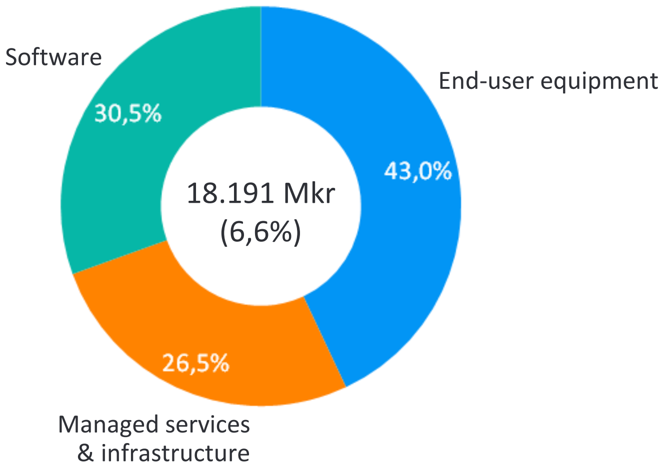
FY 2021 Results

Jón Björnsson, CEO
Gunnar Petersen, CFO

Revenue

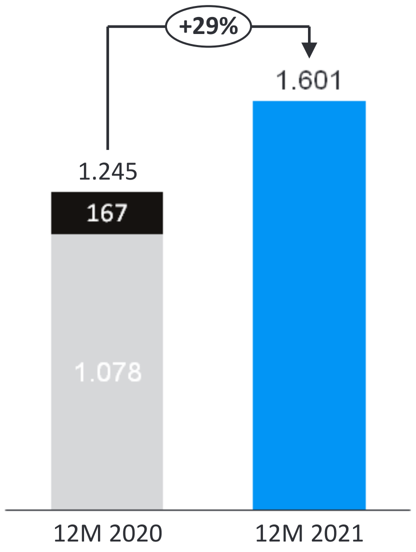
YoY breakdown of revenue and growth



Revenue growth	2020	2021
End-user equipment	20.5%	16.6%
Software	9.6%	6.6%
Managed services	13.6%	-7.8%

EBITDA

2021 and 2020 comparison in ISKm



EBITDA%	2020	2021
EBITDA%	6.8%	8.8%
EBITDA%*	7.3%	8.8%

**Adjusted for one-time costs*

Summary

- **Revenue**
  - 6.6% revenue growth during the year
  - 17% revenue growth in end-user equipment
  - 24% growth in own software
  - Revenue decline in managed services due to lower product sales and discontinued services
- **Earnings**
  - Excellent profitability in end-user equipment
  - Improved YoY profitability in managed services
  - Share capital increase at Tempo in connection with its acquisition of ALM Works Inc and Tempo operating results have signifcant impact on Origo's earnings
- **Outlook**
  - Overall the project status remains good
  - Exciting prospects for many software products
  - Origo remains in strong position to take advantage of opportunities

Clear strategy

- **Operational priorities**
  - More targeted approach to sales.
  - Utilize performance measures to make strategic decisions regarding growth priorities.
  - A more product focused strategy with clear sales and service responsibility for each solution.
- **Clear focus for the future**
  - The Company has defined its core segments and embarked on a journey to further strengthen them. We want to be number one or two in the areas in which we operate.
  - We are purposefully investing in staff, frameworks and technologies that can increase the success and experience of our customers.
  - Emphasis on measurable results, whether in product development, customer success, performance or social responsibility.
  - Improving society through technology is the Company's core objective and we are launching many exciting projects related to this goal. With this in mind, we are determined to further build on the trust we enjoy by constantly improving solutions that change the game.

Staff
12M 2021
29% female and 71% male

New hires
12M 2021
43% female and 57% male

Job satisfaction
12M 2021
8.2 of 10

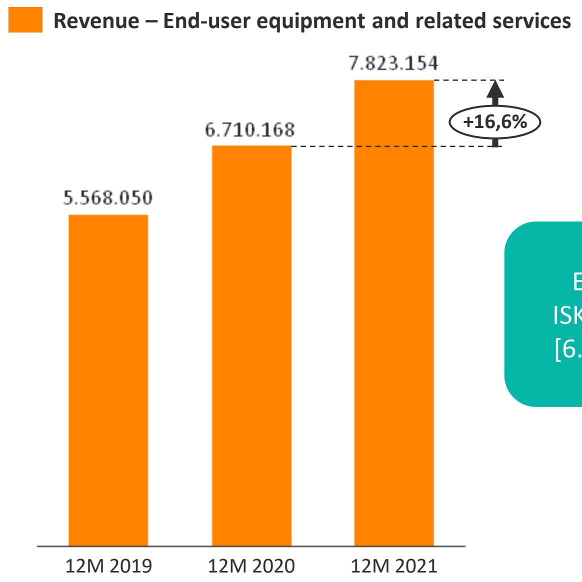
tC02 Scope 1
12M 2021
89t (+5,7%)

Sorting rate
12M 2021
75% (+2)

Recycling rate
12M 2021
66,3% (-4)

End-User Equipment – Strong demand and operating result

- **Very strong result in end-user equipment solutions**
  - Revenue up 20% in Q4 and 16.6% in FY 2021. EBITDA 9.3% for the year.
  - Online sales up 51% during the year, accounting for about 28% of the unit's turnover versus 22% last year.
  - The higher profit margin is mainly due to improved inventory management and sales mix.
  - Continued good performance at Tölvutek and good results in Q4.
- **Doubling in sales of equipment to enterprises related to automation and digital journeys.**
- **The outlook remains good**
  - The unit will now be competing with fairly strong comparative figures from last year.
  - Further investment in the online store will provide a better interface, more information and help with Origo's green focus. There are also plans to upgrade the Company's "offline" retail units.
- **Persistent product shortages continue to present some challenges.**

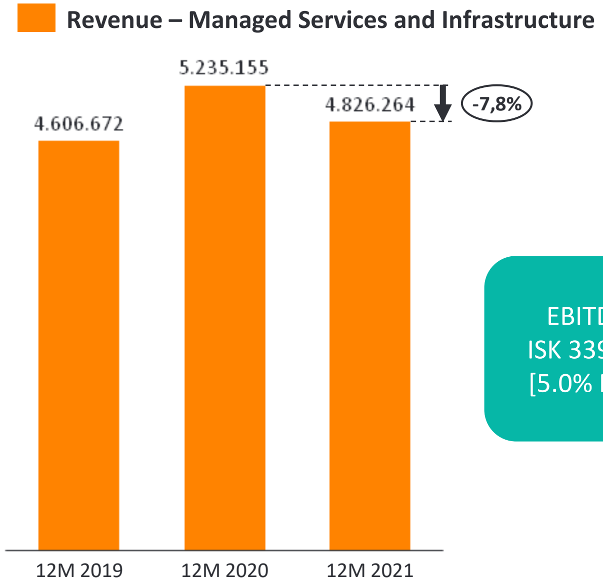


EBITDA 2021
ISK 730m (9.3%)
[6.3% FY 2020*]

**After adjusting for one-off costs in 2020*

Managed Services and Infrastructure – Transformation Continues

- **Improvement in results from previous year**
  - 4.0% revenue decline in Q4 and 7.8% revenue decline for the full year.
  - 74% improvement in 2021 results versus 2020 and a 7% EBITDA margin for the year.
  - Infrastructure sales and discontinued services explain the decline in sales and improvement in results in Q4 2021.
- **Emphasis on integrated solution offering, automation in operation and simplifying communication**
  - Digital access to information about the status of systems being managed, progress of service requests and all communication.
  - Automation of system monitoring and responses, thus increasing system uptime and security.
- **Syndis cyber security – demand assumptions have materialized**
  - Emphasis on developing Syndis software solutions that simplify and ensure better system security and software code.
  - A SOC center has been set up in Poland with the aim of increasing capacity and performing 24/7 monitoring, thus ensuring a better response to security vulnerabilities and cyber attacks.
  - Syndis is committed to social responsibility and raising public awareness of cyber security.

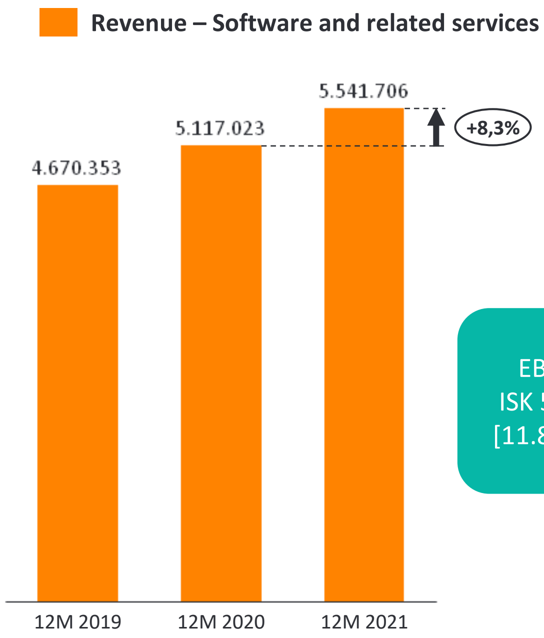


EBITDA 2021
ISK 339m (7.0%)
[5.0% FY 2020*]

After adjusting for one-off costs in 2020

Strong Growth in Software Development

- **Revenue up 11.3% in Q4 and 8.3% for the full year**
- **24% increase in revenue from own software**
- **Successful coordination of development and operations across solutions and improvements in user experience**
- **Enterprise solutions**
  - Strong sales of ERP systems and Origo has strengthened its product range during the year with increased emphasis on the development of more than 10 add-ons for both Business Central and SAP S/4 HANA.
  - Banking and payment-related solutions in Iceland have been in the development and implementation phase, and we expect further advancement in the field of banking solutions.
  - The project status is generally good.
- **Health solutions**
  - Projects related to Covid continued to be prominent during the quarter.
  - At the end of the year, tests began on a solution that manages screening for cervical cancer; the goal is to launch it in the beginning of the year.
  - Health solutions have gone from strength to strength in recent years and the unit has a large degree of independence due to its size and specialization.

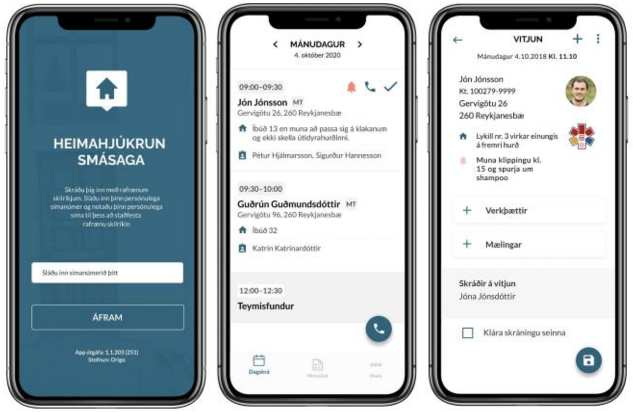


EBITDA 2021
ISK 532m (9,6%)
[11.8% FY 2020*]

**After adjusting for one-off costs in 2020*

Strong Growth in Software Development

- **We love innovation and a number of new products and solutions were launched during the year**
  - Smásaga, Justly Pay, LéttSký, Paxportal, BC app source modules as well as numerous updates to existing products. Towards the end of the year, Booking Factory introduced Reserva, a marketplace for travel agencies.
- **Travel solutions – SaaS-focused innovation**
  - Although there are still challenges in the tourism industry, the Booking Factory hotel solution has shown good growth.
- **The CCQ quality management solution added its 100th customer during the year.**
- **Good demand around consultation and work on digital transformation journeys**
  - Many projects carried out for customers in the quarter and throughout the year were related to digital transformation.
  - Origo was selected to work with Digital Iceland following a large tender and also works for various institutions and many of the country's largest companies.



Tempo – Great Momentum

- **2021 operations (Tempo only)**
  - **Revenue up 39% from 2020**
  - **59% increase in adjusted ebitda from 2020**
  - **ALM and Roadmunk have insignificant impact on 2021 operations**

- **Q4 highlights**
  - The number of large customers (1,000+ users) increased by more than 10%. Increased emphasis on larger customers and a better partner program has given good results.
  - The churn rate continues to decline.
  - The management team further strengthened.
  - Focus on core solutions and continued development of Tempo One.

- **Strategy going forward**
  - At the end of the year, Tempo acquired two companies that nearly doubled its size
    - Roadmunk – roadmapping software
    - ALM – project management software
  - Work on creating value through the collaboration of the three companies
  - Emphasis on strengthening these three core solutions
  - Take advantage of the larger customer base and partner network
  - Utilize knowledge and achieve synergies in development costs
  - Increase footprint outside Atlassian.

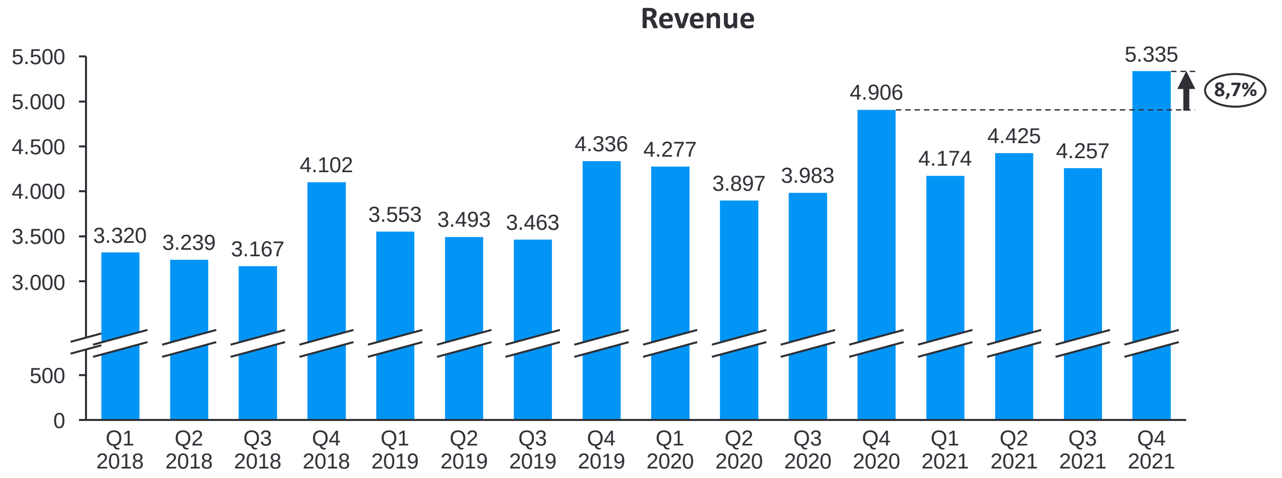
Finances

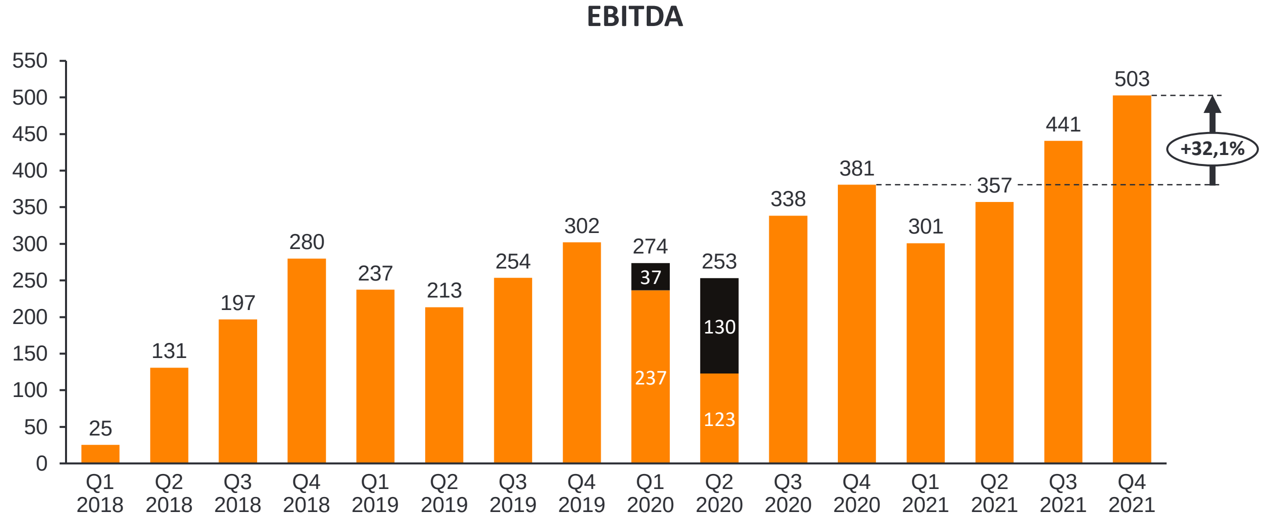
Gunnar Petersen, CFO

Income Statement Q4 2021

– Higher EBITDA and continued good revenue growth

- **8.7% YoY revenue growth**
  - Revenue of ISK 5.3bn
  - Strong revenue growth at End-User Equipment and Related Services, or 20%.
  - Also strong revenue growth at domestic software units, or around 32%.
    - Own software 24% revenue growth.
  - Revenue down in the quarter at Applicon AB.
    - YTD revenue similar between years
  - Decrease in revenue at Managed Services and Infrastructure.
    - Significant improvement in EBITDA
- **Profit margin of 27.5% versus 25.1% last year**
  - Gross profit of ISK 1,466m versus ISK 1,231m in Q4 2020.
- **Operating costs of ISK 1,203m**
  - Operating costs as a percentage of revenue at 22.6% versus 21.7% in the prior year period.
- **EBITDA of ISK 503m, up 32% from Q4 last year**
  - EBITDA% is 9.4% versus 7.8% last year.
  - EBITDA continues to rise in End-User Equipment and Related Services.
  - EBITDA in Managed Services and Infrastructure up from last year.
  - Lower EBITDA at Applicon AB impacts the results of Software and Related Services.





Income Statement Q4 2021

- Operating profit up from prior year

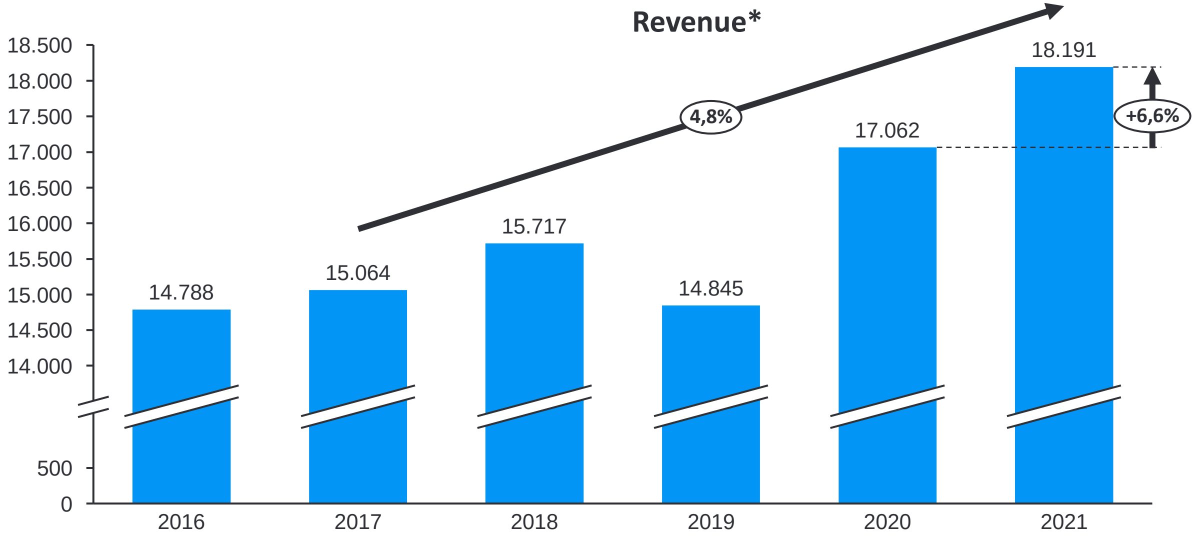
- **Revenue** up 8.7% YoY
- **Gross profit** up 19% YoY
- ***Operating profit** up ISK 98m from prior year
  - 59% YoY increase
- Effect of associates ISK 756m in the quarter
  - Largely due to a share capital increase at Tempo related to its acquisition of ALM Works Inc.
- **Translation difference in respect of subsidiaries and associates was negative** by ISK 15m in the fourth quarter
  - Last year there was a negative translation difference of ISK 255m, largely due to the stake in Tempo
- **Q4 net profit** of ISK 952m, versus a loss of ISK 53m in the prior year

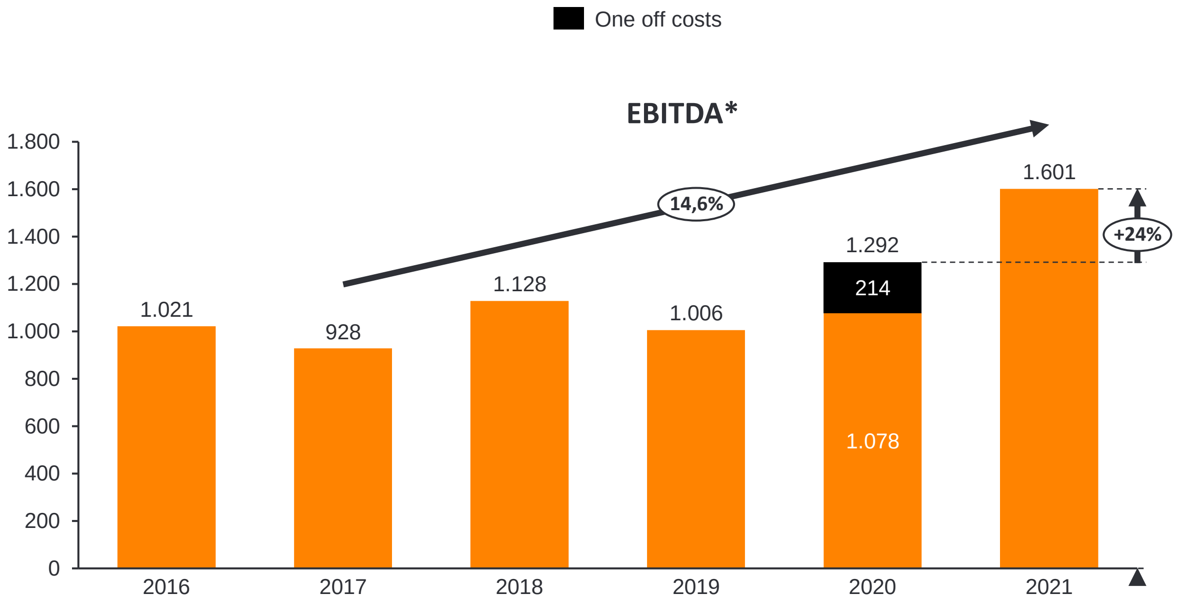
In ISK million	Q4 2021	Q4 2020
Goods and services sold	5,335	4,906
Cost of goods and services sold	(3,869)	(3,675)
Gross profit	**1,466**	**1,231**
Gross profit/revenue (%)	*27.5%*	*25.1%*
Operating costs	(1,203)	(1,066)
Operating profit	**263**	**165**
Operating profit/revenue (%)	*4.9%*	*3,4%*
Net financial expenses	(29)	(7)
Effect of associates	756	72
Income tax	(22)	(29)
Profit (loss) for the period	**967**	**202**
Other comprehensive income	(15)	(255)
Net profit for the period	**952**	**(53)**
EBITDA	**503**	**381**
EBITDA%	*9.4%*	*7.8%*

**After adjusting for one-off costs in 2020*

Income statement 2021

- **Revenue up by 6,6% YoY**
  - Revenue of 18bn
  - 17% growth in End-User Equipment and Related Services
  - 8% growth in Software and related services
  - Decrease in revenue for Managed Services and Infrastructure.
- **Gross profit ratio 26.5% compared to 24.7% in 2020**
  - Gross profit amounted to ISK 4,819m compared to ISK 4.215m for 2020
- **Operating expenses amounted to ISK 4,087m**
  - Operating expenses as ratio of revenue was 22.5% compared to 22.8% last year
- **EBITDA amounted to ISK 1.601m, *24% increase from 2020**
  - EBITDA% 8.8% compared to 6.3% in 2020
  - EBITDA í End-User Equipment and Related Services increased 93% and is 9.3% compared to 5,6% in 2020
  - EBITDA in Managed Services and Infrastructure increases from 2020
  - EBITDA in Software and related services is 9.6% and decrease between years because of effects related to Applicon AB operations





** After adjusting for one-off costs in 2020 . Revenues and EBITDA do not include Tempo, which was a part of the consolidated company until november 2018*

Income Statement 2021

- Revenue growth and improved earnings

- **Operating profit** up ISK 255m from the prior year
  - One-off items impacted 2020
  - *47% YoY increase in operating profit
- **Net financial expenses** of ISK 98m, versus ISK 185m last year
  - Foreign exchange loss in 2020 explains the difference
- **Impact from associates ISK 966m during the year**
  - Impact from share capital increase at Tempo related to its acquisition of ALM Works Inc and Tempo operating result have significant effect on Origo's earnings
- **Translation difference in respect of subsidiaries and associates** positive by ISK 70m during the year
  - A positive translation difference of ISK 156m last year; the difference is largely due to the stake in Tempo.
- **Net profit** of ISK 1,564m for the year, as compared to ISK 408m last year

In ISK million	2021	2020
Goods and services sold	18,191	17,062
Cost of goods and services sold	(13,372)	(12,847)
Gross profit	**4,819**	**4,215**
Gross profit/revenue (%)	*26.5%*	*24.7%*
Operating costs	(4,087)	(3,885)
Operating profit	**732**	**331**
Operating profit/revenue (%)	*4,0%*	*1,9%*
Net financial expenses	(98)	(185)
Effect of associates	966	132
Income tax	(105)	(26)
Profit (loss) for the period	**1,494**	**252**
Other comprehensive income	70	156
Net profit for the period	**1,564**	**408**
EBITDA	**1,601**	**1,078**
EBITDA%	*8.8%*	*6.3%*

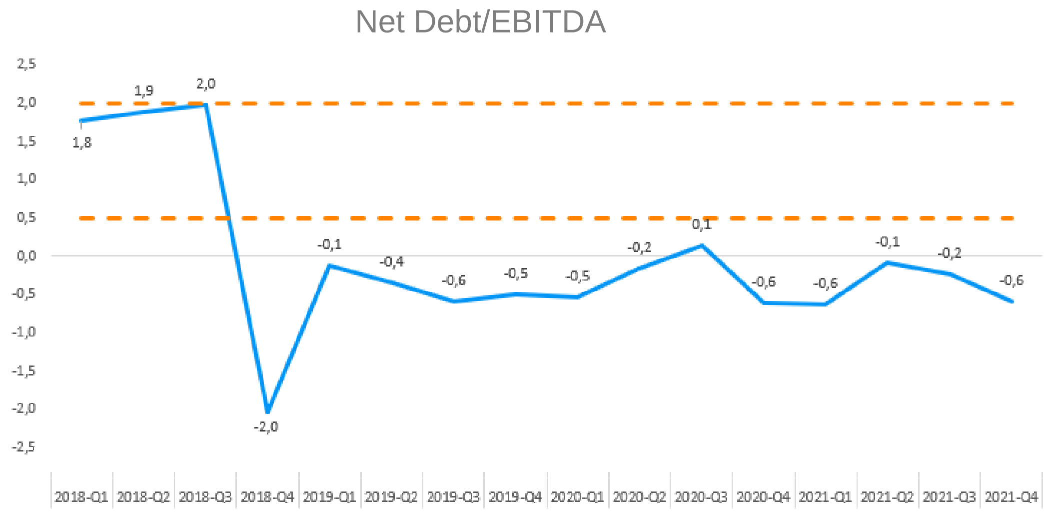
After adjusting for one-time costs in 2020

Increase in Equity

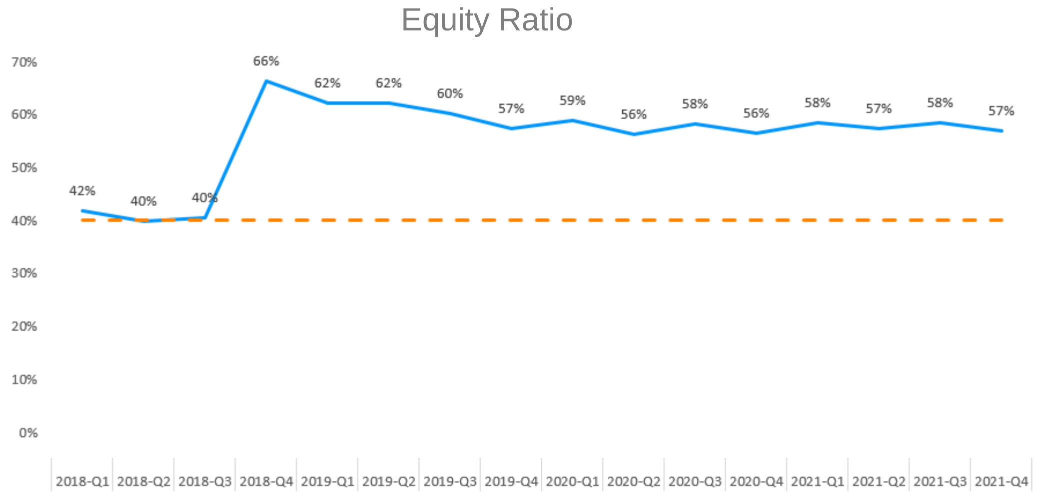
- **Fixed assets** up ISK 1,714m during the year
  - Tangible assets up ISK 369m
    - Lease changes result in an increase
  - Interest in associates up ISK 1,050m
    - Share capital increase related to Tempo's acquisition of ALM Works Inc largely explains the difference. Origo hf.'s interest in Tempo is about 41% after the acquisition.
  - Intangible assets up ISK 265m
- **Current assets** down ISK 1,066m during the year
  - Inventory up ISK 323m
  - Cash down ISK 622m
- **Interest-bearing liabilities** up by ISK 309m
  - The Company refinanced its loans during the year in the amount of ISK 1,000m
- **Strong balance sheet** and the Company well equipped to support further revenue growth
  - Equity ratio of 56.9%
  - Working capital ratio of 1.42 as compared to 1.27 at year-end 2020

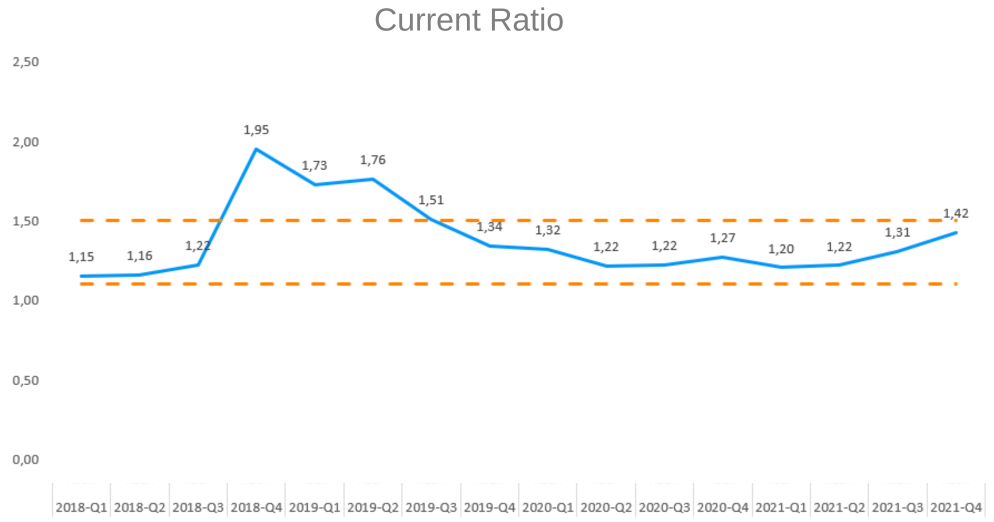
In ISK million	31.12.2021	31.12.2020
Property and equipment	2,245	1,876
Intangible assets	3,171	2,906
Deferred Income tax asset	1	5
Investment in associate	3,991	2,941
Securities and other long term receivables	326	300
Non-current assets	**9,742**	**8,028**
Inventories	1,776	1,453
Trade receivables and other receivables	1,832	1,710
Cash and cash equivalents	1,795	1,173
Current assets	**5,402**	**4,336**
Total assets	**15,144**	**12,364**
Equity	**8,619**	**7,012**
Non-current loans and borrowings	950	641
Lease liabilities	1,675	1,304
Deferred tax liability	108	0
Non-current liabilities	**2,733**	**1,945**
Current maturities of leas liabilities	417	326
Current loans and borrowings	112	102
Trade payables and other payables	3,263	2,978
Current liabilities	**3,793**	**3,406**
Total equity and liabilities	**15,144**	**12,364**

Strong Balance Sheet



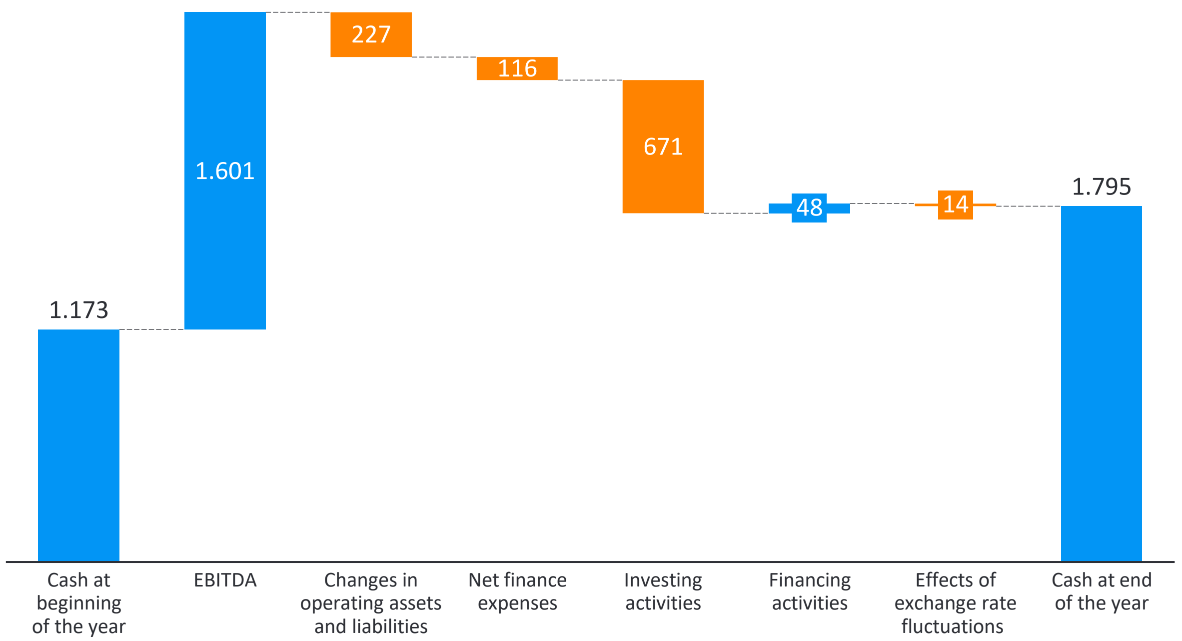
In ISK million	1.1-31.12. 2021	1.1-30.12. 2020
Net cash provided by operating activities	1,258	1,493
Investing activities	(671)	(620)
Financing activities	48	(548)
Increase in cash and cash equivalents	**636**	**325**
Effect of exchange rate fluctuations on cash held	(14)	22
Cash and cash equivalents at beginning of year	1,173	826
Cash and cash equivalents at end of period	**1,795**	**1,173**





Strong Cash Flow

- **12M profit** before translation difference ISK 1,494m
- **Depreciation** ISK 869m
- **Share in the profit of associates** ISK 966m
- **Changes in operating items** negative by ISK 227m
- **Cash from operations** ISK 1,258m
- **Investments** ISK 671m
    - ISK 215m in propertu and equipment
    - ISK 183m in intangible assets
    - ISK 379m in operating units and associates
    - ISK 108m dividend from associate
- **Debt refinancing during the year**
    - New borrowings in the amount of ISK 1,000m
    - ISK 651m repayments
- **Lease liabilities** ISK 301m
- **Cash** and cash equivalents up by ISK 636m



Outlook

Areas of focus

- Accelerate changes in sales focus through new channels.
- Transformation of Origo’s Managed Services.
- Continued investment in own software and strengthening of position through increased productization, packaging and clearer responsibility for each service.
- Systematic investment in frameworks and technology that can enhance the success and experience of our customers.

Environment

- Favourable environment for information technology and software and digital development.
- The project pipeline remains good.
- Some delays could occur in infrastructure sales due to product shortages at suppliers.
- Opportunities in the market to strengthen the Company’s units.


Questions?
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