



Impero announces 2021-Q3 results: Realizes DKK 15.4M in Annual Recurring Revenue

Company Announcement No. 11-2021

Copenhagen, November 23, 2021

Financial report for the period July 1 to September 30, 2021

Impero reports Annual Recurring Revenue growth of 35% year-on-year amounting to DKK 15.4M.

9 Months 2021 Highlights

- Annual Recurring Revenue was DKK 15.4M by the end of the period, an increase of 22% since December 31, 2020, corresponding to a 35% YoY growth.
- Uplift by existing customers was DKK 1.4M, an increase of 92% compared to 2020-9M.
- Churn for the period was 3%, compared to 4% for the same period in 2020.
- Average Revenue Per Account was DKK 148T, an increase of 18% compared to 2020-9M.

Q3 2021 Highlights

- Annual Recurring Revenue for the period was DKK 1.2M, a decrease of 22% compared to 2020-Q3, the quarter in which Impero welcomed Volkswagen Group as customer.
- Uplift by existing customers was DKK 373T in 2021-Q3, representing an increase of 253% compared to 2020-Q3.
- Churn for the quarter was 1% in 2021-Q3, compared to 2% in 2020-Q3.

Financial Guidance

Impero maintains guidance for the entire year of 2021. Impero has, however, assessed that fulfillment of guidance likely is at the lower level of the DKK 18-19.5M range.

Read the report in its entirety via [Impero.com/investors](https://impero.com/investors) or in the attached.

Rikke Stampe Skov, CEO comments: *"I am pleased that new customers continue to elect Impero's platform to improve their governance, risk and compliance management. With a comprehensive product road map and new colleagues joining us, I look forward to continuing our work toward fulfilling our commitment to our investors, customers, partners, and organization."*

The report will be presented at a webinar on November 23, 2021 at 14:30 CET.



Register for the webinar via <https://hcandersencapital643.clickmeeting.com/impero-presentation-af-q3-kvartalsregnskabet/register>.

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ABOUT IMPERO

Impero A/S is a Danish Software-as-a-Service (SaaS) company that provides a compliance management platform. The Impero platform enables companies to easily manage compliance through automation of risk and control management, documentation, and reporting. Impero empowers companies to become more compliant in a scalable, digital, intuitive, and – most importantly – easy way.

For more information about Impero, please visit <http://impero.com/investors>.