Press Release
Full Year 2021 Performance

Table of contents

About TIE Kinetix

At TIE Kinetix, we deliver Software as a Service (SaaS) solutions to companies, governmental institutions, and their trading partners and suppliers, to help them exchange all business documents electronically and simplify supply chain processes as a result. FLOW Partner Automation, our software platform, empowers its users to engage in smart business exchanges and streamline communication through seamless integration with any existing system.

Since 1987, we have supported all EDI and e-invoicing standards and communication methods worldwide. Today, our global team of experts share their knowledge with our 2,500+ customers, facilitating the exchange of over 1 billion documents through FLOW each year. TIE Kinetix is a public company (Euronext: TIE), and has offices in the Netherlands, France, Germany and the United States.

Financial calendar

Date	Event
2 February 2022	Publication Q1 2022 Trading update
25 March 2022	Annual General Meeting
11 May 2022	Publication of half year 2022 report
3 August 2022	Publication of Q3 2022 Trading update
16 November 2022	Publication of 2022 full year press release

Notice

This press release and the financial information in the annexes are unaudited.

All figures are stated in thousands of euro, unless indicated otherwise.

New customers drive 14% SaaS revenue growth

Breukelen, 17 November 2021, 08.00 – TIE Kinetix, the leading provider of Software as a Service managed solutions for supply chain digitization with EDI, announces its full year financial results for FY 2021 today.

Key figures

(€ x 1,000)

	2021	2020	Variance (%)
Adjusted basis[1)]			
Adjusted revenues	14,856	14,749	1%
of which: Adjusted SaaS revenue	9,688	8,478	14%
IFRS basis			
Revenues	14,856	15,551	-4%
of which: SaaS revenue	9,688	9,275	4%
EBITDA	1,911	2,309	-17%
Operating income (EBIT)	249	123	103%
Net income from continuing operations	632	(71)	994%

1) Excluding TCMA business line sold in 2020 (see also the Analysis of results, starting on page 3)

Financial highlights 2021

- Organic adjusted SaaS revenue growth from € 8,478k (2020) to € 9,688k (increase of 14%) when excluding the TCMA business that was disposed in 2020 (but is included in the IFRS comparative figures of continuing operations);
- Organic SaaS revenue growth from € 9,275k (2020) to € 9,688k (increase of 4%) measured on an IFRS basis;
- Total IFRS revenues decreased from € 15,551k (2020) to € 14,856k (decrease of 4%) due to the divestment of TCMA;
- Adjusted for this, revenue has increased, moving from € 14,749k (2020) to € 14,856k (increase of 1%);
- Net income from continuing operations increased from € (71k) (2020) to € 632k (increase of 994%);
- EBITDA and net income positively impacted by corona-related U.S. government grant of € 455k;
- Positive operating cash flows from continuing operations of € 2,114k (2020: € 2,700k);
- Basic earnings per share increased from € (0.04) (2020) to € 0.38 (increase of 980%).

Message from Jan Sundelin, CEO

The most profound business challenges are digitization and sustainability. Through our FLOW platform we are enabling customers to achieve both goals at the same time. FLOW supports environmentally sustainable practices in several ways. First, automated document exchange reduces errors during the ordering process and drives improved order accuracy. Furthermore, our 100% digitization proposition promotes the reduction of paper: invoices, PO's, order confirmations etcetera all require not only the use of administrative resources but also consume large quantities of paper, if not automated. Our FLOW platform automatically reduces the use of paper during business processes, contributing to our customers' environmental goals.

In 2021, we continued on our mission to develop and deploy solutions to fully digitize the supply chain through the modules in our FLOW platform. We have strengthened our operations in various areas of our business by attracting new talent and will continue to do so, to provide a solid foundation for further growth. This growth is already becoming visible in the business-to- business market in all our markets and in the business-to- government markets in the Netherlands and Germany. We are welcoming a growing number of large new customers for our supply chain digitization solutions, exceeding prior year's numbers. The effects of our strategy are starting to show in our SaaS-revenues, which have increased in 2021 by 14%. In addition, efficient operations and cost reductions resulted in an EBITDA above plan, at € 1,911k.

In 2021 we have entered into new partnerships and we have renewed our strategy for onboarding trading partners to the FLOW platform. Through new tools and with the help of artificial intelligence, we are able to onboard trading partners in faster, in more efficient and in a cost-effective way. For 2022 we plan to continue investing in the development of our solutions, strengthening our organization and servicing our customers better, for example through the introduction of customer success teams. With these efforts, we will continue on our road to success.

Company Performance

Analysis of results

Revenues

(€ x 1,000)

	2021	2020	Variance (%)
Software as a Service	9,688	8,478	14%
Maintenance and Support	1,846	2,639	-30%
Consultancy	2,991	2,986	0.2%
Licenses	331	646	-49%
Total Adjusted Revenues[1)]	**14,856**	**14,749**	**1%**
TCMA Revenues	-	802	-100%
Total Revenues (IFRS)	**14,856**	**15,551**	**-4%**

1) Excluding TCMA business line sold in 2020

SaaS revenues (adjusted basis) have shown a significant increase over the year, in line with the Company's ambitions and focus on FLOW to drive SaaS revenues. Consultancy revenues (adjusted basis) are more or less flat and in line with our strategy to focus on SaaS. License revenues (adjusted basis) and the associated maintenance and support revenues have decreased, given our preference to deploy FLOW in a SaaS solution.

Overall, adjusted revenue growth was affected by the End of Life migration program in the US, migrating customers from legacy on-premises solutions to FLOW SaaS or TSBx on-premises solutions.

When measured on an IFRS basis, total revenue has decreased as a consequence of the TCMA and Google AdWords business that was divested in 2020. While Google AdWords is excluded from the 2020 comparative figures as this was classified as a discontinued operation for IFRS purposes, TCMA (also referred to as the Demand Generation business line) is still is included in the IFRS 2020 comparative figures for continuing operations.

Expenses

The following table details the expenses on an adjusted basis. This excludes expenses attributable to the TCMA business as well as impairment losses. A reconciliation to the expenses as per the IFRS statement of comprehensive income is provided further on.

Analysis of adjusted expenses by function

(€ x 1,000)

	2021	2020	Variance (%)
Cost of Sales	(5,751)	(6,015)	-4%
Gross Margin	**9,105**	**8,733**	**4%**
Gross Margin (% of Adjusted Revenues)	61%	59%	2%
Operating expenses			
Research & Development	(1,387)	(1,038)	34%
Selling & Marketing	(2,533)	(3,179)	-20%
General & Administrative	(5,387)	(4,265)	26%
Total Operating Expenses	**(9,308)**	**(8,483)**	**10%**

Maintaining an efficient cost base has always been a priority for the Company. The Company monitors its cost base per operating segment and, if and when necessary to align with income or for other reasons, measures are taken to assure that costs are in line with the development of the business.

In 2021, the Company was able to reduce its cost of sales, with cost savings in direct purchase costs, direct employee costs and third party hire as a consequence of the more streamlined product offering as from 2021. The Company deploys a public cloud strategy focused on the delivery of its products and services using the Microsoft Azure cloud, therewith replacing the use of private cloud services where possible. This has resulted in a decrease of cost of sales while total adjusted revenues have shown a modest increase.

Adjusted operating expenses increased by 10%. Notable drivers behind this increase are costs for additional hires to strengthen the operation and prepare the company for further growth, following the renewed strategic focus in 2020 and further plans developed in 2021 to roll this out. This effect mainly impacts the general and administrative expenses. As such, the company's total number of employees has increased. The resulting increased employee benefits are offset against reduced other operating expenses, such as lower marketing spend and significantly reduced travel and accommodation expenses in 2021 resulting from the COVID-19 restrictions. These reductions are visible under the selling and marketing expenses. Research and marketing expenses have increased as a result of lower capitalization of R&D expenditures while the amortization of such capitalized expenses remained high due to the significant investments in R&D made in the previous years.

Reconciliation of adjusted expenses to IFRS expenses
(€ x 1,000)

	2021	2020
Total adjusted Cost of Sales and Operating Expenses	**(15,059)**	**(14,498)**
TCMA expenses (Cost of Sales & Operating expenses)	-	(637)
Impairment losses	(4)	(298)
Total expenses (IFRS)	**(15,063)**	**(15,432)**

Measured on an IFRS basis, cost of sales decreased from € 6,137k in 2020 to € 5,751k, which is attributable to the reasons above, coupled with an additional decrease due to the disposal of the TCMA business line in 2020. The IFRS operating expenses increased slightly from € 9,296k in 2020 to € 9,311k, which is due to the increase in the adjusted operating expenses as described above, offset by decreases due to by impairment losses recognized in 2020 and operating expenses of the TCMA business.

EBITDA

EBITDA has shown a decrease from € 2,309k in 2020 to € 1,911k (calculated based on IFRS figures). This is due to the effect from lower total revenues, somewhat offset by reduced expenses (excluding depreciation, amortization and impairment losses) coupled with positive impact of a COVID-19-related U.S. government grant (€ 455k). The absence of the TCMA business line that was sold in 2020 contributed to both those lower revenues and the lower expenses - offsetting the otherwise increased operating expenses as a result of further investments in people to fuel the Company's further growth ambitions.

Net income

The net income from continued operations shows a sharp increase from a loss of € 71k in 2020 to a gain of € 632k in 2021. This is driven mainly by reductions in expenses as outlined above and several unique contributors such as the other income (€ 455k) related to the COVID-19-related government grant in the U.S., interest and other financial income (€ 307k; of which € 200k of interest income on the receivable from the sale of TIE International B.V. in 2020) and the net income tax benefit for the year (€ 116k). This income tax benefit is driven by capitalization of deferred tax assets for tax losses carried forward, following the positive outlook of the Company. Basic earnings per share from continuing operations developed positively, increasing from a loss of € 0.04 per share in 2020 to a gain of € 0.38 per share (increase of 998%).

Cash flows and cash position

Operating cash flows from continuing operations were positive at € 2,114k, compared to € 2,700k in 2020, with the decrease mainly being caused by reductions of the Company's current liabilities in 2021.

Cash flows from investing activities were also positive at € 2,100k, compared to € 1,132k in 2020. The remaining € 3 million receivable from the sale of the Google AdWords for Channel and TCMA business lines was received in 2021, contributing to the cash flows from investing activities in a positive manner. In 2020, the first € 3 million of consideration received for this transaction was offset with the cash included in TIE International B.V. when this entity was sold, also included in cash flows from investing activities.

Cash outflows from financing activities amounted to € 249k compared to € 468k in 2020. This improvement is a result of reduced lease payments as well as more consideration received for new shares issued by the Company upon the exercise of warrants by their holders.

The Group's cash position as at 30 September 2021 is € 9.9 million compared to € 5.9 million as at 30 September 2020.

Financial position

The Company's working capital (calculated as current assets including cash and cash equivalents, less current liabilities) increased from € 4.5 million as at 30 September 2020 to € 5.9 million as at 30 September 2021. This considerable increase is mainly driven by more cash generated from operations and a reduction of current liabilities.

The Company's equity position increased significantly - from € 9.9 million as at 30 September 2020 to € 11.2 million as at 30 September 2021 - as a result of the positive net result for the year, coupled with equity increases from equity-settled share-based payment expenses and consideration received for new shares issued upon exercise of warrants by their holders during the year.

Order intake

In 2020, due to COVID-19 restrictions and disruption of regular business processes with prospective customers, no new contracts were signed with large hub-type customers. In 2021, with the world responding to and adapting to the COVID-19 situation, our customers became more accustomed to the 'new normal' adapting their business processes. During the COVID-19 pandemic the overriding importance of a fully digitalized supply chain became very clear. We stepped up our sales efforts and were able to 'catch up' signing new hub-type customers in 2021, in addition to our ongoing efforts on generating new leads and starting new sales processes with prospective customers.

As a result, in 2021 total order Intake amounted to € 11.4 million (2020: € 10.2 million). It should be noted that the comparative order intake excludes the order intake from discontinued operations and the TCMA business line which was sold in 2020, totaling € 2.2 million. Therefore, net growth of order intake for the continued business amounts to 12%.

ISP

(€ x 1,000)

	SaaS		Maintenance		Consultancy		Licenses		Other Income		Total	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
ISP	6,819	5,680	251	295	3,948	3,543	338	614	10	25	11,366	10,157
As % of Total ISP	60%	56%	2%	3%	35%	35%	3%	6%	0%	0%		

Segment performance

The following tables detail the segments' results for the year and the comparative year.

2021 Segment information

(€ x 1,000)

Revenues	TIE NL	TIE US	TIE France	TIE Germany	TIE Product Development	Holding and Eliminations	Total
Software as a Service	4,157	3,345	957	1,229	-	-	9,688
Maintenance and Support	294	1,239	153	161	-	-	1,846
Consultancy	1,094	696	406	737	-	59	2,991
Licenses	39	230	42	20	-	-	331
Revenues	**5,584**	**5,509**	**1,557**	**2,146**	**-**	**59**	**14,856**
Other Income	-	455	-	-	-	-	455
Intercompany Sales	18	-	-	-	879	(897)	-
Total Income	**5,602**	**5,965**	**1,557**	**2,146**	**879**	**(838)**	**15,311**
Cost of Sales	(1,732)	(2,366)	(409)	(1,258)	(890)	904	(5,751)
Gross Margin	**3,870**	**3,598**	**1,148**	**889**	**(11)**	**66**	**9,560**
Operating Expenses							
Employee Benefits	(726)	(787)	(471)	(490)	-	(3,000)	(5,473)
Other Operating Expenses	(1,668)	(1,938)	(552)	(520)	-	2,502	(2,176)
Total Operating Expenses	**(2,393)**	**(2,725)**	**(1,023)**	**(1,009)**	**-**	**(498)**	**(7,649)**
EBITDA	**1,476**	**874**	**125**	**(121)**	**(11)**	**(432)**	**1,911**

2020 Segment information (continuing operations)

(€ x 1,000)

Revenues	TIE NL	TIE US	TIE France	TIE Germany	TIE Product Development	Holding and Eliminations	Total
Software as a Service	3,956	3,402	805	1,112	-	-	9,276
Maintenance and Support	324	1,802	181	333	-	-	2,639
Consultancy	1,075	656	459	801	-	-	2,991
Licenses	39	537	47	23	-	-	646
Revenues	**5,394**	**6,397**	**1,492**	**2,269**	**-**	**-**	**15,551**
Other Income	1	2	-	1	-	-	4
Intercompany Sales	75	118	-	36	860	(1,089)	-
Total Income	**5,469**	**6,517**	**1,492**	**2,306**	**860**	**(1,089)**	**15,555**
Cost of Sales	(1,509)	(3,011)	(364)	(1,481)	(869)	1,098	(6,136)
Gross Margin	**3,960**	**3,507**	**1,128**	**824**	**(9)**	**9**	**9,419**
Operating Expenses							
Employee Benefits	(832)	(704)	(340)	(426)	-	(2,636)	(4,939)
Other Operating expense	(1,280)	(1,980)	(373)	(544)	-	2,007	(2,170)
Total Operating Expenses	**(2,112)**	**(2,686)**	**(713)**	**(970)**	**-**	**(629)**	**(7,110)**
EBITDA	**1,848**	**821**	**415**	**(146)**	**(9)**	**(620)**	**2,309**

Our segment reporting is based on countries of operations. The Executive Board evaluates segment performance on the basis of EBITDA as reported internally. Reconciliations of total EBITDA to the IFRS statement of comprehensive income are included in the annex Reconciliations of Segment Information, starting on page 17.

The Netherlands

Revenues increased across the board in the Netherlands, with notable increases in SaaS revenues and consultancy revenues. These revenue increases are driven by sales to new customers and increased sales to existing customers. The increase is dampened by the divestiture of the TCMA business, which accounted for € 178k in revenues in 2020, or 22% of total TCMA sales.

Operating expenses increased mainly due to higher holding charges to cover the Group's central and R&D functions, resulting in a marked decrease in EBITDA.

United States

Revenues of the US segment have decreased, mainly as a result of the divestiture of the TCMA business, which is included in continuing operations in the comparative figures. The US segment accounted for € 555k of TCMA sales in 2020, or 69% of total TCMA sales. Furthermore, US license revenues and maintenance revenues decreased, as a result of so-called 'End of Life' of the legacy eVision product. Existing customers have been offered a migration to our FLOW SaaS solutions (with revenue being recognized over time) or, as the case may be, our on-premises Smartbridge license.

Offsetting the above, the US segment benefited from a COVID-19-related government grant, presented on the ‘other income’ line. Together with a reduced cost of sales (driven by lower direct purchase costs and lower third party hire costs), and reduced operating expenses this has resulted in an increase in EBITDA.

France

The French segment has shown a notable increase in SaaS revenues, in line with the Company's strategy in this respect. The increase in revenues positively impacted the gross margin of this segment.

With the new French Managing Director in place we have decided to invest in the French market and increase our presence in this second largest European market. As a result, employee benefit expenses have increased as we are growing our operations. Also other operating expenses have increased due to increased holding charges. These factors resulted in a decreased EBITDA for France. Order intake in 2021 was strong, which will be converted in increased future SaaS revenues.

Germany

Revenues of the German segment have also decreased as a result of the divestiture of the TCMA business, which is included in continuing operations in the comparative figures. The German segment accounted for € 67k of TCMA sales in 2020, or 8% of total TCMA sales. Increased SaaS revenues were not sufficient to offset lower maintenance and support and consultancy revenues.

As a result of reductions in cost of sales (driven by lower direct purchase costs and direct employee costs), the gross margin of this segment, and in turn the EBITDA, remained relatively stable comparing to prior year.

Personnel

The Group’s workforce is monitored and managed on a continuous basis to ensure timely roll-out of the FLOW platform to new customers and service and support existing customers to our high-quality standards, while maintaining a healthy productivity.

Several investments were made over the past year to strengthen our organization and prepare for growth. This is also reflected in our increased personnel numbers. This trend is expected to continue into 2022. The Company is mindful, however, not to onboard too many new employees too quickly so they can receive proper training and properly integrate to become a valued member of our staff.

FTE by country

	30 September 2021	30 September 2020	Delta
The Netherlands	55	44	10
United States	25	25	-
Germany	12	13	(1)
France	12	10	2
Total	**103**	**92**	**11**

Press releases issued

The following table details the press releases issued by TIE Kinetix since 1 October 2020 up until the end of October 2021, that have or are reasonably expected to may have financial relevance.

FY 2021 key press releases

Date	Topic
14 October 2020	Full year 2020 Trading Update
18 November 2020	Full year 2020 Performance
28 December 2020	Publication of Annual Report 2020
25 January 2021	Dutch Employee Insurance Agency (UWV) chooses TIE Kinetix
3 February 2021	TIE Kinetix and CGS enter strategic Value-Added Reseller Agreement
11 February 2021	Convocation Annual General Meeting of Shareholders 2021
24 February 2021	Municipality of Amsterdam extends contract with TIE Kinetix
5 March 2021	TIE Kinetix helps Intratuin achieve next level p2p automation
26 March 2021	AGM Voting results
1 April 2021	TIE Kinetix wins major contract with Dutch Central Government
20 April 2021	TIE Kinetix helps Dutch Ministry of the Interior & Kingdom Relations to advance government-wide e-procurement
12 May 2021	Publication of half year 2021 report
14 May 2021	Full loan repayment provided upon divestiture of TCMA Applications
2 June 2021	TIE Kinetix wins Sun Mountain contract via SYSPRO Partnership
30 June 2021	TIE Kinetix signs new municipality of Amsterdam supplier, Olympia
28 July 2021	TIE Kinetix delivers electronic invoicing solution to Rabobank
4 August 2021	Publication of Q3 2021 Trading Update
26 October 2021	TIE Kinetix earns Microsoft Co-Sell Ready status

Annual report

The 2021 financial information presented in this press release is unaudited. This information as well as the financial statements included in the annexes to this press release is derived from the 2021 Annual Report of the Company. The audit of the Company's financial statements by BDO Audit & Assurance B.V. in accordance with article 2:393 of the Dutch Civil Code will not be completed until the authorization for issue of such financial statements. When the financial statements are authorized for issue they will be published by law as part of the 2021 Annual Report. The financial statements will then still need to be adopted by the Annual General Meeting of shareholders, to be held on March 25, 2022. In addition, please note that additional disclosures on certain alternative performance measures that are included in this press release will be provided in the 2021 Annual Report.

Contact and other information

9

Contact information

For further information, please contact:

» TIE Kinetix N.V.
» Mr. Michiel Wolfswinkel (CFO)
» Phone no.: +31 (0) 88 369 80 60
» E-mail: Michiel.Wolfswinkel@TIEKinetix.com

Cautionary statement regarding forward-looking information

This document may contain expectations about the financial state of affairs and results of the activities of TIE Kinetix as well as certain related plans and objectives, and may be expressed in a variety of ways, such as ‘expects’, ‘projects’, ‘anticipates’, ‘intends’ or similar words. TIE Kinetix has based these forward-looking statements on its current expectations and projections about future events. Such expectations for the future are naturally associated with risks and uncertainties because they relate to future events, and as such depend on certain circumstances that may not arise in future. Various factors may cause real results and developments to deviate considerably from explicitly or implicitly made statements about future expectations. Such factors may for instance be changes in expenditure by companies in important markets, in statutory changes and changes in financial markets, in the salary levels of employees, in future borrowing costs, in future take-overs or divestitures and the pace of technological developments. TIE Kinetix therefore cannot guarantee that the expectations will be realized. TIE Kinetix also refuses to accept any obligation to update statements made in this document.

10 Annexes

Consolidated Statement of Financial Position

Assets

(€ x 1,000)

		30 September 2021		30 September 2020
Non Current Assets				
Goodwill	2,250		2,245	
Other Intangible Fixed Assets	2,648		3,056	
Tangible Fixed Assets	818		1,019	
Deferred Tax Asset	625		267	
Contract Cost Asset	122		140	
Total Non Current Assets		**6,463**		**6,727**
Current Assets				
Trade Debtors	1,442		1,470	
Income Tax Receivable	31		44	
Taxation and Social Security	-		63	
Contract Cost Asset (Current)	173		181	
Other Receivables and Prepayments	257		346	
Loan Receivable	-		3,000	
Contract Asset	379		303	
Cash and Cash Equivalents	9,921		5,886	
Total Current Assets		**12,203**		**11,293**
Total Assets		**18,666**		**18,020**

Equity and Liabilities

(€ x 1,000)

	30 September 2021		30 September 2020	
Equity				
Share capital	168		163	
Share premium	58,462		58,304	
Foreign Currency Translation Reserve	27		45	
Other Reserves and Retained Earnings	(47,431)		(48,590)	
Total Equity attributable to Shareholders		**11,225**		**9,922**
Non Current Liabilities				
Deferred Tax Liability	2		10	
Deferred Revenue	571		484	
Provisions	190		170	
Lease Liability	385		609	
Total Non Current Liabilities		**1,147**		**1,273**
Current Liabilities				
Trade Creditors	833		857	
Deferred Revenue (Current)	2,992		2,891	
Taxation and Social Security Payable	475		481	
Income Tax Payable	101		63	
Other Payables and Accruals	1,512		2,137	
Lease Liability (Current)	380		396	
Total Current Liabilities		**6,294**		**6,825**
Total Equity and Liabilities		**18,666**		**18,020**

Consolidated Statement of Comprehensive Income

(€ x 1,000)

		2021		2020
Revenues				
Software as a Service	9,688		9,275	
Maintenance and Support	1,846		2,639	
Consultancy	2,991		2,991	
Licenses	331		646	
Total Revenues		**14,856**		**15,551**
Cost of Sales		(5,751)		(6,137)
Total Gross Margin		**9,105**		**9,414**
Other income		455		4
Operating Expenses				
Research & Development	(1,387)		(1,336)	
Selling & Marketing	(2,533)		(3,179)	
General & Administrative	(5,391)		(4,781)	
Total Operating Expenses		**(9,311)**		**(9,296)**
Operating Income/(Loss)		**249**		**123**
Interest and Other Financial Income		307		25
Interest and Other Financial Expense		(40)		(62)
Income/(Loss) before Tax		**515**		**85**
Corporate Income Tax		116		(156)
Net Income/(Loss) from Continuing Operations		**632**		**(71)**
Net Income from Discontinued Operations		**-**		**6,582**
Net Income/(Loss)		**632**		**6,511**
Other Comprehensive Income				
Items which may be recycled to profit or loss (net of tax)				
Exchange differences on translation of foreign operations		(18)		(31)
Total Comprehensive Income attributable to shareholders		**614**		**6,480**

Earnings per share	**2021**	**2020**
Net income/(loss) from continuing operations (€ * 1,000)	632	(71)
Weighted average shares outstanding (thousands) - basic	1,649	1,623
Basic earnings per share from continuing operations (€)	**0.38**	**(0.04)**
Weighted average shares outstanding (thousands) - fully diluted	1,839	1,701
Diluted earnings per share from continuing operations (€)	**0.34**	**(0.04)**

Consolidated Statement of Changes in Equity

(€ x 1,000)

	Share Capital	Share Premium	Foreign Currency Translation Reserve	Other Reserves and Retained Earnings	Group equity
Balance at October 1, 2019	**162**	**58,256**	**76**	**(55,101)**	**3,393**
Net Income	-	-	-	6,511	6,511
Other Comprehensive Income	-	-	(31)	-	(31)
Total Comprehensive Income	**-**	**-**	**(31)**	**6,511**	**6,480**
Shares Issued	1	48	-	-	49
Balance per September 30, 2020	**163**	**58,304**	**45**	**(48,590)**	**9,922**
Opening balance at October 1, 2020	**163**	**58,304**	**45**	**(48,590)**	**9,922**
Net Income	-	-	-	632	632
Other Comprehensive Income	-	-	(18)	-	(18)
Total Comprehensive Income	**-**	**-**	**(18)**	**632**	**614**
Shares Issued	5	158	-	-	163
Share based payment expense	-	-	-	542	542
Other	-	-	-	(15)	(15)
Balance per September 30, 2021	**168**	**58,462**	**27**	**(47,431)**	**11,225**

Consolidated Statement of Cash Flows

(€ x 1,000)

		2021		2020
Income before tax from continuing operations		**515**		**85**
Adjustments for:				
Depreciation and Amortization	1,659		1,889	
Impairments	4		298	
Share-based payment expense	542		-	
Interest and unrealized exchange income and expenses	(268)		(13)	
Increase (decrease) in provisions	20		(9)	
Total Adjustments		**1,957**		**2,165**
Working Capital Movements:				
(Increase) decrease in debtors, contract (cost) assets and other receivables	71		653	
(Decrease) increase in deferred revenue	180		(1,988)	
(Decrease) increase in current liabilities	(634)		1,876	
Total Working Capital Movements		**(383)**		**541**
Cash generated from (used in) operations		**2,089**		**2,791**
Interest paid		(40)		(33)
Interest received		202		25
Income tax paid		(136)		(82)
Net cash flow from (used in) operating activities attributable to continuing operations		**2,114**		**2,700**
Net cash flow from operating activities attributable to discontinued operations		-		603
Net cash flow from (used in) operating activities		**2,114**		**3,303**
Investments in intangible fixed assets	(844)		(1,003)	
Investments in tangible fixed assets	(55)		(21)	
Loan repayments received	3,000		-	
Disposal of discontinued operation, net of cash disposed of	-		2,156	
Net cash flow from (used in) investing activities		**2,100**		**1,132**
Lease payments	(411)		(517)	
Issue of new shares	163		49	
Net cash flow from (used in) financing activities		**(249)**		**(468)**
Net increase (decrease) in Cash and Cash Equivalents		**3,966**		**3,967**
Opening balance of Cash and Cash Equivalents		**5,886**		**2,041**
Net increase (decrease) in Cash and Cash Equivalents		3,966		3,967
Exchange differences		69		(122)
Closing balance Cash and Cash Equivalents		**9,921**		**5,886**

16 Basis of Preparation

The consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB) and endorsed by the European Union, and Title 9 of Book 2 of the Dutch Civil Code (DCC).

The consolidated financial statements have been prepared under the historical cost convention, unless otherwise indicated in the notes to the consolidated financial statements that are part of the annual report 2021.

Reconciliations of Segment Information

The following tables include reconciliations of EBITDA as per the segment information (refer to section: Segment performance, starting on page 6) to the IFRS statement of comprehensive income (refer to annex: Consolidated Statement of Comprehensive Income, starting on page 13).

2021 Reconciliation of total segments EBITDA to profit or loss
(€ x 1,000)

		2021
	EBITDA	**1,911**
Depreciation and amortization		(1,659)
Impairment		(4)
	EBIT	**249**
Interest and Other Financial Income		307
Interest and Other Financial Expense		(40)
	Income/(Loss) before Tax	**515**
Corporate Income Tax		116
	Net Income from Continuing Operations	**632**
Net Income from Discontinued Operations		-
	Net Income	**632**

2020 Reconciliation of total segments EBITDA to profit or loss
(€ x 1,000)

		2020
	EBITDA (continuing operations)	**2,309**
Depreciation and amortization		(1,889)
Impairment		(298)
	EBIT	**123**
Interest and Other Financial Income		25
Interest and Other Financial Expense		(62)
	Income/(Loss) before Tax	**85**
Corporate Income Tax		(156)
	Net Income from Continuing Operations	**(71)**
Net Income from Discontinued Operations		6,582
	Net Income	**6,511**