

**Mamut ASA  
Quarterly Report  
Q1 - 2008**

Quarterly Report

# Mamut ASA – Quarterly report – Q1 2008

Mamut ASA continues its growth and reached operating revenues of MNOK 128.1 in 1Q08, compared to MNOK 113.3 in 1Q07, a growth representing 13 per cent. EBIT for 1Q08 reaching MNOK 9.6, compared to MNOK 6.9 in 1Q07. The company today announces an agreement to acquire MYOB Business Division in the UK from MYOB Limited (ASX: MYO) for a cash payment of £1.7 million. MYOB is today among the five best known providers of business software solutions to UK small businesses.

## Highlights Q1

- Operating revenues of MNOK 128.1 in 1Q08, up from MNOK 113.3 in 1Q07
- Earnings before interest, tax, depreciation and amortisation (EBITDA) of MNOK 23.2 in 1Q08 compared to MNOK 18.5 in 1Q07. EBIT of MNOK 9.6 in 1Q08
- Continued growth in all existing markets and well positioned for future growth and profitability
- Mamut added more than 12,000 new customers in 1Q08, exceeding 360,000 customers in total
- On April 4th, Mamut commenced the launch of Mamut One in seven European markets, including Germany. Mamut One is the first Software + Services offering based on Mamut Business Platform combining the power and advantages of business software applications together with web-based solutions
- Mamut maintains good profitability and growth in the business software unit and Loopia in the Nordic region
- The restructuring of operations in the Western Europe region has finished and Mamut obtains positive EBITDA result in the region for the first time
- Achievement of strong growth and improved margins in the Central Europe region prior to introduction of premium hosting services
- Mamut has signed a letter of intent (LOI) regarding acquisition of `KlubbenOnline` including `Medlemservice` from EDDA Digital. The agreement comprises of acquisition and further development of community solutions for Norwegian sports associations and clubs, including software, web site and publishing solutions
- Preparing for forthcoming launches of new strategic partnerships built on Mamut Business Platform

## First Quarter 2008

Mamut ASA increased its operating revenues to MNOK 128.1 in 1Q08 compared to MNOK 113.3 in 1Q07. Operating profit before depreciation (EBITDA) for 1Q08 was MNOK 23.2, compared to MNOK 18.5 in 1Q07. EBIT for 1Q08 was MNOK 9.6, compared to MNOK 6.9 in 1Q07. Profit before tax for 1Q08 was MNOK 6.7, compared to MNOK 3.7 in 1Q07.

Cash and cash equivalents were MNOK 71.0 at the end of 1Q08 compared with MNOK 61.0 at the end of 4Q07. Equity ratio was 47 per cent and deferred revenues reached MNOK 103.5. Diluted earnings per share (EPS) were NOK 0.07 for 1Q08, compared with NOK 0.05 in 1Q07. At the end of 1Q07, the Company had 450 employees compared to 400 at the end of 1Q07 and 440 at the end of 4Q07.

## Segment information

Segment reporting consolidates all business units in three regions; Nordic/HQ, Western Europe and Central Europe.

### Nordic/HQ

Operating revenues reached MNOK 94.3 in 1Q08 (12% growth), EBITDA was MNOK 21.7 and EBIT was MNOK 15.2, an EBIT margin of 16 per cent. This region includes Norway, Sweden, Denmark and Finland.

### Western Europe

Operating revenues reached MNOK 23.8 in 1Q08 (12% growth), EBITDA was MNOK 0.2 and EBIT was MNOK -2.7. This region includes the Netherlands, the UK, Republic of Ireland, Germany, Austria, Belgium, France, Switzerland and Spain.

### Central Europe

Operating revenues reached MNOK 10.1 in 1Q08 (25% growth), EBITDA was MNOK 1.4 and EBIT was MNOK 0.9, an EBIT margin of 9 per cent. This region includes the Czech Republic, Poland and Serbia.

## Mamut ASA – Quarterly report – Q1 2008

### Business Update

1Q08 is the 53<sup>rd</sup> consecutive quarter with double digit percentage growth for Mamut. Mamut has increased its activity level in all markets with strong sales of software and services to new and existing customers. In addition Mamut has combined the introduction of several new products and services strengthening the company's position for future growth and profitability. Mamut has added over 12,000 new customers in 1Q08, exceeding 360,000 customers in total.

Mamut has signed a letter of intent (LOI) regarding acquisition of `KlubbenOnline` including `Medlemservice` from EDDA Digital. The agreement comprises of acquisition and further development of community solutions for Norwegian sports associations and clubs, including software, web site and publishing solutions.

Mamut maintains good growth and profitability in the Nordic region, the Central Europe region has good growth and improved margins, while the restructuring of the Western Europe operations has finished and Mamut obtains positive EBITDA for the region for the first time in the company's history.

Mamut has implemented Microsoft Exchange 2007 on Windows Server 2008 in Mamut's hosting services.

A dispute between Mamut ASA's wholly owned subsidiary, Active 24 AS and 24SevenOffice ASA has been tried by the court of first instance. 24SevenOffice lost on all counts and is ordered to cover all of Active 24's legal costs and pay damages for the loss suffered by Active 24 in connection with the case. The counterpart has chosen to appeal the unanimous decision rendered by the Oslo court of first instance. The claim for compensation has been reduced from MNOK 250 to MNOK 30 even though there has been given no new substantial information nor new documentation is submitted in the appeal notice.

### Mamut Business Platform and Mamut One

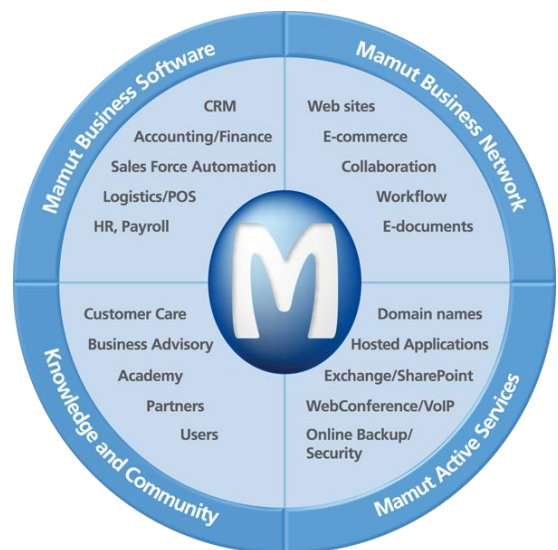
On April 4<sup>th</sup>, Mamut commenced the launch of Mamut One in seven European markets, including Germany. Mamut One is the first Software + Services offering based on Mamut Business Platform combining the power and advantages of business software applications together with web-based solutions.

Mamut Business Platform provides all users with the right information on the right device, anywhere, at any time, without any additional investments in infrastructure.

The strategic aspects of the launch include a broader offering to existing and new customers in Europe, a strengthened ability for the company to enter into new strategic partnerships, and greater opportunity to explore possible acquisitions in European markets. Through deploying Mamut Business Platform BackOffice internally, Mamut expects to further improve the company's internal efficiency and scalability.

### Outlook

Mamut is well positioned for further growth and improved results in all markets. The company continues to maintain its focus on establishing and strengthening strategic alliances with international partners and increasing the distribution of Mamut's products and services. The company has increased its activity level in exploring possible acquisition opportunities in new and existing markets related to Mamut Business Platform.



Oslo, April 24 2008  
The Board of Directors  
Mamut ASA

## Mamut ASA – Quarterly report – Q1 2008

### PROFIT AND LOSS STATEMENT - GROUP

*(All figures in NOK 1.000)*

	Group Q1 2008	Group Q1 2007		Group 2007
<b>Operating revenues</b>	<b>128 102</b>	<b>113 294</b>	<b>13 %</b>	<b>445 115</b>
Cost of goods sold	16 784	12 793		57 877
Personnel costs	56 617	51 900		198 726
Other operating expenses	31 456	30 104		124 981
<b>Total operating expenses</b>	<b>104 857</b>	<b>94 798</b>	<b>11 %</b>	<b>381 585</b>
<b>EBITDA</b>	<b>23 245</b>	<b>18 496</b>		<b>63 530</b>
Depreciation Tangible assets	5 431	4 737		18 787
Depreciation Capitalized R&D	4 462	3 400		15 072
Depreciation Intangible assets	3 703	3 490		14 598
<b>EBIT</b>	<b>9 649</b>	<b>6 869</b>	<b>40 %</b>	<b>15 073</b>
Net financial items	(2 957)	(3 125)		(12 328)
<b>Profit before tax</b>	<b>6 692</b>	<b>3 744</b>		<b>2 745</b>
Tax	1 874	1 048		918
<b>Net profit</b>	<b>4 818</b>	<b>2 696</b>	<b>79 %</b>	<b>1 826</b>
<i>EBITDA - margin</i>	<i>18 %</i>	<i>16 %</i>		<i>14 %</i>
<i>EBIT - margin</i>	<i>8 %</i>	<i>6 %</i>		<i>3 %</i>
EPS (NOK)	0,08	0,05		0,03
EPS diluted (NOK)	0,07	0,05		0,03
Outstanding shares (mill.)	58,70	53,37		58,70
<b>No. of employees</b>	<b>450</b>	<b>400</b>		<b>440</b>

## Mamut ASA – Quarterly report – Q1 2008

### SEGMENT INFORMATION

(All figures in NOK 1.000)

	Group Q1 2008	Group Q1 2007		Group 2007
<b>Total Group</b>				
<b>Operating revenues</b>	<b>128 102</b>	<b>113 294</b>	<b>13 %</b>	<b>445 115</b>
Operating expenses	104 857	94 798		381 585
<b>EBITDA</b>	<b>23 245</b>	<b>18 496</b>		<b>63 530</b>
Depreciation Tangible assets/R&D	9 893	8 137		33 859
Depreciation Intangible assets	3 703	3 490		14 598
<b>EBIT</b>	<b>9 649</b>	<b>6 869</b>		<b>15 073</b>
<i>EBITDA - margin</i>	18 %	16 %		14 %
<i>EBIT - margin</i>	8 %	6 %		3 %

	Q1 2008	Q1 2007		2007
<b>Nordic / HQ</b>				
<b>Operating revenues</b>	<b>94 252</b>	<b>84 100</b>	<b>12 %</b>	<b>324 584</b>
Operating expenses	72 529	63 454		244 330
<b>EBITDA</b>	<b>21 723</b>	<b>20 646</b>		<b>80 254</b>
Depreciation Tangible assets/R&D	6 526	4 770		21 895
<b>EBIT</b>	<b>15 197</b>	<b>15 876</b>		<b>58 358</b>
<i>EBITDA - margin</i>	23 %	25 %		25 %
<i>EBIT - margin</i>	16 %	19 %		18 %

	Q1 2008	Q1 2007		2007
<b>Western Europe</b>				
<b>Operating revenues</b>	<b>23 756</b>	<b>21 128</b>	<b>12 %</b>	<b>86 508</b>
Operating expenses	23 587	23 955		107 216
<b>EBITDA</b>	<b>169</b>	<b>(2 827)</b>		<b>(20 708)</b>
Depreciation Tangible assets/R&D	2 918	2 441		10 368
<b>EBIT</b>	<b>(2 749)</b>	<b>(5 268)</b>		<b>(31 076)</b>
<i>EBITDA - margin</i>	1 %	-13 %		-24 %
<i>EBIT - margin</i>	-12 %	-25 %		-36 %

	Q1 2008	Q1 2007		2007
<b>Central Europe</b>				
<b>Operating revenues</b>	<b>10 094</b>	<b>8 066</b>	<b>25 %</b>	<b>34 024</b>
Operating expenses	8 741	7 389		30 039
<b>EBITDA</b>	<b>1 353</b>	<b>677</b>		<b>3 985</b>
Depreciation Tangible assets/R&D	449	353		1 596
<b>EBIT</b>	<b>904</b>	<b>324</b>		<b>2 389</b>
<i>EBITDA - margin</i>	13 %	8 %		12 %
<i>EBIT - margin</i>	9 %	4 %		7 %

### REVENUES SOURCE

(All figures in NOK 1.000)

	Group Q1 2008	Group Q1 2007		Group 2007
Mamut Business Software	77 937	64 798	20 %	249 268
Mamut Active Services	46 437	43 509	7 %	173 146
Other	3 728	4 987	-25 %	22 701
<b>Total</b>	<b>128 102</b>	<b>113 294</b>	<b>13 %</b>	<b>445 115</b>

## Mamut ASA – Quarterly report – Q1 2008

### BALANCE SHEET - GROUP

(All figures in NOK 1.000)

	Group 31.03.08	Group 31.03.07	Group 31.12.07
<b>Assets</b>			
<b>Fixed assets</b>			
Capitalized R&D	28 882	20 500	28 019
Other Intangible assets	130 656	130 388	134 359
Goodwill	98 852	89 922	98 852
Deferred tax assets	173 534	181 578	175 408
Tangible fixed assets	39 259	37 626	39 915
Financial fixed assets	3 236	3 293	3 236
<b>Total fixed assets</b>	<b>474 419</b>	<b>463 308</b>	<b>479 788</b>
<b>Current assets</b>			
Inventory/Deferred COGS	25 748	19 188	26 141
Accounts receivable	88 745	86 791	98 370
Other short-term receivables /Prepaid expenses	11 987	21 497	13 417
Bank deposits, cash, etc.	70 974	62 882	60 953
<b>Total current assets</b>	<b>197 454</b>	<b>190 358</b>	<b>198 881</b>
<b>Total assets</b>	<b>671 873</b>	<b>653 665</b>	<b>678 669</b>
<b>Equity and liabilities</b>			
<b>Total equity</b>	<b>314 783</b>	<b>251 771</b>	<b>308 978</b>
<b>Deferred tax liability</b>	<b>29 448</b>	<b>33 142</b>	<b>30 485</b>
Long term debt/Leasing	11 241	18 548	15 002
Long term debt financing	150 000	160 000	150 000
<b>Long term debt</b>	<b>161 241</b>	<b>178 548</b>	<b>165 002</b>
<b>Current liabilities</b>			
Accounts payable	14 176	15 555	20 010
Tax payable	95	125	(418)
Public duties payable	28 456	27 523	32 756
Other short-term liabilities	20 196	24 485	21 638
Deferred revenue	103 478	122 516	100 217
<b>Total current liabilities</b>	<b>166 401</b>	<b>190 204</b>	<b>174 203</b>
<b>Total equity and liabilities</b>	<b>671 873</b>	<b>653 665</b>	<b>678 669</b>

## Mamut ASA – Quarterly report – Q1 2008

### CASH FLOW STATEMENT - GROUP

(All figures in NOK 1.000)

	Group Q1 2008	Group Q1 2007	Group 2007
<b>Profit before tax</b>	<b>6 692</b>	<b>3 744</b>	<b>2 745</b>
Taxes paid	115	150	(985)
Depreciation	13 596	11 627	48 457
Changes in inventory, AR and AP	4 184	(3 985)	(18 062)
Wages employee options	987	1 147	4 003
Changes in other balance sheet items	894	3 550	2 980
<b>Cash flow from operations</b>	<b>26 467</b>	<b>16 233</b>	<b>39 138</b>
Investments in tangible fixed assets	(4 785)	(6 067)	(22 605)
Investments in intangible fixed assets	(5 400)	(3 660)	(22 804)
Goodwill due to acquisition	-	-	(8 930)
Acquisition of technology	-	-	(12 061)
<b>Net cash flow from investments</b>	<b>(10 185)</b>	<b>(9 727)</b>	<b>(66 400)</b>
Proceeds from long term debt	(2 500)	-	(22 500)
Proceeds from equity issue	-	-	64 432
Own shares	-	-	(1 600)
Net paid leasing	(3 761)	(1 158)	(4 704)
<b>Cash flow from financing activities</b>	<b>(6 261)</b>	<b>(1 158)</b>	<b>35 627</b>
Translation differences	-	(321)	(5 268)
<b>Net cash flow</b>	<b>10 021</b>	<b>5 027</b>	<b>3 098</b>
Cash and cash equivalents (beginning)	60 953	57 855	57 855
<b>Cash and cash equivalents (end)</b>	<b>70 974</b>	<b>62 882</b>	<b>60 953</b>

### MOVEMENT IN EQUITY - GROUP

(All figures in NOK 1.000)

	Group Q1 2008	Group Q1 2007	Group 2007
<b>Equity at 1st of January</b>	<b>308 978</b>	<b>247 929</b>	<b>247 929</b>
Share issue	-	-	64 432
Wages employee options	987	1 147	4 003
Sale/Purc. own shares/exercised emp. opt.	-	-	(1 600)
Translation differences	-	-	(7 612)
Net profit/loss for the year	4 818	2 696	1 826
<b>Equity end of period</b>	<b>314 783</b>	<b>251 771</b>	<b>308 978</b>

### Shareholders 21.04.2008

Name	Shares	% of total
AS REAL-FORVALTNING	6,596,814	11.24%
SAGA EQUITY FUND	3,700,000	6.30%
BANK OF NEW YORK, BRUSSELS BRANCH	3,628,000	6.18%
ALDEN AS	3,249,000	5.53%
ORKLA ASA	2,683,788	4.57%
SBL VINTAGE 1999 LTD	2,250,000	3.83%
BANAN AS	1,896,300	3.23%
CONTI AS	1,700,872	2.90%
VITAL FORSIKRING ASA	1,621,616	2.76%
RO INVEST AS	1,588,000	2.71%
<b>Total number of shares</b>	<b>58,700,250</b>	<b>100 %</b>

\*AS Real-forvaltning is 100% owned by CEO Eilert Hanoa



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