

QUARTERLY REPORT - Q4 2019





#### **NEXT Biometrics Group ASA**

#### Quarterly report - Q4-2019

#### **Highlights**

- Revenue for 2019 of NOK 84.4 million, down 22% compared to same period last year
- Revenue of NOK 9.2 million in Q4-2019, down 68% from Q4-2018
- Revenues to date 2020 already higher than revenues reported in Q4-2019
- Gross margin of -2% in Q4-2019 (36% in Q4-2018) resulting from reduced sales volume and product mix in the quarter
- EBITDA ex options<sup>1</sup> of NOK -49.3 million in Q4-2019 (NOK -34.7 million in Q4-2018) including non-recurring costs of NOK 4.7 million
- Cash position NOK 88.5 million as per 31 December 2019 (NOK 46.3 million per 31 December 2018)
- Accelerated cost reduction program and reduced headcount
- Large-size FAP20 sensor module granted US PIV certification

#### **CEO** comment

"We continued to see the revenue impact of our largest customer reducing sensor purchases in the fourth quarter as expected. To offset this, we reduced headcount, made cost avoidance and lowered indirect costs substantially during the quarter. At the same time, we are working closer with both existing and potential new customers and have at year-end built a much stronger sales funnel. We have also received PIV certification of our promising FAP20 sensor. With a stronger sales focus we have also started to convert increased activity in India into revenues. With a more customer centric organization operating at lower cost, I'm confident we will deliver more orders and revenue during 2020."

#### Peter Heuman, CEO of NEXT Biometrics Group ASA

AMOUNTS IN NOK MILLION						
(EXCEPT GROSS MARGIN)	Q4-2019	Q3-2019	Q2-2019	Q1-2019	2019	2018
Total revenue	9.2	17.6	30.1	27.5	84.4	108.4
Gross margin (%)	-2 %	11 %	32 %	34 %	24 %	28 %
EBITDA ex options 1)	-49.3	-34.7	-30.5	-35.4	-149.9	-149.5
Closing cash balance	88.5	131.7	163.5	188.9	88.5	46.3

<sup>1)</sup> EBITDA ex. Options = "Profit (loss) before tax, depreciation and amortization" excluding "share based remuneration" (Salary part, employer's part and operating part)

#### **Operational review:**

Revenue for 2019 was NOK 84.4 million, down 22% compared to 2018. Fourth-quarter revenue was NOK 9.2 million, compared to NOK 29.3 million during the same period of 2018. The decline in quarterly and full-year revenue reflects reduced shipments to the US tier 1 notebook customer in line with the previously communicated expected reduction in number of platforms using NEXT's sensors.

NEXT continues to diversify its customer and revenue base across target markets including increasing sensor shipments to Fujitsu and other customers. NEXT is experiencing increased demand for its sensor technology, but due to prevailing sales lead-times and design-in cycles it will be challenging to, in the short term, fully offset the reduction in notebook revenue during the first half year of 2020.

In India, demand is increasing for biometric solutions tied to the Government's Adhaar program. After establishing local presence in India in 2019, NEXT commenced a slow ramp-up of shipments through the fourth quarter of 2019. NEXT's change of focus combined with increased activity during quarter paid off, and in January the company received an USD 750,000 order for UIDAI and STQC certified fingerprint biometric readers. The readers were shipped in early 2020 for use in a regional public program aimed at improving living standards of citizens in rural areas. NEXT expects additional orders in 2020 from both existing and new customers in India.

In December, the FAP20 government grade sensor was granted Personal Identity Verification (PIV) Certification in the US following tests by the Federal Bureau of Investigation (FBI). The new FAP20 sensor has been sampled to a wide range of customers and projects and has generated substantial interest in the government ID, access control and the commercial high security notebook markets.

In the fourth quarter, NEXT executed a program to optimize the organization and cost base with its strategic priorities and market opportunities. Following the restructuring, NEXT will have less than 65 full-time employees, a reduction of more than 20%. The measures were largely implemented in the fourth quarter of 2019 and are expected to yield annual cost saving of minimum NOK 45 million with effect starting from the first quarter of 2020. Other operating expenses which are not related to near-term revenue generation or critical development activities, has also been scaled down.

As of today, there has been no material impact to NEXT's business as a result of the Corona virus outbreak in China. The company and its customers have had ample inventory of modules and readers to ensure shipments during the extended holiday closure in late January and early February.

#### **Smart Cards**

NEXT's smart card product development activities focused on commercializing the dual interface solution progressed to plan with high customer activity across the smart card ecosystem.

#### **Government ID**

NEXT offers a market-leading product portfolio for government ID market and continued to develop the customer base based on its fingerprint readers and sensor modules certified for India's Aadhaar program. The PIV certified FAP20 sensor will offer new opportunities from 2020 onwards.

#### **Access control**

The access control segment is a highly fragmented and regional business. NEXT's strategy is to drive market penetration through regional distributors and by leveraging its existing product portfolio and the new FAP20 sensor for physical access control and time & attendance applications. In the fourth quarter, NEXT introduced sensor modules (One Touch Access 115) that is targeting enhanced temperature requirements.

#### Notebook

Shipments to the US tier-1 customer declined as expected in the fourth quarter as it reduced the number of platforms using NEXT sensors. NEXT expects shipments to stabilize in 2020 at a new lower level. Shipments to Fujitsu are according to plan as more platforms with NEXT sensors are launched in the market.

Technology evaluation with additional notebook manufacturers based on the existing sensor portfolio and on the new FAP20 sensor continued through the fourth quarter.

## Interim condensed financial statements as of 31 December 2019 (unaudited)

#### **Profit & loss statement**

Operating revenue for the fourth quarter of 2019 was NOK 9.2 million, compared to NOK 29.3 million in the fourth quarter of 2018. The decrease was mainly related to reduced shipments to the US tier 1 notebook customer. For the full year of 2019, operating revenue amounted to NOK 84.4 million, compared NOK 108.4 million in 2018.

Fourth-quarter gross margin was -2%, compared to 36% in the fourth quarter of 2018. The negative margin in the fourth quarter was due to reduced sales volume and product mix in the quarter.

For the full year of 2019, the gross margin was 24% (NOK 20.6 million), compared to 28% (NOK 30.8 million) in 2018. The gross margin will fluctuate over time based on the production volume and mix of products sold.

Payroll expenses were NOK 33.5 million in the fourth quarter of 2019, compared to NOK 31.5 million in the fourth quarter of 2018. The fourth quarter 2019 payroll expenses include non-recurring costs of NOK 4.7 million. Full-year of 2019 payroll expenses were NOK 121.9 million, compared to NOK 116.1 million in 2018.

Other operating expenses were NOK 16.4 million in the fourth quarter of 2019, compared to NOK 17.6 million in the fourth quarter of 2018. The fourth quarter 2018 costs include NOK 5 million in Skattefunn cost reduction. For the full year of 2019 other operating expenses amounted to NOK 51.4 million, compared NOK 75.6 million in 2018.

Total R&D expenses, included in both payroll and other operating expenses, was NOK 95.7 million in 2019, a decrease from NOK 114.7 million in 2018.

The company booked lease amortization cost of NOK 1.2 million and interest cost of NOK 0.1 million in the fourth quarter 2019 relating to the company's office lease liabilities due to implementation of IFRS 16.

NEXT had income tax expenses of NOK 2.1 million related to foreign subsidiaries in 2019.

Net loss after tax for the fourth quarter of 2019 was NOK 56.6 million, compared to a loss of NOK 40.9 million in the fourth quarter of 2018. The increased loss was mainly related reduced revenues and gross margin, non-recurring costs relating to the personnel reduction implemented in the quarter and increased depreciation and amortization. Net loss after tax for the full year of 2019 amounted to NOK 171.4 million, compared to a loss of NOK 172.9 million for the full year of 2018.

#### Cash flow and balance sheet

Cash and cash equivalents amounted to NOK 88.5 million by the end of 2019, compared to NOK 46.3 million at the end of 2018.

Cash flow from operating activities was negative NOK 38.5 million in the fourth quarter of 2019, compared to a negative NOK 24.9 million in the fourth quarter of 2018. For the full year of 2019, cash flow from operations was negative NOK 131.4 million, compared to negative NOK 144.4 million for the full year of 2018.

Investments were NOK 0.0 million in the fourth quarter of 2019, compared to NOK 0.3 million in the fourth quarter of 2018. For the full year of 2019, investments amounted to NOK 1.2 million, compared to NOK 4.1 million for the full year of 2018.

Net cash flow from financing activities was NOK 174.5 million was for the full year of 2019, compared to NOK 114.4 million in 2018. The positive cash effect from financing relates to the funds raised in the private placements in 2018 and early 2019.

At the end of December 2019, the Company's share capital was NOK 42.9 million, divided into 42,930,575 shares with a par value of NOK 1 per share.

Equity amounted to NOK 129.8 million as at 31 December 2019, compared to NOK 119.3 million at the end of 2018.

#### Going concern

The company's accounts for the fourth quarter of 2019 have been prepared on the basis of a going concern assumption. In the view of the board of directors, based on current projections the group cash position and working capital cover less than 12 months operations, and that there is material uncertainty related to the ability of the company to continue as a going concern. The board is evaluating activities to ensure relevant company financing.

#### **Outlook**

A number of changes has been initiated in late 2019 and early 2020 as a part of the comprehensive review, including reduction of staff, other indirect costs and external R&D cost. The implemented operating costs reductions are expected to yield annual savings of minimum NOK 45 million in 2020 relative to the annual costs of NOK 173 million in 2019.

Revenue in early 2020 will reflect reduced shipments to the US tier-1 notebook customer. Current sales lead-times and design-in cycles makes it challenging to immediately offset the associated decrease in Group revenue. However, we believe the Q4 revenues will be the low point in terms of quarterly revenues for NEXT. Improved sales management and the strengthening of the sales force with focus on sale of existing and already developed products will yield results already from Q1 2020. Moreover, with the large order win in India and recurring Notebook sensor volumes, revenues to date in 2020 are already higher than revenues reported in Q4 2019. Additionally, we received the first purchase order for FAP20, which we believe has potential for increased revenues in the medium and long term.

Oslo, February 25, 2020 Board of Directors NEXT Biometrics Group ASA

## CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) 31 DECEMBER 2019

		Q4-2019	Q4-2018	2019	2018
(AMOUNTS IN NOK 1,000)	NOTES	Post IFRS 16	Pre IFRS 16	Post IFRS 16	Pre IFRS 16
PROFIT AND LOSS					
Revenue					
Operating revenue	3	9 234	29 278	84 436	108 392
Total revenue		9 234	29 278	84 436	108 392
Cost of goods sold		9 437	18 796	63 865	77 612
Gross margin		-202	10 481	20 570	30 780
Operating expenses					
Payroll expenses	4	33 471	31 516	121 929	116 077
Other operating expenses	4	16 428	17 553	51 419	75 569
Total operating expenses		49 899	49 069	173 348	191 647
Profit (loss) before tax, depreciation an	d amortization	-50 101	-38 587	-152 777	-160 867
Amortization of intangible assets	5	1 745	1 739	6 982	6 204
Depreciation right-of-use-assets	6	1 204		4 647	
Depreciation of tangible assets	7	1 389	970	5 176	3 823
Operating profit (loss)		-54 439	-41 297	-169 582	-170 894
Net financial items		-72	2 001	266	-425
Net profit (loss) before tax		-54 512	-39 296	-169 316	-171 319
Taxes		-2 132	-1 584	-2 131	-1 582
Net profit (loss) for the period		-56 644	-40 880	-171 447	-172 901
Earnings per share - basic and diluted	9	-1.32	-2.10	-4.32	-9.30
Other comprehensive income					
items that may be reclassified to profit	or loss				
Exchange rates differences		-451	701	315	708
Total other comprehensive income		-451	701	315	708
Total comprehensive income for the per	rlod	-57 095	-40 179	-171 132	-172 194
Total comprehensive income for the per	riod attributable to:				
Owners of the parent company		-57 095	-40 179	-171 132	-172 194
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## CONDENSED INTERIM STATEMENT OF FINANCIAL POSITIONS (UNAUDITED) 31 DECEMBER 2019

		31 DEC 2019	31 DEC 2018
(AMOUNTS IN NOK 1,000)	NOTES	Post IFRS 16	Pre IFRS 16
ASSETS			
Non-current assets			
Deferred tax assets		9	354
Patens and other intangible assets	5	11 969	18 951
Right-of-use assets	6	7 523	
Machinery and office equipment	7	23 689	27 125
Total non-current assets		43 189	46 430
Current assets			
Inventory		25 961	29 373
Receivables			
Accounts receivable		3 481	12 797
Other receivables		6 724	15 147
Total receivables		10 204	27 945
Cash and cash equivalents		88 541	46 299
Total current assets		124 706	103 617
Total assets		167 896	150 046
EQUITY AND LIABILITIES			
Equity			
Share capital	8	42 931	19 431
Share premium		624 451	469 200
Other paid in capital		58 261	55 369
Accumulated losses		-595 842	-424 710
Total equity		129 801	119 289
Liabilities			
Non-current liabilities			
Non-current lease liabilities	6	3 344	
Total current liabilities		3 344	0
Current liabilities			
Current lease liabilities	6	4 487	
Accounts payable		11 786	19 096
Public duties payable		2 004	1 330
Other current liabilities		16 473	10 331
Total current liabilities		34 751	30 757
Total liabilities		38 095	30 757
Total equity and liabilities		167 896	150 046

NEXT BIOMETRICS GROUP ASA

## CONDENSED INTERIM STATEMENT OF CASH FLOWS (UNAUDITED) 31 DECEMBER 2019

		Q4-2019	Q4-2018	2019	2018
(AMOUNTS IN NOK 1,000)	NOTES	Post IFRS 16	Pre IFRS 16	Post IFRS 16	Pre IFRS 16
Cash flow from operating activities					
Profit (loss) before taxes		-54 512	-39 296	-169 316	-171 319
Taxes payable		-2 141	-1 938	-2 141	-1 936
Share based remuneration (equity part)		759	4 240	2 893	11 933
Amortization of intangible assets	5	1 745	1 739	6 982	6 204
Depreciation right-of-use-assets	6	1 204	0	4 647	0
Depreciation of tangible assets	7	1 389	970	5 176	3 823
Change in prepayments		0	3 081	0	3 070
Change in working capital items		13 020	6 343	20 365	3 810
Net cash flows from operating activities		-38 536	-24 861	-131 394	-144 416
Cash flows from Investing activities  Purchase of intangible assets  Purchase of tangible assets	5 7	0 34	-338 6	0 -1 199	-3 701 -438
Net cash flows from investing activities		34	-331	-1 199	-4 138
Cash flows from financing activities					
Share issue net of expenses		0	0	178 752	114 424
Payment of lease liabilities		-4 233	0	-4 233	0
Net cash flows from financing activities		0	0	174 519	114 424
Translation differences		-451	701	315	708
Net change in cash flows		-38 954	-24 492	42 242	-33 423
Opening cash balance		131 728	70 791	46 299	79 722
Closing cash balance		88 541	46 299	88 541	46 299

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UNAUDITED) 31 DECEMBER 2019

(AMOUNTS IN NOK 1,000)	NOTES	SHARE Capital	SHARE Premium	OTHER CAPITAL RESERVES	RETAINED EARNINGS	TOTAL EQUITY
Balance 1 October 2019		42 931	624 451	57 513	-538 740	186 154
Shares issue	8					0
Share based compensation				749		749
Translation differences					-451	-451
Net profit (loss)					-56 644	-56 644
Balance 31 December 2019		42 931	624 451	58 261	-595 842	129 801
Balance 1 October 2018		19 431	799 487	51 128	-714 818	155 228
Shares issue	8					0
Share based compensation				4 240		4 240
Translation differences					701	701
Net profit (loss)			-330 288		289 408	-40 880
Balance 31 December 2018		19 431	469 200	55 369	-424 710	119 289
Balance 1 January 2019		19 431	469 200	55 369	-424 710	119 289
Shares issue	8	23 500	155 252			178 752
Share based compensation				2 893		2 893
Translation differences					315	315
Net profit (loss)					-171 447	-171 447
Balance 31 December 2019		42 931	624 451	58 261	-595 842	129 801
Balance 1 January 2018		16 382	688 111	43 436	-582 804	165 126
Shares issue	8	3 048	111 376			114 424
Share based compensation				11 933		11 933
Translation differences					708	708
Net profit (loss)			-330 288		157 387	-172 901
Balance 31 December 2018	_	19 431	469 200	55 369	-424 710	119 289

#### Notes to the condensed interim financial statements

#### 31 December 2019 (Unaudited)

#### 1. General information

NEXT Biometrics Group ASA ("NEXT") is a public limited liability company incorporated and domiciled in Norway. NEXT Biometrics Group ASA is the parent company of the Group with headquarter in Oslo, Norway.

Group operations are carried out by the operating subsidiaries. As per 31 December 2019, the Group had five wholly owned operating subsidiaries: NEXT Biometrics AS (Norway) and its subsidiaries NEXT Biometrics, Inc. (Seattle, USA), NEXT Biometrics China, Ltd. (Shanghai, China), NEXT Biometrics Taiwan, Ltd. (Taipei, Taiwan) and NEXT Biometrics s.r.o (Prague, Czech Republic) and NEXT Biometrics India (Bengaluru, India).

NEXT's shares are listed at Oslo Stock Exchange and is traded on the exchange's main list as part of the OSEBX index.

The purpose of the company as stated in the articles of association is to conduct research, development and commercialization of security products, as well as other activities that will naturally fall under this.

#### 2. Basis of preparation, accounting policies

This condensed interim financial report has been prepared in accordance with IAS 34 "Interim financial reporting". The condensed interim financial report should be read in conjunction with the annual financial statements for 2018.

The IFRS accounting policies applied in this condensed interim financial report are consistent with those applied and described in the annual financial statements for 2018.

The company's accounts for the fourth quarter of 2019 have been prepared on the basis of a going concern assumption. In the view of the board of directors, based on current projections the group cash position and working capital cover less than 12 months operations, and that there is material uncertainty related to the ability of the company to continue as a going concern. The board is prepared to initiate activities to ensure relevant company financing.

This interim financial report has not been subject to audit.

The Board of Directors approved the report on 25 February 2020.

The accounting policies applied are consistent with those applied in the previous financial year, except for the implementation of IFRS 16 - Leases. IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under IAS 17.

The group has, with effect from 1 January 2019, adopted IFRS 16 using the modified retrospective approach. Accordingly, comparable information has not been restated, and the effect is entered in the statement of financial position in the implementation year 2019. Upon implementation, the right-of-use asset and lease liability were the same amount and did not impact on equity.

At the commencement date of a lease, a lessee will recognize a liability at the present value of lease payments with a corresponding asset representing the right to use the underlying asset during the lease term (right-of-use asset). The recognized asset is amortized over the lease period and the depreciation expense is recognized as an operating expense on an ongoing basis. The lease liabilities will be discounted at the incremental borrowing rate, and the interest expense on the lease commitment is recognized as a financial expense.

NEXT has identified office buildings to be the only material lease agreements. The group has used the relief option for leases with a duration of less than 12 months and leases with low value, and these leases will not be recognized in the statement of financial position but recognized as an operating expense over the lease period. This approach will be applied consistently to all lease contracts.

Lessees will be also required to remeasure the lease liability upon the occurrence of certain events (e.g., a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee will generally recognize the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset.

The impacts of IFRS 16 adoption per 1 January 2019 and 2019 impact from IFRS 16 are summarized in note 6.

#### 3. Revenue and segment reporting

# OPERATING REVENUE - PER BUSINESS SEGMENT (AMOUNTS IN NOK 1,000) 2019 2018 Fingerprint sensor technology 84 436 108 392 Total 84 436 108 392

NEXT targets four markets for the technology;

- (i) Smart cards
- (ii) Government ID
- (iii) Access control
- (iv) Notebooks

The available technology is generic into the four markets. Most of NEXT's key IP, including our *NEXT Active*  $Thermal^{TM}$  is shared and used in all four markets.

Most NEXT employees also work broad, adding value to all our markets and technologies. Our R&D personnel are focused on technology, such as sensor or ASIC, rather than markets such as Smart cards or Notebook. NEXT considers that the group only operate within one business segment, and therefore also report only within one business segment, "Fingerprint sensor technology".

#### 4. Operating expenses

#### PAYROLL EXPENSES

(AMOUNTS IN NOK 1,000)	2019	2018
R&D related payroll expenses	65 841	69 591
Other payroll expenses	52 585	35 445
Share based remuneration (salary part)	3 609	11 562
Share based remuneration (employer's tax)	-106	-520
Total	121 929	116 077

#### OTHER OPERATING EXPENSES

(AMOUNTS IN NOK 1,000)	2019	2018
R&D related operating expenses	29 889	45 143
Other expenses	22 186	30 086
Share based remuneration (operating part)	-656	340
Total	51 419	75 569
Total - Operating expenses	173 348	191 647

#### 5. Intangible assets

Intangible assets consist of acquisition of right to use the patent and know-how (IP) described as the *NEXT* Active Thermal<sup>TM</sup> Sensing principle and the internally generated ASIC designs.

#### INTANGIBLE ASSETS

(AMOUNTS IN NOK 1,000)	2019	2018
Cost - Opening balance	26 996	23 295
Additions	0	3 701
Disposals at cost	0	0
Currency adjustments	0	0
Cost - Closing balance	26 996	26 996
Accumulated amortization - Opening balance	8 045	1841
Amortisation	6 982	6 204
Accumulated amortization of disposed items	0	0
Currency adjustments	0	0
Accumulated amortization - Closing balance	15 027	8 045
Book value - Closing balance	11 969	18 951
Amortization period (straight line) years	3-12	3-12

The additions in 2018 relates to the source code license acquisition.

The patent and know-how (IP) are amortised over 12 years, equal to the patent life from the recognition in the opening balance 1 January 2012. The investments in ASIC are amortized over 3 years, starting from the completion of the different projects. The source code license is amortised over 5 years.

#### 6. Leases

LEASES IN THE STATEMENTS OF INCOME	
(AMOUNTS IN NOK 1,000)	2019
Other operating expense	-4 958
Profit (loss) before tax, depreciation and amortization	4 958
Depreciation of right-to-use assets	4 647
Operating profit (loss)	311
Interest expenses on lease liabilities	652
Net profit (loss) before tax	-340

LEASES IN THE STATEMENTS OF FINANCIAL POSITION (AMOUNTS IN NOK 1,000)	2019 YTD-Q4	2019 JAN. 01
· , ,		
Assets		
Right-of-use assets - Office buildings	7 523	11 998
Total lease assets	7 523	11 998
Liabilities		
Current lease liabilities	4 487	5 508
Non-current lease liabilities	3 344	6 490
Total lease liabilities	7 830	11 998

At the implementation date 1 January 2019, the right-of-use assets and lease liabilities were at the same amount and equity was not impacted.

RECONCILIATION OF LEASE COMMITMENTS TO LEASE LIABILITIES	2019
(AMOUNTS IN NOK 1,000)	JAN. 01
Operating lease obligation at 31 December 2018	14 347
New contract and currency adjustments identified per 1 January 2019	-1 237
Gross lease liabilities at 1 January 2019	13 110
Effect of discounting using incremental borrowing rate	-1 112
Total lease liabilities	11 998

Leases with a lease term of 12 months or shorter, and low value leases, were not capitalized. As at 1 January 2019, this was mainly leased office equipment with a total value of NOK 152 thousand.

Some of the leasing contracts includes an option for renewal. At implementation date, management has assessed that the probability for execution of these options are low, and they are not reflected in total lease liabilities.

The weighted average incremental borrowing rate applied to lease liabilities recognized in the statement of financial positions at 1 January 2019 was 6.5%.

#### 7. Tangible assets

#### FIXED ASSETS

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(AMOUNTS IN NOK 1,000)	2019	2018
Cost - Opening balance	53 410	52 080
Additions	1 199	437
Disposals at cost	0	-27
Currency adjustments	826	920
Cost - Closing balance	55 435	53 410
Accumulated depreciation - Opening balance	26 285	21 994
Depreciation	5 176	3 823
Accumulated depreciation of disposed items	0	-27
Write-downs	0	0
Currency adjustments	285	495
Accumulated depreciation - Closing balance	31 746	26 285
Book value - Closing balance	23 689	27 125
Depreciation period (straight line) years	3-10	3-10

#### 8. Shares and incentive options

NUMBER OF SHARES OUTSTANDING	2019	2018
Opening balance	19 430 575	16 382 480
Share issue(s)	23 500 000	2 860 855
Exercised incentive options	0	187 240
Closing balance	42 930 575	19 430 575

In the first quarter of 2019, NEXT raised NOK 178.8 million in net proceeds in a private placement. The private placement was divided into two tranches, followed by a repair issue.

Tranche 1, finalized under the current board authorization, consisted of 1,923,000 new shares at a subscription price of NOK 8. This corresponded to a total gross amount of NOK 15.4 million. Expenses and commission fee connected with tranche 1 of the placement amounted to NOK 1.1 million and net proceeds were NOK 14.3 million.

Tranche 2 consisted of 18,077,000 new shares at a subscription price of NOK 8, corresponding to a total gross amount of NOK 144.6 million. The issuance of the new shares in trance 2 was approved at the extraordinary general meeting on 15 February 2019. Expenses and commission fee connected with tranche 2 of the placement amounted to NOK 6.1 million and net proceeds were NOK 138.5 million.

The repair issue was performed in March and 3,500,000 new shares were subscribed at a subscription price of NOK 8, corresponding to a total gross amount of NOK 28.0 million. Expenses and commission fee connected with the repair issue amounted to NOK 2.0 million and net proceeds were NOK 26.0 million.

#### Share options

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The Company has entered into, and plans to continue to enter into stock option agreements in order to attract talented, experienced and high value networked human resources. NEXT has three different option programs; unconditional long-term share options, milestone-based share options and conditional long-term share options.

In the first quarter of 2019, a total of 61,400 new share options were granted. In addition, a total of 10,000 new share options under the 2017 program was granted. In the second quarter of 2019, a total of 706,250 new share options were granted. In the third quarter of 2019 a total of 440,000 new share options were granted. In the fourth quarter of 2019 a total of 220,000 new share options were granted to Peter Heuman (CEO). Peter Heuman holds total 220,000 conditional options and 0 shares.

		AVEDAGE		AVERAGE
	NUMBER OF	AVERAGE	NUMBER OF	AVERAGE Exercise
	OPTIONS	PRICE	OPTIONS	PRICE
OPTIONS	20	19	20	18
Outstanding - Beginning period	1 325 329	52.04	1 504 717	63.08
Granted	1 437 650	6.45	334 500	44.04
Exercised	-	-	-187 240	1.00
Cancelled	-	-	-7 244	1.00
Forfeited	-461 857	60.05	-122 669	78.11
Expired	-668 737	39.63	-103 590	46.47
Modifications	-	-	-44 750	42.04
Adjusted quantity <sup>1</sup>	100 090	45.45	-48 394	0.89
Outstanding - End period	1 732 475	28.90	1 325 331	52.04
Vested options - End period	408 811	63.05	845 305	44.56
		WEIGHTED		WEIGHTED
	NUMBER OF	AVERAGE	NUMBER OF	AVERAGE
	OPTIONS	FAIR VALUE	OPTIONS	FAIR VALUE
Granted options - During period	1 437 650	2.81	334 500	40.54
	NUMBER OF	INTRINSIC	NUMBER OF	INTRINSIC
	OPTIONS	VALUE	OPTIONS	VALUE
Outstanding options - End period	1 732 475	92 400	260 930	2 809 891
Vested options - End period	408 811	-	260 930	2 809 891

<sup>&</sup>lt;sup>1</sup> Adjusted quantity of 100,090 for 2019 represents the adjustment for the probability of all conditions related to the granted share options being meet.

#### 9. Profit (loss) per share

When the period result is a loss, the loss per diluted number of shares shall not be reduced by the higher diluted number of shares but equals the result per basic number of shares.

The diluted number of shares has been calculated by the treasury stock method. If the exercise price of incentive options exceeds the average price per share in the period, the incentive options are not counted as being dilutive.

BASIS FOR CALCULATION - EARNINGS PER SHARE	2019	2018
Profit (loss) attributable to the shareholders (NOK 1,000)	-171 447	-172 901
Number of ordinary shares issued at 31 December	42 930 575	19 430 575
Weighted average basic number of shares	39 662 498	18 594 061
Weighted average diluted number of shares	39 662 498	20 383 160
Profit (loss) per share (NOK)	-4.32	-9.30

#### 10. Risk management

A description of risk factors can be found in Note 2 of NEXT Biometrics Group ASA's 2018 annual report.

#### 11. Events occurring after the balance sheet date

Between 31 December 2019 and the resolution of these condensed consolidated interim financial statements, there has not been any other event which have had any noticeable impact on NEXT's result for the full year of 2019 or the value of the Company's assets and liabilities at 31 December 2019.

#### Alternative performance measures

NEXT's financial information is prepared in accordance with international financial reporting standards (IFRS). In addition, it is management's intent to provide alternative performance measures that are regularly reviewed by management to enhance the understanding of NEXT's performance, but not instead of, the financial statements prepared in accordance with IFRS. The alternative performance measures presented may be determined or calculated differently by other companies.

#### **Definitions**

Most of these key figures are Alternative Performance Measures according to ESMA's definition. How these key figures are used is described below, as is how they are calculated. The alternative performance measures are used to provide a more comprehensive description of how the operational activities are developing, such as gross margin and EBITDA ex options.

#### Gross margin / gross margin (%)

Revenues less cost of goods sold. Gross margin as a percentage of revenues.

(AMOUNTS IN NOK 1,000)	Q4-2019	Q4-2018	2019	2018
Operating revenue	9 234	29 278	84 436	108 392
Cost of goods sold	-9 437	-18 796	-63 865	-77 612
Gross margin	-202	10 481	20 570	30 780
Operating revenue	9 234	29 278	84 436	108 392
Gross margin	-202	10 481	20 570	30 780
Gross margin (%)	-2 %	36 %	24 %	28 %

#### **EBITDA** ex options

Earnings before interest, taxes, depreciation and amortization (EBITDA). EBITDA ex option is equal to "Profit (loss) before tax, depreciation and amortization" excluding "share based remuneration", (Salary part, employer's part and operating part).

(AMOUNTS IN NOK 1,000)	Q4-2019	Q4-2018	2019	2018
Profit (loss) before tax, depreciation and amortization	-50 101	-38 587	-152 777	-160 867
Share based remuneration (salary part)	770	3 921	3 609	11 562
Share based remuneration (employer's tax)	1	-624	-106	-520
Share based remuneration (operating part)	0	285	-656	340
EBITDA ex. options	-49 330	-35 006	-149 931	-149 485

#### Cost of goods sold

Cost of materials and production service expenses.

NEXT BIOMETRICS



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#### **ABOUT NEXT BIOMETRICS:**

NEXT provides advanced fingerprint sensor technology that delivers uncompromised security and accuracy for the best possible user experience in the smart card, government ID, access control and notebook markets. The company's patented *NEXT Active Thermal™* principle allows the development of large, high quality fingerprint sensors in both rigid and flexible formats. NEXT Biometrics Group ASA (www.nextbiometrics.com) is headquartered in Oslo, with sales, support and development operations in Seattle, Silicon Valley, Taipei, Prague, Bengaluru and Shanghai.

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