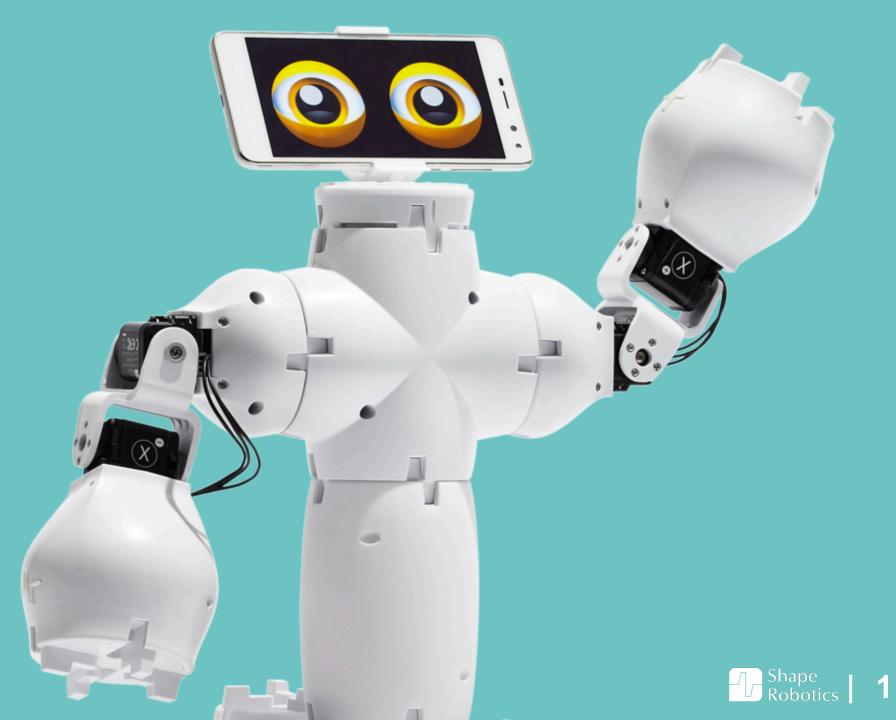
# Shape Robotics

Interim report January-June 2020



### Contents

### Summary

- The public offering
- The sale outside Denmark is growing The gross margin is improved •
- ٠
- Full year outlook 2020

### Management review

3

7

9

- Financial Highlights •
- Letter from the ČEO •

### **Financial statements**

- Income Statement •
- **Balance Sheet** .
- Cash Flow Statement .
- Notes to the financial statements .

Statement by the Board and Executive Management 13

On August 25 2020, the Board of Directors has accepted the interim report for the first half year of 2020 (January 1 – June 30).

The interim report is unaudited.





## The public offering of shares in Shape Robotics in June 2020 was heavily oversubscribed

Shape Robotics was listed on Nasdaq First North Growth Market Denmark on June 25 2020.

Subscription commitments for a total of 1,841,713 new shares were given by 28 cornerstone investors during the pre-subscription period, representing a market value of DKK 18.049 million.

During the subscription period, the Company received 4,305 orders for a total of 14,309,844 additional new shares, representing a value of DKK 140.2 million.

In total, subscriptions were made corresponding to a market value of approximately DKK 158.25 million. The total offering of 27.0 MDKK was thus oversubscribed by a factor of 5.9 times. The new shares available in the public offering (excluding pre-commitments from cornerstone investors) were oversubscribed by a factor of 15.7 times.

"We were truly overwhelmed by the interest in our company during the IPO, both from cornerstone investors and the public offering. With the finances in place, we are now ready to commence our strategies and scale up the business."

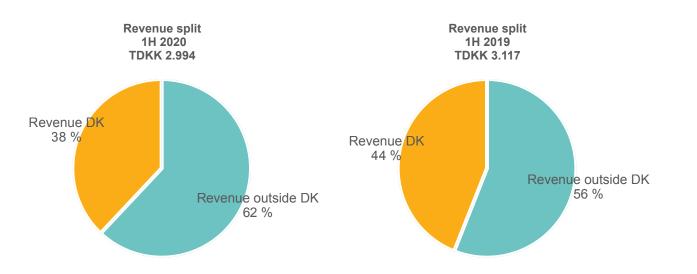
André Reinhard Fehrn, CFO



The export market continue to grow as the Company increase brand awareness and programming becomes mandatory in the school curriculum.

### Sales highlights for 1H, 2020

- The revenue from resellers and distributors is growing.
- After months of lockdown, the resellers and distributors started to place orders again in June.
- June was the month with the highest order intake in 2020, at ~1,4 MDKK.
- After COVID-19; there is an even bigger need for schools and institutions to teach digitalization skills as a part of their curriculum, such as programming, coding and the use of robots.



"Spending on robotics in education is estimated to reach USD 3.1 billion by 2025 from USD 1.3 billion in 2018. We now see that the queries for our robots and services outside Denmark is rapidly growing, and with the proceedings from the IPO, we are now ready to conquer and expand to markets outside Denmark."

Rikke Møgelvang, CCO



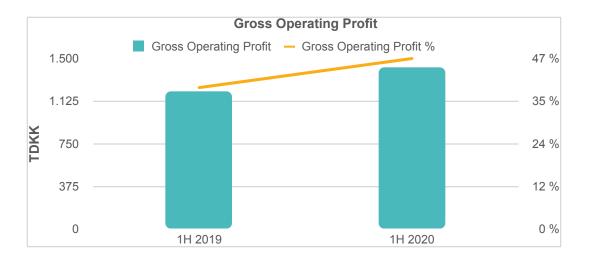
## Gross Margin increased due to outsourcing of assembly and production

### Production highlights 1H, 2020

At the end of 2019, the Company began several processes to improve the margin on the products

- outsourcing the assembly of robots and accessories to sub suppliers (ETK EMS A/S and SP Group A/S), which had previously all been assembled in Farum.
- An engineer was hired solely to work on reducing costs on various items used for the robots
- · Larger batches of items were purchased

The result so far is that, the Company has achieved more economy of scale, flexibility, and better prices, all of which is noticeable in the interim report for the first half year of 2020, as the Gross Operating Profit in % has increased from 35% in the reference period to 47% in the first 6 months of 2020.



"We are starting to see the benefits of having the assembly handled by our suppliers, both in terms of the financial side, as well as the delivery speed. We are now looking into outsourcing most of our product portfolio, so that we are equipped for scaling up."

Moises Pacheco, CTO



## Confidence in the future – robots and programming are here to stay

### Full year outlook, 2020

- Before the COVID-19 outbreak, the Company was expecting a growth of 90% in 2020, but as a result of the lockdown in schools and educational institutions all around the world, large orders were cancelled or postponed. Even so, the Company expect that the growth will commence again in Q4, and expect the revenue, on average, to grow with 80% per annum from 2021, just as the revenue has grown more than 100% per annum since the first robots were shipped in 2017.
- Despite the lockdowns, the Company has realized a revenue of 3 MDKK in the first half of the year, which is at the same level as the revenue for the same period last year.
- At the closing of 1H 2020, the Company has orders for ~ 1 MDKK not shipped or invoiced, which will follow into Q3.
- The Company maintains the expectations, communicated in the prospectus, for the fiscal year of 2020, with an expected revenue of 7,5 8,5 MDKK.
- For the rest of this year as a result of the IPO proceedings the Company will also focus on the hiring of key sales and marketing personnel; scale-up the onboarding of new resellers in key growth markets, as well as maintain the existing sales network.

"We do not have an issue finding resellers – there is a huge demand to have our product on the shelves – instead, we are interested in finding **the** resellers that have the necessary capabilities and a vision, which is coherent with our own visions for robots in education."

Rikke Møgelvang, CCO

### Shape Robotics 6

#### **Financial Targets**

- Average revenue growth rate of more than 80% per annum between 2021 to 2023
- Target Revenue of 55 MDKK in 2023
- Cash Flow positive for the full year 2023

## **Financial Highlights**

KEY FIGURES		not revised	not revised	revised
Amounts in DKK ('000)		1H 2020	1H 2019	FY 2019
	Revenue (Net)	2.994	3.117	8.061
	Gross Operating Profit	1.419	1.210	2.818
	Gross Operating Profit %	47 %	39 %	35 %
INCOME	Operating profit/loss bf. non-recurring costs	-5.072	-4.360	-9.509
STATEMENT	EBITDA bf. non-recurring costs	-4.607	-4.071	-8.898
	Operating profit/loss	-8.777	-4.360	-9.509
	Financial income and expenses, net	-56	-20	-67
	Net profit/loss	-8.796	-4.380	-9.094
BALANCE	Total Assets	33.205	11.026	12.418
SHEET	Equity	26.987	9.186	9.471
CASH	Cash flow from operating activities	-5.214	-6.482	-8.869
FLOW	Cash flow from investing activities	-183	-1.382	-2.113
STATEMENT	Cash flow from financing activities	26.312	6.339	10.000
	Total cash flows	20.915	-1.525	-982

SHARE CALCULATIONS	not revised	not revised	revised
ркк	1H 2020	1H 2019	FY 2019
Market share price, end of period	9,3	N/A	N/A
Earnings per share	-1,29	N/A	N/A
# total shares	6.825.102	N/A	N/A
# treasury shares	70.002	N/A	N/A
# shares outstanding	6.755.100	N/A	N/A
Equity ratio %	81 %	83 %	76 %

NOT LISTED





## Shape Robotics expect to meet the targets described in the prospectus

### Strong interest in Fable for Schools

Despite COVID-19, we are satisfied with the performance of the Company during the first half of 2020, where we had a turnover of 3 MDKK. In the beginning of the year we saw a strong interest in our products and had the strongest ever sales pipeline for the rest of the year. However, the COVID-19 crisis closed educational institutions on a global scale and temporarily reduced their ability to deliver hands-on robotics education to their students. The Company quickly adapted to the new situation and transformed sales activities to become online using webinars, online meetings, etc. Considering this difficult situation, it is positive that the Company has been able to achieve the same turnover for the period as it did in 2019.

#### **Expanding Reseller Network**

We continue to see a strong interest from resellers looking to sell Fable to educational institutions in their home markets. During the first 6 months of 2020, Shape Robotics welcomed four new Fable resellers in Germany, China, Slovakia, and Egypt. None of the new partners have exclusive rights. A significant number of new partnership agreements are continuously being negotiated with resellers around the world. During H1 2020, 62% of our sales were outside of Denmark and we expect this number to increase in the coming quarters.

#### Product development of Fable robots to facilitate remote learning and socializing

The COVID-19 crisis has led to a surge in the demand for remote learning and socializing. Many students in high risk groups are unable to attend school and socialize with their friends. Therefore, the Company has developed a new kind of telerobot called Fable Connect. The system enables students to attend school from their home and it lets friends and family visit each other from wherever they are. The user can steer the robot around, giving them a superior sense of being present in a room compared to traditional video calls. The initial interest from trial customers and distributors has been very encouraging. Fable Connect is planned to be fully launched during Q3 2020.



David Johan Christensen, CEO



### Income statement (1 January – 30 June 2020)

PROFIT & LOSS		not revised	not revised	revised
Amounts in DKK ('000)	Note	1H 2020	1H 2019	FY 2019
Revenue (Net)		2.994	3.117	8.061
Cost of Revenue		-1.575	-1.907	-5.243
Gross Operating Profit		1.419	1.210	2.818
Gross Operating Profit %		47 %	39 %	35 %
Research and development		-325	-156	-377
Sales, general and administrative		-1.138	-1.406	-2.765
Staff cost	1	-4.562	-3.718	-8.575
Depreciation and amortization		-465	-289	-611
Total operating expenses		-6.491	-5.569	-12.327
Operating profit/loss bf. non-recurring costs		-5.072	-4.360	-9.509
Non recurring costs / Other operating expenses*		-3.705	0	0
Operating profit/loss		-8.777	-4.360	-9.509
Financial income and expenses, net		-56	-20	-67
Taxes, calculated and actual		36	0	482
Net profit/loss		-8.796	-4.380	-9.094

\* Costs related to listing the Company on Nasdaq First North Denmark





## Balance sheet (30 June 2020)

ASSETS	not revised	not revised	revised
Amounts in DKK ('000)	1H 2020	1H 2019	FY 2019
Completed development projects	4.917	4.264	5.275
Development projects in progress	160	602	0
Intangible assets	5.077	4.866	5.275
Other plant, machinery, tools & equipment	662	746	746
Tangible assets	662	746	746
Fixed assets	5.739	5.612	6.021
Raw materials and finished goods	3.266	2.348	2.296
Inventories	3.266	2.348	2.296
Trade receivables	725	725	1.462
Other receivables	227	529	342
Corporation tax receivable	518	538	482
Receivables	1.470	1.793	2.286
Cash and cash equivalents	22.730	1.274	1.815
Current Assets	27.466	5.414	6.397
Assets	33.205	11.026	12.418

b	EQUITY AND LIABILITIES		not revised	not revised	revised
9	Amounts in DKK ('000)	Note	1H 2020	1H 2019	FY 2019
5	Share capital		683	232	256
C	Treasury Shares		-688	0	0
5	Reserve for development cost		3.960	3.795	4.186
6	Retained earnings/losses		23.032	5.159	5.029
6	Equity	2	26.987	9.186	9.471
1	Trade payables		2.766	805	882
6	Other liabilities		3.452	1.035	2.065
6	Current liabilities		6.218	1.840	2.947
2	Liabilities		6.218	1.840	2.947
2	Equity and liabilities		33.205	11.026	12.418
2					



### Cash Flow Statement (1 January - 30 June 2020)

CASH FLOW		not revised	not revised	revised
Amounts in DKK ('000)	Note	1H 2020	1H 2019	FY 2019
Net profit/loss		-8.796	-4.380	-9.094
Reversed depreciation and amortization		465	289	611
Reversed tax calculations		-36	0	-482
Corporation tax received		0	0	537
∆Accounts receivable		737	1.015	502
$\Delta$ Inventory		-971	-988	-936
∆ Account payable		1.884	-191	-115
$\Delta$ Other working capital		1.503	-2.226	108
Cash flow from operating activities		-5.214	-6.482	-8.869
Purchase, intangible assets		-160	-602	-1.237
Purchase, tangible assets		-23	-780	-876
Cash flow from investing activities		-183	-1.382	-2.113
Issue of shares	2	26.999	6.339	10.000
Purchase treasury shares	2	-687	0	0
Cash flow from financing activities		26.312	6.339	10.000
$\Delta$ Net change in cash		20.915	-1.525	-982
Cash beginning of period		1.815	2.797	2.797
Cash end of period		22.730	1.272	1.815

"The net change in cash for the period is according to our expectations and the strategy for use of the IPO proceedings described in the prospectus"

André Reinhard Fehrn, CFO



### Notes to the financial statements

(1) Staff costs - Amounts in DKK ('000)	1H 2020	1H 2019	FY 2019
Number of FTE's end of period (#)	18	19	19
Produduction & Assembly	513	637	1.090
Research & Development	2.095	1.252	2.784
Sales, Marketing & Education	1.347	1.611	3.168
Administration	597	598	2.391
Capitalized salaries	-160	-379	-859
Total staff costs	4.562	3.718	8.575

Long-Term Incentive Programme

To motivate key staff, The Board has granted 132.653 share options to selected employees.

Each share option gives the right to acquire one share in the company of DKK 0.10 per share at a strike price of DKK 9.8 per share.

(2) Equity - Amounts in DKK ('000)	1H 2020	1H 2019	FY 2019
Share Capital	256	202	202
Retained earnings/losses	5.030	3.543	3.543
Reserve for development costs	4.185	3.481	3.481
Equity at 1 January	9.471	7.226	7.226
Changes in Equity			
Capital increase (share capital)	427	30	54
Treasury shares in Shape Robotics A/S*	-688	0	0
Retained earnings/losses	26.797	5.995	10.580
Distribution of loss to retained earnings/losses	-8.796	-4.380	-9.093
Reserve for development costs	-223	314	704
Equity end of period	26.987	9.186	9.471

The Company's share capital consists of 6.825.102 shares of nom. 0,1 kr.

\*At the end of the period the Company has bought 70.002 out of 203.496 treasury shares. The remaining treasury shares were traded in the beginning of July 2020. Thereafter treasury shares equals 3% of the total share capital.



## Statement by the Board of Directors and Executive Management

#### Statement

Today the Board of Directors and the Executive Management have discussed and approved the interim report of Shape Robotics A/S for the first half year January 1 – June 30 2020.

The interim report has been created in accordance with IAS 34, Interim Financial Reporting as approved by the EU and additional disclosure requirements for companies listed on NASDAQ First North Denmark.

In our opinion, the financial statements give a true and fair view of the Company's financial position at June 30 2020 and of the results of the Company's operations and cash flows for the financial period January 1 – June 30 2020.

The management's review includes in our opinion a fair presentation of the matters dealt with in the report.

The interim report is unaudited.

Farum, August 25 2020

#### **Executive Management**

David Johan Christensen CEO

### **Board of Directors**

Lars R. Nyengaard Chairman

Thomas Gjørup Vice Chairman

**Moises Pacheco** 

Kasper Støy

Michael Frank

