

# Konsolidator realized exponential growth for the third consecutive quarter

## Financial report for the period January 1 to June 30, 2020

Company announcement no 16-2020. July 28, 2020

### HIGHLIGHTS

In the outlook for 2020 two main goals were announced: An Annual Recurring Revenue (ARR) increase higher than 2019 (71%) and an exponential growth in number of new customers on a quarter-on-quarter basis:

- ARR: Konsolidator reached an ARR of DKK 6.1m at the end of H1, 2020 compared to 3.2m at the end of H1, 2019 – an increase of 91%
- Customers: Konsolidator signed 33 contracts in H1, 2020 compared to 15 in H1, 2019 – an increase of 120%
- Customers: For Q2 Konsolidator signed 18 contracts compared to 8 for Q2 in 2019 - an increase of 125%
- Konsolidator issued 750,000 new shares to an institutional investor and received DKK 29.6m in gross proceeds.

### MANAGEMENT REVIEW

#### Roll out of Konsolidator's platform and software

Konsolidator continues to see the effects of the digital marketing strategy during the first six months of 2020. The company experienced increased traffic on the Konsolidator website.

Konsolidator has experienced a faster than expected conversion from physical sales meetings to online meetings, which is important in our international expansion plans. Furthermore, the customer online onboardings have also increased faster than expected compared to the physical onboardings.

As per June 30, 2020 Konsolidator has 114 customers and 10 out of the 18 new customers signed in Q2, 2020 are outside Denmark.

#### Economic growth

Konsolidator reached an ARR of DKK 6.1m as per June 30, 2020 (2019: 3.2m) which is an increase in the last twelve months of 91%. The ARR increased by DKK 1.5m in H1, 2020 compared to an increase of DKK 0.6m in H1, 2019 an increase of 167%.

Revenue for the period amounted to DKK 3.1m compared to DKK 2.1m in 2019 corresponding to an increase of 48 %. Earnings before interest, tax, depreciation and amortization (EBITDA) amounted to a negative of DKK 6.7m compared to 2019 which showed a negative EBITDA of DKK 4.4m.

#### Organizational growth

During the first six months of 2020 Konsolidator hired three new employees. Konsolidator has 24 employees as of June 30, 2020.

#### For further information

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# Consolidated Income Statement

for the first six months of 2020

DKK thousand	H1 2020	H1 2019
Revenue	3,086	2,120
Variable costs	(90)	(67)
<b>Gross profit/loss</b>	<b>2,996</b>	<b>2,053</b>
External expenses	(3,562)	(2,243)
Staff costs	(6,132)	(2,250)
<b>EBITDA before other operating expenses</b>	<b>(6,698)</b>	<b>(2,440)</b>
Other operating expenses	0	(1,915)
<b>Earnings before interest, tax, depreciation and amortization (EBITDA)</b>	<b>(6,698)</b>	<b>(4,355)</b>
Depreciation, amortization and impairment losses	(212)	(178)
<b>Earnings before interest and tax (EBIT)</b>	<b>(6,910)</b>	<b>(4,533)</b>
Financial income	0	0
Financial expenses	(17)	(67)
<b>Profit/loss before tax</b>	<b>(6,927)</b>	<b>(4,600)</b>
Corporation tax for the year	234	649
<b>Profit/loss for the year</b>	<b>(6,693)</b>	<b>(3,951)</b>
Equity ratio	93%	89%
Annual recurring revenue	6,085	3,241
Increase in annual recurring revenue in H1	1,513	567
Number of employees	21	13
Earnings per share (in DKK)	(0.45)	(0.30)
Earnings per share, diluted (in DKK)	(0.45)	(0.30)

The ARR amounts to DKK 6,085 thousand as per June 30, 2020. The ARR has increased during the first six months by DKK 1,513 thousand compared to the first six months of 2019 where the increase was DKK 567 thousand.

Revenue has increased compared to the same period for 2019, which is due to an increase in subscription revenue and increase in onboarding fees.

Costs are primarily staff costs and have increased from 2019 to 2020 due to the increase in employees.

Other operating expenses for 2019 relate to the IPO, which is a one-off cost.

EBITDA represents a loss of DKK 6,698 thousand for the first six months compared to a loss of DKK 4,355 thousand. The largest increase in costs relates to marketing and sales.

# Consolidated Cash Flow Statement

for the first six months of 2020

DKK thousand	H1 2020	H1 2019
Profit/loss before financial items and tax (EBIT)	(6,910)	(4,533)
Depreciation, amortization and impairment losses reversed	212	178
Adjustment for other non-cash items	0	1,915
Changes in working capital	(201)	943
<b>Cash flows from primary activities</b>	<b>(6,899)</b>	<b>(1,497)</b>
Financial income received	0	0
Financial costs paid	(21)	(67)
Income taxes paid/received	(2)	175
<b>Cash flow from operating activities</b>	<b>(6,922)</b>	<b>(1,389)</b>
Payments for intangible assets	(1,180)	(573)
Changes in other non-current assets	0	(62)
<b>Cash flow from investing activities</b>	<b>(1,180)</b>	<b>(635)</b>
Proceeds from capital increase	28,735	17,115
Changes in other non-current liabilities	706	
<b>Cash flow from financing activities</b>	<b>29,441</b>	<b>17,115</b>
<b>Net cash flow for the period</b>	<b>21,339</b>	<b>15,091</b>
Cash and cash equivalents at the beginning of the year	6,572	0
Overdrafts at the beginning of the year	(2,122)	0
Net cash flow for the year	21,339	15,091
Exchange rate adjustments on cash and cash equivalents	(4)	0
<b>Cash and cash equivalents at the end of the period</b>	<b>27,907</b>	<b>(12,969)</b>

The company has realized negative cash flow from operating activities of DKK 6,922 thousand for the first six months of the year against a negative cash flow from operating activities of 1,389 thousand for the same period for 2019. This is due to the increase in employees.

The company has invested in intangible assets of DKK 1,180 thousand during the first six months of 2020, which primarily consists of capitalized labor costs related to the development activities.

The company had a capital increase of DKK 29.6m during the period and realized positive cashflow for the period of DKK 21,339 thousand.

The cash and cash equivalents as per June 30, 2020 amounts to DKK 27.9m. Besides the cash amount the company has a drawing right of DKK 1.8m.

# Consolidated Balance Sheet

DKK thousand	30.06.20	30.06.19
<b>ASSETS</b>		
Intangible assets	5,818	3,510
Property, plant and equipment	8	10
Financial assets	1,313	555
<b>Total non-current assets</b>	<b>7,139</b>	<b>4,075</b>
Receivables	1,345	797
Cash and cash equivalents	1,538	1,914
<b>Total current assets</b>	<b>2,659</b>	<b>1,914</b>
<b>Total assets</b>	<b>36,400</b>	<b>17,847</b>

## Assets

The company's total assets amount to DKK 36,400 thousand. per. June 30, 2020 where the intangible assets amount to DKK 5,818 thousand and cash and cash equivalents amounted to DKK 27,916 thousand.

DKK thousand	30.06.20	30.06.19
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>	<b>33,741</b>	<b>15,933</b>
Non-current liabilities	1,121	0
Current liabilities	1,538	1,914
<b>Total liabilities</b>	<b>2,659</b>	<b>1,914</b>
<b>Total equity and liabilities</b>	<b>36,400</b>	<b>17,847</b>

## Liabilities

The company's liabilities amount to DKK 2,659 thousand per July 30, 2020, which primarily relate to employees.

# Consolidated Equity Statement

DKK thousand	Share capital	Share premium	Reserve for development costs	Retained earnings	Equity
Equity January 1, 2020	588	19,312	3,635	(12,274)	11,261
Capital increase	30	29,595	0	0	29,625
Cost regarding capital increase	0	0	0	(440)	(440)
Transfer to reserve for development costs	0	0	776	(776)	0
Exchange rate adjustments	0	0	0	(11)	(11)
Profit/loss for the year	0	0	0	(6,694)	(6,694)
<b>Equity June 30, 2020</b>	<b>618</b>	<b>48,867</b>	<b>4,411</b>	<b>(20,155)</b>	<b>33,741</b>

The company's equity totals DKK 33,741 thousand as per June 30, 2020 after a capital increase in April. The changes come from the loss for the first six months and exchange rate adjustments from subsidiaries.

# Management statement

The Board of Directors and Management have today considered and approved the interim financial report of Konsolidator A/S for the first six months of 2020. The interim financial report has not been audited or reviewed by the company's independent auditors.

The interim financial report for the first six months of 2020 has been prepared in accordance with the provisions of the Danish Financial Statements Act for Accounting Class B with the option of certain principles for Accounting Class C and additional disclosure requirements for companies admitted to trading on Nasdaq First North Growth Market. The accounting policies adopted are consistent with those applied in the annual report for 2019.

In our opinion, the accounting policies applied, are appropriate to the effect that the interim financial report gives a true and fair view of the Group's assets, liabilities and financial position at June 30, 2020 and of the Group's activities and cash flows for the first six months of 2020. Furthermore, in our opinion, the Management review gives a true and fair view of the development in the activities and the financial situation, the financial results for the period and of the financial position of the Group.

Risks and uncertainties have not changed in relation to the conditions mentioned in the annual report 2019 and in the company description prepared in connection with Konsolidator's share listing on Nasdaq First North Growth Market, Copenhagen. The annual report 2019 and company description is available at <https://www.konsolidator.com/investor>.

Søborg July 28, 2020

## MANAGEMENT

Claus Finderup Grove  
CEO

Jack Skov  
CFO

Lars Højer Paaske  
CTO

## BOARD OF DIRECTORS

Søren Elmann Ingerslev  
Formand

Michael Moesgaard Andersen

Jesper Eigen Møller

## Financial Calendar

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October 27, 2020: Third quarter reporting, January – October 31, 2020

February 9, 2020: Annual report 2020

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# Company information

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## **About Konsolidator**

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Konsolidator is a cloud-based and standardized SaaS consolidation and reporting tool that automates consolidation and monthly reporting and delivers accurate and timely management information based on corporate key ratios. Konsolidator wants to make financial consolidation and reporting easier for small- and medium-sized groups. The time the groups save, and the quality data obtained when using Konsolidator's cloud-based tool means that the groups can make better decisions and thus deliver higher strategic value.