

## Consolidated income statement

KSEK	2023 Jan-Dec	2022 Jan-Dec	2023 Q4	2022 Q4
Product related revenue	141 394	131 756	36 092	32 793
Services	115 809	108 402	32 815	31 038
Operations, third party revenue and others	5 068	4 657	1 337	1 756
Hardware, sale and lease revenue	4 746	17 054	1 902	3 568
<b>Total revenues</b>	<b>267 017</b>	<b>261 869</b>	<b>72 146</b>	<b>69 154</b>
<b>Operating expenses</b>				
Purchase of hardware	-3 165	-12 187	-1 345	-2 461
Project and subcontracting costs	-29 174	-28 886	-7 372	-7 776
Personnel costs	-187 963	-172 442	-53 755	-46 507
Other operating expenses	-23 508	-23 422	-6 646	-7 341
Amortization of goodwill and intangible assets	-9 103	-9 110	-2 276	-2 277
Depreciation of tangible assets	-1 687	-1 290	-430	-350
<b>Operating profit before financial items</b>	<b>12 417</b>	<b>14 531</b>	<b>322</b>	<b>2 441</b>
Financial items	-41	-615	-32	-130
<b>Profit after financial items</b>	<b>12 376</b>	<b>13 916</b>	<b>291</b>	<b>2 311</b>
Taxes	-2 846	-3 211	-128	63
<b>Net profit for the period/year</b>	<b>9 530</b>	<b>10 705</b>	<b>162</b>	<b>2 374</b>

## Consolidated balance sheet

KSEK	2023-12-31	2022-12-31
<b>Fixed assets</b>		
<i>Intangible assets</i>		
Software	30 611	35 857
Goodwill	13 436	17 343
<i>Tangible assets</i>		
Equipment	5 927	5 853
<i>Financial assets</i>		
Other securities held as fixed assets	2 511	2 453
Deferred tax	80	52
<b>Total fixed assets</b>	<b>52 565</b>	<b>61 559</b>
<b>Current assets</b>		
Inventories	1 705	847
Accounts receivable	46 998	32 322
Income taxes recoverable	0	517
Other receivables	1 100	776
Prepaid expenses and accrued income	4 473	3 716
Short term Investments	97	101
Cash and bank balances	22 244	25 848
<b>Total current assets</b>	<b>76 617</b>	<b>64 127</b>
<b>Total assets</b>	<b>129 182</b>	<b>125 685</b>

## Consolidated balance sheet

KSEK	2023-12-31	2022-12-31
<b>Equity and liabilities</b>		
<i>Equity</i>		
Share capital	1 122	1 122
Other equity including profit for the year	67 056	64 173
<b>Total equity for the shareholders in the Company</b>	<b>68 178</b>	<b>65 295</b>
<b>Total equity</b>	<b>68 178</b>	<b>65 295</b>
<b>Provisions</b>		
Provisions for taxes	299	303
Other provisions	1 151	1 151
<b>Total provisions</b>	<b>1 450</b>	<b>1 454</b>
<b>Long-term liabilities</b>		
Long-term interest bearing liabilities	8 000	12 000
Other long-term liability	0	0
<b>Total long-term liabilities</b>	<b>8 000</b>	<b>12 000</b>
<b>Current liabilities</b>		
Short-term interest bearing liabilities	4 000	4 000
Advance payments from customers	829	769
Accounts payable	5 618	6 780
Bank overdraft facilities	2 176	1 791
Current tax liability	13 811	11 709
Other liabilities	25 120	21 886
Accrued expenses and deferred income	0	0
<b>Total current liabilities</b>	<b>51 554</b>	<b>46 936</b>
<b>Total equity and liabilities</b>	<b>129 182</b>	<b>125 685</b>

## Consolidated cash flow statement

	2023	2022	2023	2023
KSEK	Jan-Dec	Jan-Dec	Q4	Q4
<b>Operating activities</b>				
Operating profit	12 417	14 531	323	2 441
Reversal of non-cash items				
- Depreciation and amortization of fixed assets	10 775	10 400	2 691	2 628
- Other provisions	0	45	0	0
Interest received	881	143	267	97
Interest paid	-916	-689	-222	-168
Income tax paid	-1980	-1718	-706	-217
<b>Changes from operating activities before working capital</b>	<b>21 177</b>	<b>22 712</b>	<b>2 353</b>	<b>4 781</b>
<b>Working capital</b>				
Inventories (+ decrease)	-858	1145	-294	1883
Accounts receivable (+ decrease)	-15 173	801	-5 939	7 080
Other current receivables (+ decrease)	-1195	601	3 033	-164
Accounts payable (+ increase)	-1091	552	126	1237
Other current liabilities (+ increase)	6 193	535	4 693	-2 504
<b>Cash flow from operating activities</b>	<b>9 053</b>	<b>26 346</b>	<b>3 972</b>	<b>12 313</b>
<b>Investing activities</b>				
Acquisition of intangible assets	0	-48 511	0	0
Purchase of tangible assets	-1829	-1636	-489	-653
Increase/decrease of financial investments	-19	-1916	-182	-95
<b>Cash flow from investing activities</b>	<b>-1 848</b>	<b>-52 063</b>	<b>-671</b>	<b>-748</b>
<b>Financing activities</b>				
Issue of new shares	0	1211	0	0
Bank overdraft facilities	0	0	0	-1685
Repayment/amortization of loan	-4 000	-19 000	-1000	-1000
Dividend paid	-5 612	-1394	0	0
<b>Cash flow from financing activities</b>	<b>-9 612</b>	<b>-19 183</b>	<b>-1 000</b>	<b>-2 685</b>
<b>Cash flow for the period</b>	<b>-2 407</b>	<b>-44 900</b>	<b>2 301</b>	<b>8 880</b>
Cash and cash equivalent at the beginning of the period	25 949	70 358	20 636	16 615
Exchange rate differences in cash and cash equivalent	-1201	491	-596	454
<b>Cash and cash equivalents at the end of the period</b>	<b>22 341</b>	<b>25 949</b>	<b>22 341</b>	<b>25 949</b>

	2023	2022
Change in equity, KSEK	Jan-Dec	Jan-Dec
OB Equity 2023-01-01 (2022-01-01)	65 295	54 403
Issue of new shares		1 211
Dividend	-5 612	-1 394
Translation difference	-1 035	370
Profit for the period	9 530	10 705
Equity 2023-12-31 (2022-12-31)	68 178	65 295

#### Consolidated key ratios

EBITA (KSEK)	21 519	23 641
Operating margin, EBITA (%)	8,1%	9,0%
EBIT (KSEK)	12 417	14 531
Operating margin, EBIT (%)	4,7%	5,5%
Profit margin (%)	4,6%	5,3%

#### Consolidated financial summary

Liquid assets (MSEK)	22,3	25,9
Equity (MSEK)	68,2	65,3
Equity ratio (%)	52,8%	52,0%
Liquid ratio (%)	145%	135%

#### Consolidated employees

Employees as at period end (numbers)	200	191
Annual employees for the full period (numbers)	191	186
Revenue/Employee (KSEK)	1 397	1 408
Operating profit or loss/employee (KSEK)	113	127
Employee turnover (%)	6,5%	11,0%
Sickness absence (%)	2,0%	4,4%

#### Share in Triona AB

Number of shares at the end of the period (units)	5 611 680	5 611 680
Earnings per share Triona AB (SEK)	1,70	1,91
Equity per share Triona AB (SEK)	12,15	11,64

## 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.