



TRADING UPDATE

for the period 01.01.2018 - 31.12.2018

This announcement is a translation of the original Danish version.
In case of discrepancies, the Danish version prevails.

- **Turnover Growth of 7%**
- **Dividend and dividend policy**
- **Establishing share purchase programme**
- **Financial calendar 2019**

Turnover growth of 7%

Esoft continues growth, with 7% in 2018. The growth in turnover generates an annual turnover for 2018 of 149 MDKK.

As published in the ordinary announcement for Q3 2018 (no. 113, October 25th, 2018), Esoft has adjusted its strategy and decided on a strategy of aggressive investment, where new opportunities deriving from Tech, are pursued with significant investments.

The adjustment of strategy has the expected effect on the financial result for 2018, which is a zero result.

Based on the strategy adjustment, the coming years are expected to be significantly affected by the investments, and the focus will be on long term development rather than short term results and dividend. It is our expectation that the long term investments will secure a further strengthening of the international market position of Esoft. Esoft is currently conducting business in 15 different countries and has customers in 14 states in the US.

At the end of 2018, 17 new Tech talents were hired, compared to the same time in 2017, and the total annual spending in the Tech area is expected to be approx. 25 MDKK in 2019.

The board is convinced that this strategy is essential to exploit the present opportunities and projects. It is however expected, that 2-3 years will pass before the results of the investments will start being clearly visible, and based on that, earnings are expected to be around zero for the coming years. Esoft has established a credit line worth 20 MDKK, to secure financing during the period

of investments.

The underlying business continues to grow, and there is growth in all of the groups' markets.

With the escalating technological development, it will be increasingly important for the players in the real estate business, to have the right partners. There does not seem to be standardized solutions around the corner, that can give significant added value to the customers, and give these significant competitive advantages in their market. This advantage is expected to generate additional growth for Esoft in the form of continuous addition of new customers over the coming years.

Dividend and dividend policy

As a consequence of the shift in strategy and the derived changes in expected results for the coming years, the board has decided – at their meeting February 25th, 2019 – to propose a dividend payment for decision at the AGM. The dividend proposal is a total dividend of 18 MDKK to Esoft's shareholders, equivalent to 5,13 DKK/share.

The dividend is proposed with the intention of accommodating shareholders, in connection with the decided strategy adjustment.

In connection with this, the board has decided a dividend policy for the coming years, with the intention of no further dividend for the coming years. Instead, all available resources are expected to be invested into further development of the company's future, in accordance with the adjusted strategy.

Establishing a share purchase programme

At the Annual General Assembly, March 15th, 2019, the board will propose the establishment of a share purchase programme.

The share purchase programme is established as an offer to shareholders that desire to step out, because of the adjusted strategy, and is decided based on inquiries from several shareholders.

The proposed programme is presented in full in the invitation for the AGM. The offered rate is calculated based on the current price level, and the proposed dividend.

Financial Calendar for 2019

- Friday, March 15th – Annual General Assembly
- Thursday, May 2nd – first-quarter trading update
- Thursday, August 15th – report for the 1st half of 2019
- Monday, October 28th – third-quarter trading update and financial calendar 2020.

The board of directors

The Esoft Systems A/S board of directors is composed of:

- Torben Frigaard Rasmussen, chairman of the board
- Michael Vinther
- René Dines Hermand

Board decisions

Except for the messages already communicated through First North, no fundamental decisions have been made during the period in question.

The company's shareholdings

Esoft Systems A/S holds no shares in the company.

The board and management – direct and indirect shareholdings

Group CEO René Dines Hermand, 2.500.000 shares.

The company had an average of approximately 225 shareholders during the period in question.

Certified Adviser and the adviser's employees – direct and indirect shareholdings

Certified Adviser holds no shares in the company.

Next trading update

Next trading update will be published on May 2nd, 2019.

Further information:

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Om Esoft:

Esoft is a Tech company in the real estate industry, with offerings for both brokerage chains and individual brokers around the world.

Esoft specializes in innovative solutions in picture editing, 3D-visualisations and online marketing.

Customers choose Esoft for the fast service, the innovative and inventive solutions, as well as the consistently high quality of the services provided by Esoft.

Since Esoft was founded in the year 2000, the company has had continuous growth, and today consists of more than 650 colleagues in offices in Denmark, Sweden, Spain and Vietnam.

Read more at www.esoft.com