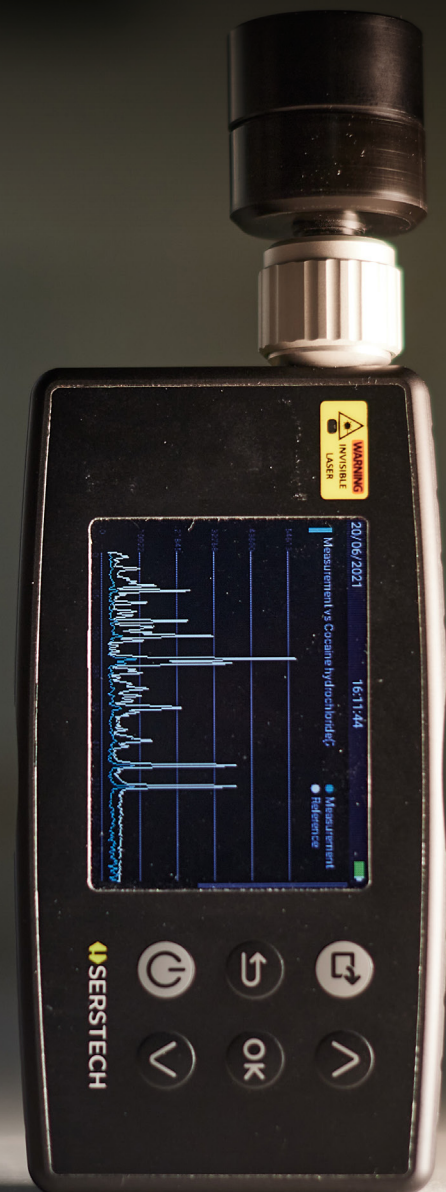




Q4 2023

1 JANUARY – 31 DECEMBER





## 1 OCTOBER – 31 DECEMBER 2023

### SERSTECH GROUP

- Net sales amounted to KSEK 4 209 (3 488), an increase of 21%.
- EBITDA amounted to KSEK -4 390 (-13 149), corresponding to an EBITDA margin of -104%.
- EBIT amounted to KSEK -7 405 (-16 143), corresponding to an EBIT margin of -176%.
- Cash flow from operating activities amounted to KSEK 4 667 (-1 391).
- Earnings per share amounted to SEK -0.04 (-0.19).
- Earnings per average number of shares amounted to SEK -0.04 (-0.19).

## 1 JANUARY – 31 DECEMBER 2023

### SERSTECH GROUP

- Net sales amounted to KSEK 62 913 (17 112), an increase of 268%.
- EBITDA amounted to KSEK 12 900 (-21 245), corresponding to an EBITDA margin of 21%.
- EBIT amounted to KSEK 955 (-29 278), corresponding to an EBIT margin of 2%.
- Cash flow from operating activities amounted to KSEK 7 632 (-13 158).
- Earnings per share amounted to SEK 0.00 (-0.35).
- Earnings per average number of shares amounted to SEK 0.00 (-0.35).

## SERSTECH GROUP — KEY FIGURES

Amount in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full year	2022 Full year
Net sales	4 209	3 488	62 913	17 112
EBITDA	-4 390	-13 149	12 900	-21 245
EBIT	-7 405	-16 143	955	-29 278
Earnings per share (SEK)	-0.04	-0.19	0.00	-0.35
Earnings per average number of shares (SEK)	-0.04	-0.19	0.00	-0.35
Cash flow from Operating activities	4 667	-1 391	7 632	-13 158
Equity ratio (%)	80%	51%	80%	51%



## MESSAGE FROM THE CEO

In 2023, Serstech experienced an inflection point, marking a return to market normalcy after three years of pandemic-induced customer inactivity. We increased our net result by 30.3 MSEK, achieving a positive net result for the first time at 715 KSEK. Our EBITDA result improved by 34.1 MSEK, reaching 12.9 MSEK. Net sales witnessed a remarkable increase of 268%, and our operational cash flow rose to 7.6 MSEK, an improvement of 20.8 MSEK compared to 2022.

During the pandemic, we focused on developing our new Serstech Arx and in 2022 we started to prepare for the return of the market, building relatively large inventory of components and started to rebuild the team. The rights issue we completed in January allowed us to ramp up as needed, and we managed to deliver on time throughout the year, despite the steep increase in volumes and the persistent component shortage.

In addition to growing the team, building component inventory, and ramping up production, we redesigned Serstech Arx, which now only uses modern, readily available electronic components. The work was concluded before the end of the year, and we now can produce even better and faster products in a more streamlined production process.

In December we achieved our ISO 9001 and 14001 certifications, which will strengthen our competitiveness in the evaluation process of some tender bids. The certifications are good to have, but more important is the underlying quality management system, which allows us to measure and continuously improve every detail of how we work.

Our longer-term goal of providing solutions rather than devices is starting to become reality. We now have customers who have integrated our instruments and software into their own systems, allowing them to create dashboards with real-time updates of which narcotics are found and where they are found. The value in such a system is far beyond that of stand-alone devices, which is what our competitors limit themselves to. Serstech left its days as a start-up behind in 2023 and is now in

the scaling-up phase, with solid processes and a much more efficient and professional organization in place. Our R&D team is significantly more capable and efficient than before, and our sales team has convincingly proven its capability in 2023. In addition, we expanded the sales team with a senior salesperson in January 2024, and we now have local sales people in most of the important regions.

The strong demand in the market is driven by a combination of three factors – the pent-up demand that was created during the pandemic, the increasing narcotics problems in the world and the security risks magnified by Russia's aggression and the conflict in the Middle East. Our estimation is that the demand created by these three factors is far from met and that we are still only seeing the beginning of the conversion of the demand into orders.

Our sales in 2023 were approximately 20% above the expectations we communicated a year ago, and our R&D team has been able to deliver our upgraded products according to schedule. We today see a stronger and growing opportunity pipeline, compared to what we saw in late 2022, and we are confident we can achieve our target of 50% growth on average per year during a five-year period. We still expect to continue to see significant variations between quarters, but the longer-term trend remains positive and steadily improving.

2024 has started on an even more promising note than its predecessor did. The orders received within the first month alone have made 2024 the second-best year in the history of the company.

**Stefan Sandor, CEO**  
February 2024







## SIGNIFICANT EVENTS

### DURING THE PERIOD

#### **SERSTECH RECEIVED 2.9 MSEK ORDER FROM YOUNGJIN SOLUTEC IN SOUTH KOREA**

In December 2023, Serstech received an order of 2.9 MSEK from our partner YOUNGJIN SOLUTEC in South Korea, consisting of Serstech 100 Indicator and Serstech ChemDash software. The order will be delivered to the Korean National Police Agency (KNPA) and invoiced in the first quarter of 2024.

#### **SERSTECH ATTAINED ISO 9001 AND 14001 CERTIFICATIONS**

In December 2023, Serstech announced the successful achievement of ISO 9001:2015 and ISO 14001:2015 certifications. These certifications underscored Serstech's commitment to delivering excellence through the application of the highest standards of quality assurance across all its processes.

### AFTER THE PERIOD

#### **SERSTECH RECEIVED 5.5 MSEK ORDER FROM US PARTNER SAFEWARE**

In January 2024, Serstech received an order of 5.5 MSEK from our partner Safeware in the USA, consisting of Serstech Arx, the patented SERS kit and Serstech ChemDash software. The order will be delivered to Colorado State Patrol and invoiced in the first quarter of 2024.

#### **SERSTECH RECEIVED 2.8 MSEK ORDER FROM AEROTECH IN CHILE**

In January 2024, Serstech received an order of 2.8 MSEK from our partner Aerotech in Chile, consisting of Serstech 100 Indicator and the patented SERS kit. The order will be delivered to the Chilean law enforcement Carabineros and invoiced in the first quarter of 2024.

#### **SERSTECH RECEIVED 10.5 MSEK ORDER FROM SINGAPORE**

In January 2024, Serstech received an order of 10.5 MSEK from our partner Kaiser-SGI in Singapore, consisting of Serstech Arx, the patented SERS kit and Serstech ChemDash software. The order will be delivered and invoiced in March or April 2024.

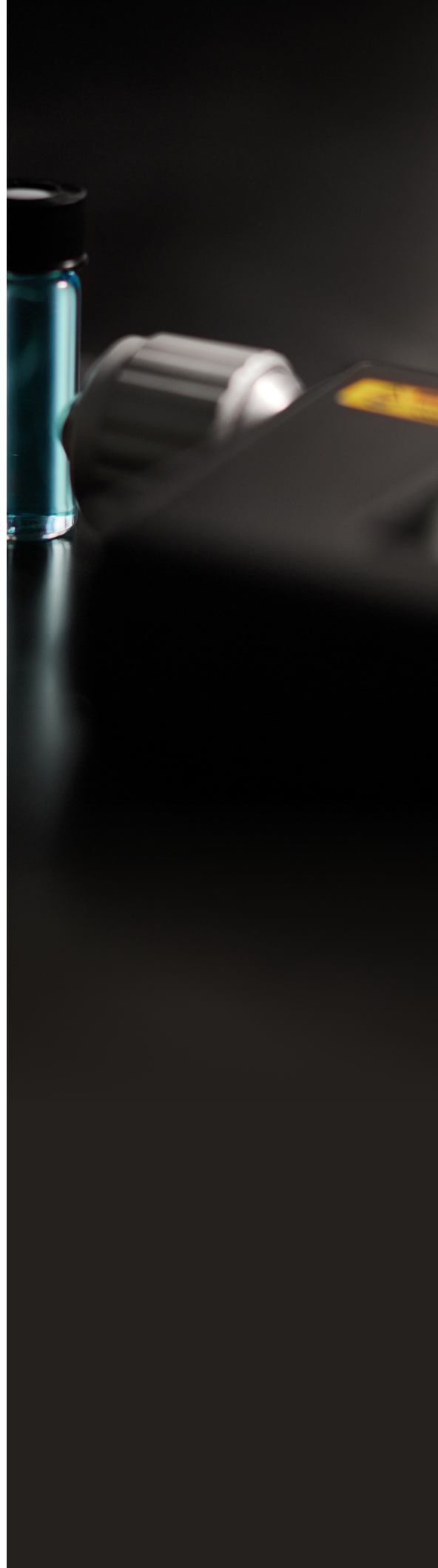
## ABOUT SERSTECH

Serstech develops and markets optical instruments and software that are used by law enforcement, border control and first responders to identify dangerous or hazardous chemicals. Each instrument contains a Raman spectrometer, which is used to analyze the optical fingerprint of more than 17 000 different chemicals, such as narcotics, explosives, toxic industrial chemicals, and chemical warfare agents. Since the instruments emit and receive optical signals, the chemicals of interest can often be analyzed through packaging materials. By not opening the packaging, the operator is not exposed to the dangerous chemicals inside, and the potential evidence is not affected or consumed by the analysis.

Serstech entered its commercial phase in 2018 and has since built a sales channel that spans the globe. Serstech today has sales partners in 66 countries and serves customers on all continents. The main competitive advantages of Serstech's products are usability, speed, small size, low weight, and best-in-class price/performance ratio.

The customer groups are almost exclusively public organizations such as police, bomb squads, HazMat teams (Hazardous Materials), fire departments and border control organizations. Due to the nature of the customers, almost all sales are through public tenders. Local presence through the sales partner network is essential, since many of the tenders are classified and well-established local connections and relationships are necessary to gain access to them. The sales cycles are long, and the time from first customer contact to first sale is almost always several years.

Research and development is done at sites in Sweden and Romania, all production is in Sweden and the head office is in Lund, Sweden. Having both R&D and production in Sweden is often a distinct advantage, since customers in the security sector are very conscious about the origin of the technologies they deploy. Serstech is the only company in the European Union developing and manufacturing handheld Raman instruments.





## PRODUCTS



### SERSTECH ARX

Serstech Arx is the smallest and lightest handheld Raman instrument on the market. It has been optimized for field use and is operated by pressing a single button and without the need for accessories or advanced settings. The patented autofocus removes the need for any manual input, regardless of the packaging or sample properties.

### SERSTECH SERS KIT

The Serstech SERS kit is used together with Serstech Arx or Serstech 100 Indicator to enhance the capability to identify dark coloured substances or mixtures with very low concentrations. The device is capable of detecting very low amounts of "street quality" narcotics samples, including heroin and many fentanyl variants. The Serstech SERS kit is based on patented technology used together with disposable SERS surfaces.

### SERSTECH CHEMDASH

Serstech's ChemDash software solution allows for integrated management of multiple instruments, libraries and user groups. ChemDash also allows for quick updates of libraries and firmware of all instruments.

## ESTABLISHED APPLICATION AREA

### NARCOTICS

Customs, police and prison authorities and United Nations are using Serstech's solutions to identify illicit drugs. The database of substances is based on the UN lists of controlled substances and has been produced together with the Swedish Defense Research Agency (FOI) and others.



### EXPLOSIVES

Government agencies are the main customer group in this area. The database of substances covers commercially available explosives, improvised explosive devices (IED), home-made explosives and precursors, used in manufacturing of explosives.



### HAZARDOUS CHEMICALS

The number of hazardous chemicals is large and growing. Typically, first responders need to quickly and safely identify these chemicals at accident or spill sites. Serstech's database of thousands of hazardous chemicals also includes information that helps the hazmat team to make life-saving decisions on site.



### CHEMICAL WARFARE AGENTS

This library contains chemicals such as Sarin and VX, and has been extended with the latest generation substances such as the Russian Novichok agents, which were used by Russia in Salisbury, UK in 2018. The demand for the library has increased significantly since Russia's invasion of Ukraine.

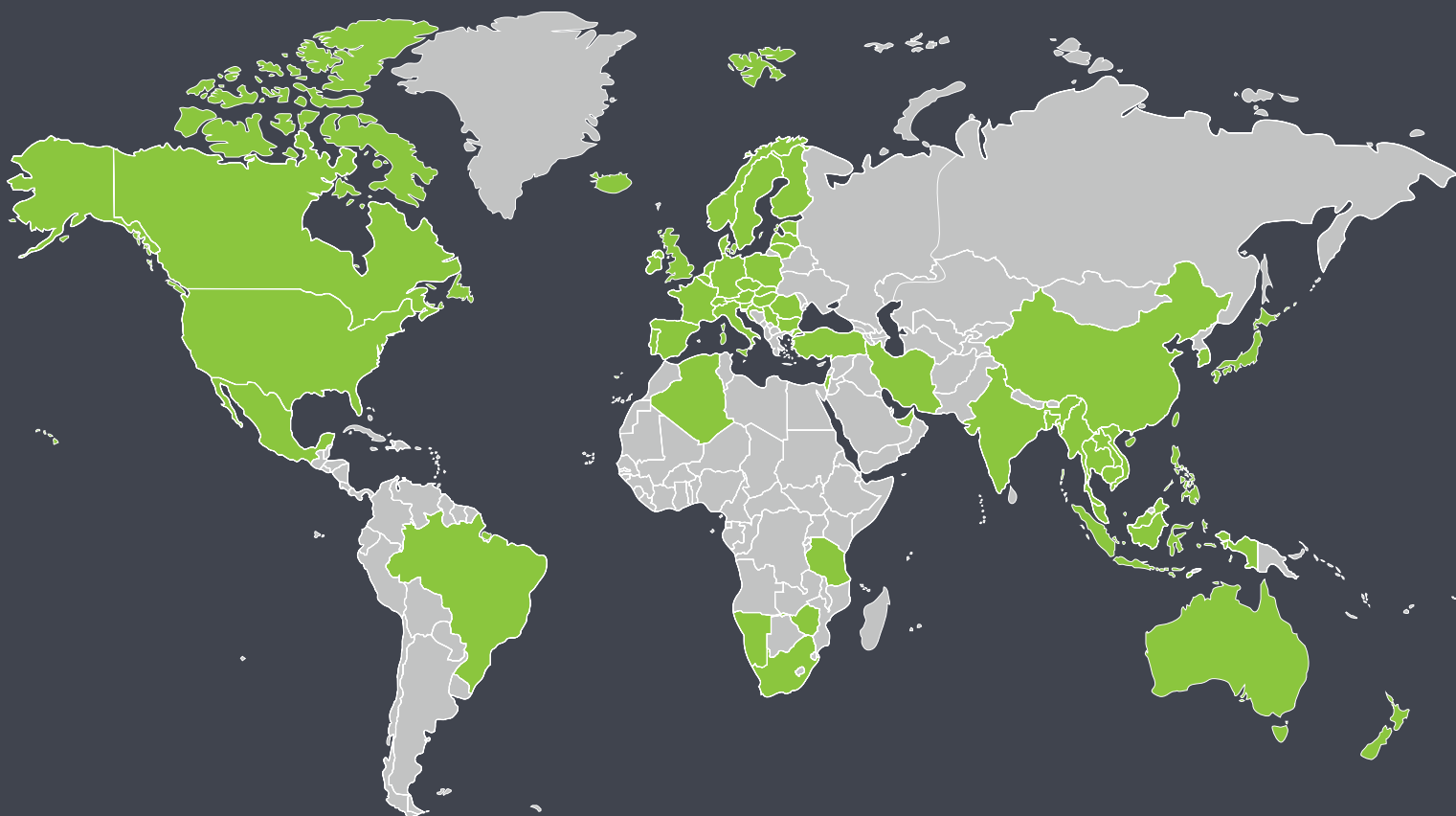


### PHARMACEUTICAL

Serstech's solutions are used to verify incoming goods of pharmaceutical manufacturers. The handheld instrument makes it quick and easy to verify chemicals without contaminating or destroying the sample.



Business is local and the value of having local representation can never be overestimated. Serstech's partner network spans the globe and today covers the home countries of more than 80% of the world's population and an even larger part of the global security investments.



- Switzerland
- Taiwan
- Thailand
- Turkey
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Vietnam



# FINANCIAL COMMENTS, SERSTECH GROUP

## REVENUES

### OCTOBER – DECEMBER 2023

The net sales for the fourth quarter increased by 21 percent to KSEK 4 209 (3 488). Capitalized work for own account amounted to KSEK 1 188 (640). Other operating income amounted to KSEK 1 917 (189) and comprised development grants for the SERsing project, aimed at facilitating swift and precise identification of chemical threats in low concentrations, from liquids and gases, utilizing SERS.

Due to the nature of the industry, with almost entirely tender-based business, we expect to see continued large variation between quarters.

### JANUARY – DECEMBER 2023

The net sales for the full year of 2023 increased by 268 percent to KSEK 62 913 (17 112). 2023 marked a year of strong sales for Serstech. Throughout the year, we have delivered three significant orders amounted to KSEK 10 000, KSEK 27 500, KSEK 9 100 respectively. We also saw a growth in our run-rate business, specifically referring to the smaller orders we received from our partners. This positive trend reflected the high demand in the market and indicated that our partner network was performing well. Capitalized work for own account amounted to KSEK 3 103 (3 615). Other operating income amounted to KSEK 2 285 (1 684) and comprised development grants for the SERsing project.

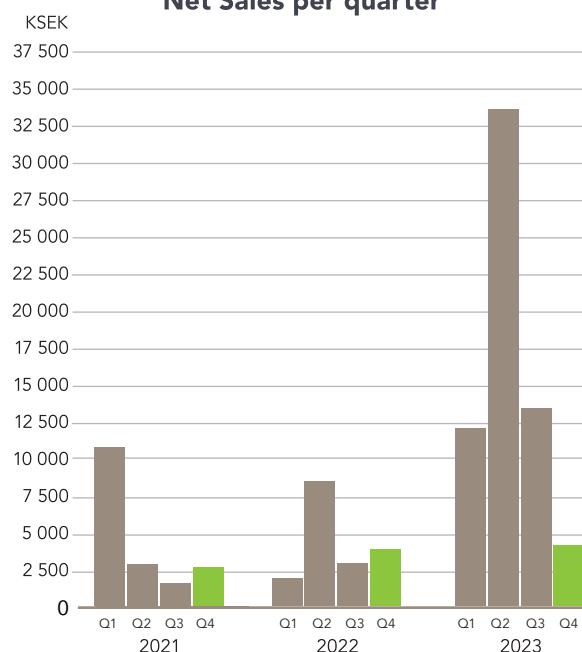
## NET EARNINGS

### OCTOBER – DECEMBER 2023

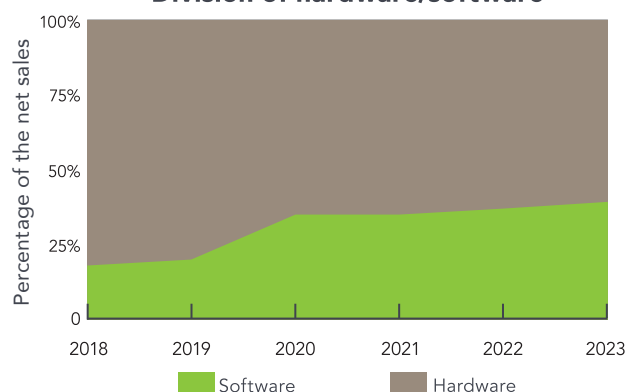
For the fourth quarter, EBITDA amounted to KSEK -4 390 (-13 149), corresponding to an EBITDA margin of -104%.

Other external costs amounted to KSEK -3 870 (-6 142). The amount for the previous year was affected by a provision for a short-time allowance amounting to KSEK 2 680. Excluding that, other expenses in 2022 amounted to -3 462. The increase was primarily driven by higher sales and R&D costs. The sales expenses increased due to intensified sales activities. During the fourth quarter we participated in 12 (4) exhibitions, which are our main marketing channel. The increase in R&D expenses was due to further development of our latest product, Serstech Arx. Some of the work was done by temporary consultants with high expertise in the field. Parts of the R&D costs were capitalized. Payroll expenses amounted to KSEK -5 994 (-2 852). The increase was primarily due to the expansion of our workforce.

Net Sales per quarter

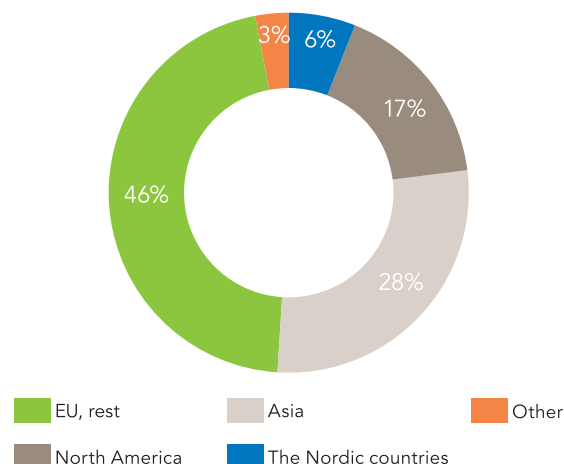


Division of hardware/software



Geographical division of Serstech's net sales

2018-2023





Depreciation/amortization amounted by KSEK -3 015 (-2 994) for depreciation of assets: KSEK -39 (-53) refers to depreciation of equipment, tools and installations; KSEK -2 976 (-2 941) refers to depreciation of capitalized development costs and patents. EBIT amounted to KSEK -7 405 (-16 143), corresponding to an EBIT margin of -176%. Net earnings amounted to KSEK -7 319 (-16 229). Earnings per share amounted to SEK -0.04 per share (-0.19), and earnings per average number of shares, amounted to SEK -0.04 (-0.19).

#### JANUARY – DECEMBER 2023

EBITDA amounted to KSEK 12 900 (-21 245), corresponding to an EBITDA margin of 21%. Other external costs amounted to KSEK -19 100 (-16 671). The increase was primarily driven by higher sales and R&D costs. Parts of the R&D costs were capitalized. Payroll expenses amounted to KSEK -18 797 (-13 739).

Depreciation/amortization amounted by KSEK -11 945 (-8 033) for depreciation of assets: KSEK -133 (-150) refers to depreciation of equipment, tools, and installations; KSEK -11 812 (-7 883) refers to depreciation of capitalized development costs and patents.

EBIT amounted to KSEK 955 (-29 278), corresponding to an EBIT margin of 2%. Net earnings for the period, amounted to KSEK 715 (-29 566). For the first time in the company's history, Serstech achieved profitability, marking a significant milestone. Earnings per share amounted to SEK 0.00 per share (-0.35) and earnings per average number of shares, amounted to SEK 0.00 (-0.35).

## CASH FLOW & INVESTMENT

#### OCTOBER - DECEMBER 2023

The cash flow during the fourth quarter amounted to KSEK 628 (-3 272). Cash flow from operating activities amounted to KSEK 4 667 (-1 391). The change was primarily attributed to an enhanced operating profit and a reduction in account receivables. Cash flow from investment activities amounted to KSEK -3 439 (-1 595), and relates to intangible fixed assets, capitalized expenditure for development work and patents. Cash flow from financing activities amounted to KSEK -600 (-286).

#### JANUARY - DECEMBER 2023

The cash flow amounted to KSEK 16 606 (-17 708). Cash flow from operating activities amounted to KSEK 7 632 (-13 158). The change was primarily attributed to an enhanced operating profit. Cash flow from investment activities amounted to KSEK -9 003 (-7 590), and relates to intangible fixed assets, capitalized expenditure for development work and patents. Cash flow from financing activities amounted to KSEK 17 977 (3 040), the change was mainly due to a right issue, which added KSEK 20 751 to the cash balance.

## FINANCIAL POSITION AND LIQUIDITY

As of 31 December 2023, the group had KSEK 18 472 (1 866) in cash and bank balances. The group had KSEK 2 000 (2 000) in unutilized overdraft credit. The group had long-term interest-bearing liabilities of KSEK 0 (4 000) and short-term interest-bearing liabilities of KSEK 1 800 (739). The loan will be fully amortized by September 2024.

## EQUITY AND SHARE CAPITAL

As of 31 December 2023, the equity of Serstech Group amounted to KSEK 47 972 (26 616) and the equity ratio amounted to 80 percent (51). All shares belong to the same series and have the same voting and profit rights in the company.

## PERSONNEL

On December 31, 2023, Serstech Group had 25 (17) employees.

	TOTAL	Men	Women
Lund, Sweden	19	12	7
Cluj, Romania	6	4	2
Group	25	16	9

## ACCOUNTING PRINCIPLES

The report was prepared in accordance with BFNAR 2012: 1 Annual Report and Consolidated Financial Statements, K3. The company's assets and liabilities were stated at cost or nominal value, respectively, unless otherwise stated. This was a consolidated report that referred to the Serstech Group, which consisted of Serstech AB and its subsidiaries Serstech Förvaltning AB and Serstech Development SRL. This report was not subject to review by the company's auditor.

## DIVIDEND

No dividend is proposed.

# SERSTECH GROUP

## INCOME STATEMENT

Amounts in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full year	2022 Full year
<b>REVENUE</b>				
Net sales	4 209	3 488	62 913	17 112
Capitalized work for own account	1 188	640	3 103	3 615
Other operating income	1 917	189	2 285	1 684
<b>Total revenue</b>	<b>7 314</b>	<b>4 317</b>	<b>68 301</b>	<b>22 411</b>
<b>EXPENSES</b>				
Raw materials, consumables and goods for resale	-1 783	-2 421	-17 423	-7 795
Other external costs	-3 870	-6 142	-19 100	-16 671
Payroll expenses	-5 994	-2 852	-18 797	-13 739
Other operating expenses	0	-6 413	0	-6 413
Exchange gains and losses, net	-57	361	-81	963
<b>Total Expenses</b>	<b>-11 704</b>	<b>-17 467</b>	<b>-55 401</b>	<b>-43 656</b>
<b>EBITDA</b>	<b>-4 390</b>	<b>-13 149</b>	<b>12 900</b>	<b>-21 245</b>
Depreciation of tangible and intangible assets	-3 015	-2 994	-11 945	-8 033
<b>EBIT</b>	<b>-7 405</b>	<b>-16 143</b>	<b>955</b>	<b>-29 278</b>
Interest and similar, net	94	-86	-203	-209
<b>EBT</b>	<b>-7 311</b>	<b>-16 229</b>	<b>752</b>	<b>-29 487</b>
Taxes	-8	0	-37	-80
<b>Net Earnings</b>	<b>-7 319</b>	<b>-16 229</b>	<b>715</b>	<b>-29 566</b>

## SERSTECH GROUP

### BALANCE SHEET — ASSETS

Amounts in KSEK	2023-12-31	2022-12-31
<b>Intangible assets</b>		
Intangible assets	31 220	34 351
<b>Total intangible assets</b>	<b>31 220</b>	<b>34 351</b>
<b>Tangible assets</b>		
Equipment, tools, fixtures and fittings	379	192
<b>Total tangible assets</b>	<b>379</b>	<b>192</b>
<b>Financial assets</b>		
Deferred tax assets	81	69
<b>Total financial assets</b>	<b>81</b>	<b>69</b>
<b>Total fixed assets</b>	<b>31 680</b>	<b>34 612</b>
<b>Current assets</b>		
<b>Inventories etc.</b>		
Inventories	3 491	1 868
<b>Total Inventories</b>	<b>3 491</b>	<b>1 868</b>
<b>Current receivables</b>		
Accounts receivable - trade	3 611	11 478
Current tax assets	0	196
Other receivables	1 425	1 707
Prepaid expenses and accrued income	1 031	818
<b>Total Current receivables</b>	<b>6 067</b>	<b>14 200</b>
Cash and bank balances	18 472	1 866
<b>Total current assets</b>	<b>28 030</b>	<b>17 934</b>
<b>TOTAL ASSETS</b>	<b>59 710</b>	<b>52 546</b>



## SERSTECH GROUP BALANCE SHEET — EQUITY AND LIABILITIES

Amounts in KSEK	2023-12-31	2022-12-31
<b>Equity</b>		
Equity	47 972	26 616
<b>Total equity</b>	<b>47 972</b>	<b>26 616</b>
 Provisions	 802	 216
<b>Total provision</b>	<b>802</b>	<b>216</b>
 <b>Non-current liabilities</b>		
Liabilities to credit institutions	0	4 000
<b>Total non-current liabilities</b>	<b>0</b>	<b>4 000</b>
 <b>Current liabilities</b>		
Liabilities to credit institutions	1 800	739
Advance payments from customers	61	10 064
Accounts payable	3 134	4 957
Current tax liabilities	124	195
Other current liabilities	873	464
Accrued expenses and deferred income	4 943	5 295
<b>Total current liabilities</b>	<b>10 936</b>	<b>21 714</b>
 <b>TOTAL EQUITY AND LIABILITIES</b>	 <b>59 710</b>	 <b>52 546</b>

## SERSTECH GROUP CHANGE IN EQUITY

Amounts in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full Year	2022 Full Year
<b>Equity brought forward</b>	<b>55 267</b>	<b>42 858</b>	<b>26 616</b>	<b>56 110</b>
Warrants	0	0	165	0
Rights issue	0	0	24 578	0
Issue costs	0	0	-3 827	0
Translation difference on consolidation	23	-13	-276	72
Profit/loss for the period	-7 319	-16 229	715	-29 566
<b>Amount at end of period</b>	<b>47 972</b>	<b>26 616</b>	<b>47 972</b>	<b>26 616</b>

# SERSTECH GROUP

## CASH FLOW ANALYSIS

Amounts in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full year	2022 Full year
<b>OPERATING ACTIVITIES</b>				
Operating profit	-7 405	-16 143	955	-29 278
Adjustment for items not included in cash flow	2 897	9 505	12 534	14 537
Interest paid	94	-86	-203	-209
<b>CASHFLOW FROM OPERATING ACTIVITIES BEFORE CHANGES TO WORKING CAPITAL</b>	<b>-4 414</b>	<b>-6 724</b>	<b>13 286</b>	<b>-14 950</b>
<b>CASHFLOW FROM CHANGES IN OPERATING PROFIT</b>				
increase (-)/decrease (+) inventory	-253	327	-1 623	1 140
increase (-)/decrease (+) account receivables	12 942	1 599	7 867	-614
increase (-)/decrease (+) other short-term receivables	242	-642	266	-989
increase (+)/decrease (-) account payables	-2 321	2 139	-1 823	1 198
increase (+)/decrease (-) other short-term liabilities	-1 529	1 910	-10 341	1 057
<b>CASHFLOW FROM OPERATING ACTIVITIES</b>	<b>4 667</b>	<b>-1 391</b>	<b>7 632</b>	<b>-13 158</b>
<b>INVESTMENT ACTIVITIES</b>				
Acquisition of property, plant and equipment	-292	-17	-318	-30
Acquisition of intangible fixed assets	-3 147	-1 578	-8 685	-7 560
<b>CASHFLOW FROM INVESTMENT ACTIVITIES</b>	<b>-3 439</b>	<b>-1 595</b>	<b>-9 003</b>	<b>-7 590</b>
<b>FINANCING ACTIVITIES</b>				
Loans	-600	-286	-2 939	3 040
Warrant issue	0	0	165	0
Share issue costs paid	0	0	-3 827	0
Rights issue	0	0	24 578	0
<b>CASHFLOW FROM FINANCING ACTIVITIES</b>	<b>-600</b>	<b>-286</b>	<b>17 977</b>	<b>3 040</b>
<b>CASHFLOW FOR THIS PERIOD</b>	<b>628</b>	<b>-3 272</b>	<b>16 606</b>	<b>-17 708</b>
Cash and cash equivalents at beginning of period	17 844	5 138	1 866	19 574
Cash and cash equivalent at end of period	18 472	1 866	18 472	1 866

# SERSTECH GROUP

## KEY FIGURES

Amounts in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full Year	2022 Full Year
<b>PROFITABILITY AND RETURN</b>				
Revenue change (%)	21%	20%	268%	-8%
EBITDA margin (%)	-104%	-377%	21%	-124%
EBIT margin (%)	-176%	-463%	2%	-171%
<b>CAPITAL STRUCTURE</b>				
Equity	47 972	26 616	47 972	26 616
Balance sheet	59 710	52 546	59 710	52 546
Capital employed	49 772	31 355	49 772	31 355
Equity ratio (%)	80%	51%	80%	51%
<b>CASH FLOW AND LIQUIDITY</b>				
Cash flow before investments	4 667	-1 391	7 632	-13 158
Cash flow after investments	1 228	-2 986	-1 371	-20 748
Liquid funds	18 472	1 866	18 472	1 866
<b>INVESTMENTS</b>				
Acquisition of property, plant and equipment	-292	-17	-318	-30
Acquisition of intangible fixed assets	-3 147	-1 578	-8 685	-7 560
<b>PERSONNEL</b>				
Number of employees	25	17	25	17
<b>DATA PER SHARE</b>				
Number of shares	206 700 000	83 816 085	206 700 000	83 816 085
Earnings per share (SEK)	-0.04	-0.19	0.00	-0.35
Equity per share (SEK)	0.23	0.32	0.23	0.32
Average number of shares	206 700 000	83 816 085	145 258 043	83 816 085
Earnings per average number of shares (SEK)	-0.04	-0.19	0.00	-0.35



# SERSTECH AB, PARENT COMPANY

## INCOME STATEMENT

Amounts in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full year	2022 Full year
<b>REVENUE</b>				
Net sales	4 209	3 488	62 913	17 112
Capitalized work for own account	940	640	1 995	1 977
Other operating income	1 917	189	2 277	1 680
<b>Total revenue</b>	<b>7 066</b>	<b>4 317</b>	<b>67 185</b>	<b>20 769</b>
<b>EXPENSES</b>				
Raw materials, consumables and goods for resale	-1 783	-2 421	-17 423	-7 795
Other external costs	-4 412	-6 836	-21 657	-18 631
Payroll expenses	-5 229	-2 126	-15 690	-10 597
Other operating expenses	0	-6 413	0	-6 413
Exchange gains and losses, net	-57	361	-81	963
<b>Total expenses</b>	<b>-11 481</b>	<b>-17 435</b>	<b>-54 851</b>	<b>-42 473</b>
<b>EBITDA</b>	<b>-4 415</b>	<b>-13 118</b>	<b>12 334</b>	<b>-21 704</b>
Depreciation of tangible and intangible assets	-3 002	-2 984	-11 899	-7 998
<b>EBIT</b>	<b>-7 417</b>	<b>-16 102</b>	<b>435</b>	<b>-29 702</b>
Interest and similar, net	94	-86	-203	-209
<b>EBT</b>	<b>-7 323</b>	<b>-16 188</b>	<b>232</b>	<b>-29 911</b>
Taxes	0	0	0	0
<b>Net Earnings</b>	<b>-7 323</b>	<b>-16 188</b>	<b>232</b>	<b>-29 911</b>

# SERSTECH AB, PARENT COMPANY

## BALANCE SHEET — ASSETS

Amounts in KSEK	2023-12-31	2022-12-31
<b>Intangible assets</b>		
Intangible assets	31 617	34 685
<b>Total intangible assets</b>	<b>31 617</b>	<b>34 685</b>
<b>Tangible assets</b>		
Equipment, tools, fixtures and fittings	312	116
<b>Total tangible assets</b>	<b>312</b>	<b>116</b>
<b>Financial assets</b>		
Shares in subsidiaries	143	143
<b>Total financial assets</b>	<b>143</b>	<b>143</b>
<b>Total fixed assets</b>	<b>32 072</b>	<b>34 944</b>
<b>Current assets</b>		
<b>Inventories etc.</b>		
Inventories	3 491	1 868
<b>Total Inventories</b>	<b>3 491</b>	<b>1 868</b>
<b>Current receivables</b>		
Accounts receivable - trade	3 482	11 348
Other receivables from Group companies	194	29
Current tax assets	0	196
Other receivables	1 269	1 496
Prepaid expenses and accrued income	1 019	806
<b>Total Current receivables</b>	<b>5 964</b>	<b>13 875</b>
Cash and bank balances	17 037	1 207
<b>Total current assets</b>	<b>26 492</b>	<b>16 950</b>
<b>TOTAL ASSETS</b>	<b>58 564</b>	<b>51 894</b>

## SERSTECH AB, PARENT COMPANY

### BALANCE SHEET — EQUITY AND LIABILITIES

Amounts in KSEK	2023-12-31	2022-12-31
<b>Equity</b>		
Equity	47 204	26 056
<b>Total equity</b>	<b>47 204</b>	<b>26 056</b>
 Provisions	 802	 216
<b>Total provision</b>	<b>802</b>	<b>216</b>
 <b>Non-current liabilities</b>		
Liabilities to credit institutions	0	4 000
<b>Total non-current liabilities</b>	<b>0</b>	<b>4 000</b>
 <b>Current liabilities</b>		
Liabilities to credit institutions	1 800	739
Advance payments from customers	61	10 064
Accounts payable	3 134	4 957
Liabilities to Group companies	0	245
Other current liabilities	722	323
Accrued expenses and deferred income	4 841	5 294
<b>Total current liabilities</b>	<b>10 558</b>	<b>21 622</b>
 <b>TOTAL EQUITY AND LIABILITIES</b>	<b>58 564</b>	<b>51 894</b>

## SERSTECH AB, PARENT COMPANY

### CHANGE IN EQUITY

Amounts in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full Year	2022 Full Year
<b>Equity brought forward</b>	<b>54 527</b>	<b>42 243</b>	<b>26 056</b>	<b>55 967</b>
Warrant issue	0	0	165	0
Rights issue	0	0	24 578	0
Issue costs	0	0	-3 827	0
Profit for the period	-7 323	-16 188	232	-29 911
<b>Amount at end of period</b>	<b>47 204</b>	<b>26 056</b>	<b>47 204</b>	<b>26 056</b>



# SERSTECH AB, PARENT COMPANY

## CASH FLOW ANALYSIS

Amounts in KSEK	2023 Oct-Dec	2022 Oct-Dec	2023 Full Year	2022 Full Year
<b>OPERATING ACTIVITIES</b>				
Operating profit	-7 417	-16 102	435	-29 702
Adjustment for items not included in cash flow	2 884	9 495	12 485	14 508
Interest paid/received	94	-86	-203	-209
<b>CASHFLOW FROM OPERATING ACTIVITIES BEFORE CHANGES TO WORKING CAPITAL</b>	<b>-4 439</b>	<b>-6 693</b>	<b>12 717</b>	<b>-15 403</b>
<b>CASHFLOW FROM CHANGES IN OPERATING PROFIT</b>				
increase (-)/decrease (+) inventory	-253	327	-1 623	1 140
increase (-)/decrease (+) account receivables	12 937	1 601	7 866	-604
increase (-)/decrease (+) other short-term receivables	250	-528	45	-829
increase (+)/decrease (-) account payables	-2 321	2 139	-1 823	1 197
increase (+)/decrease (-) other short-term liabilities	-1 539	1 478	-10 302	1 070
<b>CASHFLOW FROM OPERATING ACTIVITIES</b>	<b>4 635</b>	<b>-1 676</b>	<b>6 880</b>	<b>-13 429</b>
<b>INVESTMENT ACTIVITIES</b>				
Acquisition of property, plant and equipment	-284	0	-284	0
Acquisition of intangible fixed assets	-3 160	-1 578	-8 743	-7 646
<b>CASHFLOW FROM INVESTMENT ACTIVITIES</b>	<b>-3 444</b>	<b>-1 578</b>	<b>-9 027</b>	<b>-7 646</b>
<b>FINANCING ACTIVITIES</b>				
Loans	-600	0	-2 939	3 040
Warrant issue	0	0	165	0
Share issue costs paid	0	0	-3 827	0
Rights issue	0	0	24 578	0
<b>CASHFLOW FROM FINANCING ACTIVITIES</b>	<b>-600</b>	<b>0</b>	<b>17 977</b>	<b>3 040</b>
<b>CASHFLOW FOR THIS PERIOD</b>	<b>591</b>	<b>-3 254</b>	<b>15 830</b>	<b>-18 035</b>
Cash and cash equivalents at beginning of period	16 446	4 461	1 207	19 242
Cash and cash equivalents at end of period	17 037	1 207	17 037	1 207

# DEFINITIONS

## PROFITABILITY AND RETURN

Revenue growth

EBIT margin

EBIT

EBITDA

EBITDA margin

Change in revenue as a percentage of previous period revenue.

Operating profit (EBIT) in relation to Net Sales.

Operations profit (EBIT).

Operating profit before depreciation and amortization.

EBITDA in relation to net sales.

## CAPITAL STRUCTURE

Equity

Balance sheet

Capital employed

Equity ratio

Equity at the end of the period.

Total assets or total liabilities and equity.

Balance sheet total less non-interest-bearing liabilities, including deferred tax.

Equity as a percentage of total assets.

## CASH FLOW AND LIQUIDITY

Liquid funds

Cash flow before investments

Cash flow after investments

Bank balances and cash.

Profit before financial items plus items that do not affect cash flow less change in working capital.

Profit after financial items plus items that do not affect cash flow less changes in working capital and investments.

## PERSONNEL

Number of employees

Number of employees at the end of the period.

## DATA PER SHARE

Number of shares

Earnings per share

Equity per share

Number of outstanding shares at the end of the period.

Profit for the period divided by the number of shares.

Equity divided by the number of shares.

**Auditor's review**

This report has not been subject to review by the Company's auditor.

**Future reports**

The company will provide continuing financial information according to the following schedule:

**2024-04-05**

Annual report 2023

**2024-04-29**

Quarterly report (Jan-Mar)

**2024-04-29**

Annual general meeting

**2024-07-16**

Half-Year report (Jan-Jun)

**2024-11-08**

Quarterly report (Jan-Sep)

**2025-02-27**

Year-end report 2024 (Jan-Dec)

Interim reports and annual reports are available on [www.serstech.com](http://www.serstech.com)

**FOR FURTHER INFORMATION,  
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Serstech is traded at Nasdaq First North Growth Market and more information about the company can be found at [www.serstech.com](http://www.serstech.com)