



Interim Report Q4 2023

“Strong Sales in Q4, closing in on our mid-term financial targets”



Q4 Highlights

- Annual recurring revenue (ARR) growth of +30% to 53,5 MSEK.
- Recurring revenue amounts to 12,4 MSEK compared to 9,5 MSEK last year (+30%).
- Net Profit improvement year-on-year of 3,6 MSEK, reaching -1,7 MSEK.
- Bottom-line result at -11% of Net Sales compared to -55% one year ago.
- Quarterly churn at 0,2%
- Yearly NRR at 117%



Summary of Interim Report

Classics

Full year (2023-01-01 to 2023-12-31)

- Net revenue amounted to 48 913 (35 825) KSEK (+37%).
- Loss after financials amounted to -6 329 (-17 127) KSEK.
- Loss per share before dilution amounted to -0,16 (-0,49) SEK.
- Loss per share after dilution amounted to -0,16 (-0,48) SEK.

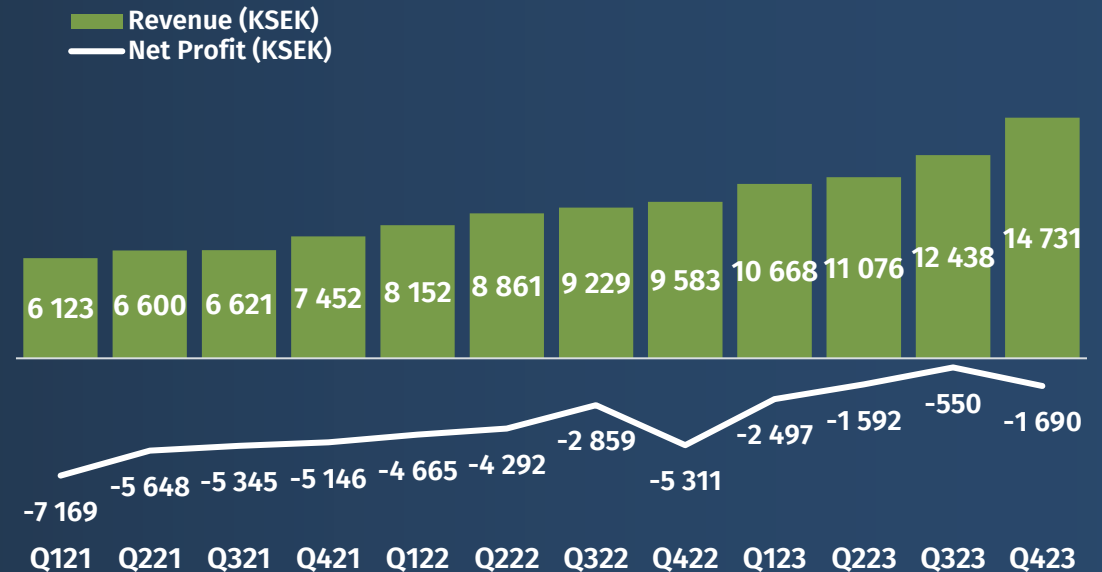
Fourth quarter (2023-10-01 to 2023-12-31)

- Net revenue amounted to 14 731 (9 583) KSEK (+54%).
- Loss after financials amounted to -1 690 (-5 311) KSEK.
- Loss per share before dilution amounted to -0,04 (-0,15) SEK.
- Loss per share after dilution amounted to -0,04 (-0,15) SEK.

SaaS Traction

Fourth quarter (2023-10-01 to 2023-12-31)

- Annual recurring revenue (ARR) at the end of Q4 2023 reached 53 527 (41 325) KSEK, a year-on-year increase of +30%.
- Recurring revenue increased +30% to 12 381 (9 517) KSEK
- Churn for the quarter was 0,2%.
- Net revenue retention (NRR) was 117%.



Message from the CEO

**“Strong Sales in Q4,
closing in on our mid-term
financial targets”**



Strong Sales in Q4, closing in on our mid-term financial targets

The fourth quarter marked a significant milestone for Safeture, as it was the strongest sales quarter ever. In Q4, our total order value reached 14,7 MSEK, driven in part by one-off revenues and startup fees associated with new business sales. When summarizing, we achieved an impressive year-over-year growth of 37%. By the end of the year, we concluded an ARR (Annual Recurring Revenue) of 53.5 MSEK.

Compared to our mid-term financial targets, we are making substantial progress. Our ARR growth after Q4 stands at 30%, and for the first time, we surpassed one of our three mid-term financial targets, 80 % gross margin, however, boosted by a few one-off revenue numbers. As for the third target, achieving profitability with an ARR of 65 MSEK, is approaching.

Ending 2023 in style but still not profitable

The main reason for the strong ending in 2023, was signing one of the world's largest insurance and medical assistance companies, based in France. We are in the process of rolling out the Safeture platform during the first quarter of 2024. We consider this customer being an addition to our growing partner network due to their worldwide assistance capabilities, adding both ARR and future potential expansion to our partnership. Our definition of a partner is when they are operating an Emergency Response Center (ERC) or Security Operations Center (SOC) on behalf of the end clients.

Seasonality effects, along with staff vacancies, got us very close to profitability in Q3, but it is still in the red for Q4. Q4 is usually a heavier quarter in terms of operating expenses. In this particular Q4, three primary factors contributed to this: filling staff vacancies, currency fluctuations, and a prudent decision to write down a direct client's value.



Message from the CEO

Management team complete

In Q4, we welcomed our new CRO, Andreas Granath. I am very happy to have him on board, as he brings tons of experience to our sales and customer development team. Andreas has spent the majority of his career in various international roles.

In Q4 we also initiated the onboarding of our new CFO, Jessica Eberhagen, who officially joined the company in January. Jessica is already making a positive impression, taking on several key projects to ensure the organization's financial numbers and processes are well-organized and in order.

As we enter 2024, our management team is once again complete.

Outlook 2024

As we step into 2024, we still find ourselves in an unstable macroeconomic environment, mirrored by conflicts in Ukraine and the Middle-East, along with decreased economic activity. While conflicts are usually something that drives demand for risk mitigation and thereby benefit our business and the need for Safeture in the world, the economic uncertainty is quite the opposite. Economic uncertainty might bring longer lead times for sales and pressure on the financial stability of our customers.

Despite the challenges in the macroeconomic environment, we are optimistic about 2024. We have a growing partner network, a best-in-class platform, a great team and it's worth mentioning that risk management has become a topic of discussion in most boardrooms across the globe.

During 2024, our main focus for investments will be towards Customer Development and the Platform, aiming to capture as much value as possible and sustaining our ability to onboard new partners and clients. The sales forecast, in combination with strong Gross Margin and SaaS metrics, will ensure a solid business case without jeopardizing either cash reserves or the profitability target.

We are proud to lead the way in people risk management, protecting companies' most valuable assets – their employees.

Lund - February 14th, 2024



Key Figures - Quarterly Trend

	22Q1	22Q2	22Q3	22Q4	23Q1	23Q2	23Q3	23Q4
Sales	8 152	8 861	9 229	9 583	10 668	11 076	12 438	14 731
Cost of Sales	-2 263	-2 251	-2 413	-2 541	-2 648	-2 709	-2 742	-2 887
Gross Margin	5 890	6 610	6 816	7 043	8 020	8 366	9 697	11 844
Gross Margin %	72%	75%	74%	73%	75%	76%	78%	80%
OPEX	-11 402	-11 693	-9 977	-13 481	-11 340	-10 359	-10 338	-14 025
Capitalization	2 033	2 022	1 603	2 457	2 194	1 840	1 421	1 817
Depreciation	-1 161	-1 219	-1 245	-1 296	-1 370	-1 437	-1 479	-1 535
EBIT	-4 640	-4 280	-2 804	-5 278	-2 497	-1 589	-700	-1 899
Net Profit	-4 665	-4 292	-2 859	-5 311	-2 497	-1 592	-550	-1 690
Net Profit %	-57%	-48%	-31%	-55%	-23%	-14%	-4%	-11%
Cashflow - Operating Activities	-5 193	-3 102	-3 392	1 109	-3 185	519	-4 011	6 510
Cashflow - Investing Activities	-2 033	-2 022	-1 603	-2 457	-2 194	-1 840	-1 421	-1 817
Cashflow - Financing Activities	-214	93	5 404	21 682	0	84	94	64
Cashflow	-7 440	-5 031	409	20 334	-5 378	-1 237	-5 338	4 757
Cash	10 625	5 594	6 003	26 337	20 959	19 722	14 384	19 141
ARR	34 576	37 289	40 085	41 325	43 978	48 623	50 332	53 527
Churn	0,5%	1,0%	0,2%	5,5%	1,5%	1,9%	0,5%	0,2%
NRR		119%	119%	110%	109%	116%	113%	117%
Yearly Sales Growth	33%	34%	39%	29%	31%	25%	35%	54%
Yearly ARR Growth	28%	29%	34%	28%	27%	30%	26%	30%



Highlights & Significant Events

Significant events during Q4 2023

- Safeture wins significant contract with one of the world's largest insurance companies. Safeture will be part of their premium offering and replace today's solution. The three-year deal is worth more than one million euros. It is one of the most significant single orders in Safeture's history.

Highlight events during Q4 2023

- New CRO (Chief Revenue Officer) Andreas Granath officially starts at Safeture in October 2023
- Safeture hires Jessica Eberhagen as new CFO (Chief Finance Officer), starting January 1st.
- Safeture signs an enlarged partnership agreement with The Inkerman Group, a well-respected provider of risk and intelligence services all over the world. Through the agreement, Inkerman is now one of Safeture's Gold partners.
- Safeture expands partner network with a new agreement with Castor Vali Group. This collaboration will strengthen its partners' client services with the highest possible information security and world-leading technology.



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, 8% from customers in the US and 7% 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

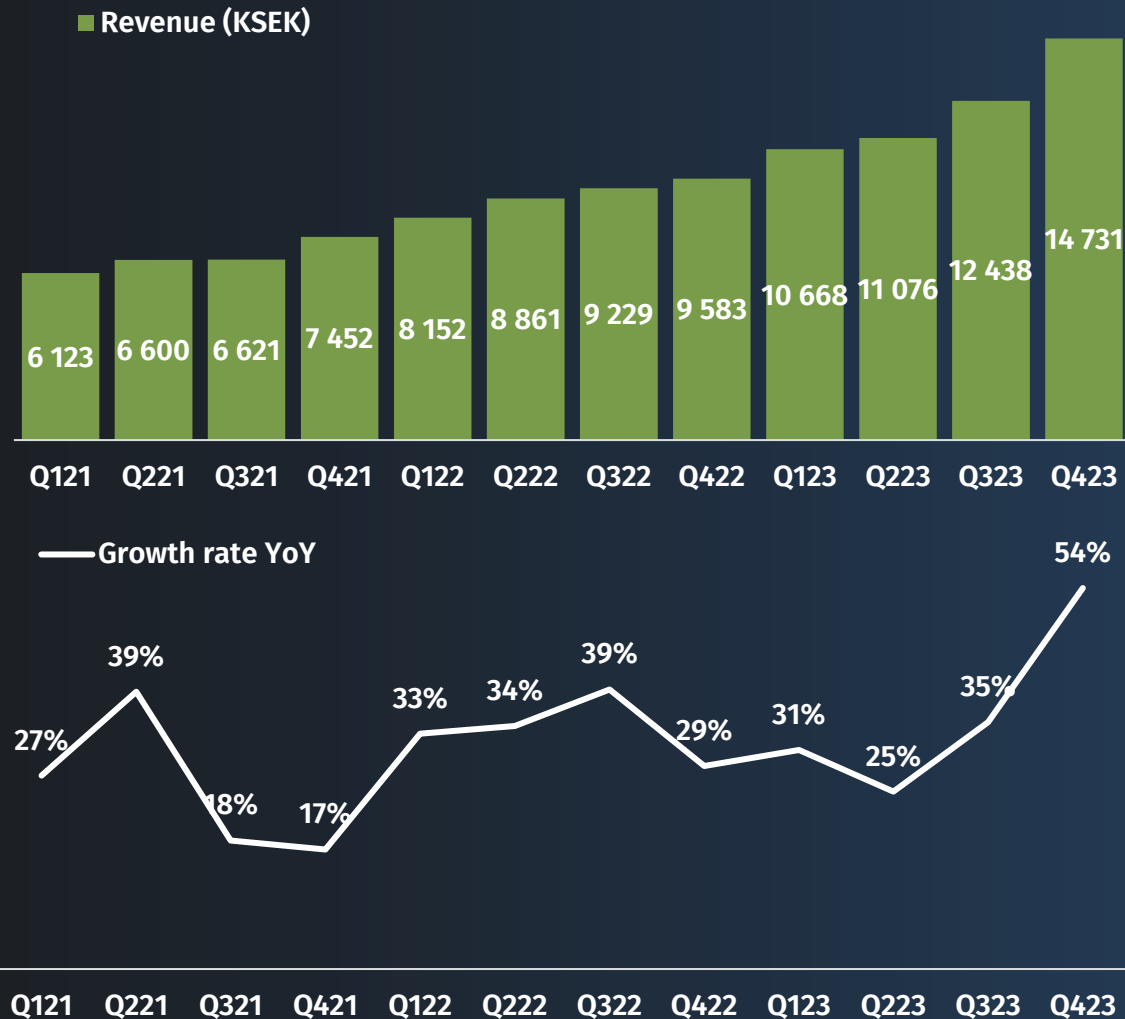
Safeture is exposed to general business related and financially related risks. These risks are described more in detail in the Annual Report for 2022, available on the company's web page.

Organization & Personnel

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



Safeture Financial Review



Revenue

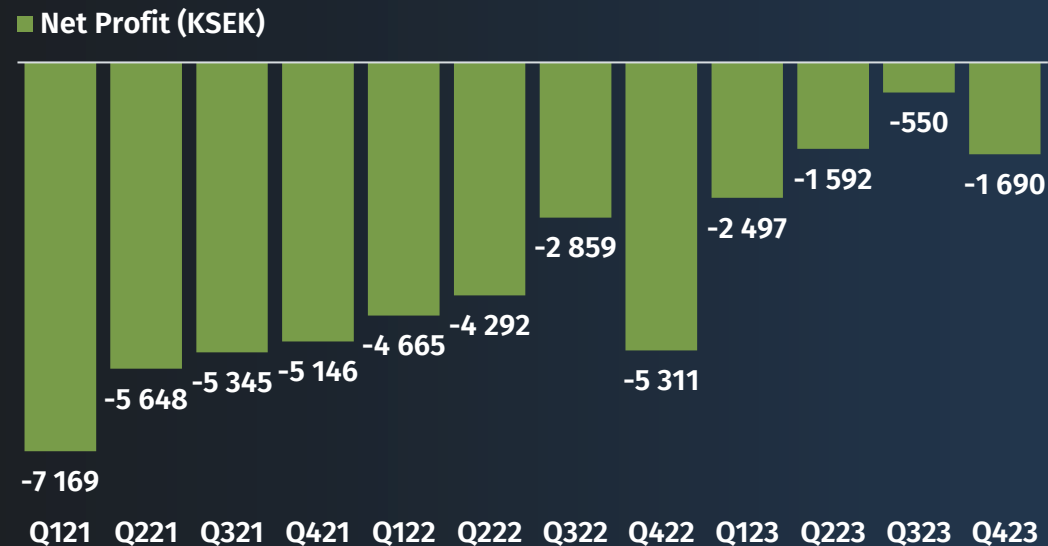
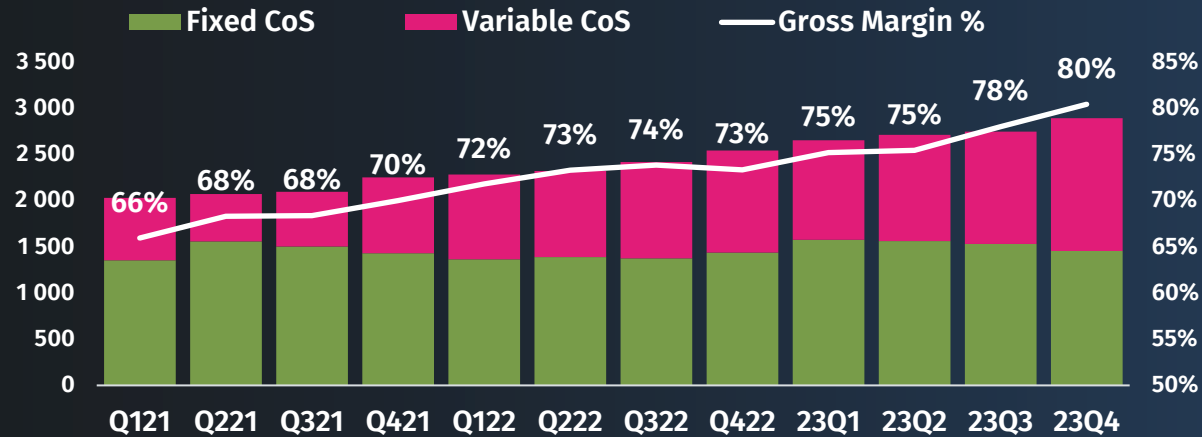
Net revenue for Q4 reached 14 731 KSEK (9 583 KSEK), an increase of +54% YoY, partly generated by one-off revenues and startup fees connected to new business ventures.

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 Q4, 83% 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 the US.



Safeture Financial Review



Margins & Result

The gross margin in the quarter increased to 80%, partly driven by one-off revenues and startup fees connected to new business ventures.

A high portion of fixed cost, combined with a growing number of installed user base and invoiced licenses, is the logic behind the positive gross margin development.

Operating expenses ended 1,4 MSEK higher than Q4 last year. While core business-related expenses were in line with expectations, two unpredicted one-off adjustments at year-end impacted the operating expenses negatively:

- Negative currency revaluation of balance sheet items related to the sharp strengthening of the SEK during the end of 2023
- Cautious approach to potential customer losses

Despite higher operating expenses in Q4, the Net Profit result of -1 690 KSEK represents an improvement of 3 620 KSEK compared to last year.

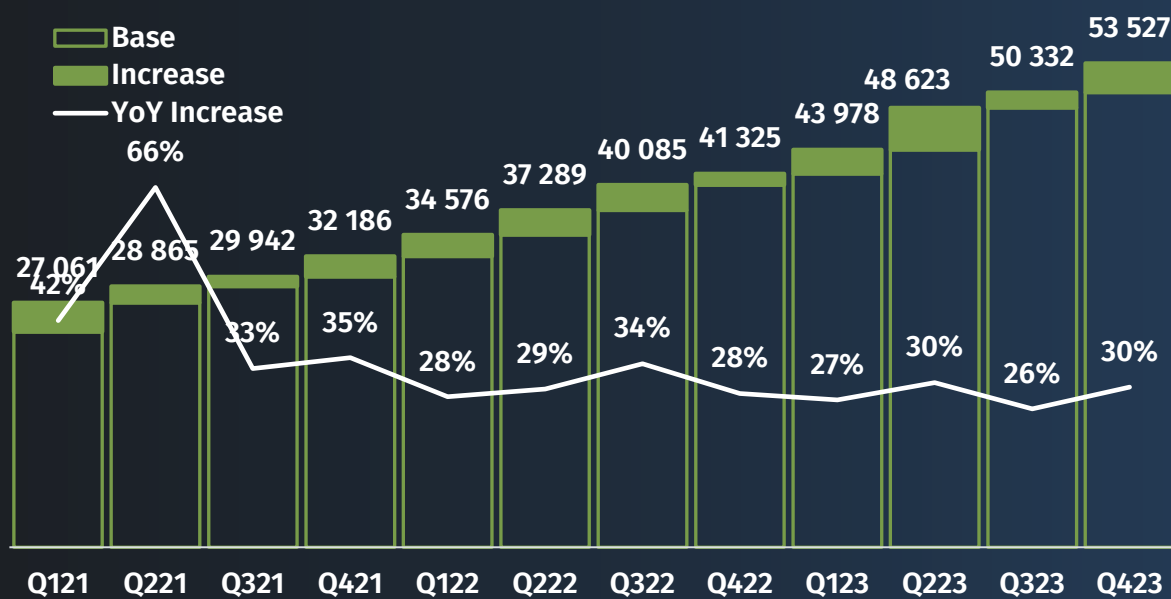
Increased revenue combined with improved gross margins improves Net Profit from -55% to -11%.



Safeture

SaaS Metrics

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



Annual Recurring Revenues (ARR)

The annual recurring revenue (ARR) grew to 53 527 KSEK, corresponding to a growth rate of 30% YoY and 6% QoQ.

Net growth in ARR compared to Q4 last year and previous quarter was 12 202 KSEK and 3 195 KSEK respectively.

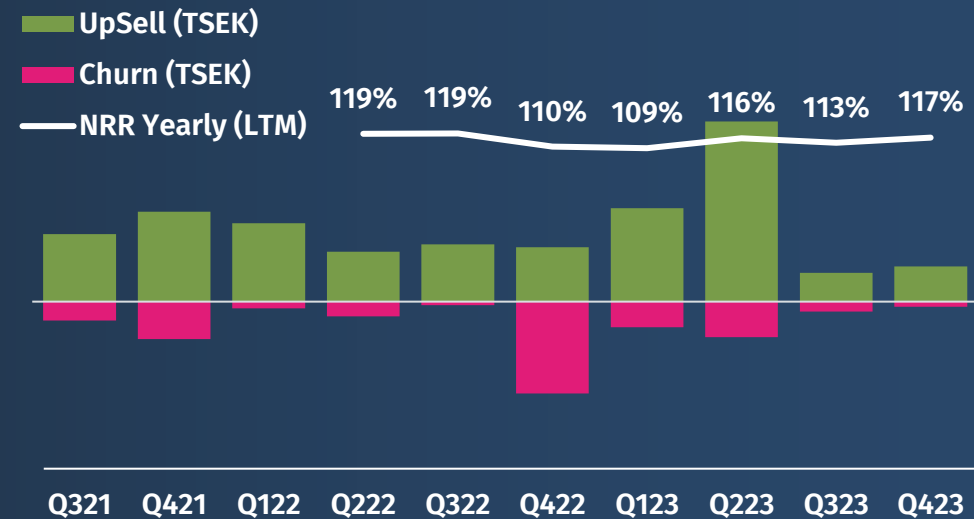
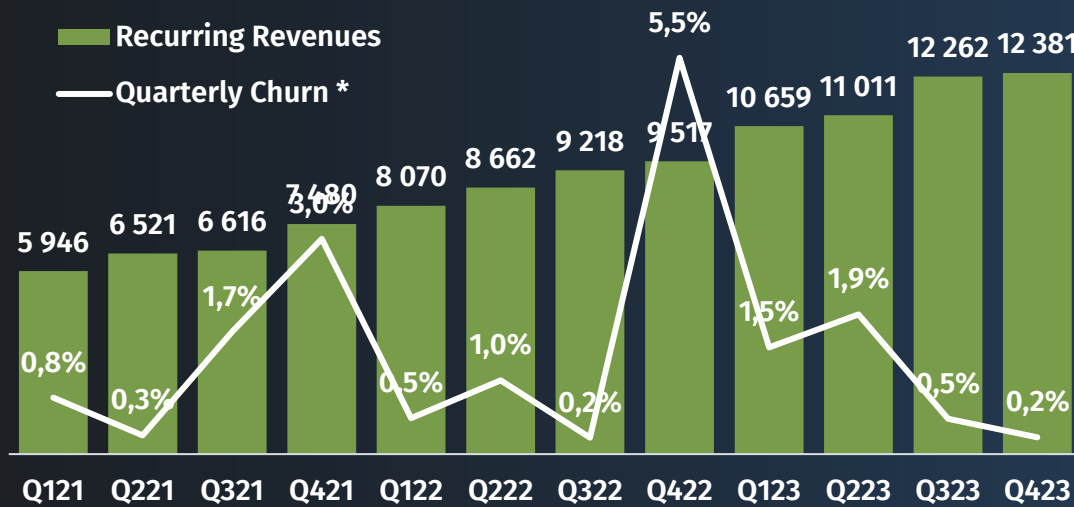
The ARR order value originates approximately 80% from the partner network.



Safeture SaaS Metrics

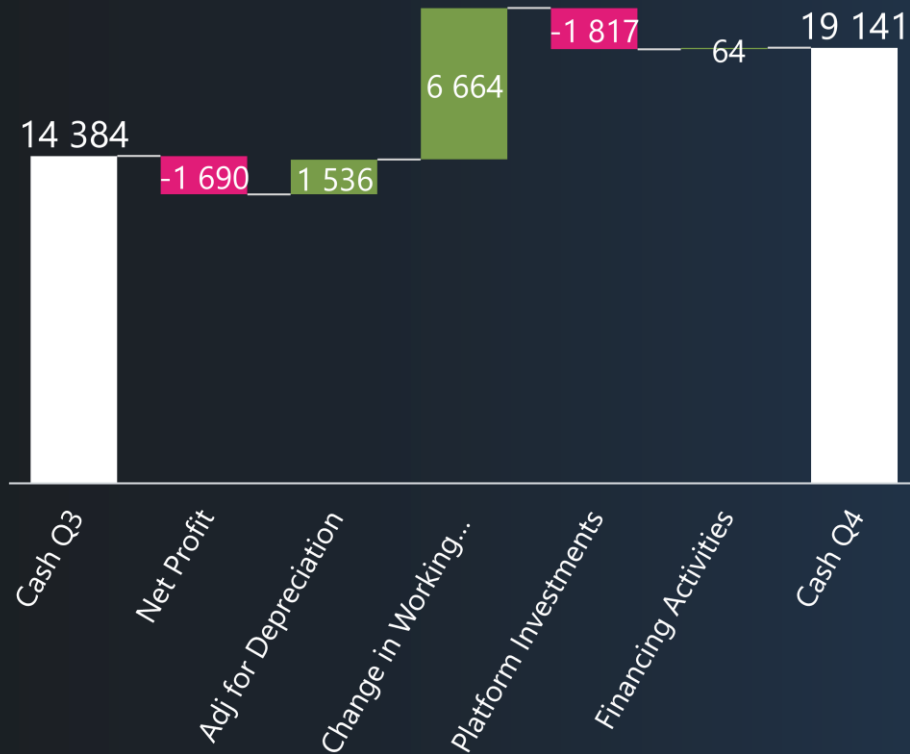
KSEK	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q123	Q223	Q323	Q423
Recurring Revenues	5 946	6 521	6 616	7 480	8 070	8 662	9 218	9 517	10 659	11 011	12 262	12 381
Recurring Revenues/ Total Revenues *	97%	99%	100%	100%	99%	98%	100%	99%	100%	99%	99%	84%
Annual Recurring Revenues (ARR)	27 061	28 865	29 942	32 186	34 576	37 289	40 085	41 325	43 978	48 623	50 332	53 527
Quarterly Churn	0,8%	0,3%	1,7%	3,0%	0,5%	1,0%	0,2%	5,5%	1,5%	1,9%	0,5%	0,2%
Yearly Net Revenue Retention (NRR) **						119%	119%	110%	109%	116%	113%	117%

* Temporarily lower share of Recurring Revenue in Q4 considering reclassification of one customer in combination with non-recurring revenue for new partner setup. Long term expectations >90%
 ** 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.



Safeture

Cashflow



Liquidity

Cash in bank for the Group, as of December 31, 2023 amounts to 19 141 (26 337) KSEK. Q4 cash-flow for the Group amounts to +4 757 (+ 20 334) KSEK. In Q4 2022 Safeture finalised a direct issue, bringing in 26 079 KSEK. During 2023, no financing activities have been needed and Safeture still believes current cash flow level is sufficient to bring the company to profitability and a positive cash flow.

Many clients are invoiced yearly in advance, at the time for the yearly subscription renewal, which implies working capital fluctuations between the quarters. Q4 generally brings in positive effects on cashflow from the previous Q3, with higher portion of invoicing.

Investments

Q4 investments in intangible assets amounted to 1 817 (2 457) KSEK. The investment consists of capitalized platform development cost.

Solidity

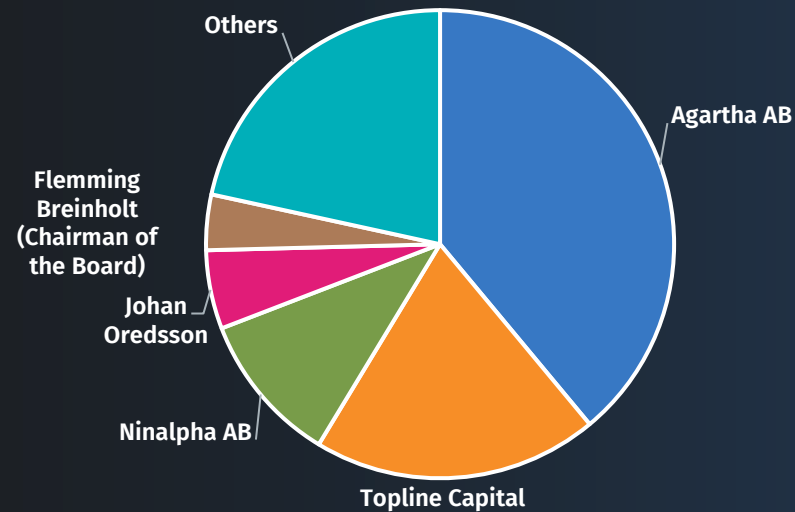
The solidity of the Group as of December 31, 2023 compared to last year decreased to 54 (65) %.



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 December 31, 2023 the Company has issued 39 147 043 (39 147 043) shares. The average number of shares for Q4 2023 amounted to 39 147 043 (39 147 043) shares.

The schedule below shows the ten largest shareholders, and the number of shares they own in Safeture AB as of December 31, 2023.



	Amount of shares	%
Agarth AB	15 252 704	39,0%
Topline Capital	7 715 299	19,7%
Ninalpha AB	4 101 526	10,5%
Johan Oredsson	2 129 473	5,4%
Flemming Breinholt (Chairman of the Board)	1 500 000	3,8%
Semmy Rulf	1 228 380	3,1%
Emirates Advanced (YAS Holding)	960 374	2,5%
Joseph Aroyan	535 549	1,4%
Magnus Hultman (CEO)	504 380	1,3%
Client Omnibus	491 794	1,3%
Others	4 727 564	12,1%
TOTAL	39 147 043	100%



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.



Safeture

Other

Related Party Transactions

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

The Group

The Group comprises the Parent company, including subsidiaries. Both subsidiaries have been closed during the year. For comparison reasons both group and parent are reported.

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:

Annual Report	2024-03-22
Q1 Interim Report 2024	2024-04-19
General Meeting	2024-05-28
Q2 Interim Report 2024	2024-07-19
Q3 Interim Report 2024	2024-10-18

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.



Proposal of allocation of available earnings

The Board of Directors proposes, that the total sum available for appropriation, consisting of:

Retained earnings carried forward from previous year	-175 241
Share premium reserve	188 859
This Year's Net Loss	-6 452
Total sum available for appropriation	7 166
Is disposed so that it is carried forward in full	7 166



Income Statement - Group

KSEK	Q4 2023	Q4 2022	2023-01-01 2023-12-31	2022-01-01 2022-12-31
Revenue	14 731	9 583	48 913	35 825
Own work capitalised	1 817	2 457	7 272	8 115
Other income	-30	-330	166	647
Total revenue	16 518	11 710	56 351	44 587
Operating costs	-16 881	-15 691	-57 214	-56 668
Depreciation	-1 536	-1 296	-5 822	-4 921
Operative result	-1 899	-5 278	-6 685	-17 002
Finance net	208	-34	355	-123
Result after financials	-1 690	-5 311	-6 329	-17 125
Tax	0	0	0	-3
Result after tax	-1 690	-5 311	-6 329	-17 127



Balance Statement - Group

Assets

KSEK	2023-12-31	2022-12-31	2021-12-31
Fixed Assets			
Intangible Assets	17 803	16 065	12 583
Tangible Assets	503	791	1 082
Financial Assets	0	0	1 354
Fixed Assets	18 306	16 856	15 019
Current Assets			
Short-term			
Receivables	13 627	8 407	10 740
Cash & bank	19 141	26 337	18 065
Current Assets	33 665	34 744	28 805
Assets	51 074	51 600	43 824

Equity & Liabilities

KSEK	2023-12-31	2022-12-31	2021-12-31
Equity & Liabilities			
Restricted Equity			
Share Capital	3 132	3 132	2 409
Fund for Dev. cost	17 366	15 529	11 948
Share Premium	188 859	188 770	163 025
Retained Earnings	-175 363	-156 403	-129 512
Result for the period	-6 329	-17 127	-23 318
Minority interest	0	0	0
Equity	27 665	33 901	24 552
Short-term Liabilities	23 409	17 699	19 272
Long-term Liabilities	0	0	0
Equity & Liabilities	51 074	51 600	43 824



Safeture

Cashflow - Group

KSEK	2023-10-01 2023-12-31	2022-10-01 2022-12-31	2023-01-01 2023-12-31	2022-01-01 2022-12-31
Operative Result	-1 899	-5 278	-6 685	-17 002
Adjustment for Depreciation & Other items	1 536	1 296	5 822	4 921
Interest Received /Paid	209	-34	355	-129
Cashflow from changes in Working capital	6 664	5125	495	1632
Cashflow from Operating Activities	6 510	1 109	-13	-10 578
Cashflow from Investing Activities	-1 817	-2 457	-7 272	-8 115
Cashflow from Financing Activities	64	21 682	89	26 965
Cashflow for the period	4 757	20 334	-7 196	8 272
Cash at the beginning of the period	14 384	6 003	26 337	18 065
Cash at the end of the period	19 141	26 337	19 141	26 337



Data per Share – Group

	2023-10-01 2023-12-31	2022-10-01 2022-12-31	2023-01-01 2023-12-31	2022-01-01 2022-12-31
Number of shares before dilution (at period end)	39 147 043	39 147 043	39 147 043	39 147 043
Number of shares after dilution* (at period end)	40 373 043	40 378 043	40 373 043	40 378 043
Average number of shares before dilution	39 147 043	34 630 077	39 147 043	34 630 077
Average number of shares after dilution*	40 373 043	35 508 077	40 375 543	36 043 517
Number of shares at period end	39 147 043	39 147 043	39 147 043	39 147 043
Loss per share before dilution (calculated on average number of shares)	-0,04	-0,15	-0,16	-0,49
Loss per share after dilution* (calculated on average number of shares)	-0,04	-0,15	-0,16	-0,48

* Dilution reflect total number of outstanding share options.



Changes in Equity – Group

KSEK	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	723		25 745		26 468
Reposting		3 581		-3 573	8
Loss for the period				-17 127	-17 127
2022-12-31	3 132	15 529	188 770	-173 530	33 901
2023-01-01	3 132	15 529	188 770	-173 530	33 901
Issue new shares/warrants			89		89
Reposting		1 837		-1 834	3
Revaluation					1
Loss for the period				-6 329	-6 329
2023-12-31	3 132	17 366	188 859	-181 693	27 665



Income Statement - Parent

KSEK	Q4 2023	Q4 2022	2023-01-01 2023-12-31	2022-01-01 2022-12-31
Revenue	14 732	9 584	48 914	35 826
Own work capitalised	1 817	2 457	7 272	8 115
Other income	-30	-331	166	647
Total revenue	16 519	11 710	56 352	44 587
Operating costs	-16 905	-15 634	-57 238	-56 559
Depreciation	-1 536	-1 296	-5 822	-4 921
Operative result	-1 922	-5 219	-6 708	-16 893
Finance Net	109	-75	256	-162
Result after financials	-1 813	-5 294	-6 452	-17 055
Tax	0	0	0	0
Result after tax	-1 813	-5 294	-6 452	-17 055



Balance Statement - Parent

Assets

KSEK	2023-12-31	2022-12-31	2021-12-31
Fixed Assets			
Intangible Assets	17 803	16 065	12 583
Tangible Assets	503	791	1 079
Financial Assets	0	88	1 442
Fixed Assets	18 306	16 944	15 104
Current Assets			
Short-term			
Receivables	13 627	8 380	10 720
Cash & Bank	19 141	26 337	17 984
Current Assets	32 768	34 717	28 704
Assets	51 074	51 660	43 806

Equity & Liabilities

KSEK	2023-12-31	2022-12-31	2021-12-31
Restricted Equity			
Share Capital	3 132	3 132	2 409
Fund for Dev. cost	17 366	15 529	11 948
Non-restricted Equity			
Share Premium*	188 859	188 770	163 025
Retained Earnings	-175 241	-156 350	-129 404
Result for the period	-6 452	-17 055	-23 365
Minority interest	0	0	0
Equity	27 665	34 026	24 613
Short-term Liabilities	23 409	17 633	19 192
Long-term Liabilities	0	0	0
Equity & Liabilities	51 074	51 660	43 806



Safeture

Cashflow - Parent

KSEK	2023-10-01 2023-12-31	2022-10-01 2022-12-31	2023-01-01 2023-12-31	2022-01-01 2022-12-31
Operative Result	-1 922	-5 219	-6 708	-16 893
Adjustment for Depreciation & Other items	1 624	1 296	5 910	4 921
Interest Received /Paid	197	-39	344	-126
Cashflow from Changes in Working Capital	6 611	5 129	441	1 601
Cashflow from Operating Activities	6 509	1 167	-13	-10 497
Cashflow from Investing Activities	-1 817	-2 457	-7 272	-8 115
Cash flow from Financing Activities	64	21 682	89	26 965
Cashflow of the period	4 756	20 392	-7 196	8 353
Cash at the beginning of the period	14 384	5 945	26 337	17 984
Cash at the end of the period	19 141	26 337	19 141	26 337



Data per Share – Parent

	2023-10-01 2023-12-31	2022-10-01 2022-12-31	2023-01-01 2023-12-31	2022-01-01 2022-12-31
Number of shares before dilution (at period end)	39 147 043	39 147 043	39 147 043	39 147 043
Number of shares after dilution* (at period end)	40 373 043	40 378 043	40 373 043	40 378 043
Average number of shares before dilution	39 147 043	34 630 077	39 147 043	34 630 077
Average number of shares after dilution*	40 373 043	35 508 077	40 375 543	36 043 517
Number of shares at period end	39 147 043	39 147 043	39 147 043	39 147 043
Loss per share before dilution (calculated on average number of shares)	-0,05	-0,15	-0,16	-0,49
Loss per share after dilution* (calculated on average number of shares)	-0,04	-0,15	-0,16	-0,47

* Dilution reflect total number of outstanding share options.



Changes in Equity – Parent

KSEK	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	723		25 745		26 468
Reposting		3 581		-3 582	-1
Loss for the period				-17 055	-17 055
2022-12-31	3 132	15 529	188 770	-173 407	34 026
2023-01-01	3 132	15 529	188 770	-173 407	34 026
Issue new shares/warrants			89		89
Reposting		1 837		-1 835	2
Revaluation					
Loss for the period				-6 452	-6 452
2023-12-31	3 132	17 366	188 859	-181 693	27 665



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 - February 14th, 2024

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/>

For further information please contact CEO Magnus Hultman (+46 (0) 70 – 600 46 88)
magnus.hultman@safeture.com

