

Press Release

Regulated information – inside information

12 August 2020, 8:00

Zenitel reports profitability growth while keeping revenue fairly stable

- Revenue amounted to EUR 36.8 million compared to last year's EUR 38.1 million.
- EBITDA amounted to EUR 5.0 million compared to EUR 3.3 million last year.
- Operating profit (EBIT) amounted to EUR 3.9 million compared to EUR 2.0 million last year.
- Profit for the period of EUR 3.6 million against EUR 1.5 million in 2019.

Zenitel reports revenue of EUR 36.8 million for the first six months of 2020, a decrease of only 3%, despite a sharply deteriorating general economic picture due to COVID-19.

EBITDA was EUR 5.0 million for the first six months of 2020, an increase of EUR 1.7 million or 53% compared to the first half of 2019, thanks to an increased organizational performance and cost effectiveness in combination with lower costs for traveling and trade shows directly related to COVID-19 restrictions. In the beginning of the year, management reacted very quickly to reduce costs immediately while protecting existing employment. This is resulting in a much lower than structural OPEX level due to the exceptional COVID-19 circumstances.

Operating Profit (or EBIT) increased by 93% to EUR 3.9 million for the first six months of 2020 compared to last year financials. The increase is a result of a relatively stable revenue, increased margins, cost decreases related to COVID-19 and the continuous improved operational efficiency.

Profit for the period for the first six months of 2020 increased to EUR 3.6 million, compared to EUR 1.5 million last year.

Despite the high uncertainty due to COVID-19, Zenitel continues to invest in product innovation and new talent to strengthen its market position in the Maritime, Energy and Security markets.

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The complete interim financial report, including the condensed consolidated interim financial statements, can be downloaded from our website: www.zenitel.com.

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Zenitel has firmly established itself at the intersection of two domains - communication on the one hand, security and safety on the other. As a leading player in instant audio and data communication, Zenitel is the preferred choice in situations that involve the protection of human lives, or the management of critical activities. Zenitel is committed to the success and future objectives of its activity that develops and distributes fully integrated communication platforms including Intercom, Public Address and two-way Radio Systems.

Zenitel has a strong presence in both the onshore and offshore secure communications market through its global brands, Vingtor-Stentofon and Phontech. These brands are recognized globally for offering advanced offshore and onshore communication systems. Vingtor-Stentofon and Phontech provide integrated security communications for environments where life, property and assets are at stake. Systems interface with other security devices including CCTV, access control and alarm for a comprehensive security solution. Vingtor-Stentofon's primary system offering is within Public Address, Intercom and Radio. The key markets include Building Security & Public Safety, Transportation, Industrial, Energy and Maritime.

Zenitel is a listed company (Euronext). The statutory headquarter of Zenitel is in Zellik (Brussels) and the operational headquarters is based in Norway.
(*) Representing a BV

For more information: www.zenitel.com

The enclosed information constitutes regulated information as defined in the Royal Decree of 14 November 2007 regarding the duties of issuers of financial instruments, which have been admitted for trading on a regulated market.