



## ÅRSREGNSKAPET FOR REGNSKAPSÅRET 2020 - GENERELL INFORMASJON

### Enheten

Organisasjonsnummer:	917 362 394
Organisasjonsform:	Aksjeselskap
Foretaksnavn:	BOOST AI AS
Forretningsadresse:	Grenseveien 21 4313 SANDNES

### Regnskapsår

Årsregnskapets periode:	01.01.2020 - 31.12.2020
-------------------------	-------------------------

### Konsern

Mørselskap i konsern:	Ja
Konsernregnskap lagt ved:	Ja

### Regnskapsregler

Regler for små foretak benyttet:	Nei
Benyttet ved utarbeidelsen av årsregnskapet til selskapet:	Regnskapslovens alminnelige regler
Benyttet ved utarbeidelsen av årsregnskapet til konsernet:	Regnskapslovens alminnelige regler

### Årsregnskapet fastsatt av kompetent organ

Bekreftet av representant for selskapet:	Jens G. Nygaard
Dato for fastsettelse av årsregnskapet:	23.02.2021

### Grunnlag for avgivelse

År 2020: Årsregnskapet er elektronisk innlevert  
År 2019: Tall er hentet fra elektronisk innlevert årsregnskap fra 2020

*Det er ikke krav til at årsregnskapet m.v. som sendes til Regnskapsregisteret er undertegnet. Kontrollen på at dette er utført ligger hos revisor/enhetens øverste organ. Sikkerheten ivaretas ved at innsender har rolle/rettighet for innsending av årsregnskapet via Altinn, og ved at det bekreftes at årsregnskapet er fastsatt av kompetent organ.*

Brønnøysundregistrene, 30.04.2024



## Resultatregnskap

Beløp i: NOK	Note	2020	2019
<b>RESULTATREGNSKAP</b>			
<b>Inntekter</b>			
Salgsinntekt		77 273 087	59 997 100
Annen driftsinntekt		2 700 601	-4 190 389
<b>Sum inntekter</b>		<b>79 973 688</b>	<b>55 806 711</b>
<b>Kostnader</b>			
Varekostnad		3 166 315	3 722 680
Lønnskostnad		29 907 596	30 221 318
Avskrivning på driftsmidler og immaterielle eiendeler		13 436 019	7 834 815
Annen driftskostnad		30 691 513	26 199 362
<b>Sum kostnader</b>		<b>77 201 444</b>	<b>67 978 175</b>
<b>Driftsresultat</b>		<b>2 772 245</b>	<b>-12 171 464</b>
<b>Finansinntekter og finanskostnader</b>			
Renteinntekt fra foretak i samme konsern		524 626	223 674
Annen renteinntekt		66 926	32 892
Annen finansinntekt		615 897	97 090
<b>Sum finansinntekter</b>		<b>1 207 450</b>	<b>353 656</b>
Annen rentekostnad		872 170	312 936
Annen finanskostnad		788 526	308 223
<b>Sum finanskostnader</b>		<b>1 660 695</b>	<b>621 159</b>
<b>Netto finans</b>		<b>-453 246</b>	<b>-267 503</b>
<b>Ordinært resultat før skattekostnad</b>		<b>2 318 999</b>	<b>-12 438 967</b>
Skattekostnad på ordinært resultat		-273 083	-2 156 406
<b>Ordinært resultat etter skattekostnad</b>		<b>2 592 082</b>	<b>-10 282 561</b>
<b>Årsresultat</b>		<b>2 592 082</b>	<b>-10 282 561</b>
<b>Overføringer og disponeringer</b>			
Udekket tap		2 592 082	-10 282 560
<b>Sum overføringer og disponeringer</b>		<b>2 592 082</b>	<b>-10 282 560</b>



## Resultatregnskap

<b>Beløp i: NOK</b>	<b>Note</b>	<b>2020</b>	<b>2019</b>
---------------------	-------------	-------------	-------------

---



## Balanse

Beløp i: NOK	Note	2020	2019
<b>BALANSE - EIENDELER</b>			
<b>Anleggsmidler</b>			
<b>Immaterielle eiendeler</b>			
Forskning og utvikling		63 622 953	38 358 003
Utsatt skattefordel		2 737 482	2 464 399
<b>Sum immaterielle eiendeler</b>		<b>66 360 435</b>	<b>40 822 402</b>
<b>Varige driftsmidler</b>			
Driftsløsøre, inventar, verktøy, kontormaskiner, ol.		195 313	666 171
<b>Sum varige driftsmidler</b>		<b>195 313</b>	<b>666 171</b>
<b>Finansielle anleggsmidler</b>			
Investering i datterselskap			85 830
Investeringer i aksjer og andeler		112 253	
Andre fordringer		2 450 000	
<b>Sum finansielle anleggsmidler</b>		<b>2 562 253</b>	<b>85 830</b>
<b>Sum anleggsmidler</b>		<b>69 118 000</b>	<b>41 574 403</b>
<b>Omløpsmidler</b>			
<b>Varer</b>			
<b>Fordringer</b>			
Kundefordringer		13 922 586	11 122 855
Andre fordringer		9 924 291	6 198 824
Konsernfordringer		25 505 803	12 137 844
<b>Sum fordringer</b>		<b>49 352 680</b>	<b>29 459 523</b>
<b>Bankinnskudd, kontanter og lignende</b>			
Bankinnskudd, kontanter og lignende		43 453 893	2 316 328
<b>Sum bankinnskudd, kontanter og lignende</b>		<b>43 453 893</b>	<b>2 316 328</b>
<b>Sum omløpsmidler</b>		<b>92 806 573</b>	<b>31 775 851</b>
<b>SUM EIENDELER</b>		<b>161 924 573</b>	<b>73 350 254</b>



### Balanse

Beløp i: NOK	Note	2020	2019
<b>BALANSE - EGENKAPITAL OG GJELD</b>			
<b>Egenkapital</b>			
<b>Innskutt egenkapital</b>			
Aksjekapital		42 449	37 856
Overkurs		117 715 000	48 309 477
<b>Sum innskutt egenkapital</b>		<b>117 757 449</b>	<b>48 347 333</b>
<b>Opptjent egenkapital</b>			
Udekket tap		4 076 078	6 668 160
<b>Sum opptjent egenkapital</b>		<b>-4 076 078</b>	<b>-6 668 160</b>
<b>Sum egenkapital</b>		<b>113 681 371</b>	<b>41 679 173</b>
<b>Gjeld</b>			
<b>Langsiktig gjeld</b>			
Andre avsetninger for forpliktelser		12 004 589	8 705 190
<b>Sum avsetninger for forpliktelser</b>		<b>12 004 589</b>	<b>8 705 190</b>
<b>Annen langsiktig gjeld</b>			
Gjeld til kredittinstitusjoner		7 583 330	4 159 646
<b>Sum annen langsiktig gjeld</b>		<b>7 583 330</b>	<b>4 159 646</b>
<b>Sum langsiktig gjeld</b>		<b>19 587 919</b>	<b>12 864 836</b>
<b>Kortsiktig gjeld</b>			
Gjeld til kredittinstitusjoner			1 516 651
Leverandørgjeld		5 467 602	2 979 152
Skyldige offentlige avgifter		6 012 706	4 656 661
Annen kortsiktig gjeld		17 174 974	9 653 782
<b>Sum kortsiktig gjeld</b>		<b>28 655 283</b>	<b>18 806 246</b>
<b>Sum gjeld</b>		<b>48 243 202</b>	<b>31 671 082</b>
<b>SUM EGENKAPITAL OG GJELD</b>		<b>161 924 573</b>	<b>73 350 255</b>



### Konsernets resultatregnskap

Beløp i: NOK	Note	2020	2019
<b>RESULTATREGNSKAP</b>			
<b>Inntekter</b>			
Revenue	2	79 037 774	54 569 239
Other operating income	3	2 700 601	411 685
<b>Sum inntekter</b>		<b>81 738 375</b>	<b>54 980 924</b>
<b>Kostnader</b>			
Raw materials and consumables used		3 461 227	3 742 368
Staff costs	4, 5	41 323 524	36 225 361
Depreciation of fixed assets and intangible assets	6, 7	13 469 033	6 921 207
Other operating expenses	5	33 467 127	30 819 671
<b>Sum kostnader</b>		<b>91 720 911</b>	<b>77 708 607</b>
<b>Driftsresultat</b>		<b>-9 982 536</b>	<b>-22 727 683</b>
<b>Finansinntekter og finanskostnader</b>			
Renteinntekt fra foretak i samme konsern		0	
Annen renteinntekt		66 926	32 892
Other financial income		615 897	97 090
<b>Sum finansinntekter</b>		<b>682 824</b>	<b>129 982</b>
Annen rentekostnad		730 124	312 936
Other financial expense		2 474 256	336 957
<b>Sum finanskostnader</b>		<b>3 204 380</b>	<b>649 893</b>
<b>Netto finans</b>		<b>-2 521 556</b>	<b>-519 911</b>
<b>Ordinært resultat før skattekostnad</b>		<b>-12 504 092</b>	<b>-23 247 594</b>
Tax on ordinary result	10	-273 083	-2 156 406
<b>Ordinært resultat etter skattekostnad</b>		<b>-12 231 009</b>	<b>-21 091 188</b>
<b>Årsresultat</b>		<b>-12 231 009</b>	<b>-21 091 188</b>
<b>Årsresultat etter minoritetsinteresser</b>		<b>-12 231 009</b>	<b>-21 091 188</b>
Transfers to/from other equity			



### Konsernets balanse

Beløp i: NOK	Note	2020	2019
<b>BALANSE - EIENDELER</b>			
<b>Anleggsmidler</b>			
<b>Immaterielle eiendeler</b>			
Research and development	6	63 622 953	38 358 003
Utsatt skattefordel	10	2 737 482	2 464 399
<b>Sum immaterielle eiendeler</b>		<b>66 360 435</b>	<b>40 822 402</b>
<b>Varige driftsmidler</b>			
Fixtures and fittings, tools, office machinery, etc	7	223 060	724 283
<b>Sum varige driftsmidler</b>		<b>223 060</b>	<b>724 283</b>
<b>Finansielle anleggsmidler</b>			
Other receivables	5	2 450 000	
<b>Sum finansielle anleggsmidler</b>		<b>2 450 000</b>	
<b>Sum anleggsmidler</b>		<b>69 033 496</b>	<b>41 546 685</b>
<b>Omløpsmidler</b>			
<b>Varer</b>			
<b>Fordringer</b>			
Trade debtors	8	14 471 901	11 122 855
Other debtors		10 941 445	6 484 590
Konsernfordringer		0	
<b>Sum fordringer</b>		<b>25 413 345</b>	<b>17 607 445</b>
<b>Bankinnskudd, kontanter og lignende</b>			
Bank deposits, cash in hand, etc	9	44 530 742	4 183 694
<b>Sum bankinnskudd, kontanter og lignende</b>		<b>44 530 742</b>	<b>4 183 694</b>
<b>Sum omløpsmidler</b>		<b>69 944 087</b>	<b>21 791 139</b>
<b>SUM EIENDELER</b>		<b>138 977 583</b>	<b>63 337 824</b>

### BALANSE - EGENKAPITAL OG GJELD



### Konsernets balanse

Beløp i: NOK	Note	2020	2019
<b>Egenkapital</b>			
<b>Innskutt egenkapital</b>			
Share capital	12	42 449	37 856
Overkurs		117 715 000	48 309 477
<b>Sum innskutt egenkapital</b>		<b>117 757 449</b>	<b>48 347 333</b>
<b>Opptjent egenkapital</b>			
Other equity		164 904	111 127
Udekket tap		28 498 143	17 476 787
<b>Sum opptjent egenkapital</b>		<b>-28 333 239</b>	<b>-17 365 660</b>
<b>Sum egenkapital</b>	11	<b>89 424 210</b>	<b>30 981 673</b>
<b>Gjeld</b>			
<b>Langsiktig gjeld</b>			
Other provisions	3	12 004 589	7 418 540
<b>Sum avsetninger for forpliktelser</b>		<b>12 004 589</b>	<b>7 418 540</b>
<b>Annen langsiktig gjeld</b>			
Konvertible lån		0	
Gjeld til kredittinstitusjoner	13	7 583 330	4 159 646
<b>Sum annen langsiktig gjeld</b>	13	<b>7 583 330</b>	<b>4 159 646</b>
<b>Sum langsiktig gjeld</b>		<b>19 587 919</b>	<b>11 578 186</b>
<b>Kortsiktig gjeld</b>			
Liabilities to financial institutions	9		1 516 651
Leverandørgjeld		5 639 049	2 985 613
Public duties payable		6 061 887	5 414 266
Other short-term liabilities	2, 14	18 264 519	10 861 435
<b>Sum kortsiktig gjeld</b>		<b>29 965 454</b>	<b>20 777 965</b>
<b>Sum gjeld</b>		<b>49 553 374</b>	<b>32 356 151</b>
<b>SUM EGENKAPITAL OG GJELD</b>		<b>138 977 584</b>	<b>63 337 824</b>



**Noter 2020**  
**Boost Ai AS**

<Ny Innledende note>



## Note 1 - General accounting policies

### Basis for preparation

The consolidated financial statements have been prepared in accordance with the Norwegian Accounting Act and generally accepted accounting principles in Norway (NGAAP). The financial statements have been prepared on the going concern basis.

All amounts are presented in thousands of NOK, unless otherwise clearly stated.

### Group composition

In addition to the parent entity, Boost AI AS, the group also includes the subsidiary Boost AI Inc, which is based in Los Angeles, USA. The consolidated financial statements show these units as one single economic entity.

The consolidated financial statements have been prepared in accordance with uniform policies by converting the subsidiaries to the same principles as the parent company.

### Classification of items in the statement of financial position

Assets intended for long-term ownership or use are classified as non-current assets. Assets associated with the normal operating cycle are classified as current assets. Receivables are classified as current assets if they fall due within one year. Analogue criteria are applied to liabilities. Unless otherwise stated, long-term liabilities also includes next year's installments.

### Foreign currency translation

The functional currency of the parent entity is NOK, while the subsidiary uses USD and SEK. For consolidation purposes, the results and financial position of all the Group's entities that have a functional currency other than NOK are translated to the closing rate at the reporting date of each month. Income and expenses for each income statement are translated to the average exchange rate for the period, this being a reasonable approximation for estimating actual rate. Exchange differences are recognized directly against equity.

## Note 2 - Revenues

### Significant accounting policies

Boost has two main revenue streams - AI services and consultant services.

For consultant services Boost design, implement and support services under variable-price contracts. Revenue from providing services is recognised in the accounting period in which the services are rendered.

For AI services the services are rendered through either a fixed license or a ticker. For the fixed license, revenue is recognised month by month for the license. For the ticker service, revenue is recognised based on usage.

Revenues by nature (amounts in NOK 1000)	2020	2019
AI Services	69 394	45 663
Consultants	9 583	8 535
Other revenue	60	370
<b>Total</b>	<b>79 038</b>	<b>54 569</b>

Revenues by country (amounts in NOK 1000)	2020	2019
Norway	33 890	36 959
Finland	14 992	7 017



Sweden	10 833	6 289
Denmark	9 261	3 205
Rest of Europe	6 620	989
USA	3 442	110
Rest of the World	0	0
<b>Total</b>	<b>79 038</b>	<b>54 569</b>

### Note 3 - Government grants

#### Significant accounting policies

The group receives various types of government grants in relation to its research and development activities. When such grants are received to carry out certain activities or compensate specific expenses, the grant is recognised in the income statement over the same period as the associated costs. Grants that compensate the group for the cost of an asset are recognised as deferred government grants in the statement of financial position, and subsequently recognised as revenue over the useful life of the asset.

#### Innovasjon Norge

The government grant is related to the project, Connect the Bots. Reference is made to note 6 for further information

#### SkatteFUNN

The government grant is related mainly to develop a solution that can use different sources of data (Chatlogs, webpages, public data sources etc) to automate the building of virtual agents for chat and speech. Reference is made to note 6 for further information.

#### Deferred government grant

The government grants are recognised as a long term liability and charged through profit and loss through either other government grants as revenue (Innovasjon Norge) or to reduce the cost they are meant to cover (Skattefunn).

The deferral is based on the useful life of the asset for where the government grant is received. Cost reduction from government grants reduces the depreciation.

Specification of deferred government grants (amounts in NOK 1000)	2020	2019
Balance 01.01.	8 705	3 302
Grants received	6 000	6 750
Income this year	-2 701	-1 347
<b>Balance 31.12.</b>	<b>12 005</b>	<b>8 705</b>

### Note 4 - Personnel costs

#### Significant accounting policies

Personnel costs are expensed as the employees earn the right to the payment of wages for hours worked. Payments to defined contribution pension are expensed over the period in which the employees earn the right to the deposit. Personnel costs related to research and development projects are capitalised to the extent that the conditions for this are met.

#### Pensions

The company has established a defined contribution scheme in accordance with the requirements of the Norwegian Act on Mandatory Occupational Pensions ("OTP"). All employees of the parent entity are covered by



the scheme.

## Capitalised development costs

Reference is made to note 6 for further information regarding research and development projects.

Specification of personnel costs

(amounts in NOK 1000)

	2020	2019
Wages	70 756	57 740
Pension contributions	1 077	871
Social security tax	7 330	4 885
Capitalised development costs	-37 840	-27 270
Other personnel costs	0	0
<b>Total</b>	<b>41 324</b>	<b>36 225</b>

## Number of employees

(average FTE for the period)

	2020	2019
Norway	91	70
USA	6	0
Sweden	0	0
<b>Total</b>	<b>97</b>	<b>70</b>

## Note 5 - Remuneration of management and auditor and other operating costs

The Group and Company CEO has a yearly remuneration of 600 kNOK and is included in the parent Company pension scheme. No bonuses have been paid during 2020. He is not entitled to severance pay.

The Board of Directors do not receive remuneration, nor hold any options or loans.

Specification of auditor's remuneration

(amounts in NOK 1000)

	2020	2019
Statutory audit fee	131	85
Other certification services	49	0
Tax advisory services	0	0
Other non-auditing services	85	75
<b>Total</b>	<b>264</b>	<b>160</b>

Reported amounts are exclusive of VAT.

Non-current receivable is a deposit in relation to the office building in Norway and will expire at the end of the lease agreement.

	Expensed 2020	Nominal liability
Operating lease agreements	3 220 577	6 445

## Note 6 - Intangible assets, research and development

### Significant accounting policies

Expenditures on research and development are capitalized to the extent that they are part of projects generating



identifiable intangible assets, of which future economic benefits can be attributed. Expenses related to projects not meeting these criteria are charged to the income statement as they accrue.

## Capitalised development costs

### "Skattefunn"

The main objective of the Skattefunn project is to develop a solution that can use different sources of data (Chatlogs, webpages, public data sources etc) to automate the building of virtual agents for chat and speech. The project includes a substantial set of sub-activities and objectives, that in some cases are required to reach the main objective, and in others will improve the quality of the final solution.

### "Innovasjon Norge"

In the project, Connect the Bots, the main objective of the project was to enable our virtual agents to function within a network of virtual agents. This network allows for an end-user to be re-directed to the relevant virtual agent depending on the nature of the request.

### "Sintef"

Chatbots for loyalty is an innovation project on chatbots used in customer service and education, where the objective is to gain an improved understanding of how virtual agents can become an important part of a service provider's key customer journey and end- preferences.

Specification of research and development assets  
(amounts in NOK 1000)

	2020	2019
Cost 01.01.	48 967	20 865
Additions	38 265	28 102
Disposals	0	0
<b>Cost 31.12.</b>	<b>87 232</b>	<b>48 967</b>
Accumulated depreciation 01.01.	10 609	3 466
Depreciations for the year	12 965	7 143
Disposals	0	0
<b>Accumulated depreciation 31.12.</b>	<b>23 574</b>	<b>10 609</b>
<b>Book value 31.12.</b>	<b>63 623</b>	<b>38 358</b>

Economic useful life 2-10 years  
Depreciation schedule Linear

## Note 7 - Property, plant & equipment Significant accounting policies

Property, plant & equipment are recognized in the statement of financial position at cost less accumulated depreciation and impairment losses. The cost price of such assets is the purchase price including expenses directly attributable to the purchase of the asset. Expenses incurred after the asset has been put into use, such as ongoing daily maintenance, are charged to the income statement in the period in which they were incurred, except for expenses expected to generate future economic benefits that are recognized as a part of the asset.

Specification of property, plant & equipment  
(amounts in NOK 1000)

	2020	2019
Cost 01.01.	1 999	1 725
Additions	3	275



Disposals	0	0
<b>Cost 31.12.</b>	<b>2 002</b>	<b>1 999</b>
Accumulated depreciation 01.01.	1 275	562
Depreciations for the year	504	713
Disposals	0	0
<b>Accumulated depreciation 31.12.</b>	<b>1 779</b>	<b>1 275</b>
<b>Book value 31.12.</b>	<b>223</b>	<b>724</b>
Economic useful life	1-3 years	
Depreciation schedule	Linear	

## Note 8 - Trade and other receivables

### Significant accounting policies

Trade and other receivables are recognised at face value, less provisions for expected credit losses. Provisions for expected credit losses are made on the basis of a specific assessment of the individual receivables. For trade receivables, a general provision is also made based on historical losses.

Specification of trade receivables (amounts in NOK 1000)	2020	2019
Trade receivables at face value	14 472	11 123
Provision for expected credit losses	0	0
<b>Net trade receivables</b>	<b>14 472</b>	<b>11 123</b>

## Note 9 - Bank deposits, overdraft facility and restricted cash

### Significant accounting policies

Bank deposits, cash and cash equivalents includes all cash, bank deposits and other liquid investments that can be immediately converted into cash, with negligible exchange rate risk. To the extent that overdraft facilities are used, the amount drawn is presented as current liabilities to credit institutions in the statement of financial position.

### Overdraft facility

The parent entity has an overdraft facility with limit of NOK 15 million. Credit used at the end of the year amounted to NOK 0 million (NOK 1.5 million last year).

Restricted cash (amounts in NOK 1000)	2020	2019
Payroll tax account	2 591	2 282

## Note 10 - Income tax

### Significant accounting policies



The income tax expense in the income statement includes the tax payable for the period and changes in deferred tax. Tax payable and deferred tax is calculated using tax rates and tax legislation that have been enacted at the end of the reporting period. Deferred tax is calculated on all temporary differences between tax base and amount recognised in the statement of financial position. In addition deferred tax is also calculated on tax loss carryforward at the end of the reporting period. Deferred tax is only recognised to the extent that it is probable that future taxable income will be generated against which it can be utilized. Deferred tax assets and deferred tax liabilities are offset if there is a legally enforceable right to offset them.

## Basis for recognition of deferred tax asset

Based on the current budget and prognosis, it is assessed that deferred tax asset recognised can be utilised in full against future operating profits.

### Specification of income tax expense

(amounts in NOK 1000)	2020	2019
Tax payable	0	0
Change in deferred tax	-273	-2 156
<b>Income tax expense</b>	<b>-273</b>	<b>-2 156</b>

### Reconciliation of tax expense with tax calculated at nominal rate

(amounts in NOK 1000)	2020	2019
Result before tax	-12 504	-23 248
Tax at nominal rate (22 %)	-2 751	-5 114
Permanent differences	-1 046	-140
Effect of different tax rates	0	0
Change in deferred tax not recognised	3 524	3 099
<b>Income tax expense</b>	<b>-273</b>	<b>-2 156</b>

### Specification of deferred tax (temporary differences multiplied by relevant tax rate)

(amounts in NOK 1000)	2020	2019	Change
Fixed assets	-293	-120	173
Receivables	0	-4	-4
Deferred government grants	-2 641	-2 378	263
Net deferred tax on temporary differences	-2 934	-2 502	432
Tax loss carryforward	-2 441	-2 334	107
Not included in deferred tax asset	2 641	2 378	-263
<b>Total deferred tax</b>	<b>-2 737</b>	<b>-2 464</b>	<b>539</b>
<b>Deferred tax recognised</b>	<b>-2 737</b>	<b>-2 464</b>	<b>273</b>

\* tax loss carried forward from the US operations is not included in the above

## Note 11 - Equity

### Specification of equity

(amounts in NOK 1000)	Share capital	Share premium	Other equity	Sum
Equity as per 31.12.2019	38	48 309	-17 366	30 982
Net loss	0	0	-12 231	-12 231



Currency translation differences	0	0	1 264	1 264
Capital increase	5	70 825	0	70 830
Fees capital increase	0	-1 430	0	-1 430
<b>Equity as per 31.12.2020</b>	<b>42</b>	<b>117 715</b>	<b>-28 333</b>	<b>89 424</b>

## Employee option plan

The establishment of the Boost AI AS Employee Option Plan was approved by shareholders at extraordinary general meeting November 23, 2020. The Employee Option Plan is designed to provide long-term incentives for employees to deliver long-term shareholder returns. Under the plan, participants are granted options which vest based on period of employment (limited to three years).

Participation in the plan is at the board's discretion, and no individual has a contractual right to participate in the plan or to receive any guaranteed benefits.

Options are granted under the plan for no consideration and carry no dividend or voting rights.

When exercisable, each option is convertible into one ordinary share.

The exercise price of options is set based on the last capital injection at the grant of the option.

Set out below are summaries of options granted under the plan:

	<b>Average exercise price per share option</b>	<b>Number of options</b>
As at January 1		0
Granted during the year	15,85	574 000
Exercised during the year		0
Forfeited during the year		0
As at December 31	15,85	574 000
Vested and exercisable at December 31		0
Remaining part of Board authorisation for incentive program		1 208 579

The assessed fair value at grant date of options granted during the year ended 31 December 2020 was 1,9 mNOK. The fair value at grant date is independently determined using an adjusted form of the Black-Scholes model which includes a Monte Carlo simulation model that takes into account the exercise price, the term of the option, the share price at grant date and expected price volatility of the underlying share, the risk-free interest rate for the term of the option, and the correlations and volatilities of the peer group companies.

The fair value of options granted under the Boost AI AS Employee Option Plan is recognised as an employee benefits expense, with a corresponding increase in equity over the vesting period. The options was granted late in 2020, and the effect for 2020 has not been recognised due to materiality.

## Note 12 - Share capital and shareholder information

### Share capital

The parent entity, Boost AI AS, has 41 938 shares outstanding, each with a nominal value of NOK 1. All shares have equal voting and dividend rights.



Significant shareholders	Shares		Ownership
Lars Selsas Holding AS	16 323	38,9 %	
HVI Holding AS	5 725	13,7 %	
Finstart Nordic AS	4 940	11,8 %	
Hadle Selsås Holding AS	3 914	9,3 %	
Alliance Venture Spring AS	3 569	8,5 %	
Kingmakers AS	1 482	3,5 %	
<b>Total (shareholders holding &gt; 1 %)</b>	<b>35 954</b>	<b>85,7 %</b>	
Other shareholders	5 984	14,3 %	
<b>Total</b>	<b>41 938</b>	<b>100,0 %</b>	

Shareholders associated with leading roles	Representative	Role
Lars Selsas Holding AS	Lars Ropeid Selsås	General manager
HVI Holding AS	Henry Vaage Iversen	Board leader
Finstart Nordic AS	Vidar Aksland	Board member
Hadle Selsås Holding AS	Hadle Ropeid Selsås	
Alliance Venture Spring AS	Johan Frederik Blichfeldt Gjesdahl	Board member

## Note 13 - Borrowings

### Significant accounting policies

Long-term borrowings are initially measured at face value, less admission costs, and subsequently measured at amortised cost. Differences between face value and carrying amount are amortised linearly over the maturity period. Borrowings are classified as long-term liabilities to the extent that the Group has an unconditional right to defer the final settlement of the liability for at least twelve months after the reporting date. Next year's payments are included in long-term liability, and not presented separately.

### Covenants

The loan agreement sets out a covenant that the Parent company should have positive equity. As of December 31, 2020 the Parent company and thereof the Group is in compliance with its covenants.

### Contractual payments on borrowings

(amounts in NOK 1000)	Next year	1-2 years	2-5 years	More than 5 years
Nominal amount excl. interest	1 820	1 820	3 943	0

### Carrying amount of assets pledged as security

(amounts in NOK 1000)	2020	2019
Property, plant & equipment	223	724
Trade receivables	14 472	11 123
<b>Total</b>	<b>14 695</b>	<b>11 847</b>

## Note 14 - Provisions and other short-term liabilities

### Significant accounting policies

Other short-term liabilities are mainly related to services received or wages to employees, for which payment is



due within the next twelve months. These liabilities are measured at nominal amounts.

## Specification of other short-term liabilities

(amounts in NOK 1000)	2020	2019
Loans from employees and owners	0	119
Accrued wages	0	392
Accrued holiday pay	6 341	5 373
Accrued interests	14	10
Other accrued expenses	3 307	1 030
<b>Total</b>	<b>9 662</b>	<b>6 923</b>

## Events after the reporting period

No material events have been registered after 31 December 2020 that affect the annual financial statements as prepared



Skatteetaten

Vår dato 10.12.2020	Din/Deres dato 17.11.2020	Saksbehandler Vibeke Horne
800 80 000 Skatteetaten.no	Din/Deres referanse AR397996598	Telefon 90518192
Org.nr 974761076	Vår referanse 2020/6173881	Postadresse Postboks 9200 Grønland 0134 OSLO

BOOST AI AS  
Koppholen 6  
4313 SANDNES

Att. Jens Gjersem Nygaard

## Tillatelse til å utarbeide årsregnskap og årsberetning på engelsk for Boost AI AS, org.nr. 917 362 394

Vi viser til deres brev av 17. november 2020 der det søkes om dispensasjon fra kravet til å utarbeide årsregnskap og årsberetning på norsk for Boost AI AS. Søknaden ble sendt til Skattedirektoratet. Skattedirektoratets myndighet til å treffe enkeltvedtak etter regnskapsloven § 3-4 tredje ledd ble delegert til skattekontoret med virkning fra 1. juni 2019.

Skattekontoret gir på bakgrunn av en konkret helhetsvurdering Boost AI AS dispensasjon fra kravet til å utarbeide årsregnskap og årsberetning på norsk, jf. regnskapsloven § 3-4 tredje ledd. Dispensasjonen gjelder så lenge opplysningene som danner grunnlaget for vedtaket ikke endres vesentlig.

Kopi av dette brevet må sendes til Regnskapsregisteret i Brønnøysund sammen med årsregnskapet. Den regnskapspliktige må selv dokumentere ved dette brev at tillatelse er gitt.

### Bakgrunn

Boost AI AS er eid av private og profesjonelle aktører. Selskapet driver virksomhet innen informasjonsteknologi for næringslivet. Selskapet opererer i flere land og har datterselskap i utlandet. Engelsk er i stor grad selskapets arbeidsspråk.

### Skattekontorets vurdering

Etter regnskapsloven § 3-4 tredje ledd skal "årsregnskapet og årsberetningen [...] være på norsk. Departementet kan ved [...] enkeltvedtak bestemme at årsregnskapet og/eller årsberetningen kan være på et annet språk."

I Ot. prp. nr. 42 (1997-1998) Om lov om årsregnskap mv., er det uttalt følgende om regnskapslovens formål, jf. pkt. 1.1:

"Regjeringen har som siktemål at regnskapsloven skal bidra til informative regnskaper for ulike grupper av regnskapsbrukere. Regnskapsbrukerne er dels investorer og kreditorer som tilfører kapital til foretakene, og dels andre grupper som har interesse av å vite hvordan foretaket drives, f.eks. de ansatte og lokalsamfunnet. Informasjonen til kapitalmarkedet skal gi grunnlag for riktig prising av finansielle objekter. Riktig prisdannelse på aksjer er en forutsetning for at ressursbruken i



samfunnsøkonomien skal bli best mulig. Gode regnskaper vil også gjøre det vanskeligere for markedsdeltakere å ta ut spekulasjonsgevinster med basis i skjevt fordelt informasjon.”

Det fremgår således at et av hovedformålene med regnskapsloven er å bidra til "informative regnskaper for ulike grupper av regnskapsbrukere". Regnskapsbrukere vil omfatte, jf. uttalelsen i proposisjonen, blant andre investorer, kreditorer, ansatte og lokalsamfunnet.

Det er etter skattekontorets vurdering derfor avgjørende ved vurdering av om dispensasjon fra kravet til å utarbeide årsregnskap og/eller årsberetning på norsk kan gis, at det ikke foreligger mulige brukere av regnskapsinformasjon som blir vesentlig berørt negativt ved en eventuell dispensasjon.

Det er særlig hensynet til brukerne av regnskapsinformasjon som skal vurderes ved en dispensasjonssøknad. I denne vurderingen har skattekontoret lagt vekt på at selskapets majoritetsaksjonærer er profesjonelle. Videre er det vektlagt at selskapet driver virksomhet i en bransje der alle sentrale aktører behersker og benytter engelsk.

Vennligst oppgi vår referanse ved henvendelse i saken.

Med hilsen

Vibeke Horne  
rådgiver  
Brukerdialog, brukerkontakt  
Skatteetaten

*Dokumentet er elektronisk godkjent og har derfor ikke håndskrevne signaturer.*



## Boost AI AS Financial statements 2020

Board of Directors report

Consolidated income statement

Consolidated statement of financial position

Consolidated statement of cash flows

Notes

Note 1

General accounting principles

Note 2

Revenues

Note 3

Government grants

Note 4

Personnel costs

Note 5

Remuneration of management and auditor

Note 6

Intangible assets, research and development

Note 7

Property, plant & equipment

Note 8

Trade and other receivables

Note 9

Bank deposits, overdraft and restricted cash

Note 10

Income tax

Note 11

Equity

Note 12

Share capital and shareholder information

Note 13

Borrowings

Note 14

Provisions and other short-term liabilities

Note 15

Events after the reporting period



## Boost AI AS Consolidated income statement

(amounts in NOK 1000)	Note	2020	2019
<b>Operating income</b>			
Revenue	2	79 038	54 569
Government grants	3	2 701	1 347
<b>Total operating income</b>		<b>81 738</b>	<b>55 916</b>
<b>Operating expenses</b>			
Cost of materials/subcontractors		3 461	3 742
Personnel costs	4,5	41 324	36 225
Depreciations	6,7	13 469	7 856
Other operating expenses	5	33 467	30 820
<b>Total operating expenses</b>		<b>91 721</b>	<b>78 644</b>
<b>Operating profit (loss)</b>		<b>-9 983</b>	<b>-22 728</b>
<b>Financial income</b>			
Interest income		67	33
Other financial income		616	97
<b>Total financial income</b>		<b>683</b>	<b>130</b>
<b>Financial expenses</b>			
Interest expenses		730	313
Other financial expenses		2 474	337
<b>Total financial expenses</b>		<b>3 204</b>	<b>650</b>
<b>Net financial items</b>		<b>-2 522</b>	<b>-520</b>
<b>Profit (loss) before tax</b>		<b>-12 504</b>	<b>-23 248</b>
Income tax	10	-273	-2 156
<b>Net profit (loss)</b>		<b>-12 231</b>	<b>-21 091</b>



## Boost AI AS Consolidated statement of financial position

(amounts in NOK 1000)

	Note	2020	2019
<b>ASSETS</b>			
<b>Non-current assets</b>			
<b>Intangible assets</b>			
Research and development	6	63 623	38 358
Deferred tax	10	2 737	2 464
<b>Total intangible assets</b>		<b>66 360</b>	<b>40 822</b>
<b>Fixed assets</b>			
Property, plant & equipment	7	223	724
<b>Total fixed assets</b>		<b>223</b>	<b>724</b>
<b>Financial assets</b>			
Other non-current receivable	5	2 450	0
<b>Total financial assets</b>		<b>2 450</b>	<b>0</b>
<b>Total non-current assets</b>		<b>69 033</b>	<b>41 547</b>
<b>Current assets</b>			
<b>Receivables</b>			
Trade receivables	8	14 472	11 123
Other short-term receivables		10 941	6 485
<b>Total receivables</b>		<b>25 413</b>	<b>17 607</b>
Bank deposits, cash and cash equivalents	9	44 531	4 184
<b>Total current assets</b>		<b>69 944</b>	<b>21 791</b>
<b>Total assets</b>		<b>138 978</b>	<b>63 338</b>



## Boost AI AS Consolidated statement of financial position

(amounts in NOK 1000)	Note	2020	2019
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
<b>Paid-in capital</b>			
Share capital	12	42	38
Share premium		117 715	48 309
<b>Total paid-in capital</b>		<b>117 757</b>	<b>48 347</b>
<b>Retained earnings</b>			
Other equity		-28 333	-17 366
<b>Total retained earnings</b>		<b>-28 333</b>	<b>-17 366</b>
<b>Total equity</b>	11	<b>89 424</b>	<b>30 982</b>
<b>Liabilities</b>			
<b>Long-term liabilities</b>			
Deferred government grants	3	12 005	8 705
Borrowings	13	7 583	4 160
<b>Total long-term liabilities</b>		<b>19 588</b>	<b>12 865</b>
<b>Short-term liabilities</b>			
Bank overdraft	9	0	1 517
Prepayments from customers	2	8 603	2 652
Accounts payable		5 639	2 986
Payroll taxes, VAT etc.		6 062	5 414
Other short-term liabilities	14	9 662	6 923
<b>Total short-term liabilities</b>		<b>29 965</b>	<b>19 491</b>
<b>Total liabilities</b>		<b>49 553</b>	<b>32 356</b>
<b>Total equity and liabilities</b>		<b>138 978</b>	<b>63 338</b>

Stavanger, 22 February 2021

*Henry Vaage Iversen*

Henry Vaage Iversen  
Chairman of the Board

*Vidar Aksland*

Vidar Aksland  
Board member

*Camilla Gjetvik*

Camilla Lona Gjetvik  
Board member

*Lars Ropeid Selsås*

Lars Ropeid Selsås  
General manager and Board member

*Johan Gjesdahl*

Johan Frederik Blichfeldt Gjesdahl  
Board member



## Boost AI AS

### Consolidated statement of cash flows

(amounts in NOK 1000)	Note	2020	2019
<b>Cash flows from operating activities</b>			
Profit (loss) before tax		-12 504	-23 248
Depreciation and amortisation	6,7	13 469	7 856
Changes to accounts receivable		-3 349	-2 575
Changes to accounts payable		2 653	1 749
Changes to prepayment from customers	2	5 951	-547
Changes to other accruals and prepayments		-2 462	8 941
<b>Net cash flow from operating activities</b>		<b>3 758</b>	<b>-7 824</b>
<b>Cash flows from investment activities</b>			
Purchase of fixed assets	7	-3	-275
Purchase of intangible assets	6	-38 265	-28 102
Change in non-current receivable	5	-2 450	0
Received government grants	3	6 000	5 403
<b>Net cash flow from investment activities</b>		<b>-34 718</b>	<b>-22 973</b>
<b>Cash flows from financing activities</b>			
Proceeds from new borrowings	13	9 100	4 160
Repayments on borrowings	13	-5 676	0
Net change in overdraft facility	9	-1 517	1 517
Proceeds from capital increase	11	70 830	14 994
Fees capital increase		-1 430	0
<b>Net cash flow from financing activities</b>		<b>71 307</b>	<b>20 670</b>
<b>Net changes to cash and cash equivalents</b>		<b>40 347</b>	<b>-10 127</b>
Bank deposits, cash and cash equivalents per 1.1.		4 184	14 310
<b>Bank deposits, cash and cash equivalents per 31.12.</b>	9	<b>44 531</b>	<b>4 184</b>
- Hereof restricted bank deposits		2 591	2 282



## Boost AI AS

### Note 1 – General accounting policies

#### Basis for preparation

The consolidated financial statements have been prepared in accordance with the Norwegian Accounting Act and generally accepted accounting principles in Norway (NGAAP). The financial statements have been prepared on the going concern basis.

All amounts are presented in thousands of NOK, unless otherwise clearly stated.

#### Group composition

In addition to the parent entity, Boost AI AS, the group also includes the subsidiary Boost AI Inc, which is based in Los Angeles, USA. The consolidated financial statements show these units as one single economic entity.

The consolidated financial statements have been prepared in accordance with uniform policies by converting the subsidiaries to the same principles as the parent company.

#### Classification of items in the statement of financial position

Assets intended for long-term ownership or use are classified as non-current assets. Assets associated with the normal operating cycle are classified as current assets. Receivables are classified as current assets if they fall due within one year. Analogue criteria are applied to liabilities. Unless otherwise stated, long-term liabilities also includes next year's installments.

#### Foreign currency translation

The functional currency of the parent entity is NOK, while the subsidiary uses USD and SEK. For consolidation purposes, the results and financial position of all the Group's entities that have a functional currency other than NOK are translated to the closing rate at the reporting date of each month. Income and expenses for each income statement are translated to the average exchange rate for the period, this being a reasonable approximation for estimating actual rate. Exchange differences are recognized directly against equity.

### Note 2 – Revenues

#### Significant accounting policies

Boost has two main revenue streams - AI services and consultant services.

For consultant services Boost design, implement and support services under variable-price contracts. Revenue from providing services is recognised in the accounting period in which the services are rendered.

For AI services the services are rendered through either a fixed license or a ticker. For the fixed license, revenue is recognised month by month for the license. For the ticker service, revenue is recognised based on usage.

#### Revenues by nature

(amounts in NOK 1000)	2020	2019
AI Services	69 394	45 663
Consultants	9 583	8 535
Other revenue	60	370
<b>Total</b>	<b>79 038</b>	<b>54 569</b>



Boost AI AS

Notes to the group accounts 2020

## Revenues by country

(amounts in NOK 1000)

	2020	2019
Norway	33 890	36 959
Finland	14 992	7 017
Sweden	10 833	6 289
Denmark	9 261	3 205
Rest of Europe	6 620	989
USA	3 442	110
Rest of the World	0	0
<b>Total</b>	<b>79 038</b>	<b>54 569</b>

## Note 3 – Government grants

### Significant accounting policies

The group receives various types of government grants in relation to its research and development activities. When such grants are received to carry out certain activities or compensate specific expenses, the grant is recognised in the income statement over the same period as the associated costs. Grants that compensate the group for the cost of an asset are recognised as deferred government grants in the statement of financial position, and subsequently recognised as revenue over the useful life of the asset.

### Innovasjon Norge

The government grant is related to the project, Connect the Bots. Reference is made to note 6 for further information

### SkatteFUNN

The government grant is related mainly to develop a solution that can use different sources of data (Chatlogs, webpages, public data sources etc) to automate the building of virtual agents for chat and speech. Reference is made to note 6 for further information.

### Deferred government grant

The government grants are recognised as a long term liability and charged through profit and loss through either other government grants as revenue (Innovasjon Norge) or to reduce the cost they are meant to cover (Skattefunn).

The deferral is based on the useful life of the asset for where the government grant is received. Cost reduction from government grants reduces the depreciation.

### Specification of deferred government grants

(amounts in NOK 1000)

	2020	2019
Balance 01.01.	8 705	3 302
Grants received	6 000	6 750
Income this year	-2 701	-1 347
<b>Balance 31.12.</b>	<b>12 005</b>	<b>8 705</b>



## Note 4 – Personnel costs

### Significant accounting policies

Personnel costs are expensed as the employees earn the right to the payment of wages for hours worked. Payments to defined contribution pension are expensed over the period in which the employees earn the right to the deposit. Personnel costs related to research and development projects are capitalised to the extent that the conditions for this are met.

### Pensions

The company has established a defined contribution scheme in accordance with the requirements of the Norwegian Act on Mandatory Occupational Pensions ("OTP"). All employees of the parent entity are covered by the scheme.

### Capitalised development costs

Reference is made to note 6 for further information regarding research and development projects.

### Specification of personnel costs

(amounts in NOK 1000)	2020	2019
Wages	70 756	57 740
Pension contributions	1 077	871
Social security tax	7 330	4 885
Capitalised development costs	-37 840	-27 270
Other personnel costs	0	0
<b>Total</b>	<b>41 324</b>	<b>36 225</b>

### Number of employees

(average FTE for the period)	2020	2019
Norway	91	70
USA	6	0
Sweden	0	0
<b>Total</b>	<b>97</b>	<b>70</b>

## Note 5 – Remuneration of management and auditor and other operating costs

The Group and Company CEO has a yearly remuneration of 600 kNOK and is included in the parent Company pension scheme. No bonuses have been paid during 2020. He is not entitled to severance pay.

The Board of Directors do not receive remuneration, nor hold any options or loans.

### Specification of auditor's remuneration

(amounts in NOK 1000)	2020	2019
Statutory audit fee	131	85
Other certification services	49	0
Tax advisory services	0	0
Other non-auditing services	85	75
<b>Total</b>	<b>264</b>	<b>160</b>

Reported amounts are exclusive of VAT.



Boost AI AS

Notes to the group accounts 2020

Non-current receivable is a deposit in relation to the office building in Norway and will expire at the end of the lease agreement.

	Expensed 2020	Nominal liability
Operating lease agreements	3 221	6 445

## Note 6 – Intangible assets, research and development

### Significant accounting policies

Expenditures on research and development are capitalized to the extent that they are part of projects generating identifiable intangible assets, of which future economic benefits can be attributed. Expenses related to projects not meeting these criterias are charged to the income statement as they accrue.

### Capitalised development costs

#### "Skattefunn"

The main objective of the Skattefunn project is to develop a solution that can use different sources of data (Chatlogs, webpages, public data sources etc) to automate the building of virtual agents for chat and speech. The project includes a substantial set of sub-activities and objectives, that in some cases are required to reach the main objective, and in others will improve the quality of the final solution.

#### "Innovasjon Norge"

In the project, Connect the Bots, the main objective of the project was to enable our virtual agents to function within a network of virtual agents. This network allows for an end-user to be re-directed to the relevant virtual agent depending on the nature of the request.

#### "Sintef"

Chatbots for loyalty is an innovation project on chatbots used in customer service and education, where the objective is to gain an improved understanding of how virtual agents can become an important part of a service provider's key customer journey and end- preferences.

### Specification of research and development assets

(amounts in NOK 1000)

	2020	2019
Cost 01.01.	48 967	20 865
Additions	38 265	28 102
Disposals	0	0
<b>Cost 31.12.</b>	<b>87 232</b>	<b>48 967</b>
Accumulated depreciation 01.01.	10 609	3 466
Depreciations for the year	12 965	7 143
Disposals	0	0
<b>Accumulated depreciation 31.12.</b>	<b>23 574</b>	<b>10 609</b>
<b>Book value 31.12.</b>	<b>63 623</b>	<b>38 358</b>
Economic useful life	2-10 years	
Depreciation schedule	Linear	



## Note 7 – Property, plant & equipment

### Significant accounting policies

Property, plant & equipment are recognized in the statement of financial position at cost less accumulated depreciation and impairment losses. The cost price of such assets is the purchase price including expenses directly attributable to the purchase of the asset. Expenses incurred after the asset has been put into use, such as ongoing daily maintenance, are charged to the income statement in the period in which they were incurred, except for expenses expected to generate future economic benefits that are recognized as a part of the asset.

### Specification of property, plant & equipment

(amounts in NOK 1000)	2020	2019
Cost 01.01.	1 999	1 725
Additions	3	275
Disposals	0	0
<b>Cost 31.12.</b>	<b>2 002</b>	<b>1 999</b>
Accumulated depreciation 01.01.	1 275	562
Depreciations for the year	504	713
Disposals	0	0
<b>Accumulated depreciation 31.12.</b>	<b>1 779</b>	<b>1 275</b>
<b>Book value 31.12.</b>	<b>223</b>	<b>724</b>
Economic useful life	1-3 years	
Depreciation schedule	Linear	

## Note 8 – Trade and other receivables

### Significant accounting policies

Trade and other receivables are recognised at face value, less provisions for expected credit losses. Provisions for expected credit losses are made on the basis of a specific assessment of the individual receivables. For trade receivables, a general provision is also made based on historical losses.

### Specification of trade receivables

(amounts in NOK 1000)	2020	2019
Trade receivables at face value	14 472	11 123
Provision for expected credit losses	0	0
<b>Net trade receivables</b>	<b>14 472</b>	<b>11 123</b>



## Note 9 – Bank deposits, overdraft facility and restricted cash

### Significant accounting policies

Bank deposits, cash and cash equivalents includes all cash, bank deposits and other liquid investments that can be immediately converted into cash, with negligible exchange rate risk. To the extent that overdraft facilities are used, the amount drawn is presented as current liabilities to credit institutions in the statement of financial position.

### Overdraft facility

The parent entity has an overdraft facility with limit of NOK 20 million. Credit used at the end of the year amounted to NOK 0 million (NOK 1.5 million last year).

### Restricted cash

(amounts in NOK 1000)	2020	2019
Payroll tax account	2 591	2 282

## Note 10 – Income tax

### Significant accounting policies

The income tax expense in the income statement includes the tax payable for the period and changes in deferred tax. Tax payable and deferred tax is calculated using tax rates and tax legislation that have been enacted at the end of the reporting period. Deferred tax is calculated on all temporary differences between tax base and amount recognised in the statement of financial position. In addition deferred tax is also calculated on tax loss carryforward at the end of the reporting period. Deferred tax is only recognised to the extent that it is probable that future taxable income will be generated against which it can be utilized. Deferred tax assets and deferred tax liabilities are offset if there is a legally enforceable right to offset them.

### Basis for recognition of deferred tax asset

Based on the current budget and prognosis, it is assessed that deferred tax asset recognised can be utilised in full against future operating profits.

### Specification of income tax expense

(amounts in NOK 1000)	2020	2019
Tax payable	0	0
Change in deferred tax	-273	-2 156
<b>Income tax expense</b>	<b>-273</b>	<b>-2 156</b>

### Reconciliation of tax expense with tax calculated at nominal rate

(amounts in NOK 1000)	2020	2019
Result before tax	-12 504	-23 248
Tax at nominal rate (22 %)	-2 751	-5 114
Permanent differences	-1 046	-140
Effect of different tax rates	0	0
Change in deferred tax not recognised	3 524	3 099
<b>Income tax expense</b>	<b>-273</b>	<b>-2 156</b>



Boost AI AS

Notes to the group accounts 2020

## Specification of deferred tax (temporary differences multiplied by relevant tax rate)

(amounts in NOK 1000)	2020	2019	Change
Fixed assets	-293	-120	173
Receivables	0	-4	-4
Deferred government grants	-2 641	-2 378	263
Net deferred tax on temporary differences	-2 934	-2 502	432
Tax loss carryforward	-2 441	-2 334	107
Not included in deferred tax asset	2 641	2 378	-263
<b>Total deferred tax</b>	<b>-2 737</b>	<b>-2 464</b>	<b>539</b>
<b>Deferred tax recognised</b>	<b>-2 737</b>	<b>-2 464</b>	<b>273</b>

\* tax loss carried forward from the US operations is not included in the above

## Note 11 – Equity

### Specification of equity

(amounts in NOK 1000)	Share capital	Share premium	Other equity	Sum
Equity as per 31.12.2019	38	48 309	-17 366	30 982
Net loss	0	0	-12 231	-12 231
Currency translation differences	0	0	1 264	1 264
Capital increase	5	70 825	0	70 830
Fees capital increase	0	-1 430	0	-1 430
<b>Equity as per 31.12.2020</b>	<b>42</b>	<b>117 715</b>	<b>-28 333</b>	<b>89 424</b>

### Employee option plan

The establishment of the Boost AI AS Employee Option Plan was approved by shareholders at extraordinary general meeting November 23, 2020. The Employee Option Plan is designed to provide long-term incentives for employees to deliver long-term shareholder returns. Under the plan, participants are granted options which vest based on period of employment (limited to three years).

Participation in the plan is at the board's discretion, and no individual has a contractual right to participate in the plan or to receive any guaranteed benefits.

Options are granted under the plan for no consideration and carry no dividend or voting rights.

When exercisable, each option is convertible into one ordinary share.

The exercise price of options is set based on the last capital injection at the grant of the option.



Boost AI AS

Notes to the group accounts 2020

Set out below are summaries of options granted under the plan:

	Average exercise price per share option	Number of options
As at January 1		0
Granted during the year	15,85	574 000
Exercised during the year		0
Forfeited during the year		0
As at December 31	15,85	574 000
Vested and exercisable at December 31		0
Remaining part of Board authorisation for incentive program		1 208 579

The assessed fair value at grant date of options granted during the year ended 31 December 2020 was 1,9 mNOK. The fair value at grant date is independently determined using an adjusted form of the Black-Scholes model which includes a Monte Carlo simulation model that takes into account the exercise price, the term of the option, the share price at grant date and expected price volatility of the underlying share, the risk-free interest rate for the term of the option, and the correlations and volatilities of the peer group companies.

The fair value of options granted under the Boost AI AS Employee Option Plan is recognised as an employee benefits expense, with a corresponding increase in equity over the vesting period. The options was granted late in 2020, and the effect for 2020 has not been recognised due to materiality.

## Note 12 – Share capital and shareholder information

### Share capital

The parent entity, Boost AI AS, has 42 449 330 shares outstanding, each with a nominal value of NOK 0,001. All shares have equal voting and dividend rights.

Significant shareholders	Shares	Ownership
Lars Selsas Holding AS	16 522 000	38,9 %
HVI Holding AS	5 795 000	13,7 %
Finstart Nordic AS	5 000 000	11,8 %
Hadle Selsås Holding AS	3 962 000	9,3 %
Alliance Venture Spring AS	3 613 000	8,5 %
Kingmakers AS	1 500 000	3,5 %
<b>Total (shareholders holding &gt; 1 %)</b>	<b>36 392 000</b>	<b>85,7 %</b>
Other shareholders	6 057 330	14,3 %
<b>Total</b>	<b>42 449 330</b>	<b>100,0 %</b>

Shareholders associated with leading roles	Representative	Role
Lars Selsas Holding AS	Lars Ropeid Selsås	General manager
HVI Holding AS	Henry Vaage Iversen	Board leader
Finstart Nordic AS	Vidar Aksland	Board member
Hadle Selsås Holding AS	Hadle Ropeid Selsås	
Alliance Venture Spring AS	Johan Frederik Blichfeldt Gjesdahl	Board member



## Note 13 – Borrowings

### Significant accounting policies

Long-term borrowings are initially measured at face value, less admission costs, and subsequently measured at amortised cost. Differences between face value and carrying amount are amortised linearly over the maturity period. Borrowings are classified as long-term liabilities to the extent that the Group has an unconditional right to defer the final settlement of the liability for at least twelve months after the reporting date. Next year's payments are included in long-term liability, and not presented separately.

### Covenants

The loan agreement sets out a covenant that the Parent company should have positive equity. As of December 31, 2020 the Parent company and thereof the Group is in compliance with its covenants.

### Contractual payments on borrowings

(amounts in NOK 1000)	Next year	1-2 years	2-5 years	5 years
Nominal amount excl. interest	1 820	1 820	3 943	0

### Carrying amount of assets pledged as security

(amounts in NOK 1000)	2020	2019
Property, plant & equipment	223	724
Trade receivables	14 472	11 123
<b>Total</b>	<b>14 695</b>	<b>11 847</b>

## Note 14 – Provisions and other short-term liabilities

### Significant accounting policies

Other short-term liabilities are mainly related to services received or wages to employees, for which payment is due within the next twelve months. These liabilities are measured at nominal amounts.

### Specification of other short-term liabilities

(amounts in NOK 1000)	2020	2019
Loans from employees and owners	0	119
Accrued wages	0	392
Accrued holiday pay	6 341	5 373
Accrued interests	14	10
Other accrued expenses	3 307	1 030
<b>Total</b>	<b>9 662</b>	<b>6 923</b>

## Note 15 – Events after the reporting period

No material events have been registered after 31 December 2020 that affect the annual financial statements as prepared



Income statement

Statement of financial position

Statement of cash flows

Notes

Note 1

General accounting principles

Note 2

Revenues

Note 3

Government grants

Note 4

Personnel costs

Note 5

Remuneration of management and auditor

Note 6

Intangible assets, research and development

Note 7

Property, plant & equipment

Note 8

Trade and other receivables

Note 9

Bank deposits, overdraft and restricted cash

Note 10

Income tax

Note 11

Equity

Note 12

Share capital and shareholder information

Note 13

Borrowings

Note 14

Provisions and other short-term liabilities

Note 15

Investments in and balances with subsidiaries

Note 16

Events after the reporting period



## Boost AI AS Income statement

(amounts in NOK 1000)

	Note	2020	2019
<b>Operating income</b>			
Revenue	2	77 273	54 460
Government grants	3	2 701	1 347
<b>Total operating income</b>		<b>79 974</b>	<b>55 807</b>
<b>Operating expenses</b>			
Cost of materials/subcontractors		3 166	3 723
Personnel costs	4,5	29 908	30 221
Depreciations	6,7	13 436	7 835
Other operating expenses	5	30 692	26 199
<b>Total operating expenses</b>		<b>77 201</b>	<b>67 978</b>
<b>Operating profit (loss)</b>		<b>2 772</b>	<b>-12 171</b>
<b>Financial income</b>			
Interest income		592	257
Other financial income		616	97
<b>Total financial income</b>		<b>1 207</b>	<b>354</b>
<b>Financial expenses</b>			
Interest expenses		730	313
Other financial expenses		931	308
<b>Total financial expenses</b>		<b>1 661</b>	<b>621</b>
<b>Net financial items</b>		<b>-453</b>	<b>-268</b>
<b>Profit (loss) before tax</b>		<b>2 319</b>	<b>-12 439</b>
Income tax	10	-273	-2 156
<b>Net profit (loss)</b>		<b>2 592</b>	<b>-10 283</b>



## Boost AI AS Statement of financial position

(amounts in NOK 1000)	Note	2020	2019
<b>ASSETS</b>			
<b>Non-current assets</b>			
<b>Intangible assets</b>			
Research and development	6	63 623	38 358
Deferred tax	10	2 737	2 464
<b>Total intangible assets</b>		<b>66 360</b>	<b>40 822</b>
<b>Fixed assets</b>			
Property, plant & equipment	7	195	666
<b>Total fixed assets</b>		<b>195</b>	<b>666</b>
<b>Financial assets</b>			
Other non-current receivable	5	2 450	0
Investment in subsidiaries	15	112	86
<b>Total financial assets</b>		<b>2 562</b>	<b>86</b>
<b>Total non-current assets</b>		<b>69 118</b>	<b>41 574</b>
<b>Current assets</b>			
<b>Receivables</b>			
Trade receivables	8	13 923	11 123
Receivables group companies		25 506	12 138
Other short-term receivables		9 924	6 199
<b>Total receivables</b>		<b>49 353</b>	<b>29 460</b>
Bank deposits, cash and cash equivalents	9	43 454	2 316
<b>Total current assets</b>		<b>92 807</b>	<b>31 776</b>
<b>Total assets</b>		<b>161 925</b>	<b>73 350</b>



## Boost AI AS

### Statement of financial position

(amounts in NOK 1000)	Note	2020	2019
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
<b>Paid-in capital</b>			
Share capital	12	42	38
Share premium		117 715	48 309
<b>Total paid-in capital</b>		<b>117 757</b>	<b>48 347</b>
<b>Retained earnings</b>			
Other equity		-4 076	-6 668
<b>Total retained earnings</b>		<b>-4 076</b>	<b>-6 668</b>
<b>Total equity</b>	11	<b>113 681</b>	<b>41 679</b>
<b>Liabilities</b>			
<b>Long-term liabilities</b>			
Deferred government grants	3	12 005	8 705
Borrowings	13	7 583	4 160
<b>Total long-term liabilities</b>		<b>19 588</b>	<b>12 865</b>
<b>Short-term liabilities</b>			
Bank overdraft	9	0	1 517
Prepayments from customers	2	8 603	2 652
Accounts payable		5 468	2 979
Payroll taxes, VAT etc.		6 013	5 414
Other short-term liabilities	14	8 572	6 244
<b>Total short-term liabilities</b>		<b>28 655</b>	<b>18 806</b>
<b>Total liabilities</b>		<b>48 243</b>	<b>31 671</b>
<b>Total equity and liabilities</b>		<b>161 925</b>	<b>73 350</b>

Stavanger, 22 February 2021

*Henry Vaage Iversen*Henry Vaage Iversen  
Chairman of the Board*Vidar Aksland*Vidar Aksland  
Board member*Camilla Gjetvik*Camilla Lona Gjetvik  
Board member*Lars Ropeid Selsås*Lars Ropeid Selsås  
General manager and Board member*Johan Gjesdahl*Johan Frederik Blichfeldt Gjesdahl  
Board member



## Boost AI AS Statement of cash flows

(amounts in NOK 1000)	Note	2020	2019
<b>Cash flows from operating activities</b>			
Profit (loss) before tax		2 319	-12 439
Depreciation and amortisation	6,7	13 436	7 835
Changes to accounts receivable		-2 800	-2 575
Changes to accounts payable		2 488	1 742
Changes to prepayment from customers	2	5 951	-547
Changes to other accruals and prepayments		-3 454	8 437
<b>Net cash flow from operating activities</b>		<b>17 940</b>	<b>2 453</b>
<b>Cash flows from investment activities</b>			
Purchase of fixed assets	7	0	-195
Purchase of intangible assets	6	-38 265	-28 102
Received government grants	3	6 000	5 403
Change in receivable subsidiary	15	-13 368	-12 138
Change in non-current receivable	5	-2 450	0
Investment in subsidiaries	15	-26	-86
<b>Net cash flow from investment activities</b>		<b>-48 110</b>	<b>-35 117</b>
<b>Cash flows from financing activities</b>			
Proceeds from new borrowings	13	9 100	4 160
Repayments on borrowings	13	-5 676	0
Net change in overdraft facility	9	-1 517	1 517
Proceeds from capital increase	11	70 830	14 994
Fees capital increase		-1 430	0
<b>Net cash flow from financing activities</b>		<b>71 307</b>	<b>20 670</b>
<b>Net changes to cash and cash equivalents</b>		<b>41 138</b>	<b>-11 994</b>
Bank deposits, cash and cash equivalents per 1.1.		2 316	14 310
<b>Bank deposits, cash and cash equivalents per 31.12.</b>	9	<b>43 454</b>	<b>2 316</b>
- Hereof restricted bank deposits		2 591	2 282



## Note 1 – General accounting policies

### Basis for preparation

The financial statements have been prepared in accordance with the Norwegian Accounting Act and generally accepted accounting principles in Norway (NGAAP). The financial statements have been prepared on the going concern basis.

All amounts are presented in thousands of NOK, unless otherwise clearly stated.

### Classification of items in the statement of financial position

Assets intended for long-term ownership or use are classified as non-current assets. Assets associated with the normal operating cycle are classified as current assets. Receivables are classified as current assets if they fall due within one year. Analogue criteria are applied to liabilities. Unless otherwise stated, long-term liabilities also includes next year's installments.

## Note 2 – Revenues

### Significant accounting policies

Boost AI has two main revenue streams - AI services and consultant services.

For consultant services Boost design, implement and support services under variable-price contracts. Revenue from providing services is recognised in the accounting period in which the services are rendered.

For AI services the services are rendered through either a fixed license or a ticker. For the fixed license, revenue is recognised month by month for the license. For the ticker service, revenue is recognised based on usage.

### Revenues by nature

(amounts in NOK 1000)	2020	2019
AI Services	67 630	45 663
Consultants	9 583	8 535
Other revenue	60	261
<b>Total</b>	<b>77 273</b>	<b>54 460</b>

### Revenues by country

(amounts in NOK 1000)	2020	2019
Norway	33 890	36 959
Finland	14 992	7 017
Sweden	10 833	6 289
Denmark	9 261	3 205
Rest of Europe	6 620	990
USA	1 677	0
Rest of the World	0	0
<b>Total</b>	<b>77 273</b>	<b>54 460</b>



## Note 3 – Government grants

### Significant accounting policies

The company receives various types of government grants in relation to its research and development activities. When such grants are received to carry out certain activities or compensate specific expenses, the grant is recognised in the income statement over the same period as the associated costs. Grants that compensate the company for the cost of an asset are recognised as deferred government grants in the statement of financial position, and subsequently recognised as revenue over the useful life of the asset.

### Innovasjon Norge

The government grant is related to the project, Connect the Bots. Reference is made to note 6 for further information

### SkatteFUNN

The government grant is related mainly to develop a solution that can use different sources of data (Chatlogs, webpages, public data sources etc) to automate the building of virtual agents for chat and speech. Reference is made to note 6 for further information.

### Deferred government grant

The government grants are recognised as a long term liability and charged through profit and loss through either other government grants as revenue (Innovasjon Norge) or to reduce the cost they are meant to cover (Skattefunn).

The deferral is based on the useful life of the asset for where the government grant is received. Cost reduction from government grants reduces the depreciation.

### Specification of deferred government grants

(amounts in NOK 1000)	2020	2019
Balance 01.01.	8 705	3 302
Grants received	6 000	6 750
Income this year	-2 701	-1 347
<b>Balance 31.12.</b>	<b>12 005</b>	<b>8 705</b>

## Note 4 – Personnel costs

### Significant accounting policies

Personnel costs are expensed as the employees earn the right to the payment of wages for hours worked. Payments to defined contribution pension are expensed over the period in which the employees earn the right to the deposit. Personnel costs related to research and development projects are capitalised to the extent that the conditions for this are met.

### Pensions

The company has established a defined contribution scheme in accordance with the requirements of the Norwegian Act on Mandatory Occupational Pensions ("OTP"). All employees of the parent entity are covered by the scheme.

### Capitalised development costs

Reference is made to note 6 for further information regarding research and development projects.

### Specification of personnel costs

(amounts in NOK 1000)	2020	2019
Wages	59 340	51 736
Pension contributions	1 077	871
Social security tax	7 330	4 885
Capitalised development costs	-37 840	-27 270
Other personnel costs	0	0
<b>Total</b>	<b>29 908</b>	<b>30 221</b>



Boost AI AS

Notes to the accounts 2020

## Number of employees

(average FTE for the period)

	2020	2019
<b>Total</b>	<b>91</b>	<b>70</b>

## Note 5 – Remuneration of management and auditor and other operating costs

The Group and Company CEO has a yearly remuneration of 600 kNOK and is included in the parent Company pension scheme. No bonuses has been paid during 2020. He is not entitled to severance pay.

The Board of Directors do not receive remuneration, nor hold any options or loans.

### Specification of auditor's remuneration

(amounts in NOK 1000)

	2020	2019
Statutory audit fee	131	85
Other certification services	49	0
Tax advisory services	0	0
Other non-auditing services	85	75
<b>Total</b>	<b>264</b>	<b>160</b>

Reported amounts are exclusive of VAT.

Non-current receivable is a deposit in relation to the office building in Norway and will expire at the end of the lease agreement

	Expensed 2020	Nominal liability
Operating lease agreements	2 918	6 445

## Note 6 – Intangible assets, research and development

### Significant accounting policies

Expenditures on research and development are capitalized to the extent that they are part of projects generating identifiable intangible assets, of which future economic benefits can be attributed. Expenses related to projects not meeting these criterias are charged to the income statement as they accrue.

### Capitalised development costs

#### "Skattefunn"

The main objective of the Skattefunn project is to develop a solution that can use different sources of data (Chatlogs, webpages, public data sources etc) to automate the building of virtual agents for chat and speech. The project includes a substantial set of sub-activities and objectives, that in some cases are required to reach the main objective, and in others will improve the quality of the final solution.

#### "Innovasjon Norge"

In the project, Connect the Bots, the main objective of the project was to enable our virtual agents to function within a network of virtual agents. This network allows for an end-user to be re-directed to the relevant virtual agent depending on the nature of the request.

#### "Sintef"

Chatbots for loyalty is an innovation project on chatbots used in customer service and education, where the objective is to gain an improved understanding of how virtual agents can become an important part of a service provider's key customer journey and end- preferences.



Boost AI AS

Notes to the accounts 2020

## Specification of research and development assets

(amounts in NOK 1000)

	2020	2019
Cost 01.01.	48 967	20 865
Additions	38 265	28 102
Disposals	0	0
<b>Cost 31.12.</b>	<b>87 232</b>	<b>48 967</b>
Accumulated depreciation 01.01.	10 609	3 466
Depreciations for the year	12 965	7 143
Disposals	0	0
<b>Accumulated depreciation 31.12.</b>	<b>23 574</b>	<b>10 609</b>
<b>Book value 31.12.</b>	<b>63 623</b>	<b>38 358</b>

Economic useful life

2-10 years

Depreciation schedule

Linear

## Note 7 – Property, plant & equipment

### Significant accounting policies

Property, plant & equipment are recognized in the statement of financial position at cost less accumulated depreciation and impairment losses. The cost price of such assets is the purchase price including expenses directly attributable to the purchase of the asset. Expenses incurred after the asset has been put into use, such as ongoing daily maintenance, are charged to the income statement in the period in which they were incurred, except for expenses expected to generate future economic benefits that are recognized as a part of the asset.

### Specification of property, plant & equipment

(amounts in NOK 1000)

	2020	2019
Cost 01.01.	1 920	1 725
Additions	0	195
Disposals	0	0
<b>Cost 31.12.</b>	<b>1 920</b>	<b>1 920</b>
Accumulated depreciation 01.01.	1 254	562
Depreciations for the year	471	692
Disposals	0	0
<b>Accumulated depreciation 31.12.</b>	<b>1 724</b>	<b>1 254</b>
<b>Book value 31.12.</b>	<b>195</b>	<b>666</b>

Economic useful life

1-3 years

Depreciation schedule

Linear



## Note 8 – Trade and other receivables

### Significant accounting policies

Trade and other receivables are recognised at face value, less provisions for expected credit losses. Provisions for expected credit losses are made on the basis of a specific assessment of the individual receivables. For trade receivables, a general provision is also made based on historical losses.

### Specification of trade receivables

(amounts in NOK 1000)

	2020	2019
Trade receivables at face value	13 923	11 123
Provision for expected credit losses	0	0
<b>Net trade receivables</b>	<b>13 923</b>	<b>11 123</b>

## Note 9 – Bank deposits, overdraft facility and restricted cash

### Significant accounting policies

Bank deposits, cash and cash equivalents includes all cash, bank deposits and other liquid investments that can be immediately converted into cash, with negligible exchange rate risk. To the extent that overdraft facilities are used, the amount drawn is presented as current liabilities to credit institutions in the statement of financial position.

### Overdraft facility

The company has an overdraft facility with limit of NOK 20 million. Credit used at the end of the year amounted to NOK 0 million (NOK 1.5 million last year).

### Restricted cash

(amounts in NOK 1000)

	2020	2019
Payroll tax account	2 591	2 282

## Note 10 – Income tax

### Significant accounting policies

The income tax expense in the income statement includes the tax payable for the period and changes in deferred tax. Tax payable and deferred tax is calculated using tax rates and tax legislation that have been enacted at the end of the reporting period. Deferred tax is calculated on all temporary differences between tax base and amount recognised in the statement of financial position. In addition deferred tax is also calculated on tax loss carryforward at the end of the reporting period. Deferred tax is only recognised to the extent that it is probable that future taxable income will be generated against which it can be utilized. Deferred tax assets and deferred tax liabilities are offset if there is a legally enforceable right to offset them.

### Basis for recognition of deferred tax asset

Based on the current budget and prognosis, it is assessed that deferred tax asset recognised can be utilised in full against future operating profits.

### Specification of income tax expense

(amounts in NOK 1000)

	2020	2019
Tax payable	0	0
Change in deferred tax	-273	-2 156
<b>Income tax expense</b>	<b>-273</b>	<b>-2 156</b>



Boost AI AS

Notes to the accounts 2020

## Reconciliation of tax expense with tax calculated at nominal rate

(amounts in NOK 1000)	2020	2019
Result before tax	2 319	-12 439
Tax at nominal rate (22 %)	510	-2 737
Permanent differences	-1 046	1 066
Effect of different tax rates	0	0
Change in deferred tax not recognised	263	-489
<b>Income tax expense</b>	<b>-273</b>	<b>-2 156</b>

## Specification of deferred tax (temporary differences multiplied by relevant tax rate)

(amounts in NOK 1000)	2020	2019	Change
Fixed assets	-293	-120	173
Receivables	-3	-4	-1
Deferred government grants	-2 641	-2 372	269
Net deferred tax on temporary differences	-2 937	-2 496	441
Tax loss carryforward	-2 441	-2 334	107
Not included in deferred tax asset	2 641	2 372	-269
<b>Total deferred tax</b>	<b>-2 737</b>	<b>-2 464</b>	<b>548</b>
<b>Deferred tax recognised</b>	<b>-2 737</b>	<b>-2 464</b>	<b>273</b>

## Note 11 – Equity

### Specification of equity

(amounts in NOK 1000)	Share capital	Share premium	Other equity	Sum
Equity as per 31.12.2019	38	48 309	-6 668	41 679
Net profit (loss)	0	0	2 592	2 592
Capital increase	5	70 825	0	70 830
Fees capital increase	0	-1 430	0	-1 430
<b>Equity as per 31.12.2020</b>	<b>42</b>	<b>117 715</b>	<b>-4 076</b>	<b>113 681</b>

### Employee option plan

The establishment of the Boost AI AS Employee Option Plan was approved by shareholders at extraordinary general meeting November 23, 2020. The Employee Option Plan is designed to provide long-term incentives for employees to deliver long-term shareholder returns. Under the plan, participants are granted options which vest based on period of employment (limited to three years).

Participation in the plan is at the board's discretion, and no individual has a contractual right to participate in the plan or to receive any guaranteed benefits.

Options are granted under the plan for no consideration and carry no dividend or voting rights.

When exercisable, each option is convertible into one ordinary share.

The exercise price of options is set based on the last capital injection at the grant of the option.



Boost AI AS

Notes to the accounts 2020

Set out below are summaries of options granted under the plan:

	Average exercise price per share option	Number of options
As at January 1		0
Granted during the year	15,85	574 000
Exercised during the year		0
Forfeited during the year		0
<b>As at December 31</b>	<b>15,85</b>	<b>574 000</b>
Vested and exercisable at December 31		0
Remaining part of Board authorisation for incentive program		1 208 579

The assessed fair value at grant date of options granted during the year ended 31 December 2020 was 1,9 mNOK. The fair value at grant date is independently determined using an adjusted form of the Black-Scholes model which includes a Monte Carlo simulation model that takes into account the exercise price, the term of the option, the share price at grant date and expected price volatility of the underlying share, the risk-free interest rate for the term of the option, and the correlations and volatilities of the peer group companies.

The fair value of options granted under the Boost AI AS Employee Option Plan is recognised as an employee benefits expense, with a corresponding increase in equity over the vesting period. The options was granted late in 2020, and the effect for 2020 has not been recognised due to materiality.

## Note 12 – Share capital and shareholder information

### Share capital

The parent entity, Boost AI AS, has 42 449 330 shares outstanding, each with a nominal value of NOK 0,001. All shares have equal voting and dividend rights.

Significant shareholders	Shares	Ownership
Lars Selsas Holding AS	16 522 000	38,92 %
HVI Holding AS	5 795 000	13,65 %
Finstart Nordic AS	5 000 000	11,78 %
Hadle Selsås Holding AS	3 962 000	9,33 %
Alliance Venture Spring AS	3 613 000	8,51 %
Kingmakers AS	1 500 000	3,53 %
<b>Total (shareholders holding &gt; 1 %)</b>	<b>36 392 000</b>	<b>85,73 %</b>
Other shareholders	6 057 330	14,27 %
<b>Total</b>	<b>42 449 330</b>	<b>100,00 %</b>

Shareholders associated with leading roles	Representative	Role
Lars Selsas Holding AS	Lars Ropeid Selsås	General manager
HVI Holding AS	Henry Vaage Iversen	Board leader
Finstart Nordic AS	Vidar Aksland	Board member
Hadle Selsås Holding AS	Hadle Ropeid Selsås	
Alliance Venture Spring AS	Johan Frederik Blichfeldt Gjesdahl	Board member



Boost AI AS

Notes to the accounts 2020

## Note 13 – Borrowings

### Significant accounting policies

Long-term borrowings are initially measured at face value, less admission costs, and subsequently measured at amortised cost. Differences between face value and carrying amount are amortised linearly over the maturity period. Borrowings are classified as long-term liabilities to the extent that the company has an unconditional right to defer the final settlement of the liability for at least twelve months after the reporting date. Next year's payments are included in long-term liability, and not presented separately.

### Covenants

The loan agreement sets out a covenant that the Parent company should have positive equity. As of December 31, 2020 the Parent company is in compliance with its covenants.

### Contractual payments on borrowings

(amounts in NOK 1000)	Next year	1-2 years	2-5 years	5 years
Nominal amount excl. interest	1 820	1 820	3 943	0

### Carrying amount of assets pledged as security

(amounts in NOK 1000)	2020	2019
Property, plant & equipment	195	666
Trade receivables	13 923	11 123
<b>Total</b>	<b>14 118</b>	<b>11 789</b>

## Note 14 – Provisions and other short-term liabilities

### Significant accounting policies

Other short-term liabilities are mainly related to services received or wages to employees, for which payment is due within the next twelve months. These liabilities are measured at nominal amounts.

### Specification of other short-term liabilities

(amounts in NOK 1000)	2020	2019
Loans from employees and owners	0	119
Accrued wages	0	392
Accrued holiday pay	6 341	5 373
Accrued interests	14	10
Other accrued expenses	2 218	351
<b>Total</b>	<b>8 572</b>	<b>6 244</b>

## Note 15 – Investments in and balances with subsidiaries

	Ownership	Result 2020	Equity 2020	amount
Boost AI Inc	100 %	-15 359	-24 333	86
Boost AI AB	100 %	162	191	26
<b>Total</b>				<b>112</b>

	Receivable	Interest
Boost AI Inc	24 890	525
Boost AI AB	616	-



Boost AI AS

Notes to the accounts 2020

**Note 16 – Events after the reporting period**


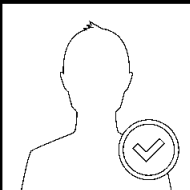

No material events have been registered after 31 December 2020 that affect the annual financial statements as prepared



## Signature Certificate

Document Ref.: RY6KI-X5XEO-AG4RZ-A4C35

Document signed by:

	<b>Lars Ropeid Selsås</b> Verified E-mail: lars@boost.ai	<i>Lars Ropeid Selsås</i> 
	<b>Camilla Gjetvik</b> Verified E-mail: camilla@boost.ai	<i>Camilla Gjetvik</i> 
	<b>Henry Vaage Iversen</b> Verified E-mail: henry@boost.ai	<i>Henry Vaage Iversen</i> 
	<b>Vidar Aksland</b> Verified E-mail: vidar@finstart.co	<i>Vidar Aksland</i> 

Document completed by all parties on:

24 Feb 2021 07:49:15 UTC

Page 1 of 2



Signed with PandaDoc.com

PandaDoc is the document platform that boosts your company's revenue by accelerating the way it transacts.





## Signature Certificate

Document Ref.: RY6KI-X5XEO-AG4RZ-A4C35

Document signed by:

	<b>Johan Gjesdahl</b> Verified E-mail: johan@allianceventure.com	
---	--	---

Document completed by all parties on:

24 Feb 2021 07:49:15 UTC

Page 2 of 2



Signed with PandaDoc.com

PandaDoc is the document platform that boosts your company's revenue by accelerating the way it transacts.





## Overview

### Board of Directors report

The Boost Group (Boost), consists of Boost Ai AS (Parent), and subsidiaries in Sweden (Goldcup 26728 AB) and the United States of America (Boost Ai Inc.).

We are on a mission to make great automated customer experiences. We develop and deliver virtual agents (VA) built on our proprietary conversational artificial intelligence technology. Our solution is market-leading. In particular, our technology allows VAs of high complexity to maintain a best-in-class resolution rate. Further, it allows non-technical personnel to work with and improve complicated models to facilitate the customer experience and drive engagement, through our low-code user-friendly interface.

Since the launch in 2016, Boost has seen fantastic growth across both geographic areas as well as industries, with over 100 active clients.

Boost is headquartered in Norway, Sandnes, with subsidiaries in the US and Sweden.

### Financial Highlights 2020

	Group	Parent
Driftsinntekter	81 738 375	79 973 689
Driftsresultat	-9 982 536	2 772 245
Årsresultat	-12 231 009	2 592 082
	<b>31.12.2020</b>	<b>31.12.2020</b>
Balansesum	138 977 583	161 924 574
Egenkapital	89 424 210	113 681 371
Egenkapitalprosent	64,34%	70,21%

Group consolidated operating revenue for 2020 was MNOK 82, compared to MNOK 56 in 2019. 2020 operating revenue for parent was MNOK 80, compared to MNOK 56 in 2019. Group operating result (EBITDA) for 2020 was MNOK 3, compared to MNOK -15 for 2019.

Group consolidated assets were MNOK 139 as per the end of December 2020. Non-current assets were MNOK 69. Current assets were MNOK 70, whereof Cash and cash equivalents represented MNOK 45. Parent assets were MNOK 162, at the end of 2020. Non-current assets were MNOK 69. For the parent company, Current assets were MNOK 93, whereof cash and cash equivalents represented MNOK 43. Current liabilities at the end of 2020 were MNOK 29, whereof deferred revenue represented MNOK 9.

During 2020, Boost has raised new capital through the issue of new shares, to ensure a satisfactory cash position and to further strengthen our focus on continued growth.

With the ongoing SARS-CoV-2 (Covid-19) pandemic, we are at the date of preparation still affected by the restrictions imposed on businesses and society. This includes remote work and limited physical interaction. The situation does not in any material way negatively impact the daily operations of the company.

### Going concern

The board of directors are satisfied with developments throughout 2020, and views the future potential of the company as very attractive. The basis for a going concern exists and the annual accounts for 2020 have been prepared based on this assumption.

### Research and development activities

Boost Ai AS is heavily engaged in R&D activities. These entail the development of cutting-edge functionality for Virtual agents.



## Annual Report – Boost AI AS

### **Market, financial, and liquidity risk**

**Foreign exchange.** Boost's business is exposed to foreign exchange rate fluctuations that could affect the results of Boost's operations.

A significant portion of the revenue is denominated in EUR and USD, while the majority of the cost base is denominated in NOK.

**Liquidity and interest rate.** Boost is exposed to interest rate risks.

Boost is exposed to interest rate risk which is the possibility that changes in interest rates will affect future cash flows. Boost AI AS currently holds a bank-loan, but due to the size of the loan, the risk is considered to be insignificant.

Boost is exposed to liquidity risk. Boost AI AS and its subsidiaries shall at any given time hold sufficient liquidity to cover any expected outflows of capital in the short term, and to cover our financial obligations upon maturity. As the company is in a growth phase, where we invest in growth today that will pay off over a period of time in the future, the company has required external financing through share issues and bank loans. We monitor the liquidity situation closely and continuously.

### **Financial market risk**

No substantial changes in the valuation of assets are expected to occur as a result of the existing market conditions.

The market is considered stable, despite the effects of the ongoing SARS-CoV-2 (Covid-19) pandemic. Boost is growing, internationally as well as in Norway. We are seeing increasing demand for the services we provide and expect the growth to accelerate further in the future. Our target is to develop the best virtual agents in the market and continue to improve our financial results.

### **Credit risk**

Credit is related to fully owned subsidiaries in Sweden and in the US. No considerable risks related to this except for what one should expect in these situations.

Historically, we have not experienced any problems with payments from our customers. The majority of our clients are large and solid institutions, without significant credit risk.

### **Work environment**

The work environment is considered as good. We will continue to monitor the developments to ensure appropriate actions are taken as required. No serious injuries occurred during 2020.

### **Equal opportunities**

Our employees consist of both men and women from 15 different nationalities. Boost AI AS employees are 33% female, the board of directors consist of 4 men and 1 woman. From the company representatives in the board of directors, 1 out of 3 is a woman. The company views this balance as adequate for the time being and does not plan to take further action in the short term related to this.

### **Environmental report**

No aspects of Boost's operations materially impacts the environment, other than what one should expect from an IT company.



Annual Report – Boost AI AS

Stavanger, 22 February 2021

*Henry Vaage Iversen*

Henry Vaage Iversen  
Chairman of the board

*Lars Ropeid Selsås*

Lars Ropeid Selsås  
Board member

*Johan Gjesdahl*

Johan Frederik Blichfeldt Gjesdahl  
Board member

*Camilla Gjetvik*

Camilla Lona Gjetvik  
Board member

*Vidar Aksland*

Vidar Aksland  
Board member



## Signature Certificate

Document Ref.: PMQRM-8M4KG-LSP87-ATDRD

Document signed by:

	<b>Henry Vaage Iversen</b> Verified E-mail: henry@boost.ai	<i>Henry Vaage Iversen</i> 
	<b>Camilla Gjetvik</b> Verified E-mail: camilla@boost.ai	<i>Camilla Gjetvik</i> 
	<b>Lars Ropeid Selsås</b> Verified E-mail: lars@boost.ai	<i>Lars Ropeid Selsås</i> 
	<b>Johan Gjesdahl</b> Verified E-mail: johan@allianceventure.com	<i>Johan Gjesdahl</i> 

Document completed by all parties on:

03 Mar 2021 12:55:08 UTC

Page 1 of 2



Signed with PandaDoc.com

PandaDoc is the document platform that boosts your company's revenue by accelerating the way it transacts.





## Signature Certificate

Document Ref.: PMQRM-8M4KG-LSP87-ATDRD

Document signed by:

	<b>Vidar Aksland</b> Verified E-mail: vidar@finstart.co	 
---	---	--

Document completed by all parties on:

03 Mar 2021 12:55:08 UTC

Page 2 of 2



Signed with PandaDoc.com

PandaDoc is the document platform that boosts your company's revenue by accelerating the way it transacts.





To the General Meeting of Boost AI AS

## *Independent Auditor's Report*

### *Report on the Audit of the Financial Statements*

---

#### *Opinion*

We have audited the financial statements of Boost AI AS, which comprise:

- The financial statements of the parent company Boost AI AS (the Company), which comprise the statement of financial position as at 31 December 2020, the income statement and the statement of cash flows for the year then ended, and notes to the accounts, including a summary of general accounting policies, and
- The consolidated financial statements of Boost AI AS and its subsidiaries (the Group), which comprise the consolidated statement of financial position as at 31 December 2020, the consolidated income statement and consolidated statement of cash flows for the year then ended, and notes to the group accounts, including a summary of general accounting policies.

In our opinion:

- The financial statements are prepared in accordance with the law and regulations.
- The accompanying financial statements give a true and fair view of the financial position of the Company as at 31 December 2020, and its financial performance and its cash flows for the year then ended in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway.
- The accompanying consolidated financial statements give a true and fair view of the financial position of the Group as at 31 December 2020, and its financial performance and its cash flows for the year then ended in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway.

---

#### *Basis for Opinion*

We conducted our audit in accordance with laws, regulations, and auditing standards and practices generally accepted in Norway, including International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company and the Group as required by laws and regulations, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

---

*PricewaterhouseCoopers AS, Kanalsletta 8, Postboks 8017, NO-4068 Stavanger  
T: 02316, org. no.: 987 009 713 VAT, www.pwc.no  
State authorised public accountants, members of The Norwegian Institute of Public Accountants, and  
authorised accounting firm*



Independent Auditor's Report - Boost AI AS



---

*Other information*

Management is responsible for the other information. The other information comprises information in the annual report, except the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

---

*Responsibilities of the Board of Directors and the Managing Director for the Financial Statements*

The Board of Directors and the Managing Director (Management) are responsible for the preparation in accordance with law and regulations, including a true and fair view of the financial statements in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's and the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern. The financial statements use the going concern basis of accounting insofar as it is not likely that the enterprise will cease operations.

---

*Auditor's Responsibilities for the Audit of the Financial Statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with laws, regulations, and auditing standards and practices generally accepted in Norway, including ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

For further description of Auditor's Responsibilities for the Audit of the Financial Statements reference is made to <https://revisorforeningen.no/revisjonsberetninger>

(2)



Independent Auditor's Report - Boost AI AS



### *Report on Other Legal and Regulatory Requirements*

---

#### *Opinion on the Board of Directors' report*

Based on our audit of the financial statements as described above, it is our opinion that the information presented in the Board of Directors' report concerning the financial statements and the going concern assumption is consistent with the financial statements and complies with the law and regulations.

---

#### *Opinion on Registration and Documentation*

Based on our audit of the financial statements as described above, and control procedures we have considered necessary in accordance with the International Standard on Assurance Engagements (ISAE) 3000, *Assurance Engagements Other than Audits or Reviews of Historical Financial Information*, it is our opinion that management has fulfilled its duty to produce a proper and clearly set out registration and documentation of the Company's accounting information in accordance with the law and bookkeeping standards and practices generally accepted in Norway.

Stavanger, 22 February 2021  
**PricewaterhouseCoopers AS**

Siren Iversen Dahle  
State Authorised Public Accountant

(This document is signed electronically)



 Securely signed with Brevio

Revisjonsberetning Boost AI AS 2020

**Signers:**

<b>Name</b>	<b>Method</b>	<b>Date</b>
Dahle, Siren Iversen	BANKID_MOBILE	2021-02-22 10:33

**This document package contains:**

- Closing page (this page)
- The original document(s)
- The electronic signatures. These are not visible in the document, but are electronically integrated.



This file is sealed with a digital signature.  
The seal is a guarantee for the authenticity  
of the document.