

# Interim report

Itiviti Group Holding AB January 1 – June 30, 2016



## STEADY EARNINGS GROWTH AND MOMENTUM FOR NEW REGULATORY SOLUTIONS

At the beginning of April, Itiviti Group Holding AB (formerly Orc Group Holding AB) announced that the merger with CameronTec Group had been completed. In order to simplify the new group's structure, the legal entities were combined by transferring CameronTec Intressenter Top Holding AB to Itiviti Group AB from the Parent Company Itiviti AB. In connection with the transaction in March 2016, the new group's financing arrangements were optimized through repayment of a bank loan. The loan was repaid with existing cash and bank overdraft facilities. The interim report presents the results for the combined new group, in which all historical data has been restated. The new group is referred to below as Itiviti.

|                      | Apr 1, 2016    | Apr 1, 2015    | Jan 1, 2016    | Jan 1, 2015    |
|----------------------|----------------|----------------|----------------|----------------|
| SEK THOUSANDS        | - Jun 30, 2016 | - Jun 30, 2015 | - Jun 30, 2016 | - Jun 30, 2015 |
| Operating revenue*   | 176,644        | 170,060        | 351,502        | 330,604        |
| Operating expenses** | -88,071        | -95,817        | -175,200       | -189,327       |
| Adjusted EBITDA *    | 88,573         | 74,243         | 176,302        | 141,277        |
| Adjusted CAPEX ***   | -48,468        | -41,745        | -104,889       | -86,508        |
| EBITDA-CAPEX         | 40,105         | 32,498         | 71,413         | 54,769         |

<sup>\*)</sup> Operating revenue is adjusted with an add-back of the fair value adjustment of the carrying amount of deferred income in Tbricks upon acquisition, which has been carried out in accordance with IFRS as well as an adjustment of the purchase price for LaSalleTech. See table on page 3.

- Operating revenue for the period from April to June 2016 was SEK 176,644k (170,060), an increase of 4% compared to the same quarter of 2015. Adjusted for foreign exchange effects, operating revenue rose by SEK 4,722k (3%), most of which is explained by the major sale of a perpetual license and continued positive development in the APAC region. Product sales are already being driven by products built on our new technology platforms (Tbricks, Catalys) while Itiviti classic products remain stable.
- Adjusted EBITDA was SEK 88,573k (74,243) and EBITDA-CAPEX was SEK 40,105k (32,498). Operating expenses and adjusted CAPEX, adjusted for one-off effects, were SEK 1,023k lower than the same period last year. Adjusted for foreign exchange effects, expenses were SEK 3,618k higher than the same period last year, up by 3%. Most of the increase is explained by higher personnel costs, which have risen primarily due to an increase in the number of employees by around 30 and higher costs for sales commissions. This is offset somewhat by the fact that 2015 was affected by costs for an internal conference that was held in April 2015. The development of Itiviti's new product offering to facilitate mandatory compliance with MiFID II and other regulations has resulted in higher development costs, which explains the increase in adjusted CAPEX.

#### **Comments from CEO Torben Munch:**

"The investment in our regulatory solutions offering is bearing fruit, as reflected in recent client wins for our market abuse product across Europe. As new regulations are introduced, we see market participants undertaking reviews of their legacy trading systems. As a global, proven and well-capitalized vendor, Itiviti is well positioned to meet the current and future requirements of existing and new customers. Our solutions are based on modern technology that is able to withstand and adapt to future challenges, both regulatory and commercial. To our clients, Itiviti thus offers confidence and certainty in these turbulent times, allowing a continued focus on their core business.

Increasingly, clients are discovering the benefits of our new advanced modular technology, and we continue to drive migrations towards the Tbricks by Itviviti/Catalys by Itiviti platforms. In particular, we have signed a number of multi-year contracts with key clients, most of which resulted in broader relationships and demonstrating Itiviti's commitment to long-term client partnerships.

We are also excited about the launch of our new Itiviti website in July. Fully updated in both design and content, it is a source of information about Itiviti and our numerous ongoing initiatives, as well as industry and regulatory trends. The video channel 'Itiviti Talks' enables us to effectively share our staff's wealth of knowledge with anyone interested in the forefront of our dynamic industry."

<sup>\*\*)</sup> Adjusted EBITDA is defined as operating income after adjustment of operating expenses for amortization, depreciation and impairment losses, foreign exchange differences recognized in income pertaining to remeasurement of items in the balance sheet, non-recurring items and reversal of development costs not capitalized in the company's balance sheet. See table on page 3.

<sup>\*\*\*)</sup> Adjusted CAPEX is defined as investments in intangible assets and property, plant and equipment as reported in the cash flow statement, as well as reversal of development costs not capitalized in the company's balance sheet according to the above. See table on page 3.



## **Adjusted EBITDA and CAPEX**

|  | Apr 1, 2016    | Apr 1, 2015    | Jan 1, 2016    | Jan 1, 2015    |
|--|----------------|----------------|----------------|----------------|
| SEK THOUSANDS  | - Jun 30, 2016 | - Jun 30, 2015 | - Jun 30, 2016 | - Jun 30, 2015 |
| Operating income                                       | 3,778          | 18,077         | 36,938         | -147,889       |
| Reversal of foreign exchange differences               | -1,605         | 2,172          | -3,714         | 1,506          |
| Reversal of amortization, depreciation and             | 56,373         | 39,907         | 101,537        | 232,221        |
| impairment losses                                      |                |                |                |                |
| Reversal of development costs not capitalized as work  |                |                |                |                |
| performed by the company for its own use               | 2,992          | 6,614          | 10,644         | 15,320         |
| Reversal of items affecting comparability <sup>1</sup> | 27,035         | 5,265          | 30,897         | 30,459         |
| Reversal of fair value adjustment                      | -              | 2,208          | -              | 9,660          |
| Adjusted EBITDA  | 88,573         | 74,243         | 176,302        | 141,277        |
| Specification of adjusted CAPEX                        |                |                |                |                |
| Investments in intangible assets                       | -41,838        | -34,118        | -82,987        | -68,237        |
| Investments in property, plant and equipment           | -3,638         | -1,013         | -11,258        | -2,951         |
| Reversal of development costs not capitalized as work  |                |                |                |                |
| performed by the company for its own use               | -2,992         | -6,614         | -10,644        | -15,320        |
| Adjusted CAPEX   | -48,468        | -41,745        | -104,889       | -86,508        |

The table above shows the differences between reported operating income and adjusted EBITDA, and between reported CAPEX and adjusted CAPEX.

**Adjusted EBITDA** is defined as reported operating income before amortization, depreciation and impairment losses adjusted for foreign exchange differences recognized in income, non-recurring items and reversal of development costs not capitalized as work performed for the company's own use.

- >> Foreign exchange differences refer to translation of items in the balance sheet, such as trade receivables and cash and cash equivalents, to Swedish kronor based on the closing day rate of exchange.
- >> In calculating adjusted EBITDA, the entire cost for Itiviti's product and development organization has been reversed, even the portion that is not capitalized as work performed for own use in the company's balance sheet. The same definition of EBITDA has been used in the terms of the senior secured bond that was placed in November 2012.
- >> Non-recurring items refer to specific expenses or revenue that are not regularly recurring in operating activities.
- >> Reversal of fair value adjustment refers to the add-back of the fair value adjustment of the carrying amount of prepaid income in Tbricks at the date of acquisition, which has been carried out in accordance with IFRS.

**Adjusted CAPEX** is defined as investments in intangible assets and property, plant and equipment as reported in the cash flow statement, as well as reversal of development costs not capitalized as worked performed for own use in the company's balance sheet. The reversed amount is thus regarded as an investment.

Over time, **EBITDA-CAPEX** is a good indicator of the operating cash flow. See also comments under "Balance sheet and financial position".

ltems affecting comparability refer to material items and events related to changes in the Group's structure or industry that are relevant for understanding the Group's future development on a like-for-like basis. This line was previously called "Reversal of non-recurring items". See also page 16.



### **Earnings**

| SEK THOUSANDS   | Apr 1, 2016<br>- Jun 30, 2016 | Apr 1, 2015<br>- Jun 30, 2015 | Jan 1, 2016<br>- Jun 30, 2016 | Jan 1, 2015<br>- Jun 30, 2015 |
|---|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| System revenue  | 164,774                       | 154,595                       | 330,727                       | 297,909                       |
| Professional Services   | 11,870                        | 13,257                        | 20,775                        | 23,035                        |
| Operating revenue   | 176,644                       | 167,852                       | 351,502                       | 320,944                       |
| Cost of goods sold  | -4,730                        | -4,423                        | -8,552                        | -8,429                        |
| Other external expenses                                       | -51,583                       | -45,183                       | -88,507                       | -91,727                       |
| Personnel costs   | -96,917                       | -86,582                       | -189,491                      | -192,433                      |
| Work performed by the company for its own use and capitalized | 35,132                        | 28,492                        | 69,809                        | 57,483                        |
| Amortization, depreciation and impairment losses              | -56,373                       | -39,907                       | -101,537                      | -232,221                      |
| Foreign exchange differences                                  | 1,605                         | -2,172                        | 3,714                         | -1,506                        |
| Operating expenses  | -172,866                      | -149,775                      | -314,564                      | -468,833                      |
| Operating income  | 3,778                         | 18,077                        | 36,938                        | -147,889                      |
| Financial income  | 55                            | 17,598                        | 2,560                         | 36,048                        |
| Financial expenses  | -23,194                       | -25,875                       | -58,955                       | -64,229                       |
| Net financial items   | -23,139                       | -8,277                        | -56,395                       | -28,181                       |
| Income after financial items                                  | -19,361                       | 9,800                         | -19,457                       | -176,070                      |
| Income tax expense  | 4,287                         | -3,886                        | 4,308                         | 36,558                        |
| Income for the period   | -15,074                       | 5,914                         | -15,149                       | -139,512                      |
| Adjusted EBITDA   | 88,573                        | 74,243                        | 176,302                       | 141,277                       |

#### April 1 - June 30, 2016

Operating revenue for the period from April to June 2016 increased by SEK 8,792k compared to the same period last year and amounted to SEK 176,644k (167,852). Adjusted for the correction of SEK 2,208k in the fair value of the acquired revenue in Tbricks, the increase was SEK 6,584k, or 4%. Weakening of the Swedish krona, mainly against the US dollar, resulted in an increase in revenue of around SEK 1,900k arising from foreign exchange effects in the second quarter of 2016 compared to the same quarter last year. License revenue rose by SEK 5,758k, which is mainly attributable to the sale of a perpetual license to a European client, higher sales in the APAC region and increased sales of the Managed Services product Tbricks by Itiviti. Professional Services declined slightly compared to the same quarter last year and resulted in revenue of SEK 11,870k (13,257). Compared to the first quarter of the year, which tends to be somewhat weaker, revenue for Professional Services was up by SEK 2,965k.

Operating expenses for the period from April to June 2016 adjusted for amortization, depreciation and impairment losses, items affecting comparability and foreign exchange effects, amounted to SEK -91,066k (-102,432), a decrease of SEK 11,366k compared to the same quarter of last year. The decrease is mainly attributable to a higher degree of work performed by the company for its own use and capitalized, since a larger number of employed developers are working on the development of new offerings such as Itiviti Analyst, OMS, products for Foreign Exchange trading and Managed Connectivity Platform.

Aside from the eliminated exchange rate revaluations, operating expenses have been affected by changes in foreign exchange rates compared to the same period of last year. This has had a positive impact of SEK 4,600k, of which SEK 2,870k has affected the line personnel costs and the remainder has mainly affected other external expenses. As a result of this, other external expenses adjusted for one-off items and foreign exchange effects have decreased by SEK 6,744k. In April 2015 Itiviti also held an internal global conference, which explains why costs were approximately SEK 3,200k higher in the year-earlier quarter. Bad debt losses amounted to SEK -1,141k in the quarter, compared to SEK -2,822k in the second quarter of 2015.

Personnel costs excluding foreign exchange effects and one-off items were SEK 6,185k higher than in the same quarter of last year. The number of employees at June 30, 2016, was 378 (349), which explains most of the increase. By hiring mainly in St. Petersburg, it has been possible to minimize growth in costs. The increase in net sales, combined with a shift in variable salary components from financial targets to sales targets for the majority of employees, has resulted in somewhat higher costs for sales commissions.



Items affecting comparability amounted to SEK -27,035k (-5,265) and consisted mainly of one-off items in connection with the merger of the legal groups Orc and CameronTec into Itiviti, see also page 16. The previous year's one-off items consisted of restructuring costs for salaries and premises in connection with the acquisition of Tbricks.

The quarter's amortization, depreciation and impairment losses of SEK -56,373k (-39,907) refer to amortization of acquired client contracts and technology, capitalized work performed by the company for its own use pertaining to costs for Itiviti's software development and amortization of expenses for client acquisition. A significant part of the company's development costs are capitalized in the consolidated balance sheet and amortized over a period of 3 to 10 years. Adjusted for items affecting comparability, the increase amounts to SEK 6,523k and is explained mainly by the higher share of capitalized development costs and capitalized client acquisition costs.

Operating income including one-off items amounted to SEK 3,778k (18,077) and net financial items totaled SEK -23,139k (-8,277). Financial items include an unrealized foreign exchange effect on the note loan and bank loans of SEK -11,046k (12,676), since the loans were denominated in euros and US dollars and the reporting currency is SEK. Other financial expenses refer to interest and other expenses arising from Itiviti Group Holding AB's acquisition of Itiviti Group AB. The reported tax expense was SEK 4,287k (-3,886) and income for the period was SEK -15,074k (5,914).

#### January 1 - June 30, 2016

Operating revenue for the period from January to June 2016 increased by 30,558k compared to the same period of last year and amounted to SEK 351,502k (320,944). Adjusted for the correction of SEK 9,660k in the fair value of the acquired revenue in Tbricks, the increase was SEK 20,898k, or 6%. Weakening of the Swedish krona, mainly against the US dollar, resulted in an increase in revenue of SEK 11,400k arising from foreign exchange effects in the first half of 2016 compared to the same period of last year. The remainder of SEK 9,500k is explained by the above-mentioned perpetual license and higher sales of Tbricks by Itiviti, VeriFIX by Itiviti and Catalys by Itiviti. For Itiviti it is a strong signal that the new technology platforms are already driving new revenue and customers. We maintain a loyal and stable customer base for Itiviti classic, while we see a steady take-up from this customer base to move to our new platforms.

Operating expenses for the period from January to June 2016, adjusted for amortization, depreciation and impairment losses, one-off items and foreign exchange effects, amounted to SEK -185,845k (-204,648), down by SEK 18,803k compared to the same period of last year. The decrease is mainly attributable to a higher degree of capitalized development costs, lower bad debt losses and the above-mentioned conference. The increased number of employees together with an increase in sales resulted in higher personnel costs compared to the same period of last year. Changes in foreign exchange rates, aside from the eliminated exchange rate revaluation, have been favorable and reduced operating expenses by SEK 7,000k.

The period's amortization, depreciation and impairment losses amounted to SEK -101,537k (-232,221). The decrease is explained by the fact that the Group recorded an impairment loss of SEK 148,000k on the book value of the technology attributable to Itiviti's platform in the first quarter of 2015. The impairment loss was recognized in connection with the decision to primarily develop products based on Tbricks' trading platform.

Operating income including one-off items was SEK 36,938k (-147,889) and net financial items amounted to SEK -56,395k (-28,181). Financial items include an unrealized foreign exchange effect on the note loan and bank loans of SEK -16,660k (10,978), since the loans were denominated in euros and US dollars and the reporting currency is SEK. Other financial expenses refer to interest and other expenses arising from Itiviti Group Holding AB's acquisition of Itiviti Group AB. The reported tax expense was SEK 4,308k (36,558) and income for the period was SEK -15,149k (-139,512).



## Balance sheet and financial position

| SEK THOUSANDS                 | Jun 30, 2016 | Jun 30, 2015 | Dec 31, 2015 |
|-------------------------------|--------------|--------------|--------------|
| ASSETS                        |              |              |              |
| Intangible assets             | 2,549,113    | 2,566,574    | 2,561,471    |
| Property, plant and equipment | 26,157       | 16,664       | 21,032       |
| Financial assets              | 76,157       | 79,715       | 76,490       |
| Deferred tax asset            | 35,552       | 33,057       | 35,064       |
| Total non-current assets      | 2,686,979    | 2,696,010    | 2,694,057    |
| Trade receivables             | 84,189       | 101,989      | 123,617      |
| Prepaid tax                   | 2,411        | 1,475        | 1,281        |
| Other current assets          | 32,429       | 45,266       | 36,879       |
| Cash and cash equivalents     | 73,982       | 178,389      | 225,237      |
| Total current assets          | 193,011      | 327,119      | 387,014      |
| TOTAL ASSETS                  | 2,879,990    | 3,023,129    | 3,081,071    |
| EQUITY AND LIABILITIES        |              |              |              |
| Equity                        | 1,704,845    | 1,549,405    | 1,558,476    |
| Deferred tax liability        | 212,955      | 206,137      | 215,723      |
| Non-current liabilities       | 567,645      | 568,020      | 566,171      |
| Other appropriations          | 2,073        | 5,190        | 6,432        |
| Total non-current liabilities | 782,673      | 779,347      | 788,326      |
| Trade payables                | 11,879       | 13,558       | 15,218       |
| Tax liabilities               | 3,202        | 3,472        | 8,365        |
| Other current liabilities     | 377,391      | 677,347      | 710,686      |
| Total current liabilities     | 392,472      | 694,377      | 734,269      |
| TOTAL EQUITY AND LIABILITIES  | 2,879,990    | 3,023,129    | 3,081,071    |

Total assets at the end of the period amounted to SEK 2,879,990k (3,023,129), of which SEK 2,549,113k (2,566,574) consisted of intangible assets, primarily goodwill and other intangible assets arising in connection with Itiviti Group Holding AB's acquisition of Orc Group AB, LaSalle Tech and Greenline. Financial assets of SEK 76,157k (79,715) consist of a non-current receivable from the Parent Company Itiviti AB.

Cash and cash equivalents at June 30, 2016 amounted to SEK 73,982k (178,389) and decreased during the period by -151,255k after a substantial loan payment was made in March 2016. Over time, currency-adjusted EBITDA-CAPEX is a good indicator of the operating cash flow for the Group. During the period, currency-adjusted EBITDA-CAPEX January to June 2016 including one-off items amounted to SEK 40,516k. The difference between the actual change in cash and currency-adjusted EBITDA-CAPEX including one-off items refers mainly to interest payments of SEK -30,863k and repayment of bank loans for a total of SEK -232,924k. The remainder is attributable to paid tax of SEK -4,837k, an increase in bank overdraft of SEK 43,809k and a positive change of SEK 33,978k in working capital. The positive change in working capital is mainly explained by lower trade receivables after billing practices were improved. Accrued expenses have risen as the items affecting comparability that were charged to income for the second quarter have been mainly expensed. This has been offset partly by deferred income, which has decreased compared to year-end since the number of annual invoices is higher at year-end than in June.

Consolidated equity amounted to SEK 1,704,845k (1,549,405). The increase consists mainly of a shareholder contribution of SEK 161,342k that was used to redeem a loan to the Parent Company Itiviti AB. The equity/assets ratio at the end of the period was 59% (51).



Non-current liabilities consist mainly of the note loan of SEK 559,486k (543,665). Other current liabilities decreased by SEK 333,295k compared to December 31, 2015, which is mainly explained by the repayment of SEK -232,924k of the bank loan that existed at year-end 2015 and the above-mentioned redeemed loan to the Parent Company Itiviti AB.

## Foreign exchange effects

Movements in foreign exchange rates affect Itiviti in several ways. Current assets (primarily trade receivables) and liabilities in foreign currency are remeasured at every balance sheet date and the value change is reported net as a separate item in operating income. Revaluation of cash and non-current liabilities is recognized in net financial items.

Itiviti's policy is to not continuously hedge operating cash flows in foreign currency, although this policy is under continuous review and may be changed as needed. The note loan that was raised in November 2012 is deliberately denominated in euros in order to match interest expenses and operating revenue currency.

Operating revenue and expenses are also affected by movements in foreign exchange rates. For the periods covered in this report, the net change that directly affects the income statement has been described above.

Of total operating revenue in the quarter, approximately 48% consists of US dollars, 35% of euros, 6% of Sterling pounds, 6% of Swedish kronor and the remaining 5% of other currencies. Operating expenses, excluding amortization, depreciation and impairment losses, consist of approximately 23% Swedish kronor, 21% US dollars, 15% Sterling pounds, 10% Hong Kong dollars, 9% euros, 5% rubels and 6% other currencies.

#### **Financial instruments**

Itiviti's financial instruments consist mainly of trade receivables, cash and cash equivalents, trade payables, accrued supplier expenses and interest-bearing liabilities. The nature and size of the financial assets and liabilities have not changed significantly compared to those that applied in connection with the latest annual closing. In all material aspects, the fair values of the financial instruments are assessed to approximate their carrying amounts.

## Events after the end of the reporting period

No events have been reported after the closing date.

## **Parent company**

The Parent Company Itiviti Group Holding AB (publ) (556873-5913) was established in 2011 and was registered with the Swedish Companies Registration Office for the first time on November 28, 2011. The company is owned by Itiviti AB (formerly Cidron Delfi Intressenter Holding AB) (556871-8141), which is in turn ultimately owned by Nordic Capital Fund VII and the management of the Itiviti Group.

Revenue in the Parent Company for the period from April to June 2016 was SEK 1,287k (1,404). The decrease refers to internal billing of services to other group companies. Operating income was SEK -832k (25), net financial items totaled SEK -23,829k (-16,433) and income after tax amounted to SEK -19,236k (-12,798). Net financial items and income for the second quarter consist mainly of interest expenses on the note loan, financial expenses payable to the bank and an unrealized foreign exchange loss of SEK -11,046k attributable to remeasurement of the note loan.

Investments in property, plant and equipment and intangible assets for the period from April to June 2016 amounted to SEK -k (-). At June 30, 2016, the Parent Company had cash and cash equivalents of SEK 2,458k (2,154). Non-restricted equity in the Parent Company on the same date was SEK 2,253,064k (1,215,479). The increase in equity of SEK 1,037,585k consists mainly of the shareholder contribution of SEK 1,028,279k from the Parent Company Itiviti AB. The shareholder contribution was received to settle a liability of SEK 431,203k to the subsidiary Itiviti Group AB and to send a shareholder contribution of SEK 597,075k to the same. Itiviti Group AB later acquired the shares in CameronTec Intressenter Top Holding AB for SEK 1,028,279k.



Itiviti Group Holding AB has no significant related party transactions other than transactions with group companies and board fees. All transactions with related parties are carried out on market-based terms. The nature and scope of related party transactions during the period are essentially the same as in 2015.

## **Accounting policies**

This interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, and the Annual Accounts Act. The Annual Accounts Act and RFR 2, Accounting for Legal Entities, are applied in the Parent Company. For both the Group and the Parent Company, the accounting policies are the same as those applied in the latest annual report unless otherwise stated below.

On November 30, 2015, Itiviti AB acquired 100% of the shares in CameronTec Intressenter Top Holding AB from Cidron Delfi S.a.r.I. On March 30, 2016 Itiviti Group AB acquired CameronTec Intressenter Top Holding AB from Itiviti AB. From an accounting standpoint, this is a transaction under common control in which Itiviti Group AB has taken over CameronTec Intressenter Top Holding AB. IFRS 3 does not apply to transactions under common control and no revaluation of assets and liabilities in CameronTec Intressenter Top Holding AB has taken place. The comparative figures have been restated as if CameronTec Intressenter Top Holding AB had been part of the Group during the comparison period.

#### New and changed accounting standards in 2016

None of the standards and statements that have been published by the IASB and are effective for annual periods beginning on or after January 1, 2016, have had any significant impact on the financial statements of the Group.

#### Significant accounting policies

Below is a brief description of how the accounting policies are applied for a few key items in Itiviti's income statement and balance sheet. For more detailed information about Itiviti's significant accounting policies, see the most recently published annual report.

#### System revenue

The Group's total revenue consists mainly of revenue from the sale of software licenses, which are billed quarterly in advance. Revenue is then recognized on a straight-line basis over the quarter to which the billing refers, but at the exchange rates ruling on the billing date.

#### **Taxes**

For loss carryforwards with an unlimited life, a deferred tax asset is recognized if the loss carryforward is expected to be usable.

#### Goodwill

Because the useful life of goodwill is indefinite, the carrying amount of goodwill should be tested for impairment at least annually according to the principles described in the annual report. Itiviti determines the value of goodwill based on forecasted future cash flow for the cash-generating unit.

#### Capitalized development costs

Itiviti's principle is to capitalize development costs attributable to separately identifiable projects that result in either new products or significant improvements in existing products and technology, and that can be expected to generate future economic benefits. Capitalized development costs are amortized on a straight-line basis over their estimated useful lives of 3 to 10 years from the date on which the asset is ready to use or from the quarter after capitalization has taken place. The amortization period of 3 to 10 years is based on an assessment of the useful lives of the products developed by Itiviti over the years.

#### Intangible assets

Itiviti's intangible assets other than goodwill or capitalized development costs are amortized over a period of 3 to 10 years, depending on the nature and estimated useful life of the asset.



The commissions that arise on the date of sale and are directly attributable to the acquisition of the client contract are recognized in intangible assets in the balance sheet. Contracts that are signed with clients have a fixed term (normally 12 months) and are amortized on a straight-line basis over this period. The investment in the form of paid commission compensation is recognized in investing activities in the cash flow statement.

#### Revenue by geographical area

Itiviti's operations are managed and measured in one segment and are divided into the geographical markets EMEA (incl. Sweden), Americas and APAC.

#### Significant risks and uncertainties

The most significant risks in Itiviti's operations have been assessed to lie in the company's ability to predict market needs and thereby adapt its technical solution to these, the ability to recruit and retain skilled employees, risks related to the IT infrastructure, foreign exchange risks, the risk for bad debt losses and international economic sanctions that prevent the company from fulfilling its obligations to clients and employees.

The ongoing uncertainty in the global financial markets is associated with a risk for continued cancellations of existing client contracts, lower sales of new client contracts and increased credit risks. Another significant risk factor to be taken into account is the risk for reduced liquidity in the global derivatives markets, which would most likely have a negative impact on Itiviti's clients and could therefore also affect staff reductions, new sales and credit risks.

Itiviti's ability to meet its payment obligations is dependent on sufficient liquidity. Profitable operations with healthy cash flows are essential for good liquidity. Another key factor is access to operating credits and various long-term financing solutions. Should access to credits cease, this could have a negative impact on Itiviti's solvency and financial position.



## **Condensed financial statements**

#### Consolidated income statement and statement of comprehensive income

|  | Apr 1, 2016    | Apr 1, 2015    | Jan 1, 2016    | Jan 1, 2015    |
|--|----------------|----------------|----------------|----------------|
| SEK THOUSANDS  | - Jun 30. 2016 | - Jun 30, 2015 | - Jun 30, 2016 | - Jun 30, 2015 |
| Systemrevenue  | 164,774        | 154,595        | 330,727        | 297,909        |
| Professional Services  | 11,870         | 13,257         | 20,775         | 23,035         |
| Operating revenue  | 176,644        | 167,852        | 351,502        | 320,944        |
| Cost of goods sold   | -4,730         | -4,423         | -8,552         | -8,429         |
| Other external expenses  | -51,583        | -45,183        | -88,507        | -91,727        |
| Personnel costs  | -96,917        | -86,582        | -189,491       | -192,433       |
| Work performed by the company for its own use and capitalized                            | 35,132         | 28,492         | 69,809         | 57,483         |
| Amortization, depreciation and impairment losses   | -56,373        | -39,907        | -101,537       | -232,221       |
| Foreign exchange differences   | 1,605          | -2,172         | 3,714          | -1,506         |
| Operating expenses   | -172,866       | -149,775       | -314,564       | -468,833       |
| Operating income   | 3,778          | 18,077         | 36,938         | -147,889       |
| Financial income   | 55             | 17,598         | 2,560          | 36,048         |
| Financial expenses   | -23,194        | -25,875        | -58,955        | -64,229        |
| Net financial items  | -23,139        | -8,277         | -56,395        | -28,181        |
| Income after financial items   | -19,361        | 9,800          | -19,457        | -176,070       |
| Income tax   | 4,287          | -3,886         | 4,308          | 36,558         |
| Income for the period  | -15,074        | 5,914          | -15,149        | -139,512       |
| Other comprehensive income that can be subsequently reclassified to the income statement |                |                |                |                |
| Translation differences  | -2,842         | -6,554         | 176            | 12,171         |
| Other comprehensive income   | -2,842         | -6,554         | 176            | 12,171         |
| Comprehensive income for the period  | -17,916        | -640           | -14,973        | -127,341       |
| Income for the period attributable to owners of the Parent Company                       | -15,074        | 5,914          | -15,149        | -139,512       |
| Comprehensive income for the period attributable to owners of the Parent Company         | -17,916        | -640           | -14,973        | -127,341       |



#### Consolidated balance sheet

| ASSETS         Non-current assets         Intangible assets       1,532,062       1,532,403       1,532,304         Other intangible assets       712,373       828,800       770,166         Capitalized development costs       304,678       205,731       259,001         Property, plant and equipment       26,157       16,664       21,032         Financial assets       76,157       79,715       76,490         Deferred tax asset       35,552       33,057       35,064         Total non-current assets       2,686,979       2,696,010       2,694,057         Current assets         Trade receivables       84,189       101,989       123,617         Prepaid tax       2,411       1,475       1,281 |
|---|
| Intangible assets   Goodwill   1,532,062   1,532,403   1,532,304  |
| Goodw ill       1,532,062       1,532,403       1,532,304         Other intangible assets       712,373       828,800       770,166         Capitalized development costs       304,678       205,731       259,001         Property, plant and equipment       26,157       16,664       21,032         Financial assets       76,157       79,715       76,490         Deferred tax asset       35 552       33,057       35,064         Total non-current assets       2,686,979       2,696,010       2,694,057         Current assets       84,189       101,989       123,617   |
| Other intangible assets       712,373       828,800       770,166         Capitalized development costs       304,678       205,731       259,001         Property, plant and equipment       26,157       16,664       21,032         Financial assets       76,157       79,715       76,490         Deferred tax asset       35 552       33,057       35,064         Total non-current assets       2,686,979       2,696,010       2,694,057         Current assets       84,189       101,989       123,617   |
| Capitalized development costs       304,678       205,731       259,001         Property, plant and equipment       26,157       16,664       21,032         Equipment       26,157       79,715       76,490         Deferred tax asset       35 552       33,057       35,064         Total non-current assets       2,686,979       2,696,010       2,694,057         Current assets       84,189       101,989       123,617  |
| Property, plant and equipment         Equipment       26,157       16,664       21,032         Financial assets       76,157       79,715       76,490         Deferred tax asset       35 552       33,057       35,064         Total non-current assets       2,686,979       2,696,010       2,694,057         Current assets       Trade receivables       84,189       101,989       123,617   |
| Equipment       26,157       16,664       21,032         Financial assets       76,157       79,715       76,490         Deferred tax asset       35 552       33,057       35,064         Total non-current assets       2,686,979       2,696,010       2,694,057         Current assets         Trade receivables       84,189       101,989       123,617   |
| Financial assets         76,157         79,715         76,490           Deferred tax asset         35 552         33,057         35,064           Total non-current assets         2,686,979         2,696,010         2,694,057           Current assets         Trade receivables         84,189         101,989         123,617  |
| Deferred tax asset         35 552         33,057         35,064           Total non-current assets         2,686,979         2,696,010         2,694,057           Current assets         Trade receivables         84,189         101,989         123,617  |
| Total non-current assets         2,686,979         2,696,010         2,694,057           Current assets         Trade receivables         84,189         101,989         123,617  |
| Current assets         84,189         101,989         123,617   |
| Trade receivables 84,189 101,989 123,617  |
| 27.21   |
| Prepaid tax 2,411 1,475 1,281   |
|   |
| Other current assets 32,429 45,266 36,879   |
| Cash and cash equivalents 73,982 178,389 225,237  |
| Total current assets 193,011 327,119 387,014  |
| TOTAL ASSETS 2,879,990 3,023,129 3,081,071  |
| EQUITY AND LIABILITIES  |
| Equity  |
| Share capital 6,175 6,175 6,175   |
| Other contributed capital 1,843,707 1,682,366 1,682,366   |
| Reserves 34,858 41,698 34,682   |
| Retained earnings -164,746 -41,322 -41,322  |
| Income for the period -15,149 -139,512 -123,425   |
| Total equity 1,704,845 1,549,405 1,558,476  |
| Non-current liabilities   |
| Deferred tax liabilities 212,955 206,137 215,723  |
| Non-current liabilities 567,645 568,020 566,171   |
| Other appropriations         2,073         5,190         6,432  |
| Total non-current liabilities         782,673         779,347         788,326   |
| Current liabilities   |
| Trade payables 11,879 13,558 15,218   |
| Tax liabilities 3,202 3,472 8,365   |
| Other current liabilities 377,391 677,347 710,686   |
| Total current liabilities 392,472 694,377 734,269   |
| TOTAL EQUITY AND LIABILITIES 2,879,990 3,023,129 3,081,071  |
| PLEDGED ASSETS AND CONTINGENT LIABILITIES   |
| Pledged assets 2,051,503 2,341,626 2,295,734  |
| Contingent liabilities  |



#### Consolidated statement of changes in equity

#### Attributable to owners of the Parent Company

|   |       |             |          | Retained     |           |
|---|-------|-------------|----------|--------------|-----------|
|   |       | Other       |          | earnings     |           |
|   |       | contributed |          | incl. Income |           |
| SEK THOUSANDS                           | Share | capital     | Reserves | for the year | Total     |
| Opening balance, Jan 1, 2016            | 6,175 | 1,682,366   | 34,682   | -164,747     | 1,558,476 |
| Income for the year                     | -     | -           | -        | -15,149      | -15,149   |
| Other comprehensive income              | -     | -           | 176      | -            | 176       |
| Total comprehensive income for the year | -     | -           | 176      | -15,149      | -14,973   |
| Transactions with owners                |       |             |          |              |           |
| Shareholders contribution               | -     | 161,342     | -        | -            | 161,342   |
| Total transactions with owners          | -     | 161,342     | -        | -            | 161,342   |
| Closing balance, Jun 30, 2016           | 6,175 | 1,843,708   | 34,858   | -179,896     | 1,704,845 |

#### Attributable to owners of the Parent Company

|   |       |             |          | Retained     |           |
|---|-------|-------------|----------|--------------|-----------|
|   |       | Other       |          | earnings     |           |
|   |       | contributed |          | incl. Income |           |
| SEK THOUSANDS                           | Share | capital     | Reserves | for the year | Total     |
| Opening balance, Jan 1, 2015            | 6,175 | 1,374,207   | 29,527   | -41,322      | 1,368,587 |
| Income for the year                     | -     | -           | -        | -139,512     | -139,512  |
| Other comprehensive income              | -     | -           | 12,171   | -            | 12,171    |
| Total comprehensive income for the year | -     | -           | 12,171   | -139,512     | -127,341  |
| Transactions with owners                |       |             |          |              |           |
| Shareholders contribution               | -     | 308,159     | -        | -            | 308,159   |
| Total transactions with owners          | -     | 308,159     | -        | -            | 308,159   |
| Closing balance, Jun 30, 2015           | 6,175 | 1,682,366   | 41,698   | -180,834     | 1,549,405 |



#### Consolidated cash flow statement

|   | Apr 1, 2016    | Apr 1, 2015    |
|---|----------------|----------------|
| SEK THOUSANDS   | - Jun 30, 2016 | - Jun 30, 2015 |
| OPERATING ACTIVITIES  |                |                |
| Operating income  | 36,938         | -147,888       |
| Adjustments for non-cash items                                      |                |                |
| Amortization, depreciation and impairment losses                    | 101,537        | 232,221        |
| Capital loss on the sale of non-current assets                      | -              | -              |
| Other non-cash items  | -5,492         | -3 672         |
| Interest received   | 148            | 217            |
| Interest paid   | -31,011        | -30,904        |
| Income tax paid   | -4,837         | -4,571         |
| Cash flow from operating activities before                          |                |                |
| changes in working capital  | 97,283         | 45,403         |
| CHANGES IN WORKING CAPITAL  |                |                |
| Change in trade receivables   | 40,403         | 17,539         |
| Change in other operating receivables                               | 4,671          | 5,832          |
| Change in trade payables  | -2,544         | -1,583         |
| Change in other operating liabilities                               | -8,552         | 21,224         |
| Cash flow from operating activities                                 | 131,261        | 88,415         |
| INVESTING ACTIVITIES  |                |                |
| Investments in intangible assets                                    | -82,987        | -68,237        |
| Acquisition of subsidiaries   | -1,733         | -289,232       |
| Disposal of subsidiaries  | -              | -              |
| Investments in property, plant and equipment                        | -11,258        | -2,964         |
| Change in financial assets  | -              | _              |
| Cash flow from investing activities                                 | -95,978        | -360,433       |
| FINANCING ACTIVITIES  |                |                |
| Change in overdraft facility  | 43,809         | -              |
| Amortization of debt  | -232,924       | -              |
| Shareholder contribution  | -              | 308,159        |
| Cash flow from financing activities                                 | -189,115       | 308,159        |
| Change in cash and cash equivalents                                 | -153,832       | 36,141         |
| Cash and cash equivalents at beginning of period                    | 225,237        | 143,194        |
| Translation/foreign exchange different in cash and cash equivalents | 2,576          | -946           |
| Cash and cash equivalents at the end of period                      | 73,982         | 178,389        |



#### Revenue by geographical area

| Operating revenue                 | 176,644        | 167,852        | 351,502        | 320,944        |
|-----------------------------------|----------------|----------------|----------------|----------------|
| Fair value adjustment acc. to PPA | -              | -2,208         | -              | -9,660         |
| APAC                              | 42,486         | 34,562         | 82,811         | 66,728         |
| Americas                          | 49,096         | 49,442         | 96,265         | 93,713         |
| EMEA (excl Sw eden)               | 74,265         | 73,514         | 151,817        | 146,184        |
| Sweden                            | 10,797         | 12,542         | 20,609         | 23,979         |
| SEK THOUSANDS                     | - Jun 30, 2016 | - Jun 30, 2015 | - Jun 30, 2016 | - Jun 30, 2015 |
|                                   | Apr 1, 2016    | Apr 1, 2015    | Jan 1, 2016    | Jan 1, 2015    |
|                                   |                |                |                |                |

#### Parent company income statement

|  | Apr 1, 2016    | Apr 1, 2015    | Jan 1, 2016    | Jan 1, 2015    |
|--|----------------|----------------|----------------|----------------|
| SEK THOUSANDS                                | - Jun 30, 2016 | - Jun 30, 2015 | - Jun 30, 2016 | - Jun 30, 2015 |
| Operating revenue                            | 1,287          | 1,404          | 2,879          | 1,714          |
| Operating expenses                           | -2,119         | -1 379         | -3,839         | -2,380         |
| Operating income                             | -832           | 25             | -960           | -666           |
| Financial income                             | 0              | 4,175          | 0              | 17,891         |
| Financial expenses                           | -23,829        | -20,608        | -50,818        | -41,187        |
| Net financial items                          | -23,829        | -16,433        | -50,818        | -23,296        |
| Income after financial items                 | -24,661        | -16,408        | -51,778        | -23,962        |
| Income tax expense                           | 5,425          | 3,610          | 11,391         | 5,272          |
| Income for the period                        | -19,236        | -12,798        | -40,387        | -18,690        |
| Comprehensive income for the period          | -19,236        | -12,798        | -40,387        | -18,690        |
| Income for the period attributable to        |                |                |                |                |
| owners of the Parent Company                 | -19,236        | -12,798        | -40,387        | -18,690        |
| Comprehensive income for the period          |                |                |                |                |
| attributable to owners of the Parent Company | -19,236        | -12,798        | -40,387        | -18,690        |



#### Parent company balance sheet

| SEK THOUSANDS                             | Jun 30, 2016 | Jun 30, 2015 | Dec 31, 2015 |
|---|--------------|--------------|--------------|
| ASSETS                                    |              |              | _            |
| Non-current assets                        |              |              |              |
| Financial assets                          |              |              |              |
| Shares in group companies                 | 2,605,680    | 2,008,604    | 2,008,604    |
| Long term receivable to parent company    | 72,837       | 76,590       | 72,838       |
| Deferred tax asset                        | 37,366       | 40,003       | 25,711       |
| Total non-current assets                  | 2,715,883    | 2,125,197    | 2,107,153    |
| Current assets                            |              |              |              |
| Other current assets                      | 112,004      | 54,937       | 134,802      |
| Cash and cash equivalents                 | 2,458        | 2,154        | 3,534        |
| Total current assets                      | 114,462      | 57,091       | 138,336      |
| TOTAL ASSETS                              | 2,830,345    | 2,182,288    | 2,245,489    |
| EQUITY AND LIABILITIES                    |              |              |              |
| Equity                                    |              |              |              |
| Restricted equity                         |              |              |              |
| Share capital                             | 6,175        | 6,175        | 6,175        |
| Non-restricted equity                     | -,           | 5,115        | -,           |
| Share premium reserve                     | 1,374,206    | 1,374,206    | 1,374,206    |
| Retained earnings                         | 919,245      | -140,037     | -140,037     |
| Income for the period                     | -40,387      | -18,690      | 30,740       |
| Total equity                              | 2,259,239    | 1,221,654    | 1,271,084    |
| Non-current liabilities                   |              |              |              |
| Non-current liabilities                   | 559,486      | 950,366      | 963,554      |
| Total non-current liabilities             | 559,486      | 950,366      | 963,554      |
| Current liabilities                       |              |              |              |
| Other current liabilities                 | 11,621       | 10,268       | 10,852       |
| Total current liabilities                 | 11,621       | 10,268       | 10,852       |
| TOTAL EQUITY AND LIABILITIES              | 2,830,345    | 2,182,288    | 2,245,489    |
| PLEDGED ASSETS AND CONTINGENT LIABILITIES |              |              |              |
| Pledged assets                            | 2,605,680    | 2,008,604    | 2,008,604    |
| Contingent liabilities                    | -            | -            | -            |



## Items affecting comparability

Items affecting comparability refer to material items and events related to changes in the Group's structure or industry that are relevant for understanding the Group's development on a like-for-like basis. These items were previously called "non-recurring items".

The Group's EBITDA is adjusted for items affecting comparability in order to enable the management to monitor and analyze the underlying profitability adjusted for items that affect comparability between periods.

|  | Apr 1, 2016    | Apr 1, 2015    | Jan 1, 2016    | Jan 1, 2015    |
|--|----------------|----------------|----------------|----------------|
| SEK THOUSANDS  | - Jun 30, 2016 | - Jun 30, 2015 | - Jun 30, 2016 | - Jun 30, 2015 |
| Items affecting comparability in Other external expenses                   |                |                |                |                |
| Vacant premises following acquisition                                      | -2,046         | 744            | -2,048         | -2,343         |
| Marketing expenses following launch of Itiviti                             | -1,591         | -              | -1,807         | -              |
| Legal consultancy costs following Orc/CameronTec merger                    | -2,077         | -              | -3,452         | -              |
| Strategic review of market opportunities following the creation of Itiviti | -10,894        | -              | -11,076        | -              |
| Consultancy costs after Tbricks and LaSalle Tech acquisition               | -              | -1,826         | -              | -8,038         |
| Start-up cost for new business in Japan                                    | -              | -1,260         | -              | -2,410         |
| Total  | -16,608        | -2,342         | -18,383        | -12,791        |
| Items affecting comparability in Personnel costs                           |                |                |                |                |
| Redundancies following Orc/CameronTec merger                               | -10,427        | -              | -12,514        | -              |
| Redundancies following acquisitions  | -              | -2,923         | -              | -17,668        |
| Total  | -10,427        | -2,923         | -12,514        | -17,668        |
| Items affecting comparability in amortizations and depreciations           |                |                |                |                |
| Write-down of technology following Orc/CameronTec merger                   | -9,946         | -              | -9,943         | -              |
| Write-down of technology following Tbricks acquisition                     | -              | -              | -              | -148,000       |
| Total  | -9,946         | -              | -9,943         | -148,000       |
| Total items affecting comparability  | -36,981        | -5,265         | -40,840        | -178,459       |



## **Consolidated key ratios**

|                              | Apr 1, 2016    | Apr 1, 2015    | Jan 1, 2016    | Jan 1, 2015    |
|------------------------------|----------------|----------------|----------------|----------------|
| SEK THOUSANDS                | - Jun 30, 2016 | - Jun 30, 2015 | - Jun 30, 2016 | - Jun 30, 2015 |
| Operating revenue            | 176,644        | 167,852        | 351,502        | 320,944        |
| Operating income             | 3,778          | 18,077         | 36,938         | -147,889       |
| Operating margin             | 2%             | 11%            | 11%            | -46%           |
| Net financial items          | -23,139        | -8,277         | -56,395        | -28,181        |
| Income for the period        | -15,074        | 5,914          | -15,149        | -139,512       |
| Profit margin                | -9%            | 4%             | -4%            | -43%           |
| Adjusted EBITDA              | 88,573         | 74,243         | 176,302        | 141,277        |
| Adjusted EBITDA-margin       | 50%            | 44%            | 50%            | 44%            |
| EBITDA-CAPEX                 | 40,105         | 32,498         | 71,413         | 54,769         |
| EBITDA-CAPEX-margin          | 23%            | 19%            | 20%            | 17%            |
| Total assets                 | 2,879,990      | 3,023,129      | 2,879,990      | 3,023,129      |
| Cash and cash equivalents    | 73,982         | 178,389        | 73,982         | 178,389        |
| Interest-bearing liabilities | 603,295        | 772,525        | 603,295        | 772,525        |
| Equity                       | 1,704,845      | 1,549,405      | 1,704,845      | 1,549,405      |
| Net debt                     | 529,313        | 594,136        | 529,313        | 594,136        |
| Equity/assets ratio          | 59%            | 51%            | 59%            | 51%            |

See Annual Report 2015 for definitions of key ratios and page 3.



#### Statement of assurance

The Board of Directors and the CEO give their assurance that the interim report for the period from January to June 2016 provides a true and fair picture of the business activities, financial position and results of operations of the Parent Company and the Group, and describes the significant risks and uncertainties to which the Parent Company and the Group are exposed.

This interim report has not been examined by the company's auditors.

Stockholm August 23, 2016 Itiviti Group Holding AB

> PER E. LARSSON Board Chairman

DANIEL BERGLUND Board Member

> SALLY DEWAR Board Member

CHRISTIAN FRICK Board Member

JÜRGEN INGELS Board Member

FREDRIK NÄSLUND Board Member

TORBEN MUNCH CEO



#### **About Itiviti**

Itiviti is a world-leading technology provider for the capital markets industry. Trading firms, banks, brokers and institutional clients rely on Itiviti's technology, solutions and expertise to streamline their daily operations, while gaining sustainable competitive edge in global markets.

With 13 offices serving more than 400 customers worldwide, Itiviti was formed by uniting Orc Group, a leader in trading and electronic execution, and CameronTec Group, the global standard in financial messaging infrastructure and connectivity. From its establishment in 2016, Itiviti has a staff of 400 and estimated annual revenue of SEK 700 million.

Itiviti is committed to continuous innovation to deliver trading infrastructure built for today's dynamic markets, offering highly adaptable platforms and solutions that enable clients to stay ahead of competitive and regulatory challenges.

Itiviti Group Holding AB is owned by Itiviti AB, in which Nordic Capital Fund VII is the principal shareholder.

For more information visit: itiviti.com

#### Statutory disclosure

The information in this interim report is subject to the disclosure requirements of Itiviti Group Holding AB under the Swedish Securities Exchange and Clearing Operations Act and the Financial Instruments Trading Act. The information was released for publication on August 23, 2016, 8:00 a.m. CEST.

#### Contact information

CEO Torben Munch Phone: +46 8 506 477 35 CFO Tony Falck

Phone: +46 8 506 477 24

A teleconference (in English) will be held on August 23, 2016, at 3:00 p.m. CEST.

For more information, see the invitation at itiviti.com

#### Financial information

Can be ordered from: Itiviti Group, Investor Relations, Box 7742, SE-103 95 Stockholm Phone: +46 8 506 477 00

Fax: +46 8 506 477 01 E-mail: ir@itiviti.com

All financial information is posted on itiviti.com immediately after publication.

#### Financial calendar

November 15, 2016 Interim report Q3, 2016

Itivivi Group Holding AB (publ) Corp. ID no. 556873-5913 Kungsgatan 36 Box 7742

SE-103 95 Stockholm Phone: +46 8 506 477 00 Fax: +46 8 506 477 01 info@itiviti.com itiviti.com

N.B. The English text is a translation of the Swedish text. In case of discrepancy between the Swedish and the English text, the Swedish version shall prevail.