



Q1

A close-up photograph of a person's eye with vibrant, multi-colored makeup. The eye is looking directly at the camera. The makeup includes bright blue, purple, and yellow glitter on the eyelids and around the eye. The eyelashes are coated in a mix of blue, pink, and gold. The overall aesthetic is highly colorful and artistic.

## Continued growth in the first quarter

### January - March 2022

- Net sales increased by 26.7% to SEK 111.2 (87.8) million
- SaaS revenues increased by 17.0% to SEK 47.0 (40.1) million
- EBITDA amounted to SEK 5.4 (11.4) million
- Adjusted for non-recurring items, EBITDA amounted to SEK 8.3 (13.3) million
- ARR amounted to SEK 192.6 million compared with SEK 180.5 million in the previous quarter.
- Operating profit amounted to SEK -4.5 (3.1) million

### Significant events during the quarter

- No significant events during the first quarter

### Significant events after the first quarter

- No significant events after the first quarter

FINANCIAL INDICATORS (TSEK)	JAN-MAR	JAN-MAR	ROLLING 12 MONTHS	JAN-DEC
	2022	2021	Q2 2021-Q1 2022	2021
Net sales	111 242	87 766	443 954	420 478
SaaS-revenues (recurring)	46 974	40 140	179 969	173 135
Gross margin (%)	59,7	65,2	60,2	61,4
EBITDA	5 427	11 432	44 112	50 117
EBITDA-margin (%)	4,9	13,0	9,9	11,9
Operating profit	-4 473	3 070	6 920	14 463
Operating margin (%)	-4,0	3,5	1,5	3,4
Profit/loss for the period	-6 245	2 418	-14 755	-6 092
Equity ratio (%)	34,3	33,8		34,2

## CEO comment

# Continued growth in the first quarter

**Net sales amounted to SEK 111.2 (87.8) million. SaaS revenues amounted to SEK 47.0 (40.1) million and represented 42.2 % (45.7) of net sales. EBITDA was SEK 5.4 (11.4) million. Adjusted for non-recurring items, EBITDA amounted to SEK 8.3 (13.3) million.**

The increase in net sales is partly explained by the acquisition of the German NORDLAND systems GmbH and partly organic growth. Gross profit amounted to SEK 66.4 (57.2) million with a gross margin of 59.7 (65.2) %.

During the first quarter, we have seen continued increased activity in the market, internationally and nationally, which we are responding to with a strong customer offering. The number of procurements has increased, and customers have to a greater extent started planning for new projects. Further, we have seen that some shortage of components has led to delays in hardware and project deliveries.

## Outlook

We are positive that the market continues to recover, and we are preparing for further growth.

## Upcoming reporting sessions

ZetaDisplay AB's half-year report will be published on [ir.zetadisplay.com](http://ir.zetadisplay.com) in August, week 35.

## Per Mandorf

*President and CEO*

## The Market

Digital Signage is a software steered interface for communication with consumers within a retail environment or with employees in larger organizations as well as communication in public spaces. Digital communication is now an integral part of the new communications concept that retailers and other companies are developing for the future. This creates an interesting and expansive market for ZetaDisplay, which delivers a total concept containing concept development, communication strategy, analysis, software development, hardware expertise, installation and technical support and services.

Today, the Group has operations in six European countries and in the United States. ZetaDisplay continuously evaluates new form of alliances with companies and organizations within Digital Signage to be able to grow the market together.

Sales of service solutions are increasing as an important part of the business after the initial installation and produce steady SaaS-revenues. The maturity level among our customers is rising, and ZetaDisplay is receiving inquiries from existing customers who intend to take the next step and develop and broaden their investment in this channel.

To meet current and future customer demands, ZetaDisplay needs to continuously enhance its processes, systems and product solutions. A large portion of the investments goes into increased technical functionality and harmonized platforms, to enable us to exploit economies of scale within the organization. This is also a way of creating a secure and future-proof solution for our customers.

## Financial overview

Profit and loss items are compared with the corresponding period of last year. Balance sheet items and cash flows refer to the position at the end of the period and are compared with the corresponding date last year.

### First quarter January - March 2022

#### Net sales

Net sales for the quarter increased by 26.7% to SEK 111.2 (87.8) million. The increase is largely explained by the acquisition of NORDLAND systems GmbH. Implementation projects, consisting of hardware and installation, increased by 34.9% while SaaS revenues increased by 17.0% and amounted to SEK 47.0 (40.1) million. Of total net sales, 42.2% (45.7) was SaaS revenue.

#### Gross profit

Gross profit amounted to SEK 66.4 (57.2) million, corresponding to a gross margin of 59.7 (65.2) %.

#### Operating expenses

The cost of goods sold amounted to SEK -44.8 (-30.5) million and consists mainly of hardware and installations.

Other external costs amounted to MSEK -21.7 (-15.9). Last year, other external costs included SEK 1.9 million, which are related to the acquisition of NORDLAND systems GmbH. Costs related to the acquisition were handled as non-recurring costs.

Personnel costs amounted to SEK -44.4 (-34.8) million, of which SEK 2.9 (0.0) million relates to non-recurring costs.

Depreciation amounted to SEK -9.9 (-8.4) million.

#### EBITDA

EBITDA amounted to SEK 5.4 (11.4) million, corresponding to an EBITDA margin of 4.9 % (13.0).

Adjusted for non-recurring costs, EBITDA amounted to SEK 8.3 (13.3) million, corresponding to an EBITDA margin of 7.5 (15.2) %.

#### Operating profit

Operating profit amounted to SEK -4.5 (3.1) million, corresponding to an operating margin of -4.0 (3.5) %.

Adjusted for non-recurring costs, operating profit amounted to SEK -1.6 (5.0) million, corresponding to an operating margin of -1.4 (5.7) %.

#### Financial items

The financial items amounted to SEK -1.9 (0.3) million. External interest expense related to the bond loan amounted to SEK -3.6 (-3.6) million.

#### Tax

Tax expense for the quarter amounted to SEK 0.2 (-1.0) million. The Group considers that tax losses are not expected to be used in the near future and therefore no deferred tax asset has been recognized for these losses.

#### Profit and loss for the quarter

Profit for the quarter amounted to SEK -6.2 (2.4) million.

#### Cash flow

During the quarter, the Group generated cash flow from operating activities of SEK 2.9 (22.4) million. Cash flow from investment activities amounted to SEK -6.0 (-29.2) million. Cash flow from financing activities amounted to SEK -5.0 (-12.9) million. Total cash flow during the quarter amounted to SEK -8.2 (-19.7) million.

#### Financial position

The equity ratio at the end of the period was 34.3 (33.8) %. The Group had a total of SEK 120.8 (140.8) million in cash and cash equivalents and unused credits as of March 31, of which SEK 87.1 (108.0) million related to cash and cash equivalents. Net debt at the end of the period amounted to SEK -231.6 (-209.3) million.

## Segments

ZetaDisplay reports in segments. The segments consist of Sweden (including Denmark and other markets), Norway, Finland (including the Baltics), the Netherlands, Germany and the Group-wide segment. For financial information per segment and for the period see Note 3.

## Parent company

The operations of the parent company ZetaDisplay AB involve a larger part of the operations in segment Sweden. They also provide a number of group-wide support functions for other segments. These include software development, coordination of sales, purchasing, delivery, service and support, as well as finance.

The Parent Company's sales amounted to SEK 37.6 (26.0) million, for the fourth quarter. Operating profit amounted to SEK -8.6 (0.6) million and profit after tax to SEK -10.4 (1.8) million.

The Parent Company had a total of SEK 74.3 (90.5) million in cash and cash equivalents and unutilized credits as of March 31, of which SEK 54.3 (70.5) million related to cash and cash equivalents.

Investments in fixed assets during the period amounted to SEK 4.0 (70.2) million, of which investments in subsidiaries amounted to SEK 0.0 (68.1) million and investments in intangible assets amounted to SEK 4.0 (2.1) million.

## Other information

### Number of employees

The average number of full-time employees was 196 in the last 3-month period, compared to 159 in the corresponding period last year.

### Share-based incentive programs

The useful life period for the employee stock options TO 2018/21 ended on 30 June 2021. The shares were registered during the month of July. A total of 577,500 ordinary shares were subscribed for, of which 525,000 were subscribed for by senior executives. This meant a dilution effect of 2.1%. Of the outstanding incentive programs, after Hanover's bid, only 13,500 options remain held by 5 individuals. These options are subject to compulsory redemption.

### Transactions with related parties

In addition to what is described in section share-based incentive programs above, there are no

significant transactions to related parties except ordinary salaries and remuneration to senior executives and their companies, board fees and issued options and incentive programs.

### The stock and shareholders

As of March 31, 2022, the number of shareholders in ordinary Shares in ZetaDisplay was 507 (2,502). The number of shares was 27,861,808. Hanover Active Equity Fund II S.C.A SICAV -RAIF holds 27,274,611 shares representing 97.9%. Other shareholders hold 587,197 shares, which corresponds to 2.1%. The minority shares are subject to compulsory redemption. The shares were delisted on October 8, 2021.

### Significant risks and uncertainties

The Group is exposed, through its operations, to various financial risks such as market risk (consisting of currency risk, interest rate and price risk), credit risk and liquidity risk. The Group's overall risk management involves seeking minimal adverse effects on earnings and position. The Group's business risks and risk management as well as financial risks are described in detail in the Annual Report for 2021, pages 33-35. Upon publication of this interim report, the war rages on the EU's borders. ZetaDisplay has only insignificant exposure to Russia, Belarus and Ukraine in terms of sales to customers in these countries. Furthermore, ZetaDisplay has no subsidiaries in the countries in question, nor significant direct exposure to suppliers in Russia, Belarus or Ukraine. However, it is difficult to assess the indirect impact of the war on GDP growth, inflation, global supply chains and – ultimately – consumers' confidence in the future and demand for the Group's products.

#### COVID-19

In the first quarter of 2022, the increase in marketing activities internationally has created some challenges in hardware deliveries. We have largely been able to handle the situation thanks to our strong position with leading suppliers and through coordination within the

Group. There has been no personal resource shortage as a consequence of illness or quarantine. However, both new and existing customers have postponed their investments in digital communication. This has contributed to reduced project revenues, which consist of hardware, installations and project management. Several of our customers' businesses have been negatively affected or even closed. Exceptionally, this has led to temporary changes in the terms and conditions of subscription services. The Group has yet to suffer any customer losses directly linked to the COVID-19 pandemic. In the event of a protracted pandemic or in the event of additional waves of the pandemic, where communities are again shut down, this would increase the risk of a negative impact on the Group's financial position. In addition to this statement about COVID-19, no significant events have occurred during the interim period that affect or alter these descriptions of the Group's risks and their management.

### Financial objectives

The most important lever in our business model is the share of SaaS revenue from total sales and our ability to increase revenue over the lifetime of a project. The company's success is based on an efficient and scalable delivery and service platform.

Malmö, 17 May 2022

**Per Mandorf**

President and CEO

*This report has not been reviewed by the company's auditor.*

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### About ZetaDisplay

ZetaDisplay is a leader in the Nordic region and second leader in Europe and we drive the digital transformation in physical environments on a daily basis. Our solutions, concepts and software digitize, influence and inform people's behavior at the time of decision-making in stores, in public environments and in workplaces. Our solutions are known as Digital Signage which we develop and offer as SaaS solutions. We are a global leader that actively influences the development of the international Digital Signage market organically, through innovation and through acquisitions.

ZetaDisplay is based in Malmö, has a turnover of approximately SEK 450 million and employs 200 employees in ten offices in six European countries and the United States. In total, the company manages over 80,000 installations in more than 50 markets. ZetaDisplay is owned by the British investment company Hanover Hanover Investors. More information at [www.ir.zetadisplay.com](http://www.ir.zetadisplay.com) and [www.hanoverinvestors.com](http://www.hanoverinvestors.com)

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME - SUMMARY (TSEK)

	3 MONTHS JAN-MAR 2022	3 MONTHS JAN-MAR 2021	12 MONTHS JAN-DEC 2021
Net sales	111 242	87 766	420 478
Capitalized work on own account	4 436	3 740	15 713
Other revenue	771	1 118	4 896
<b>Total Revenue</b>	<b>116 449</b>	<b>92 624</b>	<b>441 087</b>
<i>Operating expenses</i>			
Goods for resale	-44 849	-30 534	-162 283
Other external expenses	-21 744	-15 865	-79 300
Personnel expenses	-44 429	-34 793	-149 387
Depreciations and write-downs	-9 900	-8 362	-35 654
<b>Operating profit</b>	<b>-4 473</b>	<b>3 070</b>	<b>14 463</b>
Financial income	2 882	5 032	4 881
Financial expenses	-4 823	-4 730	-17 915
<b>Profit/loss after financial items</b>	<b>-6 414</b>	<b>3 372</b>	<b>1 429</b>
Tax	169	-954	-7 521
<b>Net profit/loss</b>	<b>-6 245</b>	<b>2 418</b>	<b>-6 092</b>

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (TSEK)

	3 MONTHS JAN-MAR 2022	3 MONTHS JAN-MAR 2021	12 MONTHS JAN-DEC 2021
<b>Profit/loss for the period</b>	<b>-6 245</b>	<b>2 418</b>	<b>-6 092</b>
Items that may later be transferred to profit/loss for the period			
Translations differences	10 973	15 977	16 570
<b>Comprehensive income for the period</b>	<b>4 728</b>	<b>18 395</b>	<b>10 478</b>
Attributable to shareholders in the Parent Company	4 728	18 395	10 478

**CONSOLIDATED BALANCE SHEET - SUMMARY  
 (TSEK)**

	2022-03-31	2021-03-31	2021-12-31
<b>ASSETS</b>			
Intangible assets	544 945	531 255	533 773
Tangible assets	7 500	10 526	8 226
Right of use assets	16 494	13 747	18 480
Deferred tax assets	1 160	3 384	1 112
Financial non-current assets	130	130	130
<b>Total non-current assets</b>	<b>570 229</b>	<b>559 042</b>	<b>561 721</b>
Inventories	10 070	9 484	9 238
Current receivables	95 495	78 072	86 990
Cash and cash equivalents	87 091	108 008	93 472
<b>Total current assets</b>	<b>192 656</b>	<b>195 564</b>	<b>189 700</b>
<b>TOTAL ASSETS</b>	<b>762 885</b>	<b>754 606</b>	<b>751 421</b>
<b>EQUITY AND LIABILITIES</b>			
Equity attributable to shareholders in the Parent Company	261 792	255 257	257 064
<b>Total equity</b>	<b>261 792</b>	<b>255 257</b>	<b>257 064</b>
<b>Provisions</b>	<b>0</b>	<b>90</b>	<b>0</b>
Non-current liabilities	335 764	357 206	337 191
Current liabilities	165 329	142 053	157 166
<b>Total liabilities</b>	<b>501 093</b>	<b>499 259</b>	<b>494 357</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>762 885</b>	<b>754 606</b>	<b>751 421</b>

## CONSOLIDATED CASH-FLOW STATEMENTS (TSEK)

	3 MONTHS JAN-MAR 2022	3 MONTHS JAN-MAR 2021	12 MONTHS JAN-DEC 2021
<b><i>Operating activities</i></b>			
Operating profit	-4 473	3 070	14 463
Adjustments for depreciation and amortisation	9 900	8 362	35 654
Interest received	958	240	106
Interest paid	-4 011	-4 039	-16 081
Adjustment for items not included in cash flow	422	-531	1 215
Income tax paid	-5 017	-2 358	-5 751
<b>Cash flow from operating activities before changes in working capital</b>	<b>-2 220</b>	<b>4 744</b>	<b>29 606</b>
<b><i>Change in working capital</i></b>			
Change in inventories	-711	652	877
Change in receivables	-4 341	17 734	12 611
Change in current liabilities	10 147	-749	-8 850
<b>Total change in working capital</b>	<b>5 095</b>	<b>17 637</b>	<b>4 638</b>
<b>Cash flow from operating activities</b>	<b>2 876</b>	<b>22 381</b>	<b>34 244</b>
<b><i>Investment activities</i></b>			
Acquisition of subsidiaries	0	-24 158	-34 051
Acquisition of intangible assets	-5 979	-4 900	-22 161
Acquisition of tangible assets	-69	-147	-915
<b>Cash flow from investment activities</b>	<b>-6 048</b>	<b>-29 205</b>	<b>-57 127</b>
<b><i>Financing activities</i></b>			
Stock issue	0	0	9 723
Amortisation of debt	0	-11 305	-14 281
Amortisation of lease debt	-2 620	-2 185	-9 394
Change in factoring debt	-2 427	631	2 350
<b>Cash flow from financing activities</b>	<b>-5 048</b>	<b>-12 859</b>	<b>-11 602</b>
<b>Cash flow for the period</b>	<b>-8 220</b>	<b>-19 683</b>	<b>-34 485</b>
<b>Cash and cash equivalents at start of period</b>	<b>93 473</b>	<b>125 671</b>	<b>125 671</b>
<b>Exchange rate difference</b>	<b>1 838</b>	<b>2 020</b>	<b>2 286</b>
<b>Cash and cash equivalents at end of period</b>	<b>87 091</b>	<b>108 008</b>	<b>93 472</b>

**STATEMENT OF CHANGES IN EQUITY – SUMMARY  
 (TSEK)**

GROUP	CAPITAL STOCK	ADDITIONAL PAID-IN CAPITAL	TRANSLATION RESERVES	ACCUMULATED RESULTS	TOTAL EQUITY
					Attributable to shareholders in the parent company
<b>Opening balance 2020-01-01</b>	<b>27 284</b>	<b>268 454</b>	<b>-10 500</b>	<b>-48 376</b>	<b>236 862</b>
<b>Changes in equity</b>					
<b>2021-01-01 - 2021-12-31</b>					
Comprehensive income for the period			16 570	-6 092	10 478
<i>Transactions with shareholders:</i>					
Option premiums received		0			0
Stock issue	578	9 146	0	0	9 724
<b>Closing balance 2021-12-31</b>	<b>27 862</b>	<b>277 600</b>	<b>6 070</b>	<b>-54 468</b>	<b>257 064</b>
<b>Changes in equity</b>					
<b>2022-01-01 - 2022-03-31</b>					
Comprehensive income for the period			10 973	-6 245	4 728
Stock issue					
<b>Closing balance 2022-03-31</b>	<b>27 862</b>	<b>277 600</b>	<b>17 043</b>	<b>-60 713</b>	<b>261 792</b>

## PARENT COMPANY INCOME STATEMENT - SUMMARY (TSEK)

	3 MONTHS JAN-MAR 2022	3 MONTHS JAN-MAR 2021	12 MONTHS JAN-DEC 2021
Net sales	37 559	26 016	127 899
Capitalized work on own account	2 577	1 751	8 213
Other income	266	859	2 330
<b>Total income</b>	<b>40 402</b>	<b>28 627</b>	<b>138 442</b>
<i>Operating expenses</i>			
Goods for resale	-15 493	-7 887	-47 736
Other external expenses	-19 208	-9 687	-59 586
Personnel expenses	-12 228	-9 221	-35 474
Depreciation and amortisation	-2 105	-1 273	-5 377
<b>Operating profit</b>	<b>-8 632</b>	<b>559</b>	<b>-9 731</b>
Result from participations in group companies	0	0	19 483
Interest income	2 613	5 430	6 933
Interest expenses	-4 335	-4 237	-16 173
<b>Profit/loss after financial items</b>	<b>-10 354</b>	<b>1 752</b>	<b>512</b>
Tax	0	0	-1 217
<b>Profit/loss for the period*</b>	<b>-10 354</b>	<b>1 752</b>	<b>-705</b>

\*) The profit/loss for the period for the parent company matches the comprehensive income

## PARENT COMPANY BALANCE SHEET – SUMMARY (TSEK)

	2022-03-31	2021-03-31	2021-12-31
<b>ASSETS</b>			
Intangible assets	28 168	19 620	25 962
Tangible assets	1 420	2 286	1 644
Participations in group companies	436 997	434 084	436 997
Deferred tax assets	0	1 217	0
Financial non-current assets	130	130	130
<b>Total non-current assets</b>	<b>466 715</b>	<b>457 337</b>	<b>464 733</b>
Inventories	136	294	295
Current receivables	119 127	96 307	118 649
Cash and cash equivalents	54 271	70 458	59 471
<b>Total current assets</b>	<b>173 534</b>	<b>167 059</b>	<b>178 415</b>
<b>TOTAL ASSETS</b>	<b>640 249</b>	<b>624 396</b>	<b>643 148</b>
<b>EQUITY AND LIABILITIES</b>			
Equity	217 282	220 372	227 636
<b>Total equity</b>	<b>217 282</b>	<b>220 372</b>	<b>227 636</b>
<b>Provisions</b>	<b>0</b>	<b>90</b>	<b>0</b>
Non-current liabilities	310 282	330 192	310 375
Current liabilities	112 685	73 742	105 137
<b>Total liabilities</b>	<b>422 967</b>	<b>403 934</b>	<b>415 512</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>640 249</b>	<b>624 396</b>	<b>643 148</b>

## Notes

### Note 1 ZetaDisplay Group

ZetaDisplay AB (publ), 556603-4434, is a Swedish public limited liability company registered in Malmö municipality, Skåne County. The company's head office is located in Malmö, at this address: Höjdrodergatan 21, 212 39 Malmö.

COMPANY	REG. NUMBER	SEAT	SHARES
ZetaDisplay AB (Publ)	556603-4434	Malmö	
ZetaDisplay Sverige AB	556642-5871	Malmö	100
ZetaDisplay Finland OY	1914200-9	Vantaa	100
ZetaDisplay Danmark A/S	29226342	Köpenhamn	100
ZetaDisplay Baltics OU	12435080	Tallinn	100
ZetaDisplay BV	27285283	Rosmalen	100
Gaуди Inc	D18921700	Baltimore	100
ProntoTV AS	981106431	Oslo	100
LiveQube AS	995543478	Oslo	100
Webpro International AS	912298795	Trondheim	100
NORLAND systems GmbH	HRB 9974 HL	Ahrensburg	100

### Note 2 Accounting principles

The consolidated financial statements of ZetaDisplay AB (publ) have been drawn up in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, the Swedish Annual Accounts Act and the Swedish Financial Reporting Council RFR 1 "Supplementary Accounting Rules for Groups". The parent company's financial reports have been drawn up in accordance with the Swedish Annual Accounts Act and RFR 2, "Accounting for legal entities".

The Group applies the same accounting principles and calculation methods as in the most recent annual report.

New standards and interpretations that are effective from 1 January, 2022 have not had any effect on the Group's

or the Parent Company's financial statements for the interim period.

The interim report is prepared in accordance with IAS 34 "Interim Reporting". Details required under IAS 34 p. 16A are provided both in notes and elsewhere in the interim report.

The ESMA's guidelines on Alternative Performance Measures have been applied, which means that the report covers disclosure requirements for financial measures which are not defined under IFRS. For definitions see pages 18-19.

### Note 3 Segment reporting

TSEK JAN-MAR	SWEDEN		NORWAY		FINLAND		NETHERLANDS	
	2022	2021	2022	2021	2022	2021	2022	2021
SaaS-revenues (recurring)	7 460	6 774	15 528	13 486	5 845	5 808	13 859	12 740
Hardware, installation and other services	24 309	14 264	7 426	8 587	7 853	8 978	12 567	11 476
Other income	251	860	0	0	1	36	-4	0
Internal income	1 088	888	1 784	977	53	41	2 221	1 988
<b>Total income</b>	<b>33 109</b>	<b>22 785</b>	<b>24 739</b>	<b>23 050</b>	<b>13 751</b>	<b>14 863</b>	<b>28 642</b>	<b>26 204</b>
<b>EBITDA *)</b>	<b>5 918</b>	<b>4 913</b>	<b>6 150</b>	<b>8 320</b>	<b>1 672</b>	<b>989</b>	<b>6 183</b>	<b>6 194</b>
<i>EBITDA margin</i>	24,5%	23,4%	37,2%	37,7%	8,1%	6,7%	24,7%	25,6%
Depreciation and amortisation	-407	-430	-2 059	-2 071	-766	-825	-1 667	-1 854
<b>Operating profit</b>	<b>5 511</b>	<b>4 483</b>	<b>4 091</b>	<b>6 250</b>	<b>905</b>	<b>164</b>	<b>4 516</b>	<b>4 340</b>
Financial income								
Financial expenses								
<b>Profit before tax</b>	<b>5 511</b>	<b>4 483</b>	<b>4 091</b>	<b>6 250</b>	<b>905</b>	<b>164</b>	<b>4 516</b>	<b>4 340</b>

TSEK JAN-MAR	GERMANY		GROUP-WIDE		GROUP ELIMINATIONS		TOTAL FOR THE GROUP	
	2022	2021	2022	2021	2022	2021	2022	2021
SaaS-revenues (recurring)	4 282	1 333	0	0	0	0	46 974	40 140
Hardware, installation and other services	12 113	4 319	0	0	0	0	64 268	47 625
Other income	487	223	15	0	0	0	750	1 119
Internal income	0	0	7 460	2 383	-12 606	-6 277	0	0
<b>Total income</b>	<b>16 883</b>	<b>5 875</b>	<b>7 475</b>	<b>2 383</b>	<b>-12 606</b>	<b>-6 277</b>	<b>111 992</b>	<b>88 884</b>
<b>EBITDA *)</b>	<b>2 162</b>	<b>139</b>	<b>-16 657</b>	<b>-9 122</b>	<b>0</b>	<b>0</b>	<b>5 427</b>	<b>11 433</b>
<i>EBITDA margin</i>	10,1%	2,5%			0,0%		11,7%	7,0%
Depreciation and amortisation	-598	-50	-4 779	-3 497	377	364	-9 900	-8 362
<b>Operating profit</b>	<b>1 564</b>	<b>89</b>	<b>-21 437</b>	<b>-12 619</b>	<b>377</b>	<b>364</b>	<b>-4 473</b>	<b>3 071</b>
Financial income							2 882	5 032
Financial expenses							-4 823	-4 730
<b>Profit before tax</b>	<b>1 564</b>	<b>89</b>	<b>-21 437</b>	<b>-12 619</b>	<b>377</b>	<b>364</b>	<b>-6 414</b>	<b>3 373</b>

SaaS revenue consists in the period and quarter of revenue recognized over time and hardware, installation and other services, and internal revenue consists of revenue that are recognized at point in time.

INTANGIBLE AND TANGIBLE ASSETS TSEK MAR	SWEDEN		NORWAY		FINLAND		NETHERLANDS	
	2022	2021	2022	2021	2022	2021	2022	2021
	Intangible assets	0	0	22 725	17 686	4 671	6 168	69 222
Tangible assets	2 200	2 333	1 746	2 833	2 619	3 783	6 169	6 420
<b>Total intangible and tangible assets</b>	<b>2 200</b>	<b>2 333</b>	<b>24 471</b>	<b>20 519</b>	<b>7 290</b>	<b>9 951</b>	<b>75 391</b>	<b>78 016</b>

INTANGIBLE AND TANGIBLE ASSETS TSEK MAR	GERMANY		GROUP-WIDE		GROUP ELIMINATIONS		TOTAL FOR THE GROUP	
	2022	2021	2022	2021	2022	2021	2022	2021
	Intangible assets	9	25	438 595	427 626	9 723	8 154	544 945
Tangible assets	9 027	4 865	2 233	4 039	0	0	23 994	24 273
<b>Total intangible and tangible assets</b>	<b>9 036</b>	<b>4 890</b>	<b>440 828</b>	<b>431 665</b>	<b>9 723</b>	<b>8 154</b>	<b>568 939</b>	<b>555 528</b>

#### FIXED ASSETS PER GEOGRAPHICAL AREA\*

	2022-03-31	2021-03-31
Sweden	33 290	26 670
Denmark	672	677
Norway	178 337	171 335
Finland	75 802	77 868
Netherlands	199 373	202 481
Germany	81 466	76 498
<b>Total fixed assets</b>	<b>568 939</b>	<b>555 529</b>

\*Does not reconcile with the breakdown of fixed assets in the segment reporting. Goodwill and other surplus values are presented in a group-wide segment to the Chief Executive Officer but is included in different geographical areas. A segment can also contain several geographical areas.

#### Note 4 Financial assets and liabilities

(TSEK)	2022-03-31	2021-03-31	2021-12-31
<b>Financial assets measured at amortized cost (Hold to Collect)</b>			
Trade accounts receivable	64 106	58 199	63 690
Contract assets	16 491	10 257	15 023
Other financial receivables	130	130	130
Cash and cash equivalents	87 091	108 008	93 472
<b>Financial assets</b>	<b>167 818</b>	<b>176 594</b>	<b>172 315</b>
<b>Financial liabilities</b>			
<i>Other financial liabilities valued at amortised cost</i>			
Liabilities to credit institutions	4 097	7 752	5 667
Debenture loan	298 329	296 654	297 898
Leasing liability	16 234	12 834	18 982
Liabilities to related parties	0	0	0
Liabilities related to acquisitions	3 155	11 051	3 193
Trade accounts payable	33 141	27 233	29 660
<i>Financial liabilities measured at fair value</i>			
Contingent considerations relating to acquisitions	28 948	28 665	28 635
<b>Financial liabilities</b>	<b>383 903</b>	<b>384 189</b>	<b>384 035</b>
<b>Contingent considerations</b>			
	<b>NORDLAND systems GmbH</b>	<b>Total</b>	
<b>Opening balance 2021-01-01</b>	0		
Payment of contingent considerations	28 449	28 449	
Exchange rate changes	499	499	
<b>Closing balance 2021-12-31</b>	<b>28 948</b>	<b>28 948</b>	
	<b>NORDLAND systems GmbH</b>	<b>Total</b>	
Expected payment 2022	18 899	18 899	
Expected payment 2023	9 736	9 736	
<b>Total expected payment</b>	<b>28 635</b>	<b>28 635</b>	

#### Contingent considerations relating to acquisitions

The liabilities are contingent considerations relating to acquisitions.

Fair Value measurement is carried out according to level 3, which means that fair value is determined on the basis of valuation models where material inputs is based on unobservable data. The liabilities are measured at fair value and are based on certain performance thresholds related to EBITDA.

## Alternative performance measurements

ZetaDisplay presents some financial measures in the financial statements which are not defined under IFRS. The Company considers that these measures provide valuable additional information to investors, as they allow the Company's performance to be assessed. As not all businesses calculate financial measures in the same way, these are not always comparable to measures used by other companies. These financial measures should therefore not be seen as a substitute for measures defined in accordance with IFRSs.

Non-IFRS measures	Definition	Reason
<b>ARR (Annual recurring revenue)</b>	Last month for the quarter/period SaaS-revenues (recurring) calculated to 12 months	The performance measure indicates recurring revenues over the next 12 months based on revenues from existing customers at the end of the period. The key ratio is also essential to facilitate industry comparison
<b>Gross margin</b>	Net sales minus cost of goods for resale in relation to net sales	Measure to show the margin before the effect of costs such as other external expenses, staff costs and depreciation
<b>EBITDA</b>	Operating profit excl. depreciation and amortization of tangible and intangible noncurrent assets	EBITDA is adjusted for items that affect comparability, so the company believes this is a useful indicator of results from operating activities
<b>EBITDA-margin</b>	EBITDA in relation to net sales	The EBITDA margin is adjusted for items that affect comparability, so the company believes this is a useful indicator of the margin from operating activities
<b>Net debt</b>	Interest-bearing liabilities decreased by interest-bearing assets and cash and cash equivalents	Measures to show the Company's indebtedness
<b>Operating profit</b>	Profit/loss for the period before financial items and tax	Operating profit is a useful indicator of income from operating activities
<b>Operating margin</b>	Operating profit in relation to net sales	The operating margin is a useful indicator to compare the change in operating profit between two periods
<b>SaaS-revenues (recurring)</b>	Income of a recurring nature such as licenses, support and other agreed income	This measure is useful in showing how much of the revenue is of a recurring nature and how it nominally changes between quarters and over time
<b>Equity ratio</b>	Equity in relation to total assets	The company considers that this indicator is useful, and a supplement to other performance measures, for assessing the possibility of making dividend payments and strategic investments and to judge the company's ability to meet its financial commitments

**ALTERNATIVE PERFORMANCE MEASURES**

<b>SAAS-REVENUES (RECURRING) (TSEK)</b>	<b>JAN-MAR 2022</b>	<b>JAN-MAR 2021</b>	<b>ROLLING 12 MONTHS Q2 2021-Q1 2022</b>	<b>JAN-DEC 2021</b>
License income	36 260	33 887	147 280	144 907
Support and other contractual services	10 714	6 253	32 689	28 228
<b>Total SaaS-revenues</b>	<b>46 974</b>	<b>40 140</b>	<b>179 969</b>	<b>173 135</b>

<b>ARR (ANNUAL RECURRING REVENUE) (TSEK)</b>	<b>JAN-MAR 2021</b>	<b>JAN-MAR 2020</b>	<b>ROLLING 12 MONTHS Q2 2021-Q1 2022</b>	<b>JAN-DEC 2020</b>
SaaS-revenues last month in the quarter	16 046	14 456		15 038
Multiplied with 12 months	12	12		12
<b>ARR (Annual recurring revenue)</b>	<b>192 550</b>	<b>173 472</b>		<b>180 456</b>

<b>GROSS MARGIN (TSEK)</b>	<b>JAN-MAR 2021</b>	<b>JAN-MAR 2020</b>	<b>ROLLING 12 MONTHS Q2 2021-Q1 2022</b>	<b>JAN-DEC 2020</b>
Net sales	111 242	87 766	443 954	420 478
<b>Total income</b>	<b>111 242</b>	<b>87 766</b>	<b>443 954</b>	<b>420 478</b>
<i>Operating expenses</i>				
Goods for resale	-44 849	-30 534	-176 598	-162 283
<b>Gross profit</b>	<b>66 393</b>	<b>57 232</b>	<b>267 356</b>	<b>258 195</b>
<b>Gross margin (%)</b>	<b>59,7</b>	<b>65,2</b>	<b>60,2</b>	<b>61,4</b>

<b>EBITDA (TSEK)</b>	<b>JAN-MAR 2021</b>	<b>JAN-MAR 2020</b>	<b>ROLLING 12 MONTHS Q2 2021-Q1 2022</b>	<b>JAN-DEC 2020</b>
Operating profit	-4 473	3 070	6 831	14 463
Depreciation and amortisation	-9 900	-8 362	-37 192	-35 654
<b>EBITDA</b>	<b>5 427</b>	<b>11 432</b>	<b>44 023</b>	<b>50 117</b>
<b>EBITDA-margin (%)</b>	<b>4,9</b>	<b>13,0</b>	<b>9,9</b>	<b>11,9</b>

<b>OPERATING MARGIN (TSEK)</b>	<b>JAN-MAR 2021</b>	<b>JAN-MAR 2020</b>	<b>ROLLING 12 MONTHS Q2 2021-Q1 2022</b>	<b>JAN-DEC 2020</b>
Net sales	111 242	87 766	443 954	420 478
Operating profit	-4 473	3 070	6 920	14 463
<b>Operating margin (%)</b>	<b>-4,0</b>	<b>3,5</b>	<b>1,5</b>	<b>3,4</b>

<b>Net debt (TSEK)</b>	<b>2022-03-31</b>	<b>2021-03-31</b>
Interest-bearing assets and cash and cash equivalents	87 091	108 008
Interest-bearing liabilities	-318 657	-317 343
<b>Net debt</b>	<b>-231 566</b>	<b>-209 335</b>

<b>EQUITY RATIO (TSEK)</b>	<b>2022-03-31</b>	<b>2021-03-31</b>
Equity	261 792	255 257
Total assets	762 885	754 604
<b>Equity ratio (%)</b>	<b>34,3</b>	<b>33,8</b>