

# NRD Companies group results

2021 01-06



# NRD Companies

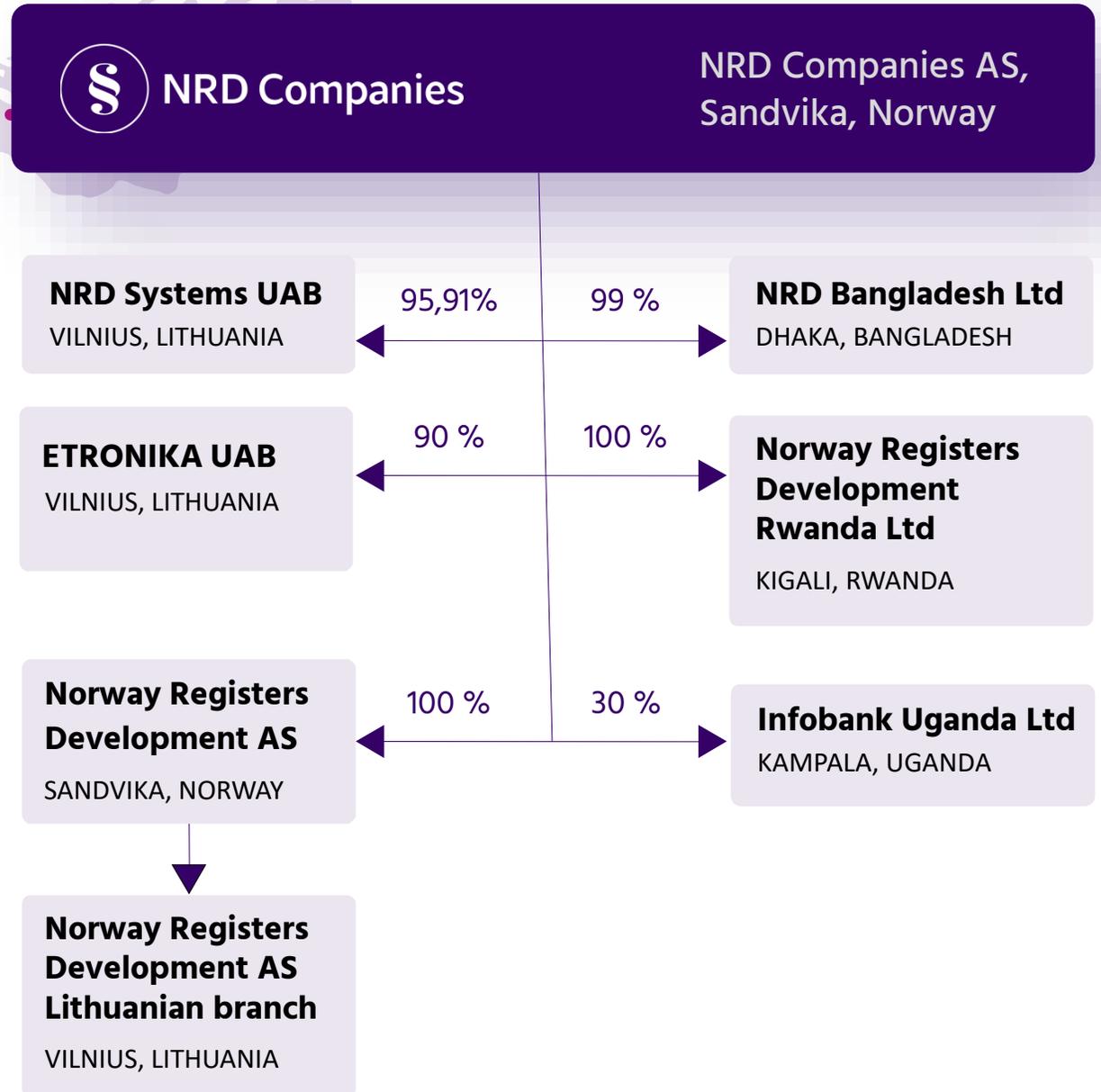
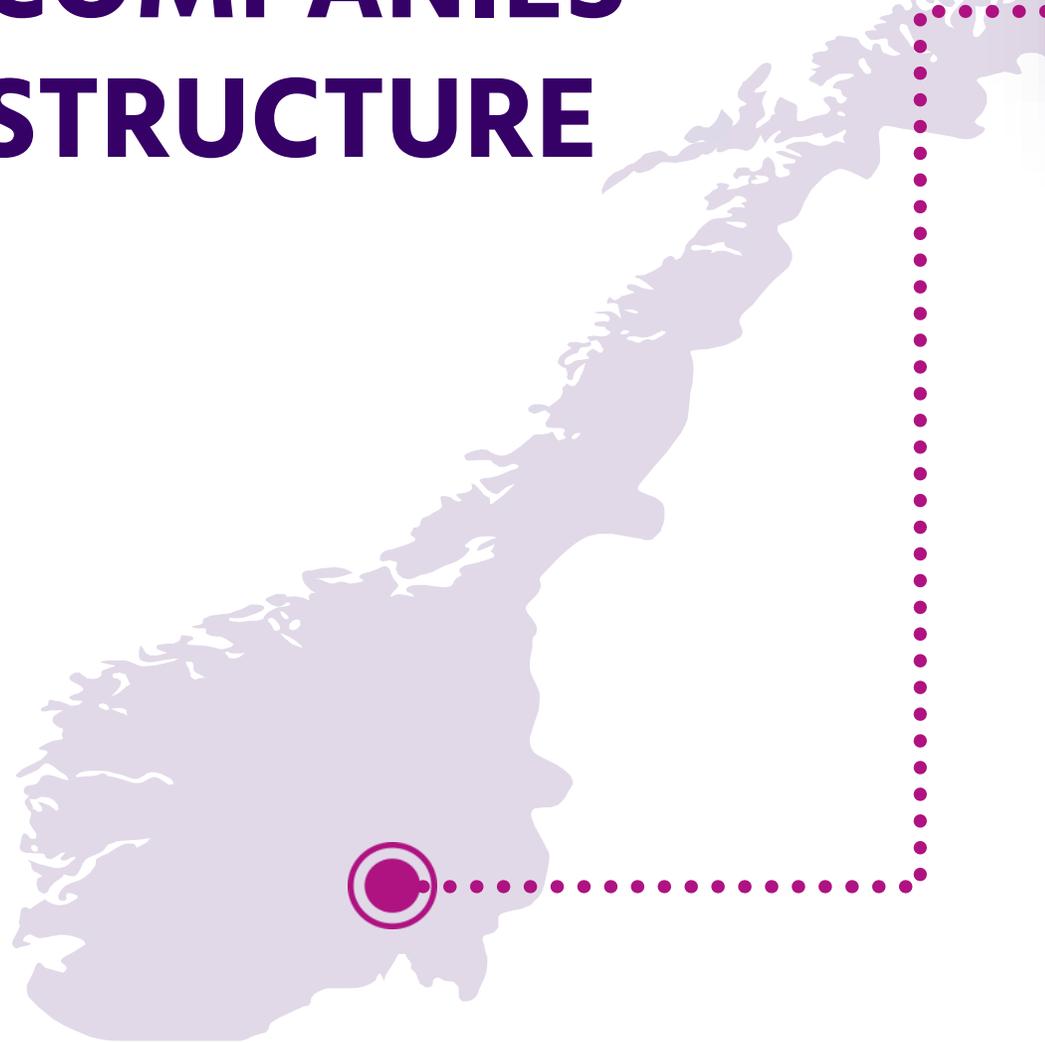
NRD Companies is a global information technology and consulting group of companies, specializing in the governance and development of the economic digital infrastructure for Governments, Registries, Tax Administrations, Financial Institutions, Retailers and National Postal Services.

Headquartered in Norway, serve customers from Norway, Lithuania, Bangladesh, Rwanda, Uganda and Tanzania.

The Group employs more than 110 professionals and is controlled by INVL Technology UTIB.



# COMPANIES STRUCTURE



# Sustainability

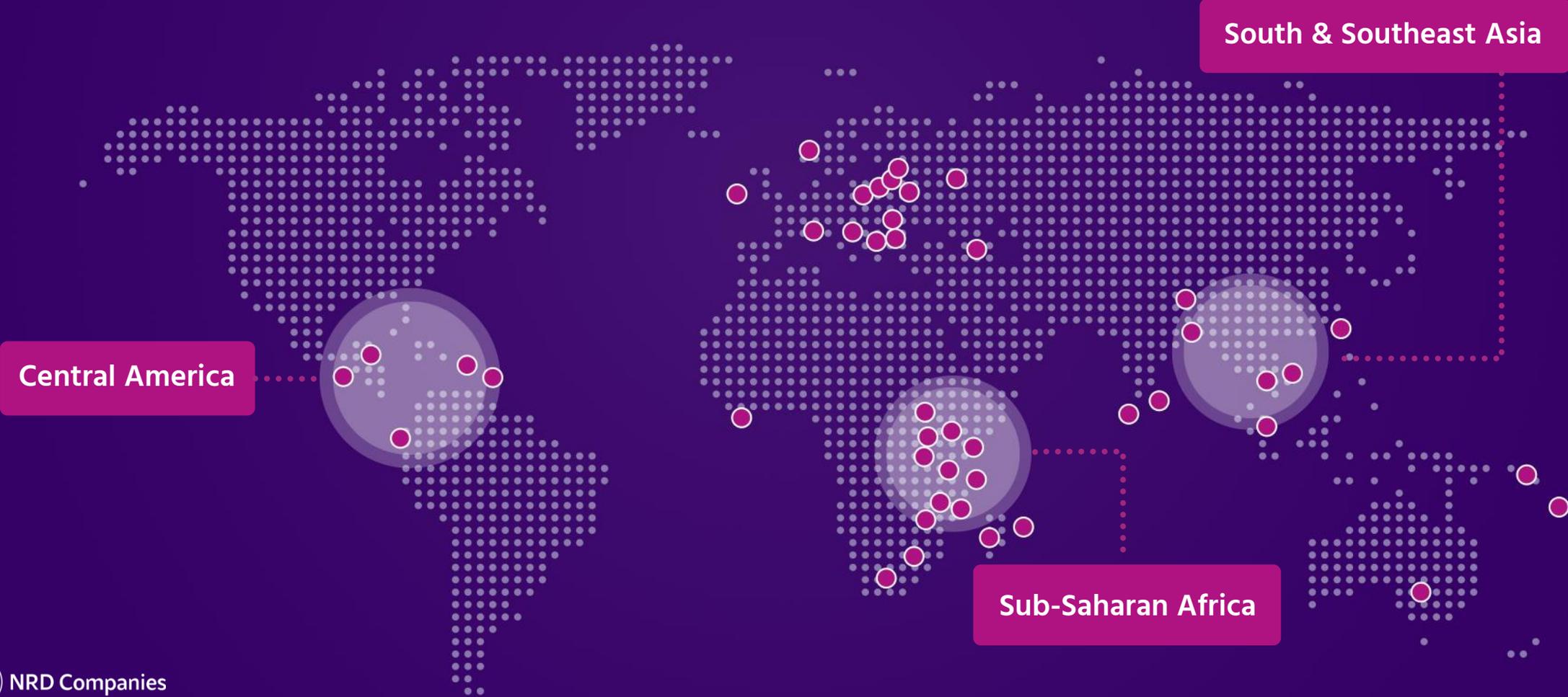


We embrace the United Nations and World Bank Sustainability Initiatives through our contribution to:

- Enabling the business environment & job creation
- Increasing the efficiency of government services
- Facilitating financial inclusion and access to finances
- Supporting domestic resource mobilisation
- Improving the accessibility of social and business services
- Facilitating environmental sustainability
- Securing the digital environment

# Global Footprint

NRD Companies implement products and projects in more than 50 countries worldwide.



# Solutions and products



## RETAIL SECTOR



**KASU RETAIL**

An omnichannel solution for retail business acceleration and management



**KASU Post**

Digital and hybrid services provisioning platform

## PUBLIC SECTOR



**GxP**

Customer-centric e-service delivery platform



**CRVS**

Civil Registration and Vital Statistics Management System



**URP**

Unified Registry Platform



**VFDMS**

Virtual Fiscal Device Management System

## FINANCE SECTOR



**BANKTRON**

Digital banking platform



**Digital Loans**

SME and Retail loans origination

## Consultancy

Doing Business Reforms, Public Sector Reforms, National ID, Digital ID, Civil Registration, Digital Banking, E-service delivery.

## Bespoke development and systems integration

ETRONIKA UAB  
VILNIUS, LITHUANIA



NRD Systems UAB  
VILNIUS, LITHUANIA



Norway Registers Development AS  
OSLO, NORWAY



NRD Bangladesh Ltd  
DHAKA, BANGLADESH



Norway Registers Development Rwanda Ltd  
KIGALI, RWANDA





# Financial and Retail Solutions

**DIGITAL LOANS** - is a platform for SME and Retail loans used by banks and other financial services providers to increase their loan portfolio in a shorter time, keep the lending management and related costs under control and excel in their operational risk management.

**Banktron** – an award-winning secure and intuitive digital banking platform. It is easily integrated with the latest FinTech solutions.

**KASU RETAIL**– An omnichannel solution to manage and accelerate retail business.



# 2021 H1 Projects' Portfolio

## Consultancy

- **Guyana:** E-public service delivery infrastructure assessment (2020-2021)
- **Eastern Caribbean States:** Unique ID infrastructure assessment (2020-2021)
- **Samoa:** Civil Registry and National ID infrastructure assessment (2020-2021)
- **Uganda:** Digital transformation plan for the creation of microfinancing (2020 – 2021)
- **Zanzibar:** Consultancy services for a business registry system expansion (2020-2021)
- **Palestine:** Legal, Institutional, Business Process and ICT Assessment for Automated Business Registry System at the Ministry of National Economy in Palestine (2021)

## Solutions

- **Zanzibar:** VFD - Virtual fiscal device management system (2019-2021)
- **Cayman Islands:** Identity management system (2018-2021)
- **Anguilla:** BUSREG business registry e-system implementation (2020-2021).
- **Barbados:** GxP - Public e-services provisioning and delivery platform (2020-2021)
- **Northern Macedonia** eGovernment project in Northern Macedonia (2020 - 2021)
- **Kyrgyzstan** KASU POST, an automated retail business management solution for Kyrgyz Post (2018-2021)
- **Lithuania:**
  - Development and implementation of the state food and veterinary information system (2021)a
  - Implementation of a mobile application in Medicina bank (2021)
  - SEPA Instant Payments implementation into Luminor bank's Digital Channels (2021)

## Support & maintenance

- **Uganda:**
  - BUSREG maintenance (2019-2020-2021)
  - Investor e-registry system maintenance (2020-2021)
- **Zanzibar:**
  - Civil registry support and maintenance (2021-2022)
  - Business registry system maintenance (2020-2021)
- **Lithuania:**
  - E-customs system maintenance (2020-2023)
  - i.SAF-T Subsystem Implementation Services State Tax Inspectorate under the Ministry of Finance of the Republic of Lithuania (2020-2022)
  - Infrastructure renewal and development works in Siauliu bank (2020-2021)
- **Mauritius:**
  - BUSREG support and maintenance (2020-2021)
  - E-registry system monitoring services (2020-2021)

## Subcontracting

- **Kenya:** Cyber security (2019-2021) –done??
- **Ecuador:** Cyber security (2019-2021)
- **Egypt:** Cyber security (2019-2021)
- **Bangladesh:** Cyber security (2018-2021)
- **New Caledonia:** Cyber security (2020-2024)
- **Bhutan:** Advisory Support for the IT Audit of PFM Information Systems (2020-2021)
- **Botswana:** Technical assistance to SADC Secretariat for cybersecurity risk assessment and threat mitigation (2021)
- **Guyana:** Payment system security assessment and evaluation 2021

# Events

- On the 14-15th of April, 2021 NRD Companies participated at the 5th Growth and Resilience Dialogue organized by the Eastern Caribbean Central Bank in collaboration with its partners: the OECS Commission, The World Bank and The University of the West Indies.
- On the 27th of May 2021 NRD Companies together with Lithuanian tax inspectorate and Lithuanian IT association INFOBAL organized a free webinar for public sector decision-makers "Citizen-centered services. How to pass the quality and performance test?".
- On the 18-20th May, 2021 NRD Companies showcased it's solutions and products to more than 1000 policy makers from more than 100 countries at one of the largest E-Governance conference #EGOV2010.

Free online event  
**Building Resilience in the Post-Pandemic Era**  
14 -15 April 2021  
8:30 – 5:00 p.m. Eastern Standard Time  
Register

e-Governance Conference  
Tallinn, Estonia  
#EGOV2021

Join  
**Michailas Traubas**  
Chief Solution Strategist  
at EXPO

GROWTH AND RESILIENCE Dialogue  
NRD Companies  
NEW CHAPTER. BETTER.

Nacionalinė nemokama internetinė konferencija viešojo sektoriaus vadovams  
**Į piliečius orientuotos paslaugos.** Registruotis

Rimantas Žylius  
Ministro pirmininko patarėjas

Edita Janušienė  
VMI Viršininkė

Mindaugas Ubartas  
INFOBAL CEO

Michailas Traubas  
NRD Companies IT sprendimų ir inovacijų vadovas

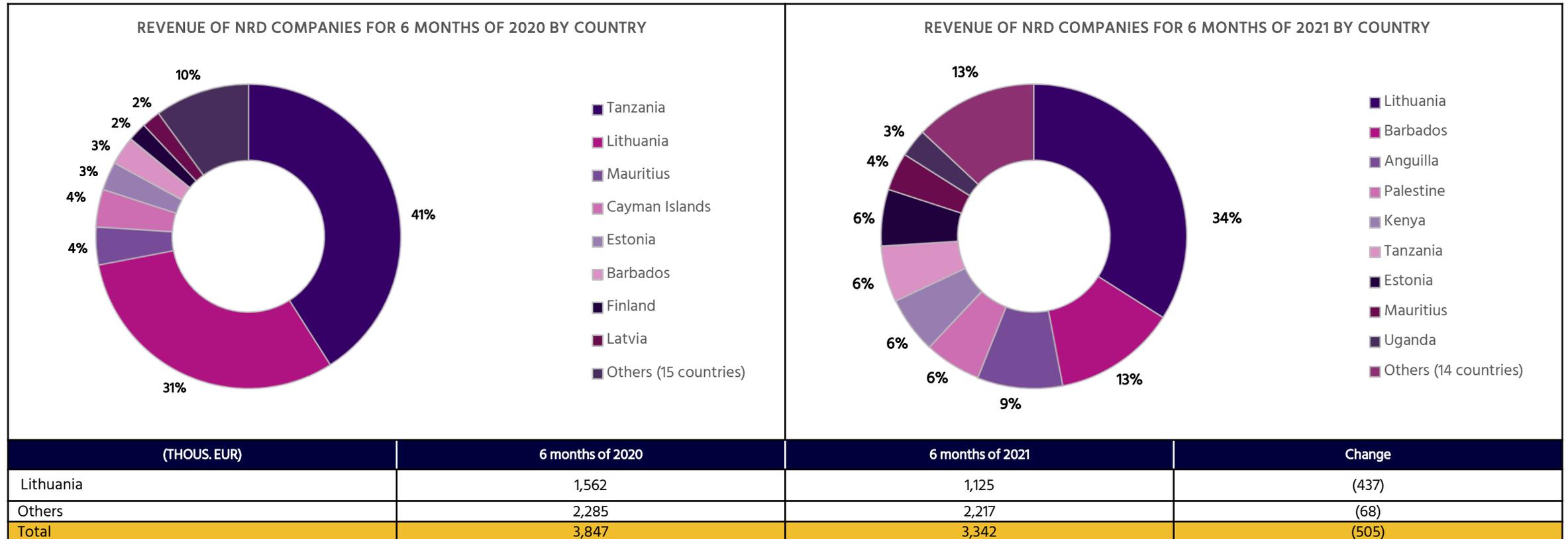
Rita Bajarūnė  
„Design thinking“ ir organizacijų transformacijos ekspertė

ORGANIZATORIUS: infobalt  
PARTNERIAI: VMI VALSTYBĖS MOKSLŲ IR INFORMACIJOS MINISTERIJA NRD Companies

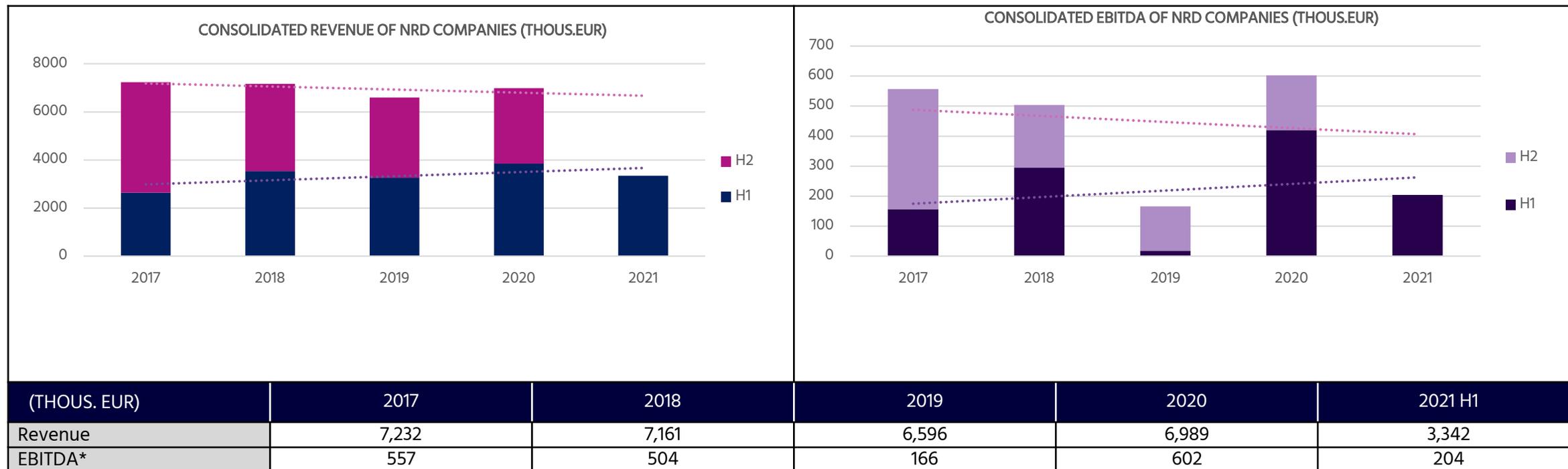
# Financial Results



# NRD COMPANIES CONSOLIDATED INCOME ACCORDING COUNTRIES (Thousand. EUR)

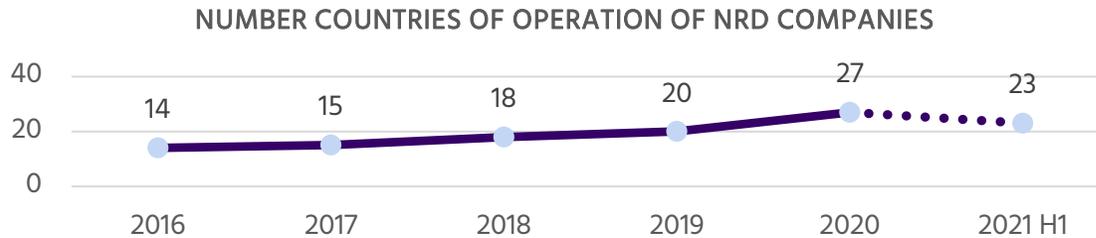
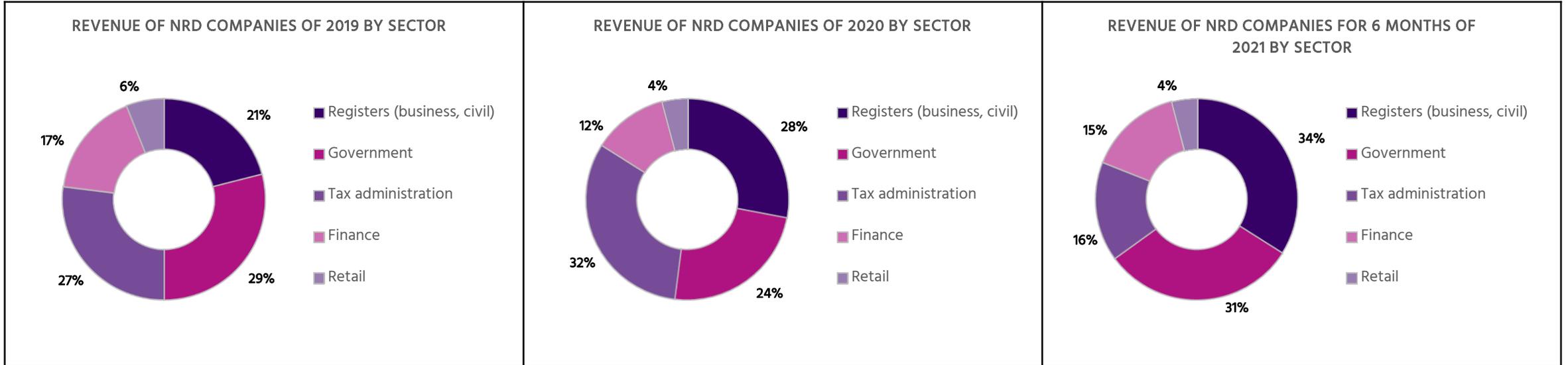


# NRD COMPANIES MAIN FINANCIAL FIGURES



\* From 2019 IFRS 16 was adopted, which affected the amount of EBITDA, therefore the EBITDA for the periods 2017-2018 and 2019-2021 is not directly comparable.

# NRD COMPANIES REVENUE BY SECTOR AND NUMBER BY COUNTRIES



**Revenues in the government and registries sectors increased significantly in the first half of this year. The group's income was negatively affected by the falling USD exchange rate. Compared to the same period in 2020, the USD exchange rate was lower by ~ 9% and this had a significant impact on the company's revenue and results of operations.**



**NRD Companies**

NEW CHAPTER. BETTER.

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