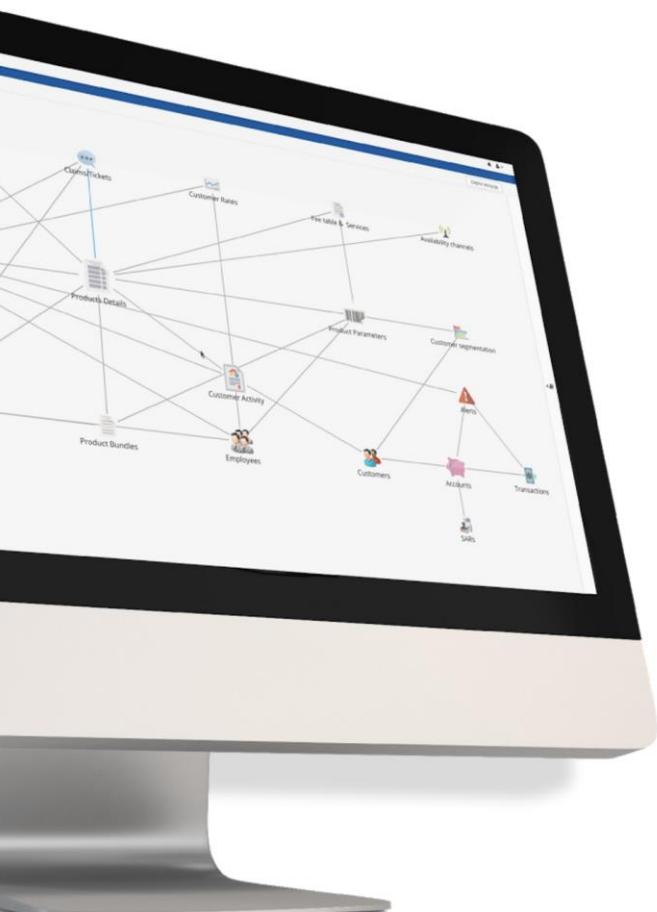




# CORRECTION OF THE QUARTERLY REPORT Q3 2018



Wroclaw, 12/07/2018

## THE MANAGEMENT BOARD`S LETTER

Dear Shareholders,

Third quarter of this year was rich in events. Although we have noted summer slowdown in the areas of sales and implementations impacting financial results and resulting from reduced availability of our Customers, the reported period was clearly positive for the fundamental aspects of DataWalk Group's value. With a lot of optimism we expect very positive fourth quarter and, not focusing on short-term financial aspects, we're setting grounds for beginning of the next chapter of our Capital Group growth.

Looking from a perspective of few last years on effects in using DataWalk engine and development of our system functionality, we confirmed that we are utilizing much less than a half of unique capabilities enabled by our system's architecture. Today we can verify this not only through a technical opinion of our own or provided by experts such as Kirk Bradley, but also from practical effects of our system usage:

- Ease of implementation and elasticity measured by the speed of adding and modeling new data sources – in one of the last pilot projects in the public sector, within few days from the moment we received access to a giant and complex data source, we were able to present a working system that identified suspicious activities and potential frauds. Such speed of implementation enables us to iterate and increase DataWalk's efficiency within days and sometimes within hours. These advantages significantly differentiate us from the market standards in the enterprise IT sector.
- Ability to perform complex analytical operations being a novelty on a global scale, e.g. methods to detect organized crime groups tested by our Customers in the insurance sector, based on synthesis of multidimensional scoring, machine learning and graph algorithms present a promising potential of usage for use-cases connected with public security.
- Ease of connecting data from internal and external sources with OSINT (open source intelligence) type data; for instance, thanks to integration end-points we have recently developed, our Customers can enrich their data with big data sources coming both from the Internet, but also from the Dark Web. This approach not only has a positive impact on the running analytics e.g. by increasing the effectiveness of scoring systems, but also enables potential identification of criminals that use the TOR network that remained anonymous until now.
- Effectiveness of managing the anti-fraud process such as a project where we replaced the solution provided by one of the two global leaders in our segment. We were able to observe and measure extraordinary gains in the process effectiveness and financial results. Such data becomes a priceless source of information for the product development process, enabling better planning of the next functionality to provide further business quality jumps.

All of the above are observations and measurements made based on pilot and full implementations of DataWalk executed in second half of 2017 and first half of 2018 – it was a first time in our history we were able to observe our system in production usage with our first insurance and government customers. This knowledge fuels DataWalk development because we can make better decisions about trade-offs and priorities in the product development, process owned by our Engineering, VP of Marketing and CTO.

From a business perspective, our agreements and production implementations with first US Customers are very important. Inaugural American projects are a critical milestone and the lessons learned will further contribute to future, as our marketing team is working on turning these initial successes into serial sales in US generating revenue of a completely different scale than first projects.

With a third agreement we will sign with an US Customer for production implementation of DataWalk system, we will reach an internal milestone enabling us to officially begin the third chapter of our development. In Chapter one, we tested our engine with free beta customers. Chapter two consisted of proof-points of the business value delivered by usage of early versions the DataWalk system by the first and reference Customers-trendsetters. Chapter three commences the commercialization stage. Because of that our Capital Group has begun the recruitment processes for our first sales and systems engineering staff in the US.

During recent weeks we observed important effects of our summer work:

- 1) Received from TUiR Warta (number 2 in Poland and our first Insurance Customer) written references. Because of the fact that this document includes sensitive business and technical parameters, it can be presented only on demand within a specified target group. Measures included in this reference, based on

first several months of production usage of DataWalk, became a critical sales tool in current discussions with our insurance Prospects.

- 2) Acquiring of the third US patent, a proof point our strategy for creation of a portfolio of intellectual property (IP).
- 3) Filing for approval of our S-1 prospectus to The Polish Financial Supervision Authority Office and executing the process connected with our planned IPO on Main Market of Warsaw Stock Exchange.
- 4) Signing and executing the agreements with PARP and NCBIR for refunding (in form of donation) of some of our costs.

In the context of our finances it is important to mention that we moved from Polish Accounting Standards to International Accounting Standards.

Furthermore, on 21th of August 2018 PiLab S.A. changed its name to DataWalk S.A., thus marking a marketing synchronization of the Company name with the core product and US subsidiary names.

Thank you for putting your trust in us. We invite you to visit our headquarters in Wroclaw and to monitor our growth by tracking our websites and social media profiles.

Yours faithfully,



Paweł Wieczyński  
CEO

## 1. BASIC INFORMATION.

### DataWalk S.A.

Company Name:	DataWalk S.A.
Company Address:	ul. Rzeźnicza 32-33, 50-130 Wrocław
Phone:	+48 71 707 21 74
Fax:	+48 71 707 22 73
E-mail:	<a href="mailto:biuro@datawalk.com">biuro@datawalk.com</a>
www:	<a href="http://www.datawalk.pl">www.datawalk.pl</a>

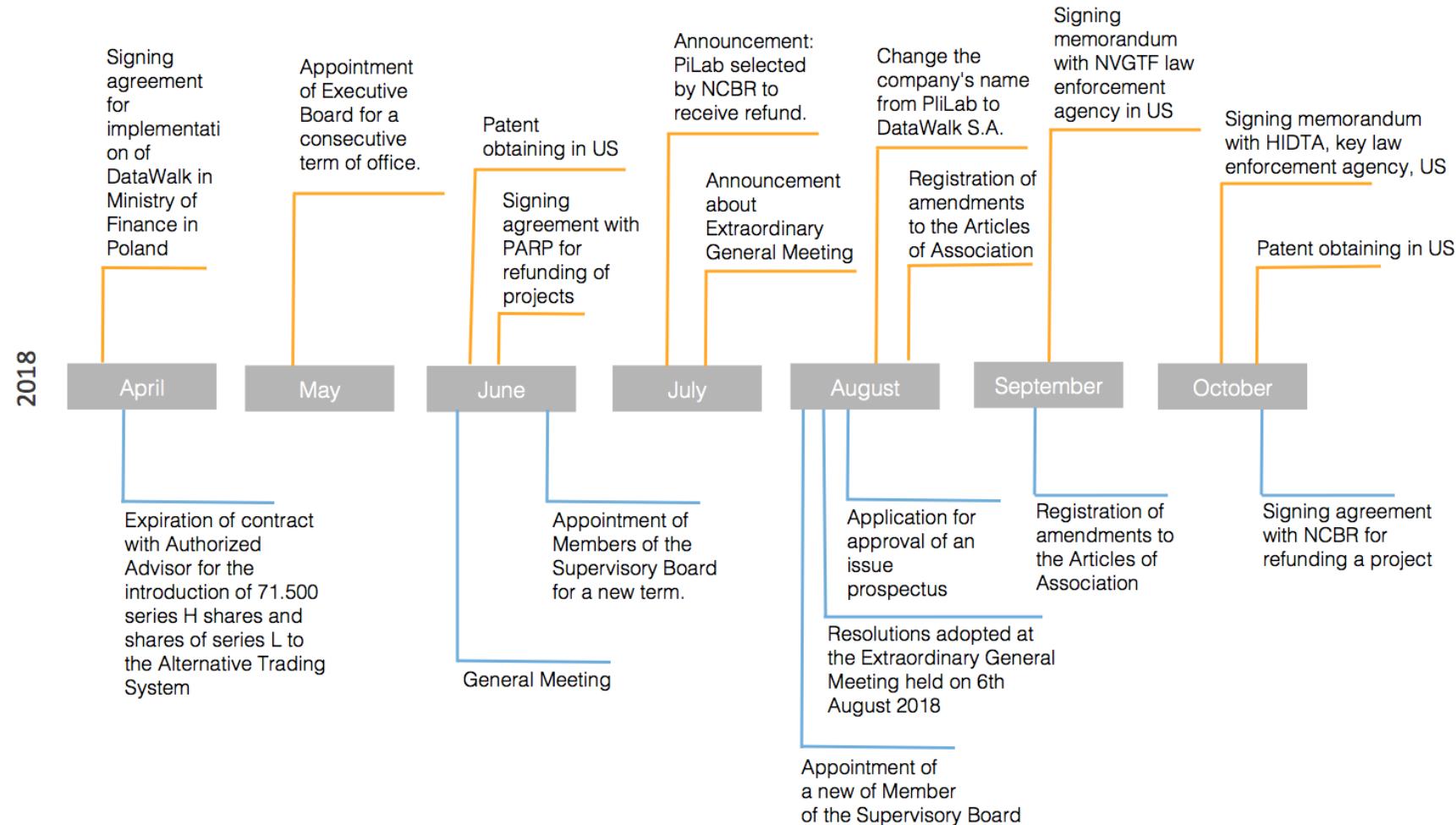
Source: Company.

### DataWalk Inc. (US Subsidiary).

Company Name:	DataWalk Inc.
Company Registration Address:	1209 Orange Street, Wilmington, Delaware 19801
Company Address:	2479 East Bayshore Road, Suite 205 Palo Alto, CA 94303
E-mail:	<a href="mailto:info@datawalk.com">info@datawalk.com</a>
www:	<a href="http://www.datawalk.com">www.datawalk.com</a>

Source: Company.

## 2. TIMELINE.



Source: Company.



NET ASSET VALUE PER SHARE	IIIQ 2018 (PLN)	IIIQ 2018 (EUR)	IIIQ 2017 (PLN)	IIIQ 2017 (EUR)
Net asset value	10 273 632,67	2 405 214,37	9 529 097,76	2 211 389,33
Number of shares	3 680 500,00	3 680 500,00	3 005 500,00	3 005 500,00
Net asset value per share	2,79	0,65	3,17	0,74
Diluted number of shares	3 860 500,00	3 860 500,00	3 782 817,00	3 005 500,00
Diluted net asset value per share	2,66	0,62	2,52	0,74

Source: Company.

The net asset value attributable to the parent entity per share was calculated in relation to the weighted average number of shares of the parent company for a given period. The number was 3.680.500 as at 09/30/2018, while on 09/30/2017 the number of shares was equal to 3.005.500. The diluted number of shares includes shares intended to be offered as part of the incentive program.















NET ASSET VALUE PER SHARE	IIIQ 2018 (PLN)	IIIQ 2018 (EUR)	IIIQ 2017 (PLN)	IIIQ 2017 (EUR)
Net asset value	10 103 025,63	2 365 272,66	9 417 085,95	2 185 395,08
Number of shares	3 680 500,00	3 680 500,00	3 005 500,00	3 005 500,00
Net asset value per share	2,75	0,64	3,13	0,73
Diluted number of shares	3 860 500,00	3 860 500,00	3 782 817,00	3 005 500,00
Diluted net asset value per share	2,62	0,61	2,49	0,73

Source: Company.

The net asset value attributable to the parent entity per share was calculated in relation to the weighted average number of shares of the parent company for a given period. The number was 3.680.500 as at 09/30/2018, while on 09/30/2017 the number of shares was equal to 3.005.500. The diluted number of shares includes shares intended to be offered as part of the incentive program.













## 5. THE MANAGEMENT BOARD'S COMMENTS ON FACTORS AND EVENTS THAT AFFECT THE ACHIEVED FINANCIAL RESULTS.

Our Company is continuing execution of a strategy aimed to develop a world-class product in the link analytics market. In the US, DataWalk Inc. is working on selling our core product – the DataWalk system - and closing the first 3 customer deals that will mark historical milestones for our Company.

The Capital Group revenue reached PLN 1.179.179,99 over the past three quarters representing an increase of approx. 3,30% I-IIIQ'18/I-IIIQ'17. Revenue generated in the third quarter of 2018 was PLN 197.710,35, which is representing a decrease of 51,43% in comparison with consolidated revenue of the Capital Group reached in the third quarter of 2017.

Revenues reached by the Issuer in the first three quarters of 2018 amounted to PLN 1.179.179,99, which is representing an increase approx. of 3,30% I-IIIQ'18/I-IIIQ'17. Revenue generated in the third quarter of 2018 was PLN 197.710,35, which is representing a decrease of 51,43% in comparison with separate revenue of the DataWalk S.A. reached in the third quarter of 2017.

Lower revenues in the third quarter of 2018 compared to the same period of 2017 is the result of a specificity of implemented projects, which are characterized by a diverse sales cycle, as well as inhomogeneous and incomparable implementation schedules. In connection with the above, as well as due to the early stage of development of both the Company and the Group, as well as the specificity of the sales process, the distribution of revenues is uneven.

Consistent implementation of our business strategy required the Group to incur expenses which significantly affected the financial results. DataWalk Capital Group S.A. recorded a net loss of PLN 10.769.853,23 over the past three quarters of 2018, which is representing an increase of approx. 30,82% I-IIIQ'18/I-IIIQ'17. The loss increase is predominantly a result of the stock incentive program, now included in our financial statements as per IFRS requirements. During the reported period, spending has been controlled within the projected budgets.

The DataWalk S.A. recorded a net loss of PLN 3.745.044,10, which is 5,35% lower than the net loss for the third quarter of 2017. This translates into net loss of PLN 10.790.919,55 over the past three quarters of 2018, which is representing an increase of 29,67% in comparison with a net loss of the DataWalk S.A. reached in the three quarters of 2017.

The incurred costs related to the implementation of the main business objectives and the change in the adopted accounting policy (transition to IFRS) were significant for the financial result (net loss) of both the DataWalk Capital Group S.A. and the Issuer in the discussed period. In addition to the increase in operating expenses, a significant impact on the level of net loss was the cost of the incentive program, which in the discussed period was PLN 2.101.950,00, while in the third quarter of 2017 it amounted to PLN 1.557.000,00. All the expenses incurred by DataWalk S.A. and DataWalk Inc. in the discussed period were controlled and the loss recorded is related to the current stage of business development.

The net cash flows from operating activities as at the end of the third quarter of 2018 and the third quarter of 2017 were affected by the settlement of the incentive program (costs of the period). The details of the incentive program are governed by the Company's Articles of Association.

The sum of net cash flows from investment activities as at the end of the third quarter of 2018 was affected by the redemption of units held in the open-end corporate-type debt investment fund (PLN). As at September 30, 2018, the Issuer doesn't have participation units in investment funds.

On 14th of September 2018 the Issuer's subsidiary, DataWalk Inc. concluded a memorandum of understanding with The Northern Virginia Gang Task Force a key law enforcement agency in the US state of Virginia, confirming intent to execute sale and implementation of a perpetual license of the DataWalk analytical platform („System”). Signing this memorandum is an important milestone for the DataWalk's Capital Group, as it is expected to lead to the first production installation of System in the United States of America. Therefore, Company's Capital Group

