

Announcement: Agillic Financial Report Q3 2018

07.11.2018

Agillic increases the Annual Recurring Revenue (ARR) with 79% and attracts high-profile clients

Copenhagen – November 7, 2018 – Agillic A/S (Nasdaq First North Copenhagen: AGILC) delivers a robust Q3 result following the guidance for 2018. The Annual Recurring Revenue (ARR), the main value indicator of the company, increased with 79% compared to Q3 2017. Revenue increased with 39% compared to Q3 2017, and the accumulated revenue for Q1-Q3 2018 increased with 72% compared to Q1-Q3 2017. Agillic's existing clients generate a positive EBITDA and in accordance with the company's strategy Agillic continues to invest in further growth in Denmark and in the international markets. Furthermore, Agillic attracted high-profile clients and entered strategic partnerships.

“Agillic continued its growth according to plan, and we are satisfied with the progress we made in the third quarter of 2018 and re-affirm our full-year expectations to 2018. We increased our Annual Recurring Revenue (ARR) – the main value indicator of the company – by 79% compared to last year, and we generated a positive EBITDA from our existing client business. We have signed agreements with clients with significant potentials, such as TDC, Jyske Bank and Amedia. Furthermore, we have formed strategic partnerships that will help us realise our continued growth.”

Jesper Valentin, CEO of Agillic A/S

Financial highlights

- Revenue in Q3 2018 amounted to DKK 10.1 million, which corresponds to an increase of 39% compared to the same period in 2017; revenue in Q1-Q3 2018 amounted to DKK 29.1 million, corresponding to a 72% increase compared to the same period in 2017.
- Gross profit in Q3 2018 amounted to DKK 7.9 million, which corresponds to an increase of 21% compared to the same period in 2017; while gross profit in Q1-Q3 2018 amounted to DKK 21.7 million, corresponding to an increase of 53% compared to same period in 2017.
- In Q3 2018, EBITDA amounted to DKK -2.7 million, and EBITDA in Q1-Q3 2018 amounted to DKK -8.7 million.
- At the end of Q3 2018, cash position amounted to DKK 15.6 million (DKK 23.9 million, inclusive of trade receivables and trade payables).



Expectations for the full year

- Due to a strong pipeline Agillic is confident that expectations for the full-year 2018 of an increase in year-end 2018 Annual Recurring Revenue (ARR) to DKK 46-50 million, corresponding to a 40-50% increase compared to year-end 2017, along with an EBITDA of DKK -5 to -10 million are met.

Key Performance Indicators

- At the end of Q3 2018 Annual Recurring Revenue (ARR) amounted to DKK 41.9 million, which corresponds to a 79% increase compared to 30 September 2017 and 26% compared to 31 December 2017
- In Q3 2018, ARR increased with DKK 3.2 million compared to Q2 2018, while the increase compared to the end of 2017 amounted to DKK 8.7 million.

Highlights of the third quarter 2018

- New UK sales force signed the first client
- TDC, Jyske Bank and Amedia were among the new clients in the Nordics
- Agillic formed strategic partnerships with, e.g. IMPACT Extend, Intermail, CoolGray and Lifted
- The company hired core competencies in Sales, R&D and Support to ensure the competitive position of our product as a state-of-the-art AI-powered marketing automation solution, including Kim Elsass as Head of Global Partner Programs.

Further information

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Webcast

The company is conducting a webcast November 7, 2018, at 3 p.m. CET

For registration and presentation slides, please visit www.agillic.com/investor

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About Agillic A/S

Agillic is a Danish software company helping marketers to maximise the use of data and translate it into relevant and personalised communication establishing strong relations between people and brands. Our platform uses AI (Artificial Intelligence) to analyse data and to enhance the business value of customer communication. By combining data-driven customer insights with the ability to execute personalised 1-1 communication we provide our clients with a head-start in the battle of winning markets and customers. We do that for clients such as Banco Santander, Egmont Publishing, Matas, Vita, and Storytel.

Besides the HQ in Copenhagen Agillic has a sales office in London, England and a development unit in Kiev, Ukraine.

For further information, please visit www.agillic.com

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