

TRADING UPDATE

for the period January 1st 2018 to June 30th 2018

- Increase at 10% in the turnover in the first six months of 2018 compared to the same period last year
- New Corporate Identity and consolidation of marketing
- An expected increase through 2018

Turnover

The Esoft Group realized a 10% turnover growth the first six months in 2018 compared to the same period in 2017.

The growth is smaller than the last years and is considered unsatisfactory compared to the level of ambition.

The increased turnover is due to a generally increased level of activity across the Group's markets where a growth in demand is seen.

In the Danish market, a growth in demand is seen compared to last year. The growth is realized in a combination of customer approach and a broader product penetration.

In the Swedish market, a continuing increase in new customers is realized, and the market share is increased even though the market experienced a decrease in the number of properties for sale in Q1 due to statutory tightening of the amortization requirements.

In the Vietnamese subsidiary, which serves large parts of the global market, the turnover continues to grow.

The Spanish subsidiary is challenged with regards to profitability, due to the known challenges with achieving a cost-effective production.

The results for the period is affected by continued investment in new products and customer relationships, but the result in EBIT level is lower than the expected level.

Other events in the period

In May 2018 Esoft presented a New Corporate Identity with a more contemporary expression. This New Corporate Identity will clarify Esoft as "One Company" and ensure the realization of market synergies across the Group companies.

Following this, the essential parts of the Groups marketing activities are centralized to ensure further pressure to the market.

Outlook for 2018

The company's expectations for the full year remains unchanged. It is expected that 2018 will result in further growth and positive earnings.



Key figures

TDKK

Figures for the period

	1.1.18- 30.6.18*	1.1.17- 30.6.17*
Turnover	80.857	72.515
EBIT	4.069	5.142
Financial income/expenses	-200	-3
EBT	3.835	5.139
Total assets	49.474	43.458
Equity	33.615	30.172
Cash flow		
Cash flow from operating activities	-2.027	1.024
Cash flow from investing activities	-2.359	-1.311
Total cash flow	-4.386	-387
Cash and cash equivalents beginning	21.871	12.812
Cash and cash equivalents end	17.485	12.525

Equity

	1.1.18- 30.6.18*	1.1.17- 30.6.17*
Equity beginning	31.126	25.853
Net result for the period, EBT	3.835	5.139
Adjustments	-1.346	-820
Equity end	33.615	30.172

Key figures

Number of shares	3.506.688	3.506.688
Result before tax per share	1,09	1,47
Book value of equity per share	9,59	8,60
Market price per share, June 30th	26,0	24,0
Market value (1.000 DKK)	91.174	84.161

The board of directors

The Esoft systems a/s board of directors is composed of:

- Torben Frigaard Rasmussen, Chairman
- 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 October 25th, 2018

Further information:

René Dines Hermand, adm. direktør
Mobile: +45 20 300 406

Company address

Esoft systems a/s
Skibhusvej 52C , DK - 5000 Odense C
www.esoft.com

Certified Adviser:

Christian Ejlskov Hansen
Ernst & Young P/S
Englandsgade 25
5000 Odense C
www.ey.com

About Esoft:

Esoft, headquartered in Odense, provides solutions and services for the real estate sector and independent brokers around the world.

Esoft develops intelligent solutions specifically targeting real estate brokers.

The combination of a strong service attitude around response time and support, as well as a broad range of digital marketing content products is core to providing a quality and service that is second to none.

Esoft continues to grow, and currently employs more than 650 people, - ready, engaged and service minded.

Read more at www.esoft.com