



# Q4 2019 Interim and Year-end Report

1 January 2019 - 31 December 2019

Risk Intelligence A/S  
Strandvejen 100, 2900 Hellerup  
CVR 27475671

**RiskIntelligence**

# Q4 2019 Interim and Year-end Report

## 1 January 2019 – 31 December 2019

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*In this document, the following definitions shall apply unless otherwise specified: “the Company” or “Risk Intelligence” refers to Risk Intelligence A/S, CVR number 27475671.*

## Statement by the Board of Directors

The Board of Directors provide their assurance that the interim report provides a fair and true overview of the Company's operations, financial position and results.

Hellerup, 26 February 2020

*Jan Holm – Chairman of the Board*

*Hans Tino Hansen – Board member and CEO*

*Stig Streit Jensen – Board member*

*Jens Munch Holst – Board member*

*Jens Lorens Poulsen – Board member*

## Key figures and selected financial posts

DKK 000'	Q4 2019	Q4 2018	FY 2019	FY 2018
Net sales	4,796	4,536	14,221	11,123
Operating profit (EBITDA)	-3,120	-1,465	-10,177	-5,958
Profit after financial items	-4,107	-1,919	-12,331	-7,415
Profit/loss for the year	-3,198	-1,595	-9,613	-5,879
Total assets	19,706	15,399	19,706	15,399
Operating margin	-65.1%	-32.3%	-71.6%	-53.6%
Cash flow from operating activities	-1,846	-735	-7,125	-6,413
Cash flow from investing activities	-874	-1,240	-6,608	-3,139
Equity ratio	10.6%	59.7%	10.6%	59.7%
Number of registered shares	8,387,090	7,669,140	8,387,090	7,669,140
Earnings per share*)	-0.38	-0.21	-1.14	-0.77
Number of employees	26	19	26	19

### Definitions

Operating margin: Operating profit divided by net sales.

Equity ratio: Equity divided by total assets.

\*) Earnings per share is not adjusted for change in number of registered shares.

## Highlights during the year 2019

- On 4 April, Risk Intelligence announced that the revenue was increased by 78% compared to Q1 2018.
- On 24 April, the Annual General Meeting in Risk Intelligence was held.
- On 7 May, Risk Intelligence announced that the Beta testing of LandRisk was progressing according to plan.
- On 20 May, Risk Intelligence announced that the Company had signed an agreement with Saipem S.p.A. for the Risk Intelligence System (MaRisk+PortRisk).
- On 22 May, Risk Intelligence announced the launch of a large data and AI project, and the conducting of directed issues of shares and warrants as part of the funding.
- On 22 May, Risk Intelligence announced the Notice of Extraordinary General Meeting.
- On 17 June, the Company announced that it had signed an agreement for the Risk Intelligence System with Golar Management Norway AS.
- On 25 June, Risk Intelligence signed an agreement with Reederei Nord Group for the Risk Intelligence System.
- On 27 June, the Company announced the agreement for the Risk Intelligence System with Helix Well Ops.
- On 8 July, the Company announced that Revenue for Q2 2019 was up by 43% and for H1 2019 up by 60% compared to 2018.
- On 10 July, Risk Intelligence announced the Company is issuing warrants to employees.
- On 5 August, the Company received final approval of the capital increase from the Danish authorities "Erhvervsstyrelsen".
- On 13 August, the Company announced launch-date for LandRisk.
- On 22 August, Risk Intelligence announced the launch of new office in Singapore and the hiring of regional Director for Asia.
- On 29 August, the Company announced that it had entered into a partnership with Devoteam for implementing the Company's data and AI strategy.
- On 9 September, Risk Intelligence announced that it had signed renewal license agreement for the Risk Intelligence System with the U.S. Naval Information Warfare Systems Command (formerly SPAWAR).
- On 23 September, the Company announced that it is now fully funded to support the current strategy.
- On 27 September, the Company announced a 24-month extension for maritime security intelligence contract with Norient Product Pool.
- On 1 October, the Company announced that LandRisk product was launched as promised.
- On 8 October, the Company announced that Revenue for Q3 2019 was up by 21% and for Q1-Q3 2019 up by 43% in total.

## Highlights after the period

- On 9 January, the Company announced that it had reached a subscription renewal rate of 99.3%.
- On 16 January, the Company announced that the first LandRisk license agreement was signed.
- On 30 January, the Company announced that it had increased its revenue by 28% in 2019 and that as of 1 January 13.2M DKK of revenue for 2020 was known.

## CEO Hans Tino Hansen

During Q4 2019 focus has been on launching the most important strategic objectives in our growth plan communicated at the IPO in 2018 and the goals with the most significant growth potential, the development and launch of LandRisk and the launch of our regional Asia office in Singapore.

While these are significant milestones in our growth plan, they are also major cost items in our budget, which together with the development of our organisation during 2019 results in a negative result. A negative result was expected and communicated since the IPO in 2018. Importantly, these costs now form the basis for our continued growth and the large development costs for LandRisk are not recurring. As such we are entering 2020

with a full product suite in the Risk Intelligence System and with an organisation ready to deliver growth and an expected positive EBITDA for the full year as promised.

With 28% growth for the year and 6% for the quarter we have delivered growth in revenue for the fourth consecutive quarter in 2019.

Our Growth Plan target to double our original/maritime business by 2020 still holds. With 13.2M DKK in known revenue for 2020 as per 1 January 2020, if the current 2019-growth rate of 28% is extrapolated into 2020 we are already on track to deliver on the growth target with the full effect of our Asia presence. Finally, we expect to see an increase in Partner sales during 2020 primarily on the maritime side. In addition to the original revenue comes the revenue generated from LandRisk.

With a more balanced revenue to cost and investment ratio during 2020 we need less capital reserves in 2020 than in 2019. Due to the uneven distribution of our revenues across the year and the even distribution of our costs, the management of Risk Intelligence makes sure to have the company fully funded at any time according to plans.

Furthermore, during the last quarter of 2019 Risk Intelligence continued to sign agreements with new as well as existing clients. In the beginning of January 2020, we also secured our first subscription agreement for LandRisk. The Singapore office secured its first two clients during Q4 and has been developing a promising portfolio of potential clients in Asia that will turn into business during 2020. The Singapore office is furthermore offering clients in Asia access to client relations, duty watch officers and intelligence analysts in their local operating hours.

We have delivered on all the planned milestones communicated at our IPO and I am looking forward to continuing to deliver on the plan to achieve a positive EBITDA for the full year of 2020.

*Hans Tino Hansen*  
CEO  
Risk Intelligence A/S



## About Risk Intelligence

Risk Intelligence was founded in 2001 by Hans Tino Hansen. The Company has evolved into becoming a prominent company in security risk management by delivering threat and risk assessments globally. Risk Intelligence assists its customers and partners through offices north of Copenhagen as well as representatives in Europe, Asia and North America. The business has been designed with international scalability in mind and the Company is globally regarded as experts in its field of business. Risk Intelligence provides a digital platform (the Risk Intelligence System - MaRisk + PortRisk + LandRisk) that allows clients to monitor global security risks to enable businesses to plan and implement missions in risk areas. The data is collected from direct local sources, on-site-analysts and from a major international intelligence network. On 1 October 2019, Risk Intelligence launched the third product within the Risk Intelligence System, LandRisk, to cover landside logistics security risks. Adding LandRisk to the existing maritime and port security modules on the Risk Intelligence System, provides security risk intelligence for the complete supply chain in one integrated system with a single point of access.

Risk Intelligence has undergone the following phases:

2001 – 2007: Market establishment and signing of the first maritime clients.

2008 – 2013: Operations were scaled up in 2008 upon launch of the digital platform with the MaRisk product, which was customised to maritime operations.

2014 – 2016: Launch of the new platform and the second digital product - PortRisk (2015) and a new version of MaRisk (2016). PortRisk monitors port and terminal security risks on more than two hundred specifically selected ports around the world.

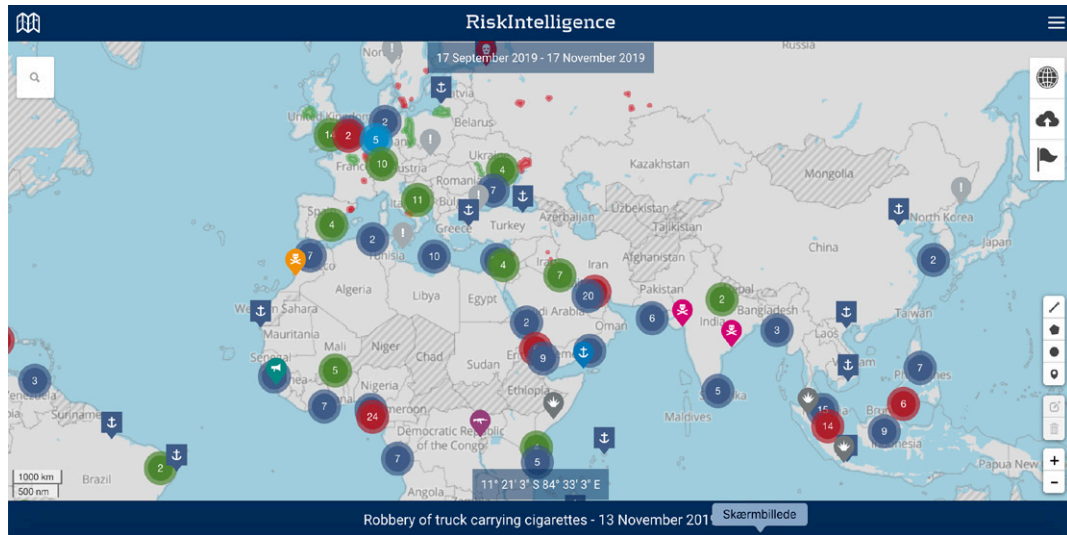
2017: Development of Growth Plan for 2020. Initial internal development of the Company's third module LandRisk has begun, which has been requested by the existing customer base. With LandRisk, the Risk Intelligence System will link a whole industry chain of identification and selection of risks and threats, both on land and at sea. With LandRisk, Risk Intelligence's addressable market will increase more than tenfold.

2018: Launch of Growth Plan for 2020 as well as IPO and listing on Spotlight Stock Exchange. New office in Hellerup north of Copenhagen and hiring of a range of key staff members. End year Risk Intelligence completed the Beta test version-phase of LandRisk together with the current pilot project clients.

2019: LandRisk Beta test period with more than 30 test companies and final development of LandRisk based on the feedback, input from developers and findings. LandRisk was launched at an event in Düsseldorf, Germany on 1 October. In May Risk Intelligence launched an ambitious data and artificial intelligence (AI) project over the next three years, which will substantially and fundamentally improve the use of data in Risk Intelligence and accelerate pace of operations and reduce production costs. Risk Intelligence announced further in September that the Company is fully funded to support the current strategy.

# Risk Intelligence System

The Risk Intelligence System is a digital solution that was developed in close collaboration with global businesses established in the fields of shipping, offshore, oil and gas segment. The digital platform has been designed based on customer needs along with the experienced risk analysts at Risk Intelligence. The Risk Intelligence System offers customers a complete picture of immediate and long-term security risks for coastal, ocean, port and land. The analysis is focused on insurgency, piracy, organised crime, terrorism, military conflicts and the interplay between these. Risk Intelligence identifies where serious events arise and presents an assessment of how great the threat is in each area. This makes it possible for companies to easily evaluate both current and future security risks with the purpose of minimising risks that affect their operations. There are three modules in the Risk Intelligence System – MaRisk, PortRisk and LandRisk.



The above image illustrates Risk Intelligence System’s risk notifications.



The above image illustrates a clipboard of Risk Intelligence System’s global map of risk notifications.



MaRisk has been a part of the Risk Intelligence System since 2008 and provides security information for companies to plan and execute marine missions. MaRisk offers a global overview of security incidents and threats at sea. A subscription to MaRisk module includes:

- A userfriendly and easy to navigate System
- Global maps (including digital sea charts)
- 24/7 incident updates
- 24/7 piracy alerts of motherships or attack groups
- Access to Risk Intelligence Duty Watch team for queries
- Country and Area threat assessments
- Statistics tool
- Recommendations and guidance
- Satellite fleet tracking integration as SAT AIS vessel position integration

PortRisk has been included in the Risk Intelligence System since 2015. The module presents updated safety information on ports and sea-level terminals in medium to high risk areas around the world. PortRisk monitors more than 220 specifically selected ports and terminals globally. All ports and terminals have undergone extensive analysis, and more than 20 percent of the ports and terminals have been analysed by a Risk Intelligence team in place. A subscription to PortRisk module includes:

- A userfriendly and easy to navigate System
- Global maps (including digital sea charts)
- Port data with IMO code, ISPS level, Foreign Flag State etc.
- Port risk, vulnerability and threat assessments
- City threat assessments and guidance for crew changes
- Country and Area threat assessments
- Facility security information
- Security and emergency units information
- Agents Lists
- Photos and maps

LandRisk was launched 1 October 2019. By adding LandRisk to the existing Risk Intelligence System, the client gets access to a complete, integrated end-to-end supply chain security intelligence solution that provides a single point of access for all relevant transport-related security risk intelligence. A subscription to LandRisk module includes:

- Country, Area, City and Hotspot threat analysis
- Route planning tool
- Integrated fleet tracking through API
- 24/7 access to Risk Intelligence Duty Watch team
- Incidents database
- Incident notification services

# Risk Intelligence Business Model

## Business Model

Risk Intelligence business model is divided into three areas:

1. **Subscription/Recurring:** (79% in 2019). Sale of subscription licenses that provide access to the Risk Intelligence System (MaRisk + PortRisk + LandRisk) through a subscription service where the client in advance pays for access to the system for twelve months. The subscription service creates recurring revenue and generates strong cash flow for the Company. Over the years more than 98 percent renew their subscription and several of the Company's customers have renewed their subscriptions for the 12th time. LandRisk will generate additional recurring revenue.

Licenses are paid up front 12 months ahead with a pricing between 38,625 to 324,450 DKK depending on license type for standard licenses with set number of users and higher license fees for bespoke licenses with e.g. additional users and/or API integration.

2. **Reports/Recurring:** (6% in 2019). Weekly reports on threat and risk assessments of Libya and Yemen.

Subscriptions are from 30,000 to 120,000 DKK per country depending on selected time frame.

3. **Advisory services:** (22% in 2019). Threat and risk assessments, evaluation of the client companies' security suppliers and corporate risk management consulting. The advisory services are an opportunity to establish a much closer customer relationship with the client than the subscription service currently can. The goal is that the advisory services should lead the customer to choose either to maintain an existing license agreement or to enter into a license agreement whereby the Company receives additional recurring income.

## Recurring revenue

The Risk Intelligence recurring revenue accounts for 79% of total revenues in 2019. The renewal rate in Q4 was 98.4% and the renewal rate for 2019 in total is 99.3%. Total recurring revenue for 2019 was 11m DKK and with an assessed lifecycle of 10 years the estimated license value for existing licenses is in the range of 100-110m DKK not including price increases as included in the license agreement.

Known revenue (revenue combined from recurring revenue and projects as well as other deliverables contractually agreed during 2019 for delivery in 2020) was as per 1 January 2020 13.2m DKK which is an increase of 2m DKK compared to 1 January 2019.

## Sales streams

The Risk Intelligence business model generates new sales in three streams: Initial sales, direct sales and partner sales.

- 1. In-bound sales** mean that the Company's services are considered so attractive that the end customer himself chooses to contact the Company to conclude an agreement. This may result in sales of all types of products and services. Risk Intelligence has a Client Portal, which essentially is a web shop for clients, where customers initially can purchase single ports in the Risk Intelligence System for a certain period and select access to one or more ports for a specified period.
- 2. Direct sales** mean that the Risk Intelligence sales organization actively sells the Company's services based on generated leads from the Sales Lead Generation Team.
- 3. Partner sales** mean that the Company signs an agreement with a strategic partner, such as Pole Star or GNS, which sells its products / licenses with Risk Intelligence integrated into its platform to the end-customer.

## Sales goals

Risk Intelligence's latest sales stream is partner sales, which is expected to increase significantly in both revenue and in the share of the Company's total business. This part of the business is especially profitable because it delivers access to existing data to new customers, integrated into the partner's products. Risk Intelligence's goal is that inbound sales from online marketing, word-of-mouth, etc., will account for 10 percent of sales, that direct sales will account for 60 percent of sales and that partner sales will account for 30 percent.

## Shareholders

The table below presents shareholders with over 5 % of the votes and capital in Risk Intelligence as per 31 December 2019.

Name	Number of shares	Percentage of capital [%]	Percentage of voting right [%]
Sandbjerg Holding ApS	3,000,000	35.77	37.22
Stefan Nonboe	795,780	9.49	9.87
Polaris Maritime Solutions Ltd	565,905	6.75	7.51
Other	4,025,405	47.99	45.40
Total	8,387,090	100.00	100.00

### The share

The shares of Risk Intelligence A/S were listed on Spotlight Stock Market August 17, 2018. The short name/ticker is RISK and the ISIN code is DK0061031978. As per 31 December 2019, the number of shares was 8,387,090. Every stock share equals the same rights to the Company's assets and results.

### Warrants

Until 1 July 2020, the Board has the right to issue a total of 595,080 warrants. The allocation of the warrant program is approximately 40 percent of warrants for employees and approximately 60 percent for Company management. Each warrant will provide the holder with the right to subscribe for one new share in the Company at a subscription rate of DKK 6.25. The warrants program is dedicated for allocation to Company management and employees. Under this program and within the authorisation of the 595,080 warrants given by the General Meeting in 2018 the Board of Directors has for 2019 decided to issue 130,110 warrants to employees (2018 issued warrants: 314,740). If fully issued and vested by July 2020 the program will lead to a cash impact of DKK 3,719,250.

Risk Intelligence has on an Extraordinary General Meeting in June 2019 decided to issue 717,949 new warrants to shareholder subscribers participating in the capital increase announced in May 2019. Each Warrant gives the owner the right to buy one share at a fixed price of DKK 4.68 (120% of the subscription price of DKK 3.90). The exercise of the warrants shall take place in the period of 1 May 2020 – 30 June 2020 where after the warrant will lapse and have no effect. If fully vested by July 2020 the program will lead to a cash impact of DKK 3,369,361.

Risk Intelligence has issued warrants to Gemstone Capital ApS ("Gemstone"). The warrants give Gemstone the right to 76,691 shares (equivalent to 1 percent of the total number of shares in the Company after listing). Each warrant will provide the holder with the right to subscribe for one new share in the Company at a subscription rate of DKK 6.25. If fully vested the program will lead to a cash impact of DKK 479,319.

**Operational risks and uncertainties**

The risks and uncertainties that Risk Intelligence operations are exposed to are summary related to factors such as development, competition, technology development, capital requirements, currencies and interest rates. During the current period, no significant changes in risk factors or uncertainties have occurred. For more detailed description of risks and uncertainties, refer to the memorandum published in June 2018. The documents are available on the Risk Intelligence website ([www.riskintelligence.eu](http://www.riskintelligence.eu)).

**Principles for Interim Report**

The interim report has been made in accordance with Danish jurisdiction for annual accounts.

**Auditor's review**

The interim report has not been reviewed by the Company's auditor.

**Financial Calendar**

25 March 2020	Annual Report 2019
17 April 2020	Annual General Meeting
20 May 2020	Q1 2020 Interim Report
19 August 2020	Q2 2020 Interim Report
18 November 2020	Q3 2020 Interim Report
3 March 2021	Q4 and 2020 Year-end Report

**For further information, please contact**

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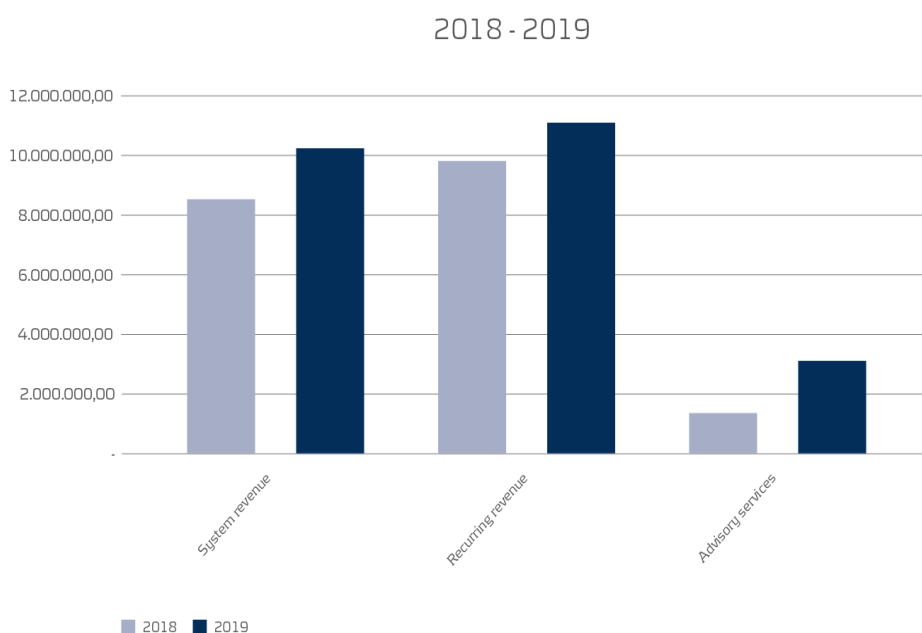
Website: [www.riskintelligence.eu](http://www.riskintelligence.eu)

## Financial Review

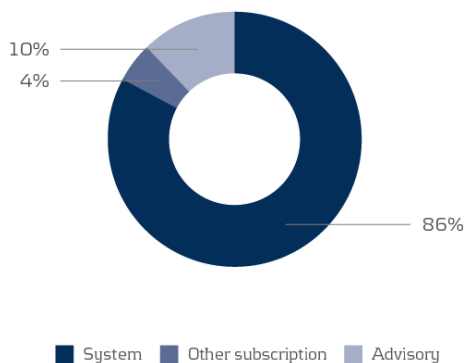
### Income Statement

Total revenue increased 6% in Q4 2019 to DKK 4,796 thousand compared to Q4 2018 (Q4 2018: DKK 4,536 thousand). Total recurring revenue in Q4 2019 ended at DKK 3,791 thousand which is below Q4 2018 (Q4 2018: DKK 4,066 thousand) due to timing differences.

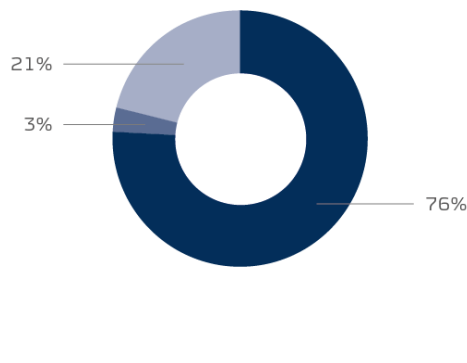
In 2019 total revenue increased by 28% to DKK 14,221 thousand compared to 2018 (2018: DKK 11,123 thousand). The recurring revenue in 2019 ended at DKK 11,147 thousand corresponding to an increase of 13% compared to 2018 (2018: DKK 9,851 thousand).

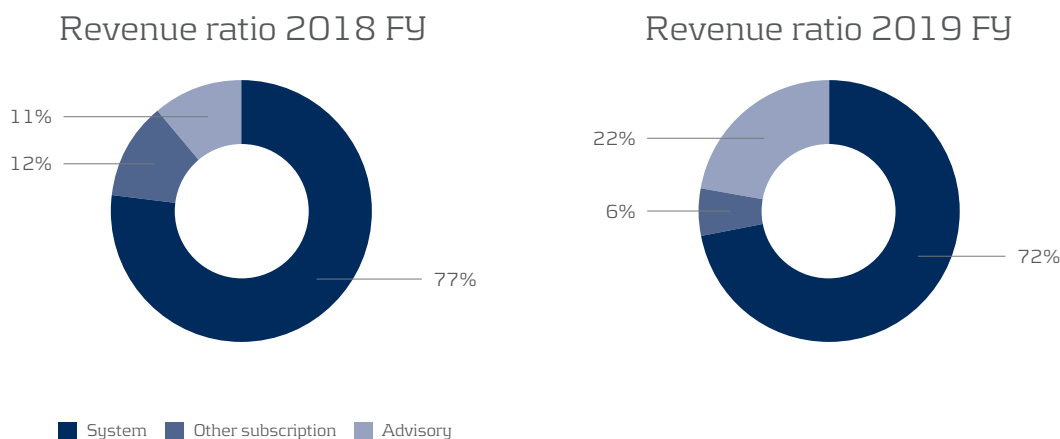


Revenue ratio Q4 2018



Revenue ratio Q4 2019





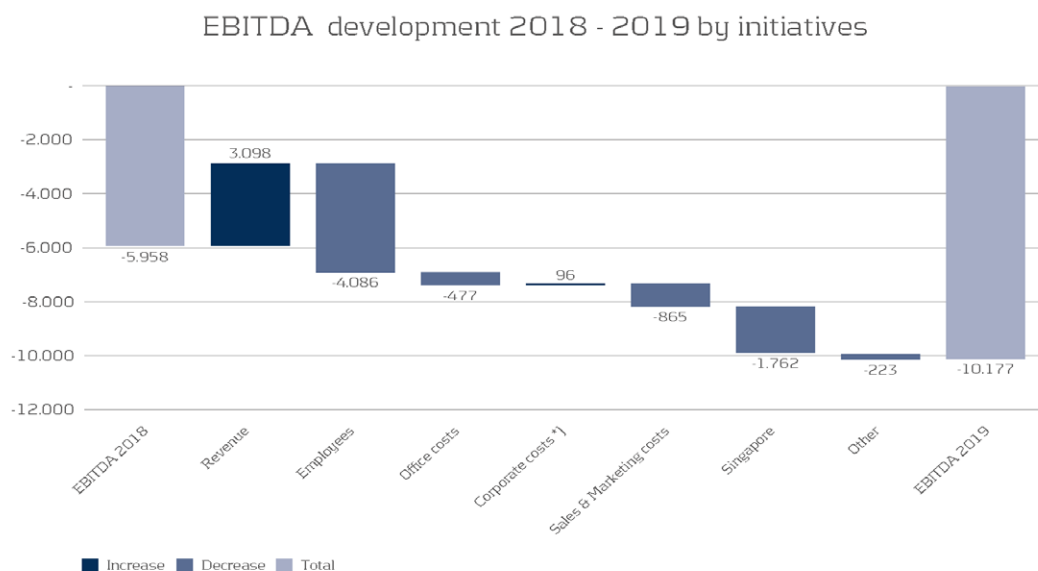
The gross profit decreased in Q4 2019 by 82% to DKK 373 thousand (Q4 2018: DKK 2,058 thousand), corresponding to a decreased gross margin of 8% (Q4 2018: 45%). For the year 2019 the gross profit decreased by 6% to DKK 3,500 thousand (2018: 3,717 thousand). The gross margin ended at 25% compared to 33% for 2018.

As part of the Company's growth plan the organization both in sales, production and finance has been significantly expanded and developed as well as the Company in general by moving to new office locations etc. Other operating expenses and Staff costs due to this fully impacted in 2019 compared to 2018.

Staff costs in Q4 2019 amounted to DKK 3,493 thousand (Q4 2018: DKK 3,523 thousand), an increase of DKK 30 thousand or 1%. In 2019 total staff costs increased by 41% or DKK 4,002 thousand from DKK 9,675 thousand in 2018 to DKK 13,677 thousand in 2019 which represents the investment and development of the organisation to achieve the company's goals and strategy.

In Q4 2019 EBITDA decreased by DKK -1,655 thousand, or 113% to DKK -3,120 thousand (2018: DKK -1,465 thousand). As for the full year 2019 EBITDA decreased from DKK -5,958 thousand in 2018 to DKK -10,177 corresponding to a decrease of 71%. The decrease in EBITDA can be explained by initiatives made by the Company in investing in employees, new office location and development of the sales and client engagement activities which impacts the numbers fully in 2019 as the comparable period is only partly impacted by these initiatives. The EBITDA ratio decreased to -72% in 2019 (2018: -54%) and in Q4 decreased as well from -32% in 2018 to -65% in 2019.

The below figure explains the changes or differences from one comparable period to another in nominal numbers:



\*) The change in corporate costs from 2018 to 2019 is positive because 2018 were significantly impacted by costs for the IPO.

EBITDA 2018	-5.958
Revenue	3.098
Employees	-4.086
Office costs	-477
Corporate costs *)	96
Sales & Marketing costs	-865
Singapore	-1.762
Other	-223

EBITDA 2019	-10.177
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\*) The change in corporate costs from 2018 to 2019 is positive because 2018 was significantly impacted by costs for the IPO.

## Balance Sheet

The balance sheet in total was DKK 19,706 thousand at the end of 2019 (end of 2018: DKK 15,399 thousand), an increase of 28% overall mainly due to large investments in development and a larger working capital in 2019 because of significantly higher activity level.

Equity at the end of 2019 decreased to DKK 2,097 thousand (end of 2018: DKK 9,191 thousand) due to the result of 2019 offset by the capital increase. The equity ratio amounted to 10.6% (end of 2018: 59.7%).



## Cashflow

Investments in Q4 amounted to DKK 874 thousand (Q4 2018: 1,240 thousand) and for 2019 in total DKK 6,608 thousand (2018: 3,139 thousand). The main part is related to the development of the LandRisk module in line with the Company's growth plan. Further to this the Company has finished the first phase of the AI project.

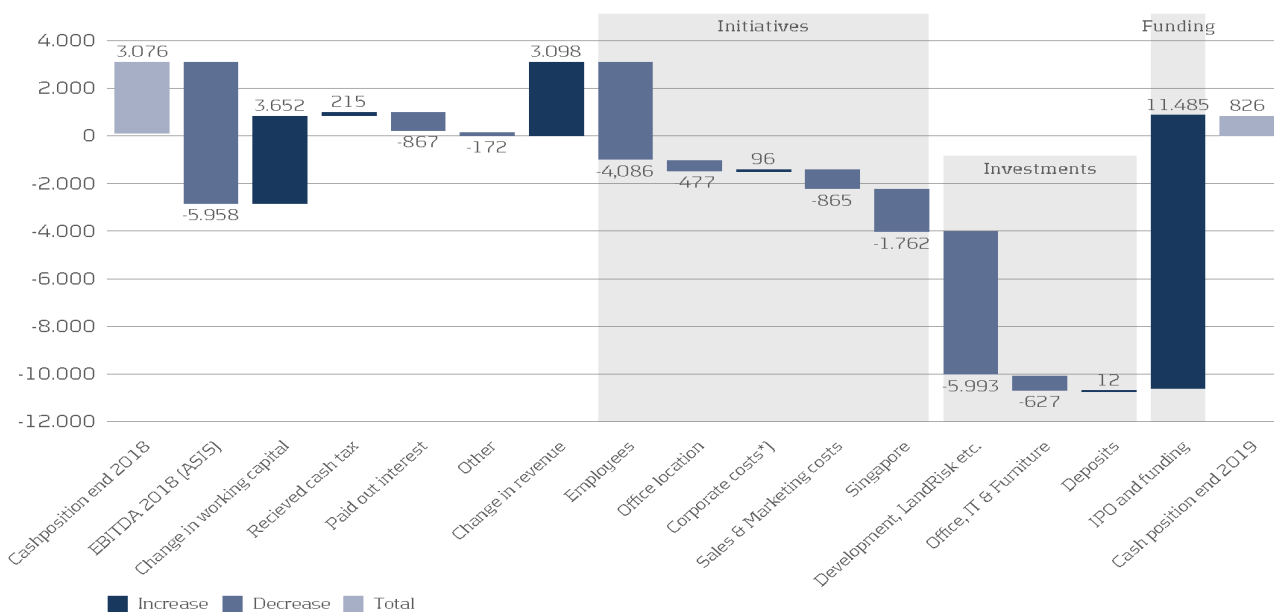
Cashflow from financing amounted to 1,887 thousand in Q4 2019 (Q4 2018 DKK -534 thousand). In 2019 Cashflow from financing ended at DKK 11,485 thousand (2018 DKK 11,315 thousand) equaling the capital increase in June 2019 and the long-term loans from a group of private lenders.

The development in cash position end of 2018 to end of 2019 can overall be explained as follows:

DKK 000

Cash position end 2018	3.076
EBITDA 2018 (ASIS)	-5.958
Change in working capital	3.652
Received cash tax	215
Paid out interests	-867
Other	-172
Change in revenue	3.098
Investment in/initiatives	
Employees	-4.086
Office location	-477
Corporate	96
Sales & Marketing costs	-865
Singapore	-1.762
Investment in	
Development	-5.993
Office, IT & Furniture	-627
Deposits	12
Funding	
Capital raise and loan funding, net	11.485
Cash position end 2019	827

### Cash position 2018-2019 by investments & initiatives



\*) The change in corporate costs from 2018 to 2019 is positive because 2018 was significantly impacted by costs for the IPO.

#### Capital resources

The Company’s cash policy is at any time to have enough cash to run the company for a period of 12 months according to plans and initiatives decided upon and still have 2-3 million as cash position. To achieve that, the Company is on an ongoing basis monitoring the cash flow and at any time will fund the Company further to reach the goals and fulfill the strategy. In 2020 the Company will ensure that the cash position will reflect the cash result throughout a 12-month period by either loan- or credit facilities or further funding if needed. At this point the Company has secured funding for all planned initiatives and investments for 2020.

The Company’s cash position end 2019 was DKK 827 thousand and should always be seen together with Accounts Receivable, end 2019 DKK 2,319. The Company has never lost any outstanding amount on clients, which is why Accounts Receivable, seen from the Company perspective, are considered as good as cash. Account Receivable and Cash end 2019 was 3,146 DKK thousand.

## Income Statement

DKK '000	Q4 2019	Q4 2018	FY 2019	FY 2018
<b>Net sales</b>	<b>4,796</b>	<b>4,536</b>	<b>14,221</b>	<b>11,123</b>
Other operating expenses	-4,423	-2,479	-10,720	-7,406
<b>Gross profit</b>	<b>373</b>	<b>2,058</b>	<b>3,500</b>	<b>3,717</b>
Staff costs	-3,493	-3,523	-13,677	-9,675
<b>Earnings before depreciation and amortization (EBITDA)</b>	<b>-3,120</b>	<b>-1,465</b>	<b>-10,177</b>	<b>-5,958</b>
Depreciation / amortization of tangible and intangible fixed assets	-497	-301	-1,287	-844
Other operating expenses	13	-113	-	-345
<b>Profit/loss before financial items</b>	<b>-3,604</b>	<b>-1,879</b>	<b>-11,464</b>	<b>-7,147</b>
Financial costs	-503	-40	-867	-268
<b>Profit/loss before taxes</b>	<b>-4,107</b>	<b>-1,919</b>	<b>-12,331</b>	<b>-7,415</b>
Tax on profit for the year	909	324	2,718	1,535
<b>Net profit</b>	<b>-3,198</b>	<b>-1,595</b>	<b>-9,613</b>	<b>-5,879</b>
Proposed distribution of profit				
Transfer of profits for development projects	615	41	4,323	1,060
Retained earnings	-3,813	-1,636	-13,936	-6,939

## Balance sheet in comparison

DKK 000'	31-12-2019	31-12-2018
<b>Assets</b>		
Intangible assets		
Completed development projects	7,106	3,316
Ongoing development projects	2,537	1,150
<b>Total intangible fixed assets</b>	<b>9,643</b>	<b>4,466</b>
Tangible fixed assets		
Other facilities, fixtures and accessories	2,107	1,852
<b>Total tangible assets</b>	<b>2,107</b>	<b>1,852</b>
Financial assets		
Other long-term feeds	393	405
<b>Financial assets</b>	<b>393</b>	<b>405</b>
<b>Total fixed assets</b>	<b>12,143</b>	<b>6,723</b>
Receivables		
Accounts Receivables	2,319	3,413
Other feedings	276	448
Tax	1,340	366
Deferred tax	2,164	786
Accruals	636	587
<b>Total Receivables</b>	<b>6,736</b>	<b>5,600</b>
Cash at bank and in hand	827	3,076
<b>Current assets total</b>	<b>7,563</b>	<b>8,676</b>
<b>Assets total</b>	<b>19,706</b>	<b>15,399</b>

## Balance sheet in comparison

DKK 000'	31-12-2019	31-12-2018
<b>Liabilities and equity</b>		
Equity		
Share capital	839	767
Reserve for development costs	6,721	2,398
Retained earnings	-5,463	6,026
<b>Total equity</b>	<b>2,097</b>	<b>9,191</b>
Long-term liabilities		
Other credit institutions	1,448	2,023
Shareholder and management	7,000	0
<b>Long-term liabilities</b>	<b>8,448</b>	<b>2,023</b>
Current liabilities		
Short-term part of long-term debt	585	409
Trade payables	1,597	1,022
Lease obligations	1,086	727
Payables subsidiaries	11	0
Shareholder and management	2,364	0
Other payables	3,027	1,382
Deferred income	491	645
<b>Short-term liabilities</b>	<b>9,161</b>	<b>4,185</b>
<b>Debt total</b>	<b>17,609</b>	<b>6,208</b>
<b>Liabilities and equity total</b>	<b>19,706</b>	<b>15,399</b>

## Cash Flows

DKK 000'	Q4 2019	Q4 2018	2019	2018
<b>Profit/loss for the year</b>	<b>-3,199</b>	<b>-1,595</b>	<b>-9,613</b>	<b>-5,879</b>
Adjustments	-360	-122	-1,380	-523
Change in working capital	1,498	768	3,652	42
<b>Cash flows from ordinary activities</b>	<b>-2,061</b>	<b>-949</b>	<b>-7,340</b>	<b>-6,628</b>
Corporation tax paid (-)/received	215	214	215	214
<b>Cash flows from operating activities</b>	<b>-1,846</b>	<b>-735</b>	<b>-7,125</b>	<b>-6,413</b>
Purchases of intangible assets	-745	112	-5,993	-1,662
Purchases of property, plant and equipment	-122	-735	-627	-1,127
Fixed asset investments made etc.	-7	-267	-	-349
Deposits	-	-350	12	-
<b>Cash flow from investing activities</b>	<b>-874</b>	<b>-1,240</b>	<b>-6,608</b>	<b>-3,139</b>
Change in lease obligations	-4	-628	358	-23
Loans from credit facilities	2,042	175	8,608	175
Cash capital increase	-151	-71	2,519	11,173
Other adjustments	-	-10	-	-10
<b>Cash flow from financing activities</b>	<b>1,887</b>	<b>-534</b>	<b>11,485</b>	<b>11,315</b>
<b>Change in cash and cash equivalents</b>	<b>-834</b>	<b>-2,502</b>	<b>-2,249</b>	<b>1,763</b>
Cash and cash equivalents beginning	1,661	3	3,076	1,313
<b>Cash and cash equivalents end</b>	<b>827</b>	<b>5,578</b>	<b>827</b>	<b>3,076</b>

## Equity

### 1 January 2018 - 31 December 2018

DKK '000	Share capital	Share premium account	Reserve for development cost	Retained earnings	Total
Equity at 1 January 2018	180	-	1,338	2,379	3,896
Cash capital increase	204	10,969	-	-	11,173
Transfers, reserves	383	-10,969	1,060	10,586	1,060
Net profit/loss for the year	-	-	-	-6,938	-6,938
<b>Equity at 31 December 2018</b>	<b>767</b>	<b>-</b>	<b>2,398</b>	<b>6,026</b>	<b>9,191</b>

### 1 January 2019 - 31 December 2019

DKK '000	Share capital	Share premium account	Reserve for development cost	Retained earnings	Total
Equity at 1 January 2019	767	-	2,398	6,026	9,191
Transfer, reserves	-	-2,447	0	2,447	0
Cash capital increase	72	2,447	-	-	2,519
The result of the period	-	-	4,323	-13,936	-9,613
<b>Equity at 31 December 2019</b>	<b>839</b>	<b>-</b>	<b>6,721</b>	<b>-5,463</b>	<b>2,097</b>

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