



## Interim Report - Q3 2022

Safeture delivers above growth target - on track towards profitability

- Annual recurring revenue (ARR) growth of 34% to 40,1 MSEK.
- Recurring revenue amounts to 9,2 MSEK compared to 6,6 MSEK last year (+39%).
- Gross margin % in Q3 improves to 74%.
- Operative result improves with +2,5 MSEK compared to last year. Bottom-line result at -31% of net sales compared to -81% one year ago.

# Summary of Interim Report

## The Group

### First nine months (2022-01-01 to 2022-09-30)

- Net revenue amounted to 26 242 (19 344) TSEK, an increase of +36% compared to the same period last year.
- Loss after financials amounted to -11 816 (-18 162) TSEK.
- Loss per share before dilution amounted to -0,39 (-0,65) SEK.
- Loss per share after dilution amounted to -0,37 (-0,60) SEK.

### Third quarter (2022-07-01 to 2022-09-30)

- Net revenue amounted to 9 229 (6 621) TSEK, an increase of 39% compared to the same period last year.
- Loss after financials amounted to -2 859 (-5 345) TSEK.
- Loss per share before dilution amounted to -0,09 (-0,18) SEK.
- Loss per share after dilution amounted to -0,09 (-0,16) SEK.  
The solidity amounted to 34 (71) %.

## SaaS Traction

### Third quarter (2022-07-01 to 2022-09-30)

- Annual recurring revenue (ARR) at the end of Q3 2022 reached 40 085 (29 942) TSEK, a year-on-year increase of +34%.
- Recurring revenue increased 39% to 9 218 (6 616) TSEK, which represents 100% (100%) of the quarterly revenue.
- Churn for the quarter was 0,2%.
- Net revenue retention was 100,5%.

## Significant events during the third quarter, 2022.

- The Safeture Board of Directors decides on rights issue which will raise 27,1 MSEK. The rights issue is fully guaranteed by Safeture's top three owners, Agarth AB, Topline Capital and Ninalpha AB. Price per share is 3 SEK/share. 10 shares will give the owner the right to buy 3 new shares.
- Safeture is partnering with Falck Global Assistance & Aeger Group and wins agreement with Innovation Norway.
- Safeture takes a major step into the French market and signs a partnership agreement with Amarante International, one of France's leading providers of security advisory and management services.
- Exlog Global, a risk solution partner to Safeture, has signed a new agreement with a large US-based engineering company to integrate Safeture's platform as part of a global travel risk program.



## Message from the CEO Magnus Hultman

### “Safeture delivers above growth target - on track towards profitability”

For the third quarter of 2022, Safeture delivered above growth target with an ARR growth of 34%, reaching 40 MSEK. Sales for the quarter increased with 39% to 9,2 MSEK. Operational losses compared to last year were -2,8 MSEK (-30%), which meant losses were halved and was a strong indication that we are on the right track towards profitability. The main reason behind the positive development is increased sales and higher gross margin. At the same time, operating expenses were flat compared to last year and profited from strengthened USD and EUR versus the SEK. Thus, there is a clear road to profitability, which is crucial in these financial unstable times.

### Partner strategy generates inflow of new clients/users/customers

The third quarter can be quite challenging operationally, but the large inflow of new strong medical and security assistance partners helped us navigate this quarter. Among the new partners are JDMT Medical in Switzerland, Defensive IT solutions in Denmark, XSEC Global in Spain and IMG in the USA.

Our growing partner network has brought many new clients. Actually, 100 % of new sales in the quarter came from our partner network, which is a solid proof of our positioning strategy. We are the leading global independent provider of mobility risk management and employee safety technology to medical and security assistance companies, keeping

the partner's business safe and their customer's employees even safer. Our new partner IMG, International Medical Group, is worth highlighting. They are a US-based company working with medical assistance and have global coverage with customer members in 190 countries. As of the first month of cooperation, we are already in joint tender processes, with Safeture as the technology provider.

## Broad and agnostic approach favors partners' options

As mentioned last quarter, we launched our risk intelligence agnostic approach, letting our partners decide which risk intelligence provider should be the default. MAX-Security was first and was followed by Riskline, with whom we just signed a cooperation agreement. As global insecurity and risk increase the complexity of decision-making, we will continue to broaden the risk intelligence offering for our partners and their clients.

## Secured funding

As announced end of September, Safeture will carry out a rights issue and secure 27 MSEK, guaranteed by the three largest shareholders. The aim is to make further investments in our platform and cover ongoing costs until we reach an ARR of approximately 65 MSEK, which is the level Safeture needs to reach to be cash flow positive.

Despite the current geopolitical uncertainties and grim investment climate, we have entered the fourth quarter with confidence. In the last few days, we have signed a new intelligence provider to our open-source platform whilst our US partner Exlog has signed a new client where our solution will be integrated in their platform. We move forward with an optimistic outlook regarding our growth, position and offering, with several important product launches still ahead in the coming months.

Magnus Hultman, CEO of Safeture

Lund, October 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 nine months of 2022 amounted to 37 (40). The corresponding figure for the Group amounted to 37 (41).

## Financial Review – Q3 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 Q3 is not an exception with 100% recurring revenue. Net revenue for the Group and the Parent company during Q3 amounted to 9 229 TSEK (6 621 TSEK), which is an increase of 39% compared to the same quarter last year.

Since end of 2021, the entire organisation has been fully focused on planning, developing, marketing and selling the best possible platform to partners within medical and risk/security assistance services. In Q3, 100% of both new business and upsell was originated from this customer segment.

### Result

The loss in Q3 2022 for the Group amounted to -2 859 (-5 345) TSEK. The loss for the Parent company amounted to -2 847 (-5 350) TSEK. Losses are decreasing quarter by quarter and in Q3 the loss in relation to net sales reached -31%, which is to be compared to Q3 last year of -81%.

Increased sales together with year-on-year gross margin improvements from 68% to 74% have a positive effect on the bottom line for Q3 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.

Operating expenses for Q3 are on par with the expense level last year. An increase in marketing investment connected to the GSX event in Atlanta was offset by lower salary cost and favourable FX effects.

Gross margins in absolute terms are higher than investments in sales and marketing for the six consecutive quarter, which implies higher ROI on the customer acquisition cost (CAC). Our next financial target is to reach profitability.



## SaaS Metrics Development by Quarter

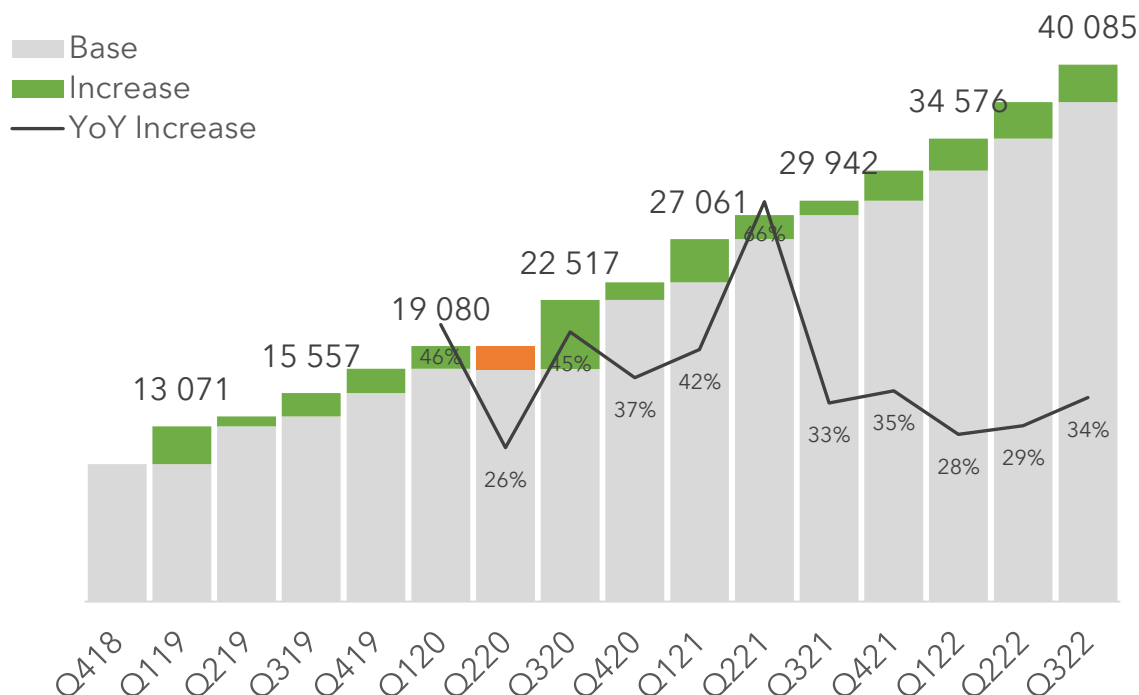
TSEK	Q121	Q221	Q321	Q421	Q122	Q222	Q322
Recurring Revenues	5 946	6 521	6 616	7 480	8 070	8 662	9 218
Recurring Revenues/ Total Revenues	97%	99%	100%	100%	99%	98%	100%
Annual Recurring Revenues (ARR)	27 061	28 865	29 942	32 186	34 576	37 289	40 085
Churn	0,8%	0,3%	1,7%	3,0%	0,5%	1,0%	0,2%
Net Revenue Retention (NRR)		100,4%	99,2%	102,4%	100,7%	101,6%	100,5%

Recurring revenue amounted to 9 218 (6 616) TSEK, which represents 100% (100%) of the quarterly revenue and 39% increase year-on-year.

Annual recurring revenue (ARR) at the end of Q3 2022 increased to 40 085 (29 942) TSEK, which represents a year-on-year increase of 34%.

Revenue churn for Q3 was kept at a minimum of 0,2%. Upsell on existing clients offset the cancellations and downgrades which concluded the NRR at 100,5%.

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



## Liquidity

Cash in bank for the Group, as of September 30, 2022 amounts to 6 003 (21 126) TSEK, while cash in bank for the Parent company as of the same date amounts to 5 945 (21 046) TSEK. Q3 cash-flow for the Group and the Parent company amounts to +409 (- 6 926) TSEK and +419 (-6 906) 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 10 MSEK with Safeture's largest shareholder Agartha AB. During Q3 Safeture has utilized 5 MSEK of the loan provision.

## Investments

Q3 investments in intangible and tangible assets amounted to 1 603 (1 283) TSEK. The investment consists of capitalized platform development cost.

## Solidity

The solidity of the Group as of September 30, 2022 compared to last year decreased to 33,9 (70,7) %, while the solidity for the Parent company decreased to 34,1 (70,7) %.

## The Share

There is only one class of shares in Safeture AB. The company shares are listed on Nasdaq First North Growth Market in Stockholm under the abbreviation, "SFTR". As of September 30, 2022, the Company has issued 30 113 110 (30 113 110) shares. The average number of shares for Q3 2022 amounted to 30 113 110 (30 113 110) shares.

## Share Options

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.

On May 19<sup>th</sup>, 2022, a general meeting was held and decided on a directed issue of 400 000 share options of series 2022/2025 to board members of Safeture AB. The option program has not yet been executed. Information about how many options were subscribed, option price and exercise period till follow.

On May 19<sup>th</sup>, 2022, a general meeting was held and decided on a directed issue of 600 000 share options of series 2022/2025 to employees and key personnel at Safeture AB. The option program has not yet been executed. Information about how many options were subscribed, option price and exercise period till follow.

## Largest Shareholders

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

Shareholders	Amount of shares	%
Agartha AB	11 598 000	38,51%
Topline Capital	5 880 075	19,53%
Ninalpha AB	3 154 238	10,47%
Semmy Rölf	1 228 380	4,08%
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)	473 900	1,57%
Dragfast AB	446 000	1,48%
Joseph Aroyan	411 961	1,37%
Others	4 720 132	15,67%
TOTAL	30 113 110	100%

## Related party transactions

During the third 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:

- Q4 report 2022 2023-02-15
- Q1 report 2023 2023-04-20
- Q2 report 2023 2023-07-20

Previous reports are available on the company web page:

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

### Certified Adviser

Erik Penser Bank AB is the Certified Adviser of Safeture.

Submission of Interim Report  
Lund October 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 September 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	Q3 2022	Q3 2021	2022-01-01 2022-09-30	2021-01-01 2021-09-30	2021-01-01 2021-12-31
Revenue	9 229	6 621	26 242	19 344	26 796
Own work capitalised	1 603	1 283	5 658	4 590	6 360
Other income	438	0	977	76	447
Total revenue	11 270	7 904	32 877	24 010	33 603
Operating costs	-12 830	-12 162	-40 977	-39 047	-52 655
Depreciation	-1 245	-1 065	-3 625	-3 045	-4 160
Operative result	-2 805	-5 323	-11 724	-18 082	-23 212
Financials					
Finance net	-55	-17	-89	-64	-80
Result after financials	-2 860	-5 340	-11 813	-18 146	-23 292
Tax	0	-5	-3	-16	-27
Result after tax	-2 859	-5 345	-11 816	-18 162	-23 320

## Summary of Financial Position

TSEK	2022-09-30	2022-06-30	2022-03-31	2021-12-31
<b>Assets</b>				
<b>Fixed assets</b>				
Intangible assets	14 832	14 403	13 528	12 583
Tangible assets	863	935	1 007	1 082
Financial assets	428	1 047	1 354	1 354
<b>Total fixed assets</b>	<b>16 123</b>	<b>16 385</b>	<b>15 889</b>	<b>15 019</b>
<b>Current assets</b>				
Short term receivables	15 338	11 049	12 277	10 740
Cash and bank	6 003	5 594	10 625	18 065
<b>Total current assets</b>	<b>21 341</b>	<b>16 643</b>	<b>22 902</b>	<b>28 805</b>
<b>Total assets</b>	<b>37 464</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	2 409
Fund for development cost	14 271	13 817	12 917	11 948
<b>Non restricted equity</b>				
Share premium*	162 979	163 025	163 025	163 025
Retained earnings	-155 139	-154 684	-153 768	-129 512
Result for the period	-11 816	-8 957	-4 665	-23 318
Minority interest	0	0	0	0
<b>Total equity</b>	<b>12 704</b>	<b>15 610</b>	<b>19 918</b>	<b>24 552</b>
<b>Total short-term liabilities**</b>	<b>24 760</b>	<b>17 418</b>	<b>18 873</b>	<b>19 272</b>
<b>Total long-term liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total equity and liabilities</b>	<b>37 464</b>	<b>33 028</b>	<b>38 791</b>	<b>43 824</b>

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

\*\* As of Q3 2022, short-term liabilities include a 5 MSEK short-term loan from Agartha AB.

## Data per Share

	2022-07-01 2022-09-30	2021-07-01 2021-09-30	2022-01-01 2022-09-30	2021-01-01 2021-09-30	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)	31 638 110	32 502 990	31 638 110	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*	31 673 550	32 502 990	31 673 550	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)	-0,09	-0,18	-0,39	-0,65	-0,84
Loss per share after dilution* (calculated on average number of shares)	-0,09	-0,16	-0,37	-0,60	-0,79

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

## Statement of Cash Flow

TSEK	2022-07-01 2022-09-30	2021-07-01 2021-09-30	2022-01-01 2022-09-30	2021-01-01 2021-09-30	2021-01-01 2021-12-31
Operating activities					
Operative result	-2 804	-5 323	-11 724	-18 082	-23 213
Adjustment for depreciation & other items	1 245	1 065	3 625	3 045	4 160
Interest received /paid	-55	-17	-92	-64	-107
Cash flow from changes in Working capital	-1 778	-1 629	-3 496	1 016	4 160
Cash flow from operating activities	-3 392	-5 904	-11 687	-14 085	-15 000
Cash flow from investing activities	-1 603	-1 283	-5 658	-4 590	-6 360
Cash flow from financing activities	5 404	261	5 283	38 513	38 137
Cash flow the period	409	-6 926	-12 062	19 838	16 777
Cash at the beginning of the period	5 594	28 052	18 065	1 288	1 288
Cash at the end of the period	6 003	21 126	6 003	21 126	18 065

## Summary of Changes in Equity

### Nine 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	-	2 324	-	-2356	-32
Loss for the period	-	-	-	-11 816	-11 816
2022-09-30	2 409	14 272	163 025	-167 000	12 704

### Nine months 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		38 272		38 640
Reposting	-	2 432	-	-2432	0
Loss for the period	-	-	-	-18 162	-18 162
2021-09-30	2 409	11 169	162 549	-146 895	29 232



# The Parent Company

## Summary of Income Statement

TSEK	Q3 2022	Q3 2021	2022-01-01 2022-09-30	2021-01-01 2021-09-30	2021-01-01 2021-12-31
Revenue	9 230	6 622	26 242	19 344	26 796
Own work capitalised	1 603	1 283	5 658	4 590	6 360
Other income	438	0	977	76	447
<b>Total revenue</b>	<b>11 271</b>	<b>7 904</b>	<b>32 877</b>	<b>24 009</b>	<b>33 603</b>
Operating costs	-12 818	-12 174	-40 926	-39 094	-52 701
Depreciation	-1 246	-1 065	-3 625	-3 044	-4 159
<b>Operative result</b>	<b>-2 792</b>	<b>-5 336</b>	<b>-11 674</b>	<b>-18 129</b>	<b>-23 257</b>
Financials					
Finance Net	-55	-15	-87	-59	-108
<b>Result after financials</b>	<b>-2 847</b>	<b>-5 350</b>	<b>-11 761</b>	<b>-18 187</b>	<b>-23 365</b>
Tax	0	0	0	0	0
<b>Result after tax</b>	<b>-2 847</b>	<b>-5 350</b>	<b>-11 761</b>	<b>-18 187</b>	<b>-23 365</b>

## Summary of Financial Position

TSEK	2022-09-30	2022-06-30	2022-03-31	2021-12-31
<b>Assets</b>				
<b>Fixed assets</b>				
Intangible assets	14 832	14 403	13 528	12 583
Tangible assets	863	935	1 007	1 079
Financial assets	516	1 135	1 442	1 442
<b>Total fixed assets</b>	<b>16 211</b>	<b>16 473</b>	<b>15 977</b>	<b>15 104</b>
<b>Current assets</b>				
Short term receivables	15 346	11 056	12 262	10 720
Cash and bank	5 945	5 526	10 540	17 984
<b>Total current assets</b>	<b>21 291</b>	<b>16 582</b>	<b>22 802</b>	<b>28 704</b>
<b>Total assets</b>	<b>37 501</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	2 409
Fund for development cost	14 271	13 817	12 917	11 948
<b>Non restricted equity</b>				
Share premium*	162 979	163 025	163 025	163 025
Retained earnings	-155 093	-154 637	-153 738	-129 404
Result for the period	-11 761	-8 914	-4 645	-23 365
Minority interest	0	0	0	0
<b>Total equity</b>	<b>12 805</b>	<b>15 700</b>	<b>19 968</b>	<b>24 613</b>
<b>Total short-term liabilities**</b>	<b>24 696</b>	<b>17 355</b>	<b>18 810</b>	<b>19 192</b>
<b>Total long-term liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total equity and liabilities</b>	<b>37 501</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.

\*\* As of Q3 2022, short-term liabilities include a 5 MSEK short-term loan from Agartha AB.

## Data per Share

	2022-07-01 2022-09-30	2021-07-01 2021-09-30	2022-01-01 2022-09-30	2021-01-01 2021-09-30	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)	31 638 110	32 502 990	31 638 110	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*	31 673 550	32 502 990	31 673 550	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)	-0,09	-0,18	-0,39	-0,65	-0,84
Loss per share after dilution* (calculated on average number of shares)	-0,09	-0,16	-0,37	-0,61	-0,79

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

## Statement of Cash Flow

TSEK	2022-07-01 2022-09-30	2021-07-01 2021-09-30	2022-01-01 2022-09-30	2021-01-01 2021-09-30	2021-01-01 2021-12-31
Operating activities					
Operative result	-2 793	-5 336	-11 674	-18 129	-23 257
Adjustment for depreciation & other items	1 246	1 065	3 625	3 044	4 125
Interest received /paid	-55	-15	-87	-59	-74
Cash flow from changes in working capital	-1 780	-1 598	-3 528	1 039	4 185
Cash flow from operating activities	-3 382	-5 884	-11 664	-14 105	-15 021
Cash flow from investing activities	-1 603	-1 283	-5 658	-4 590	-6 360
Cash flow from financing activities	5 404	261	5 283	38 513	38 137
Cash flow of the period	419	-6 906	-12 039	19 818	16 756
Cash at the beginning of the period	5 526	27 952	17 984	1 228	1 228
Cash at the end of the period	5 945	21 046	5 945	21 046	17 984

## Summary of Changes in Equity

### Nine 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	-	2 324	-	-2371	-47,5
Loss for the period	-	-	-	-11 761	-11 761
2022-09-30	2 409	14 272	163 025	-166 902	12 805

### Nine months 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		38 272		38 640
Reposting	-	2432		-2432	0
Loss for the period	-	-	-	-18 187	-18 187
2021-09-30	2 409	11 169	162 549	-146 813	29 314

## 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.



Safeture AB (publ.)

Kung Oskars Väg 11C  
222 35 Lund

046 - 38 67 50  
[www.safeture.com](http://www.safeture.com)