

Company announcement no. 01 / 2018
Trifork, March 9th, 2018

Trifork – annual report 2017

Revenue increased by 4% to EURm 65.6 and EBITDA achieved was EURm 7.5. Net profit was EURm 13.7.

In 2017 Trifork prepared to Accelerate

2017 was a very exciting year for Trifork. Thanks to all our bright employees we are ready to accelerate to the future. The separation of our startup business from the rest of the Trifork activities has been rewarding.

We have been working on defining and structuring the Trifork Group into two overall Business segments:

- 1) Trifork (including the business areas: Academy, Services and Product) and
- 2) Trifork Incuba (including all investments in startups).

These two business segments are now working as two separate pillars in the Trifork Group and based on this we publish both the consolidated report and a separate reports for each one. The separate reports will include the strategy, a full profit/loss statement and the balance sheet for each segment.

With total revenue of EURm 66 in 2017 we achieved a growth of 4% compared to 2016 and clearly less than our overall target of an annual growth of 15-25%.

EBITDA for 2017 totaled EURm 7.5 which was a little below the results in 2016. This result was EURm 2 less than we planned to achieve but fortunately isolated to our operations in UK. The rest of the Group did very well. Also positive was our focus on the Trifork Incuba segment where we got several new external funding's and profitable exits from past investments. In total the results of our investments contributed with EURm 10 on Net profit.

"In 2017, we cleaned up and optimized in some parts of the organization, that did not work optimal and we now are ready to accelerate on growth in both revenue and EBITDA again in 2018.", says Jørn Larsen, CEO, Trifork, and continues: "We are very satisfied with performance of our investments in the Trifork Incuba segment and feel confident that we now have the right formula to use for future investments. 2018 is going to be an exiting year..."

Financial performance in 2017

- Revenue
 - Trifork achieved total revenue of EURm 65.6, corresponding to growth of 3.9% compared to 2016 where EURm 63.1 was achieved.
- EBITDA
 - EBITDA for 2017 totaled EURm 7.5 corresponding to an EBITDA-margin of 11.4% and a decrease of 7% compared to 2016 where EURm 8.2 was achieved.
- EBIT for the period totaled EURm 4.0 corresponding to an EBIT-margin of 6.0%. This was a decrease of 23.2% compared to 2016 where EURm 5.2 was achieved.
- Profit before tax amounted to EURm 15.0, which was an increase of 213.5% compared to 2016, where EURm 4.8 was achieved.
- Net profit for the period was EURm 13.7, which was an increase of 276.5% compared to 2015, where EURm 3.7 was achieved.

"The Net profit is the highest ever in the history of the company", says Jørn Larsen, CEO, Trifork, and continues: "The most significant contribution to this was based on the fair value of our investments. By nursing our investments in startup companies and making this a separate business segment we now see the real value of these and have the opportunity to create even more value in the future."

Significant events in 2017

- The GOTO concept is now implemented as annual recurring conferences in Amsterdam, Berlin, Chicago and Copenhagen and a new growth concept is in place.
- The new Trifork Accelerate Workshop concept started out with great success and in 2017, 15 workshops have been completed with our clients. The concept is now ready to be delivered world-wide from all Trifork units in 2018.
- The South American office in Buenos Aires was closed down and Trifork closed the company Inaka SRL.
- In UK a new management team was established for one of our London units. Positive results have been seen already in Q4-2017.
- Trifork Incuba co-founded four new associated product companies in 2017

Dividend for 2017

The Board of Directors proposes to make a dividend payment of EURm 2.5 to the shareholders in the 2017 financial statement. This is in line with the dividend-policy of the company that target to pay out an annual dividend of up to 25% of the net profit belonging to the parent company. The group in 2017 will use the rest of the profit generated in 2017 to invest in new acquisitions and in additional purchase of treasury shares. The intention is to use the treasury shares as payment in future acquisitions.

Outlook for 2018

- Trifork expects total revenue of EURm 75 in 2018, corresponding to at growth of 14% compared to 2017.
- EBITDA is expected to total EURm 9, corresponding to an EBITDA-margin of 12.0% and a 14.4% increase of EBITDA compared to 2017.

The Trifork “Treasury Share Model”

The Trifork model for the calculation of the “treasury share price”, offered by Trifork Holding AG in relation to the purchase of treasury shares, has been updated. The model is based on the revenue and results of each business area at Trifork and the update is calculated on the results published in the 2017 annual report as well as the forecast for 2018. Based on this, Trifork adjust the treasury shares from EUR 5.80 (DKK 43.17) to EUR 6.14 (DKK 45.71) and will offer to purchase treasury shares as long as this is not in conflict with the strategic plans, day-to-day business or cash flow within the Group.

Kind regards,

The board of Directors
Trifork Holding AG

About Trifork

The Trifork Group was founded in 1996 and is an innovative software development company focusing on new technologies and trends through conferences, innovative software development through customer projects and on delivering software products to create business value for its customers. The Group has two overall segments: Trifork and Trifork Incuba. The Trifork segment develops and delivers business critical IT-systems for several sectors including finance, healthcare, government, manufacturing and telecom. The objective of the Trifork Incuba segment is founding and making investments in new tech-startup companies making disruptive and innovative software products. The Trifork Group employs just over 450 people in 22 offices in Aarhus, Aalborg, Amsterdam, Berlin, Budapest, Copenhagen, Eindhoven, Esbjerg, Krakow, London, San Francisco, Stockholm and Zürich. In 2017 the Group achieved total revenue of EURm 65.6 with an EBITDA of EURm 7.5 and a Net profit of EURm 13.7.