
YEAR END REPORT

2020-01-01 - 2020-12-31

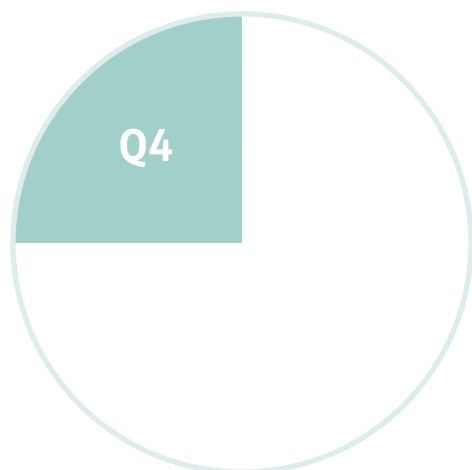


OMNICAR

OMNICAR HOLDING AB

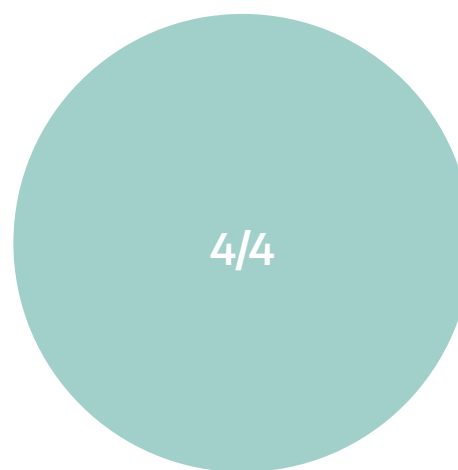
Year End report – Summary

"OmniCar" or the "Company" means the Group, namely OmniCar Holding AB (registered under company registration number 559113-3987) and its wholly owned subsidiary AutoCRM ApS and Omnicar AB. AutoCRM ApS, which is the Group's operating subsidiary.



Q4 (2020-10-01 - 2020-12-31)

- Revenue totalled SEK 3 246 thousand
- Q4 result after financial income and expenses, net amounted to SEK -1 748 thousand
- Q4 result before tax and interest SEK -1 123 thousand
- Q4 earnings per share* is SEK -0.06 for the quarter



Year-to-date (2020-01-01 - 2020-12-31)

- YTD revenue totalled SEK 11 798 thousand
- YTD result after financial income and expenses, net amounted to SEK -867 thousand
- YTD result before tax and interest SEK 445 thousand
- YTD earning per share* is SEK -0.03

*Earnings per share: The net profit or loss for the period divided by the average number of shares.

The registered number of shares in OMNICAR as at 31 december 2020 totalled 29.640.698. Average number of shares Q4 totalled 23 637 944.

Significant events in Q4 2020

2020-10-01

OMNICAR

The Danish Formula One driver Kevin Magnussen have undertaken to subscribe to 580.000 shares in Omnicar Holding AB.

2020-10-02

OMNICAR

Omnicar Holding AB: update on our financial situation and a directed share issue.

2020-10-15

OMNICAR

UPDATE: Omnicar Holding AB + Omnicarservice.

2020-10-15

OMNICAR

CLARIFICATION: OmniCar Holding AB: BUSINESS UPDATE FROM Omnicar Holding AB + Omnicarservice.

2020-10-27

OMNICAR

Aktieägarna i OmniCar Holding AB (publ), 559113-3987, kallas härmed till extra bolagsstämma den 25 november 2020 kl. 10:00 på adressen MAZARS AB, Terminalgatan 1, i Helsingborg.

2020-10-29

OMNICAR

"Correction: Omnicar Holding AB: update on our financial situation and a directed share issue".

2020-10-29

OMNICAR

Omnicar Holding AB Q3 report 2020.

2020-11-09

OMNICAR

Release date Q3 2020 report.

2020-11-11

OMNICAR

OmniCar Holding AB: Correction: The Danish Formula One driver Kevin Magnussen have undertaken to subscribe to 580.000 shares in Omnicar Holding AB.

2020-11-11

OMNICAR

OmniCar Holding AB: Correction: Release date Q3 2020 report.

2020-11-16

OMNICAR

Omnicar Holding Q3 2020 report.

2020-11-17

OMNICAR

OmniCar Holding AB: Claus T. Hansen CEO of Omnicar Holding buys 500.000 shares.

2020-11-17

OMNICAR

OmniCar Holding AB: Claus T. Hansen CEO of Omnicar Holding buys 500.000 shares.

2020-11-25

OMNICAR

Omnicar Holding AB har beslutat att ändra avstämningsdagen för utdelning av teckningsoptioner till aktieinnehavarna till den 2 december 2020.

2020-11-26

OMNICAR

Minutes of the extraordinary general meeting of OmniCar Holding AB, reg. no. 559113-3987.

2020-11-26

OMNICAR

OmniCar Holding AB: Correction: Minutes of the extraordinary general meeting of OmniCar Holding AB, reg. no. 559113-3987.

2020-12-04

OMNICAR

Omnicar holding AB.

Significant events post period end

2021-01-03

OMNICAR

Introduktion til Omnicar Holding AB.

2021-01-07

OMNICAR

OmniCar sees major growth in 2021 – Target yearly revenue of SEK 25 million by end of 2021 on a rolling basis.

2021-01-15

OMNICAR

OmniCar Holding AB: Claus T. Hansen CEO of Omnicar Holding buys 47.000 shares.

2021-01-27

OMNICAR

OmnicarService has signed agreements with a leasing company, totaling 100 cars.

2021-02-02

OMNICAR

KPI January update from OmniCar – average transaction size up 25% compared to December 2020.

2021-02-03

OMNICAR

OmniCarService has signed agreements with online car dealer.

2021-02-03

OMNICAR

OmniCar Holding AB: Omnicar Holding AB Q4 report 2020.

2021-02-08

OMNICAR

OmniCarService has signed agreements with a leasing company.

2021-02-15

OMNICAR

OmniCarService announces partnership with FDM, Denmark's largest organization group for car owners, totaling 256.000 members.

2021-02-19

OMNICAR

OmniCarService launches its third service truck – expands working hours and enters into new cities

CEO has the floor



Claus T. Hansen,
CEO OMNICAR Holding AB

Dear shareholders

Today, I have the pleasure of submitting our Q4 2020 report and our annual result for 2020.

We introduced our new business segment 'OmniCarService' during the beginning of October 2020 and we are able to show activity from it in this Q4 report.

Compared to Q3 2020, our revenue in Q4 has increased with approximately 30%, from SEK 2.488 million to SEK 3.248 million.

During Q4 we have accounted for all development costs regarding the establishment of 'OmniCarService' which is reflected in the profit and loss calculation. The costs include van fitting and tools, lawyer costs, website optimization and development along with launch campaigns which is why we during the Q4 of 2020 post a loss of SEK 1.123 million before interest and tax. For the whole year of 2020 we have a profit of SEK 445.000 before interest and tax.

During December 2020, Denmark entered a COVID-19 lockdown and despite the closure of car dealers and a general halt in society, we managed to keep our momentum going. Our reviews on Trustpilot and Autobutler are very positive and our work is paying off as we are beginning to see recurring customers.

Moving forward and having 2021 in perspective we see that our SaaS-business is continuing to yield a quarterly revenue of SEK 2,0-2,5 million and we see no indication of this changing. We expect that the revenue for 'OmniCarService' will surpass our SaaS-business revenue during the second half of 2021 and despite COVID-19 we still maintain our expectation and guidance for a total of SEK 25 million revenue on a yearly rolling basis during 2021.

We have made an impact on the market in Denmark and it is safe to say that we have reached a proof-of-concept, our positive reviews on various platforms will fuel our growth and demand is expected to increase for our services. We have since October 2020 been able to show continued stability and growth on a monthly basis and in February, we have been able to maintain revenue levels from those seen during January. Despite the Danish car sales having a decline of 90% during the lockdown with almost zero business-to-business (B2B) interaction we are still able to grow our business which gives us tremendous confidence for the future.

For the rest of the year, our B2B pipeline is looking very solid and strong. Starting in April, our third van will be operational as well as having two additional mechanics joining our team, with this third van we will be able to deliver significant growth from April and onwards. We expect to launch our fourth van before July 2021 and our fifth van sometime during September 2021. With the current flow of strong B2B customers we are planning on launching an additional one or two vans to bring the total of vans to six or seven during 2021, which is an increase in number of vans compared to our 2021 guidance back in January.

To support further grow we will during the second quarter of 2021 launch a new website and invest in an IT infrastructure that can handle our current deal flow. We will also invest in self-service systems and marketing automation. We currently have significant cash at hand to support our growth.

It is also believed that we during 2021 will see deals with large nationwide leasing companies.

PERFORMANCE FIGURES FOR THE PERIOD

Revenue

Group's net revenue for the fourth quarter amounted to:

3 246

Year to date:

11 798

Financial performance

The Group's Q4 2020 interim loss after tax totalled:

- 1 536

Year to date:

-655

Liquidity

The Group's cash and cash equivalents as at 31 december 2020 amounted to:

3 168

SHAREHOLDINGS AS AT 2020-12-31

Name	Number of shares	Share of votes and capital
Oliver Invest ApS*	4 253 708	14,4 %
LMW Invest**	2 990 887	10,1 %
Tine Hertz Holding ApS	2 439 848	8,2 %
Other	19 956 255	67,3 %
In total	29 640 698	100,00 %

* CEO Claus T. Hansen owns 100% of the shares in Oliver Invest ApS.

** LMW Invest was formed, during Q2 2019, and consists of Mayday Holding ApS, Wildcard.dk ApS and Lippa2008 ApS. Board member Mikkel Lippmann owns 100% of the shares in Wildcard.DK ApS; former board member Stig Jensen owns 100% of the shares in Lippa2008 ApS and co-founder Mikkel Steen Andersen owns 100% of the shares in Mayday Holding ApS.

Principles applied in the year end report

The financial statements of the Group and the parent company are prepared in accordance with the general recommendations and guidelines of the Swedish Accounting Standards Board's (Bokföringsnämnden) as well as BFNAR 2012:1 Annual report and consolidated financial statements (K3).

Audit

The year end report has not been audited by the Company's auditor.

Submission of year end report

Copenhagen, 26 feb. 2021

OmniCar Holding AB,

The board of directors

OmniCar Holding AB is required under the Swedish Securities Market Act (lagen om värdepappersmarknaden) to disclose the information provided herein.

FINANCIAL OVERVIEW

OMNICAR A/S, which is the Group's operating subsidiary, started doing business in February 2016. OMNICAR Holding AB was formed in May 2017, which resulted in the group relationship. The transaction was effected as a transaction between jointly controlled companies.

SUMMARISED INCOME STATEMENT – GROUP

(SEK thousand)	2020-10-01 2020-12-31 3 mths.	2019-10-01 2019-12-31 3 mths.	2020-01-01 2020-12-31 12 mths.	2019-01-01 2019-12-31 12 mths.
Operating income				
Revenue	3 248	3 799	10 779	12 081
Other income	-2	0	1 019	4
Total operating income	3 246	3 799	11 798	12 085
Operating expenses				
Raw materials and consumables	-495	-81	-718	-642
Other external expenses	-2 118	-3 205	-5 433	-37 855
Staff costs	-1 753	-1 768	-5 199	-9 533
Amortisation and depreciation of intangible and tangible assets	-3	0	-3	-1 956
Total operating expenses	-4 369	-5 054	-11 353	-49 986
Profit/(loss) before financial income and expenses, net	-1 123	-1 255	445	-37 901
Income or loss from financial investments				
Other interest earned and similar income	36	0	159	222
Interest expenses and similar expenses	-661	-250	-1 471	-1 149
Total financial income and expenses, net	-625	-250	-1 312	-927
Profit/(loss) after financial income and expenses, net	-1 748	-1 505	-867	-38 828
Tax on profit or loss for the year	212	0	212	215
NET PROFIT OR LOSS FOR THE PERIOD	-1 536	-1 505	-655	-38 613

SUMMARISED BALANCE SHEET – GROUP

(SEK thousand)	2020-12-31	2019-12-31
ASSETS		
Fixed assets		
Intangible assets	0	0
Tangible assets	52	0
Total assets	52	0
Current assets		
Accounts receivable	311	717
Deferred tax asset	142	211
Other receivables	593	539
Prepayments and accrued income	198	246
Total receivables	1 244	1 713
Cash at bank and in hand	3 168	1 146
Total current assets	4 412	2 859
TOTAL ASSETS	4 464	2 859
EQUITY AND LIABILITIES		
Share capital	2 964	2 061
Other contributed capital	62 694	56 153
Other equity	-65 588	-27 307
Net profit or loss for the period	-655	-38 613
Total equity	-585	-7 706
Deferred tax liabilities	0	0
Total provisions	0	0
Total provisions	1 703	1 800
Current liabilities		
Liabilities to credit institutions	0	0
Accounts payable - trade	1 103	2 189
Tax liability	0	0
Other payables	1 512	2 585
Accrued expenses and prepaid income	731	3 991
Total short-term liabilities other than provisions	3 346	8 765
TOTAL EQUITY AND LIABILITIES	4 464	2 859

CHANGE IN EQUITY

The group

	Share capital	Other contributed capital	Other equity	Total
(SEK thousand)				
Equity 2020-01-01	2 061	56 153	-65 920	-7 706
New issues	903	6 659		7 562
Issue cost		-118		-118
Currency translate			332	332
Net profit/loss for the year			-655	-655
Equity 2020-12-31	2 964	62 694	-66 243	-585

CASH FLOW

The group

(SEK thousand)	01-10-2019 31-12-2019	01-01-2020 31-12-2020	01-10-2020 31-12-2020
Company			
Result before financial income/cost	-37 901	445	-1 123
<i>Change in cash flow:</i>			
Depriciations	1 956	3	3
Other	16 273	0	0
Financial interest	222	159	36
Financial cost	-1 149	-1 471	661
Tax	1 921	281	70
Cash flow before working capital	-18 228	-583	-1 675
Cash flow working capital			
Change in receivables	4 891	435	649
Change in liabilities	3 633	-3 479	-2 796
Cash flow from working capital	- 9 704	-3 627	-3 822
Investment activity			
Addition tangible assets	-	-55	-55
Cash flow from Investment activity	0	-55	-55
Financial activity			
New issues and other	10 252	5 759	5 759
Change in long term debt	-2 700	-59	57
Cash flow from financial activity	7 552	5 700	5 816
Year cash flow	-2 152	2 018	1 939
Cash beginning	3 269	1 146	1 228
Effect on exchange rate	29	4	1
Cash at the end	1 146	3 168	3 168

SUMMARISED INCOME STATEMENT - PARENT COMPANY

(SEK thousand)	2020-10-01 2020-12-31 3 mth.	2019-10-01 2019-12-31 3 mth.	2020-01-01 2020-12-31 12 mth.	2019-01-01 2019-12-31 12 mth.
Operating income				
Revenue	1 283	1 283	5 135	2 996
Other income	0	1	700	4
Total operating income	1 283	1 284	5 835	3 000
Operating expenses				
Raw materials and consumables		0		0
Other external expenses	-549	-935	-1 914	-11 915
Staff costs	-232	-247	-948	-600
Amortisation and depreciation of intangible and tangible assets	0		0	
Total operating expenses	-781	-1 182	-2 862	-12 515
Profit(loss) before financial income and expenses, net	502	102	2 973	-9 515
Income or loss from financial investments				
Write-down of shares in subsidiaries				
Result from group companies	-8 882	0	-8 882	-38 739
Other interest earned and similar income	29	0	34	221
Interest expenses and similar expenses	-8	-55	-309	-2 571
Total financial income and expenses, net	-8 861	-55	-9 157	-41 089
Profit/(loss) after financial income and expenses, net	-8 359	47	-6 184	-50 604
Tax on profit or loss for the year	0	0	0	0
NET PROFIT OR LOSS FOR THE PERIOD	-8 359	47	-6 184	-50 604

SUMMARISED BALANCE SHEET - PARENT COMPANY

(SEK thousand)	2020-12-31	2019-12-31
ASSETS		
Fixed assets		
Fixed asset investments	0	0
Shares in group companies	6 107	6 107
Total assets	6 107	6 107
Current assets		
Accounts receivable	0	0
Receivables from group companies	0	5 378
Other receivables	156	305
Prepayments and accrued income	11	60
Total receivables	167	5 743
Cash at bank and in hand	2	505
Total current assets	169	6 248
TOTAL ASSETS	6 276	12 355
EQUITY AND LIABILITIES		
Share capital	2 964	2 061
Revaluation fund	6 000	6 000
Share premium account	6 541	47 158
Other equity	-3 446	0
Net profit or loss for the period	-6 184	-50 604
Total equity	5 875	4 615
Current liabilities		
Liabilities to credit institutions	0	0
Accounts payable - trade	197	1 794
Other payables	0	1 685
Accrued expenses and prepaid income	163	3 843
Debt to intercompany	41	418
Total short-term liabilities other than provisions	401	7 740
TOTAL EQUITY AND LIABILITIES	6 276	12 355

CHANGE IN EQUITY

Parent company

(SEK thousand)	Share-capital	Revaluation-fund	Share premium fund	Other equity	Net profit/loss for the year	Total
Equity 2020-01-01	2 061	6 000	47 158	0	-50 604	4 615
Other			-47 158	-3 466	50 604	0
New issues	903		6 659			7 562
Issue cost			-118			118
Net profit/loss for the year					-6 184	-6 184
EQUITY 2020-12-31	2 964	6 000	6 541	-3 446	-6 184	5 875

CASH FLOW

Parent company

(SEK thousand)	01-01-2020 31-12-2020	01-01-2019 31-12-2019
Company		
Result before financial income/cost	2 973	-9.515
Financial income	34	221
Financial cost	-309	-793
Cash flow before working capital	2.698	-10.087
Cash flow working capital		
Change in receivables	5.576	-3.192
Change in liabilities	-5.654	7.425
Cash flow from working capital	2.620	-5.854
Investment activity		
Investment in group companies	0	-57
Grants to group company	-8.882	-1 300
Cash flow from investment activity	-8.882	-1.357
Financial activity		
New issues and other	5 759	10 252
Change in loans	0	-4.500
Cash flow from financial activity	5 759	5.752
Year cash flow	-503	-1.459
Cash beginning	505	1.964
Cash at the end	2	505

