

“ **Revenue growth above 70% and substantially improved EBITDA ratio** ”

## HIGHLIGHTS Q4 2022 COMPARED TO Q4 2021

- Recognized revenue increased by 72 per cent to DKK 16.8M (Q4 2021: DKK 9.8M)
- Gross profit increased by 90 per cent to DKK 13.3M (Q4 2021: DKK 7.0M) at a gross margin of 79 per cent
- EBITDA improved by 49 per cent to negative DKK 5.4M (Q4 2021: negative DKK 10.6M)
- EBITDA ratio\* of negative 18%, an improvement of 87% to Q4 2021
- Revenue Per Mille (RPM) increased by 88 percent to DKK 14.95 (Q4 2021: DKK 7.96)

\* adjusted for one-time severance cost in the quarter

## WEBCAST AND REPORT MATERIAL

Linkfire hosts an interim report webcast for investors and media on February 23rd, 2023 at 10.00 AM CET. The report is presented by Lars Ettrup, Co-founder & CEO and Tobias Demuth, CFO.

The presentation for the webcast can be downloaded 30 minutes before the webcast starts and a recording of the event will be available after the webcast. The Q&A session is moderated through a chat function, which can be accessed via the webcast link below.

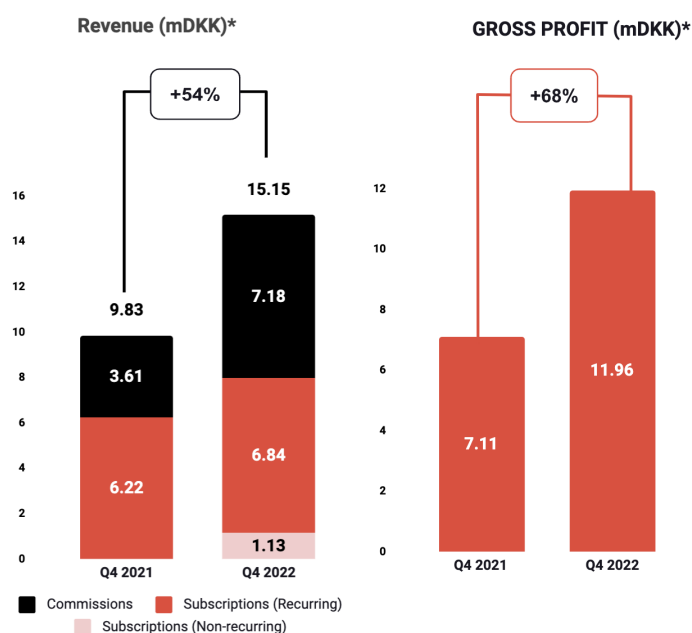
Link to webcast: <https://lnk.to/Q422>  
Link to report material: [bio.to/LINKFI\\_IR](https://lnk.to/LINKFI_IR)

### About Linkfire - Empowering Entertainment Discovery Everywhere

Linkfire makes entertainment marketing easy. We optimize impact, drive streams, increase ticket sales and recommend audio content to billions of fans and listeners on a global scale. Our SaaS marketing platform transformed music marketing and we are now building a global recommendation network for audio entertainment discovery to connect even more fans and listeners to the content they love. Linkfire's customers and partners include most artists on Billboard's annual HOT 100, all major music labels, global audio and music streaming services, social media apps and media publishers.

In 2021, Linkfire enabled 1.6 billion consumer connections and the company's revenue amounted to DKK 34.5M, an annual growth of 42 per cent. Co-founded in 2014 and headquartered in Copenhagen, Linkfire today employs a global workforce and also has offices in New York and Los Angeles. Linkfire's share (LINKFI) is listed on Nasdaq's First North Premier Growth Market in Stockholm. Learn more at [www.linkfire.com](http://www.linkfire.com) or follow @Linkfire on LinkedIn and @getlinkfire on Twitter and Instagram.

# Q4 in Review



\* Figures are on a constant currency basis

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- Revenue on a constant currency basis increased by 54 per cent to DKK 15.2M (Q4 2021: DKK 9.8M).
- Recognized revenue increased by 72 per cent to DKK 16.8M (Q4 2021: DKK 9.8M) .
- The gross profit on a constant currency basis increased by 68 per cent to DKK 11.9M (Q4 2021: DKK 7.1M) at a gross margin of 79 per cent (Q4 2021: 72 per cent).
- During the quarter the goal was to continue structuring the organization with a focus on driving value in the short and mid-term, including further cost reduction measures to shorten the estimated timeline to profitability.
- EBITDA improved by 49 per cent compared to Q4 2021 at negative DKK 5.4M (Q4 2021: negative DKK 10.6M), and marked a 15% improvement to Q3 2022 EBITDA.
- When adjusting for one-time severance cost in the quarter, EBITDA amounts to negative DKK 3.1M at an EBITDA ratio of negative 18%, an 87% improvement to Q4 2021.
- Consumer connections increased by 7 per cent to 486M (Q4 2021: 454M), impacted by a significant decrease in partner traffic which has been sacrificed in the narrower focus towards platform utilization.
- Following the uncompromising focus on profitability, consumer connections will see modest growth since the focus is monetizable traffic generating bottom-line contribution.
- RPM increased by 88 percent to DKK 14.95 (Q4 2021: DKK 7.96), improving from DKK 6.46 in Q3 2022 and reaching the highest quarterly RPM in Linkfire's history.
- RPM growth is partially explained by decrease in partner traffic and seasonal effects. Partner traffic historically performed at a lower RPM. By reducing partner traffic, the average RPM increases.
- Recorded DKK 1.1M in non-recurring revenue from deals aimed at increasing Monthly Recurring Revenue (MRR) through an expanded offering in 2023.
- Financing of DKK 45M secured through a direct share issue to be carried out in two equal tranches. Tranche 1 completed during Q4 2022 and tranche 2 completion latest by April 2023. Elaborated description in "Going concern" section on page 10 and note 1 in the interim report.

# Financial highlights and key figures

	Q4 2022	Q4 2021	FY 2022	FY 2021
<b>Key Metrics</b>				
Consumer connections (Traffic)	486,488,618	453,845,353	2,083,437,002	1,603,957,986
<i>y/y Growth</i>	7%	14%	30%	9%
Revenue, on constant currency basis (kDKK)	15,154	9,830	48,777	34,521
<i>Revenue Growth</i>	54%	26%	41%	42%
<i>Organic Revenue Growth</i>	54%	26%	41%	42%
Subscription Revenue, on constant currency basis (kDKK)	7,880	6,220	30,122	22,853
<i>y/y Growth</i>	27%	22%	32%	22%
Commission Revenue, on constant currency basis (kDKK)	7,274	3,610	18,656	11,667
<i>y/y Growth</i>	101%	33%	60%	108%
Commission Revenue per Mille (RPM)*, on constant currency basis (DKK)	14.95	7.96	8.95	7.27
<i>y/y Growth</i>	88%	16%	23%	92%
Gross Margin, on constant currency basis	79%	72%	74%	72%
* Commission Revenue per thousand consumer connections				
<b>Income Statement (kDKK)</b>				
Recognized Revenue	16,793	9,756	52,590	33,697
Operating loss before interest, taxes, depreciation & amortization (EBITDA)	(5,359)	(10,559)	(39,876)	(30,512)
Operating loss before interest & taxes (EBIT)	(5,128)	(13,550)	(74,290)	(39,425)
Operating loss before interest & taxes (EBIT) excl. IPO Cost	(5,128)	(7,146)	(74,290)	(32,558)
Result of financial items	(616)	1,177	(1,158)	(1,652)
Profit after tax	(5,744)	(12,373)	(75,448)	(41,078)
<b>Balance Sheet (kDKK)</b>				
Intangible assets	74,372	69,876	74,372	69,876
Additions, property, plant and equipment	-	634	-	634
Cash and cash equivalents	7,027	45,946	7,027	45,946
Total assets	101,349	143,932	101,349	140,200
Equity	44,097	87,526	44,097	87,125
<b>Financial ratios</b>				
Operating profit before interest, depreciation & amortizations (EBITDA) margin (%)	(32)%	(108)%	(76)%	(91)%
Operating profit margin (EBIT) (%)	(31)%	(139)%	(141)%	(117)%

## **Financial guidance and results for 2022 (confirmed within guidance)**

For the financial year 2022, Linkfire confirms its financial guidance revised in October totalizing the revenue in the range of DKK 50-60M, corresponding to a yearly growth of 48-78%, and its EBITDA to be in the range of negative DKK 32-42M (until August: DKK 22-32M).

As a result of the adjusted focus covered in the Q2 and Q3 interim reports, Linkfire reduced its annual mid-term organic revenue growth target to 20-40 per cent (previously 50-70 per cent), while maintaining its mid-term gross margin target of 80 per cent. This adjustment included staff reductions initiated to reduce the investment into further developing the Discovery Network, and an increased focus on yielding short-term value from the Marketing Platform for both the Subscription revenue and the Commission revenue.

The result of this was the main reason for adjusting our revenue growth target. Reversely, the remaining initiatives are proven and have shown faster-than-expected returns, providing confidence in our revenue guidance and allowing us to continue focusing on fewer initiatives that will return upside faster.

Guidance for 2023 will be released in connection with the publication of the annual report.

# Strong Q4 performance brings Linkfire substantially closer to breakeven

**Continued focus on efficiency and on business initiatives with quicker rates of return led to improved performance across the organization. Traffic monetization agreements continued to pay off in Q4, leading to strong growth in commission revenue and RPM. Strong revenue growth, focus on financial sustainability through cost-cutting initiatives and platform growth generated strong EBITDA performance. Adjusted for one-off severance costs, the EBITDA ratio reached negative 18%, the best in Linkfire's history and a significant step towards breakeven.**

**Shifting the main focus of the business towards profitability impacted various areas of the business, streamlining the organization and gearing it to drive value through immediate and sustainable growth. Subsequently, this has also meant the drawdown of unprofitable partner traffic agreements to ensure resources are placed in less capital-intensive areas with favorable return on investment perspectives.**

## Focus on the bottom line

Following the turbulent start to the quarter with significant organizational downsizing, Q4 performance revealed part of the potential Linkfire has as a business. Despite the quarter starting with dear teammates leaving the organization, the remaining team has proven resilient in times of headwind.

The bottom line focus required tightening in on topline drivers as well, leading to a narrowed commercial strategy directed on optimization of the platform subscription and commission, and a general focus on reducing capital intensity. We have now created a solid foundation for our 2023 profitability goal.

## Narrowed commercial focus

Action was taken to cut off all unprofitable partner traffic and prioritize the sources that drive monetizable, profitable traffic in nature. In previous quarters, partner traffic sourced a significant amount of growth in consumer connections.

We remain firm believers of our value proposition and contribution in the partners segment; however, for now, the capital intensive nature of the entry required to grow profitably in the segment, has led us to focus on utilizing the opportunities related to our marketing platform.

Traffic is still a key metric for us, but rather than focusing on volume, we now require a default monetization path for consumer connections. We allocate our resources where the return on investment is in line with our goals and ultimately prioritize the traffic that is monetizable now and in the future.

## Commissions continue to power growth

In the fourth quarter, commission revenues were strong, powered by platform monetization initiatives and positive seasonal impact. 124% growth compared to the same period last year goes a long way in affirming the strategic direction and potential for Linkfire going forward.

RPM is our most indicative performance metric in the traffic monetization realm. RPM during the quarter grew to DKK 14.77, a 86% increase from the same period last year, and a 129% increase from Q3 2022. This is the result of a significantly better utilization of the total consumer connections in general, but also a testament to the narrowed commercial focus.

## Market update

We continue to see positive trends in the music and audio entertainment market with significant growth in both our addressable and monetizable markets. The long tail of music and audio creators continue to grow, and recently the Singapore-based Bandlab announced it had surpassed the 60M creator mark, indicating a significant growth potential for Linkfire among longtail music and audio creators.

Our recently launched feature "Artist Biolinks" is aimed at this segment and we expect strong growth in our long-tail creator segment. Artist Biolinks is becoming a more important format for guiding traffic from social media to the end destination beyond new song releases. There are essentially miniature artist websites showcasing all products such as tickets, merch, live streams and songs, from a creator.

During Q4 2022, we have seen the adoption of our Artist Biolinks offering increase materially, and we see promising developments with this feature.

## **Outlook**

Execution and action have been the operative words for us in the last few quarters, and the results are already promising. As we head into the new year, we must keep execution intact while we begin to build continuity and strength across our organization following some turbulent quarters. We firmly believe in our team and our product and will continue to chase the full value of both during 2023 relentlessly. Financial guidance for the year will be released with our Annual Report in April.

Harnessing our internal potential while keeping our eyes on the growing and shifting market opportunities, we are convinced 2023 will be a year of new and great achievements for Linkfire, both operationally and financially.

**Lars Ettrup**

CEO & Co-founder

# Management Report

## Financial Performance Q4 2022

### Revenue

Revenue increased by DKK 7,037K, or 72 per cent, from DKK 9,756K in the last quarter of 2021 to DKK 16,793K in the same period of 2022. Commission revenue significantly increased by DKK 4,462K, or 124 per cent compared to Q4 2021, while Subscription revenue also showed big improvements, increasing by DKK 2,576K, or 42 per cent. Our revenue figures have seen steady growth quarter over quarter for the entire year, but most notably in this last quarter where the effects of new deals signed during Q3 2022, increased revenue related to subscriptions and also new traffic partners significantly increased revenue related to commissions. It should be noted that non-recurring subscription revenue of DKK 1.33M was recorded in Q4 2022.

### Costs

Cost of sales increased by DKK 716K, or 26 per cent, from DKK 2,735K in Q4 of 2021 to DKK 3,451K in the fourth quarter of 2022. The increase is centered around server and hosting costs, improved baseline and scalability as well as ensuring compliant and premium service delivery in line with our traffic growth. Considering the growth of our traffic in the same period, we see this as a healthy development, although our intention is to continuously focus on limiting the increase in our server and hosting costs relative to our traffic growth, so as to improve margins.

In the fourth quarter of 2022, external expenses decreased by DKK 593K, or 8 per cent, from DKK 7,639K in the comparable period in 2021 to DKK 7,046K. The decrease in expenses compared to the same quarter last year, relates to a strong focus on cost optimizations in order to shorten the break even point. Staff costs decreased by DKK 578K, or 6 per cent, from DKK 9,941K in the fourth quarter of 2021 to DKK 9,363K in the same period of 2022. As a percentage of revenue, staff costs decreased from 102 per cent to 55 per cent.

During the fourth quarter of 2022, Linkfire continued cost optimization measures aimed at delivering on the plan to show EBITDA profitability for the full year 2023. Efforts included statutory staff negotiations, along with the implementation of an improved budgeting process as well as internal review of subscription and tooling costs across the organization. Company wide strategic efforts to adjust focus on yielding short-term value over long-term hyper growth were also continued from Q3 2022. All costs related to the staff reductions in October 2022 were recorded in the fourth quarter of 2022, paving the way for a healthier cost base into 2023.

### Earnings

Depreciation, amortization and impairment decreased by DKK 3,221K, or 108 per cent, from DKK 1,983K in the fourth quarter of 2021 to negative DKK 230K in the fourth quarter of 2022. The significant decrease is mainly related to the write-down of SmartURL earn-out.

EBIT improved by DKK 8,422K, or 62 per cent, from negative DKK 13,551K in Q4 2021 to DKK 5,128K in Q4 2022. This represents (31) per cent in relation to revenue in the fourth quarter of 2022 compared to (139) per cent in Q4 2021.

### Net financial items

Financial income decreased by DKK 1,837K, or 81 per cent, from DKK 2,278K in the fourth quarter of 2021 to DKK 441K in the fourth quarter of 2022.

Financial expenses increased by DKK 44K, or 4 per cent, from DKK 1,101K in the fourth quarter of 2021 to DKK 1,056K in the fourth quarter of 2022.

## Income tax

The tax for the year, which comprises deferred tax recognised in the income statement, increased by DKK 203K, or 18 per cent, from DKK 1,159K in Q4 of 2021 to DKK 1,362K in Q4 2022. Income tax benefits relate to tax credit for research and development expenses at the applicable tax rate under the Danish Corporate Income Tax Act.

## Net Profit/(loss)

Loss for the period decreased by DKK 6,832K, or 61 per cent, from DKK 11,214K in Q4 of 2021 to DKK 4,382K in Q4 of 2022. This presents (26) per cent in relation to revenue in the fourth quarter of 2022 compared to (115) per cent in Q4 2021. We expect to continue in this line of improvement, knowing that actions and cost cutting measures initiated during Q3 and Q4 2022 will not take full effect until early Q1 2023, by which time we also expect to see improved returns on agreements signed during the year 2022.

## Cash flow and financing

Cash flow from operations for Q4 2022 was DKK (6,460K) (Q4 2021: DKK (6,995K)). Investment activities reduced cash flows by DKK 6,625K in Q4 2022 (Q4 2021: DKK 13,882K). Cash flow from financing activities for Q4 2022 was DKK 15,879 (Q4 2021: DKK (8,747K)). The increase is mainly related to the completion of Tranche 1 of the share issue financing.

## Financial Performance for the full year 2022

### Revenue

Revenue increased by DKK 18,893 thousand, or 56 per cent, from DKK 33,697 thousand in 2021 to DKK 52,590 thousand in 2022. The fastest growing revenue line, Commissions, increased by DKK 8,872 thousand, or 76 per cent compared to the four quarters of 2021, while Subscription revenue increased by DKK 10,020 thousand, or 45 per cent. This is on pace with the growth seen in all other areas of the business, as we have scaled to be a significantly larger organization across the board in 2022 as compared to 2021.

### Costs

Cost of sales increased by DKK 3,706 thousand, or 40 per cent, from DKK 9,320 thousand in the four quarters of 2021 to DKK 13,026 thousand in the same period in 2022. The increase is centered around server and hosting costs, improved baseline and scalability as well as ensuring compliant and premium service delivery.

In the four quarters of 2022, external expenses increased by DKK 12,062 thousand, or 72 per cent, from DKK 16,853 thousand in the comparable period in 2021 to DKK 28,915 thousand. Other external expenses amounted to DKK 6,867 thousand in 2021, but were eliminated in 2022 since they comprised the costs related to the IPO.

Staff costs increased by DKK 15,538 thousand, or 50 per cent, from DKK 31,170 thousand in the four quarters of 2021 to DKK 46,708 thousand in the same period of 2022. As a percentage of revenue, staff costs decreased from 91 per cent to 89 per cent. Again, this pertains not to an increase in the cost of the individual employee, but to the growth of the organization from the year 2021 to 2022, and with contractions in that area taking effect towards the beginning of 2023, we expect to see this figure regress closer to that from 2021.

### Earnings

Depreciation, amortization and impairment increased by DKK 25,502 thousand, or 286 per cent, from DKK 8,913 thousand in the four quarters of 2021 to DKK 34,414 thousand in the four quarters of 2022. The significant increase is mainly related to the impairment loss recognised for the intangible assets.

EBIT increased by DKK 34,865 thousand, or 88 per cent, from negative DKK 39,425 thousand in the four quarters of 2021 to negative DKK 74,290 thousand in the four quarters of 2022. This is an increase in relation to revenue from (117) percent in the four quarters of 2021 to (141) per cent in the same period 2022.



## Net financial items

Financial income decreased by 1,767 DKK thousand, or 57 per cent, from DKK 3,091 thousand in the four quarters of 2021 to DKK 1,324 thousand in the four quarters of 2022.

Financial expenses decreased by DKK 2,261 thousand, or 48 per cent, from DKK 4,743 thousand in the four quarters of 2021 to DKK 2,261 thousand in the four quarters of 2022. This is mainly an effect to the delayed accrual of interest on loans recognized in 2021.

## Income tax

The tax for the year, which comprises deferred tax recognised in the income statement, decreased by DKK 23 thousand, or 1 per cent, from DKK 5,500 thousand in 2021 to DKK 5,477 thousand in the four quarters of 2022. Income tax benefits relate to tax credit for research and development expenses at the applicable tax rate under the Danish Corporate Income Tax Act.

## Net Profit/(loss)

Loss for the period increased by DKK 34,394 thousand, or 97 per cent, from DKK 35,577 thousand in the four quarters of 2021 to DKK 69,971 thousand during the same period in 2022. This represents a decrease in relation to revenue from (106) per cent in the four quarters of 2021 to (133) per cent in the four quarters of 2022. This is reflective of the fact that in 2022, Linkfire has been an organization in strong growth, significantly scaling costs to invest in future returns. Actions and cost cutting measures initiated during 2022 will not take full effect until 2023, by which time we also expect to see improved returns on agreements signed during the year 2022, moving us in the direction of an operational break-even in 2023.

## Cash flow and financing

Cash flow from operations for the four quarters of 2022 was DKK (24,632 thousand) (four quarters of 2021: DKK 35,487 thousand). Investment activities reduced cash flows with DKK 26,509 thousand in the four quarters of 2022 (four quarters of 2021: DKK 26,233 thousand). Cash flow from financing activities for the four quarters of 2022 was DKK 12,356 thousand (four quarters of 2021: DKK 105,890 thousand).

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*These condensed consolidated interim financial statements and any comments hereon incorporate the results of Linkfire A/S and its subsidiaries. The condensed consolidated interim financial statements refer to certain key performance indicators, which Linkfire and others use when evaluating the performance of Linkfire. These are referred to as alternative performance measures (APMs) and are not defined under IFRS. The figures and related subtotals give management and investors important information to enable them to fully analyze Linkfire's business and trends. The APMs are not meant to replace, but to complement the performance measures defined under IFRS.*

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## Risks and uncertainties

Linkfire is exposed to various risks, both operational and financial. Operational risks mainly comprise industry risk, commission revenue risk, data partnership risk, subscription revenue risk and management, management and key employee risk, privacy regulation risk and risks related to taxation. Financial risks mainly comprise capital management risk, credit risk, foreign currency risk and liquidity risk.

For more information on the above risks and uncertainties related to Linkfire's operating environment and operations, please see Linkfire's Annual report for 2021.

## Uncertainties of recognition and measurement

At each reporting date, it is required to assess whether there is any indication that an asset may be impaired. The current uncertainties in the market and the share price from the last capital increase, among others, indicate that an impairment assessment needs to be performed, with main focus on the carrying amount of the intangible assets.

As a result of Management's impairment assessment, the conclusion was that the carrying amount of the intangible assets is lower than their recoverable amount and therefore no impairment recognition is needed.

## Going concern

During Q4, Linkfire concluded the process of securing necessary financing to continue its operations. The equity financing of DKK 45M is divided into two equal tranches whereof the first tranche was settled in Q4, while the second tranche will settle latest in April 2023. Second tranche is committed by the largest new shareholder participating in the first tranche, Maverick Capital Limited ("Maverick"), at the same price per share of SEK 0.60. Linkfire has the option to waive the commitment if, and to the extent that Linkfire is able to obtain equity financing in the amount of DKK 22.5M or more at more favorable terms elsewhere.

Linkfire is continuing its path towards profitability and with a strong improvement in earnings in Q4 as well as a structurally lighter cost base, the company's management remains confident in its plan to reach EBITDA profitability for the full year of 2023. In its restructured form, the company's management is confident in the presence of sufficient operating flexibility to mitigate the expectation of difficult operating conditions.

The above-mentioned financing including the second tranche investment, is expected to last until the company breaks even on EBITDA and potentially until the company generates sufficient cash from operations to sustain investments into innovation as well as servicing loan obligations. Current budgets and plans are still considered achievable at the signing date. Linkfire is continuously optimizing its capital preparedness and options as complementary to the secured equity financing.

Management has on this background decided to prepare the financial statements on a going concern basis.

## Other

### Shares and share capital

Linkfire A/S is a publicly listed company since June 28, 2021 and was established in 2014.

As per December 31, 2022, share capital amounted to 595,320.86 DKK, and the total number of issued shares was 114,989,051. The company has one class of shares. Each share entitles the holder to one vote at the general meetings.

On 14 November 2022 Linkfire held an Extraordinary General Meeting authorizing the board of directors to increase the share capital of the Company without pre-emption rights for the existing shareholders at market price. As part of tranche 1, the issuance comprised a total of 55,456,965 shares at a subscription price of DKK 0.4057 per share, representing a total value of DKK 22,5 million.

On 21 November 2022 the Company's board of directors has resolved to issue up to 55,459,965 new shares in the Company corresponding to shares of a nominal value of DKK 554,569.65 pursuant to the authorization in the Company's articles of association approved on the extraordinary meeting held on 14 November 2022 and in accordance the company's announcements dated 21 October 2022 and 10 November 2022.

On 12 December 2022, Linkfire received the last payment and the capital increase was registered with the Danish Business Authority, completing Tranche 1 of the directed share issue.

### Shareholder structure

A list of Linkfire's largest shareholders can be found in note 11 of the interim report.

### Incentive programs

Share-based incentive programs (warrants) in place ahead of the listing on Nasdaq First North Premier Growth Market in Stockholm have been exercised.

The General Meeting of Linkfire has in the company's Articles of Association authorized the Board of Directors to establish a share-based incentive program comprising equity-settled programmes (warrants) for key employees, consultants and members of the executive management. The purpose of the program is to create possibilities for Linkfire to retain and incentivise certain key employees and consultants.

In the last quarter of 2022, no new warrants were issued by the Board of Directors. The General Meeting has on two occasions allocated warrants to board members as stipulated in Linkfire's articles of association.

New warrants have been issued before the reporting date. See Subsequent Events section for further information.

## Subsequent Events

On February 23, 2023 the Board of Directors of Linkfire A/S decided to issue warrants to the executive management, the senior leadership team, key employees and contracted staff within the authorization granted by the annual general meeting on 27 April 2022. The purpose of the warrant program is to create possibilities for the company to retain and incentivize certain key employees by offering a long-term ownership engagement. In total the grants cover 2,676,000 warrants of which 936,000 warrants have been granted to the executive management and senior leadership, and the remaining 1,740,000 warrants have been granted to key employees and contracted staff.

There have not been any other subsequent events after the reporting period which could influence the evaluation of the interim report.

## Financial Calendar

Annual report, 2022	April 5, 2023
Annual General Meeting	Apr 26, 2023
Interim financial report, Q1 2023	May 25, 2023
Interim financial report, Q2 2023	Aug 24, 2023
Interim financial report, Q3 2023	Nov 23, 2023
Interim financial report, Q4 2023	Feb 22, 2024

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# Glossary

**Subscription Revenue** Subscription revenue is generated from recurring subscription fees which customers pay to use the Company's platform.

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**Commission Revenue** When consumers discover music and are funneled from the Linkfire discovery layer to various Digital Service Providers, Linkfire in some cases generates commission revenue through affiliate partnerships.

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**Digital Service Providers** Stores and/or services where consumers play music, purchase other related content, or sign up for subscriptions, e.g. Apple Music, Amazon, Ticketmaster, etc.

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**Consumer Connections** Represent the number of unique visitors on Linkfire's smart links and are a key driver for Commission revenue in conjunction with the ability to monetize traffic, reflected in the RPM.

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**Commission Revenue per Mille (RPM)** RPM is an important metric to Linkfire. It represents the commission revenue generated per thousand consumer connections for the period.

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**Constant Currency** Figures on a constant currency basis are an important measure to Linkfire as the majority of revenue is made in USD. This measure highlights the clean growth, adjusted for exchange rate impact in period-to-period comparison.

# Statement by the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today considered and approved the interim report for the period 01.10.2022 – 31.12.2022 for Linkfire A/S.

The interim report is presented in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements of the Danish Financial Statements Act.

The Parent's financial statements have been prepared in accordance with the Danish Financial statements Act.

In our opinion, the consolidated financial statements and the parent financial statements give a true and fair view of the Group's and Parent's assets, liabilities and financial position at 31.12.2022 and of the results of the Group's activities and cash flows for the period 01.10.2022 – 31.12.2022

We believe that the management's review contains a fair review of the affairs and conditions referred to therein.

Copenhagen, February 23, 2023

## Executive Board

**Lars Ettrup**

CEO & Co-founder

**Tobias Demuth**

CFO

## Board of Directors

**Jesper Møller**

Chairman

**Charlotte Klinge**

**Thomas Weilby Knudsen**

**Petra von Rohr**

**Ole Larsen**

# The independent auditor's review report on the interim financial statements

## To the shareholders of Linkfire A/S

We have reviewed the interim financial statements of Linkfire A/S for the accounting period 01.10.2022 to 31.12.2022, which comprise the income statement, statement of comprehensive income, balance sheet, statement of changes in equity, cash flow statement and notes, including a summary of significant accounting policies.

### Management's responsibility for the interim financial statements

Management is responsible for the preparation of interim financial statements in accordance with IAS 34, *Interim Financial Reporting*, as adopted by the EU, and Danish disclosure requirements for listed companies, and for such internal control as Management determines is necessary to enable the preparation of interim financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's responsibility

Our responsibility is to express a conclusion on the interim financial statements. We conducted our review in accordance with the International Standard on Engagements to Review Interim Financial Information Performed by the Independent Auditor of the Entity and additional requirements under Danish audit regulation. This requires us to conclude whether anything has come to our attention that causes us to believe that the financial statements, taken as a whole, are not prepared, in all material respects, in accordance with the applicable financial reporting framework. This also requires us to comply with relevant ethical requirements.

A review of financial statements in accordance with the International Standard on Engagements to Review Interim Financial Information Performed by the Independent Auditor of the Entity is a limited assurance engagement. The auditor performs procedures primarily consisting of inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluates the evidence obtained.

The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing. Accordingly, we do not express an audit opinion on the interim financial statements.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim financial statements for the accounting period 01.10.2022 to 31.12.2022 have not been prepared, in all material respects, in accordance with IAS 34, *Interim Financial Reporting*, as adopted by the EU, and Danish disclosure requirements for listed companies.

Copenhagen, February 23, 2023

Deloitte Statsautoriseret Revisionspartnerselskab  
Business Registration No 33 96 35 56

### Claus Jorch Andersen

State-Authorised Public Accountant  
Identification No (MNE) mne33712

# Interim consolidated statement of comprehensive income

kDKK	Q4 2022	Q4 2021	FY 2022	FY 2021
Revenue	16,793	9,756	52,590	33,697
Cost of Sales	(3,451)	(2,735)	(13,026)	(9,320)
<b>Gross Profit</b>	<b>13,343</b>	<b>7,021</b>	<b>39,564</b>	<b>24,378</b>
External Expenses	(7,046)	(7,639)	(28,915)	(16,853)
Other External Expenses	-	-	-	(6,867)
Staff Costs	(9,363)	(9,941)	(46,708)	(31,170)
Other staff Costs	(2,293)	-	(3,817)	-
Other Operating Income	-	0	-	-
<b>EBITDA</b>	<b>(5,359)</b>	<b>(10,559)</b>	<b>(39,876)</b>	<b>(30,512)</b>
Depreciation, amortization and impairment losses	230	(2,991)	(34,414)	(8,913)
<b>EBIT</b>	<b>(5,128)</b>	<b>(13,550)</b>	<b>(74,290)</b>	<b>(39,425)</b>
Financial Income	441	2,278	1,324	3,091
Financial Expenses	(1,056)	(1,101)	(2,482)	(4,743)
<b>Profit/(loss) before tax</b>	<b>(5,744)</b>	<b>(12,373)</b>	<b>(75,448)</b>	<b>(41,078)</b>
Tax for the year	1,362	1,159	5,477	5,500
<b>Profit/(loss) for the year</b>	<b>(4,382)</b>	<b>(11,214)</b>	<b>(69,971)</b>	<b>(35,578)</b>
<b>Attributable to:</b>				
Earnings per share (DKK)	(0.07)	(0.19)	(1.2)	(0.77)
Earnings per share, diluted (DKK)	(0.07)	(0.19)	(1.2)	(0.76)
Other comprehensive income				
Other comprehensive income that may be reclassified to profit or loss in subsequent periods (net of tax):				
Exchange differences on translation of foreign operations	(56)	(117)	335	(476)
<b>Other comprehensive income for the year, net of tax</b>	<b>(56)</b>	<b>(117)</b>	<b>335</b>	<b>(476)</b>
<b>Total comprehensive income for the year</b>	<b>(4,438)</b>	<b>(11,331)</b>	<b>(69,636)</b>	<b>(36,054)</b>

# Balance Sheet

kDKK	FY 2022	FY 2021
<b>Assets</b>		
<b>Non-current assets</b>		
Intangible assets	74,372	69,876
Property, plant and equipment	281	669
Right-of-use assets	5,157	8,688
Deposits	1,206	1,153
<b>Total non-current assets</b>	<b>81,017</b>	<b>80,386</b>
<i>Current assets</i>		
Trade Receivables	5,026	6,238
Income tax receivables	5,500	5,500
Other receivables	579	543
Prepayments	2,200	1,588
Cash	7,027	45,946
<b>Total Current Assets</b>	<b>20,332</b>	<b>59,815</b>
<b>Total assets</b>	<b>101,349</b>	<b>140,200</b>



# Balance Sheet

kDKK	FY 2022	FY 2021
<b>Equity and liabilities</b>		
<b>Equity</b>		
Share capital	596	584
Retained Earnings	42,661	86,464
Translation reserve	(380)	(352)
Other capital reserve	1,220	429
<b>Total Equity</b>	<b>44,097</b>	<b>87,125</b>
<b>Non-current liabilities</b>		
Interest bearing liabilities	24,206	21,496
Lease liabilities	2,345	4,958
Other payables	1,000	-
<b>Total non-current liabilities</b>	<b>27,551</b>	<b>26,454</b>
<b>Current liabilities</b>		
Interest-bearing liabilities	2,250	7,200
Contract liabilities	9,927	6,166
Lease liabilities	3,356	3,836
Trade payables	9,345	4,831
Other payables	4,822	4,588
<b>Total current liabilities</b>	<b>29,701</b>	<b>26,621</b>
<b>Total liabilities</b>	<b>57,252</b>	<b>53,075</b>
<b>Total equity and liabilities</b>	<b>101,349</b>	<b>140,200</b>

# Statement of changes in Equity

kDKK	Share capital	Retained earnings	Translation reserve	Other capital reserve	Total
<b>Balance at 1 January, 2022</b>	<b>584</b>	<b>86,464</b>	<b>(352)</b>	<b>429</b>	<b>87,125</b>
Net profit/(loss) for the period	-	(69,971)	-	-	(69,971)
Other comprehensive income	-	-	(28)	-	(28)
<b>Total Comprehensive income</b>	<b>584</b>	<b>16,493</b>	<b>(380)</b>	<b>429</b>	<b>17,126</b>
Capital increase	12	30,052	-	-	30,063
Transaction cost	-	(3,092)	-	-	(3,092)
Share-based payments	-	(791)	-	791	-
<b>Balance at 31 December, 2022</b>	<b>596</b>	<b>42,661</b>	<b>(380)</b>	<b>1,220</b>	<b>44,097</b>
<i>During the period no dividend was paid</i>					
<b>Balance at 1 January, 2021</b>	<b>108</b>	<b>(73)</b>	<b>124</b>	<b>4,750</b>	<b>4,909</b>
Net profit/(loss) for the period	-	(35,577)	-	-	(35,577)
Other comprehensive income	-	-	(476)	-	(476)
<b>Total Comprehensive income</b>	<b>108</b>	<b>(35,650)</b>	<b>(352)</b>	<b>4,750</b>	<b>(31,144)</b>
Capital increase	476	125,489	-	-	125,965
Transaction cost	-	(8,259)	-	-	(8,259)
Share-based payments	-	4,884	-	(4,321)	563
<b>Balance at 31 December, 2021</b>	<b>584</b>	<b>86,464</b>	<b>(352)</b>	<b>429</b>	<b>87,125</b>

*During the period no dividend was paid*

# Cash flow statement

kDKK	Q4 2022	Q4 2021	FY 2022	FY 2021
Operating Loss	(5,128)	(13,551)	(74,290)	(39,425)
Depreciation, amortization and impairment losses	(230)	2,992	34,414	8,913
Change in working capital	(6,790)	(417)	9,073	(7,603)
Share-based payment expense	192	429	791	563
Gain on disposal	-	-	-	-
<b>Cash flow from ordinary operating activities</b>	<b>(11,957)</b>	<b>(10,547)</b>	<b>(30,012)</b>	<b>(37,552)</b>
Income taxes received	5,500	4,528	5,500	4,528
Interest received	-	(0)	0	1,557
Interest paid	(2)	(975)	(120)	(4,020)
<b>Cash flow from operating activities</b>	<b>(6,460)</b>	<b>(6,995)</b>	<b>(24,632)</b>	<b>(35,487)</b>
Development expenditures	(6,625)	(5,029)	(26,144)	(16,573)
Prepaid intellectual property rights	-	(8,298)	-	(8,298)
Investments in property, plant and equipment	-	(373)	(263)	(634)
Change in deposits	-	(182)	(102)	(728)
<b>Cash flow from investing activities</b>	<b>(6,625)</b>	<b>(13,882)</b>	<b>(26,509)</b>	<b>(26,233)</b>
Proceeds from borrowings	9,029	-	11,549	-
Repayment of borrowings	(11,549)	(7,307)	(14,521)	(8,916)
Payment of principal portion of lease liabilities	(1,009)	(1,301)	(4,080)	(2,424)
Transaction cost from capital increase	(3,092)	(139)	(3,092)	(8,259)
Proceeds from capital increase	22,500	-	22,500	125,489
<b>Cash flow financing activities</b>	<b>15,879</b>	<b>(8,747)</b>	<b>12,356</b>	<b>105,890</b>
Change in cash and cash equivalents				
Net cash flow	2,794	(29,623)	(38,785)	44,170
Net foreign exchange difference	(162)	2,153	(260)	994
Cash, Begin	4,395	73,417	45,947	783
<b>Cash, End</b>	<b>7,027</b>	<b>45,947</b>	<b>6,901</b>	<b>45,947</b>

# Notes Glossary

- 1** Going concern
- 2** Subsequent Events
- 3** Uncertainties of recognition and measurement.
- 4** General information
- 5** Revenue specification
- 6** Share-based payment plans
- 7** Income tax
- 8** Intangible Assets
- 9** Guarantees, contingent liabilities and collateral
- 10** Risks and uncertainties
- 11** Share and share capital

# Notes

## 1 Going Concern

During Q4, Linkfire concluded the process of securing necessary financing to continue its operations. The equity financing of DKK 45M is divided into two equal tranches whereof the first tranche was settled in Q4, while the second tranche will settle latest in April 2023. Second tranche is committed by the largest new shareholder participating in the first tranche, Maverick Capital Limited ("Maverick"), at the same price per share of SEK 0.60. Linkfire has the option to waive the commitment if, and to the extent that Linkfire is able to obtain equity financing in the amount of DKK 22.5M or more at more favorable terms elsewhere.

Linkfire is continuing its path towards profitability and with a strong improvement in earnings in Q4 as well as a structurally lighter cost base, the company's management remains confident in its plan to reach EBITDA profitability for the full year of 2023. In its restructured form, the company's management is confident in the presence of sufficient operating flexibility to mitigate the expectation of difficult operating conditions.

The above-mentioned financing including the second tranche investment, is expected to last until the company breaks even on EBITDA and potentially until the company generates sufficient cash from operations to sustain investments into innovation as well as servicing loan obligations. Current budgets and plans are still considered achievable at the signing date. Linkfire is continuously optimizing its capital preparedness and options as complementary to the secured equity financing.

Management has on this background decided to prepare the financial statements on a going concern basis.

## 2 Subsequent Events

On February 23, 2023 the Board of Directors of Linkfire A/S decided to issue warrants to the executive management, the senior leadership team, key employees and contracted staff within the authorization granted by the annual general meeting on 27 April 2022. The purpose of the warrant program is to create possibilities for the company to retain and incentivize certain key employees by offering a long-term ownership engagement. In total the grants cover 2,676,000 warrants of which 936,000 warrants have been granted to the executive management and senior leadership, and the remaining 1,740,000 warrants have been granted to key employees and contracted staff.

There have not been any other subsequent events after the reporting period which could influence the evaluation of the interim report.

## 3 Uncertainties of recognition and measurement

At each reporting date, it is required to assess whether there is any indication that an asset may be impaired. The current uncertainties in the market and the share price from the last capital increase, among others, indicate that an impairment assessment needs to be performed, with main focus on the carrying amount of the intangible assets.

As a result of Management's impairment assessment, the conclusion was that the carrying amount of the intangible assets is lower than their recoverable amount and therefore no impairment recognition is needed.

# Notes

## 4 General information

Linkfire A/S is a limited liability company and is incorporated in Denmark. The parent company and its subsidiaries (referred to as the "Group" or "Linkfire") are on a mission to frictionlessly connect fans to the world of entertainment. Linkfire is a technology company providing marketing and promotional services within the music and entertainment industries.

### Basis of preparation

The interim report (condensed consolidated interim financial statements) for the period October 1 - December 31, 2022 has been prepared in accordance with IAS 34 "Interim financial statements" as adopted by the EU and additional requirements in the Danish Financial Statements Act.

These condensed consolidated interim financial statements incorporate the results of Linkfire A/S and its subsidiaries. The condensed consolidated interim financial statements refer to certain key performance indicators, which Linkfire and others use when evaluating the performance of Linkfire. These are referred to as alternative performance measures (APMs) and are not defined under IFRS. The figures and related subtotals give management and investors important information to enable them to fully analyze Linkfire's business and trends. The APMs are not meant to replace, but to complement the performance measures defined under IFRS.

### Accounting policies

Except for the changes below, the condensed consolidated interim financial statements have been prepared using the same accounting policies as set out in note 1 of the 2021 annual report which contains a full description of the accounting policies for the Group and the parent company. The annual report for 2021 can be found on Linkfire's website: <https://investors.linkfire.com/>. All statements are prepared in DKK as this is the official and functional currency of the operating and reporting activities. Any reference to other currencies (mainly USD, EUR or SEK) serve purely as informative and are not official.

### Changes in accounting policies:

No changes to the accounting policies were made in the period.

### Significant accounting judgements, estimates, and assumptions

As part of the preparation of the interim report, Management makes a number of accounting estimates and assumptions as a basis for recognising and measuring the Group's assets, liabilities, income and expenses as well as judgements made in applying the entity's accounting policies. The estimates, judgements and assumptions made are based on experience gained and other factors that are considered prudent by Management in the circumstances, but which are inherently subject to uncertainty and volatility. Apart from the full description of significant accounting judgements, estimates and assumptions disclosed in note 3 in the annual report for 2021, new estimates have been made in connection with the presentation of the interim report. These estimates relate mainly to discretionary factors regarding the assessment of impairment requirements on intangible assets as described in note 3 of the interim report.

# Notes

## 5 Revenue Specification

	Q4 2022	Q4 2021	FY 2022	FY 2021
<b>Revenue by business segment</b>				
<b>kDKK</b>				
Subscriptions	8,745	6,169	32,100	22,079
Commissions	8,049	3,587	20,490	11,618
<b>Total</b>	<b>16,793</b>	<b>9,756</b>	<b>52,590</b>	<b>33,697</b>
<b>%-split</b>				
Subscriptions	52	63	61	66
Commissions	48	37	39	34
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>
<b>Geographic Information</b>				
<p>As an online platform, the Group generates revenue from customers located worldwide. For this purpose, internal reporting divides revenue according to the NAM (Northern America), the EMEA region (Europe, Middle East and Africa) as well as APAC (Asia and Oceania) and LATAM (Latin America and the Caribbean).</p>				
<b>kDKK</b>				
NAM	10,920	5,664	33,522	19,441
EMEA	4,257	2,745	13,168	9,573
APAC	1,333	1,187	5,127	4,129
LATAM	282	160	772	554
<b>Total</b>	<b>16,793</b>	<b>9,756</b>	<b>52,590</b>	<b>33,697</b>
<b>%-split</b>				
NAM	65	58	64	58
EMEA	25	28	25	28
APAC	8	12	10	12
LATAM	2	2	1	2
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

# Notes

## 6 Share-based payment plans

### IPO Warrant Program:

The Board of Directors, the Board of Management and other employees have been granted warrants. The warrants are measured at fair value at the grant date and are recognized as an expense in staff costs over the vesting period. Expenses are set off against equity (equity-settled share-based payments). The fair value of the warrants issued is measured at calculated market price at the grant date based on the Black & Scholes valuation method.

During the fourth quarter of 2022 the company did not grant any warrants and no warrants were exercised under this program.

The total share based compensation expense recognised for Q4 2022 is 192 kDKK (Q4 2021: 429 kDKK).

1. On 15 June 2021 to issue warrants to members of the board of directors in the company. The warrant terms entitle warrant holders to subscribe for up to a total amount of 737,080 shares of nominal DKK 0.01 each.

The warrants are to be vested linearly over 36 months after the grant date.

2. On 27 April 2022 to issue warrants to key employees, consultants and members of the executive management in the company. The warrant terms entitle warrant holders to subscribe for up to a total amount of 3,010,764 shares of nominal DKK 0.01 each.

The warrants are to be vested linearly over 36 months after the grant date.

3. On 27 April 2022 to issue warrants to members of the board of directors in the company. The warrant terms entitle warrant holders to subscribe for up to a total amount of 368,540 shares of nominal DKK 0.01 each.

The warrants are to be vested linearly over 36 months after the grant date.

### Incentive Programs

Share-based incentive programs (warrants) in place ahead of the listing on Nasdaq First North Premier Growth Market in Stockholm have been exercised. The General Meeting of Linkfire has in the company's Articles of Association authorized the Board of Directors to establish a share-based incentive program comprising equity-settled programmes (warrants) for key employees, consultants and members of the executive management. The purpose of the program is to create possibilities for Linkfire to retain and incentivise certain key employees and consultants. In the fourth quarter of 2022, no new warrants were issued by the Board of Directors. The Board of Directors further expects to exercise the authorisation and initiate allocations before the ordinary General Meeting 2023. The General Meeting has on two occasions allocated warrants to board members as stipulated in Linkfire's articles of association. New warrants have been issued before the reporting date. See Subsequent Events note for further information.



# Notes

## 7 Income tax

kDKK	Q4 2022	Q4 2021	FY 2022	FY 2021
Current tax for the year income	1,362	1,159	5,477	5,500
Changes in deferred tax	-	-	-	-
Recognized as receivable tax credit	5,500	5,500	5,500	5,500
<i>Income tax benefits for all periods relate to tax credit for research and development expenses at the applicable tax rate under the Danish Corporate Income Tax Act.</i>				
Tax calculated as 22% of profit/loss before tax	1,264	2,722	16,599	9,036
Non-capitalised tax assets	199	-	(10,722)	(2,025)
Non-deductible expenses	(100)	(1,563)	(400)	(1,511)
<b>Effective tax</b>	<b>1,362</b>	<b>1,159</b>	<b>5,477</b>	<b>5,500</b>
<b>Tax rate for the year (%)</b>	<b>23.7%</b>	<b>9.4%</b>	<b>7.3%</b>	<b>13.8%</b>

Due to uncertainty of utilization of the tax loss carry-forward, the Group has not recognised any deferred tax assets.

# Notes

## 8 Intangible Assets

kDKK	Acquired Intellectual Property Rights	Completed development projects	Development projects in progress	Total
Cost at 1 January 2022	8,298	74,979	-	83,277
Transfers	-	-	-	-
Additions	12,387	-	26,144	38,531
Disposals	(3,800)	-	-	(3,800)
<b>Cost at 31 December 2022</b>	<b>16,885</b>	<b>74,979</b>	<b>26,144</b>	<b>118,008</b>
Amortization and impairment at 1 January 2022	-	(13,402)	-	(13,402)
Amortization and impairment during the year	(16,885)	(13,350)	-	(30,235)
<b>Amortization and impairment at 31 December 2022</b>	<b>(16,885)</b>	<b>(26,752)</b>	<b>-</b>	<b>(43,637)</b>
<b>Carrying amount at 31 December 2022</b>	<b>-</b>	<b>48,227</b>	<b>26,144</b>	<b>74,372</b>
Cost at 1 January 2021	-	55,764	2,642	58,406
Transfers	-	19,215	(19,215)	-
Additions	8,298	-	16,573	24,871
Disposals	-	-	-	-
<b>Cost at 31 December 2021</b>	<b>8,298</b>	<b>74,979</b>	<b>-</b>	<b>83,277</b>
Amortization and impairment at 1 January 2021	-	(6,903)	-	(6,903)
Amortization and impairment during the year	-	(6,499)	-	(6,499)
<b>Amortization and impairment at 31 December 2021</b>	<b>-</b>	<b>(13,402)</b>	<b>-</b>	<b>(13,402)</b>
<b>Carrying amount at 31 December 2021</b>	<b>8,298</b>	<b>61,577</b>	<b>-</b>	<b>69,875</b>

# Notes

## **9 Guarantees, contingent liabilities and collateral**

The group has provided a bank guarantee to Euroclear of DKK 145k.

In order to secure the Company's balance with Danske Bank, a mortgage has been granted with mortgages in simple receivables, operating inventories and equipment and intellectual property rights at a total book value of DKK 81,304k (Q4 2021: DKK 85,345k).

## **10 Risks and Uncertainties**

Linkfire is exposed to various risks, both operational and financial. Operational risks mainly comprise industry risk, commission revenue risk, data partnership risk, subscription revenue risk and management, management and key employee risk, privacy regulation risk and risks related to taxation. Financial risks mainly comprise capital management risk, credit risk, foreign currency risk and liquidity risk. For more information on the above risks and uncertainties related to Linkfire's operating environment and operations, please see Linkfire's Annual report for 2021.

# Notes

## 11 Shares and Share Capital

Linkfire A/S is a publicly listed company since June 28, 2021 and was established in 2014.

As per December 31, 2022, share capital amounted to 595,320.86 DKK, and the total number of issued shares was 114,989,051. The company has one class of shares. Each share entitles the holder to one vote at the general meetings.

On 14 November 2022 Linkfire held an Extraordinary General Meeting authorizing the board of directors to increase the share capital of the Company without pre-emption rights for the existing shareholders at market price. As part of tranche 1, the issuance comprised a total of 55,456,965 shares at a subscription price of DKK 0.4057 per share, representing a total value of DKK 22,5 million.

On 21 November 2022 the Company's board of directors has resolved to issue up to 55,459,965 new shares in the Company corresponding to shares of a nominal value of DKK 554,569.65 pursuant to the authorization in the Company's articles of association approved on the extraordinary meeting held on 14 November 2022 and in accordance the company's announcements dated 21 October 2022 and 10 November 2022.

On 12 December 2022, Linkfire received the last payment and the capital increase was registered with the Danish Business Authority, completing Tranche 1 of the directed share issue.

At the reporting date, the list of Linkfire's largest shareholders is as follows :

<u>Name</u>	<u>Num. Of Shares</u>	<u>Capital</u>
Maverick Fund Open-ended PCC Ltd	33,274,179	28.94%*
NorthCap Partners ApS (NCP)	14,961,911	13.01%
Rocket Group Aps (CEO, Lars Ettrup)	12,161,785	10.58%
Kuok Meng Ru	11,091,393	9.65%*
ICS Investment Management LLC	11,091,393	9.65%*
Barreson Limited	3,748,900	3.26%
Jeppe Faurfelt	3,713,930	3.23%
Thomas Rudbeck	2,316,751	2.01%
Alexandre Mordasini	1,418,822	1.23%

\* entered in connection with tranche 1