

Overall update

Q4 was heavily impacted from new lock down and travel restrictions caused by the Covid-19 pandemic.

We are mainly impacted from delay in deployment of test projects in BBHS and ITS, and we do not expect "normalisation" before Q2 2021.

The Group experiences significant growth in new leads, which confirm our hypotheses that the Covid-19 will be an advantage for the Group, where many airports focus on identifying new initiatives to improve their operational efficiency and stimulate passengers spending.

We are doing significant progress in maturing our new X-Ray scanner and have been awarded additional soft funding from governmental innovation funds to improve our concept in terms of Artificial Intelligence.

The Group is at the early stage to build global sales, supply chain and after sales structures, and has become obvious that we hold a significant potential in cross synergies, by joint effort, compared to individual building from each business unit, which will be incorporated in future strategy

Management is currently evaluating the group structure to create a more transparent ownership structure in relation to attract the necessary funding for the future including consideration for an IPO process.

Financial

The full year result will deviate negatively from the budget, caused by two major events:

- (i) BBHS is expecting a negative deviation from budget of approximately DKK 15 m due to postponed revenue from ongoing projects; and
- (ii) Projects are delayed due to Covid-19 closedown.

Group financial costs including funding related costs are expected to be approximately DKK 10 m higher compared to the latest forecast and are mainly linked to the latest investor injection of DKK 40 m in new equity and higher than expected cost related to the first issuing of Bond in beginning of the year.

Operating expenses lower than budget (however, in line with latest forecast) are due to a lower activity level than planned.

The cash position is way stronger as planned and funding for the operation is almost covering the need for operational expense still end of 2021. The entire order stock is currently at DKK 90 m and the prospect for significant more orders in the coming months looks promising.

Management hold great confidence in the forecast for the next 12-18 months.

Commercial

- We are facing 12-16 months delay in deployment of a large UK project due to the lockdown in UK including contraction work
- Deployment in project in Germany is under way and the initial test create additional requests, which we hope to convert to additional orders. The project is a cooperation with an airport and the German working environment authority. This project is getting a lot of attention from all larger German airports, and full deployment is expected to be operational during Q2 2021.
- Order closing on a very large project in Aisa, which is expected to be finalised in Q2 2021
- Additional 3 projects are in closing mode in Middle East and USA.
- Tender proposal in cooperation with the world largest baggage infrastructure provider made for a large Nordic project. The results of this tender is expected to be published by the end of Q2 2021.
- In cooperation with two large international airports, BBHS is joining a cooperation of 3 other companies to develop autonomous driving technology

Operation & Development

- Manufacturing for the UK project have been initiated to keep the timeline for deployment. The decision is closely made together with the airport hoping, that the Covid-19 restrictions will be lifted according the UK reopening plan.
- We are working on expanding our manufacturing capacity to avoid bottlenecks, if all current projects under closing process are converted to orders during Q2 2021 and Q3 2021.
- An intensive work is made to simplify and "standardise" our electronic/software part of our concept in cooperation with our suppliers

Organisation

- We are facing bottlenecks in our business development, once the travel restrictions are lifted, the number of new requested feasibility studies exceeds our current capacity. We will explore additional upscaling as the travel restrictions are getting lifted.
- We are currently looking for a software architect to improve our in-house capability.

Commercial

- Certification/market entry expected early Q3 2021
- USA: first order confirmed and signed in 2019. First payment received at time of order
- Europe: 3 airports ready, based on LOI's signed. Confirmed orders when scanner is certified
- MENA: 2 pilot agreements pending travel restrictions to be lifted

Operation & Development

- ECAC certification (EU and rest of world): test slot confirmed in Q3 2021
- TSA certification (US): Dialog intensified with lobbyist Lam Lha. Collaboration agreement with TSA being drafted
- Based on testing of reconstruction capabilities at DTU, final design of certifiable scanner was frozen in early October 2020. Detailed hand over to new assembly facility Treco A/S done. Construction engineering initiated on 2 November 2020. Detectors delivered and sources ordered to be delivered early 2021
- First FAT and pre-certification testing of the A2 scanner Q2 2021
- Innobooster application approved. Exruptive receives grant of DKK 4.3 m in quarterly share payments over the next 18 months from Feb 2021. Project to further improve our deep learning capabilities improving detection and speed up the data process, and not least, lower the product cost substantially
- Fasttrack to Innovation project half-way report handed in November 2020. Releases DKK 1.7 m grant by Q1 2021
- Further soft funding of approximately DKK 1.3 m confirmed for Q1 2021

Organisation

- Two new mechanical engineers (one replacement) and one SW Product Owner (replacement) onboarded to accelerate hand over process and mechanical assembly process as well as to further industrialize the detection SW
- Dispute with InnospeXion is settled and closed
- All old external debt redeemed, and funding secured until end of 2021 including build of the certifiable scanner

Commercial

- US: San Diego Airport pilot confirmed. Project started 19 November 2020. Negotiations with two big mall owners ongoing, one with planned closure January 2021. All projects ordered and funded by US partner OVL
- Turkey: ongoing commercial pilot still paused due to Covid-19. Resumption unknown. Airport dialog postponed to 2021
- MENA: retail pilot confirmed with initial planning started. One retail pilot pending. Dialog with two new airports, one airport pilot still pending. Delays due to the Covid-19. Pilot projects ordered and funded by MENA partner Emaratech
- Europe: Operational pilot ongoing. Two airport pilot agreements being negotiated. The closure delayed due to the Covid-19. One airport tender in process
- India: Airport pilot confirmed in 2021

Operation & Development

- Agreement signed with Finnish indoor positioning provider, Indoor Atlas, signed. Piloting ongoing with promising results
- Partnership with world leading travel retail analyst M1nd-Set established to strengthen ITS' competitive edge by adding data analyst skills to our proposition
- More simple solutions for charging, casing and tablets are now being sourced. This will bring down product cost with at least 25%
- Development of Exruptive passenger and operator interfaces have been initiated

Organisation

- New UX designer to support development of the Exruptive interfaces onboarded December 2020
- We expect postponement of payments from customers/partners due to Covid-19 from 2020 to 2021 of DKK approx. 4 mill
- All old external debt is redeemed, and funding of 2021 operations secured

Quarterly Report

Q4 2020



CPHI Group P&L

1.000 Kr.	2020 Oct-Dec Actual	2020 Oct-Dec Budget	2020 Oct-Dec Index	2020 YTD Dec Actual	2020 YTD Dec Budget	2021 Year Budget	2022 Year Budget	2023 Year Budget	2024 Year Budget
PROFIT & LOSS									
REVENUE									
TURNOVER	(3,301)	7,155	(46)	(3,587)	8,061	25,601	262,508	814,151	1,507,753
RECURRING	-	-	-	-	-	-	-	-	-
TOTAL REVENUE	(3,301)	7,155	(46)	(3,587)	8,061	25,601	262,508	814,151	1,507,753
DIRECT COSTS									
COGS	(517)	2,705	(19)	(2,669)	4,026	21,935	186,350	580,908	1,071,267
DIRECT COSTS PROJECT	1,712	1,523	112	3,095	2,943	-	-	-	-
GROSS MARGIN I	(4,496)	2,927	(154)	(4,012)	1,091	3,666	76,158	233,243	436,486
EXPENSES									
TOTAL SELLING	699	1,705	41	1,448	2,613	9,330	9,861	21,844	40,218
TOTAL MANAGEMENT	1,310	3,056	43	2,618	6,732	12,983	13,442	31,873	58,349
TOTAL ADMIN	2,207	5,520	40	8,017	10,620	15,063	17,516	37,089	65,416
TOTAL R&D	143	186	77	320	372	2,875	6,209	16,307	28,395
TOTAL EXPENSES	4,358	10,468	42	12,403	20,337	40,252	47,028	107,112	192,378
PROFIT / LOSS									
EBITDA	(8,853)	(7,540)	117	(16,416)	(19,246)	(36,586)	29,130	126,131	244,108
TOTAL DEPRECIATION	722	(352)	(205)	987	634	-	-	-	-
EBIT	(5,972)	(7,188)	83	(13,800)	(19,880)	(36,586)	29,130	126,131	244,108
TOTAL FINANCIAL INCOME	15,887	42	38,253	17,398	83	-	-	-	-
TOTAL FINANCIAL EXPENSES	26,389	2,326	1,134	32,028	4,154	16,000	6,000	3,000	2,000
EBT	(16,134)	(9,096)	177	(28,091)	(23,697)	(52,586)	23,130	123,131	242,108

Quarterly Report

Q4 2020

BBHS P&L

1.000 Kr.	2020 Oct-Dec Actual	2020 Oct-Dec Budget	2020 Oct-Dec Index	2020 YTD Dec Actual	2020 YTD Dec Budget	2021 Year Budget	2022 Year Budget	2023 Year Budget	2024 Year Budget
PROFIT & LOSS									
REVENUE									
TURNOVER	-	7,127	-	-	8,033	8,000	180,000	257,000	505,000
RECURRING	-	-	-	-	-	-	-	-	-
TOTAL REVENUE	-	7,127	-	-	8,033	8,000	180,000	257,000	505,000
DIRECT COSTS									
COGS	105	3,017	3	1,542	4,650	15,000	124,000	166,000	326,000
DIRECT COSTS PROJECT	768	249	308	1,221	532	-	-	-	-
GROSS MARGIN I	(873)	3,861	(23)	(2,763)	2,851	(7,000)	56,000	91,000	179,000
EXPENSES									
TOTAL SELLING	429	702	61	854	1,107	3,757	3,983	7,963	16,061
TOTAL MANAGEMENT	436	470	93	1,036	1,619	3,698	3,780	8,914	19,631
TOTAL ADMIN	1,067	2,137	50	2,408	3,996	7,135	8,225	17,393	32,653
TOTAL R&D	-	-	-	-	-	1,726	3,315	7,915	14,482
TOTAL EXPENSES	1,931	3,309	58	4,298	6,722	16,317	19,303	42,185	82,827
PROFIT / LOSS									
EBITDA	(2,804)	552	(508)	(7,061)	(3,871)	(23,317)	36,697	48,815	96,173
TOTAL DEPRECIATION	513	(352)	(146)	779	634	-	-	-	-
EBIT	(3,317)	904	(367)	(7,839)	(4,505)	(23,317)	36,697	48,815	96,173
TOTAL FINANCIAL INCOME	0	0	4	0	0	-	-	-	-
TOTAL FINANCIAL EXPENSES	5,140	991	519	5,808	1,825	12,000	4,000	2,000	1,000
EBT	(8,117)	291	(2,793)	(13,308)	(6,076)	(35,317)	32,697	46,815	95,173

BBHS Balance Sheet

2020

YTD Dec

Actual

BALANCE SHEET

ASSETS

TOTAL FIXED ASSETS	12,634
TOTAL RECEIVABLES	964
TOTAL WIP	-
TOTAL CASH	2,583
OTHER CURRENT ASSETS	-
TOTAL ASSETS	16,180

LIABILITIES

TOTAL EQUITY INCL. FY	(14,458)
TOTAL TAXES	-
SUBORDINATED DEBT	(7,912)
TOTAL LONG TERM DEBT	10,628
TOTAL OVERDRAFT	-
TOTAL SHORT TERM DEBT	20,011
TOTAL LIABILITIES	16,180

Quarterly Report

Q4 2020

exruptive

Exruptive P&L

1.000 Kr.	2020 Oct-Dec Actual	2020 Oct-Dec Budget	2020 Oct-Dec Index	2020 YTD Dec Actual	2020 YTD Dec Budget	2021 Year Budget	2022 Year Budget	2023 Year Budget	2024 Year Budget
PROFIT & LOSS									
REVENUE									
TURNOVER	18	-	-	29	-	16,688	52,448	472,032	879,696
RECURRING	-	-	-	-	-	-	-	-	-
TOTAL REVENUE	18	-	-	29	-	16,688	52,448	472,032	879,696
DIRECT COSTS									
COGS	(963)	(108)	889	(1,260)	(217)	7,385	40,399	356,259	664,549
DIRECT COSTS PROJECT	1,037	1,011	103	1,723	1,886	-	-	-	-
GROSS MARGIN I	(57)	(903)	6	(434)	(1,669)	9,303	12,049	115,773	215,147
EXPENSES									
TOTAL SELLING	176	664	27	274	827	3,149	3,436	10,560	18,852
TOTAL MANAGEMENT	454	515	88	806	971	3,846	4,058	14,953	28,664
TOTAL ADMIN	(362)	2,147	(17)	2,854	4,187	3,718	4,487	13,533	24,392
TOTAL R&D	143	186	77	320	372	908	1,953	6,768	11,638
TOTAL EXPENSES	411	3,512	12	4,254	6,357	11,621	13,934	45,814	83,547
PROFIT / LOSS									
EBITDA	(468)	(4,415)	11	(4,687)	(8,027)	(2,318)	(1,885)	69,959	131,600
TOTAL DEPRECIATION	209	-	-	209	-	-	-	-	-
EBIT	(676)	(4,415)	15	(4,896)	(8,027)	(2,318)	(1,885)	69,959	131,600
TOTAL FINANCIAL INCOME	3	-	-	3	-	-	-	-	-
TOTAL FINANCIAL EXPENSES	6,832	1,221	559	8,019	2,101	4,000	2,000	1,000	1,000
EBT	(7,505)	(5,636)	133	(12,912)	(10,128)	(6,318)	(3,885)	68,959	130,600

Exruptive Balance Sheet

2020

YTD Dec

Actual

BALANCE SHEET

ASSETS

TOTAL FIXED ASSETS	25,290
TOTAL RECEIVABLES	(2,264)
TOTAL WIP	-
TOTAL CASH	5
OTHER CURRENT ASSETS	-
TOTAL ASSETS	23,031

LIABILITIES

TOTAL EQUITY INCL. FY	(31,303)
TOTAL TAXES	(1,023)
SUBORDINATED DEBT	-
TOTAL LONG TERM DEBT	33,741
TOTAL OVERDRAFT	-
TOTAL SHORT TERM DEBT	21,616
TOTAL LIABILITIES	23,031

Quarterly Report

Q4 2020



ITS P&L

1.000 Kr.	2020 Oct-Dec Actual	2020 Oct-Dec Budget	2020 Oct-Dec Index	2020 YTD Dec Actual	2020 YTD Dec Budget	2021 Year Budget	2022 Year Budget	2023 Year Budget	2024 Year Budget
PROFIT & LOSS									
REVENUE									
TURNOVER	284	28	1,019	(3,616)	28	2,913	35,060	120,119	188,057
RECURRING	-	-	-	-	-	-	-	-	-
TOTAL REVENUE	284	28	1,019	(3,616)	28	2,913	35,060	120,119	188,057
DIRECT COSTS									
COGS	341	(204)	(167)	(2,951)	(407)	1,550	26,951	93,649	145,718
DIRECT COSTS PROJECT	(105)	263	(40)	127	526	-	-	-	-
GROSS MARGIN I	48	(31)	(154)	(792)	(90)	1,363	8,110	26,470	42,340
EXPENSES									
TOTAL SELLING	63	300	21	256	599	2,345	2,361	3,235	5,225
TOTAL MANAGEMENT	391	542	72	714	1,084	1,655	1,697	2,745	4,680
TOTAL ADMIN	584	677	86	800	1,331	2,460	2,961	4,220	6,410
TOTAL R&D	-	-	-	-	-	241	942	1,624	2,274
TOTAL EXPENSES	1,038	1,518	68	1,770	3,014	6,701	7,961	11,823	18,589
PROFIT / LOSS									
EBITDA	(990)	(1,549)	64	(2,562)	(3,104)	(5,338)	149	14,646	23,751
TOTAL DEPRECIATION	-	-	-	-	-	-	-	-	-
EBIT	(990)	(1,549)	64	(2,562)	(3,104)	(5,338)	149	14,646	23,751
TOTAL FINANCIAL INCOME	22	-	-	22	-	-	-	-	-
TOTAL FINANCIAL EXPENSES	939	74	1,277	1,206	147	-	-	-	-
EBT	(1,907)	(1,623)	117	(3,745)	(3,251)	(5,338)	149	14,646	23,751

ITS Balance Sheet

2020

YTD Dec

Actual

BALANCE SHEET

ASSETS

TOTAL FIXED ASSETS	4,285
TOTAL RECEIVABLES	262
TOTAL WIP	-
TOTAL CASH	913
OTHER CURRENT ASSETS	3,321
TOTAL ASSETS	8,781

LIABILITIES

TOTAL EQUITY INCL. FY	(7,526)
TOTAL TAXES	-
SUBORDINATED DEBT	-
TOTAL LONG TERM DEBT	4,248
TOTAL OVERDRAFT	-
TOTAL SHORT TERM DEBT	12,059
TOTAL LIABILITIES	8,781

Quarterly Report

Q4 2020



CPHI P&L (stand alone)

1.000 Kr.	2020 Oct-Dec Actual	2020 Oct-Dec Budget	2020 Oct-Dec Index	2020 YTD Dec Actual	2020 YTD Dec Budget	2021 Year Budget	2022 Year Budget	2023 Year Budget	2024 Year Budget
PROFIT & LOSS									
REVENUE									
TURNOVER	(3,603)	-	-	-	-	(2,000)	(5,000)	(35,000)	(65,000)
RECURRING	-	-	-	-	-	-	-	-	-
TOTAL REVENUE	(3,603)	-	-	-	-	(2,000)	(5,000)	(35,000)	(65,000)
DIRECT COSTS									
COGS	-	-	-	-	-	(2,000)	(5,000)	(35,000)	(65,000)
DIRECT COSTS PROJECT	8	-	-	14	-	-	-	-	-
GROSS MARGIN I	(3,611)	-	-	(14)	-	-	-	-	-
EXPENSES									
TOTAL SELLING	21	20	106	38	40	79	80	85	79
TOTAL MANAGEMENT	20	1,510	1	37	3,020	3,783	3,907	5,262	5,375
TOTAL ADMIN	725	429	169	1,704	853	1,750	1,843	1,942	1,961
TOTAL R&D	-	-	-	-	-	-	-	-	-
TOTAL EXPENSES	766	1,959	39	1,780	3,913	5,613	5,830	7,290	7,415
PROFIT / LOSS									
EBITDA	(4,377)	(1,959)	223	(1,794)	(3,913)	(5,613)	(5,830)	(7,290)	(7,415)
TOTAL DEPRECIATION	-	-	-	-	-	-	-	-	-
EBIT	(774)	(1,959)	40	1,809	(3,913)	(5,613)	(5,830)	(7,290)	(7,415)
TOTAL FINANCIAL INCOME	15,861	-	-	17,371	-	-	-	-	-
TOTAL FINANCIAL EXPENSES	13,173	-	-	16,677	-	-	-	-	-
EBT	1,914	(1,959)	(98)	2,503	(3,913)	(5,613)	(5,830)	(7,290)	(7,415)

CPHI Balance sheet (stand alone)

	2020
	YTD Dec
	Actual
BALANCE SHEET	
ASSETS	
TOTAL FIXED ASSETS	172,595
TOTAL RECEIVABLES	36,172
TOTAL WIP	-
TOTAL CASH	29,599
OTHER CURRENT ASSETS	-
TOTAL ASSETS	238,366
LIABILITIES	
TOTAL EQUITY INCL. FY	116,824
TOTAL TAXES	(18)
SUBORDINATED DEBT	32,888
TOTAL LONG TERM DEBT	-
TOTAL OVERDRAFT	-
TOTAL SHORT TERM DEBT	45,374
TOTAL LIABILITIES	238,366