

INTERIM REPORT

# Trifork Group Q3/21

NINE MONTHS ENDED 30 SEPTEMBER 2021



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## LETTER OF THE CEO

# Q3/2021 – Continued strong organic growth

01

Revenue of the Trifork Group in the first nine months of 2021 was EURm 116.3, an increase of 44.4% compared to the same period in 2020. In Q3-2021, revenue was EURm 36.9, reflecting an increase of 41.0% compared to Q3-2020.

**Our Business units have in general performed well in Q3-21 and continue to show energy and enthusiasm to pursue our growth journey**

The revenue growth in the first nine months was comprised of 19.9% organic growth and 24.5% inorganic growth. In Q3, organic growth was 24.5%.

It's great to see that in Q3 we continued our organic growth pace from Q2, with an organic growth rate of more than 20% compared to the same period in 2020. The strong revenue growth in Q3 continued to be driven by organic growth in the Danish public sector (Digital health), the UK Fintech sector and an overall increase in activity within Cyber Protection and Operations. Inorganic growth was driven by the 2020 acquisition of Nine and the 2021 acquisition of Vilec. For Q4, we expect organic growth to outpace inorganic growth.

In general, we continued to have high demand from customers, but also still high competition for talent. We continue to focus on providing the right challenges, flexibility and environment for our employees to feel inspired and happy at work and we communicate even more to tell potential employees about the values in our company. We see this as a key factor for being able to continue organic growth in the future at current rates.

With an adjusted EBITDA of EURm 21.3 for the Trifork segment in the first nine months of 2021, our profitability in this segment increased from an adjusted full year EBITDA-margin of 17.5% in 2020 to 18.3% in the first nine months of 2021. I am impressed by the ability of our business units to maintain a high level of energy and enthusiasm and in this way to continue our growth trajectory. The growth is truly driven by all our local business units with their drive, agility and performance.

**Co-development between our Business units is evolving and the remote model is still working well – with advantages for both our customers and us**

The Trifork segment adjusted EBITDA in the first nine months of 2021 was adjusted for total cost of EURm 1.9 related to our IPO on Nasdaq Copenhagen in May 2021. The Trifork segment adjusted EBITA in the first nine months of 2021 was EURm 15.5 corresponding to an adjusted EBITA-margin of 13.4% compared to 10.1% in the same period in 2020.

In September, we updated our 2021 financial guidance to target revenue of EURm 150-155, Trifork segment adjusted EBITDA of EURm 27.5-30.0 and Trifork Group EBIT of EURm 13.0-15.5.

As previously announced, Trifork continues our strategic review in relation to Dawn Health A/S. Since 2020, Dawn Health has worked as a critical supplier of software as medical device to the life science industry. By 2022, Dawn may assume the role of a legal manufacturer, helping large industry players navigate the maze of global requirements in developing regulated software, while significantly reducing complexity, time to market and investments.

One option available to Trifork is to de-consolidate Dawn Health A/S by arranging an investment in Dawn Health from a new investor which could lead to an opportuni-



ty to accelerate Dawn Health A/S' product development and growth. If such a transaction is completed the company will be deconsolidated from the Trifork segment and reported as a Trifork Labs investment in the future. According to our accounting policies such a deconsolidation could have a positive impact on EBITDA-level for the Trifork Group but would be treated as a special item and not included in the Trifork segment adj. EBITDA reporting. In accordance with our accounting principles, Trifork will only report on any impact as and if the strategic review leads to a transaction.

In Q3, many of our employees returned to our offices but we still have a significant number of employees that continue to work remotely for our customers. We believe that remote working will continue to be part of our way of working.

Our YouTube tech channel continues to grow exponentially and now has reached a total of 26.8 million views with around 25,000 views per day in Q3.

With many Covid-restrictions removed, we are now also planning new techconferences and we expect to hold at least two hybrid GOTO-conferences in Copenhagen and Amsterdam in Q4. That said, we are watching the Covid situation very closely and make sure that we can convert conferences to online events if it's not possible to complete in-person conferences due to new restrictions.

Trifork Labs continued the active investment strategy in the third quarter and invested in the companies Visikon and Develco.

The investment in Visikon supports the vision of investing in tech start-ups, with Trifork promoting joint development rather than just act as an incubator or investment fund. Trifork has extensive experience with patient data, security and integration, while Visikon

has experience with animated videos that give patients a better overview of their treatment. This visual and relevant communication fits well with Trifork's ambition to always take patients by the hand throughout the patient journey.

Develco develops solutions in the field of IoT (Inter- net of Things), wireless communication and embedding software in electronic devices. This investment will support Trifork's commitment to the Smart Building business area and drive the development of new smart building components.

In the third quarter of 2021, we continued our focus on sustainability and ESG and updated our ESG-report. We have implemented a CO2 and water protocol and are now testing a new CO2 and water abnormality detection system (ADS) in one of our office-buildings and are planning a rollout to all our offices.

We continue to evaluate both investments in startups as well as acquisitions on an ongoing basis. In addition to the Trifork Labs investments in the third quarter, we made a small acquisition of Strongminds at the beginning of November. Strongminds has a very similar DNA to Trifork and a team of very skilled software developers who fit perfectly into a business unit of Trifork. We look forward to growing this in the future.

The financial environment continues to be affected by the Covid situation and lockdowns and it is still difficult to predict exactly how this will develop. We believe that there is a risk of additional inflation and that this could affect our margins and profitability to some extent in the future.



**Jørn Larsen**

CEO, Trifork Group

**We want to change the world with software by creating solutions that are using new and smarter technologies. This is seen as a strong continuing growth-driver for Trifork and to support our growth ambitions**



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Q3/2021

# Key figures & main events



## YTD Q3/2021 TRIFORK GROUP

**8.2** EURm  
1.8 EURm (Q3/2021)

Net income

**957**

Employees (headcount)

**57**

Business Units

## TRIFORK SEGMENT

Revenue

**116.3 EURm**  
36.9 EURm (Q3/2021)

Adjusted  
EBITDA

**21.3 EURm**  
6.2 EURm (Q3/2021)

Adjusted  
EBITDA-margin

**18.3%**  
16.9% (Q3/2021)

## TRIFORK LABS SEGMENT

Active  
Startups

**21**

Value of  
Startups

**24.3 EURm**

EBT

**1.1 EURm**  
0.1 EURm (Q3/2021)



# Financial highlights and key figures

(EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020	FY2020
<b>Trifork Group Income statement</b>					
Revenue from contracts with customers	36'915	26'190	116'264	80'499	115,358
- thereof organic	32'617	23'144	96'549	76'469	103,973
- thereof from acquisitions	4'298	3'046	19'715	4'030	11,381
Special items	-	-109	-1,878	-306	-955
Adjusted EBITDA	6'144	4'440	20'091	12'211	17,930
Adjusted EBITA	4'153	2'882	14'376	7'715	11,210
Adjusted EBIT	3'139	2'063	11'404	5'524	7,898
EBITDA	6'144	4'331	18'213	11'905	16,975
EBITA	4'153	2'773	12'498	7'409	10,255
EBIT	3'139	1'954	9'526	5'218	6,408
Net financial result	-708	-504	972	76	40,634
Net income	1,788	989	8,154	3,876	44,658
<b>Trifork Segment</b>					
Revenue from contracts with customers	36'915	26'190	116'264	80'499	115,358
- Inspire	599	280	1,319	1,594	1,945
- Build	29,796	19,408	90,996	59,588	86,705
- Run	6,448	6,353	23,735	19,008	26,422
Adjusted EBITDA	6,246	4,584	21,250	12,631	20,168
- Inspire	-20	-253	-552	-1,149	-1,522
- Build	6,234	4,368	19,772	12,470	16,810
- Run	1,458	1,445	4,918	3,753	5,866
Adjusted EBITA	4,255	3,026	15,535	8,135	13,448
Adjusted EBIT	3,241	2,207	12,563	5,944	10,136
<b>Trifork Labs Segment</b>					
Net financial result	164	-26	2,293	919	41,396
EBT	62	-170	1,134	499	39,158
<b>Trifork Group Financial position</b>					
Investments in Trifork Labs	24'282	35'168	24'282	35'168	75,861
Intangible assets	75'304	74'472	75'304	74'472	72,990
Total assets	216'579	181'294	216'579	181'294	229,109
Equity attributable to the shareholders of Trifork Holding AG	87'313	46'296	87'313	46'296	80,494
Net liquidity/(debt)	22'312	-39'391	22'312	-39'391	-37,393

The financial highlights and key ratios have been prepared on the basis of the CFA Society Denmark "Recommendations & Ratios" (February 2021).

"Adjusted" equals to adjusted for the cost of special items.

For further definitions refer to page 45.

(EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020	FY2020
<b>Trifork Group Cash flow</b>					
Cash flow from operating activities	485	46	8'841	13'195	17,787
Cash flow from investing activities	-1'027	-26'327	53'683	-30'768	-31,516
Cash flow from financing activities	-4'789	29'476	-31'732	25'748	25,877
Free cash flow	-356	-309	6'689	10'613	14,373
Net change in cash and cash equivalents	-4'965	3'188	31'388	7'996	12,005
<b>Share data (in EUR)</b>					
Basic earnings / share (EPS basic)	0.05	0.03	0.29	0.16	2.33
Diluted earnings / share (EPS diluted)	0.05	0.03	0.29	0.16	2.33
Dividend / share	-	-	-	-	0.58
Dividend yield	-	-	-	-	25.0%
<b>Employees</b>					
Average number of employees (FTE)	902	661	862	649	682
<b>Financial margins and ratios</b>					
<b>Trifork Group</b>					
Adjusted EBITDA-margin	16.6%	17.0%	17.3%	15.2%	15.5%
Adjusted EBITA-margin	11.3%	11.0%	12.4%	9.6%	9.7%
Adjusted EBIT-margin	8.5%	7.9%	9.8%	6.9%	6.8%
EBITDA-margin	16.6%	16.5%	15.7%	14.8%	14.7%
EBITA-margin	11.3%	10.6%	10.7%	9.2%	8.9%
EBIT-margin	8.5%	7.5%	8.2%	6.5%	5.6%
Equity ratio	40.3%	25.5%	40.3%	25.5%	35.1%
Return on equity (LTM)	-	-	68.5%	21.2%	63.4%
<b>Trifork Segment</b>					
Organic revenue growth	24.5%	-	19.9%	-	2.6%
- Inspire	113.9%	-	-17.3%	-	-75.8%
- Build	31.4%	-	19.6%	-	6.0%
- Run	1.5%	-	24.8%	-	20.8%
Adjusted EBITDA-margin	16.9%	17.5%	18.3%	15.7%	17.5%
- Inspire	-3.3%	-90.4%	-41.8%	-72.1%	-78.3%
- Build	20.9%	22.5%	21.7%	21.4%	19.4%
- Run	22.6%	22.7%	20.7%	19.7%	22.2%
Adjusted EBITA-margin	11.5%	11.6%	13.4%	10.1%	11.7%
Adjusted EBIT-margin	8.8%	8.4%	10.8%	7.4%	8.8%
EBITDA-margin	16.9%	17.1%	16.7%	15.3%	16.7%



# An Outline of the first nine months 2021

## Financial Highlights for the first nine months 2021

Overall Trifork had strong first three quarters in 2021. Growth was driven by the Build and Run sub-segments. The continued strong revenue growth in Q3 was still driven by organic growth in the Danish public sector (Digital health), the UK Fintech sector and general increased activity within Cyber Protection and Operations. Our Inspire sub-segment continued a high growth in views on our YouTube Tech channel where we now have reached over 26.8 million views.

In the first three quarters of 2021, the Trifork Group has managed to grow in both revenue and profit.

The financial highlights are focused on adjusted profit-ratios, in which cost for special items (one off costs related to the IPO process and acquisition costs) are excluded.

### Trifork Group

- With a total revenue of EURm 116.3, the Trifork Group achieved a consolidated growth rate of 44.4% (whereby 19.9% was organic and 24.5% was acquisitional growth). If disregarding the Inspire segment which was negatively impacted by Covid-19 the combined growth in Build and Run totalled 45.7% (whereof 20.7% was organic and 25.0% acquisitional growth). The Nine A/S acquisition was consolidated from beginning of September 2020 and accounted for the vast majority of the acquisitional growth in the first nine months of 2021.
- Guidance for revenue in 2021 is EURm 150–155.
- EBIT for the first nine months was EURm 9.5 compared to EURm 5.2 in the same period in

2020. Guidance for 2021 is maintained to be within EURm 13.0–15.5.

- EBT (earnings before tax) for the first nine months was EURm 10.5, compared to EURm 5.3 in the same period 2020.
- Net income for the first three quarters 2021 amounted to EURm 8.2, which is an increase of EURm 4.3 compared to the same period 2020.
- Equity attributable to shareholders of Trifork Holding AG as of 30 September 2021, was EURm 87.3, giving an Equity Ratio of 40.3%, compared to 35.1% at the end of 2020.

### Trifork Segment

- Adjusted EBITDA of EURm 21.3 for the first nine months 2021 is equal to an 18.3% adjusted EBITDA-margin and represents growth of 68.2% compared to the same period 2020. Guidance for adjusted EBITDA for the year is kept at EURm 27.5–30.0.
- Adjusted EBITA was EURm 15.5, which equals a 13.4% adjusted EBITA-margin and an increase of 91.0% compared to the same period 2020.
- Adjusted EBIT was EURm 12.6, which equals an 10.8% adjusted EBIT-margin and an increase of 111.4% compared to the same period 2020.

### Trifork Labs Segment

- Positive fair value adjustment on Trifork Labs investments was EURm 2.7, compared to EURm 0.8 in the same period 2020. The result is to a large extent generated from realized gains on exit from investments and dividend received.



## Main Events in Q3/2021

### Trifork Segment

#### ■ Inspire

During the third quarter of 2021 the growth-ratio in total views on our YouTube tech channel continued to increase and we have now have a total of over 26.8 million views of our videos, an increase of 10 million views over the last twelve months and an average of more than 25,000 views per day in Q3/2021.

We did not complete any in-person conferences in Q3 but two hybrid GOTO conferences are planned in the fourth quarter 2021 where we expect to welcome our attendees in both Copenhagen and Amsterdam.

Activity level on inspirational workshops and education/courses increased and revenue was more than doubled compared to Q3/2020.

#### ■ Build

In the Build sub-segment, all our major Business areas continued to growth. We have especially seen high activity levels in the Digital Health and Smart Enterprise business areas. In total Build grew organic by 31.4% compared to Q3/2020.

The Swiss company Vilea that was acquired in May/2021 has been successfully integrated in the Group and has reinforced Trifork's position to provide Smart Enterprise solutions in Switzerland.

#### ■ Run

Overall the growth in Run for Q3/2021 was 1.5% compared to the same period in 2020.

In Q3/2021 hardware sale and resale of external licenses was significant below the level in the same period of 2020. Hardware sales as an integrated part of new solutions are expected to variate from quarter to quarter so this is to be expected.

Due to the way that Cyber protection solutions now are delivered and sold as services this does not any longer include the same level of license-sale of third party products as in the past. This revenue is now recorded in Hosting and Security where revenue almost doubled compared to 2020.

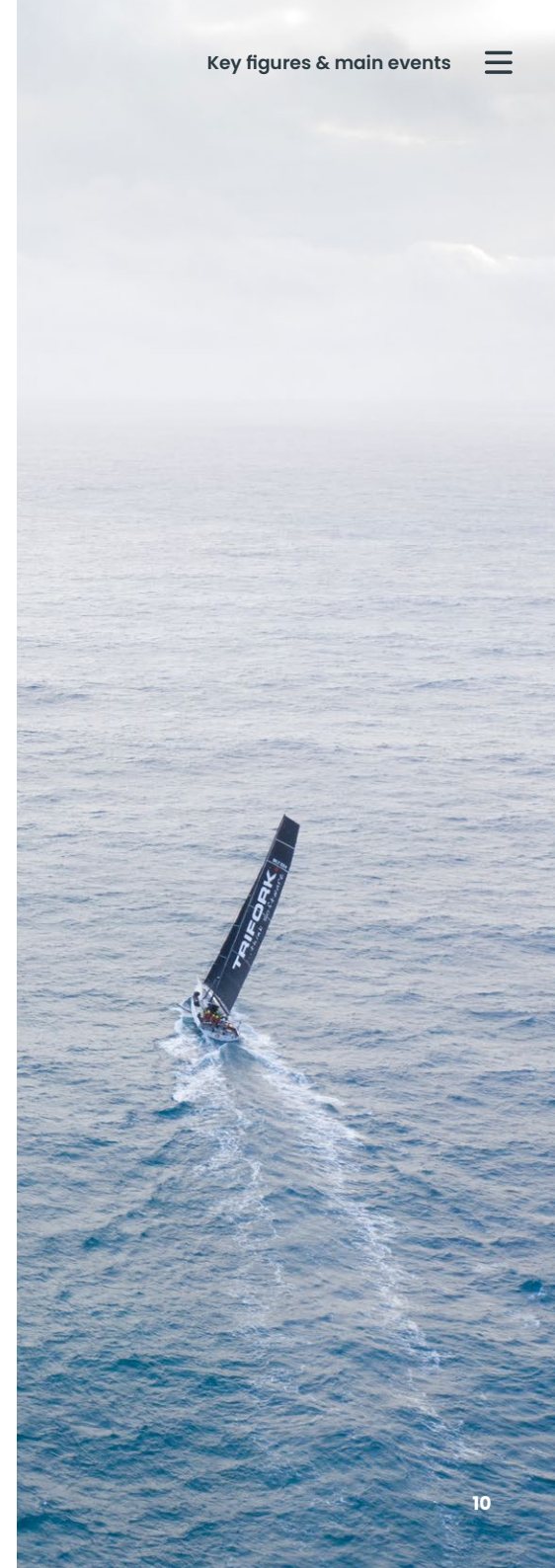
In Trifork Operations in Switzerland we finalized the implementation of the first hardware in our new operation centre and are now operational to take in the first customers.

### Trifork Labs Segment

In Q3/2021 we saw the following development in investments in the Trifork Labs segment.

- A new investment in the digital health start-up company Visikon. Trifork has extensive experience with patient data, security and integration, while Visikon has experience with animated videos that give patients a better overview of their treatment. Treatments, that may seem simple to clinicians, can seem chaotic to the patients facing them, and it can be difficult to absorb large amounts of information and understand the whole process at the same time. This visual and relevant communication fits well with Trifork's ambition to always take patients by the hand throughout the patient journey. After the investment Trifork owns 22.5% of the company.

- Investment in Develco, that develops solutions within IoT (Internet of Things), wireless communication and embedding software in electronic devices. After the investment Trifork owns 40% of the company.





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# Targets & guidance for 2021





## Trifork Group Results and Growth

- In 2021, the Trifork Group's target is 30–35% increase in revenue compared to 2020. The target is **total revenue of EURm 150–155**.
- The Trifork Group target an **EBIT of EURm 13.0–15.5**.
- 2/3 of all Depreciations and Amortizations are expected to be related to acquisitions.
- IPO-related cost expected to be EURm 2.0.

The fulfilment of the financial targets are subject to some uncertainty. Significant changes in exchange rates, business or macro-economic conditions may have an impact on the economic conditions of the Trifork Group performance. In the nine months of 2021, we saw some effect from the current Covid-19 situation on the financial results of the Trifork Group. In the near future increase in inflation rates could have an effect on cost-levels and affect the profit margins. As a business, Trifork takes our precautions and will work on operating as effectively as possible in the current situation.

In the Trifork segment, the risk includes projects not being delivered on time or newly planned projects being delayed in start time. If product sales decline or if maintenance and support of products prove to be too expensive, this will also be a risk.

In Trifork Labs, risks include decrease in value of investment if startup companies are not able to secure funding or do not develop as expected.

For the Group a high increase in inflation could increase overall cost and impact profit-margins.

## Trifork segment

The strategy for the Trifork segment is that growth should be combined by organic and acquisitional expansion. Overall our guidelines for the Trifork segment in 2021 are:

- **Revenue of EURm 150–155 equal to overall growth of 30–35%**
- **Adjusted EBITDA of EURm 27.5–30.0**

The acquisitional growth recorded in the first nine months of 2021 came from the acquisitions of Nine (Sept-2020) and Vilea (May-2021). In Q4/2021 the revenue from Nine will count as organic. We see both Nine and Vilea as an integrated part of our Smart Enterprise business area.

In the end of October the small company Strongminds ApS was acquired to be consolidated from beginning of November 2021. This is included in the current guidance. Other acquisitions could be completed in Q4 but is not yet included in the current financial targets or guidance for 2021.

As announced in Company Announcement 25/2021 (Report of the quarter ending 30 June 2021), Trifork continues our strategic review in relation to Dawn Health A/S. Since 2020, Dawn Health has worked as a critical supplier of software as medical device to the life science industry. By 2022, Dawn may assume the role of a legal manufacturer, helping large industry players navigate the maze of global requirements in developing regulated software, while significantly reducing complexity, time to market and investments.

One option available to Trifork is to de-consolidate Dawn Health A/S by arranging an investment in Dawn Health from a new investor which could lead to an opportunity to accelerate Dawn Health A/S' product development and growth. If such a transaction is completed the company will be deconsolidated from the Trifork segment and reported as a Trifork Labs investment in the future. According to our accounting policies such a deconsolidation could have a positive impact on EBITDA-level for the Trifork Group but would be treated as a special item and not included in the Trifork segment adj. EBITDA reporting. In accordance with our accounting principles, Trifork will only report on any impact as and if the strategic review leads to a transaction.

Trifork will continue to increase our business based on the sales of solutions, products and product related services. The focus is to invest in generating Run-revenue as recurring and scalable revenue with higher profit margins. This will be done by developing concepts to solutions in engagements together with our customers.

## Trifork Labs segment

In Trifork Labs, investments are made in founding new startups that are part of the overall Trifork R&D strategy. We aim to attract external funding to our startups in order to finance the future growth and success of these.

In the first nine months of 2021 we have not completed any new investment rounds with external capital in our portfolio of startup companies. In Q4/2021 we target to complete two to three investment rounds.

We expect to continue our current investment strategy.

Cost of running Trifork Labs is still expected to result in an EBITDA in the segment of EURm -1.2-1.5.

**In 2021, Trifork Segment guides on EURm 150–155 in revenue and EURm 27.5–30.0 in adjusted EBITDA**

# Statement by the Board of Directors and Executive Management

04

Today, the Board of Directors and the Executive Management have discussed and approved the interim report of Trifork Holding AG for the financial period 1 January to 30 September 2021.

The interim report includes consolidated financial statements prepared in accordance with IAS 34 Interim Financial Reporting.

The consolidated interim financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as of 31 December 2020.

The accounting policies applied in the consolidated interim financial statements are consistent with the consolidation and measurement principles disclosed in the consolidated financial statements 2020.

In our opinion, the consolidated financial statements give a true and fair view of the Group's financial position on 30 September 2021 and of the results of the Group's operations and cash flows for the financial period 1 January to 30 September 2021.

In our opinion, the management's review includes a true and fair review of the development in the Group's operations and financial matters, the results for the period and the financial position as a whole for the entities included in the consolidated interim financial statements.

The interim report has not been audited.

*Schindellegi, 2 November 2021*

**Julie Galbo** (Chairperson)  
**Olivier Jaquet** (Board member)  
**Casey Rosenthal** (Board member)  
**Maria Hjorth** (Board member)  
**Lars Lunde** (Board member)



05

TRIFORK GROUP

# Financial Review Q3/2021





# Trifork Group

## Financial targets

EURm	FY2021/05	FY2021/08	FY2021/09	9M/2021 Result
Revenue	140 – 150	145 – 150	150 – 155	116.3
EBIT	12.8 – 14.8	12.8 – 14.8	13.0 – 15.5	9.5

## General

The Trifork Group is satisfied with the results achieved in the first nine months 2021.

Overall, the growth in the Trifork segment is higher than initial expectations and satisfying in the current economic environment affected by Covid-19. Therefore, Trifork Group updated its full financial year 2021 guidance as of 22 September 2021.

Further, revenues are expected to slowly recover in the Inspire sub-segment which has been suffering from the lock downs since March 2020. A first physical conference (GOTO Aarhus) was completed in the second quarter of 2021 and two hybrid conferences are planned in the fourth quarter 2021. In Q3/2021 Build and Run has kept the pace from the first half.

Trifork Labs has in the first nine months 2021 again been positively influenced by the exit of Humio Ltd. as the exit proceeds end of 2020 were fixed in USD. This led to a further positive fair value adjustment of EURm 1.7 in Q1/2021 where the profit was realized. Additionally, EURm 0.2 were realized in the second quarter due to a purchase price adjustment.

The consolidated revenue for the Trifork Group was EURm 116.3, which is within the updated target range for the year.

The Trifork segment adjusted EBITDA of EURm 21.3 is also within the target range for the year.

## Development in revenue

The Trifork Group revenue was EURm 116.3 for the first nine months 2021, which equals 44.4% growth compared to the same period in 2020, where EURm 80.5 was achieved.

## Origin of growth

In the first three quarter 2021 the Group has grown 19.9% organically and 24.5% from acquisitions.

If disregarding the Inspire segment which was negatively impacted by Covid-19 the combined growth in Build and Run totalled 45.7% (whereof 20.7% was organic and 25.0% acquisitional growth).

Trifork will continue to focus on growth of revenue in our core markets being Denmark, Switzerland, the Netherlands and United Kingdom. Growth outside of these markets will be more opportunistic. We believe in growth on more markets to strengthen the Trifork Group and make it more resilient. Activities in more markets reduce the overall risk exposure if one market shows poor performance and it also provides further business opportunities.

## Revenue divided into segments

The two overall segments in the Trifork Group are defined as Trifork and Trifork Labs. The external revenue in the first nine months 2021 was divided in the following way (as no Trifork Labs investments have been consolidated into Trifork Group, Trifork Labs does not contribute to the Group revenue).

Revenue (EURm)	9M/2021	9M/2020
Trifork	116.3	80.5
Trifork Labs	-	-
<b>Trifork Group</b>	<b>116.3</b>	<b>80.5</b>

## Costs

The most significant cost in the Trifork Group is personnel costs.

In the first three quarters 2021, total personnel costs were EURm 64.3 compared to EURm 44.7 in the same period 2020.

Personnel costs as a proportion of revenue first nine months of 2021 were similar to the same period in 2020 with 55.3% compared to 55.5%. The future development in this KPI is estimated to be positive with a lower ratio, driven by resuming the conference business and an increased Run based revenue on operations and Cyber protection.

**In the first nine months 2021, revenue has grown to EURm 116.3 equal to a growth of 44.4% compared to the same period 2020**

## Development in adjusted EBITDA

In the first nine months 2021, the Trifork Group realized EURm 20.1 adjusted EBITDA\*, an increase of 64.5% compared to the same period 2020.

Adjusted EBITDA was divided in the following way between Trifork and Trifork Labs:

Adjusted EBITDA (EURm)	9M/2021	9M/2020
Trifork	21.3	12.6
Trifork Labs	-1.2	-0.4
<b>Trifork Group</b>	<b>20.1</b>	<b>12.2</b>

As with revenue, the primary driver for EBITDA was the Trifork segment with EURm 21.3. This was 68.2% growth compared to the same period 2020 and equal to an 18.3% adjusted EBITDA-margin.

The negative EBITDA of EURm -1.2 represents all the cost of running the Labs organization. This is seen as an expected result in relation to the nature of Trifork Labs. Part of the costs represent a variable cost element based on the achieved fair value increase.

Overall, the results obtained in the first nine months 2021 correspond to a Trifork Group adjusted EBITDA margin of 17.3% compared to 15.2% in the same period 2020. This development is in line with expectations and positively influenced by the current demand of the public sector for Digital Health and Smart Enterprise product development.

## Development in adjusted EBITA

In the first three quarters 2021, the Trifork Group realized an adjusted EBITA\* of EURm 14.4, which is almost doubling the EURm 7.7 that was achieved in the first three quarters 2020. The 2021 adjusted EBITA equals an 12.4% adjusted EBITA-margin compared to 9.6% in 2020.

Adjusted EBITA (EURm)	9M/2021	9M/2020
Trifork	15.5	8.1
Trifork Labs	-1.2	-0.4
<b>Trifork Group</b>	<b>14.4</b>	<b>7.7</b>

The Trifork segment is also the primary driver for EBITA. In the first three quarters 2021, the Trifork segment realized an adjusted EBITA of EURm 15.5, which is 91.0% increase compared to 2020, where EURm 8.1 was achieved. The 2021 adjusted EBITA-margin for the first nine months was 13.4% compared to 10.1% in the same period 2020.

The analysis by EBITA eliminates the differences in lease accounting to other accounting frameworks that consider lease cost as operating expense (except for lease interest expense of EURm 0.4). Depreciations were at the expected level.

\* Adjusted for special items (one off)





## Development in adjusted EBIT

In the first nine months 2021, the Trifork Group realized an EURm 11.4 adjusted EBIT\* compared to EURm 5.5 in the same period 2020. The 2021 adjusted EBIT equals a 9.8% adjusted EBIT-margin compared to 6.9% in 2020.

Adjusted EBIT (EURm)	9M/2021	9M/2020
Trifork	12.6	5.9
Trifork Labs	-1.2	-0.4
<b>Trifork Group</b>	<b>11.4</b>	<b>5.5</b>

Once again on EBIT the Trifork segment is the primary driver. In this segment adjusted EBIT increased from EURm 5.9 to EURm 12.6 equal to a 111.4% increase compared to 2020. This corresponds to an adjusted EBIT-margin of 10.8% compared to 7.4% in the same period 2020.

Amortizations were at the expected level with approximately 2/3 being related to previous acquisitions.

## Development in EBT

In the first three quarters 2021, the Trifork Group reached EURm 10.5 EBT (earnings before tax), which equals an increase of EURm 5.2 compared to the same period 2020, where EURm 5.3 was realized.

EBT (EURm)	9M/2021	9M/2020
Trifork	9.4	4.8
Trifork Labs	1.1	0.5
<b>Trifork Group</b>	<b>10.5</b>	<b>5.3</b>

The 2021 financial result for the first nine months totalled EURm 1.0 compared to EURm 0.1 in the same period 2020.

### The main contributors in the first three quarters 2021 were

- Changes in fair-value valuations of investments of EURm 2.7 in Trifork Labs compared to EURm 0.8 in 2020.
- Net interests on capital of EURm -1.0 compared to EURm -0.8 in 2020. The increase was primarily due to additional interest cost to acquisition loans.
- Negative net result of foreign exchange of EURm 0.7 compared to EURm 0.0 in 2020. As explained under Total comprehensive income on the next page the negative result in 2021 is more or less eliminated with the positive currency translation adjustment reported in other comprehensive income.





## Net income

In the first nine months 2021, the Group net income totalled EURm 8.2, which equals an increase of EURm 4.3 compared to the same period 2020, where EURm 3.9 was realized.

In the first three quarters 2021, EURm 2.6 of the profit belongs to non-controlling interests. In 2020, this was EURm 0.9.

The result corresponds to a EUR 0.29 earning per share (basic/diluted).

Management considers this result satisfying.

The effective tax rate for the Group was 22.3% in the first three quarters 2021 and 26.8% in the same period in 2020. The high tax-rate is primarily due to the special items costs allocated to Trifork Holding AG where they have no tax effect. This effect is expected to reduce through 2021.

## Total comprehensive income

Other comprehensive income of EURm 1.0 in the first nine months 2021 mainly consists of a positive currency translation adjustment for foreign operations.

This is connected and mainly sets off the negative foreign exchange result of EURm -0.7 in the income statement as described in the section "Development of EBT". Accounting for these effects in the income statement and in other comprehensive income is required by IFRS as the underlying assets are held in companies with another functional currency than the Group.

Total comprehensive income amounts to EURm 9.2, compared to EURm 3.7 in same period 2020.

## Balance and equity

### TOTAL ASSETS

Total assets slightly decreased by 5.5% from EURm 229.1 as of 31 December 2020 to EURm 216.6 as of 30 September 2021.

### The main contributors were

- Net amortization of financial borrowings was in the amount of EURm 28.3, mainly with cash proceeds from Humio Ltd.
- Dividend payments of EURm 13.0.
- Increase of net working capital positions by EURm 8.8 based on seasonality and growth.
- Net proceeds from capital increases amounted to EURm 17.4.
- Acquisition of Vilea Group contributed new assets in the amount of EURm 5.2.

### NON-CURRENT ASSETS

Non-current assets have seen a EURm 4.9 increase, mainly due to new acquisitions of EURm 7.2, ordinary depreciation and amortization of EURm 8.7 and new investments in Trifork Labs of EURm 5.0.

### TREASURY SHARES

During the period, the Group has had several transactions with treasury shares with a net increase of 2,926 shares.

With the opening position and the shares

from the authorized capital increase in April 2021, the Group (partly) financed the acquisition of Vilea Group and the minority buy-outs of Erlang Solutions Ltd and Duckwise Aps.

At the IPO, the Company acquired 35,555 treasury shares.

End of the first three quarters 2021, the company held 34,019 treasury shares.

### SHAREHOLDERS' EQUITY

As of 30 September 2021, Group equity amounts to EURm 88.8, which is a 6.7% increase compared to end 2020 where the equity was EURm 83.2.

A total of EURm 1.5 of the shareholders' equity is allocated to non-controlling interests (NCI).

In the first three quarters of 2021 the Group has acquired approx. 16% of the shares in Erlang Solutions Ltd, 4.6% in Testhuset A/S and 25.0% in Duckwise ApS and thus decreased the NCI.

Equity ratio (excl. NCI) at the end of the first three quarters 2021 is 40.3% compared to 35.1% end of 2020.

## Cash flow and investments

### OPERATING ACTIVITIES

In the first three quarters 2021, net cash flows from operating activities amounted to EURm 8.8 compared to EURm 13.2 in the same period 2020. This decrease is mainly due to changes in the net working capital as some services provided in the period (including seasonal high hardware deliveries) were not paid or not due for payment by the end of

the period. NWC is expected to increase over the full year period due to the growth of the Group.

### INVESTING ACTIVITIES

Cash flows from investing activities amounted to EURm 53.7 compared to EURm -30.8 in the same period 2020.

### The main contributors were

- Cash proceeds for the sale of Humio Ltd. investment of EURm 57.8.
- Investments in Trifork Labs of EURm 3.9.
- Net capex of EURm 1.9.
- Net repayment of loans granted of EURm 1.4.

### FINANCING ACTIVITIES

Cash flows from financing activities amounted to EURm -31.7 compared to EURm 25.7 in the first three quarters 2020.

### The main contributors were

- Net decrease of borrowings of EURm 28.3, due to accelerated amortization with the proceeds received from the Humio Ltd. exit.
- Interest paid of EURm -1.1.
- Lease payments of EURm -3.7.
- Acquisition of NCI for EURm -2.3.
- Net proceeds from capital increases of EURm 17.4.
- Dividends of EURm -13.0, paid to shareholders of Trifork Holding AG and NCI.







# Trifork Segment

## Financial targets

EURm	FY2021/05	FY2021/08	FY2021/09	9M/2021 Result
Revenue (Trifork)	140 – 150	145 – 150	150 – 155	116.3
Adjusted EBITDA (Trifork)	23.7 – 28.5	26.0 – 28.5	27.5 – 30.0	21.3

## Overall

The Executive Management finds the results of the Trifork segment for the first nine months 2021 above its initial expectations and has therefore updated the guidance for the full financial year as of 22 September 2021.

On one hand, the first three quarters were positively influenced by the current demand of the public sector for software product, on the other hand, the Covid-19 counter measurements still prevented physical conferences in most countries. However, as some governments have started to lift their restrictions, Trifork Group expects to hold two hybrid conferences in the fourth quarter 2021.

## Development in revenue

The revenue in the first nine months 2021 of EURm 116.3 was a 44.4% growth compared to the same period 2020. 19.9% were generated organically and 24.5% from acquisitions.

Revenue (EURm)	9M/2021	9M/2020
Inspire	1.3	1.6
Build	91.0	59.6
Run	23.7	19.0
Other	0.3	0.3
<b>Trifork</b>	<b>116.3</b>	<b>80.5</b>

## Revenue streams and sub-segments

The revenues of the Trifork segment are delivered within the three sub-segments:

- **Inspire** (Inspirational workshops and organizing conferences and trainings on software development),
- **Build** (development of innovative software solutions for customers) and
- **Run** (delivery and operation of software products and related services for customers)

Revenue in the different sub-segments has shown the following results:

- **Inspire**  
With a revenue of EURm 1.3 Inspire delivered 1.1% of total revenue in Trifork. YTD Q3/2021 only one in-person conference was completed but now two hybrid conferences are scheduled for Q4/2021. The focus for our hybrid conferences is to have 3-500 attendees in person and an unlimited number of online participants.
- **Build**  
With a revenue of EURm 90.1 Build delivered 78.3% of total Trifork revenue. The increase of EURm 31.4 was equal to a growth of 52.7% compared to the first three quarters 2020. The new acquisitions contributed with 33.1% to the revenue increase in the Build sub-segment. Taking the acquisitional revenue into account the organic growth was 19.6%.

## Run

With a revenue of EURm 23.7 Run delivered 20.4% of total Trifork revenue. Compared to the first nine months 2020 this was an increase of EURm 4.7 equal to 24.9%. Taking the acquisitional revenue into account the organic growth was 24.8%. Most Run based revenue in the period came from the sale of Trifork's own products and related services but the first three quarters were also influenced by a couple of engagements where hardware sales were part of the delivery. Thus hardware sales in the first nine months 2021 accounted for a larger share of Run-revenue than normal.

\* Adjusted for special items (one-off costs)



## Development in adjusted EBITDA

In the first nine months of 2021, the Trifork segment realized EURm 21.3 adjusted EBITDA\* equals to an adjusted EBITDA-margin of 18.3% and an increase of 68.2% compared to the same period 2020.

Adjusted EBITDA was divided in the following way between the different business areas:

Adjusted EBITDA (EURm)	9M/2021	9M/2020
Inspire	-0.6	-1.1
Build	19.8	12.7
Run	4.9	3.7
Other	-2.8	-2.7
<b>Trifork</b>	<b>21.3</b>	<b>12.6</b>

Maintaining the GOTO-Team in Inspire, investing in new online concepts as well as having the organization ready to restart in-person conferences generates current costs in this sub-segment.

The Build sub-segment increased in growth both organically and by acquisitions. The EBITDA for the sub-segment grew by 52.7% and realized an adjusted EBITDA-margin of 21.7%, compared to 21.4% in the same period in 2020. High demand from the public sector in the areas of Digital Health and Smart Enterprise contribute to this result.

The Run sub-segment focuses on creating recurring revenue streams by selling Trifork products and related services on long-term contracts. In the first three quarters 2021 the large ratio of hardware related revenue with lower margins resulted in an overall lower margin than usual.

The EBITDA for the Run sub-segment grew by 31.0% and contributes an adjusted EBITDA-margin of 20.7%, compared to 19.7% in the same period in 2020.

Overall for all of the Trifork segment the results achieved in the first nine months 2021 correspond to an adjusted EBITDA-margin of 18.3% compared to a margin of 15.7% in the same period 2020.

\* Adjusted for special items (one-off costs)





### Development in adjusted EBITA

In the first three quarters 2021, the Trifork segment realized an adjusted EBITA\* of EURm 15.5, which is 91.0% increase compared to 2020, where EURm 8.1 was achieved. The 2021 adjusted EBITA-margin for the first nine months was at 13.4% compared to 10.1% in the same period 2020.

### Development in adjusted EBIT

In the first nine months 2021, the Trifork segment realized an EURm 12.6 adjusted EBIT\*, which is 111.4% increase compared to 2020, where EURm 5.9 was achieved. The 2021 adjusted EBIT for the first half equals an 10.8% adjusted EBIT-margin compared to 7.4% in the same period 2020.

During the first nine months 2021 depreciation and amortization occurred as expected and no impairment was made.



## Description of sub-segments

The subsegments as defined in the go-to-market model are Inspire, Build and Run.

### Inspire

The Inspire sub-segment is primarily engaged in developing and implementing the GOTO conferences as well as partner conferences in Europe and the USA. Inspirational design thinking workshops and training in agile processes and software development are also part of the deliveries.

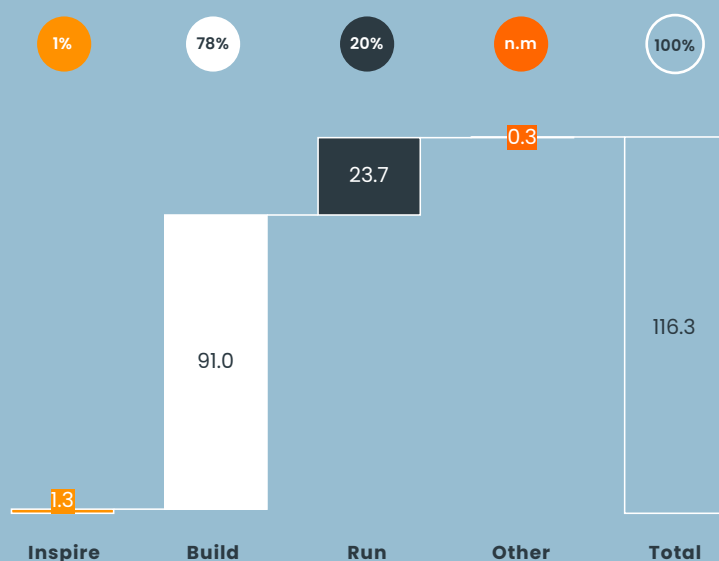
### Build

The Build sub-segment is engaged in building innovative software solutions to the customers of Trifork. The services include building solutions for banks, governments, agencies or leading industrial manufacturers. Solutions are primarily done on a time and material basis or as fixed price deliveries in cases where Trifork is responsible for the whole implementation of a solution. Most often, strategic partnerships are engaged in with the major customers.

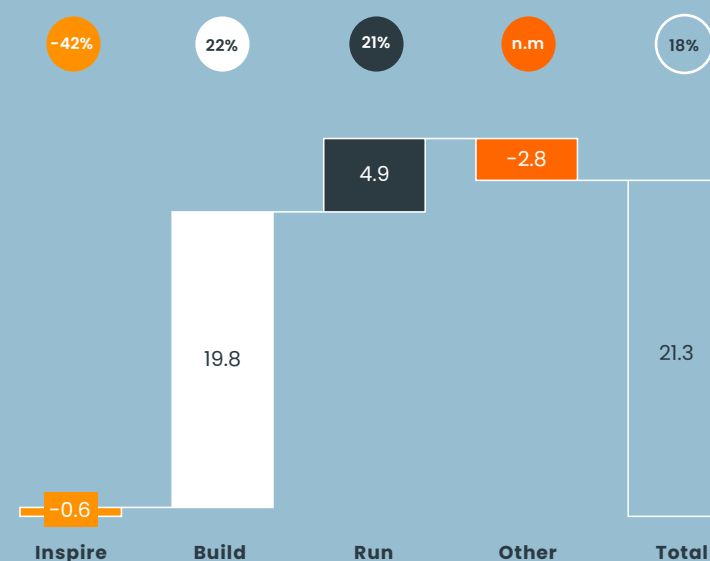
### Run

The Product business area is based on the process and value stream with product development and sale of Trifork developed products as well as business related to the sale of partner products. Products are either sold separately or in relation to projects where Trifork is engaged in relation to developing new solutions for its customers.

REVENUE BY SUB-SEGMENTS (EURM)



ADJUSTED EBITDA (NON-IFRS) AND MARGINS BY SUB-SEGMENTS IN THE FIRST NINE MONTHS 2021 (EURM)





# Trifork Labs Segment

## Overall

In the first three quarters 2021, Trifork Labs segment has closed the exit of Humio Ltd. as initiated in December 2020. Further, it exited investments in Testlabs, Supertrends AG and partly in Container Solutions at the carrying amount.

Trifork Labs intensified the engagement in the Danish clean-tech startup DRYP, a developer of sensor and data analysis for monitoring waste and rainwater systems to avoid flooding and water related damages.

Further focus has also been on investments in the new mobile first challenger bank Kashet, the Fintech startup &Money, the digital health start-up company Visikon and Develco, that develops solutions within IoT (Internet of Things), wireless communication and embedding software in electronic devices.

## Development in revenue, EBITDA and EBIT

The financial focus for the Trifork Labs segment is to increase the value of the capital invested in financial assets.

In the first nine months 2021, Trifork Labs did not consolidate any of the investments in the Trifork Group financial reporting of Revenue, EBITDA and EBIT and thus these accounts only show the cost of running the investment activities.

EURm	9M/2021	9M/2020
EBITDA	-1.2	-0.4
EBIT	-1.2	-0.4

EBITDA/EBIT of EURm -1.2 were at the expected level (9M/2020: EURm -0.4) and refer to acquisition and management cost for the Labs segment, part of which is variable in relation to the fair valuation adjustments of investments.

## Development in EBT

EBT (earnings before tax) for the first nine months 2021 was EURm 1.1 compared to EURm 0.5 in the same period 2020. The result is to a large extent generated from the fair value adjustments (foreign exchange gains) of Humio Ltd, as the exit proceeds amount was fixed in USD as year-end and the USD appreciated to the EUR and the purchase price was positively adjusted based on the finalized acquisition balance sheet. Further, one Lab investment distributed dividends of EURm 0.7.

EURm	9M/2021	9M/2020
EBT	1.1	0.5

### Total profit from investments

The graph aside shows the overall financial development and results from the Trifork Labs investments in the period from 2017 to the end of the first three quarters 2021.

End of the first three quarters 2021 the total accumulated realized gains from exits accounted for EURm 69.2. This includes the deduction of the initial cash invested in all of the disposed investments.

The total cash invested in the current active investments end of the first three quarters 2021 accounted for EURm 9.4 out of the total value of EURm 24.3. Based on this the accumulated unrealized profit can be calculated to EURm 14.9.

**Total accumulated realized gain from investments end of September 2021 amounted to EURm 69.2**

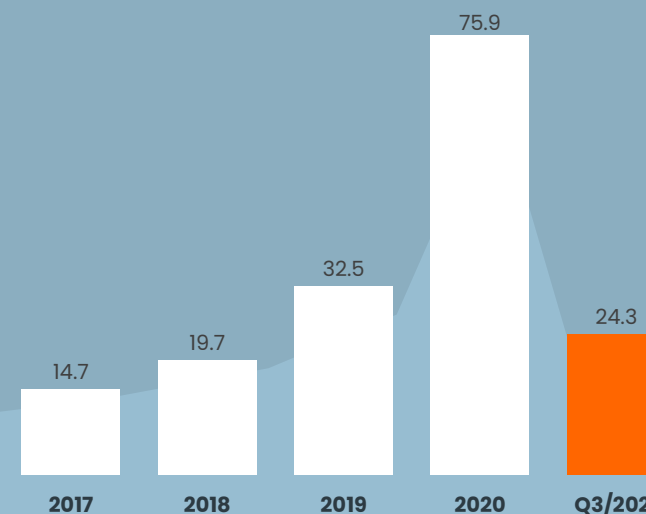
### Financial assets

The development in financial assets in the first nine months 2021 has been affected by new investments of EURm 5.0, fair-value adjustments of EURm 2.7 and disposals for EURm 59.3.

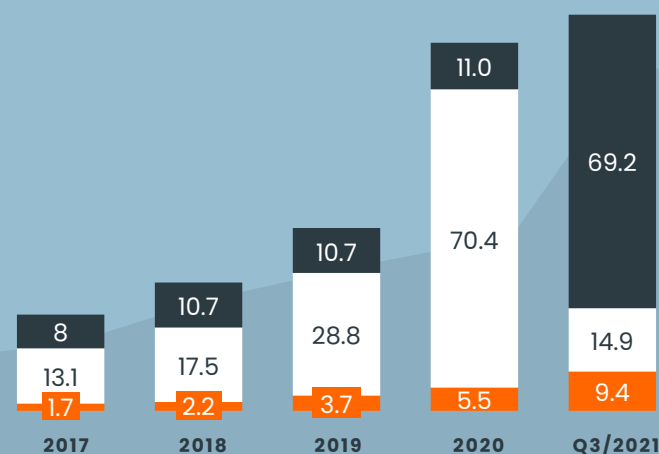
In total the value of the financial assets developed from EURm 75.9 end of 2020 to EURm 24.3 end of September 2021.

EURm	9M/2021	2020
Financial assets	24.3	75.9

### TRIFORK LABS FINANCIAL ASSETS (EURM)



### TRIFORK LABS INVESTMENTS (EURM)



■ Cash / cost in active investments
 ■ Acc. unrealized gain
 ■ Acc. realized gain



06

TRIFORK GROUP



# Consolidated Interim Financial Statements Q3/2021

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## Consolidated Interim Income Statement

for the three and nine month periods ended 30 September 2021

(in EUR k)	Note	Q3/2021	Q3/2020	9M/2021	9M/2020	01/01 – 31/12/2020
Revenue from contracts with customers	1/2	36,915	26,190	116,264	80,499	115,358
Rental income		95	58	268	172	320
Other operating income		231	335	390	338	770
<b>Operating income</b>		<b>37,241</b>	<b>26,583</b>	<b>116,922</b>	<b>81,009</b>	<b>116,448</b>
Cost of goods and services purchased		-6,336	-4,936	-21,752	-16,265	-22,751
Personnel costs		-20,173	-14,657	-64,285	-44,685	-64,149
Other operating expenses	4	-4,588	-2,659	-12,672	-8,154	-12,573
<b>Operating expenses</b>		<b>-31,097</b>	<b>-22,252</b>	<b>-98,709</b>	<b>-69,104</b>	<b>-99,473</b>
<b>Earnings before financial items, tax, depreciation and amortization</b>		<b>6,144</b>	<b>4,331</b>	<b>18,213</b>	<b>11,905</b>	<b>16,975</b>
Depreciation, amortization and impairment	5	-3,005	-2,377	-8,687	-6,687	-10,567
<b>Earnings before financial items and tax</b>		<b>3,139</b>	<b>1,954</b>	<b>9,526</b>	<b>5,218</b>	<b>6,408</b>
Fair value adjustments on investments in Trifork Labs	10	-30	-82	2,690	802	41,259
Share of results from associated companies		-	3	-	10	15
Other financial income		26	42	110	90	882
Other financial expenses	6	-296	-390	-1,135	-870	-1,474
Result on foreign exchange		-408	-77	-693	44	-48
<b>Financial result</b>		<b>-708</b>	<b>-504</b>	<b>972</b>	<b>76</b>	<b>40,634</b>
<b>Earnings before tax</b>		<b>2,431</b>	<b>1,450</b>	<b>10,498</b>	<b>5,294</b>	<b>47,042</b>
Income tax expense		-643	-461	-2,344	-1,418	-2,384
<b>Net income</b>		<b>1,788</b>	<b>989</b>	<b>8,154</b>	<b>3,876</b>	<b>44,658</b>
Attributable to shareholders of Trifork Holding AG		1,007	704	5,547	3,024	43,216
Attributable to non-controlling interests		781	285	2,607	852	1,442
Earnings per share of Trifork Holding AG, basic (in EUR)	7	0.05	0.03	0.29	0.16	2.33
Earnings per share of Trifork Holding AG, diluted (in EUR)	7	0.05	0.03	0.29	0.16	2.33

## Consolidated Interim Statement of Comprehensive Income

for the three and nine month periods ended 30 September 2021

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020	01/01 – 31/12/2020
<b>Net income</b>	<b>1,788</b>	<b>989</b>	<b>8,154</b>	<b>3,876</b>	<b>44,658</b>
<b>Items that may be reclassified to profit or loss, after tax</b>					
Currency translation adjustments for foreign operations	632	44	895	-94	36
<b>Items that will not be reclassified to profit or loss, after tax</b>					
Remeasurements of the net defined benefit liabilities	70	-72	124	-52	-362
<b>Other comprehensive income</b>	<b>702</b>	<b>-28</b>	<b>1,019</b>	<b>-146</b>	<b>-326</b>
<b>Total comprehensive income</b>	<b>2,490</b>	<b>961</b>	<b>9,173</b>	<b>3,730</b>	<b>44,332</b>
Attributable to shareholders of Trifork Holding AG	1,704	671	6,519	2,944	42,934
Attributable to non-controlling interests	786	290	2,654	786	1,398



## Consolidated Interim Statement of Financial Position

as of 30 September 2021

Assets (in EUR k)	Note	30/09/2021	31/12/2020	30/09/2020
Intangible assets		75,304	72,990	74,472
Right-of-use assets		19,687	21,470	16,445
Property, plant and equipment		7,056	6,144	5,870
Investments in Trifork Labs	10	24,282	19,755	35,168
Investments in associated companies		15	15	31
Other non-current financial assets		2,836	3,956	3,995
Deferred tax assets		284	224	717
<b>Total non-current assets</b>		<b>129,464</b>	<b>124,554</b>	<b>136,698</b>
Trade receivables		28,962	25,226	22,964
Contract assets		5,278	2,107	4,563
Other current financial assets		356	340	280
Other current receivables		416	559	1,296
Prepaid expenses		2,758	2,260	1,545
Investments in Trifork Labs	10	-	56,106	-
Cash and cash equivalents		49,345	17,957	13,948
<b>Total current assets</b>		<b>87,115</b>	<b>104,555</b>	<b>44,596</b>
<b>Assets</b>		<b>216,579</b>	<b>229,109</b>	<b>181,294</b>

Liabilities and shareholders' equity (in EUR k)	Note	30/09/2021	31/12/2020	30/09/2020
Share capital		1,663	1,562	1,562
Treasury shares	8	-686	-524	-481
Retained earnings		87,072	81,043	46,916
Currency translation adjustments		-736	-1,587	-1,701
<b>Equity attributable to shareholders of Trifork Holding AG</b>		<b>87,313</b>	<b>80,494</b>	<b>46,296</b>
Non-controlling interests		1,514	2,702	2,510
<b>Total shareholders' equity</b>		<b>88,827</b>	<b>83,196</b>	<b>48,806</b>
Non-current financial liabilities	9	63,059	66,879	56,294
Other non-current liabilities		2,919	6,119	6,570
Deferred tax liabilities		5,252	5,580	6,005
<b>Total non-current liabilities</b>		<b>71,230</b>	<b>78,578</b>	<b>68,869</b>
Current financial liabilities	9	23,885	40,297	37,848
Trade payables		4,768	4,754	3,898
Contract liabilities		4,549	4,015	2,320
Current tax liabilities		4,786	2,481	3,871
Other current liabilities		18,534	15,788	15,682
<b>Total current liabilities</b>		<b>56,522</b>	<b>67,335</b>	<b>63,619</b>
<b>Total liabilities</b>		<b>127,752</b>	<b>145,913</b>	<b>132,488</b>
<b>Total shareholders' equity and liabilities</b>		<b>216,579</b>	<b>229,109</b>	<b>181,294</b>

## Consolidated Interim Statement of Changes in Shareholders' Equity

for the nine month period ended 30 September 2021

(in EUR k)	Share capital	Treasury shares	Retained earnings	Currency translation adjustments	Equity attributable to the shareholders of Trifork Holding AG	Non-controlling interests	Total equity
<b>1 January 2020</b>	<b>1,562</b>	<b>-1,250</b>	<b>57,121</b>	<b>-1,676</b>	<b>55,757</b>	<b>1,577</b>	<b>57,334</b>
Net income	-	-	3,024	-	3,024	852	3,876
Other comprehensive income	-	-	-52	-28	-80	-66	-146
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>2,972</b>	<b>-28</b>	<b>2,944</b>	<b>786</b>	<b>3,730</b>
Dividends	-	-	-905	-	-905	-846	-1,751
Transactions with treasury shares	-	-2,007	211	-	-1,796	-	-1,796
Additions from business combinations	-	2,776	-2,391	-	385	4,967	5,352
Changes in liabilities towards non-controlling interests	-	-	-10,092	3	-10,089	-3,974	-14,063
<b>30 September 2020</b>	<b>1,562</b>	<b>-481</b>	<b>46,916</b>	<b>-1,701</b>	<b>46,296</b>	<b>2,510</b>	<b>48,806</b>
<b>1 January 2021</b>	<b>1,562</b>	<b>-524</b>	<b>81,043</b>	<b>-1,587</b>	<b>80,494</b>	<b>2,702</b>	<b>83,196</b>
Net income	-	-	5,547	-	5,547	2,607	8,154
Other comprehensive income	-	-	124	848	972	47	1,019
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>5,671</b>	<b>848</b>	<b>6,519</b>	<b>2,654</b>	<b>9,173</b>
Capital increase	101	-	18,845	-	18,946	-	18,946
Costs related to capital increase	-	-	-1,559	-	-1,559	-	-1,559
Dividends	-	-	-10,871	-	-10,871	-2,147	-13,018
Transactions with treasury shares	-	-669	-8	-	-677	-	-677
Additions from business combinations	-	11	1,912	-	1,923	-	1,923
Acquisition of non-controlling interests	-	496	-1,553	-	-1,057	-303	-1,360
Changes in liabilities towards non-controlling interests	-	-	-6,570	3	-6,567	-1,392	-7,959
Share-based payments	-	-	162	-	162	-	162
<b>30 September 2021</b>	<b>1,663</b>	<b>-686</b>	<b>87,072</b>	<b>-736</b>	<b>87,313</b>	<b>1,514</b>	<b>88,827</b>



## Consolidated Interim Cash Flow Statement

for the three and nine month periods ended 30 September 2021

(in EUR k)	Notes	Q3/2021	Q3/2020	9M/2021	9M/2020	01/01 – 31/12/2020
<b>Net income</b>		<b>1,788</b>	<b>989</b>	<b>8,154</b>	<b>3,876</b>	<b>44,658</b>
<b>Adjustments for:</b>						
Depreciation, amortization and impairment	5	3,005	2,377	8,687	6,687	10,567
Non-cash other operating income		-36	-309	-109	-300	-350
Fair value adjustment from investments in Trifork Labs	10	30	82	-2,690	-802	-41,259
Share of result from associated companies		-	-3	-	-10	-15
Other financial result		678	425	1,718	736	640
Income taxes		643	461	2,344	1,418	2,384
Other non-cash items		94	-	194	-	776
Changes in net working capital		-5,698	-3,933	-8,771	2,542	3,680
Income taxes paid		-19	-43	-686	-952	-3,294
<b>Cash flow from operating activities</b>		<b>485</b>	<b>46</b>	<b>8,841</b>	<b>13,195</b>	<b>17,787</b>
Acquisition of Group companies, net of cash acquired	V.	-527	-25,860	-810	-26,201	-26,201
Acquisition of Group companies, settlement of contingent consideration liabilities	10	-	-	-216	-	-
Purchase of intangible assets		-96	-64	-285	-1,151	-1,306
Sale of intangible assets		-	-	150	-	-
Purchase of property, plant and equipment		-745	-291	-1,867	-1,431	-2,108
Sale of property, plant and equipment		43	12	98	52	127
Dividends received from associated companies		-	3	-	19	41
Purchase of investments in Trifork Labs		-677	-268	-3,889	-2,401	-2,678
Sale of investments in Trifork Labs		891	199	59,309	479	728
Loans granted		-168	-110	-383	-301	-357
Repayment of loans granted		226	22	1,471	88	151
Interest received		26	30	105	79	87
<b>Cash flow from investing activities</b>		<b>-1,027</b>	<b>-26,327</b>	<b>53,683</b>	<b>-30,768</b>	<b>-31,516</b>

## Consolidated Interim Cash Flow Statement (continued)

for the three and nine month periods ended 30 September 2021

(in EUR k)	Notes	Q3/2021	Q3/2020	9M/2021	9M/2020	01/01 – 31/12/2020
Proceeds from borrowings		-	33,241	3,668	34,536	36,547
Repayment of borrowings		-2,855	-12	-31,983	-1,503	-1,511
Payment of lease liabilities		-1,292	-993	-3,677	-2,876	-3,926
Proceeds from capital increase		-	-	18,946	-	-
Costs related to capital increase		-	-	-1,559	-	-
Interest paid		-296	-390	-1,135	-863	-1,561
Acquisition of non-controlling interests		-	-	-2,301	-	-
Purchase of treasury shares	8	-	-6,282	-722	-6,591	-7,283
Sale of treasury shares		16	3,912	49	4,796	5,477
Dividends paid		-362	-	-13,018	-1,751	-1,866
<b>Cash flow from financing activities</b>		<b>-4,789</b>	<b>29,476</b>	<b>-31,732</b>	<b>25,748</b>	<b>25,877</b>
Exchange differences on cash and cash equivalents		366	-7	596	-179	-143
<b>Change in cash and cash equivalents</b>		<b>-4,965</b>	<b>3,188</b>	<b>31,388</b>	<b>7,996</b>	<b>12,005</b>
		-				
Cash and cash equivalents at the beginning of the period		54,310	10,760	17,957	5,952	5,952
<b>Cash and cash equivalents at the end of the period</b>		<b>49,345</b>	<b>13,948</b>	<b>49,345</b>	<b>13,948</b>	<b>17,957</b>



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# Notes to the Consolidated Interim Financial Statements

## I. General information

Trifork Holding AG ("the Company") is a company incorporated in Switzerland with its registered offices at Neuhoferstrasse 10, 8834 Schindellegi (Feusisberg).

The Company is the parent company of Trifork Group ("Group").

The Group's principal activities are divided into two segments:

- "Trifork" focuses on software development and operations of IT-systems, including conferences and trainings.
- "Trifork Labs" focuses on investments in tech startup companies which are the Group's driver for R&D innovation.

The registered shares of the Company are traded on the NASDAQ Copenhagen.

## II. Basis of preparation and changes in accounting policies

### A. Basis of preparation

The consolidated interim financial statements for the three and nine month periods ending 30 September 2021 have been prepared in accordance with IAS 34 Interim Financial Reporting.

The consolidated interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's annual financial statements as of 31 December 2020.

### B. Changes in accounting policies

The accounting policies applied in the consolidated interim financial statements are consistent with the consolidation and measurement principles disclosed in the consolidated financial statements 2020, except as discussed below.

The following new and amended International Financial Reporting Standards (IFRSs) are effective from 1 January 2021. There are no material impacts on the financial position and performance or cash flow of the Trifork Group:

Other minor changes in IFRS also became effective but are not relevant for the Group or did not have an impact on these financial statements.

Standard	Subject
IFRS 9, IAS 39 & IFRS7	Interest rate benchmark reform - phase 2 (amendments - 2021)

### C. Translation of foreign operations

The following exchange rates are used for the translation into EUR for the Group's most relevant currencies:

		Exchange rates at period end			Average exchange rates for the period		
	Unit	30/09/2021	31/12/2020	30/09/2020	9M/2021	FY/2020	9M/2020
<b>DKK</b>	1	0.1345	0.1344	0.1343	0.1345	0.1341	0.1340
<b>CHF</b>	1	0.9234	0.9211	0.9256	0.9172	0.9345	0.9306
<b>GBP</b>	1	1.1621	1.1073	1.0961	1.1575	1.1253	1.1394
<b>USD</b>	1	0.8636	0.8143	0.8541	0.8357	0.8776	0.8937

### III. Seasonality of the business and Covid-19 effects

#### A. Seasonality of the business

Historically, the four GOTO conferences (Chicago, Amsterdam, Berlin and Copenhagen) have been evenly split over the year (two in the first half of the year, two in the second). This normally accounts for the majority of the revenue in the Inspire sub-segment line- ar through the year.

The Build sub-segment is the largest in Trifork. The main source for revenue in this segment is the hours invested in customer product development. Most often, the first two quarters of the year will contribute more to revenue and profit assuming a linear allocation. The main reason for this variance is a higher amount of personnel absences (summer & Christmas holidays) in the third and fourth quarter of the year.

In connection with software deliveries, which is the Group's main focus, Trifork occasionally also delivers hardware installations (run sub-segment) that may have significant impact to the results of a quarter. E.g. in the first quarter 2021 the revenue from Hardware amounts to EUR k 2,408, whereas in the first quarter 2020 EUR k 707 were recognized.

Therefore, seasonal effects must be considered when forming expectations for the full financial year.

#### B. Covid-19 effects

Since early 2020 and ongoing, the world is highly affected by the Covid-19 pandemic. Some countries have locked down and others have put material limitations of daily life into effect. Such measures not only had impacts on everybody's personal life, but also affected the economy and the financial markets.

In the Inspire sub-segment, the lockdowns and restrictions were preventing the completion of any physical GOTO conferences from the second quarter 2020 and it has only been possible to do online events until the first quarter of 2021. In the second quarter 2021 one physical conference with GOTO Aarhus came back and the Group works toward holding two hybrid (physical and on-line) conferences in the fourth quarter 2021 (Copenhagen and Amsterdam).

In the Build and Run sub-segments the Trifork Group experienced from the mid of March 2020 a negative impact as several customers delayed new engagements or paused existing or asked for respective discounts with respect to the upcoming uncertainties in the markets. The Group is of the opinion that this is no longer the case in the first nine months of 2021 and that public areas as Digital Health and Smart Enterprise even have seen an increased activity level. Due to Trifork's expertise in providing solutions to the public sector (Digital Health and Smart Enterprise), the customer requests in this area were extraordinarily high in the first three quarters 2021.

However, the Group understands that this is rather a punctual need of the public sector and respective demand is expected to reduce again in the future.

### IV. Management estimates, assumptions and judgments

The preparation of the consolidated interim financial statements require management to make estimates, assumptions and judgments that affect the reported amounts of assets and liabilities, and the disclosure of contingent liabilities, at the end of the reporting period, and the amount of income and expenses during the reporting period.

If these estimates, assumptions and judgments – made by management to the best of their knowledge as of the reporting date – prove to differ significantly from the actual circumstances at a later point in time, the original estimates, assumptions and judgments are adjusted in the reporting period in which the circumstances change.

Reference is made to Note 1.3 of the Group's financial statements 2020 for a more detailed description of the accounts, where significant management estimates, assumptions and judgments primarily are used. No significant changes in estimates occurred in the period to 30 September 2021.



## V. Changes in scope of consolidation

In the second quarter 2021, the Group acquired control (100% of the share capital) of Vilea GmbH, Zurich and Vilea Austria GmbH, Vienna ("Vilea Group").

The purchase price allocation is not final as of 30 September 2021. The provisionally assessed fair values of assets identified and liabilities assumed of companies as at acquisition date are as follows:

(in EUR k)	Vilea Group
Intangible assets	1,671
Right-of-use assets	179
Property, plant and equipment	12
Trade receivables	212
Other current assets	945
Deferred tax liabilities	-136
Other non-current liabilities	-470
Current liabilities	-186
<b>Net assets acquired, attributable to shareholders of Trifork Holding AG</b>	<b>2,227</b>
Goodwill	3,157
<b>Purchase price</b>	<b>5,384</b>
- of which contingent consideration	1,945
- of which settled in Trifork shares	1,923
<b>- of which cash consideration</b>	<b>1,516</b>
Acquired cash and cash equivalents	-711
Foreign exchange impact on payment in Q3/2021	5
<b>Net outflow of cash and cash equivalents</b>	<b>810</b>

### VILEA GROUP

The acquisition took place at the end of April 2021. EUR k 1,590 of customer relationships have been recognized as intangible assets and are amortized over an estimated useful life of 10 years. Further, EUR k 81 of order backlog have been recognized as intangible assets and are amortized by contract fulfilment. Goodwill of EUR k 3,157 is justified by the expertise of the Vilea Group in its specific field of action for Smart Enterprise solutions and assumed synergies and is not tax deductible.

The fair value of the 102,073 Trifork shares transferred amounts to EUR k 1,923 and has been determined by using the Trifork treasury share price model.

The contingent consideration payments are subject to achieving operational results in the financial years 2021 – 2023 (refer to Note 10).

Of the cash consideration of EUR k 1,516 an amount of EUR k 994 was paid in the second quarter and the remainder of EUR k 527 (including an foreign exchange impact of EUR k 5) in the third quarter 2021.

In the interim period 2021, Vilea Group contributed revenue of EUR k 769 and earnings before tax of EUR k 71 to Trifork Group. If the acquisition had taken place on 1 January 2021, the total revenue of the Trifork Group would have been EUR k 703 higher and the earnings before tax for the period would have increased by EUR k 256.

Transaction costs related to the acquisition amount to EUR k 31 and are included in other operating expenses.

# NOTE 1

## Segment information

The business and operations of the Trifork Group comprise of the two main segments, Trifork and Trifork Labs. Trifork is further divided into the three sub-segments Inspire, Build and Run. The results of these are reported to the Executive Management (Chief operating decision maker) for performance measurement and resource allocation and represent operating segments. Trifork has therefore concluded that it has four operating segments, namely Inspire, Build and Run, which are aggregated into the Trifork column, and Trifork Labs.

The results of the segments are monitored by the Executive Management at the level of Earnings before financial items, taxes, depreciation and amortization (Trifork) and of EBT (Trifork Labs).

### TRIFORK

Trifork is focused on delivering services to the customers of Trifork. The services are delivered within three sub-segments: Inspire (organizing conferences and trainings on software development), Build (development of innovative software in customer projects) and Run (delivery and operation of software products and related services for customers).

'Other' mainly comprise of management services to individual Labs investments and IPO-preparation costs.

<b>Q3/2021</b> (in EUR k)	<b>Inspire</b>	<b>Build</b>	<b>Run</b>	<b>Other</b>	<b>Trifork</b>	<b>Labs</b>	<b>Elimination</b>	<b>Total</b>
Revenue								
- from external customers	599	29,796	6,448	72	36,915	-	-	36,915
- from other segments	-	-	-	812	812	-	-812	-
<b>Total segment revenue</b>	<b>599</b>	<b>29,796</b>	<b>6,448</b>	<b>884</b>	<b>37,727</b>	<b>-</b>	<b>-812</b>	<b>36,915</b>
<b>Earnings before financial items, tax, depreciation and amortization</b>	<b>-20</b>	<b>6,234</b>	<b>1,458</b>	<b>-1,426</b>	<b>6,246</b>	<b>-102</b>	<b>-</b>	<b>6,144</b>
Depreciation and amortization	-124	-1,248	-1,076	-557	-3,005	-	-	-3,005
Impairment	-	-	-	-	-	-	-	-
<b>Earnings before financial items and tax</b>	<b>-144</b>	<b>4,986</b>	<b>382</b>	<b>-1,983</b>	<b>3,241</b>	<b>-102</b>	<b>-</b>	<b>3,139</b>
Financial result	n/a	n/a	n/a	n/a	-872	164	-	-708
<b>Earnings before tax (EBT)</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>2,369</b>	<b>62</b>	<b>-</b>	<b>2,431</b>
<b>Average number of employees (FTE)</b>	<b>20</b>	<b>643</b>	<b>154</b>	<b>83</b>	<b>900</b>	<b>2</b>	<b>-</b>	<b>902</b>

<b>Q3/2020</b> (in EUR k)	<b>Inspire</b>	<b>Build</b>	<b>Run</b>	<b>Other</b>	<b>Trifork</b>	<b>Labs</b>	<b>Elimination</b>	<b>Total</b>
Revenue								
- from external customers	280	19,408	6,353	149	26,190	-	-	26,190
- from other segments	-	-	-	136	136	-	-136	-
<b>Total segment revenue</b>	<b>280</b>	<b>19,408</b>	<b>6,353</b>	<b>285</b>	<b>26,326</b>	<b>-</b>	<b>-136</b>	<b>26,190</b>
<b>Earnings before financial items, tax, depreciation and amortization</b>	<b>-253</b>	<b>4,265</b>	<b>1,445</b>	<b>-982</b>	<b>4,475</b>	<b>-144</b>	<b>-</b>	<b>4,331</b>
Depreciation and amortization	-41	-1,259	-948	-129	-2,377	-	-	-2,377
Impairment	-	-	-	-	-	-	-	-
<b>Earnings before financial items and tax</b>	<b>-294</b>	<b>3,006</b>	<b>497</b>	<b>-1,111</b>	<b>2,098</b>	<b>-144</b>	<b>-</b>	<b>1,954</b>
Financial result	n/a	n/a	n/a	n/a	-478	-26	-	-504
<b>Earnings before tax (EBT)</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>1,620</b>	<b>-170</b>	<b>-</b>	<b>1,450</b>
<b>Average number of employees (FTE)</b>	<b>18</b>	<b>439</b>	<b>129</b>	<b>73</b>	<b>659</b>	<b>2</b>	<b>-</b>	<b>661</b>

**TRIFORK LABS**

Trifork Labs is focused on founding new tech start-ups and investing in selected tech companies that are at the forefront of the technological development with new and innovative software products.

For internal management reporting and performance measurement, all Trifork Labs investments are monitored on a fair value basis with changes recognized in profit or loss and thus presented as such in the segment reporting.

<b>9M/2021</b> (in EUR k)	<b>Inspire</b>	<b>Build</b>	<b>Run</b>	<b>Other</b>	<b>Trifork</b>	<b>Labs</b>	<b>Elimination</b>	<b>Total</b>
Revenue								
- from external customers	1,319	90,996	23,735	214	116,264	-	-	116,264
- from other segments	-	-	-	1,111	1,111	-	-1,111	-
<b>Total segment revenue</b>	<b>1,319</b>	<b>90,996</b>	<b>23,735</b>	<b>1,325</b>	<b>117,375</b>	<b>-</b>	<b>-1,111</b>	<b>116,264</b>
<b>Earnings before financial items, tax, depreciation and amortization</b>	<b>-552</b>	<b>19,741</b>	<b>4,918</b>	<b>-4,735</b>	<b>19,372</b>	<b>-1,159</b>	<b>-</b>	<b>18,213</b>
Depreciation and amortization	-206	-4,831	-2,613	-1,037	-8,687	-	-	-8,687
Impairment	-	-	-	-	-	-	-	-
<b>Earnings before financial items and tax</b>	<b>-758</b>	<b>14,910</b>	<b>2,305</b>	<b>-5,772</b>	<b>10,685</b>	<b>-1,159</b>	<b>-</b>	<b>9,526</b>
Financial result	n/a	n/a	n/a	n/a	-1,321	2,293	-	972
<b>Earnings before tax (EBT)</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>9,364</b>	<b>1,134</b>	<b>-</b>	<b>10,498</b>
<b>Average number of employees (FTE)</b>	<b>18</b>	<b>616</b>	<b>151</b>	<b>75</b>	<b>860</b>	<b>2</b>	<b>-</b>	<b>862</b>

<b>9M/2020</b> (in EUR k)	<b>Inspire</b>	<b>Build</b>	<b>Run</b>	<b>Other</b>	<b>Trifork</b>	<b>Labs</b>	<b>Elimination</b>	<b>Total</b>
Revenue								
- from external customers	1,594	59,588	19,008	309	80,499	-	-	80,499
- from other segments	-	-	-	410	410	-	-410	-
<b>Total segment revenue</b>	<b>1,594</b>	<b>59,588</b>	<b>19,008</b>	<b>719</b>	<b>80,909</b>	<b>-</b>	<b>-410</b>	<b>80,499</b>
<b>Earnings before financial items, tax, depreciation and amortization</b>	<b>-1,149</b>	<b>12,637</b>	<b>3,753</b>	<b>-2,916</b>	<b>12,325</b>	<b>-420</b>	<b>-</b>	<b>11,905</b>
Depreciation and amortization	-129	-3,382	-2,541	-635	-6,687	-	-	-6,687
Impairment	-	-	-	-	-	-	-	-
<b>Earnings before financial items and tax</b>	<b>-1,278</b>	<b>9,255</b>	<b>1,212</b>	<b>-3,551</b>	<b>5,638</b>	<b>-420</b>	<b>-</b>	<b>5,218</b>
Financial result	n/a	n/a	n/a	n/a	-843	919	-	76
<b>Earnings before tax (EBT)</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>4,795</b>	<b>499</b>	<b>-</b>	<b>5,294</b>
<b>Average number of employees (FTE)</b>	<b>21</b>	<b>427</b>	<b>128</b>	<b>71</b>	<b>647</b>	<b>2</b>	<b>-</b>	<b>649</b>



## NOTE 2

## Revenue from contracts with customers

## A. Revenue streams

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020
Inspire	599	280	1,319	1,594
Build	29,796	19,408	90,996	59,588
Run:				
- Licenses and support	1,764	3,033	5,705	9,391
- Hardware	178	829	3,171	2,533
- Hosting and security	4,506	2,491	14,859	7,084
Other	72	149	214	309
<b>Total revenue from contracts with customers</b>	<b>36,915</b>	<b>26,190</b>	<b>116,264</b>	<b>80,499</b>

## B. Revenue by business area

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020
Inspire	598	280	1,318	1,594
Digital health	4,820	3,326	13,197	10,937
Smart enterprise	17,370	11,090	57,693	31,083
Smart building	905	881	2,651	2,731
Cloud operations	5,874	6,109	18,415	16,953
Cyber protection	1,890	1,005	7,925	4,344
Fintech	5,385	3,350	14,850	12,548
Other	73	149	215	309
<b>Total revenue from contracts with customers</b>	<b>36,915</b>	<b>26,190</b>	<b>116,264</b>	<b>80,499</b>

## C. Timing of revenue recognition

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020
Goods and services transferred at a point in time	975	1,829	4,184	4,770
Services transferred over time	35,940	24,361	112,080	75,729
<b>Total revenue from contracts with customers</b>	<b>36,915</b>	<b>26,190</b>	<b>116,264</b>	<b>80,499</b>

## NOTE 3

## Personnel costs – share based payments

Trifork Group introduced a share-based payment scheme for selected employees in order to focus part of the compensation on the long-term development of the Group. With this scheme the employees are compensated with restricted share units (RSU) that will evenly convert into shares of Trifork Holding AG after one, two and three years. One RSU will convert into one share.

The number of RSUs to be allocated are subject to meeting several financial performance targets.

On 1 April 2021, 30,032 RSU (at a fair value of EUR 17.5/RSU) were granted to employees of which 10,010 RSU will vest on 31 March 2022, 10,010 RSU on 31 March 2023 and 10,012 RSU on March 2024.

For these granted RSU, EUR k 162 were charged to personnel expenses for the period 1 April – 30 September 2021 (2020: EUR k 0).

## § Accounting Policies

Selected employees receive equity-settled share-based payments. A share-based payment is measured at fair value as of the date on which it is granted. The amount is recorded in personnel expenses on a straight-line basis over the vesting period based on the number of equity instruments that management estimates will vest.

## NOTE 4

## Other operating expenses

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020
Sales and marketing expenses	-871	-426	-2,025	-1,125
Service cost for leased property	-548	-367	-1,615	-1,255
Administration expenses	-3,162	-1,860	-8,988	-5,728
- of which IPO-preparation cost, net	-	-6	-1,847	-203
Others	-7	-6	-44	-46
<b>Total other operating expenses</b>	<b>-4,588</b>	<b>-2,659</b>	<b>-12,672</b>	<b>-8,154</b>

As per IPO, Trifork became compensated for the preparation costs by other selling share-

holders in the amount of EUR k 1,629.

## NOTE 5

## Depreciation, amortization and impairment

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020
Depreciation of property, plant and equipment	-634	-461	-1,626	-1,342
Depreciation of right-of-use assets	-1,357	-1,097	-4,089	-3,154
Amortization of intangible assets	-1,014	-819	-2,972	-2,191
<b>Total depreciation, amortization and impairment</b>	<b>-3,005</b>	<b>-2,377</b>	<b>-8,687</b>	<b>-6,687</b>

## NOTE 6

## Other financial expenses

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020
Interest expenses	-296	-390	-1,135	-863
- of which lease interests	-125	-99	-375	-223
- of which net interest for defined benefit plans	-	-1	-2	-3
Impairment losses on other financial assets	-	-	-	-7
<b>Total other financial expenses</b>	<b>-296</b>	<b>-390</b>	<b>-1,135</b>	<b>-870</b>

## NOTE 7

## Earnings per share

(in EUR k)	Q3/2021	Q3/2020	9M/2021	9M/2020
<b>Net income attributable to the shareholders of Trifork Holding AG</b>	<b>1,007</b>	<b>704</b>	<b>5,547</b>	<b>3,024</b>
Weighted average number of shares issued	19,744,899	18,637,230	19,207,808	18,637,230
Weighted average number of treasury shares	-34,639	-41,780	-49,534	-92,366
<b>Number of shares used for calculating earnings per share</b>	<b>19,710,260</b>	<b>18,595,450</b>	<b>19,158,274</b>	<b>18,544,864</b>
<b>Earnings per share (basic/diluted - in EUR)</b>	<b>0.05</b>	<b>0.03</b>	<b>0.29</b>	<b>0.16</b>

## NOTE 8

## Shareholders' equity

## A. Number of shares (CHF 0.1 nominal value, issued and fully paid-in)

(in EUR k)	30/09/2021	31/12/2020
Issued shares as per reporting date	19,744,899	18,637,230
Treasury shares	-34,019	-31,093
<b>Outstanding shares as per reporting date</b>	<b>19,710,880</b>	<b>18,606,137</b>

## B. Authorized capital

The extraordinary General Meeting of 19 December 2019 authorized the Board of Directors to increase the share capital of the company at any time up to 19 December 2021. The available authorized capital as per 1 January 2021 amounts to CHF k 136 (EUR k 125), equating to 1,362,770 registered shares. With effective date as of 16 April 2021 the Board of Directors exercised an authorized capital increase by 167,436 shares (EUR k 15). A premium of EUR k 3,156 was allocated to the retained earnings.

The ordinary General meeting of 29 April 2021 replaced the authorized capital from the extraordinary General meeting as 19 December 2019 and authorized the Board of Directors to increase the share capital of the company at any time up to 29 April 2023 by an amount

not exceeding CHF k 373 (EUR k 340) through the issue of up to 3,727,446 registered shares, payable in full, each with a nominal value of CHF 0.10 (EUR 0.09) and excluding shareholders' subscription rights.

With effective date as of 28 May 2021 the Board of Directors increased share capital from authorized share capital in an amount of EUR k 86 (940,233 shares). A premium of EUR k 18,860 was allocated to the retained earnings. In addition, transaction costs EUR k 1,559 were deducted from retained earnings for the same transaction.

The available authorized capital as of 30 September 2021 amounts to CHF k 279 (EUR k 254). This equates to 2,787,213 registered shares.

## C. Dividends

The General Meeting of 29 April 2021 approved a dividend of EUR 0.6 per registered share to be paid from retained earnings. The dividend of EUR k 10,871 was paid out on 5 May 2021.

## D. Transactions with treasury shares

	Number of shares	Average acquisition price	Total amount (in EUR k)
<b>1 January 2020</b>	<b>144,462</b>	<b>8.65</b>	<b>1,250</b>
Acquisitions	539,585	12.22	6,591
Disposals	-408,470	11.22	-4,584
Acquisition of Group companies	-235,307	11.80	-2,776
<b>30 September 2020</b>	<b>40,270</b>	<b>11.94</b>	<b>481</b>
<b>1 January 2021</b>	<b>31,093</b>	<b>16.84</b>	<b>524</b>
Acquisitions	35,851	20.15	722
Capital increase	167,436	-	-
Disposals	-2,570	18.95	-53
Acquisition of Group companies	-102,073	0.11	-11
Acquisition of non-controlling interests	-95,718	5.18	-496
<b>30 September 2021</b>	<b>34,019</b>	<b>20.17</b>	<b>686</b>

For the period 1 January - 30 September 2021 the impact of the transactions with treasury shares in retained earnings is EUR k 3,258 (1 January - 31 September 2020: EUR k 211).

## E. Non-controlling interests

In the first quarter 2021 the Group acquired approx. 5% of the shares in Erlang Solutions Ltd for EUR k 704. The total shareholding in the company is at 55.7%.

In the second quarter 2021 the Group acquired 10.6% of the shares in Erlang Solutions Ltd for 65'953 treasury shares, valued at EUR 19.0/share, plus charges of EUR k 22. The total shareholding in the company is at 66.3%.

In the second quarter 2021 the Group acquired 4.6% of the shares in Testhuset A/S for EUR k 128. The total shareholding in the company is at 74.6%.

In the second quarter 2021 the Group acquired 25% of the shares in Duckwise ApS for a cash payment of EUR k 505 and 29'765 treasury shares, valued at EUR 19.0/share. The total shareholding in the company is at 100%.

In the third quarter 2021, Erlang Solutions Ltd paid out a dividend based on the ownership as of the end of the first quarter 2021. EUR k 86 of dividends paid to the previous owners of the 10.6% stake acquired by the Group in the second quarter, was debited to retained earnings of the parent.



## NOTE 9

## Financial liabilities

(in EUR k)	30/09/2021	31/12/2020
Borrowings from financial institutions	27,033	55,350
Lease liabilities	21,188	21,851
Others	320	357
<b>Financial liabilities related to financing activities</b>	<b>48,541</b>	<b>77,558</b>
Contingent considerations	6,194	5,378
- of which from business combinations	6,194	4,437
- of which from others	-	941
Redemption amount of put-options	32,209	24,240
<b>Financial liabilities related to business combination and acquisition of non-controlling interests and assets</b>	<b>38,403</b>	<b>29,618</b>
<b>Total financial liabilities, as presented in the statement of financial position</b>	<b>86,944</b>	<b>107,176</b>
- of which non-current	63,059	66,879
- of which current	23,885	40,297

The Group closed a call/put-option agreement for 43.6% non-controlling interests in Erlang Solutions Ltd. with a third-party as of 27 April 2021. Out of these options, an acquisition of 10.6% was exercised in the second quarter 2021 (refer to Note 8).

## NOTE 10

## Financial instruments through profit and loss

## INVESTMENTS IN TRIFORK LABS

(in EUR k)			2021	2020
	Level 1	Level 3	Total	Level 3*
1 January	236	75,625	75,861	32'531
Acquisitions	-	5,001	5,001	2'501
Disposals	-	-59,310	-59,310	-800
Fair value adjustments	-80	2,770	2,690	802
- of which realized	-	2,717	2,717	-315
- of which unrealized	-80	53	-27	1'117
Exchange differences	-	40	40	134
30 September	156	24,126	24,282	35'168

On 17 December 2020, Trifork Labs ApS signed a term sheet for the sale of its entire investment in Humio Ltd. According to this term sheet the Labs investment in Humio Ltd. was value at EUR k 56,106 as per 31 December 2020.

The cash proceeds of EUR k 57,846 were received at the beginning of March 2021. As the amount was fixed in USD the Group recognized an additional fair value adjustment of EUR k 1,740 from foreign exchange gains.

In the second quarter 2021 an additional payment of EUR k 203 for the sale of Humio Ltd. was announced based on updated calculations as per acquisition date (received in the third quarter 2021). This cash in was not expected by the Group and is recognized as realized fair value adjustment.

In the nine months 2021, the investments in Supertrends AG and Programmable Infrastructure Solutions AG were (partially) exited at carrying amounts of EUR k 26 and EUR k 350 and Testlab ApS was exited at EUR k 196.

During the first nine months 2021, new invest-

ments were made in &Money ApS, Visikon ApS and Develco A/S and existing investments in Dryp ApS and Kashet Group AG were increased.

The fair value of Level 3 investments is derived from DCF-valuation models or recent transactions (new capital investments by third parties).

There were no transfers between fair value measurements levels in 1 January – 30 September 2021.

\*As of 21 September 2020 an individual investment in Trifork Labs succeeded with its IPO at the Nasdaq First North Premier. As from this date, the fair valuation of this investment refers to the quoted prices available and is transferred to Level 1 in the valuation hierarchy with EUR k 144. As of 30 September 2020 the amount of EUR k 131 belongs to Level 1.

The maximum values at risk for Trifork Labs are the total amounts of the individual investments.

## NOTE 10

## Financial instruments through profit and loss (continued)

CONTINGENT CONSIDERATIONS RELATED TO BUSINESS COMBINATIONS, ACQUISITION OF NON-CONTROLLING INTERESTS AND ACQUISITION OF COMPLETED DEVELOPMENT PROJECTS – LEVEL 3

(in EUR k)	2021	2020
<b>1 January</b>	<b>5,378</b>	<b>949</b>
Additions from business combinations	1,945	4,638
Other additions	–	535
Settlements	–1,157	–
Fair value adjustments	–	–11
Exchange differences	28	8
<b>30 September</b>	<b>6,194</b>	<b>6,119</b>

As of 30 September 2021, the liability consists of contingent considerations related to the acquisitions of Nine, A/S, Testhuset A/S, SAPBASIS ApS and acquisitions of software products (completed development projects). Management has updated the assessment of the individual contingent consideration as per reporting date and has come to the conclusion that no relevant fair value changes to the assessment as per 31 December 2020 occurred:

An amount of EUR k 4,084 (31 December 2020: EUR k 4,082) relates to the acquisition of Nine A/S:

As part of the transaction Trifork entered into a put-option arrangement with the sellers of Nine A/S for the 191,000 Trifork shares delivered at acquisition date. The sellers are entitled to put back 50% of the shares to Trifork at a fixed price of EUR 21 per share and 50% of the shares between EUR 0 and EUR 21 per share, depending on the accumulated EBIT of Nine A/S for the period 2021 – 2022. The put option can be exercised in

early 2023. The weighted average cost of the Trifork shares delivered has been transferred to retained earnings at the acquisition date. Should the put-option on the Trifork shares expire unexercised, the put-option liability will be reclassified to retained earnings. Trifork Group assumes the targets to be met and accounts for the total liability.

An amount of EUR k 0 (31 December 2020: EUR k 0) relates to the acquisition of software products (completed development projects):

The contingent consideration arrangement comprises a pay-out of up to EUR k 807. Subject to the earn-out payment are new or expanded sales agreements (licenses, SaaS) for the products acquired within 18 months following the acquisition. According to business planning, Trifork Group expects the amount becoming due to be EUR k 0.

An amount of EUR k 140 (31 December 2020: EUR k 355) relates to the acquisition of SAPBASIS ApS:

The contingent consideration arrangement

comprises a total pay-out of up to EUR k 431 in 2022 and 2023 in case the company meets defined EBIT-targets for 2021 and 2022. If the target is missed by more than 10%, there will be no pay-out. Based on recent results and the future expectations for SAPBASIS ApS, Trifork Group is of the view that for 2021 35% and for 2022 29% of the maximum amounts become due.

For 2020 the EBIT-target was met and the amount of EUR k 216 was paid out in March 2021.

An amount of EUR k 1,970 (31 December 2020: EUR k 0) relates to the acquisition of Vilea Group:

The contingent consideration arrangement comprises a total pay-out of up to EUR k 1,970 in 2022, 2023, 2024 in case the company meets defined EBIT-targets for 2021 to 2023. If the target is missed by more than 43.75%, there will be no pay-out. Based on recent results and the future expectations for Vilea Group, Trifork Group is of the view that for all periods the maximum amounts become due.

An amount of EUR k 0 (31 December 2020: EUR k 941) relates to the acquisition of the remaining non-controlling interests (49%) of Trifork Smart Enterprise A/S:

The company met the EBIT-target for 2020 and the amount of EUR k 941 was paid-out in the second quarter 2021.

## NOTE 11

## Events after the reporting period

The 2021 nine-month consolidated interim financial statements were approved and released for publication by the Board of Directors on 1 November 2021.

# Ratios and Key Figures

The financial highlights have been prepared on the basis of the CFA Society Denmark "Recommendations & Ratios" (February 2021), using the following definitions:

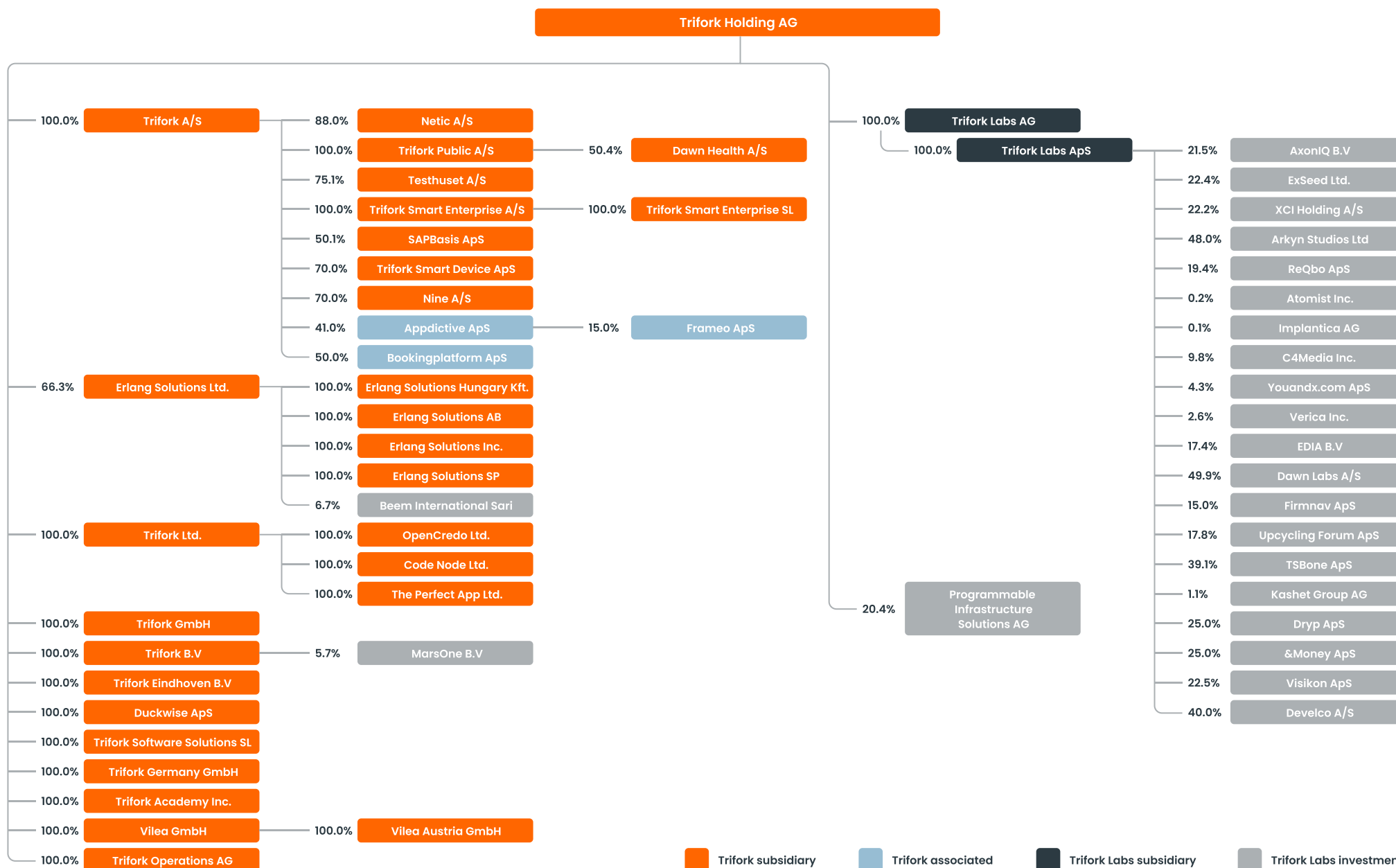
<b>EBITDA margin</b>	$\frac{\text{Earnings before financial items, taxes, depreciation and amortization} \times 100}{\text{Revenue}}$	<b>Return on equity</b>	$\frac{\text{Net income excl. NCI} \times 100}{\text{Average equity excl. NCI}}$
<b>EBITA margin</b>	$\frac{\text{Earnings before financial items, taxes, and amortization} \times 100}{\text{Revenue}}$	<b>Basic earnings per share</b> (EPS basic)	$\frac{\text{Net income excl. NCI} \times 100}{\text{Average number of shares outstanding}}$
<b>EBIT margin</b>	$\frac{\text{Earnings before financial items and taxes} \times 100}{\text{Revenue}}$	<b>Diluted earnings per share</b> (EPS diluted)	$\frac{\text{Net income excl. NCI} \times 100}{\text{Average number of shares diluted}}$
<b>Free cash flow</b>	$\text{Cash flow from operations} - \text{Capex}$	<b>Dividend yield</b>	$\frac{\text{Dividend} \times 100}{\text{Net income excl. NCI}}$
<b>Equity ratio</b>	$\frac{\text{Equity excl. NCI} \times 100}{\text{Total assets}}$	<b>Financial gearing</b>	$\frac{\text{Net interest} - \text{bearing debt}}{\text{Equity incl. NCI}}$



07

TRIFORK GROUP

# Structure



**Denmark**

Aalborg  
Aarhus  
Copenhagen  
Esbjerg

**Switzerland**

Zurich

**The Netherlands**

Amsterdam  
Eindhoven

**Germany**

Berlin

**Sweden**

Stockholm

**Spain**

Palma  
Barcelona

**Poland**

Krakow

**Hungary**

Budapest

**United Kingdom**

London

**United States**

Palo Alto

**Austria**

Vienna

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