



# Third quarter

1 JULY - 30 SEPTEMBER 2024

# Simplicity. Speed. Precision.

## 1 July – 30 September 2024 Serstech Group

- Net sales amounted to KSEK 3 392 (13 593).
- EBITDA amounted to KSEK -6 657 (-329).
- EBIT amounted to KSEK -8 518 (-3 333).
- Cash flow from operating activities amounted to KSEK -3 623 (12 719).
- Earnings per share amounted to SEK -0.04 (-0.02).
- Earnings per average number of shares amounted to SEK -0.04 (-0.02).

## 1 January – 30 September 2024 Serstech Group

- Net sales amounted to KSEK 38 935 (58 704).
- EBITDA amounted to KSEK 344 (17 145).
- EBIT amounted to KSEK -5 287 (8 215).
- Cash flow from operating activities amounted to KSEK -3 108 (2 964).
- Earnings per share amounted to SEK -0.03 (0.04).
- Earnings per average number of shares amounted to SEK -0.03 (0.05).

## Serstech group – key figures

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
Net sales	3 392	13 593	38 935	58 704	62 913
EBITDA	-6 657	-329	344	17 145	12 900
EBIT	-8 518	-3 333	-5 287	8 215	955
Earnings per share (SEK)	-0.04	-0.02	-0.03	0.04	0.00
Earnings per average number of shares (SEK)	-0.04	-0.02	-0.03	0.05	0.00
Cash flow from Operating activities	-3 623	12 719	-3 108	2 964	7 632
Equity ratio (%)	83%	77%	83%	77%	80%

# Message from the CEO

As of the end of the third quarter, we have secured five substantial orders, bringing total sales for the first three quarters to 39 MSEK. Given the nature of our business, order timing can vary, resulting in occasional periods of lower sales. Q3 2024 represented the first such period in over 18 months. While this distribution pattern may reoccur, it does not signal a decline in market demand. Notably, following the end of the quarter, we received our fourth order of the year from Chilean law enforcement, valued at 9.7 MSEK, with delivery scheduled before year-end.

We remain optimistic about achieving robust growth over the next 12 months. However, in light of the Q3 results and the remarkable 268% growth recorded in 2023, we do not anticipate overall growth for the full year of 2024.

At the close of the quarter, we launched a major software upgrade for the Serstech Arx mkII. The initial launch of this product in May marked a significant technological leap, introducing a new approach to chemical identification. This software update enhances the precision of chemical mixture identification. This capability is particularly advantageous for law enforcement agencies, where field-detected narcotics are often mixed substances. Enhanced component identification within these mixtures adds substantial operational value.

The software upgrade also expanded the number of substances identifiable by the Serstech Arx mkII from 17,000 to 24,000, positioning Serstech with one of the largest substance libraries in the industry.

In July, Serstech participated in a two-week military exercise with US Chemical and Biological Threat teams, where new technologies were evaluated in realistic conditions. Feedback was overwhelmingly positive, with the Serstech Arx mkII recognized as the top technology by participants. Following this success, we have been invited to a subsequent evaluation event in November. Interest from US military is primarily driven by the solution's compact design, intuitive interface, robust civilian and military communication features, and its unique capability to identify biotoxins.

Demand remains strong across both the law enforcement and civil defense sectors. Looking forward, we anticipate significant contributions from the military defense sector starting in 2025, with continued growth expected in the years beyond. Although we project negative growth for 2024, we are confident in returning to a strong growth and profitability in 2025 and onwards.

Stefan Sandor, CEO  
November 2024



## Significant events

### After the period

#### **Serstech received 9.7 MSEK orders from Aerotech in Chile**

In November 2024, Serstech received two orders totaling 9.7 MSEK from our Chilean partner, Aerotech. The orders include the Serstech Arx mkII and ChemDash software. The order will be delivered and invoiced in the fourth quarter of 2024.

The final recipients of these orders are the Carabineros and the Investigations Police of Chile (PDI). PDI is the nation's primary civilian police force specializing in criminal investigations, intelligence operations, and counterterrorism, with a particular focus on areas such as drug trafficking and organized crime.

These orders represent the fourth and fifth in 2024 from Chilean law enforcement through Aerotech, underscoring the growing demand for Serstech's solutions in the region.

# 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 24 000 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 mkII

Serstech Arx mkII identifies unknown substances quickly and easily with high precision. The patented autofocus functionality removes the need for accessories and adapters. With 12 hours battery time, all you need to carry is the instrument itself, which fits easily in a pocket or small bag.

### 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.



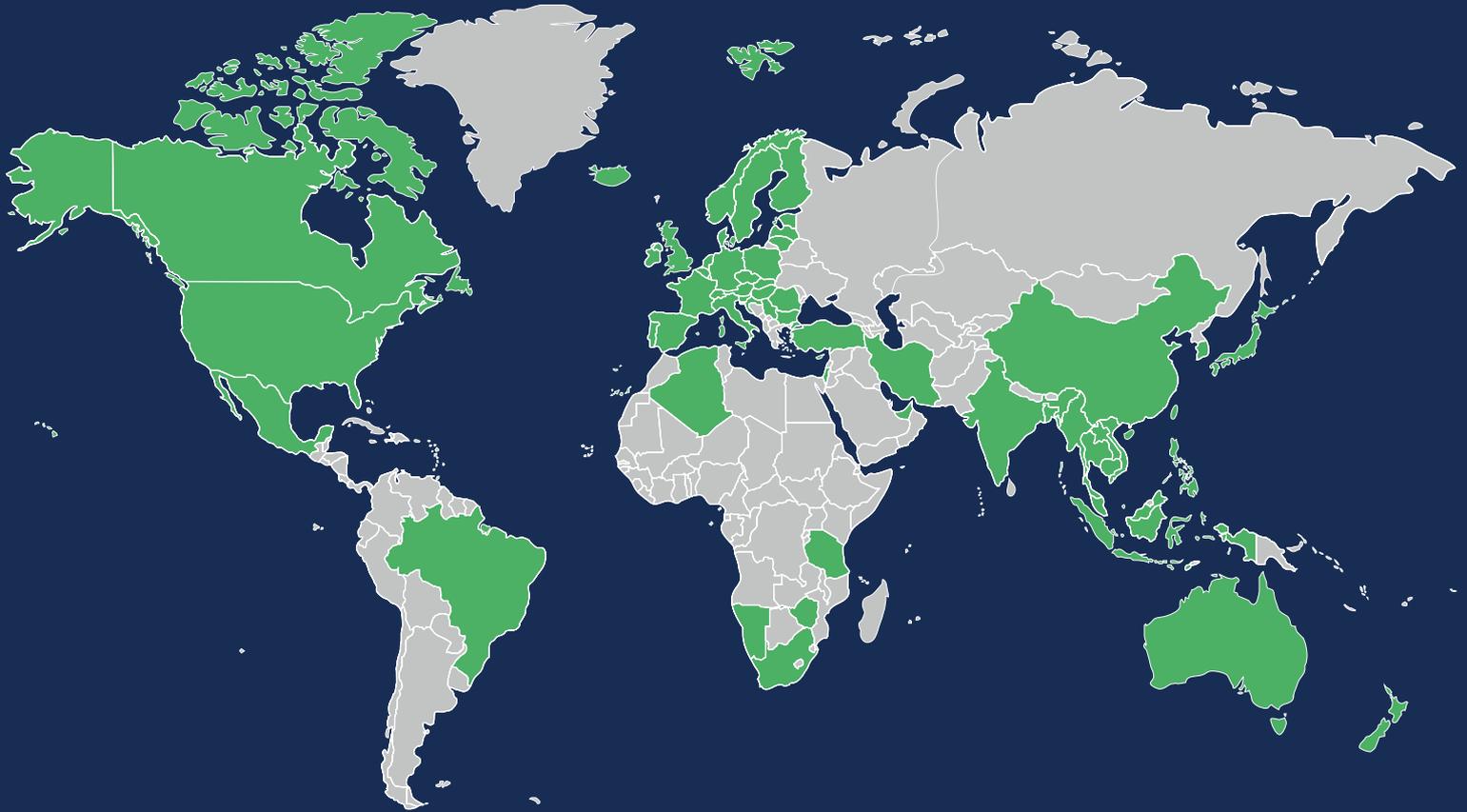
### Pharmaceutical

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.



# Geographical coverage **partner network**

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.



- |            |                |             |              |                      |
|------------|----------------|-------------|--------------|----------------------|
| Algeria    | China          | Ireland     | Peru         | Switzerland          |
| Argentina  | Croatia        | Israel      | Philippines  | Taiwan               |
| Australia  | Czech Republic | Italy       | Poland       | Thailand             |
| Austria    | Denmark        | Japan       | Portugal     | Turkey               |
| Bangladesh | Ecuador        | Kazakhstan  | Saudi Arabia | Uganda               |
| Belgium    | Egypt          | Kuwait      | Serbia       | Ukraine              |
| Bolivia    | Finland        | Lithuania   | Singapore    | United Arab Emirates |
| Botswana   | France         | México      | Slovakia     | United Kingdom       |
| Brazil     | Germany        | Myanmar     | Slovenia     | United States        |
| Brunei     | Greece         | Netherlands | South Korea  | Vietnam              |
| Bulgaria   | Hungary        | New Zealand | Spain        |                      |
| Cambodia   | India          | Nigeria     | Sri Lanka    |                      |
| Canada     | Indonesia      | Norway      | Sudan        |                      |
| Chile      | Iraq           | Pakistan    | Sweden       |                      |

# Financial comments, Serstech group

## Revenue

### July - September 2024

The net sales for the third quarter amounted to KSEK 3 392 (13 593). The sales for the quarter were lower than in the same period last year, with no large order delivered during the quarter. As we have often emphasized, nearly all our sales are tender-based, which naturally leads to fluctuations from quarter to quarter.

Capitalized work for own account amounted to KSEK 915 (631) and was primarily related to development of our next generation Raman instrument, Serstech Arx mkII. Other operating income amounted to KSEK 1 (85).

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

### January - June 2024

The net sales for the first nine months of 2024 amounted to KSEK 38 935 (58 704). Capitalized work for own account amounted to KSEK 2 924 (1 914) and was primarily related to development of our next generation Raman instrument, Serstech Arx mkII.

Other operating income amounted to KSEK 1 416 (368) 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.

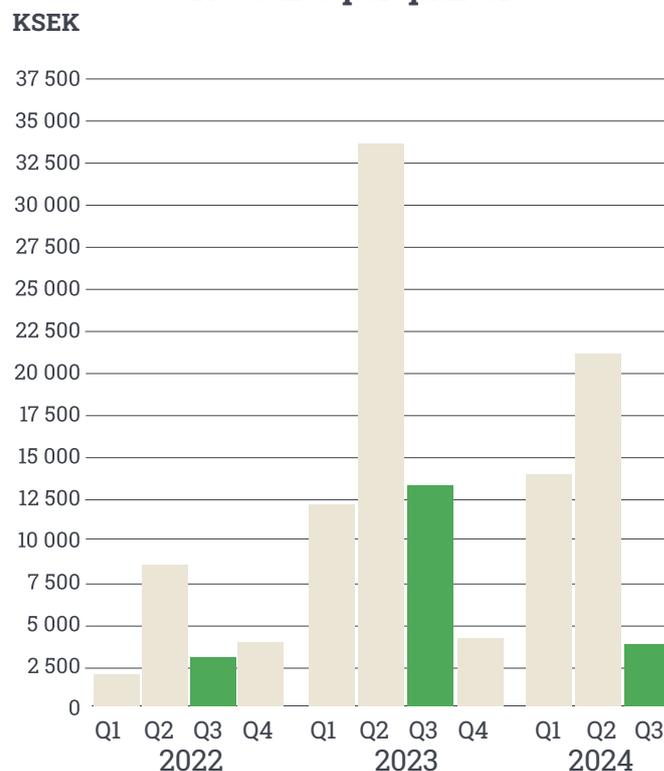
## Net earnings

### July - September 2024

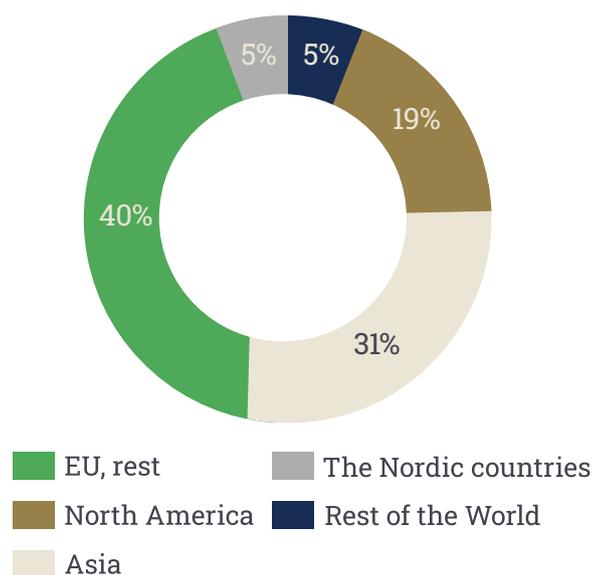
For the third quarter, EBITDA amounted to KSEK -6 657 (-329). Other external costs amounted to KSEK -4 936 (-5 150) and were in line with the previous year's quarter. Parts of the R&D costs were capitalized. Payroll expenses amounted to KSEK -4 381 (-4 695). The average number of employees amounted to 22 (21). Depreciation of assets amounted to KSEK -1 862 (-3 004). KSEK -22 (-35) refers to depreciation of equipment, tools and installations. KSEK -1 840 (-2 969) refers to depreciation of capitalized development costs and patents. The decrease was due to older capitalized development costs being fully depreciated during Q1 2024.

EBIT amounted to KSEK -8 518 (-3 333). Net earnings amounted to KSEK -8 523 (-3 427). Earnings per share amounted to SEK -0.04 (-0.02), and earnings per average number of shares amounted to SEK -0.04 (-0.02).

## Net Sales per quarter



## Geographical division of Serstech's net sales (2018-2024)



## January - September 2024

For the first nine months of 2024, EBITDA amounted to KSEK 344 (17 145). Other external costs amounted to KSEK -15 619 (-15 342). The increase was primarily driven by slightly higher sales and R&D costs, which were related to Q1 and Q2. During Q3, the costs were in line with the previous year's quarter. Parts of the R&D costs were capitalized.

Payroll expenses amounted to KSEK -14 862 (-12 837). The increase was primarily due to the expansion of our workforce. The average number of employees amounted to 23 (19).

Depreciation of assets amounted to KSEK -5 631 (-8 931). KSEK -92 (-117) refers to depreciation of equipment, tools and installations. KSEK -5 539 (-8 814) refers to depreciation of capitalized development costs and patents. The decrease was due to older capitalized development costs being fully depreciated during Q1 2024.

EBIT amounted to KSEK -5 287 (8 215). Net earnings amounted to KSEK -5 434 (7 877). Earnings per share amounted to SEK -0.03 per share (0.04), and earnings per average number of shares amounted to SEK -0.03 (0.05)

## Cash flow & Investments

### July - September 2024

The cash flow during the third quarter amounted to KSEK -5 570 (9 994). The cash flow from operating activities amounted to KSEK -3 623 (12 719). The change was primarily attributed to lower operating income and a reduction in incoming payments from accounts receivable compared to the same quarter last year. The cash flow from investment activities amounted to KSEK -1 947 (-2 186), and relates to intangible fixed assets, capitalized expenditure for development work and patents. The cash flow from financing activities amounted to KSEK 0 (-539). The change was due to the full repayment of our debt to Almi during Q2 2024.

### January - September 2024

The cash flow during the first nine months amounted to KSEK -11 566 (15 978). The cash flow from operating activities amounted to KSEK -3 108 (2 964). The change was primarily attributed to a lower operating income. The cash flow from investment activities amounted to KSEK -6 658 (-5 563), and relates to intangible fixed assets, capitalized expenditure for development work and patents. The cash flow from financing activities amounted to KSEK -1 800 (18 577), the change was mainly due to a right issue, which added KSEK 20 751 to the cash balance in the first quarter of 2023.

## Financial position and liquidity

As of 30 September 2024, the group had KSEK 6 906 (17 844) in cash and bank balances. The group had KSEK 7 000 (2 000) in unutilized overdraft credit. During the year, in connection with a bank change, we increased the overdraft facility from KSEK 2 000 to KSEK 7 000. The group had longterm interest-bearing liabilities of KSEK 0 (0) and short-term interest-bearing liabilities of KSEK 0 (2 400). As of 30 September 2024, Serstech Group is debt-free.

## Equity & share capital

As of 30 September 2024, the equity of Serstech Group amounted to KSEK 42 551 (55 267) and the equity ratio amounted to 83 percent (77). All shares belong to the same series and have the same voting and profit rights in the company.

## Personnel

As of 30 September 2024, Serstech Group had 22 (23) employees.

	TOTAL	Men	Women
Lund, Sweden	17	12	5
Cluj, Romania	5	4	1
Group	22	16	6

## 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.

# Serstech Group

## Income Statement

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
<b>Revenue</b>					
Net sales	3 392	13 593	38 935	58 704	62 913
Capitalized work for own account	915	631	2 924	1 914	3 103
Other operating income	1	85	1 416	368	2 285
<b>Total revenue</b>	<b>4 309</b>	<b>14 309</b>	<b>43 275</b>	<b>60 986</b>	<b>68 301</b>
<b>Expenses</b>					
Raw materials, consumables & goods for resale	-1 402	-3 761	-12 115	-15 639	-17 423
Other external costs	-4 936	-5 150	-15 619	-15 342	-19 100
Payroll expenses	-4 381	-4 695	-14 862	-12 837	-18 797
Exchange gains and losses, net	-246	-1 032	-335	-23	-81
<b>Total expenses</b>	<b>-10 965</b>	<b>-14 639</b>	<b>-42 931</b>	<b>-43 841</b>	<b>-55 401</b>
<b>EBITDA</b>	<b>-6 657</b>	<b>-329</b>	<b>344</b>	<b>17 145</b>	<b>12 900</b>
Depreciation of tangible and intangible assets	-1 862	-3 004	-5 631	-8 931	-11 945
<b>EBIT</b>	<b>-8 518</b>	<b>-3 333</b>	<b>-5 287</b>	<b>8 215</b>	<b>955</b>
Interest and similar, net	1	-86	-107	-298	-203
<b>EBT</b>	<b>-8 517</b>	<b>-3 419</b>	<b>-5 394</b>	<b>7 917</b>	<b>752</b>
Taxes	-5	-8	-40	-40	-37
<b>Net Earnings</b>	<b>-8 523</b>	<b>-3 427</b>	<b>-5 434</b>	<b>7 877</b>	<b>715</b>

# Serstech Group

## Balance Sheet – Assets

Amounts in KSEK	2024 September	2023 September	2023 December
<b>Assets</b>			
<b>Intangible assets</b>			
Intangible assets	32 563	31 050	31 220
<b>Total intangible assets</b>	<b>32 563</b>	<b>31 050</b>	<b>31 220</b>
<b>Tangible assets</b>			
Equipment, tools, fixtures and fittings	259	126	379
<b>Total tangible assets</b>	<b>259</b>	<b>126</b>	<b>379</b>
<b>Financial assets</b>			
Deferred tax assets	91	78	81
<b>Total financial assets</b>	<b>91</b>	<b>78</b>	<b>81</b>
<b>Total fixed assets</b>	<b>32 913</b>	<b>31 254</b>	<b>31 680</b>
<b>Current assets</b>			
Inventories	4 588	3 238	3 491
<b>Total</b>	<b>4 588</b>	<b>3 238</b>	<b>3 491</b>
<b>Current receivables</b>			
Accounts receivable - trade	4 126	16 553	3 611
Current tax assets	0	356	0
Other receivables	1 428	1 809	1 425
Prepaid expenses and accrued income	1 301	533	1 031
<b>Total Current receivables</b>	<b>6 856</b>	<b>19 251</b>	<b>6 067</b>
Cash and bank balances	6 906	17 844	18 472
<b>Total current assets</b>	<b>18 350</b>	<b>40 333</b>	<b>28 030</b>
<b>Total assets</b>	<b>51 262</b>	<b>71 587</b>	<b>59 710</b>

# Serstech Group

## Balance Sheet – Equity and liabilities

Amounts in KSEK	2024 September	2023 September	2023 December
<b>Equity</b>			
Equity	42 551	55 267	47 972
<b>Total equity</b>	<b>42 551</b>	<b>55 267</b>	<b>47 972</b>
Provisions	1 154	920	802
<b>Total provisions</b>	<b>1 154</b>	<b>920</b>	<b>802</b>
<b>Current liabilities</b>			
Liabilities to credit institutions	0	2 400	1 800
Advance payments from customers	169	1 229	61
Accounts payable	3 763	5 455	3 134
Current tax liabilities	114	121	124
Other current liabilities	817	784	873
Accrued expenses and deferred income	2 693	5 412	4 943
<b>Total current liabilities</b>	<b>7 557</b>	<b>15 400</b>	<b>10 936</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>51 262</b>	<b>71 587</b>	<b>59 710</b>

# Serstech Group

## Change in equity

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
<b>Equity brought forward</b>	<b>51 097</b>	<b>58 639</b>	<b>47 972</b>	<b>26 616</b>	<b>26 616</b>
Warrants	0	61	0	165	165
Rights issue	0	0	0	24 578	24 578
Issue costs	0	0	0	-3 827	-3 827
Translation difference on consolidation	-24	-7	12	-143	-276
Profit for the period	-8 523	-3 427	-5 434	7 877	715
<b>Amount at end of period</b>	<b>42 551</b>	<b>55 267</b>	<b>42 551</b>	<b>55 267</b>	<b>47 972</b>

# Serstech Group

## Cash flow analysis

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
<b>Operating activities</b>					
Operating profit	-8 518	-3 333	-5 287	8 215	955
Adjustment for items not included in cash flow	1 888	3 163	5 777	9 637	12 534
Interest paid/received	1	-86	-107	-298	-203
<b>Cashflow from operating activities before changes to working capital</b>	<b>-6 629</b>	<b>-256</b>	<b>383</b>	<b>17 554</b>	<b>13 286</b>
<b>Cashflow from changes in operating profit</b>					
increase (-)/decrease (+) inventory	157	219	-1 097	-1 370	-1 623
increase (-)/decrease (+) account receivables	4 677	14 596	-515	-5 075	7 867
increase (-)/decrease (+) other short-term receivables	1 603	1 228	-273	24	266
increase (+)/decrease (-) account payables	-1 974	-110	629	498	-1 823
increase (+)/decrease (-) other short-term liabilities	-1 457	-2 958	-2 235	-8 667	-10 341
<b>Cashflow from operating activities</b>	<b>-3 623</b>	<b>12 719</b>	<b>-3 108</b>	<b>2 964</b>	<b>7 632</b>
<b>Investment activities</b>					
Acquisition of property, plant and equipment	0	-16	-249	-25	-318
Sale of property, plant and equipment	0	0	450	0	0
Acquisition of intangible fixed assets	-1 947	-2 170	-6 859	-5 538	-8 685
<b>Cashflow from investment activities</b>	<b>-1 947</b>	<b>-2 186</b>	<b>-6 658</b>	<b>-5 563</b>	<b>-9 003</b>
<b>Financing activities</b>					
Loans	0	-600	-1 800	-2 339	-2 939
Warrant issue	0	61	0	165	165
Share issue costs paid	0	0	0	-3 827	-3 827
Rights issue	0	0	0	24 578	24 578
<b>Cashflow from financing activities</b>	<b>0</b>	<b>-539</b>	<b>-1 800</b>	<b>18 577</b>	<b>17 977</b>
<b>Cashflow for this period</b>	<b>-5 570</b>	<b>9 994</b>	<b>-11 566</b>	<b>15 978</b>	<b>16 606</b>
Cash and cash equivalents at beginning of period	12 476	7 850	18 472	1 866	1 866
Cash and cash equivalents at end of period	6 906	17 844	6 906	17 844	18 472

# Serstech Group

## Key figures

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
<b>Profitability and return</b>					
Revenue change (%)	-75%	335%	-34%	331%	268%
EBITDA margin (%)	-196%	-2%	1%	29%	21%
EBIT margin (%)	-251%	-25%	-14%	14%	2%
<b>Capital structure</b>					
Equity	42 551	55 267	42 551	55 267	47 972
Balance sheet	51 262	71 587	51 262	71 587	59 710
Capital employed	42 551	57 655	42 551	57 655	49 772
Equity ratio (%)	83%	77%	83%	77%	80%
<b>Cash flow and liquidity</b>					
Cash flow before investments	-3 623	12 719	-3 108	2 964	7 632
Cash flow after investments	-5 570	10 533	-9 766	-2 599	-1 371
Liquid funds	6 906	17 844	6 906	17 844	18 472
<b>Investments</b>					
Acquisition of property, plant and equipment	0	-16	-249	-25	-318
Sale of property, plant and equipment	0	0	450	0	0
Acquisition of intangible fixed assets	-1 947	-2 170	-6 859	-5 538	-8 685
<b>Personnel</b>					
Number of employees	22	23	22	23	25
<b>Data per share</b>					
Number of shares	206 700 000	206 700 000	206 700 000	206 700 000	206 700 000
Earnings per share (SEK)	-0.04	-0.02	-0.03	0.04	0.00
Equity per share (SEK)	0.21	0.27	0.21	0.27	0.23
Average number of shares	206 700 000	206 700 000	206 700 000	145 258 043	145 258 043
Earnings per average number of shares (SEK)	-0.04	-0.02	-0.03	0.05	0.00

# Serstech AB, parent company

## Income Statement

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
<b>Revenue</b>					
Net sales	3 392	13 593	38 935	58 704	62 913
Capitalized work for own account	639	394	2 010	1 054	1 995
Other operating income	0	85	1 414	360	2 277
<b>Total revenue</b>	<b>4 032</b>	<b>14 072</b>	<b>42 359</b>	<b>60 118</b>	<b>67 185</b>
<b>Expenses</b>					
Raw materials, consumables & goods for resale	-1 402	-3 761	-12 114	-15 639	-17 423
Other external costs	-5 416	-5 703	-17 549	-17 246	-21 657
Payroll expenses	-3 709	-3 951	-12 429	-10 460	-15 690
Exchange gains and losses, net	-246	-1 032	-335	-23	-81
<b>Total expenses</b>	<b>-10 773</b>	<b>-14 447</b>	<b>-42 427</b>	<b>-43 368</b>	<b>-54 851</b>
<b>EBITDA</b>	<b>-6 742</b>	<b>-375</b>	<b>-68</b>	<b>16 750</b>	<b>12 334</b>
Depreciation of tangible and intangible assets	-1 848	-2 992	-5 588	-8 897	-11 899
<b>EBIT</b>	<b>-8 590</b>	<b>-3 367</b>	<b>-5 656</b>	<b>7 853</b>	<b>435</b>
Interest and similar, net	1	-86	-107	-298	-203
<b>EBT</b>	<b>-8 589</b>	<b>-3 453</b>	<b>-5 763</b>	<b>7 555</b>	<b>232</b>
Taxes	0	0	0	0	0
<b>Net Earnings</b>	<b>-8 589</b>	<b>-3 453</b>	<b>-5 763</b>	<b>7 555</b>	<b>232</b>

# Serstech AB, parent company

## Balance Sheet – Assets

Amounts in KSEK	2024 September	2023 September	2023 December
<b>Assets</b>			
<b>Intangible assets</b>			
Intangible assets	33 010	31 433	31 617
<b>Total intangible assets</b>	<b>33 010</b>	<b>31 433</b>	<b>31 617</b>
<b>Tangible assets</b>			
Equipment, tools, fixtures and fittings	224	54	312
<b>Total tangible assets</b>	<b>224</b>	<b>54</b>	<b>312</b>
<b>Financial assets</b>			
Shares in subsidiaries	143	143	143
<b>Total financial assets</b>	<b>143</b>	<b>143</b>	<b>143</b>
<b>Total fixed assets</b>	<b>33 377</b>	<b>31 630</b>	<b>32 072</b>
<b>Current assets</b>			
Inventories	4 588	3 238	3 491
<b>Total</b>	<b>4 588</b>	<b>3 238</b>	<b>3 491</b>
<b>Current receivables</b>			
Accounts receivable - trade	3 995	16 419	3 482
Other receivables from Group companies	194	194	194
Current tax assets	0	356	0
Other receivables	1 262	1 662	1 269
Prepaid expenses and accrued income	1 289	520	1 019
<b>Total Current receivables</b>	<b>6 740</b>	<b>19 151</b>	<b>5 964</b>
Cash and bank balances	6 082	16 446	17 037
<b>Total current assets</b>	<b>17 410</b>	<b>38 835</b>	<b>26 492</b>
<b>Total assets</b>	<b>50 787</b>	<b>70 465</b>	<b>58 564</b>

## Serstech AB, parent company

### Balance Sheet – Equity and liabilities

Amounts in KSEK	2024 September	2023 September	2023 December
<b>Equity</b>			
Equity	41 441	54 527	47 204
<b>Total equity</b>	<b>41 441</b>	<b>54 527</b>	<b>47 204</b>
Provisions	1 154	920	802
<b>Total provisions</b>	<b>1 154</b>	<b>920</b>	<b>802</b>
<b>Current liabilities</b>			
Liabilities to credit institutions	0	2 400	1 800
Advance payments from customers	169	1 229	61
Accounts payable	3 763	5 455	3 134
Liabilities to Group companies	787	0	0
Other current liabilities	780	627	722
Accrued expenses and deferred income	2 693	5 307	4 841
<b>Total current liabilities</b>	<b>8 192</b>	<b>15 018</b>	<b>10 558</b>
<b>Total equity and liabilities</b>	<b>50 787</b>	<b>70 465</b>	<b>58 564</b>

## Serstech AB, parent company

### Change in equity

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
<b>Equity brought forward</b>	<b>50 030</b>	<b>57 918</b>	<b>47 204</b>	<b>26 056</b>	<b>26 056</b>
Warrants	0	61	0	165	165
Rights issue	0	0	0	24 578	24 578
Issue costs	0	0	0	-3 827	-3 827
Profit for the period	-8 589	-3 453	-5 763	7 555	232
<b>Amount at end of period</b>	<b>41 441</b>	<b>54 527</b>	<b>41 441</b>	<b>54 527</b>	<b>47 204</b>

# Serstech AB, parent company

## Cash flow analysis

Amounts in KSEK	2024 Jul-Sep	2023 Jul-Sep	2024 Jan-Sep	2023 Jan-Sep	2023 Full year
<b>Operating activities</b>					
Operating profit	-8 590	-3 367	-5 656	7 853	435
Adjustment for items not included in cash flow	1 874	3 151	5 745	9 601	12 485
Interest paid/received	1	-86	-107	-298	-203
<b>Cashflow from operating activities before changes to working capital</b>	<b>-6 715</b>	<b>-302</b>	<b>-18</b>	<b>17 156</b>	<b>12 717</b>
<b>Cashflow from changes in operating profit</b>					
increase (-)/decrease (+) inventory	157	219	-1 097	-1 370	-1 623
increase (-)/decrease (+) account receivables	4 676	14 593	-513	-5 071	7 866
increase (-)/decrease (+) other short-term receivables	1 605	1 095	-263	-205	45
increase (+)/decrease (-) account payables	-1 974	-110	629	498	-1 823
increase (+)/decrease (-) other short-term liabilities	-1 483	-2 919	-1 195	-8 763	-10 302
<b>Cashflow from operating activities</b>	<b>-3 734</b>	<b>12 576</b>	<b>-2 457</b>	<b>2 245</b>	<b>6 880</b>
<b>Investment activities</b>					
Acquisition of property, plant and equipment	0	0	-240	0	-284
Sale of property, plant and equipment	0	0	450	0	0
Acquisition of intangible fixed assets	-1 962	-2 183	-6 908	-5 583	-8 743
<b>Cashflow from investment activities</b>	<b>-1 962</b>	<b>-2 183</b>	<b>-6 698</b>	<b>-5 583</b>	<b>-9 027</b>
<b>Financing activities</b>					
Loans	0	-600	-1 800	-2 339	-2 939
Warrant issue	0	61	0	165	165
Share issue costs paid	0	0	0	-3 827	-3 827
Rights issue	0	0	0	24 578	24 578
<b>Cashflow from financing activities</b>	<b>0</b>	<b>-539</b>	<b>-1 800</b>	<b>18 577</b>	<b>17 977</b>
<b>Cashflow for this period</b>	<b>-5 696</b>	<b>9 854</b>	<b>-10 955</b>	<b>15 239</b>	<b>15 830</b>
Cash and cash equivalents at beginning of period	11 778	6 592	17 037	1 207	1 207
Cash and cash equivalents at end of period	6 082	16 446	6 082	16 446	17 037

# Definitions

## Profitability and return

Revenue growth	Change in revenue as a percentage of previous period revenue.
EBIT margin	Operating profit (EBIT) in relation to Net Sales.
EBIT	Operations profit (EBIT).
EBITDA	Operating profit before depreciation and amortization.
EBITDA margin	EBITDA in relation to net sales.

## Capital structure

Equity	Equity at the end of the period.
Balance sheet	Total assets or total liabilities and equity.
Capital employed	Balance sheet total less non-interest-bearing liabilities, including deferred tax.
Equity ratio	Equity as a percentage of total assets.

## Cash flow and liquidity

Liquid funds	Bank balances and cash.
Cash flow before investments	Profit before financial items plus items that do not affect cash flow less change in working capital.
Cash flow after investments	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.
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## Data per share

Number of shares	Number of outstanding shares at the end of the period.
Earnings per share	Profit for the period divided by the number of shares.
Equity per share	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:

#### **2025-02-27**

Year-end report 2024 (Jan-Dec)

#### **2025-04-05**

Annual report 2024

#### **2025-04-28**

Quarterly report (Jan-March)

#### **2025-04-28**

Annual General Meeting

#### **2025-07-16**

Half-Year report (Jan-Jun)

#### **2025-11-04**

Quarterly report (Jan-Sep)

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

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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)