

Annual report 2020



Annual financial report

Crosskey Banking Solutions Ab Ltd 2020

Crosskey had a successful year in 2020. Net operating profit amounted to EUR 3.1 M, which was 10 percent better than in 2019.

In September a new, well-respected customer – Sweden's Länsförsäkringar Bank – signed a contract to adopt Crosskey's capital market system and capital market services in the Swedish market. After implementation, Länsförsäkringar Bank will be one of Crosskey's largest capital market customers.

Crosskey's largest project during 2020 was the implementation and development of a new banking platform to ensure the Group's deliveries to the new mortgage bank Borgo, which is a joint mortgage project of ICA Bank, Ilkano Bank, Söderberg & Partners and the Bank of Åland in Sweden. According to plans, the launch will occur in 2021.

Implementation of wealth manager Garantum's new capital market system in Sweden continued during 2020, and the launch will occur in 2021.

During 2020 Crosskey launched its project for the Swedish savings bank card company Sparbankernas Kort. The new card platform enables Sparbankernas Kort's affiliated savings banks to sign up new credit card customers through a completely digitised card application process.

As a consequence of the coronavirus pandemic, in March Crosskey rolled out support for large-scale remote work within the Bank of Åland Group. Crosskey's IT delivery enabled a large number of employees to perform their work assignments remotely.

Among the ongoing technical improvement projects during 2020 were more cloud solutions for a number of Crosskey apps, as well as continued technology harmonisation.

During the fourth quarter of 2019 Crosskey bought the Finnish software company Model IT Oy. In 2020 integration of the new subsidiary occurred in stages. Several planned synergies have already materialised. The most visible

is Crosskey's move from Vantaa to Model IT's office in Helsinki. During 2021 the intention is to merge Model IT with Crosskey.

From a sustainability perspective, during 2020 all Crosskey offices switched to green electricity. Crosskey's computer centres are also 100 per cent powered by electricity from renewable sources. In Åland, Crosskey is participating in a large company-wide partnership aimed at turning Åland's vision of being a completely sustainable community by 2015 into a reality. One milestone along this path will be to meet the United Nations Agenda 2030 with its 17 global-sustainable development goals by 2030.

Employee satisfaction, as measured in our yearly employee survey, is an important metric for Crosskey's efforts to achieve a sustainable human resource policy. During the spring of 2020, the employee satisfaction level climbed to the highest in company history. Satisfaction among Crosskey's customers also rose to a record level, which is an important confirmation of the company's efforts to build long-term, sustainable customer relationships.



About Crosskey

Crosskey's systems and services make it easier to achieve profitable financial services business. We cover the full spectrum of transactions, and make your products available through all the channels today's end-customers want. Our flexible modular systems enable you to select

precisely the functionality you need, and make it easy to expand and adapt in line with your business needs. All this is supported by expert consultative and managed services that assure a smooth path to success.

Consolidated Income Statement

Crosskey Ltd (EUR 000s)	2020	2019
Sales	38 369	34 180
Production for own use	0	1170
Other operating income	12	43
Total Turnover	38 380	35 393
<i>Materials and services</i>		
Purchase of materials	-3 982	-3 532
Purchased services	-4 538	-1 543
Production for own use	2 684	
Total materials and services	-5 836	-5 074
<i>Personnel costs</i>		
Salaries and other remuneration	-16 256	-13 716
<i>Payroll overheads</i>		
Pensions costs	-2 551	-2 350
Other payroll overheads	-1 138	-949
Total personnel costs	-19 945	-17 015
Depreciation	-2 875	-2 663
Total Depreciation and write-downs	-2 875	-2 663
Other operating expenses	-6 589	-7 653
Operating profit	3 135	2 988
<i>Financial income and expenses</i>		
Other interest income and financial income	5	0
Interest and other financial expenses	-150	-85
Total financial income and expenses	-145	-84
Income before appropriations and taxes	2 991	2 904
Extraordinary costs, group contribution	0	0
Profit before taxes	2 991	2 904
Income tax	-680	-616
Change in deferred tax	-10	18
Minority interest	1	1
Profit for the financial period	2 301	2 306

Consolidated Balance Sheet

ASSETS	2020	2019
Fixed assets		
<i>Intangible assets</i>		
Intellectual property rights	2 707	2 601
Goodwill	4 018	4 347
Projects in progress	2 827	1 194
Other long term expenses	42	92
Total intangible assets	9 594	8 235
<i>Tangible assets</i>		
Machinery and inventories	2 898	2 733
Other assets	16	16
Total tangible assets	2 914	2 749
Total fixed assets	12 508	10 983
Current assets		
Current receivables	5 602	4 741
Cash and Bank	2 773	1 997
Total current assets	8 375	6 737
Total Assets	20 883	17 721

LIABILITIES	2020	2019
Equity	13 378	10 987
Minority interest	11	13
Total short-term liabilities	7 494	6 721
Total Liabilities	20 883	17 721

Board & Management

Board



Peter Wiklöf
CEO
Ålandsbanken



Lars O Anderson

Management



Thomas Lundberg
Managing Director



Tommy Grönlund
Dep. Managing Director



Johan Dahlström
Business Area Manager
Capital Markets



Ulla Parkkali
Business Area Manager
Card & Mobile Payments



Niclas Södergård
Department Manager
Operations Management



Madeleine Lang
Business Area Manager
Banking Interfaces
Products & Services



Our offices

Mariehamn

Elverksgatan 10
Phone: +358 (0) 204 29 022
Mail: information@crosskey.fi

Stockholm

Rådmanngatan 40
Phone: +46 (0) 8 791 49 00
Mail: information@crosskey.se

Turku

Lemminkäinenkatu 32
Phone: +358 (0) 204 29 022
Mail: information@crosskey.fi

Helsinki

Business Park Gate8, Piano, Äyritie 12A
Phone: +358 (0) 204 29 022
Mail: information@crosskey.fi