

## Consolidated income statement

KSEK	Jan-Dec 2022	Jan-Dec 2021	Oct-Dec 2022	Oct-Dec 2021
Product related revenue	131 756	76 242	32 793	21 614
Services	108 402	94 449	31 038	27 744
Operations, third party revenue and others	4 657	3 227	1 756	916
Hardware, sale and lease revenue	17 054	8 892	3 568	3 537
<b>Total revenues</b>	<b>261 869</b>	<b>182 809</b>	<b>69 154</b>	<b>53 812</b>
<b>Operating expenses</b>				
Purchase of hardware	-12 187	-5 932	-2 461	-2 529
Project and subcontracting costs	-28 886	-13 583	-7 776	-6 023
Personnel costs	-172 442	-135 691	-46 507	-36 093
Other operating expenses	-23 422	-17 828	-7 341	-5 363
Amortization of goodwill and intangible assets	-9 110	-3 454	-2 277	-762
Depreciation of tangible assets	-1 290	-883	-350	-296
<b>Operating profit before financial items</b>	<b>14 531</b>	<b>5 437</b>	<b>2 441</b>	<b>2 746</b>
Results from financial investments	-615	-31	-130	2
<b>Profit after financial items</b>	<b>13 916</b>	<b>5 407</b>	<b>2 311</b>	<b>2 748</b>
Taxes	-3 211	-1 539	63	-530
<b>Net profit for the year/period</b>	<b>10 705</b>	<b>3 867</b>	<b>2 374</b>	<b>2 218</b>

## Consolidated balance sheet

KSEK	2022-12-31	2021-12-31
<b>Fixed assets</b>		
<i>Intangible assets</i>		
Developed software	35 857	1 033
Goodwill	17 343	12 740
<i>Tangible assets</i>		
Equipment	5 853	5 483
<i>Financial assets</i>		
Other securities held as fixed assets	2 453	588
Deferred tax	52	50
<b>Total fixed assets</b>	<b>61 559</b>	<b>19 893</b>
<b>Current assets</b>		
Inventories	847	1 992
Accounts receivable	32 322	32 849
Other receivables	776	879
Income taxes recoverable	517	1 633
Prepaid expenses and accrued income	3 715	4 142
Short term Investments	101	97
Cash and bank balances	25 848	70 261
<b>Total current assets</b>	<b>64 126</b>	<b>111 854</b>
<b>Total assets</b>	<b>125 685</b>	<b>131 748</b>

## Consolidated balance sheet

KSEK	2022-12-31	2021-12-31
<b>Equity and liabilities</b>		
<i>Equity</i>		
Share capital	1 115	1 115
Other equity including profit for the year	64 180	53 288
<b>Total equity for the shareholders in the Company</b>	<b>65 295</b>	<b>54 403</b>
<b>Total equity</b>	<b>65 295</b>	<b>54 403</b>
<b>Provisions</b>		
Provisions for taxes	303	220
Other provisions	1 151	1 106
<b>Total provisions</b>	<b>1 454</b>	<b>1 327</b>
<b>Long-term liabilities</b>		
Long-term interest bearing liabilities	12 000	16 000
Other long-term liability	0	0
<b>Total long-term liabilities</b>	<b>12 000</b>	<b>16 000</b>
<b>Current liabilities</b>		
Short-term interest bearing liabilities	4 000	19 000
Advance payments from customers	769	1 516
Accounts payable	6 780	6 185
Current tax liability	1 791	1 496
Other liabilities	11 709	8 993
Accrued expenses and deferred income	21 886	22 829
<b>Total current liabilities</b>	<b>46 936</b>	<b>60 018</b>
<b>Total equity and liabilities</b>	<b>125 685</b>	<b>131 748</b>

## Consolidated cash flow statement

	Jan-Dec	Jan-Dec	Oct-Dec	Oct-Dec
KSEK	2022	2021	2022	2021
<b>Operating activities</b>				
Operating profit	14 531	5 437	2 441	2 745
Reversal of non-cash items				
- Depreciation and amortization of fixed assets	10 400	4 337	2 628	1 057
- Other provisions	45	1 106	0	1 106
Interest received	143	17	97	15
Interest paid	-689	-48	-168	-13
Income tax paid	-1 718	-2 640	-217	-1 626
<b>Changes from operating activities before working capital</b>	<b>22 712</b>	<b>8 209</b>	<b>4 781</b>	<b>3 284</b>
<b>Working capital</b>				
Inventories (+ decrease)	1 145	-1 196	1 883	393
Accounts receivable (+ decrease)	801	2 602	7 080	3 833
Other current receivables (+ decrease)	601	695	-164	-1 154
Accounts payable (+ increase)	552	3 191	1 237	2 298
Other current liabilities (+ increase)	535	-442	-2 504	1 880
<b>Cash flow from operating activities</b>	<b>26 346</b>	<b>13 059</b>	<b>12 313</b>	<b>10 534</b>
<b>Investing activities</b>				
Acquisition of intangible assets	-48 511	0	0	0
Purchase of tangible assets	-1 636	-4 576	-653	-772
Acquisition of shares and operations		-4 000		0
Increase/decrease of financial investments	-1 916	-179	-95	0
<b>Cash flow from investing activities</b>	<b>-52 063</b>	<b>-8 755</b>	<b>-748</b>	<b>-772</b>
<b>Financing activities</b>				
Issue of new shares	1 211	0	0	0
New bank loans	0	35 000	0	35 000
Change in bank overdraft facilities	0	0	-1 685	0
Repayment/amortization of loan	-19 000	0	-1 000	0
Dividend paid	-1 394	-5 577	0	0
<b>Cash flow from financing activities</b>	<b>-19 183</b>	<b>29 423</b>	<b>-2 685</b>	<b>35 000</b>
<b>Cash flow for the period</b>	<b>-44 900</b>	<b>33 727</b>	<b>8 880</b>	<b>44 762</b>
Cash and cash equivalent at the beginning of the period	70 358	35 206	16 615	25 062
Exchange rate differences in cash and cash equivalent	491	1 425	454	534
<b>Cash and cash equivalents at the end of the period</b>	<b>25 949</b>	<b>70 358</b>	<b>25 949</b>	<b>70 358</b>

	Jan-Dec 2022	Jan-Dec 2021
<b>Change in equity, KSEK</b>		
OB Equity 2022-01-01 (2021-01-01)	54 403	55 199
Issue of new shares	1 211	0
Dividend	-1 394	-5 577
Translation difference	370	914
Profit for the period	10 705	3 867
Equity 2022-12-31 (2021-12-31)	65 295	54 403
<b>Consolidated key ratios</b>		
EBITA (KSEK)	23 641	8 892
Operating margin, EBITA (%)	9,0%	4,9%
EBIT (KSEK)	14 531	5 437
Operating margin, EBIT (%)	5,5%	3,0%
Profit margin (%)	5,3%	3,0%
<b>Consolidated financial summary</b>		
Liquid assets (MSEK)	25,9	70,4
Equity (MSEK)	65,3	54,4
Equity ratio (%)	52,0%	41,3%
Liquid ratio (%)	135%	183%
<b>Consolidated employees</b>		
Employees as at period end (numbers)	191	161
Annual employees for the full period (numbers)	186	155
Revenue/Employee (KSEK)	1 408	1 176
Operating profit or loss/employee (KSEK)	127	57
Employee turnover (%)	11,0%	11,2%
Sickness absence (%)	4,4%	4,6%
<b>Share in Triona AB</b>		
Number of shares at the end of the period (units)	5 611 680	5 577 080
Earnings per share Triona AB (SEK)	1,91	0,69
Equity per share Triona AB (SEK)	11,64	9,75

## Definitions

<b>EBITA</b>	Result before amortization and write-downs of intangible assets.
<b>EBIT</b>	Operating profit before financial items and tax.
<b>Operating margin</b>	EBIT in percent of net sales.
<b>Profit margin</b>	Profit/loss before tax in percent of total revenue.
<b>Liquid assets</b>	The group's total monetary balances in terms of cash; cash, bank accounts, short term Investments, etc.
<b>Equity</b>	Reported equity and untaxed reserves after deferred tax deduction to current tax rate.
<b>Equity ratio</b>	Equity in percent of total assets.
<b>Liquid ratio</b>	Current assets excluding inventory in percent of current liabilities.
<b>Annual employees</b>	Refers to the number of employees measured in contracted time and fulltime positions.
<b>Earnings per share</b>	Profit after tax attributable to parent company's shareholders/total amount outstanding shares.
<b>Equity per share</b>	Equity attributable to the parent company's shareholders /total amount of outstanding shares.