



ANALYZER. KNOW BETTER

Positivt EBITDA på 5.149 TDKK

Positive EBITDA on 5.149 TDKK

ÅRSREGNSKABSMEDDELSE 2018

ANNUAL REPORT 2018

Hovedaktiviteter

Analyzer koncernen er en førende leverandør af løsninger til målinger og analyser af medarbejderes trivsel samt kunders og borgers holdninger til forskellige emner. Koncernen leverer disse løsninger i form af software- og konsulentprodukter.

Udviklingen i selskabets økonomiske aktiviteter og forhold

Analyzer koncernens omsætning blev på t. DKK 24.528 i 2018 mod t.DKK 25.589 i 2017.

EBITDA var i 2018 på t.DKK 5.149 mod t.DKK 5.821 i 2017.

Resultat efter skat var på 675 t.DKK mod 1.143 t.DKK året før.

I 2018 har Analyzer fokuseret på global ekspansion af sin online forretning. Online forretningen har opnået en betydelig tilgang af nye brugere fra hele verden. Afsætningen baserer sig på en freemium strategi, hvoraf langt hovedparten af brugerne benytter Analyzer gratis og en mindre andel konverteres til betalende brugere. Online forretningen leverer endnu ikke et signifikant positivt bidrag til omsætningen.

Analyzer har øget udviklingsomkostningerne til forbedring af den relancerede software platform. Det er selskabets opfattelse at produktets konkurrenceevne er løftet i sådan en grad, at der er god basis for vækst både online og i den direkte afsætningskanal.

Analyzer Consulting A/S gennemførte mange interessante projekter i året. Som tidligere år er der høj tilfredshed med gennemførte projekter og en stor anbefalingsvillighed. Analyzer realiserede en Net Promoter Score (NPS) på 63. En NPS score over 50 anses i branchen som fremragende.

Med et positivt resultat, trods let faldende omsætning, og på baggrund af ovennævnte udvikling i selskabets markedsposition, anser bestyrelsen årets resultat som værende tilfredsstillende.

Betydningsfulde hændelser indtruffet efter regnskabsårets afslutning

Efter regnskabsårets afslutning er der ikke indtruffet begivenheder, som vil kunne forrykke selskabets finansielle stilling væsentlig.

Selskabets forventede udvikling

Analyzer koncernen forventer overskudsgivende drift i 2019.

Main activities

The Analyzer Group is a leading provider of solutions for measurement and analysis of employee and customer satisfaction, as well as citizen views on various topics. Analyzer Group provides these solutions in the form of software and consulting products.

Development in the company's financial activities and conditions

The Analyzer Group's revenue in 2018 was DKK 24.528 k against DKK 25.589 k in 2017.

The EBITDA was, in 2018, at DKK 5.149 k against DKK 5.821k in 2017.

The profit after tax was at DKK 675k against DKK 1.143k the year before.

In 2018, Analyzer focused on the global expansion of its online business. There has been a significant inflow of new users from all over the globe. Sales are based on a freemium strategy, where the majority uses the product for free and a minor part converts to paying users. The online business does not yet contribute significantly to the total turnover.

Analyzer has increased the development cost to improve its relaunched software platform. It's considered that the product's competitive level has risen substantially and there are grounds for growth both online and in the direct sales channels.

Analyzer Consulting completed several interesting projects this year. As in previous years, there is high satisfaction with completed projects and a great willingness to recommend. In 2018, Analyzer had a Net Promoter Score (NPS) of 63. An NPS score above 50 is considered excellent within the industry.

With a positive result, despite a slight decrease in turnover, and considering the aforementioned development in the market position, the Board considers the year's profit acceptable.

Important events occurring after the reporting period

After the reporting period, no events have occurred which could change the company's financial position.

The company's outlook

The Analyzer Group expects profitable operation in 2019.

HOVEDTAL 2018

KEY FIGURES 2018

RESULTAT PROFIT/LOSS

Beløbi t.DKK

Figures in DKK '000

2018

2017

Nettoomsætning Revenue	24.528	25.589
EBITDA*	5.149	5.821
Afskrivninger Depreciation/amortization	-4.330	-4.024
Finansielle poster Net financials	-25	-385
Resultat før skat Profit/loss before tax	794	1.412
Earnings/share	0,21	0,37
Earnings/share, diluted	0,21	0,37

*) Earnings Before Interest, Tax, Depreciation and Amortization

BALANCE BALANCE SHEET

Beløb i t.DKK

Figures in DKK '000

2018

2017

Likvider Cash	547	334
Debitorer Trade Receivables	3.795	3.891
Aktiver i alt Total assets	20.302	18.516
Egenkapital Equity	12.086	11.505

EGENKAPITALFORKLARING STATEMENT OF CHANGES IN EQUITY

Beløb i t.DKK

Figures in DKK '000

2018

2017

Egenkapital 01.01.2018 Equity as at 01.01.2018	11.505	10.189
Resultat efter skat Profit/loss after tax	675	1.143
Valutakursreguleringer Foreign currency translation adjustments	-94	-173
Betalt udbytte Distributed dividend	0	0
Egenkapital 31.12.18 Equity as at 31.12.18	12.086	11.505

PENGESTRØMSOPGØRELSE CASH FLOW STATEMENT

Beløb i t.DKK

Figures in DKK '000

2018

2017

Resultat før skat Profit/loss before tax	794	1.412
Reguleringer hertil Adjustment hereof	4.585	3.859
Driftens likviditetsvirkning Cash flow from operating activities	5.379	5.271
Investeringsens likviditetsvirkning Cash flow from investing activities	-6.019	-4.268
Finansieringsens likviditetsvirkning Cash flow from financing activities	-97	59
Ændring i likvider Change in cash	-737	1.062
Likvider og bankgæld, primo Cash and bank debt, beginning of period	-72	-1.134
Likvider og bankgæld, ultimo	-809	-72

Hovedtallene er konsoliderede koncerntal for selskaberne Analyzer A/S, Analyzer Software A/S, Analyzer Consulting A/S, Analyzer AB, Analyzer Software Netherlands B.W. og Analyzer Software Norge AS

The above figures are concern consolidated from the companies Analyzer A/S, Analyzer Software A/S, Analyzer Consulting A/S, Analyzer AB, Analyzer Software Netherlands B.W. and Analyzer Software Norge AS

KAPITALFORHOLD

CAPITAL

Enalyzer havde pr. 31/12/2018 udstedt 3,8m aktier fordelt på ca. 300 aktionærer.

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Ingen egenkapitalændringer indtraf i 2018.

Selskabet ejer per 31/12/2018 ingen egne aktier.

Certified advisor eller dennes relevante medarbejdere ejer per 31/12/2018 ingen aktier i Selskabet.

Nedenfor er angivet bestyrelsens, direktionens samt de ledende medarbejders direkte eller indirekte aktiebesiddelser i Selskabet.

Enalyzer had as of 12/31/2018 issued 3,8m shares divided among approximately 300 shareholders.

Enalyzer had as of 12/31/2018 issued 3,8m shares.

No changes in equity occurred in 2018.

The company owns as of 12/31/2018 none of its own shares.

The Certified advisor or its key employees own as of 12/31/2018 no shares in The Company.

The direct or indirect shareholding of the board of directors, the executive board, and the key employees are stated below.

NAVN NAME	STILLING TITLE	ANTAL AKTIER NUMBER OF STOCKS
		31.12.18
Erik Nyborg	Bestyrelsesformand Chairman	6.677
Søren Fink-jensen	Bestyrelsesmedlem Board member	0
Ole Ødegaard	Direktør/bestyrelsesmedlem Co-CEO/Board member	500.363
Jakob Roed Jakobsen	Direktør/bestyrelsesmedlem Co-CEO/Board member	648.852
Steen Ødegaard	Udviklingsdirektør CTO/Board member	671.707

INFORMATION INFORMATION

Certified Advisor

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