with our key customers.

Sweden was the largest market area in Q1 2016 and accounts for 55 % of the total revenue. Data Respons Sweden experienced a continued strong development in revenue and profitability in this quarter. The Swedish company has built a strong position in several vertical markets such as Transportation, Telecom, Defence, Industry and Automation, gaining the ability to win new IoT, digitising and embedded solution contracts with large customers. The company's R&D Services segment has frame agreements with more than 25 large industrial companies.

Data Respons Norway accounted for 30 % of the group's revenue in Q1. The Norwegian market has been declining the last year based on demanding conditions in major industries like the Oil & Gas industry and Maritime, combined with high growth internationally. Export related customers within other sectors have had a positive development and are increasingly important going forward. The company's focus is to improve the customer base in sectors such as IoT, Industry and Automation, Telecom, Medical, Public and Defence.

Data Respons Germany continued the positive development in Q1 and represents 10 % of the company's revenue. Germany is the largest market in the embedded and IoT industry in Europe, estimated to 1/3 of the total European market.

Data Respons Denmark has had a positive start this year and represents 5 % of the company revenue.

In our Asian organisation, there has been high activity levels as an increasing number of solution deliveries and projects are carried out in cooperation with our Asian partners.

#### OUTLOOK

The company believes that the long-term outlook for specialist consulting services, embedded solutions and IoT market is positive. The need for more intelligent and cost effective products, more mobility, increased automation/robotising and the digitising of the society are driving forces in all our markets.

Data Respons is well positioned as a full-service, independent technology company and a leading player in the Nordic region and Germany. The company has customers in a wide range of vertical industries and a balanced portfolio of blue-chip customers. Although the market conditions are mixed, we continue to see opportunities in several of our key markets.

Profitable growth, positive operational cash flow and a strengthened position in key markets are Data Respons' main focus areas. Based on the current demand from our customers, a focused organisation and a strong order backlog, the company expects growth, increased profitability and positive cash flow from operations going forward.

The Board of Directors of Data Respons ASA Høvik, April 13, 2016



The contents of the Condensed Consolidated Interim Financial Statements are in compliance with the standard (IFRS) for interim reporting (IAS 34).

# CONDENSED CONSOLIDATED INCOME STATEMENT

NOK MILLION	Q1 16	Q1 15	2015	2014
Sales revenue	243.4	241.2	963.1	848.6
Net income from associated companies	0.2	0.0	0.5	0.6
Total revenue and other income	243.6	241.2	963.6	849.2
Cost of goods sold	125.9	128.7	526.9	450.8
Payroll expenses	89.8	82.3	315.5	282.1
Other operating expenses	14.8	14.8	62.7	58.7
EBITDA	13.2	15.3	58.5	57.6
Depreciation	1.0	0.9	3.8	3.2
Operating profit (EBIT)	12.1	14.5	54.7	54.5
Net financial items	-1.6	-1.0	-6.2	-4.1
Profit before income tax	10.5	13.4	48.5	50.4
Income tax expense	1.9	3.8	2.0	9.6
Profit for the period	8.6	9.6	46.5	40.8
PROFIT ATTRIBUTABLE TO:				
- Owners of the company	7.1	8.4	42.6	37.7
- Non-controlling interests	1.5	1.1	3.9	3.1
Earnings per share (NOK)	0.15	0.17	0.87	0.78
Diluted earnings per share (NOK)	0.14	0.17	0.86	0.77

# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

NOK MILLION	Q1 16	Q1 15	2015	2014
Profit for the period	8.6	9.6	46.5	40.8
OTHER COMPREHENSIVE INCOME				
Items that may subsequently be reclassified to profit or loss				
Currency translation differences	-4.4	-3.7	13.4	5.4
Items that will not be reclassified to profit or loss				
Currency translation differences on non-controlling interests	-0.7	-0.5	2.3	0.4
Other comprehensive income	-5.1	-4.2	15.7	5.8
Total comprehensive income	3.5	5.4	62.2	46.6
ATTRIBUTABLE TO:				
- Owners of the parent	2.7	4.7	56.0	43.1
- Non-controlling interests	0.8	0.7	6.2	3.6

# STATEMENT OF FINANCIAL POSITION

NOK MILLION	31.03.2016	31.03.2015	31.12.2015
Intangible assets	190.2	176.1	187.8
Deferred tax assets	11.0	3.7	11.2
Machinery and equipment	7.3	5.2	7.4
Other non-current assets	2.3	2.3	2.8
Total non-current assets	210.8	187.3	209.0
Inventories	42.2	47.6	53.1
Trade receivables	176.3	188.6	193.9
Other current receivables	16.6	17.7	19.0
Cash and cash equivalents	41.8	42.0	39.0
Total current assets	276.9	295.9	305.0
Total assets	487.7	483.2	514.1
Paid in capital	198.4	194.7	198.4
Other equity	82.8	78.0	79.9
Non-controlling interests	28.1	20.9	27.5
Total equity	309.3	293.6	305.9
Deferred tax liabilities	4.1	2.2	4.2
Other non-current liabilities	1.7	1.9	2.3
Total non-current liabilities	5.8	4.2	6.5
Interest-bearing loans and borrowings	0.0	0.0	0.0
Trade payables	80.6	89.4	103.3
Public duties payable / taxes payable	28.0	37.5	37.4
Other current liabilities	63.8	58.5	61.0
Total current liabilities	172.6	185.3	201.7
Total liabilities and equity	487.7	483.2	514.1

# CASH FLOW STATEMENT

NOK MILLION	Q1 16	Q1 15	2015	2014
EBITDA	13.2	15.3	58.5	57.6
Income tax paid	-5.0	-1.5	-10.1	-7.6
Change in inventories	10.9	-6.1	-11.2	15.4
Change in trade receivables	20.8	-22.0	-23.8	10.4
Change in trade payables	-23.2	12.4	23.3	-9.1
Other - operating activities	-12.1	3.5	12.8	-15.2
Net cash flow from operational activities	4.5	1.6	49.4	51.4
Acquisition of subsidiaries, net of cash acquired	-0.5	-1.8	-1.8	-1.8
Purchase of machinery & equipment	-0.8	-1.1	-5.5	-1.7
Other - investing activities	0.7	0.7	0.9	1.7
Net cash flow from investing activities	-0.6	-2.1	-6.3	-1.8
Net change in overdraft/borrowings	0.0	0.0	0.0	0.0
Purchase/sale of treasury shares	0.0	0.0	0.0	0.0
Proceeds from issue of shares	0.0	0.0	3.7	1.1
Dividends paid to equity holders of the company	0.0	0.0	-48.6	-48.4
Dividends paid to non-controlling interests	0.0	0.0	0.0	-2.6
Sale of interest in a subsidiary	0.0	0.0	0.0	0.0
Other - financing activities	-0.2	-0.1	-1.0	-1.0
Net cash flow from financing activities	-0.2	-0.1	-45.8	-50.9
Net cash flow from the period	3.8	-0.7	-2.7	-1.3
Cash at the beginning of the period	39.0	42.8	42.8	44.1
Exchange gain/losses on cash	-1.0	-0.2	-1.1	0.0
Cash at the end of the period	41.8	42.0	39.0	42.8

# OPERATING REVENUE PER QUARTER

	Q1	1	Q	2	Q	3	Q	4	
NOK MILLION	2016	2015	2016	2015	2016	2015	2016	2015	
Products & Solutions	128.0	137.2		126.0		140.8		155.3	
R&D Services	116.4	104.1		102.9		85.7		114.2	
Eliminations	-0.7	0.0		-0.3		-0.9		-1.3	
Operating revenue	243.6	241.2		228.6		225.7		268.2	

# EBIT PER QUARTER

	Q	1	Q	2	Q3		Q4			
NOK MILLION	2016	2015	2016	2015	2016	2015	2016	2015		201
Products & Solutions	6.4	9.5		7.1		10.0		8.2		34.
R&D Services	8.6	8.2		9.2		6.1		7.1		30.
Corporate	-2.9	-3.2		-3.1		-2.2		-2.0		-10.
EBIT	12.1	14.5		13.2		13.8		13.2		54.
Profit before tax	10.5	13.4		12.3		12.7		10.1		48.

# STATEMENT OF CHANGES IN EQUITY

		Attributabl	Non- controlling interests	Total Equity				
NOK MILLION	Share capital	Share premium	Treasury shares	Translation differences	Other equity	Total		
EQUITY AT JANUARY 1, 2016	24.5	174.0	0.0	25.7	54.2	278.4	27.5	305.9
Profit/ loss for the period					7.1	7.1	1.5	8.6
Other comprehensive income for the period				-4.4	0.0	-4.4	-0.7	-5.1
Total comprehensive income	0.0	0.0	0.0	-4.4	7.1	2.7	0.8	3.5
Dividends paid						0.0	-0.2	-0.2
Employee share option scheme					0.1	0.1		0.1
Equity at March 31, 2016	24.5	174.0	0.0	21.3	61.5	281.2	28.1	309.3

# Attributable to equity holders of the company

NOK MILLION	Share capital	Share premium	Treasury shares	Translation differences	Other equity	Total	Non- controlling interests	Total Equity
EQUITY AT JANUARY 1, 2015	24.3	170.4	0.0	12.3	60.9	267.9	20.2	288.1
Profit/ loss for the period					8.4	8.4	1.1	9.6
Other comprehensive income for the period				-3.7	0.0	-3.7	-0.5	-4.2
Total comprehensive income	0.0	0.0	0.0	-3.7	8.4	4.7	0.7	5.4
Employee share option scheme					0.1	0.1		0.1
Equity as of March 31, 2015	24.3	170.4	0.0	8.5	69.5	272.7	20.9	293.6
Profit/ loss for the period					34.1	34.1	2.8	36.9
Other comprehensive income for the period				17.1	0.0	17.1	2.8	19.9
Total comprehensive income	0.0	0.0	0.0	17.1	34.1	51.2	5.5	56.8
Changes in non-controlling interests					-1.1	-1.1	1.1	0.0
Dividends paid					-48.6	-48.6		-48.6
Employee share option scheme					0.3	0.3		0.3
Issue of share capital	0.2	3.5				3.7		3.7
Equity as of December 31, 2015	24.5	174.0	0.0	25.7	54.2	278.4	27.5	305.9

# NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

# NOTE 1: GENERAL INFORMATION

Data Respons is a full-service, independent technology company and a leading player in the embedded solutions market. The company is a public limited company which is listed on the Oslo Stock Exchange and is incorporated in Norway. The address of the company is Sandviksveien 26, 1363 Høvik. These condensed interim financial statements have not been audited.

## NOTE 2: BASIS OF PREPARATION / ACCOUNTING POLICIES

These condensed interim financial statements for the first quarter of 2016 have been prepared in accordance with IAS 34, 'Interim financial reporting'. The condensed interim financial statements should be read in conjunction with the annual financial statements for the year ended December 31, 2015, which have been prepared in accordance with International Financial Reporting Standards (IFRSs) and the interpretations set out by the International Accounting Standards Board, as approved by the European Union.

The accounting policies adopted are consistent with those of the previous financial year.

## NOTE 3: SIGNIFICANT EVENTS AND TRANSACTIONS

Sylog Sverige AB, a subsidiary of Data Respons, entered into an agreement to acquire 100 % of the shares in South Pole Consulting AB on January 26, 2016. South Pole Consulting has 10 employees located in Stockholm and are experts in embedded Linux. The company is consolidated into Data Respons' financial statements from 2016. An agreement has been reached for a cash consideration of SEK 2.8 million with additional payments depending on the company's development over the next two years.

## **NOTE 4: SHARE CAPITAL**

The Board of Directors propose to distribute a dividend of NOK 1.00 per share for 2015. Following the resolution by the annual general meeting on Thursday April 14 the DAT share will be traded ex-dividend on April 15, 2016.

The total number of outstanding shares at March 31, 2016 was 48 940 794.

#### **NOTE 5: CURRENCY**

In preparing the financial statements, subsidiaries translate transactions in foreign currencies at the exchange rate for the date of the transaction. Balance sheet items in foreign currency are translated to functional currency at the ending rate for the period reported. Foreign translation differences are recognised in the income statement.

The group presentation currency is NOK. Each group entity with a different functional currency are translated into NOK using the foreign exchange rate at the balance sheet date for balance sheet items and monthly average rates for the income statement. Data Respons uses daily and monthly currency exchange rates as published by Norges Bank for translations into presentation currency. Foreign exchange differences arising from translation from functional currency to presentation currency are recognised in the statement of other comprehensive income. When a foreign subsidiary is partially or completely disposed of or sold, translation differences related to the subsidiary are recognised in the income statement.

## NOTE 6: RELATED PARTY TRANSACTIONS

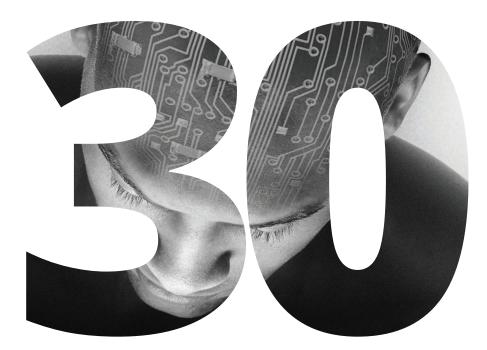
Other than ordinary business transactions between group companies, there have been no related party transactions in the first quarter of 2016. All transactions within the group are based on ordinary commercial terms using the arm's length principle.

### NOTE 7: EVENTS OCCURRING AFTER THE REPORTING PERIOD

There have been no material events subsequent to the reporting period that might have a significant effect on the condensed interim financial statements for the first quarter of 2016.

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