

Risk Intelligence A/S Q2 revenue up by 58%

Risk Intelligence A/S (“Risk Intelligence” or “the Company”) reports 58% growth in revenue in Q2 2021 compared to Q2 2020 and 29% growth in H1 2021 compared to H1 2020.

Risk Intelligence (RISK) has increased revenue in Q2 2021 by 58% (2,822,464 DKK) compared to Q2 2020 (1,86,612 DKK). Subsequently, revenue in H1 2021 increased by 29% (DKK 7,062,063) compared to H1 2020 (DKK 5,494,770).

Q2 boosted by growth in orders and in size

The 58% growth in Q2 was mainly a combination of new license agreements for the Risk Intelligence System and clients increasing size of existing license agreements as well as a significant increase in Advisory Services (bespoke and semi-bespoke reports).

No churn in Q2 – renewal rate at 100%

With a renewal rate of 100% (churn 0%) in Q2 and a total renewal rate for 1H 2021 of 98,2% (churn 1,8%) Risk Intelligence continues to maintain and develop strong relationships with its clients. This is the foundation for long term growth.

Total ARR growth of 24%

Risk Intelligence reaches a total ARR (Annual recurring Revenue) of DKK 14,072,588, a growth of 24% compared to Q2 2020 (DKK 11,389,352).

Restated ARR figures increases transparency

Risk Intelligence has restated the way ARR is presented and separated Risk Intelligence System ARR from Total ARR (System revenue and intelligence reports) and has revised recent ARR figures to enable comparison:

DKK '000	System ARR	Total ARR
Q2 2020	11.023	11.389
Q2 2021	12.544	14.073
Growth	1.521	2.683
Growth in %	14%	24%
Q1 2020	11.151	11.960
Q1 2021	12.314	13.740
Growth	1.162	1.780
Growth in %	10%	15%

DKK '000	System ARR	Total ARR
2019	10.218	11.147
2020	12.767	13.895
Growth	2.550	2.749
Growth %	25%	25%

CEO Hans Tino Hansen says

It is with pride and pleasure that we present this significant increase in our top line growth. Our numbers are a testament that our process and skillset are appreciated by our clients.

We managed to exceed our objectives of recovering lost revenue from Q2 2020 and increased total revenue with 58% for the second quarter and 29% for the first six months. The increase is based both on new clients signing up for the Risk Intelligence System and existing clients adding more to their licenses as well as a significant increase in bespoke and semi-bespoke Advisory Services.

With the increased business pipeline for both maritime and land-based business I am confident that we are on track to deliver on our targets for 2021.

The full H1 2021 interim report will be published 18 August 2021.

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 person set out below, on 6 July 2021.

For more information on services and the Risk Intelligence System:

Please watch our corporate video: [Knowing Risk](#)

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Risk Intelligence A/S was founded in 2001 by Hans Tino Hansen. The company has evolved to become a prominent company in security risk management by delivering threat and risk assessments worldwide. Risk Intelligence operates and assists customers and partners from headquarters located north of Copenhagen, the office in Singapore as well as through representatives in Europe, Asia and North America. The business model is designed with international scalability in mind and the company is globally regarded as an expert in its field. Risk Intelligence's core product is the 'Risk Intelligence System (MaRisk + PortRisk + LandRisk)', a digital solution that allows clients to monitor global security risks and enables them to plan and implement missions in risk areas. Risk Intelligence is listed on the Spotlight Stock market [RISK].