

Press release  
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## **Risk Intelligence A/S doubles its addressable market for security intelligence on threats and risks in global high-risk areas**

***Risk Intelligence A/S (“Risk Intelligence”) today announces the launch of its on-line Client Portal that allows a large, new group of smaller clients to easily buy individual threat- and risk assessments.***

Risk Intelligence provides intelligence-led advisory services on security threats and risks that enables clients to assess, plan and execute operations in areas of risks. Generally, the clients are among the medium to large operators at sea or in ports. Acquiring a full subscription to the Risk Intelligence System (MaRisk+PortRisk) service has been difficult to justify for the other 50% of the market consisting of many hundreds of smaller companies, that wish to acquire individual risk intelligence assessments covering single locations or voyages on behalf of their charterers.

To address this major need, Risk Intelligence is now launching its Client Portal (which is a client-only area with a B2B web-shop) for self-service on-line purchase of risk intelligence services initially covering individual ports and cities from PortRisk. Later, the Client Portal will include elements from MaRisk and LandRisk such as country and sea zone threat assessments, which will enable smaller clients to also configure threat and risk assessment for end-to-end journeys through a dynamic, limited access to the Risk Intelligence System.

While very attractive to clients in need of limited location coverage, the individual port assessment will be relatively more expensive than the price paid per port by clients having acquired the full Risk Intelligence System on a subscription basis. For comparison the full system includes 100’s of ports, sea-routes and other hot-spots with added key-client features such as the DutyOps hotline 24/7/365 as part of the service. Every sale of individual ports will add revenue with very limited or no associated cost, hence it will contribute directly to added bottom line profits. In addition, it will serve as an appetizer and pipeline generator for new clients that may benefit from a gradual conversion to subscription to the full Risk Intelligence System. Due to the pricing structure, no cannibalization of existing clients is likely to occur.

The product range of the on-line Client Portal starts at access to one single port for 30 days at a price of EUR 595. It is expected that the additional revenue will be limited during 2018, however with increasing online marketing and sales of services throughout 2019 and 2020, the Client Portal is expected to contribute significantly to the expected doubling of the existing maritime business (excluding LandRisk) in the next 2 years.

“The new Risk Intelligence Client Portal is an important part of our growth story. Many customers have expressed a need to quickly access our services for specific ports and areas and with the new Client Portal this is now possible. With this new offering, and soon also with the use of new advanced technology, we continue to rethink and develop the way security threat and risk assessments are delivered to the industry” says Hans Tino Hansen, CEO of Risk Intelligence

This information is information that *Risk Intelligence A/S* is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication through the agency of the contact persons set out below, on 31 October 2018.

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**Web page and social media:**

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LinkedIn: [www.linkedin.com/company/risk-intelligence](http://www.linkedin.com/company/risk-intelligence)

Facebook: [www.facebook.com/riskstaff](http://www.facebook.com/riskstaff)

*Risk Intelligence A/S was founded in 2001 by Hans Tino Hansen. The company has evolved into becoming a prominent company in security risk management by delivering threat and risk assessments globally. Risk Intelligence assists its customers and partners through offices north of Copenhagen as well as representatives in Europe, Asia and North America. The business has been designed with international scalability in mind and the company is globally regarded as experts in its field of business. Risk Intelligence provides a digital platform (Risk Intelligence System MaRisk + PortRisk) that allows clients to monitor global security risks to enable businesses to plan, and implement missions in risk areas. Risk Intelligence is listed at Spotlight Stock market [RISK].*