



Interim Report Q3 2023

“On the edge of turning the profit corner”



Q3 Highlights

“On the edge of turning the profit corner”

- Annual recurring revenue (ARR) growth of +26% to 50,3 MSEK.
- Recurring revenue amounts to 12,3 MSEK compared to 9,2 MSEK last year (+33%).
- EBIT improvement year-on-year of 2,3 MSEK, reaching -0,6 MSEK.
- Bottom-line result at -4% of net sales compared to -31% one year ago.
- Quarterly churn at 0,5%
- Yearly NRR at 113%



Safeture

Summary of Interim Report

Classics

First nine months (2023-01-01 to 2023-09-30)

- Net revenue amounted to 34 182 (26 242) TSEK (+30%).
- Loss after financials amounted to -4 639 (-11 816) TSEK.
- Loss per share before dilution amounted to -0,12 (-0,39) SEK.
- Loss per share after dilution amounted to -0,11 (-0,37) SEK.

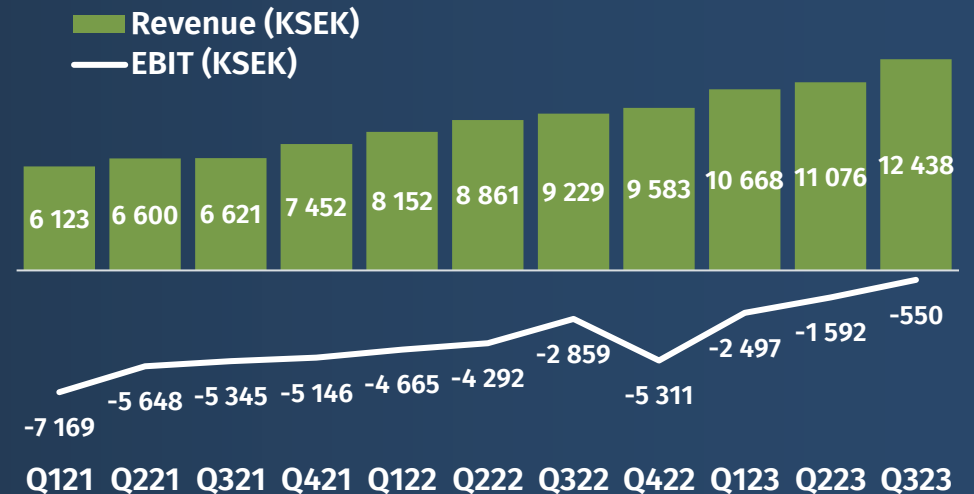
Third quarter (2023-07-01 to 2023-09-30)

- Net revenue amounted to 12 438 (9 229) TSEK (+35%).
- Loss after financials amounted to -550 (-2 859) TSEK.
- Loss per share before dilution amounted to -0,01 (-0,09) SEK.
- Loss per share after dilution amounted to -0,01 (-0,09) SEK.

SaaS Traction

Third quarter (2023-07-01 to 2023-09-30)

- Annual recurring revenue (ARR) at the end of Q3 2023 reached 50 332 (40 085) TSEK, a year-on-year increase of +26%.
- Recurring revenue increased +33% to 12 262 (9 218) TSEK, which represents 99% (100%) of the quarterly revenue.
- Churn for the quarter was 0,5%.
- Net revenue retention (NRR) was 113%.



Message from the CEO

“On the edge of turning the profit corner”

Financial performance and progress towards profitability

The third quarter was a typical “summer quarter”. The number of opportunities was promising but didn’t materialize to the extent we wanted, bringing the Annual Recurring Revenue (ARR) to 50,3 MSEK, an increase of +26% year-on-year. Due to a higher order intake in Q2, sales increased by 35% from Q3 last year, reaching 12,4 MSEK. The Net Revenue Retention (NRR) was 113%, of which quarterly churn was a mere 0,5 %. A very healthy number.

Continuous improvement in the gross margin combined with strict expense control helped us to get close to our short-term target of reaching profitability. Safeture is now on the verge of reaching profitability.

The partner base brought in 100 % of new ARR. The importance of continuing to work on our partner positioning is evident and will help us to continue to grow while maintaining our current cost structure.

Management team transitions

Last quarter, two key members of our management team, the CRO and the CFO, successfully transitioned to exciting opportunities in other tech companies. We commend their achievements in securing new, demanding roles in the industry. Having 2 members of the management team leaving could stress any CEO out, but with a great team effort, we pulled through. A new CRO, Andreas Granath is in place. Andreas has previously held senior sales positions at Qlik, NodeGraph, Readsoft and HP. In addition, we are excited to announce the appointment of our new CFO, Jessica Eberhagen. Jessica joins Safeture with extensive financial expertise acquired from her diverse background in business controller and leadership roles within multinational companies spanning various industries.

Scaling for Success: Navigating Complexity in Onboarding Projects

From spring up until now, Safeture has been engaged in several large onboarding projects with big partner clients. We know the drill, but the bigger they get, the more complex it becomes. Not only the sheer number of users but also the integrations requested, ranging from travel booking integrations, HR databases and single sign-on setups. It’s easy to believe that “just add more resources” is the answer, but we firmly believe that this is not the only solution. Instead, we focus on how we can scale our existing organization. We aim to have proper processes, clear documentation, the right tools and cross-functional knowledge sharing. It’s not a quick fix, and the most important thing is to have the mindset to continually improve how we do things.

Now it’s time for the last sprint of the year, where the objectives are crystal clear. Focus on costs, reach profitability, successfully onboard the new team members, and close deals.



Key Figures - Quarterly Trend

	21Q1	21Q2	21Q3	21Q4	22Q1	22Q2	22Q3	22Q4	23Q1	23Q2	23Q3
Sales	6 123	6 600	6 621	7 452	8 152	8 861	9 229	9 583	10 668	11 076	12 438
Cost of Sales	-1 957	-2 066	-2 051	-2 153	-2 263	-2 251	-2 413	-2 541	-2 648	-2 709	-2 742
Gross Margin	4 165	4 534	4 570	5 299	5 890	6 610	6 816	7 043	8 020	8 366	9 697
Gross Margin %	66%	69%	69%	71%	72%	75%	74%	73%	75%	76%	78%
OPEX	-11 974	-10 812	-10 111	-11 084	-11 402	-11 693	-9 977	-13 481	-11 340	-10 359	-10 338
Capitalization	1 631	1 677	1 283	1 770	2 033	2 022	1 603	2 457	2 194	1 840	1 421
Depreciation	-963	-1 017	-1 064	-1 115	-1 161	-1 219	-1 245	-1 296	-1 370	-1 437	-1 479
EBIT	-7 169	-5 648	-5 345	-5 146	-4 665	-4 292	-2 859	-5 311	-2 497	-1 592	-550
EBIT %	-117%	-86%	-81%	-69%	-57%	-48%	-31%	-55%	-23%	-14%	-4%
Cashflow - Operating Activities	-5 875	-2 320	-5 904	-955	-5 193	-3 102	-3 392	1 109	-3 185	519	-4 011
Cashflow - Investing Activities	-1 631	-1 676	-1 283	-1 770	-2 033	-2 022	-1 603	-2 457	-2 194	-1 840	-1 421
Cashflow - Financing Activities	38 426	-214	261	-336	-214	93	5 404	21 682	0	84	94
Cashflow	30 920	-4 210	-6 926	-3 061	-7 440	-5 031	409	20 334	-5 378	-1 237	-5 338
Cash	32 262	28 052	21 126	18 065	10 625	5 594	6 003	26 337	20 959	19 722	14 384
ARR	27 061	28 865	29 942	32 186	34 576	37 289	40 085	41 325	43 978	48 623	50 332
Churn	0,8%	0,3%	1,7%	3,0%	0,5%	1,0%	0,2%	5,5%	1,5%	1,9%	0,5%
NRR						119%	119%	110%	109%	116%	113%
Yearly Sales Growth	27%	39%	18%	17%	33%	34%	39%	29%	31%	25%	35%
Yearly ARR Growth	42%	66%	33%	35%	28%	29%	34%	28%	27%	30%	26%



Highlights & Significant Events

Significant events during Q3 2023

- There were no significant events during the quarter.

Highlight events during Q3 2023

- Linda Canivé, CFO at Safeture since 2019, decided to terminate her employment as she has accepted an offer from another technology company. Linda's last working day will be October 25th.

Highlight events after period close

- Safeture hires Andreas Granath as new CRO (Chief Revenue Officer), starting October 1st. Granath comes from a role as Director Customer Success Nordic at Qlik.
- Safeture hires Jessica Eberhagen as new CFO (Chief Finance Officer), starting January 1st. Eberhagen joins Safeture with broad financial experience from various business controller- and leadership positions in multinational companies operating in a number of different industries.



Safeture

About Safeture

About Safeture AB

Safeture is a Swedish Software as a Service (SaaS) company that offers an advanced 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.

History & Vision

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.

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 85% of our revenue originates from customers in Europe, 10% 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

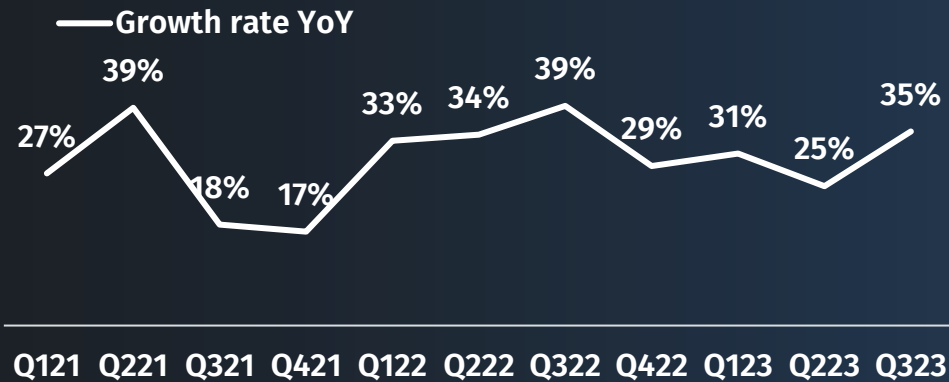
Safeture is exposed to general business related and financially related risks. These risks are described more in detail in the Annual Report for 2022, available on the company's web page.

Organization & Personnel

The average number of employees in the parent company during the nine months of 2023 amounted to 31 (36). The corresponding figure for the Group amounted to 31 (36).



Safeture Financial Review



Revenue

Net revenue for Q3 reached 12 438 TSEK (9 229 KSEK), an increase of +35% YoY and well above the financial target of 30%.

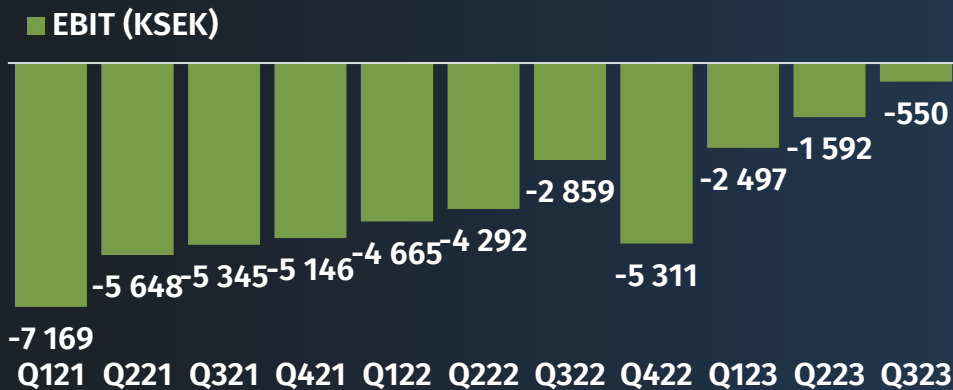
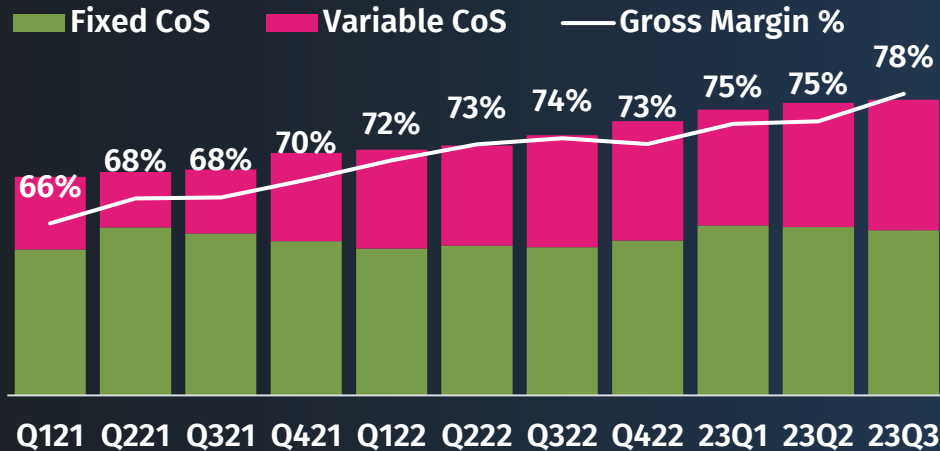
As communicated since the beginning of this year, we focus on delivering sustainable profitability and sacrificing short-term sales growth in favour of building a more resilient and profitable business over the long term. The entire organisation is fully focused on planning, developing, marketing and 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.

From a geographical perspective, the sales increase came from the partner network in Europe and in the US.



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Financial Review



Margins & Result

The gross margin in the quarter increased to 78%. The positive trend aligns with the forecast and financial targets communicated earlier. We still believe that Safeture will be able to achieve a gross margin of at least 80% in the short term.

The high portion of fixed cost related to running the platform in combination with a growing number of installed user base and invoiced licenses will continue to drive the positive trend.

Operating expenses are 0,4 MSEK higher than Q3 last year. Negative FX effect on the revaluation of the balance sheet combined with a cautious approach to potential customer losses are somewhat offset by lower external marketing investment and a tight travel expense budget.

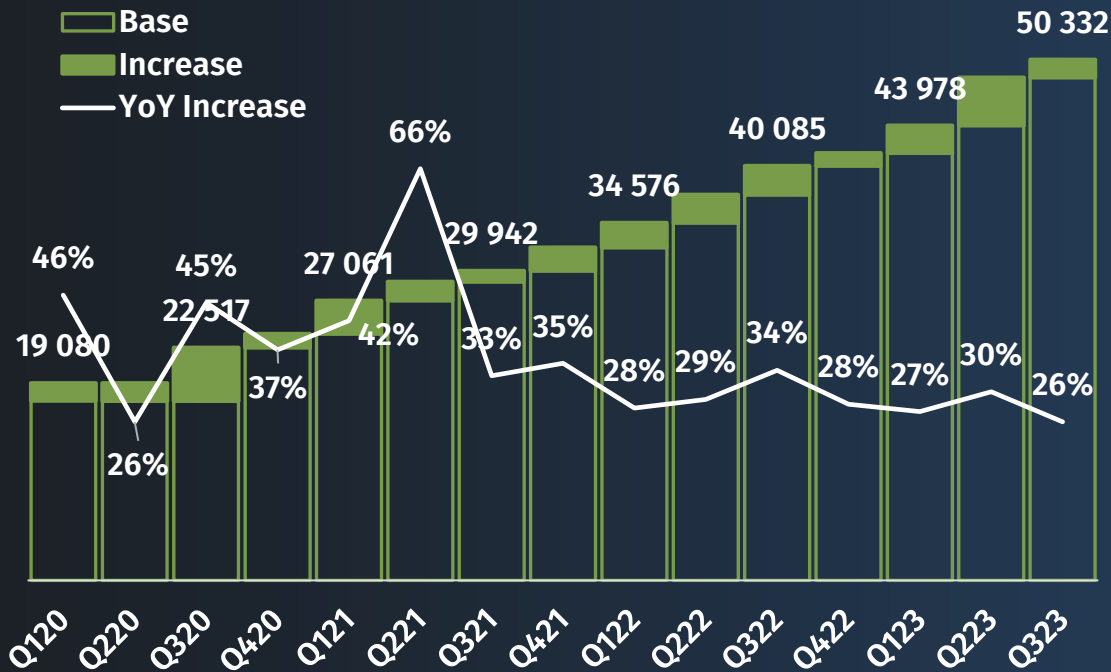
The EBIT result of -550 TSEK represents an improvement of 2 308 TSEK compared to last year. Increased revenue combined with improved gross margins improves EBIT % from -31% to -4%.



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SaaS Metrics

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



Annual Recurring Revenues (ARR)

The annual recurring revenue (ARR) grew to 50 332 TSEK, corresponding to a growth rate of 26% YoY and 4% QoQ.

Net growth in ARR compared to Q3 last year and previous quarter was 10 247 TSEK and 1 709 TSEK respectively.

New ARR order value originates 100% from the partner network.

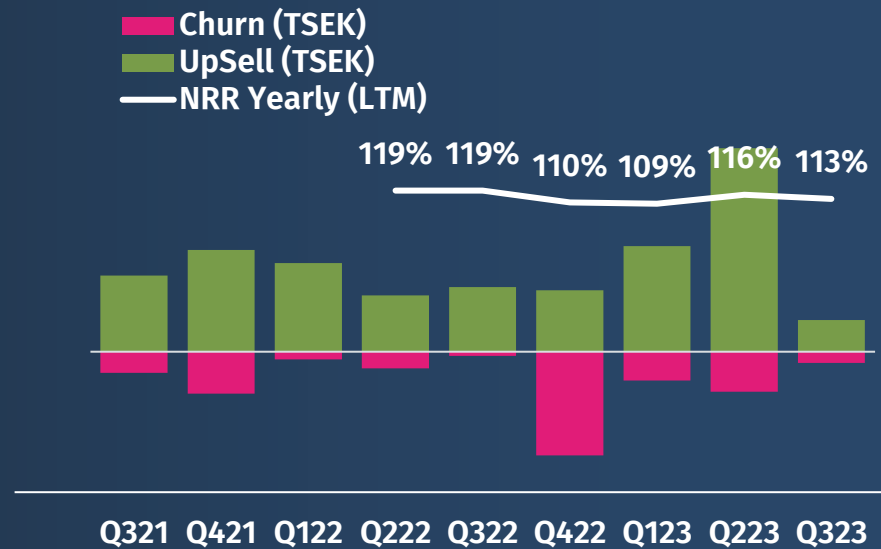
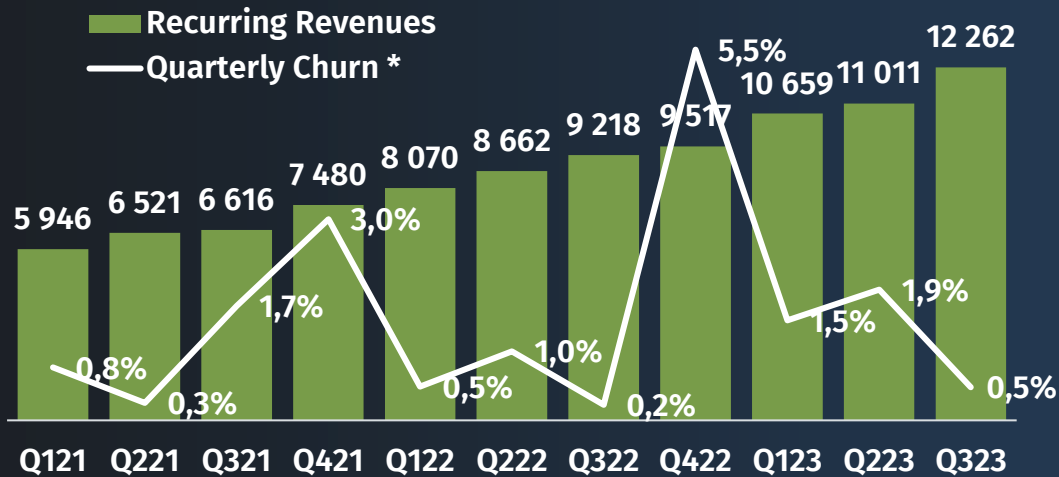


Safeture SaaS Metrics

TSEK	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q123	Q223	Q323
Recurring Revenues	5 946	6 521	6 616	7 480	8 070	8 662	9 218	9 517	10 659	11 011	12 262
Recurring Revenues/ Total Revenues	97%	99%	100%	100%	99%	98%	100%	99%	100%	99%	99%
Annual Recurring Revenues (ARR)	27 061	28 865	29 942	32 186	34 576	37 289	40 085	41 325	43 978	48 623	50 332
Quarterly Churn *	0,8%	0,3%	1,7%	3,0%	0,5%	1,0%	0,2%	5,5%	1,5%	1,9%	0,5%
Yearly Net Revenue Retention (NRR) **						119%	119%	110%	109%	116%	113%

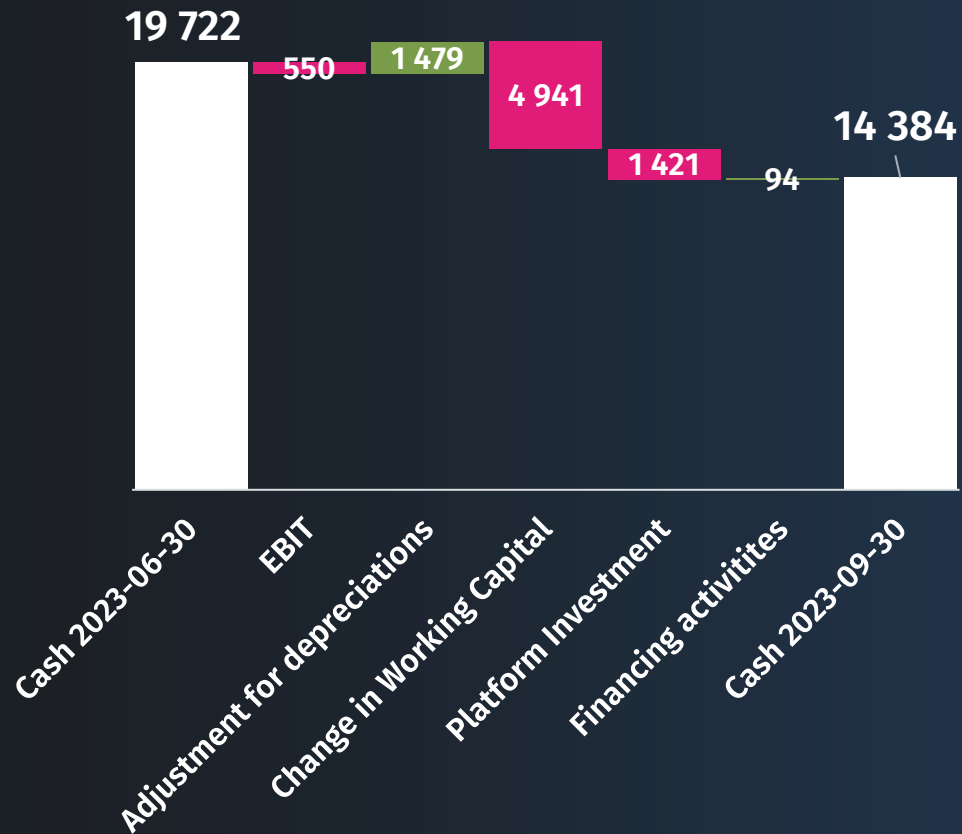
* One-time write-off of US client affecting churn with -4,4% in Q4.

** NRR recalculated to reflect sales via partner network as upsell. Safeture is invoicing the partner and the partner is doing the reselling to new end clients, i.e. upgrading the partner account.



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Cashflow



Liquidity

Cash in bank for the Group, as of September 30, 2023 amounts to 14 384 (6 003) TSEK. Q3 cash-flow for the Group amounts to -5 338 (+409) TSEK. The cashflow for Q3 2022 included a short-term loan of 5000 TSEK.

Many clients are invoiced yearly in advance, at the time for the yearly subscription renewal, which implies working capital fluctuations between the quarters. Q3 is a quarter with a higher portion of invoicing, which is anticipated to have a positive effect on the cashflow in Q4. Safeture still believes that the current cash level is sufficient to bring the company to profitability and a positive cash flow.

Investments

Q3 investments in intangible assets amounted to 1 421 (1 603) TSEK. The investment consists of capitalized platform development cost.

Solidity

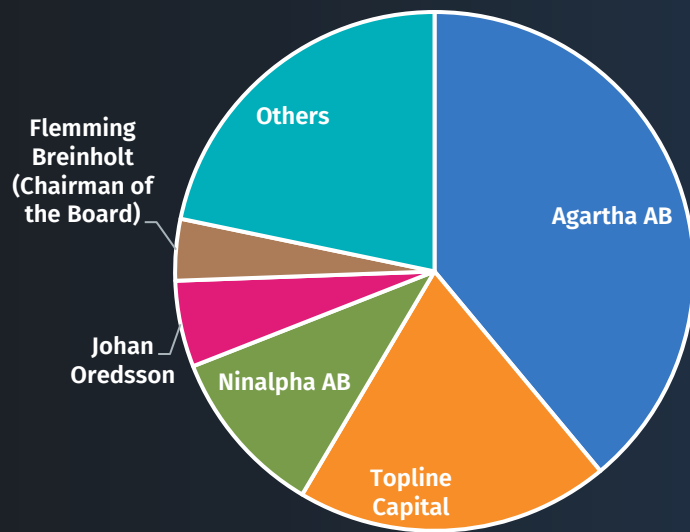
The solidity of the Group as of September 30, 2023 compared to last year increased to 55 (34) %.



The Safeture 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, 2023 the Company has issued 39 147 043 (30 113 110) shares. The average number of shares for Q3 2023 amounted to 39 147 043 (30 113 110) shares.

The schedule below shows the ten largest shareholders, and the number of shares they own in Safeture AB as of September 30, 2023.



	Amount of shares	%
Agartha AB	15 252 704	39,0%
Topline Capital	7 656 784	19,6%
Ninalpha AB	4 120 507	10,5%
Johan Oredsson	2 105 625	5,4%
Flemming Breinholt (Chairman of the Board)	1 500 000	3,8%
Semmy Rulf	1 228 380	3,1%
Emirates Advanced	960 374	2,5%
Joseph Aroyan	535 549	1,4%
Magnus Hultman (CEO)	505 171	1,3%
Client Omnibus	491 794	1,3%
Others	4 790 155	12,2%
TOTAL	39 147 043	100,0%



Share Options

Share Option Program 2021/2024

On May 20th, 2021, a general meeting was held and decided on a directed issue of 350 000 share options of series 2021/2024 to board members (300 000) and employees (50 000) at Safeture AB. 350 000 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 4th, 2024 – June 14th, 2024. One (1) share option gives the right to subscribe for one (1) new share.

Share Option Program 2022/2025

On May 19th, 2022, a general meeting was held and decided on a directed issue of 1 000 000 share options of series 2022/2025 to board members (400 000) and employees (600 000) at Safeture AB. 250 000 was subscribed by board member and 456 000 was subscribed by employees. The share options were issued at the price of 0,55 SEK per option. The subscription price for exercising the share options amounts to 4,88 SEK per option. The share options may be exercised during the period June 2nd – June 13th, 2025. One (1) share option gives the right to subscribe for one (1) new share.

Share Option Program 2023/2026

On May 25th, 2023, a general meeting was held and decided on a directed issue of 700 000 share options of series 2023/2026 to employees at Safeture AB. 170 000 was subscribed by employees. The share options were issued at the price of 0,99 SEK per option. The subscription price for exercising the share options amounts to 7,46 SEK per option. The share options may be exercised during the period June 8th – June 26th, 2026. One (1) share option gives the right to subscribe for one (1) new share.



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Other

Related Party Transactions

During the third quarter 2023 Flemming Breinholt, chairman of the board of Safeture AB, has received 100 TSEK as remuneration for management services.

The Group

The Group comprises the Parent company, including subsidiaries. On September 30, 2023, 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 Seguranca Ltda. Both subsidiaries are inactive and will be closed.

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 2022 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 Interim Report 2023	2023-02-14
Q1 Interim Report 2024	2024-04-19
Q2 Interim Report 2024	2024-07-19

Previous reports are available on the company web page:

<https://investor.safeture.com/financial-reports-presentations/>

Certified Adviser

Redeye is the Certified Adviser of Safeture.



Income Statement - Group

TSEK	Q3 2023	Q3 2022	2023-01-01 2023-09-30	2022-01-01 2022-09-30	2022-01-01 2022-12-31
Revenue	12 438	9 229	34 182	26 242	35 825
Own work capitalised	1 421	1 603	5 455	5 658	8 115
Other income	-199	438	196	977	647
Total revenue	13 661	11 270	39 834	32 877	44 587
Operating costs	-12 881	-12 830	-40 333	-40 977	-56 668
Depreciation	-1 479	-1 245	-4 286	-3 625	-4 921
Operative result	-700	-2 805	-4 786	-11 724	-17 002
Finance net	151	-55	147	-89	-123
Result after financials	-548	-2 859	-4 639	-11 813	-17 125
Tax	0	0	0	-3	-3
Result after tax	-548	-2 859	-4 639	-11 816	-17 127



Balance Statement - Group

Assets

TSEK	2023-09-30	2023-06-30	2022-12-31
Fixed Assets			
Intangible Assets	17 450	17 436	16 065
Tangible Assets	575	647	791
Financial Assets	0	0	0
Fixed Assets	18 025	18 083	16 856
Current Assets			
Short-term			
Receivables	20 860	11 625	8 407
Cash & bank	14 384	19 722	26 337
Current Assets	35 244	31 347	34 744
Assets	53 269	49 430	51 600

Equity & Liabilities

TSEK	2023-09-30	2023-06-30	2022-12-31
Equity & Liabilities			
Restricted Equity			
Share Capital	3 132	3 132	3 132
Fund for Dev. cost	16 988	16 949	15 529
Non-restricted Equity			
Share Premium	188 701	188 770	188 770
Retained Earnings	-174 938	-174 900	-156 403
Result for the period	-4 639	-4 089	-17 127
Minority interest	0	0	0
Equity	29 244	29 862	33 901
Short-term Liabilities	24 025	19 568	17 699
Long-term Liabilities	0	0	0
Equity & Liabilities	53 269	49 430	51 600



Safeture

Cashflow - Group

TSEK	2023-07-01 2023-09-30	2022-07-01 2022-09-30	2023-01-01 2023-09-30	2022-01-01 2022-09-30	2022-01-01 2022-12-31
Operative Result	-700	-2 804	-4 786	-11 724	-17 002
Adjustment for Depreciation & Other items	1 479	1 245	4 286	3 625	4 921
Interest Received /Paid	151	-55	147	-92	-129
Cashflow from changes in Working capital	-4 941	-1 778	-6 239	-3 496	1 632
Cashflow from Operating Activities	-4 011	-3 392	-6 592	-11 687	-10 578
Cashflow from Investing Activities	-1 421	-1 603	-5 455	-5 658	-8 115
Cashflow from Financing Activities	94	5 404	94	5 283	26 965
Cashflow for the period	-5 338	409	-11 953	-12 062	8 272
Cash at the beginning of the period	19 722	5 594	26 337	18 065	18 065
Cash at the end of the period	14 384	6 003	14 384	6 003	26 337



Data per Share – Group

	2023-07-01 2023-09-30	2022-07-01 2022-09-30	2023-01-01 2023-09-30	2022-01-01 2022-09-30	2022-01-01 2022-12-31
Number of shares before dilution (at period end)	39 147 043	30 113 110	39 147 043	30 113 110	39 147 043
Number of shares after dilution* (at period end)	40 373 043	30 638 110	40 373 043	30 638 110	40 378 043
Average number of shares before dilution	39 147 043	30 113 110	39 147 043	30 113 110	34 630 077
Average number of shares after dilution*	40 373 043	31 173 550	40 375 543	31 173 550	36 043 517
Number of shares at period end	39 147 043	30 113 110	39 147 043	30 113 110	39 147 043
Loss per share before dilution (calculated on average number of shares)	-0,01	-0,09	-0,12	-0,39	-0,49
Loss per share after dilution* (calculated on average number of shares)	-0,01	-0,09	-0,11	-0,37	-0,48

* Dilution reflect total number of outstanding share options.



Changes in Equity – Group

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	12 703
2023-01-01	3 132	15 529	188 770	-173 530	33 901
Issue new shares					0
Reposting	-	1 459	-	-1 475	-16
Loss for the period	-	-	-	-4 639	-4 639
2023-09-30	3 132	16 988	188 770	-179 646	29 244



Income Statement - Parent

TSEK	Q3 2023	Q3 2022	2023-01-01 2023-09-30	2022-01-01 2022-09-30	2022-01-01 2022-12-31
Revenue	12 438	9 230	34 182	26 242	35 826
Own work capitalised	1 421	1 603	5 455	5 658	8 115
Other income	-199	438	196	977	647
Total revenue	13 660	11 271	39 833	32 877	44 587
Operating costs	-12 881	-12 818	-40 333	-40 926	-56 559
Depreciation	-1 479	-1 246	-4 286	-3 625	-4 921
Operative result	-700	-2 792	-4 786	-11 674	-16 893
Finance Net	151	-55	147	-87	-162
Result after financials	-549	-2 847	-4 639	-11 761	-17 055
Tax	0	0	0	0	0
Result after tax	-549	-2 847	-4 639	-11 761	-17 055



Balance Statement - Parent

Assets

TSEK	2023-09-30	2023-06-30	2022-12-31
Fixed Assets			
Intangible Assets	17 450	17 436	16 065
Tangible Assets	575	647	791
Financial Assets	88	88	88
Fixed Assets	18 113	18 171	16 944
Current Assets			
Short-term			
Receivables	20 842	11 126	8 380
Cash & Bank	14 384	19 722	26 337
Current Assets	35 226	30 848	34 717
Assets	53 339	49 019	51 660

Equity & Liabilities

TSEK	2023-09-30	2023-06-30	2022-12-31
Restricted Equity			
Share Capital	3 132	3 132	3 132
Fund for Dev. cost	16 988	16 949	15 529
Non-restricted Equity			
Share Premium*	188 701	188 770	188 770
Retained Earnings	-174 864	-174 825	-156 350
Result for the period	-4 639	-4 090	-17 055
Minority interest	0	0	0
Equity	29 318	29 936	34 026
Short-term Liabilities	24 020	19 083	17 633
Long-term Liabilities	0	0	0
Equity & Liabilities	53 339	49 019	51 660



Safeture

Cashflow - Parent

TSEK	2023-07-01 2023-09-30	2022-07-01 2022-09-30	2023-01-01 2023-09-30	2022-01-01 2022-09-30	2022-01-01 2022-12-31
Operative Result	-700	-2 793	-4 786	-11 674	-16 893
Adjustment for Depreciation & Other items	1 479	1 246	4 286	3 625	4 921
Interest Received /Paid	151	-55	-4	-87	-126
Cashflow from Changes in Working Capital	-4 941	-1 780	-6 088	-3 528	1 601
Cashflow from Operating Activities	-4 012	-3 382	-6 592	-11 664	-10 497
Cashflow from Investing Activities	-1 421	-1 603	-5 455	-5 658	-8 115
Cash flow from Financing Activities	94	5 404	94	5 283	26 965
Cashflow of the period	-5 339	419	-11 953	-12 039	8 353
Cash at the beginning of the period	19 722	5 526	26 337	17 984	17 984
Cash at the end of the period	14 384	5 945	14 384	5 945	26 337



Data per Share – Parent

	2023-07-01 2023-09-30	2022-07-01 2022-09-30	2023-01-01 2023-09-30	2022-01-01 2022-09-30	2022-01-01 2022-12-31
Number of shares before dilution (at period end)	39 147 043	30 113 110	39 147 043	30 113 110	39 147 043
Number of shares after dilution* (at period end)	40 373 043	30 638 110	40 373 043	30 638 110	40 378 043
Average number of shares before dilution	39 147 043	30 113 110	39 147 043	30 113 110	34 630 077
Average number of shares after dilution*	40 373 043	31 173 550	40 375 543	31 173 550	36 043 517
Number of shares at period end	39 147 043	30 113 110	39 147 043	30 113 110	39 147 043
Loss per share before dilution (calculated on average number of shares)	-0,01	-0,09	-0,12	-0,39	-0,49
Loss per share after dilution* (calculated on average number of shares)	-0,01	-0,09	-0,11	-0,37	-0,47

* Dilution reflect total number of outstanding share options.



Changes in Equity – Parent

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
Reposting		1 869		-1869	0
Loss for the period				-8 914	-8 914
2022-09-30	2 409	13 817	163 025	-163 553	15 700
2023-01-01	3 132	15 529	188 770	-173 406	34 025
Issue new shares					0
Reposting		1 459		-1528	-69
Revaluation				0	0
Loss for the period				-4 639	-4 639
2023-09-30	3 132	16 949	188 770	-179 573	29 318



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.



Submission of Interim Report

The Board of Directors through the Chief Executive Officer certify that the interim report provides a true and fair view of the parent company's and the Group's business, financial position, performance and describes material risks and uncertainties, to which the parent company and the companies in the group are exposed.

Lund - October 20th, 2023

Flemming Breinholt (Chairman of the Board)

Sofia Kinberg

Christian Lindgren

Pontus Kristiansson

Johannes Boson

Magnus Hultman (CEO)

Link to all financial reports:

<https://investor.safeture.com/financial-reports-presentations/>

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