



Quarterly Results - Q1 2017

30 May 2017

Agenda

- ▶ Highlights of the quarter and subsequent events
- ▶ Consolidated figures for the first quarter
- ▶ Business outlook
- ▶ Q&A

Highlights of the quarter and subsequent events

- ▶ Successfully completed rights issue (50% oversubscribed)
- ▶ Capitalising on R&D efforts - launch of encrypted USB drive product
- ▶ Expanding sales platform by acquisition of Finn Clausen Sikkerhetssystemer AS
 - ▶ Approved by the Company's general meeting 16 May 2017
 - ▶ Significant expansion of Hiddn's direct sale capabilities
- ▶ New CEO appointed – Carl Espen Wollebekk - effective from 1 June 2017

With proof of concept for current products; new products in the pipeline, a successfully completed rights issue and expansion of direct sale capabilities; Hiddn is now well positioned for growth

Consolidated Profit & Loss and Balance sheet

Profit & loss statement		
(Amounts in NOK thousands)	01.01-31.03. 2017 (unaudited)	01.01-31.03.2016 (unaudited)
Revenues	858	308
Other income	-	300
Total revenue and other income	858	608
Cost of materials and services	(1 521)	(684)
Payroll expenses	(2 658)	(2 539)
Depreciation & amortization	(17)	(10)
Other operating expenses	(8 956)	(2 361)
Operating loss	(12 294)	(4 986)
Interest income	-	-
Other financial income	(5)	2
Interest expense	(779)	(51)
Other financial expenses	(982)	(2)
Net financial items	(1 766)	(51)
Net profit /(loss) for the period	(14 060)	(5 037)

Balance sheet		
(Amounts in NOK thousands)	31.3.2017 (unaudited)	31.12.2016 (audited)
Assets		
Total non-current assets	177	141
Inventory	1 486	1 465
Trade and other receivables	6 189	5 110
Cash and short term deposits	39 179	3 211
Total current assets	46 854	9 786
Total assets	47 031	9 927
SHAREHOLDERS' EQUITY AND LIABILITIES		
Total equity	24 793	(25 325)
Non current liabilities	872	1 286
Current liabilities	21 366	33 966
Total liabilities	22 238	35 252
Total equity and liabilities	47 031	9 927

► Focus on R&D prior to receiving certifications for products, limited sales revenue historically

Business outlook

- ▶ Current focus on commercial scaling
 - ▶ Further penetration of core segments of military and governmental clients
 - ▶ Expansion into large corporate and institutions through distributors and with a tailored sales / service offering (e.g., hardware as a service, solution sales, etc.)
- ▶ Organic growth to be complemented with
 - ▶ Strategic expansion of sales & distribution platform
 - ▶ Profitable consultancies focused on cybersecurity
 - ▶ Opportunistic complementation of product offering given right fit of technology and core customer segments
- ▶ Key focus on growing the business rapidly

Hiddn is attractively positioned to take advantage of the ongoing evolution in the cybersecurity market

Q&A