



## Interim Report - Q2 2022

Safeture keeps momentum and continues to deliver in line with targets

- Annual recurring revenue (ARR) growth of 29% to 37,3 MSEK.
- Recurring revenue amounts to 8,7 MSEK compared to 6,5 MSEK last year (+33%).
- Gross margin % in Q2 improves to 73%.
- Operative result improves with +1,3 MSEK compared to last year. Bottom-line result at -48% of net sales compared to -85% one year ago.

# Summary of Interim Report

## The Group

### First six months (2022-01-01 to 2022-06-30)

- Net revenue amounted to 17 013 (12 723) TSEK, an increase of +33,7% compared to the same period last year.
- Loss after financials amounted to -8 957 (-12 817) TSEK.
- Loss per share before dilution amounted to -0,30 (-0,46) SEK.
- Loss per share after dilution amounted to -0,28 (-0,43) SEK.

### Second quarter (2022-04-01 to 2022-06-30)

- Net revenue amounted to 8 861 (6 600) TSEK, an increase of +34,3% compared to the same period last year.
- Loss after financials amounted to -4 292 (-5 648) TSEK.
- Loss per share before dilution amounted to -0,14 (-0,19) SEK.
- Loss per share after dilution amounted to -0,14 (-0,17) SEK.
- The solidity amounted to 47,3 (67,6) %.

## SaaS Traction

### Second quarter (2022-04-01 to 2022-06-30)

- Annual recurring revenue (ARR) at the end of Q2 2022 reached 37 289 (28 865) TSEK, a year-on-year increase of +29%.
- Recurring revenue increased 33% to 8 662 (6 521) TSEK, which represents 98% (99%) of the quarterly revenue.
- Churn for the quarter was 1,0%.
- Net revenue retention was 101,6%.

## Significant events during the second quarter, 2022.

- No significant events during the quarter



## Message from the CEO Magnus Hultman

“Safeture keeps momentum and continues to deliver in line with targets”

The second quarter of 2022 was yet another quarter with continued macro turbulence, from the stock markets rocking to the disheartening developments in Ukraine. Nevertheless, the everyday challenges of having staff working from home and spread out all over the world for globally operating companies, can be difficult enough. A strategic risk management tool can be a way to deal with increased uncertainty in the work and everyday life.

### Delivery in line with targets

Our expectations for the second quarter were lower than normal due to the situation in Ukraine, which has kept our global partner network occupied with emergency evacuations assistance services. With the quarter to an end, we realized a revenue increase with 34 %, reaching 8,9 MSEK. The ARR increased to 37,3 MSEK, representing an increase of 29% compared to the same quarter last year. The bottom-line result improved from -5,6 MSEK (-85%) same quarter last year to -4,3 MSEK (-48%), which is in line with the plan to bring the company to profitability. Increased sales, together with continued improvements in our gross margin and expense control are the main drivers behind the decreasing loss. As communicated before we expect the result to gradually improve as sales increases while our cost structure is expected to remain stable.

## Keeping momentum

Noteworthy new partners and customers for the quarter were French market leader and security provider Amarante and the Finnish defense industry company Patria. Safeture also won the competitive bid for Innovasjon Norge, in Norway. During the quarter, we also extended agreements with Audible in the US and managed to upsell on existing accounts, such as our long-term customer and the world's largest insurance company, Chubb. In the second quarter we also promoted sales manager, Filip Bengtsson, to become the new Chief Revenue Officer (CRO) in the company.

## Additions to offering

From a platform perspective we have rolled out two product launches in the second quarter. Earlier we have communicated the importance of the platform to become "risk intelligence agnostic", and during the second quarter we launched the functionality of adding different risk intelligence sources to the platform. The new functionality emphasizes the strength of our dynamic platform and enable us to facilitate our customers' day to day work. The second release was to increase usability, by creating a partner dashboard, where our partners efficiently can manage all their clients in one view. The new dashboard has already received a lot of appreciation from our partners and throughout the remainder of the year several launches to further strengthen our partner positioning will be released.

## On the road again

We are entering the third quarter with a good feeling. We anticipate a slower start in the quarter, but the pace will pick up again in September when the trade fair season starts. Mid-September, Safeture will participate in the world's largest security event, Global Security Exchange (GSX) in Atlanta, USA. By traveling and participating in industry events, we can truly interact with our customers and partners. We are very much looking forward to taking the Safeture solution on the road again.

Magnus Hultman, CEO of Safeture

Lund, July 2022



## About Safeture AB

Safeture is a Swedish Software as a Service (SaaS) company that offers an advanced cloud-based open platform within the area ERCM (Employee Risk & Crisis Management). We offer medical-, risk- and security assistance providers the ability to effectively automate medical, safety and security processes by collecting risk information, employee location and facilitate communication - all in the same platform.

The Safeture platform covers the process from incident detection to the employee responses and everything in between.

## History

The Company was founded in 2009, triggered by the experience of the global SARS epidemic, the Indian Ocean tsunami and the Mumbai terror attacks, where lives could have been saved if people had been warned earlier and received more information. The company was listed in 2014.

## Overall Goal

To be the best-in-class technology platform for medical-, risk- and security assistance providers.

## Vision & Mission

Our vision is to save lives and to prevent harm by making risk, safety and security information available to users at the right time, no matter where they are. We will achieve this by providing the best platform and content that enables implementation of risk, safety and security processes and distribution of reliable information to individuals and organizations.

## Financial Targets Mid-term

- Average sales growth of at least 30% (year-on-year).
- Continuously improved margins from current level to above 80%
- Continuous growth of ARR with the aim to be profitable at an ARR of 65 MSEK.

## Sales & Strategy

Safeture's global sales strategy is to target assistance providers and offer them a best-in-class open platform for employee safety. The business model is SaaS, Software as a Service, where close to 100% of our revenue is recurring revenue. More than 80% of our revenue originates from customers in Europe, 15% from customers in the US and 5% from Southeast Asia.

## Research & Development

Research and development are prioritized areas within Safeture, and we operate in a market area that is still immature. The company invests continuously in research and development to maintain its technological lead. Thanks to a close cooperation with our partners, we develop and adapt our products continuously. The cutting-edge knowledge that we gather from the cooperation with our partners is used in our technical development to invent new solutions and keep our advantage in relation to our competitors.

## Risks & Uncertainties

Safeture is exposed to general business related and financially related risks. These risks are described more in detail in the Annual Report for 2021, available on the company's web page.

## Organization & Personnel

The average number of employees in the parent company during the first six months of 2022 amounted to 39 (38). The corresponding figure for the Group amounted to 39 (42).

## Financial Review - Q2 2022

### Revenue

Safeture has made a transformation to a full-scale SaaS business. For the past quarters recurring revenue coming from platform subscriptions has represented a vast majority of the revenue streams and Q2 is not an exception with 98% recurring revenue. Net revenue for the Group and the Parent company during Q2 amounted to 8 861 TSEK (6 600 TSEK), which is an increase of 34% compared to the same quarter last year.

### Result

The loss in Q2 2022 for the Group amounted to -4 292 (-5 648) TSEK. The loss for the Parent company amounted to -4 269 (-5 658) TSEK. Increased sales together with year-on-year gross margin improvements from 68% to 73% have a positive effect on the bottom line for Q2 2022 compared to last year. An increased installed user base together with a high portion of fixed cost for running the platform is setting the basis for continuing this positive trend going forward. Gross margins in absolute terms are higher than investments in sales and marketing for the fifth consecutive quarter, which implies higher ROI on the customer acquisition cost (CAC). Our next financial target is to reach profitability.

Operating expenses for Q2 are increasing with 1,4 MSEK year-on-year. Most of the increase is related to one-off expenses associated with preparing the platform to become risk intelligence agnostic. Travel expenses are also increasing which is entirely a post-pandemic effect.

### SaaS Metrics Development by Quarter

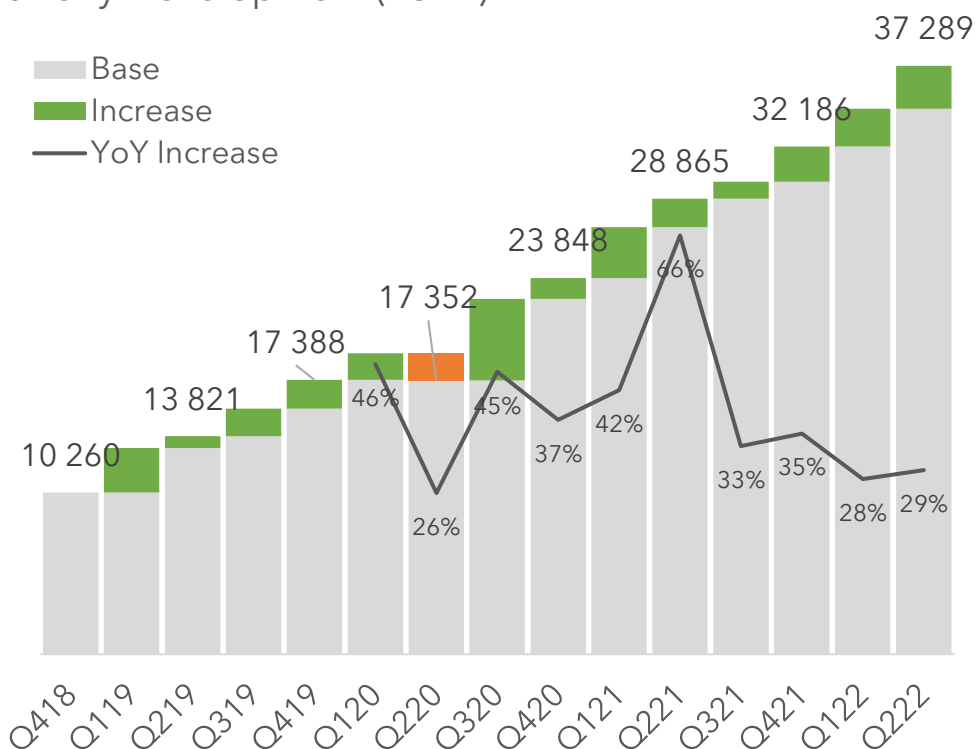
TSEK	Q420	Q121	Q221	Q321	Q421	Q122	Q222
Recurring Revenues	5 422	5 946	6 521	6 616	7 480	8 070	8 662
Recurring Revenues/ Total Revenues	85%	97%	99%	100%	100%	99%	98%
Annual Recurring Revenues (ARR)	23 848	27 061	28 865	29 942	32 186	34 576	37 289
Churn	0,0%	0,8%	0,3%	1,7%	3,0%	0,5%	1,0%
Net Revenue Retention (NRR)			100,4%	99,2%	102,4%	100,7%	101,6%

Recurring revenue amounted to 8 662 (6 521) TSEK, which represents 98% (99%) of the quarterly revenue and 33% increase year-on-year.

Annual recurring revenue (ARR) at the end of Q2 2022 increased to 37 289 (28 865) TSEK, which represents a year-on-year increase of 29%.

Revenue churn for Q2 was kept low at 1,0%. Upsell on existing clients offset the cancellations and downgrades which concluded the NRR at 101,6%.

### Annual Recurring Revenue (ARR) Trend Quarterly Development (TSEK)



### Liquidity

Cash in bank for the Group, as of June 30, 2022 amounts to 5 594 (28 052) TSEK, while cash in bank for the Parent company as of the same date amounts to 5 526 (27 952) TSEK. Q2 cash-flow for the Group and the Parent company amounts to -5 031 (- 4 210) TSEK and -5 014 (-4 200) TSEK respectively. Several clients are invoiced yearly in advance, at the time for the yearly subscription renewal, which implies cash flow fluctuations between the quarters. In Q1 Safeture entered into a financing agreement for the provision of loans of up to SEK 10 million with Safeture's largest shareholder Agarth AB holding.



## Investments

Q2 investments in intangible and tangible assets amounted to 2 022 (1 676) TSEK. The investment consists of capitalized platform development cost.

## Solidity

The solidity of the Group as of June 30, 2022 compared to last year decreased to 47,3 (67,6) %, while the solidity for the Parent company decreased to 47,5 (67,8) %.

## The Share

There is only one class of shares in Safeture AB. The shares of the Company are listed on Nasdaq First North Growth Market in Stockholm under the abbreviation, "SFTR". As of June 30, 2022, the Company has issued 30 113 110 (30 113 110) shares. The average number of shares for Q2 2022 amounted to 30 113 110 (27 813 110) shares.

## Share Options

On July 17<sup>th</sup>, 2019, a general meeting was held and decided on a directed issue of 742 500 share options of series 2019/2022A to employees and key personnel at Safeture AB. 670 880 share options were subscribed. The share options were issued at the price of 0,628 SEK per option. The subscription price for exercising the share options amounts to 7,91 SEK per option. The share options may be exercised during the period July 18<sup>th</sup>, 2022 - July 29, 2022. One (1) share option gives the right to subscribe for one (1) new share.

On July 17<sup>th</sup>, 2019, a general meeting was held and decided on a directed issue of 400 000 share options of series 2019/2022B to board members of Safeture AB. 400 000 share options were subscribed. The share options were issued at the price of 0,628 SEK per option. The subscription price for exercising the share options amounts to 7,91 SEK per option. The share options may be exercised during the period July 18<sup>th</sup>, 2022 - July 29, 2022. One (1) share option gives the right to subscribe for one (1) new share.

On June 4<sup>th</sup>, 2020, a general meeting was held and decided on a directed issue of 200 000 share options of series 2020/2023 to employees and key personnel at Safeture AB. 175 000 share options were subscribed. The share options were issued at the price of 1,56 SEK per option. The subscription price for exercising the share options amounts to 16,55 SEK per option. The share options may be exercised during the period June 5<sup>th</sup>, 2023 - June 15<sup>th</sup>, 2023. One (1) share option gives the right to subscribe for one (1) new share.

On May 20<sup>th</sup>, 2021, a general meeting was held and decided on a directed issue of 300 000 share options of series 2021/2024 to board members of Safeture AB. 300 000 share options were subscribed. The share options were issued at the price of 1,36 SEK per option. The subscription price for exercising the share options amounts to 15,72 SEK per option. The share options may be exercised during the period June 4<sup>th</sup>, 2024 - June 14<sup>th</sup>, 2024. One (1) share option gives the right to subscribe for one (1) new share.

On May 20<sup>th</sup>, 2021, a general meeting was held and decided on a directed issue of 50 000 share options of series 2021/2024 to key personnel at Safeture AB. 50 000 share options were subscribed. The share options were issued at the price of 1,36 SEK per option. The subscription price for exercising the share options amounts to 15,72 SEK per option. The share options may be exercised during the period June 4<sup>th</sup>, 2024 - June 14<sup>th</sup>, 2024. One (1) share option gives the right to subscribe for one (1) new share.

## Largest Shareholders

The schedule below shows the ten largest shareholders, and the number of shares they own in Safeture AB, as of June 30, 2022.

Shareholders	Amount of shares	%
Agartha AB	11 598 000	38,23%
Topline Capital	5 855 111	19,57%
Ninalpha AB	3 154 238	10,47%
Semmy Rölf	1 228 380	4,08%
Dragfast AB	1 000 000	3,32%
Emirates Advanced	960 374	3,19%
Johan Oredsson	740 050	2,46%
Flemming Breinholt (Chairman of the Board)	500 000	1,66%
Andreas Rodman (Former CEO)	471 600	1,57%
Joseph Aroyan	408 400	1,36%
Others	4 196 957	14,10%
TOTAL	30 113 110	100%

## Related party transactions

During the second quarter 2022 Flemming Breinholt, chairman of the board of Safeture AB, has received 100 TSEK as remuneration for management services.

## Other information

### General accounting principles

The Interim Report has been established in accordance with Årsredovisningslagen (1995:1554) and BFNAR 2012:1, Årsredovisning och koncernredovisning (K3). General accounting principles applied is coherent with the accounting principles used when establishing the 2021 Annual Report.

### Audit

The Interim Report has not been audited by the Company's auditors.

### Financial calendar

The company establish and publish a financial report every quarter. Upcoming reports are planned as per below:

- Q3 report 2022 2022-10-20
- Q4 report 2022 2023-02-15
- Q1 report 2023 2023-04-20

Previous reports are available on the company web page:

<https://investor.safeture.com/arsredovisningar-och-rapporter/>

### Certified Adviser

Erik Penser Bank AB is the Certified Adviser of Safeture.

Submission of Interim Report  
Lund July 2022  
Safeture AB (publ) - The Board

*Flemming Breinholt - Chairman of the Board*  
*Sofia Kinberg - Board Member*  
*Christian Lindgren - Board Member*  
*Pontus Kristiansson - Board Member*  
*Johannes Boson - Board Member*

For further information please contact CEO Magnus Hultman, +46 (0) 70 - 600 46 88, [magnus.hultman@safeture.com](mailto:magnus.hultman@safeture.com)

## The Group

The Group comprises the Parent company, including subsidiaries. On June 30<sup>th</sup>, 2022, the Parent company owned 100% of the shares in GWS Production (Singapore) Pte Ltd and 99,99% of the shares in GWS do Brasil Soluções e Sistemas Tecnológicos em Segurança Ltda.

## Summary of Income Statement

TSEK	Q2 2022	Q2 2021	2022-01-01 2022-06-30	2021-01-01 2021-06-30	2021-01-01 2021-12-31
Revenue	8 861	6 600	17 013	12 723	26 796
Own work capitalised	2 022	1 676	4 055	3 307	6 360
Other income	355	63	539	76	447
<b>Total revenue</b>	<b>11 237</b>	<b>8 339</b>	<b>21 607</b>	<b>16 106</b>	<b>33 603</b>
Operating costs	-14 298	-12 940	-28 147	-26 885	-52 655
Depreciation	-1 219	-1 017	-2 380	-1 980	-4 160
<b>Operative result</b>	<b>-4 280</b>	<b>-5 618</b>	<b>-8 920</b>	<b>-12 759</b>	<b>-23 212</b>
Financials					
Finance net	-12	-25	-34	-47	-80
<b>Result after financials</b>	<b>-4 292</b>	<b>-5 643</b>	<b>-8 954</b>	<b>-12 806</b>	<b>-23 292</b>
Tax	0	-4	-3	-11	-27
<b>Result after tax</b>	<b>-4 292</b>	<b>-5 648</b>	<b>-8 957</b>	<b>-12 817</b>	<b>-23 320</b>

## Summary of Financial Position

TSEK	2022-06-30	2022-03-31	2021-12-31
<b>Assets</b>			
Fixed assets			
Intangible assets	14 403	13 528	12 583
Tangible assets	935	1 007	1 082
Financial assets	1 047	1 354	1 354
<b>Total fixed assets</b>	<b>16 385</b>	<b>15 889</b>	<b>15 019</b>
<b>Current assets</b>			
Short term receivables	11 049	12 277	10 740
Cash and bank	5 594	10 625	18 065
<b>Total current assets</b>	<b>16 643</b>	<b>22 902</b>	<b>28 805</b>
<b>Total assets</b>	<b>33 028</b>	<b>38 791</b>	<b>43 824</b>
<b>Equity and liabilities</b>			
<b>Restricted equity</b>			
Share capital	2 409	2 409	2 409
Fund for development cost	13 817	12 917	11 948
<b>Non restricted equity</b>			
Share premium*	163 025	163 025	163 025
Retained earnings	-154 684	-153 768	-129 512
Result for the period	-8 957	-4 665	-23 318
Minority interest	0	0	0
<b>Total equity</b>	<b>15 610</b>	<b>19 918</b>	<b>24 552</b>
Total short-term liabilities	17 418	18 873	19 272
Total long-term liabilities	0	0	0
<b>Total equity and liabilities</b>	<b>33 028</b>	<b>38 791</b>	<b>43 824</b>

## Data per Share

	2022-04-01 2022-06-30	2021-04-01 2021-06-30	2022-01-01 2022-06-30	2021-01-01 2021-06-30	2021-01-01 2021-12-31
Number of shares before dilution (at period end)	30 113 110	30 113 110	30 113 110	30 113 110	30 113 110
Number of shares after dilution* (at period end)	31 708 990	32 502 990	31 708 990	32 502 990	31 708 990
Average number of shares before dilution	30 113 110	30 113 110	30 113 110	27 813 110	27 813 110
Average number of shares after dilution*	31 708 990	32 327 990	31 708 990	30 027 990	29 630 990
Number of shares at period end	30 113 110	30 113 110	30 113 110	30 113 110	30 113 110
Loss per share before dilution (calculated on average number of shares)	-0,14	-0,19	-0,30	-0,46	-0,84
Loss per share after dilution* (calculated on average number of shares)	-0,14	-0,17	-0,28	-0,43	-0,79

\* Dilution take into account total number of outstanding share options.

## Statement of Cash Flow

TSEK	2022-04-01 2022-06-30	2021-04-01 2021-06-30	2022-01-01 2022-06-30	2021-01-01 2021-06-30	2021-01-01 2021-12-31
Operating activities					
Operative result	-4 280	-5 618	-8 920	-12 759	-23 213
Adjustment for depreciation & other items	1 219	1 017	2 380	1 980	4 160
Interest received /paid	-12	-25	-37	-47	-107
Cash flow from changes in Working capital	-29	2 306	-1 718	2 645	4 160
Cash flow from operating activities	-3 102	-2 320	-8 295	-8 181	-15 000
Cash flow from investing activities	-2 022	-1 676	-4 055	-3 307	-6 360
Cash flow from financing activities	93	-214	-121	38 252	38 137
Cash flow the period	-5 031	-4 210	-12 471	26 764	16 777
Cash at the beginning of the period	10 625	32 262	18 065	1 288	1 288
Cash at the end of the period	5 594	28 052	5 594	28 052	18 065

## Summary of Changes in Equity

### Six months 2022

TSEK	Share capital	Fund for dev. costs	Share premium	Ret. earnings incl. loss for the period	Total equity
2022-01-01	2 409	11 948	163 025	-152 828	24 552
Issue new shares					0
Reposting	-	1 869	-	-1853	16
Loss for the period	-	-	-	-8 957	-8 957
2022-06-30	2 409	13 817	163 025	-163 638	15 610

### Full year 2021

TSEK	Share capital	Fund for dev. costs	Share premium	Ret. earnings incl. loss for the period	Total equity
2021-01-01	2 041	8 737	124 277	-126 301	8 755
Issue new shares	368		38 748		39 116
Reposting	-	3 211	-	-3209	2
Loss for the period	-	-	-	-23 318	-23 318
2021-12-31	2 409	11 948	163 025	-152 828	24 552

# The Parent Company

## Summary of Income Statement

TSEK	Q2 2022	Q2 2021	2022-01-01 2022-06-30	2021-01-01 2021-06-30	2021-01-01 2021-12-31
Revenue	8 860	6 600	17 012	12 722	26 796
Own work capitalised	2 022	1 676	4 055	3 307	6 360
Other income	355	63	539	76	447
Total revenue	11 237 	8 337	21 606	16 105	33 603
Operating costs	-14 277	-12 957	-28 108	-26 920	-52 701
Depreciation	-1 218	-1 016	-2 379	-1 979	-4 159
Operative result	-4 257	-5 635	-8 881 	-12 793	-23 257
Financials					
Finance Net	-10	-24	-32	-44	-108
Result after financials	-4 269	-5 658	-8 914	-12 837	-23 365
Tax	0	0	0 	0	0
Result after tax	-4 269	-5 658	-8 914	-12 837	-23 365



## Summary of Financial Position

TSEK	2022-06-30	2022-03-31	2021-12-31
<b>Assets</b>			
Fixed assets			
Intangible assets	14 403	13 528	12 583
Tangible assets	935	1 007	1 079
Financial assets	1 135	1 442	1 442
<b>Total fixed assets</b>	<b>16 473</b>	<b>15 977</b>	<b>15 104</b>
<b>Current assets</b>			
Short term receivables	11 056	12 262	10 720
Cash and bank	5 526	10 540	17 984
<b>Total current assets</b>	<b>16 582</b>	<b>22 802</b>	<b>28 704</b>
<b>Total assets</b>	<b>33 055</b>	<b>38 778</b>	<b>43 806</b>
<b>Equity and liabilities</b>			
<b>Restricted equity</b>			
Share capital	2 409	2 409	2 409
Fund for development cost	13 817	12 917	11 948
<b>Non restricted equity</b>			
Share premium*	163 025	163 025	163 025
Retained earnings	-154 637	-153 738	-129 404
Result for the period	-8 914	-4 645	-23 365
Minority interest	0	0	0
<b>Total equity</b>	<b>15 700</b>	<b>19 968</b>	<b>24 613</b>
Total short-term liabilities	17 355	18 810	19 192
Total long-term liabilities	0	0	0
<b>Total equity and liabilities</b>	<b>33 055</b>	<b>38 778</b>	<b>43 806</b>

\* Direct issue in January 2021 of 4,6 million shares at 8,40 SEK each.

## Data per Share

	2022-04-01 2022-06-30	2021-04-01 2021-06-30	2022-01-01 2022-06-30	2021-01-01 2021-06-30	2021-01-01 2021-12-31
Number of shares before dilution (at period end)	30 113 110	30 113 110	30 113 110	30 113 110	30 113 110
Number of shares after dilution* (at period end)	31 708 990	32 502 990	31 708 990	32 502 990	31 708 990
Average number of shares before dilution	30 113 110	30 113 110	30 113 110	27 813 110	27 813 110
Average number of shares after dilution*	31 708 990	32 327 990	31 708 990	30 027 990	29 630 990
Number of shares at period end	30 113 110	30 113 110	30 113 110	30 113 110	30 113 110
Loss per share before dilution (calculated on average number of shares)	-0,14	-0,19	-0,30	-0,46	-0,84
Loss per share after dilution* (calculated on average number of shares)	-0,13	-0,18	-0,28	-0,43	-0,79

\* Dilution take into account total number of outstanding share options.

## Statement of Cash Flow

TSEK	2022-04-01 2022-06-30	2021-04-01 2021-06-30	2022-01-01 2022-06-30	2021-01-01 2021-06-30	2021-01-01 2021-12-31
Operating activities					
Operative result	-4 257	-5 635	-8 881	-12 793	-23 257
Adjustment for depreciation & other items	1 218	1 016	2 379	1 979	4 125
Interest received /paid	-10	-24	-32	-44	-74
Cash flow from changes in working capital	-36	2 333	-1 748	2 637	4 185
Cash flow from operating activities	-3 085	-2 310	-8 282	-8 221	-15 021
Cash flow from investing activities	-2 022	-1 676	-4 055	-3 307	-6 360
Cash flow from financing activities	93	-214	-121	38 252	38 137
Cash flow of the period	-5 014	-4 200	-12 458	26 724	16 756
Cash at the beginning of the period	10 540	32 152	17 984	1 228	1 228
Cash at the end of the period	5 526	27 952	5 526	27 952	17 984

## Summary of Changes in Equity

### Six months 2022

TSEK	Share capital	Fund for development costs	Share premium	Ret. earnings incl. loss for the period	Total equity
2022-01-01	2 409	11 948	163 025	-152 770	24 613
Issue new shares	0		0		0
Reposting	-	1 869	-	-1869	0
Loss for the period	-	-	-	-8 914	-8 914
2022-06-30	2 409	13 817	163 025	-163 553	15 700

### Full year 2021

TSEK	Share capital	Fund for development costs	Share premium	Ret. earnings incl. loss for the period	Total equity
2021-01-01	2 041	8 737	124 277	-126 194	8 861
Issue new shares	368		38 748		39 116
Reposting	-	3211		-3211	0
Loss for the period	-	-	-	-23 365	-23 365
2021-12-31	2 409	11 948	163 025	-152 770	24 613

## Definitions Key Metrics

### Recurring Revenue

The portion of revenue that is expected to continue in the future.

### Annual Recurring Revenue (ARR)

The recurring revenue expected for the coming 12 month, including contracted orders affecting coming quarters.

### Recurring Revenue %

The recurring revenue share of total net sales.

### Churn %

Percentage of recurring revenue related to cancellation / downgrading within the quarter in relation to total recurring revenue for the same period.

### Gross Margin

Revenue generated less the cost to run the platform.

### Gross Margin %

Gross Margin in relation to total revenue.

### Customer Acquisition Cost (CAC)

Cost to acquire new customers & grow existing customers. For Safeture this represents total investment within sales & marketing.

### Gross Margin / CAC Ratio (%)

The gross margin in relation to the CAC investment.

### Net Revenue Retention (NRR)

The percentage of recurring revenue retained from existing customers over a given time incl. upgrades, downgrades, and cancellations.



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