

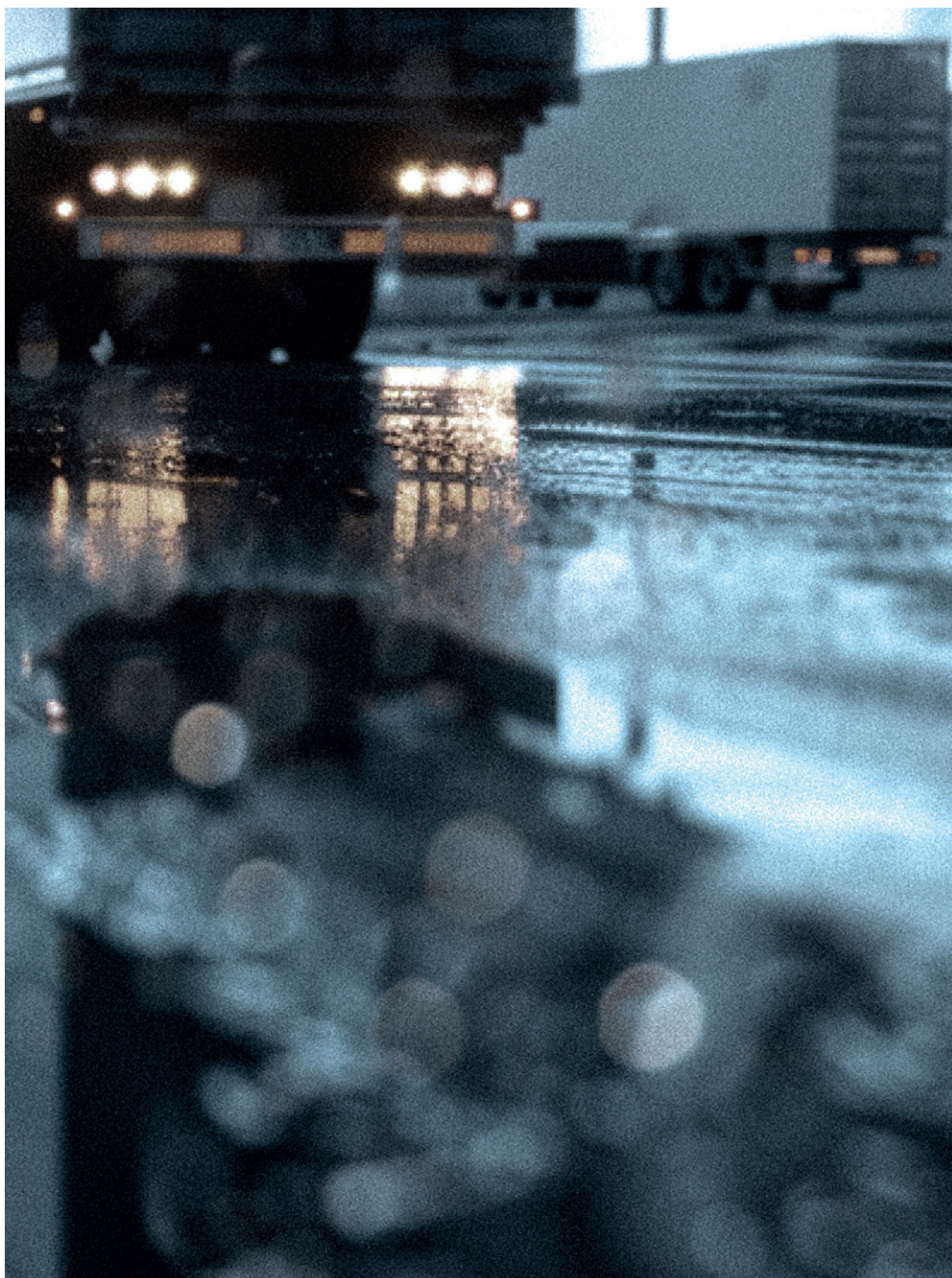


Q3 2025 Interim Report

1 January 2025 – 30 September 2025

Risk Intelligence A/S
Strandvejen 100, 2900 Hellerup
CVR 27475671

RiskIntelligence



Q3 2025 Interim Report

1 January 2025 – 30 September 2025

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In this document, the following definitions shall apply unless otherwise specified:

“the Company” or “Risk Intelligence” refers to Risk Intelligence A/S, CVR number 27475671.



Highlights

Total revenue

Q3 +9%
YTD +12%

System ARR

-1%

Churn

7.5%

NRR

80%

EBITDA

Q3 +758 Dkkt
YTD +1,042 Dkkt

Total costs

Q3 -2%
YTD -3%



CEO story

The third quarter has resulted in a positive EBITDA of 758K DKK based on a growth in revenue of 9% and a decrease in costs of 3% compared to Q3 2024. The EBITDA is positive for the third consecutive quarter in a row and now totals 1,042M DKK for the first nine months of 2025.

The spread between growth in revenue and growth in costs has been 15% for the first nine months of 2025, which is lower than the spread for the first six months, but still a strong trend indicator of the journey towards positive EBITDA and ultimately profit. This is mainly derived from the high operational leverage.

Due to the termination of a major US government contract, there is a significant one-off churn resulting in an aggregated churn of 7.5% substantially over

the normal churn levels. It impacted directly on the invoiced revenue that decreased invoiced revenue with 12% and resulted in a net decrease in growth of ARR with 1% (797K DKK). Due to the budgetary situation in the United States, we are unable to determine at this time whether the contract can be reinstated during the US fiscal year ending 30 September 2026.

The recurring revenue is otherwise increasing on a steady basis with upsell with most contracts, and while the above termination is a one-off setback, the recurring revenue continues to be the main engine as we can witness from the many renewals already finalised during early Q4.

During end-Q3 we also saw our partner Navtor launch the first product layer with Risk Intelligence System

data for their vessel onboard system, NavStation. This is an important step in our strategy to widen and deepen our markets, where this is an example of a deepening in existing markets composed mainly of commercial maritime (shipping) and energy.

During Q3 we have signed new clients for the Risk Intelligence system in both the commercial maritime and energy segments as well as several new clients for Advisory Services within Government & Defence as well as from Energy.

Hans Tino Hansen
CEO
Risk Intelligence A/S

Key figures and selected financial posts

DKK '000	Q3 '25	Q3 '24	Q1-Q3 '25	Q1-Q3 '24	FY 2024
Net sales (invoiced)	6,005	6,802	18,065	18,086	27,589
Growth (invoiced net sales)	-12%	48%	0%	40%	24%
Gross margin (SaaS)*)	93.3%	91.5%	94.3%	94.1%	94.8%
Gross profit (SaaS)*)	6,682	6,036	19,601	17,016	26,141
System ARR	22,857	23,155	22,857	23,155	23,416
ARPU	169	171	169	171	169
Churn	7.5%	N/A	7.5%	0.2%	1.4%
NRR	80%	164%	-	-	124%
Net sales (recognised)	7,165	6,594	20,790	18,517	25,434
Growth (recognised net sales)	9%	32%	12%	29%	30%
Gross profit (Reporting)	4,982	4,259	14,544	11,092	14,641
Operating profit (EBITDA)	758	65	1,042	-1,790	-3,202
Profit after financial items	-1,252	-1,713	-4,727	-6,730	-10,910
Profit/loss for the period	-939	-1,336	-3,640	-5,249	-8,553
Total assets	37,460	36,764	37,460	36,764	38,507
Operating margin	11%	-1%	5%	-10%	-13%
Cash flow from operating activities	-383	-1,479	-5,484	1,992	-3,832
Cash flow from investing activities	-390	-801	-1,252	-1,700	-1,873
Cash flow from financing activities	865	2,051	6,028	2,525	6,536
Cash flow net	91	-228	-708	236	831
Equity ratio	N/A	N/A	N/A	N/A	N/A
Number of registered shares	25,986,757	25,986,757	25,986,757	25,986,757	25,986,757
Earnings per share**)	-0.04	-0.05	-0.14	-0.15	-0.32
Number of employees	29	29	29	29	29

Statement by the board of directors

The Board of Directors provide their assurance that the interim report provides a fair and true overview of the Company's operations, financial position and results.

Hellerup, 19 November 2025

Jan Holm – Chairman of the Board

Hans Tino Hansen – Board member and CEO

Stig Streit Jensen – Board member

Jens Munch Holst – Board member

Jens Lorens Poulsen – Board member

FINANCIAL OUTLOOK

System ARR in 2025 is expected to be at a range of 26.9M-30.4M (15-30% growth). Considering the uncertainty in financial markets including exchange rates volatility and revenue timing and recognition of one project, the target for Net result is negative 3.2M-4.2M.

GUIDANCE 2025 (Unchanged)

- ARR Growth: 15-30%
- System ARR: 26.9M-30.4M DKK
- EBITDA: Positive
- Net result: Negative 3.2M-4.2M
- Net Cash flow: Positive

*) Gross profit and Gross margin (SaaS) calculation made to compare with other SaaS companies

**) Earnings per share is not adjusted for change in number of registered shares

” The third quarter has resulted in a positive EBITDA of 758K DKK based on a growth in revenue of 9% and a decrease in costs of 3% compared to Q3 2024. The EBITDA is positive for the third consecutive quarter in a row and now totals 1,042M DKK for the first nine months of 2025.



SaaS metrics

System Recurring Revenue (ARR) in Q3 2025 decreased by 298 DKK thousand (-1.3%) to DKK 22,857 thousand (Q3 2024 DKK 23,155 thousand).

The annualised renewal ratio was 92.5% with a corresponding churn of 7.5%. NRR (Net Retention Rate) was 80% for Q3 2025 (Q3 2024 164%).

The total ARR in Q3 2025 increased by 506 DKK thousand (2.1%) to DKK 24,849 thousand (Q3 2024 DKK 24,342 thousand).

Risk Intelligence SaaS metrics 2021 – 2025

DKK '000	Q3 '25	Q3 '24	2024	2023	2022	2021
System ARR	22,857	23,155	23,416	19,488	15,334	
System ARR Net increase	-298	5,042	3,927	4,154	N/A	
ARR Growth	-1%	28%	20%	24%	N/A	
Total ARR	24,849	24,342	25,007	20,604	16,373	
ARR Net increase	506	5,143	4,403	4,231	N/A	
ARR Growth	2%	27%	21%	27%	N/A	
ARPU	169	171	169	154	151	138
Renewal Ratio (annualised)	92.5%	99.8%	98.6%	99.4%	97.6%	96.8%
Churn (annualised)	7.5%	0.2%	1.4%	0.6%	2.4%	3.2%
NRR	80%	164%	124%	127%	111%	115%

Risk Intelligence System SaaS metrics 2024 (maritime vs. land-based)

DKK '000	Total	Maritime	Land-based
ARR System	23,416	-	-
ARR growth System	20%	-	-
ARPU System	169	169	300*
Churn	1.4%	1.4%	0%
LTV	-	1,538*	2,505**
CAC	-	56	120
Recover CAC	-	0.3 years	0.4 years
LTV/CAC	-	28.0	20.9
TAM	-	528M****	4,000M****

* Estimated

** 7.96 years in average age in 2024

*** Based on estimated license average length being similar to MaRisk and PortRisk

**** USD 76m estimated market in 2022 for commercial market from Maritime Market opportunities report by Thetius for Risk Intelligence A/S. Government market in addition and not estimated in this study

SaaS Metric methodology

The business model is to deliver intelligence (information and data that has been collected, verified, analysed, and assessed, and thereby turned into intelligence) and not software, and as such the company is not a Software-as-a-Service (SaaS) company, but an Intelligence as a Service company. However, the core of its business is based on subscription licenses

and recurring revenue is like a SaaS company, which makes the use of SaaS metrics relevant for comparison.

One of the key metrics for SaaS companies is the Annual Recurring Revenue as it expresses the recurring value of the company’s subscriptions (Revenue). Annual Recurring Revenue (ARR) is one of the key figures and value drivers when looking at the performance of a Software as a Service (SaaS

company, because it is the foundation for evaluating the potential recurring revenue a SaaS company can generate over time.

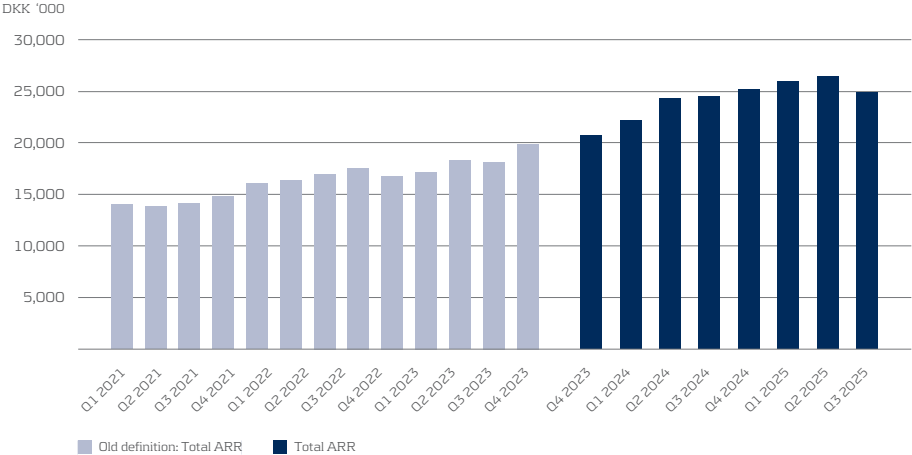
As for 2023 the definition of calculating ARR has been changed from looking backwards to looking forwards.

To compare the development quarter by quarter since 2021 for the Total ARR are shown in below tables.

Total ARR by quarters 2021 – 2025



Total ARR quarter by quarter 2021 – 2025





” During end-Q3 we also saw our partner Navtor launch the first product layer with Risk Intelligence System data for their vessel onboard system, NavStation. This is an important step in our strategy to widen and deepen our markets.

Financial Review

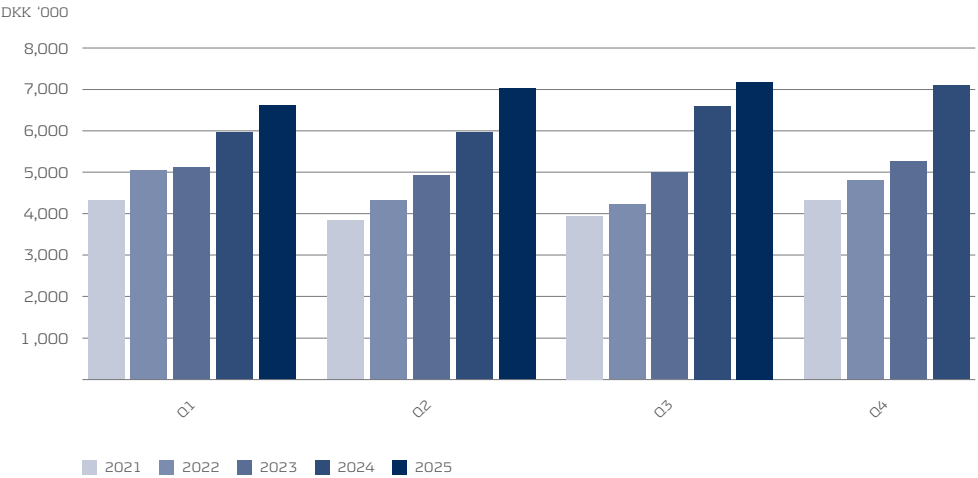
Income Statement

Total recognised revenue increased by 9% in Q3 2025 to DKK 7,165 thousand compared to Q3 2024 (DKK 6,594 thousand). Invoiced revenue decreased by 12% to DKK 6,005 thousand (Q3 2024 DKK 6,802).

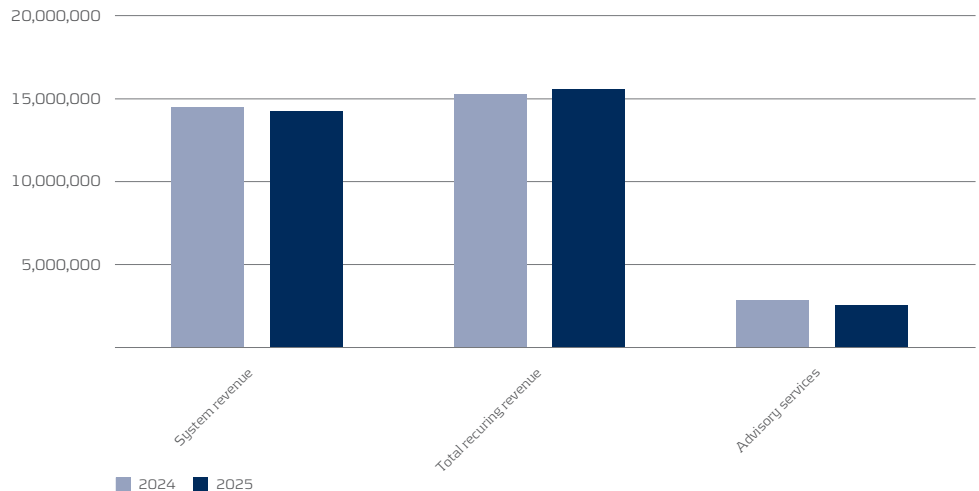
YTD 2025 total revenue increased by 12% to DKK 20,790 thousand compared to Q1-Q3 2024 (DKK 18,517). Invoiced revenue ended at DKK 18,065 thousand (Same level as YTD 2024

DKK 18,086). The total recurring revenue in Q1-Q3 2025 ended at DKK 24,849 thousand corresponding an increase of 2% compared to the same period in 2025 (YTD 2024: DKK 24,342 thousand).

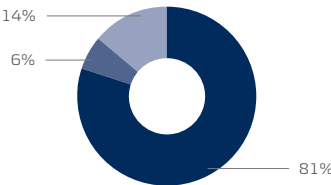
Revenue quarter by quarter 2021 - 2025



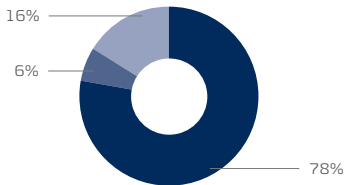
Revenue split 2024 - 2025



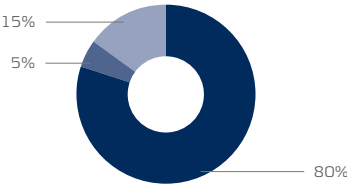
Revenue ratio Q3 2024



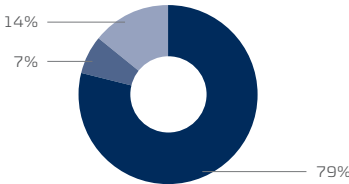
Revenue ratio Q3 2025



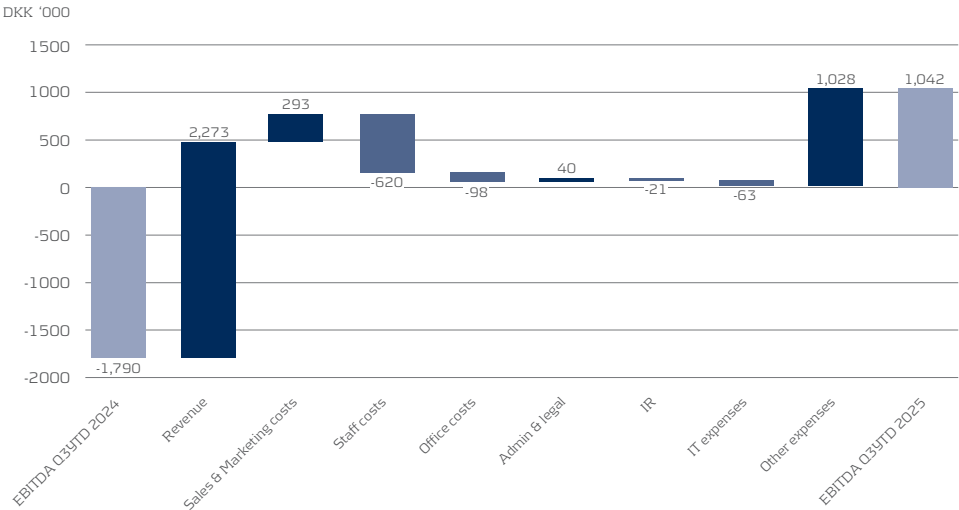
Revenue ratio 2024



Revenue ratio 2025



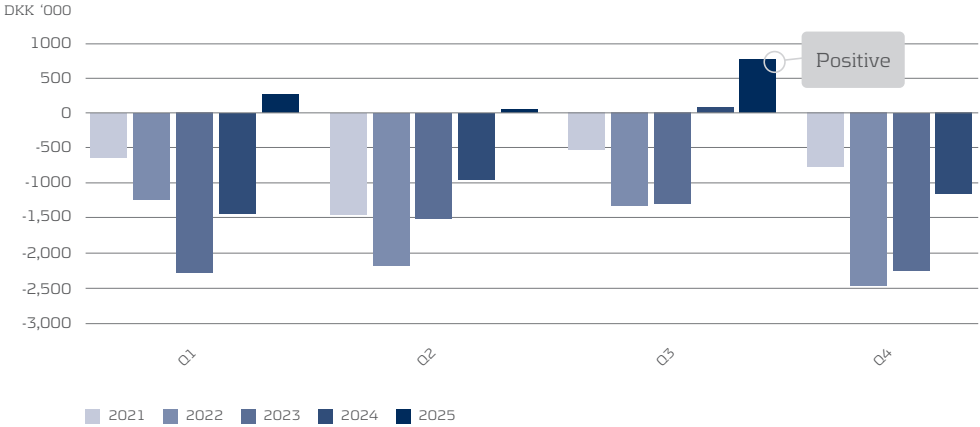
EBITDA development from 2024 - 2025



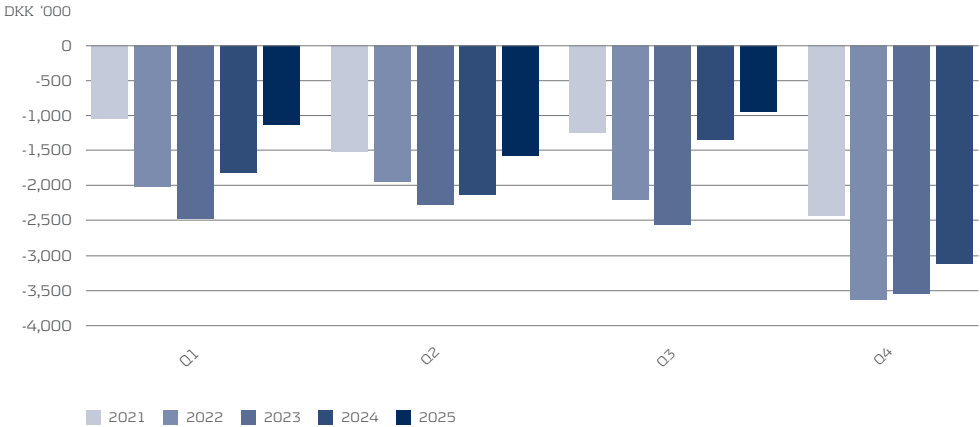
■ Increase ■ Decrease ■ Total

EBITDA Q3YTD 2024	-1,790
Revenue	2,273
Sales & Marketing costs	293
Staff costs	-620
Office costs	-98
Admin & legal	40
IR	-21
IT expenses	-63
Other expenses	1,028
EBITDA Q3YTD 2025	1,042

EBITDA quarter by quarter 2021 - 2025



Net result quarter by quarter 2021 - 2025



The gross profit increased in Q3 2025 by 17% to DKK 4,982 thousand (Q3 2024: DKK 4,259 thousand), corresponding to an increased gross margin of 70% (Q3 2024: 65%).

Calculating the gross profit as a SAAS method the gross profit increased in Q3 2025 by 11% to DKK 6,682 thousand

(Q3 2024: DKK 6,036 thousand), corresponding to an increased gross margin of 93.3% (Q3 2024: 91.5%) (see table on page 5).

Other Operating Expenses decreased further in Q3 2025 by 6% to DKK 2,183 thousand (Q3 2024: 2,335). Staff costs amounted to DKK 4,224 thousand

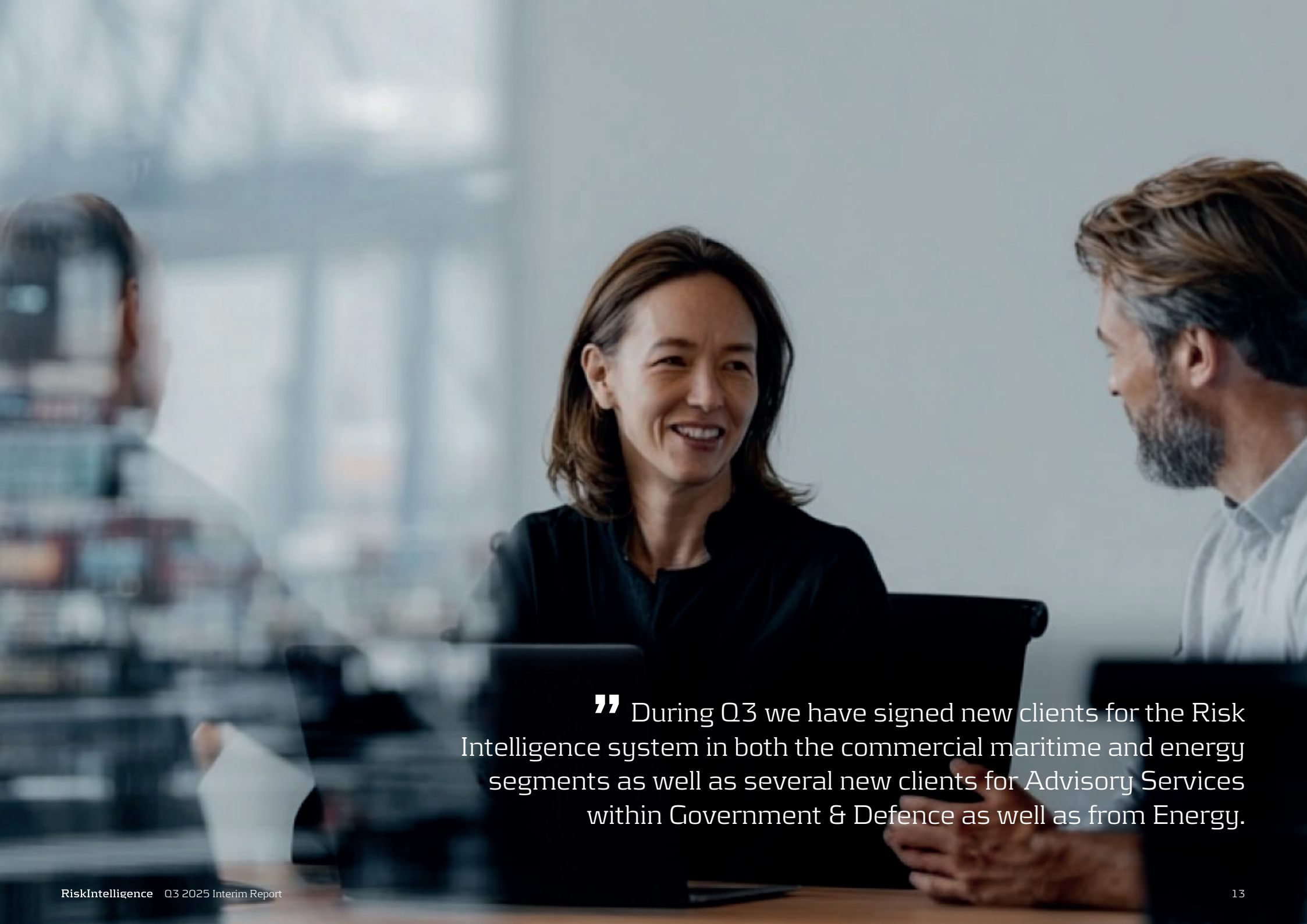
(Q3 2024: DKK 4,194 thousand which is an increase of 1%. Total costs for Q3 2025 decreased by 2% to DKK 6,407 thousand (Q3 2024: DKK 6,529 thousand).

EBITDA increased in Q3 2025 by DKK 693 thousand (1073%) to DKK 758 thousand (Q3 2024: DKK 65 thousand).

For the first nine months Other Operating Expenses decreased by 16% to DKK 6,246 thousand (Q1-Q3 2024: 7,425). Staff costs amounted to DKK 13,502 thousand (Q1-Q3 2024: DKK 12,882 thousand) which is an increase of 5%. Total costs YTD 2025 decreased by 3% to DKK 19,747 thousand (YTD 2024: DKK 20,307 thousand). EBITDA increased in Q1-Q3 2025 by DK 2,832 thousand (158%) to DKK 1,042 thousand (Q1-Q3 2024: DKK -1,790 thousand).

Income Statement 1 January – 30 September

DKK '000	Q3 '25	Q3 '24	Q1-Q3 '25	Q1-Q3 '24	FY '24
Net sales	7,165	6,594	20,790	18,517	25,434
Other operating expenses	-2,183	-2,335	-6,246	-7,425	-10,793
Gross profit	4,982	4,259	14,544	11,092	14,641
Staff costs	-4,224	-4,194	-13,502	-12,882	-17,843
Earnings before depreciation and amortization (EBITDA)	758	65	1,042	-1,790	-3,202
Depreciation / amortization of tangible and intangible fixed assets	-813	-781	-2,373	-2,359	-3,069
Profit/loss before financial items	-55	-717	-1,331	-4,149	-6,271
Financial costs	-1,196	-996	-3,397	-2,581	-4,639
Profit/loss before taxes	-1,252	-1,713	-4,727	-6,730	-10,910
Tax on profit for the year	312	377	1,087	1,481	2,357
Net profit	-939	-1,336	-3,640	-5,249	-8,553
Proposed distribution of profit					
Transfer of profits for development projects	0	-77	0	8,655	528
Retained earnings	-939	-1,413	-3,640	3,406	-8,025

A woman with shoulder-length brown hair, wearing a dark blue top, is smiling and looking towards a man on her right. The man has a beard and is wearing a light blue shirt. They are in a modern office setting with large windows in the background showing a city skyline. A laptop is visible on the table in front of the woman.

” During Q3 we have signed new clients for the Risk Intelligence system in both the commercial maritime and energy segments as well as several new clients for Advisory Services within Government & Defence as well as from Energy.



Balance Sheet and Cash Flow

Balance sheet

Equity at the end of Q3 2025 decreased to DKK -16,507 thousand (end 2024: DKK -12,867 thousand).

Debt

Due to the repayment schedule of the long-term debt DKK 6,423 thousand is payable within 12 months and is subsequently presented under "Short-term liabilities". Compared to end 2024 the long-term debt has increased by DKK 708 thousand and total debt has increased by DKK 2,593 thousand at the end of Q3 2025.

"Short-term liabilities" consists of both payables, liabilities (non-payables) and Deferred Income. As for Deferred Income, it is invoiced revenue to clients, to be recognised in the Income Statement in future periods due to the principle of periodisation in accordance with the matching principle.

Cash flows

Cash flows from operating activities (CFFO) was in Q3 2025 DKK -383 thousand. An increase of DKK 1,095 compared to Q3 2024 (DKK -1,479 thousand). As for the nine-month period CFFO ended at DKK -5,484 compared to -589 for Q1-Q3 2024.

Investments in Q3 2025 amounted to DKK 390 thousand which was at a lower level than Q3 2024 (DKK 801 thousand).

Cashflow from financing amounted to DKK 865 thousand in Q3 2025 (Q3 2024: DKK 2,050 thousand). For Q1-Q3 the number was DKK 6,028 thousand compared to 2,525 in 2024.

CFO Jens Krøis and CEO Hans Tino Hansen

Balance Sheet 30 September

DKK '000	30-09 '25	30-09 '24	31-12 '24
Assets			
Intangible assets			
Completed development projects	10,495	10,936	12,302
Ongoing development projects	1,492	2,468	585
Total intangible fixed assets	11,987	13,404	12,887
Tangible fixed assets			
Other facilities, fixtures and accessories	548	790	762
Total tangible assets	548	790	762
Financial assets			
Investments in subsidiaries	0	0	0
Deferred tax	18,471	16,509	17,386
Other long-term receivables	461	444	452
Financial assets	18,935	16,954	17,839
Total fixed assets	31,469	31,148	31,488
Receivables			
Accounts Receivables	4,749	4,101	4,784
Other receivables	145	210	267
Accruals	958	1,053	1,120
Total Receivables	5,851	5,363	6,172
Assets			
Cash at bank and in hand	140	252	847
Current assets total	5,991	5,616	7,019
Assets total	37,460	36,764	38,507

Balance Sheet 30 September

DKK '000	30-09 '25	30-09 '24	31-12 '24
Liabilities and equity			
Equity			
Share capital	2,599	2,599	2,599
Reserve for development costs	10,052	1,925	10,052
Retained earnings	-29,158	-14,088	-25,519
Total equity	-16,507	-9,564	-12,867
Long-term liabilities			
Other credit institutions	0	860	743
Shareholders and Management	7,050	8,647	13,478
Other Long-term loans	7,880	0	0
Long-term liabilities	14,930	9,507	14,221
Current liabilities			
Short-term part of long-term debt	6,423	8,819	971
Trade payables	2,907	3,487	3,533
Payables to subsidiaries	564	303	724
Lease obligations	0	253	254
Shareholders and Management	3,411	0	4,675
Other payables	7,257	5,102	4,765
Prepayable from customers	580	1,680	1,640
Credit institutions	4,176	3,318	4,147
Deferred income	13,720	13,858	16,444
Short-term liabilities	39,038	36,821	37,153
Debt total	53,967	46,328	51,374
Liabilities and equity total	37,460	36,764	38,507

Cash Flow statement 1 January – 30 September

DKK '000	Q3 '25	Q3 '24	YTD '25	YTD '24	FY '24
Profit/loss for the year	-939	-1,336	-3,640	-5,249	-8,553
Adjustments	1,697	2,112	4,682	3,460	5,351
Change in working capital	55	-1,258	-3,130	3,782	4,009
Cash flows from ordinary activities	813	-483	-2,087	1,992	807
Financial expenses	-1,196	-996	-3,397	-2,581	-4,639
Cash flows from ordinary activities	-383	-1,479	-5,484	-589	-3,832
Corporation tax paid (-)/received	0	0	0	0	0
Cash flows from operating activities	-383	-1,479	-5,484	-589	-3,832
Purchases of intangible assets	-550	-771	-1,296	-1,957	-2,122
Purchases of property, plant and equipment	168	-30	53	207	207
Deposits	0	0	0	50	42
Fixed asset investments made etc.	-9	0	-9	0	0
Cash flow from investing activities	-390	-801	-1,252	-1,700	-1,873
Change in lease obligations	0	-41	-254	-341	-340
Loans from credit institutions	873	2,091	6,289	2,866	6,877
Other financing	-7	0	-7	0	0
Cash flow from financing activities	865	2,050	6,028	2,525	6,536
Change in cash and cash equivalents	91	-228	-708	236	831
Cash and cash equivalents beginning	48	481	847	16	16
Cash and cash equivalents	140	252	140	252	847

Equity

January 2024 – 31 December 2024	Share capital	Share premium account	Reserve for development costs	Retained earnings	Total
DKK '000					
Equity 1 January	2,599	0	10,580	-17,494	-4,315
Net profit/loss for the year	0	0	-528	-8,025	-8,553
Equity 31 December 2024	2,599	0	10,052	-25,518	-12,867
January 2025 – 30 September 2025	Share capital	Share premium account	Reserve for development costs	Retained earnings	Total
DKK '000					
Equity at 1 January 2025	2,599	0	10,052	-25,518	-12,867
Profit for the period	0	0	0	-3,640	-3,640
Equity at 30 September 2025	2,599	0	10,052	-29,158	-16,507

Capital resources

In Q2 2025 the Company increased long-term loans of DKK 2 million and further 2 million in April 2024 to secure the cash position and to support the 2025 strategy. The Company has during end 2024 and start 2025 secured a roll-over of existing long-term loans from board members, shareholders and third parties close to the company as well as additional refinancing of DKK 1.5 million or a total of approx. DKK 11.6 million. The company's capital resources are further supported by securing financing from Danske Bank with DKK 4 million in credit line and obtaining long-term loans of DKK 3.5 million.

Based on these factors and the budget for 2025, it is Management's assessment that the company is a going concern. Consequently, the financial statements are presented based on the assumption that the Company is a going concern.

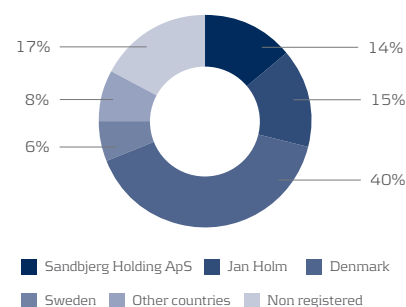
The Company's cash position end Q1 2025 was DKK 48 thousand and should always be seen together with Accounts Receivable, end Q3 2025 DKK 4,749. The Company has never lost any outstanding amount on clients, which is

why Accounts Receivable, seen from the Company perspective, are considered as good as cash. Account Receivable and Cash end Q3 2025 was 4,888 DKK thousand.

The Share

Shareholders

The table below presents shareholders with over 5 % of the votes and capital in Risk Intelligence as per 30 September 2025.



Shareholders

Name	Number of shares	Percentage of capital %	Percentage of voting right %
Jan Holm	3,829,531	15	19
Sandbjerg Holding ApS*	3,730,000	14	16
Others	18,427,226	71	65
Total	25,986,757	100	100

*100% owned by Hans Tino Hansen

Voting right and percentage of capital are not similar as not all capital owners are registered.

Board of Directors

Name	Title	Number of shares
Jan Holm	Chairman	3,829,531
Jens Lorens Poulsen	Member	707,857
Stig Streit Jensen	Member	318,604
Jens Munch Holst	Member	96,144
Hans Tino Hansen	Member (incl. Sandbjerg Holding ApS)	3,960,000

Senior Management

Name	Title	Number of shares
Hans Tino Hansen	CEO (incl. Sandbjerg Holding ApS)	3,960,000
Jens Krøis	CFO (incl. Proventa ApS)	555,000
Niels Worsøe	COO	76,451

FINANCE CALENDAR FOR 2026/27

25 February 2026	Q4 and 2025 Year-end Report
24 April 2026	Annual General Meeting
20 May 2026	Q1 2026 Interim Report
19 August 2026	Q2 2026 Interim Report
18 November 2026	Q3 2026 Interim Report
24 February 2027	Q4 and 2026 Year-end Report

Operational risks and uncertainties

The risks and uncertainties that Risk Intelligence operations are exposed to are summary related to factors such as development, competition, technology development, capital requirements, currencies and interest rates. During the current period, no significant changes in risk factors or uncertainties have occurred. For more detailed description of risks and uncertainties, refer to the memorandum published in October 2023. The documents are available on the investor website (investor.riskintelligence.eu).

Principles for Interim Report

The interim report has been made in accordance with Danish jurisdiction for annual accounts.

Auditor's review

The interim report has not been reviewed by the Company's auditor.

For further information, please contact:

CEO Hans Tino Hansen

CFO Jens Krøis

Email: investor@riskintelligence.eu

Tel: +45 70 26 62 30

Web: investor.riskintelligence.eu



Key definitions

Income statement

Revenue

Income from the sale of goods for resale, finished goods and licenses is recognised in the income statement, provided that the transfer of risk, usually on delivery to the buyer, has taken place and that the income can be measured reliably and is expected to be received. Revenue from licenses is recognised on a straight-line basis over the license period.

Other external costs

Other external costs include expenses related to distribution, sale, advertising, administration, premises, bad debts, payments under operating leases, etc. (according to the rules set out in the Danish Financial Statements Act.) Other external costs also comprise research and development costs that do not qualify for capitalisation.

Gross profit

Revenue deducted by Other External Costs.

Explanation: Given Risk Intelligence is a company that delivers intelligence analysis (and not software) the “production” includes analytic man hours why this is part of the Gross Profit.

Furthermore, as the Company is a Danish company, it is following the rules and tables set out in the Danish Financial Statements Act. According to this all costs for providing the product, including admin, rent etc. has to be included in the Gross Profit.

Staff costs

Staff costs include wages and salaries, including compensated absence and pensions, as well as other social security contributions, etc. made to the entity’s employees. The item is net of any refunds made by public authorities.

Operating profit (EBITDA)

Earnings Before Interest, Taxes, depreciation and Amortisation.

Balance sheet

Liabilities

Long-term liabilities

Explanation: Consists of two loans to “Vækstfonden” and one to private lenders. All loans are fully paid back according to pay-back schedule summer 2026.

Shareholders and Management

Consist of debt to shareholders
Explanation: “Shareholders and

Management” is a term that Danish Financial Statements Act sets out for the Company to use, covering both Management and Shareholders. Risk Intelligence has three long-term loans and two are with Vækstfonden and one with private lenders, where some are shareholders as well.

Key figures

Operating margin

$\text{Operating Profit (EBITDA)} \times 100$
Revenue

Equity ratio

Equity
Total assets

EPS (Earnings Per Share)

Profit/loss for the period
Number of registered shares

ARR (Annual Recurring Revenue)

Annualised annual recurring revenue

ARR is calculated as all known recurring revenue during the next 12 months based on existing license agreements including all known license agreement-based price increases. Not included is estimates for upsell (additional license value added)

ARPU (Average Revenue Per Unit)

Average Recurring Revenue calculated on average per client.

LTV (Life-Time Value)

The total value of a subscription based on ARPU, average number of years and any fixed price increases.

Churn

Loss of subscriber revenue in % of total.

CAC

Client Acquisition Costs – the total costs associated by acquiring a new client (direct costs, indirect ratio of sales and marketing costs relevant for new sales).

Recover CAC

The number of years to recover the client acquisitions costs – ARPU/CAC

LTV/CAC

Revenue DKK per client for every DKK spent to acquire the client.

TAM

Total Addressable Market – is the estimated total addressable market.

NRR

Net Retention Revenue



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