# **U**SERSTECH

# Second quarter

1 APRIL - 30 JUNE 2025

## Simplicity. Speed. Precision.

#### April – June 2025 Serstech Group

- Net sales amounted to KSEK 4 563 (21 369).
- EBITDA amounted to KSEK 8 875 (5 595).
- EBIT amounted to KSEK -10 992 (3 715).

- Cash flow from operating activities amounted to KSEK -11 631 (-1 112).
- Earnings per share amounted to SEK -0.04(0.02).
  - Earnings per average number of shares amounted to SEK -0.04 (0.02).

#### January – June 2025 Serstech Group

- Net sales amounted to KSEK 24 455 (35 543).
- EBITDA amounted to KSEK 8 204 (6 963).
- EBIT amounted to KSEK -12 329 (3 194).
- Cash flow from operating activities amounted to KSEK -14 772 (515).
- Earnings per share amounted to SEK -0.05 (0.01).
- Earnings per average number of shares amounted to SEK -0.05 (0.01).

## Serstech group – key figures

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Net sales	4 563	21 369	24 455	35 543	52 262
EBITDA	-8 875	5 595	-8 204	6 963	-1 199
EBIT	-10 992	3 715	-12 329	3 194	-9 040
Earnings per share (SEK)	-0.04	0.02	-0.05	0.01	-0.04
Earnings per average number of shares (SEK)	-0.04	0.02	-0.05	0.01	-0.04
Cash flow from Operating activities	-11 631	-1 112	-14 772	515	562
Equity ratio (%)	88%	81%	88%	81%	81%

## **Message from the CEO**

The second quarter of 2025 showed lower sales, amounting to approximately 4.5 MSEK (21.4 MSEK). The lower sales in Q2 are in line with the broader market, as several companies in our sector have reported a slow quarter, largely due to geopolitical uncertainty and delayed procurement processes — particularly in the US, where several planned purchases have been put on hold. We have also seen limited customer participation at key US industry exhibitions, reflecting a cautious market sentiment.

Despite the short-term challenges, we have continued to execute on our strategic plan. Our expanded sales team is now largely in place, with the final addition for this year starting in September. Compared to the beginning of the year, we have doubled the size of the sales team, which now consists of six dedicated sales professionals. This expanded capacity is a critical enabler for our growth ambitions, and we are already seeing positive effects in terms of opportunity pipeline development.



In parallel, we have made strong progress on cost efficiency. Our transition to in-house production is proceeding according to plan, with pilot production starting in late summer and volume production expected to begin in Q4. All systems, suppliers, and processes are in place. This shift will reduce our cost of goods sold (COGS) significantly — well timed given the intensified price pressure we now see in the market. We have recently lost a few minor tenders on price, which reinforces the importance of our ongoing cost reduction initiatives.

Having a production site in-house, in addition to the third-party one, will increase production capacity and resilience, and strengthen the collaboration between R&D and production. We have already made several improvements to both the product design and production process to improve quality and yield, while reducing COGS significantly.

Our opportunity pipeline for the second half of the year remains strong. With the new sales team in place, we expect pipeline growth to accelerate further. Until now, our limited sales capacity has been the main bottleneck, requiring me to focus almost exclusively on field sales and international travel to support customer engagements.

We successfully closed our Romanian office during the quarter and completed key recruitments in Lund. Consolidating the team under one roof will not only reduce overall costs but also improve collaboration, efficiency, and innovation. We are already seeing the benefits, with several new patent applications scheduled to be filed in the near term.

With a stronger team, a more competitive cost structure, and a growing market need, we are well positioned for a strong second half of the year.

Stefan Sandor, CEO July 2025



## **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.

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 mkll 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), homemade 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.

## **New products**



#### Traserswab

The patent-pending Traserswab is used to collect miniscule traces of narcotics, chemical warfare agents or other chemicals on surfaces. Together with the patented SERS kit, samples as small as 30 micrograms can be collected and accurately identified.



#### **Capillary** probe

The capillary probe snaps on the Serstech Arx mkll instrument and is used to sample microliters of any liquid from a surface or container. By sampling from a tiny droplet on e.g. a table, the instrument can identify the liquid without getting any background signal from the table. Without a capillary probe, any other instrument would likely identify the material the surface is made of, rather than the tiny amount of liquid.



#### **Puncture tool**

Developed based on requests from border control and police organizations, the puncture tool is used to penetrate opaque containers and collect a small sample from the container. This is especially useful to identify larger quantities of narcotics, which is often tightly wrapped in aluminum foil and plastic.

## **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 Argentina Australia Austria Bangladesh Belgium Bolivia Botswana Brazil Brunei Bulgaria Cambodia Canada Chile China Croatia Czech Republic Denmark Ecuador Egypt Finland France Germany Greece Hungary India Indonesia Iraq

Ireland Israel Italy Japan Kazakhstan Kuwait Lithuania México Myanmar Netherlands New Zealand Nigeria Norway Pakistan Peru Philippines Poland Portugal Saudi Arabia Serbia Singapore Slovakia Slovenia South Korea Spain Sri Lanka Sudan Sweden Switzerland Taiwan Thailand Turkey Uganda Ukraine United Arab Emirates United Kingdom United States Vietnam

## **Financial comments, Serstech group**

#### Revenue

#### April – June 2025

The net sales in the second guarter amounted to KSEK 4563 (21369). As earlier noted, our predominantly tenderbased revenue model causes great quarter-to-quarter variability. Capitalized work for own account totalled KSEK 951 (1143), and other operating income was KSEK 0 (619), reflecting the completion of a grant-funded project in the same period last year.

#### January – June 2025

Net sales for the first half of 2025 were KSEK 24 455 (35 543). Capitalized work for own account amounted to KSEK 1 715 (2 009), and other operating income was KSEK 0 (1415). Even in a period of reduced sales, the gross margin has been maintained at a good level, reaching 73% for the first half of the year.

### Net earnings

#### April – June 2025

In the second guarter, EBITDA was KSEK - 8 875 (5 595). Other external costs amounted to KSEK - 6504 (-5975), and payroll expenses were KSEK - 6 195 (- 5 479). The rise in payroll costs reflects a larger headcount, average headcount was 25 (24), and personnel-related costs from the planned liquidation of our Romanian subsidiary. This process, completed in Q2, responded to increased salary levels in Romania and the strategic decision to centralize R&D in Lund for better cost efficiency and the obvious advantages to have the all people working with R&D and product development together.

Depreciation totalled KSEK - 2 117 (- 1 880): KSEK -41 (-40) on equipment, tools, and installations, and KSEK - 2076 (-1840) on capitalized development costs and patents. EBIT was KSEK - 10 992 (3715), and net result KSEK – 11 086 (3 614). Earnings per share were SEK – 0.04 (0.02), on a per-average-share basis SEK - 0.04 (0.02).

#### January - June 2025

For the first half of 2025, EBITDA was KSEK - 8 204 (6 963). Other external costs totalled KSEK - 12 728 (-10712), and payroll expenses KSEK - 12702 (-10488), reflecting workforce expansion to strengthen R&D and build in-house production. Average headcount was 25 (24). Depreciation amounted to KSEK – 4 125 (– 3 770): KSEK - 66 (- 87) on equipment, tools, and installations, and KSEK - 4 059 (- 3 683) on capitalized development costs and patents. EBIT was KSEK -12 329 (3 194), and net result KSEK - 12 371 (3 051). Earnings per share were SEK -0.05 (0.01), on a per-average-share basis SEK -0.05 (0.01).

During the first half of 2025, we continued investing in R&D centralization to Lund, strengthened the sales organization, and built in-house production capabilities. While these investments and market conditions produced a deficit, they position the Company for future growth.





Geographical division of Serstech's net sales (2018-2025)



#### Cash flow & Investments April – June 2025

Cash flow for the quarter was KSEK 8 889 (- 5 466). Operating activities generated KSEK -11 631 (- 1 112), reflecting the negative operating result. Investment activities contributed KSEK 20 319 (- 3 154) from realized short-term investments, and financing activities provided KSEK 201 (- 1 200).

#### January – June 2025

Cash flow for the first half of 2025 was KSEK 18 674 (- 5 996). Operating activities generated KSEK - 14 772 (515), reflecting the negative operating result. Investment activities used KSEK -4 437 (- 4 711), and financing activities provided KSEK 37 882 (- 1 800), driven by a rights issue that added KSEK 37 681 net of issue costs.

#### **Financial position and liquidity**

As of 30 June 2025, the Group had KSEK 27 962 (12 476) in cash and bank balances, with no fixed-rate placements. Previous fixed-rate placements have been reinvested with shorter maturities and now form part of the Group's cash and bank balances.

Following the November share issue, the company received KSEK 40 000 before share issue costs in early 2025. Unutilized overdraft credit totalled KSEK 7 000 (2 000). The Group held no interest-bearing liabilities.

#### **Equity & share capital**

As of 30 June 2025, equity was KSEK 64 214 (51 097), with an equity ratio of 88 percent (81). All shares are of one series with equal voting and profit rights.

#### Personnel

As of 30 June 2025, the Group employed 24 (24) staff.

		TOTAL	Men	Women
Lund,	Sweden	25	18	7
Grou	С	25	18	7

#### **Accounting Principles**

The interim report has been prepared in accordance with Chapter 9 (Interim Reports) of the Swedish Annual Accounts Act. The same accounting policies and estimation techniques have been applied as in the 2024 Annual Report. The Group's assets and liabilities are stated at cost or nominal value, respectively, unless otherwise noted. This consolidated report covers Serstech AB and its subsidiaries Serstech Förvaltning AB and Serstech Development SR (liquidated in the second quarter). This report has not been subject to review by the company's auditor.



## Serstech Group Income Statement

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Revenue					
Net sales	4 563	21 369	24 455	35 543	52 262
Capitalized work for own account	951	1143	1 715	2 0 0 9	3 584
Other operating income	0	619	0	1 415	2 174
Total revenue	5 513	23 132	26 170	38 966	58 020
Expenses					
Raw materials, consumables & goods for resale	-1807	-5 768	-8 987	-10 713	-17 520
Other external costs	-6 504	-5 975	-12 728	-10 712	-21 390
Payroll expenses	-6 195	-5 479	-12 702	-10 488	-20 212
Exchange gains and losses, net	117	-315	43	-89	-97
Total expenses	-14 388	-17 537	-34 374	-32 003	-59 219
EBITDA	-8 875	5 595	-8 204	6 963	-1 199
Depreciation of tangible and intangible assets	-2 117	-1 880	-4 125	-3 770	-7 842
EBIT	-10 992	3 715	-12 329	3 194	-9 040
Profit (loss) from praticipation i group	-166	0	-166	0	0
Interest and similar, net	72	-74	125	-108	-50
ЕВТ	-11 086	3 641	-12 371	3 086	-9 090
Taxes	0	-26	0	-35	-41
Net Earnings	-11 086	3 614	-12 371	3 051	-9 131

## Serstech Group Balance Sheet – Assets

Amounts in KSEK	2025 June	2024 June	2024 December
Assets			
Subscribed capital unpaid	0	0	10 000
Intangible assets			
Intangible assets	30 793	32 448	31 824
Total intangible assets	30 793	32 448	31 824
Tangible assets			
Equipment, tools, fixtures and fittings	762	288	189
Total tangible assets	762	288	189
Financial assets			
Deferred tax assets	94	88	93
Total financial assets	94	88	93
Total fixed assets	31 649	32 825	32106
Current assets			
Inventories	7 544	4 745	4 561
Total	7 544	4 745	4 561
Current receivables			
Accounts receivable - trade	2 0 2 7	8 803	2 566
Other receivables	2 940	2 893	34 283
Prepaid expenses and accrued income	1004	1439	1 912
Total Current receivables	5 971	13 136	38 761
Other short term investments	0	0	0
Cash and bank balances	27 962	12 476	9 288
Total current assets	41 477	30 356	52 611
Total assets	73 126	63 181	94 717

## Serstech Group Balance Sheet — Equity and liabilities

Amounts in KSEK	2025 June	2024 June	2024 December
Equity			
Equity	64 214	51 097	76 556
Total equity	64 214	51 097	76 556
Provisions	1 150	1 128	967
Total provisions	1 150	1 128	967
<b>Current liabilities</b>			
Advance payments from customers	823	281	6 238
Accounts payable	4 173	5 737	7 628
Current tax liabilities	0	137	117
Other current liabilities	1005	937	766
Accrued expenses and deferred income	1 761	3 863	2 445
Total current liabilities	7 762	10 956	17 194
TOTAL EQUITY AND LIABILITIES	73 126	63 181	94 717

## Serstech Group Change in equity

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Equity brought forward	75 152	47 539	76 556	47 972	47 972
Warrants	201	0	201	0	0
Rights issue	0	0	13 000	0	27 000
Issue costs	0	0	0	0	-2 319
New share issue in progress	0	0	-13 000	0	13 000
Translation difference on consolidation	-54	-57	-173	73	33
Profit for the period	-11 086	3 614	-12 371	3 051	-9 131
Amount at end of period	64 214	51 097	64 214	51 097	76 556

## Serstech Group Cash flow analysis

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Operating activities					
Operating profit	-10 992	3 715	-12 329	3 194	-9 040
Adjustment for items not included in cash flow	2 765	2 0 0 2	4 911	3 889	6 776
Interest paid/received	72	-74	125	-108	-50
Cashflow from operating activities before changes to working capital	-8 155	5 643	-7 293	6 975	-2 314
Cashflow from changes in operating profit					
increase (-)/decrease (+) inventory	-1 596	-672	-2 983	-1 254	-1 070
increase (-)/decrease (+) account receivables	3 399	-2 347	539	-5 192	1045
increase (-)/decrease (+) other short-term receivables	1 180	-87	4 570	-1 876	-5 136
increase (+)/decrease (-) account payables	-3 986	1806	-3 455	2 603	4 494
increase (+)/decrease (-) other short-term liabilities	-2 473	-5 455	-6 150	-741	3 543
Cashflow from operating activities	-11 631	-1 112	-14 772	515	562
Investment activities					
Acquisition of property, plant and equipment	-341	-240	-653	-249	-745
Sale of property, plant and equipment	0	0	0	450	1 110
Acquisition of intangible fixed assets	-2 340	-2 914	-3 784	-4 912	-8 311
Short term investments	23 000	0	0	0	0
Cashflow from investment activities	20 319	-3 154	-4 437	-4 711	-7 946
Financing activities					
Loans	0	-1 200	0	-1800	-1800
Warrant issue	201	0	201	0	0
Share issue costs paid	0	0	-2 319	0	0
Rights issue	0	0	40 000	0	0
Cashflow from financing activities	201	-1 200	37 882	-1800	-1800
Cashflow for this period	8 889	-5 466	18 674	-5 996	-9 184
Cash and cash equivalents at beginning of period	19 073	17 942	9 288	18 472	18 472
Cash and cash equivalents at end of period	27 962	12 476	27 962	12 476	9 288

## Serstech Group Key figures

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Profitability and return					
Revenue change (%)	-79%	-35%	-31%	-21%	-17%
EBITDA margin (%)	-194%	26%	-34%	20%	-2%
EBIT margin (%)	-241%	17%	-50%	9%	-17%
Capital structure					
Equity	64 214	51 097	64 214	51 097	76 556
Balance sheet	73 126	63 181	73 126	63 181	94 717
Capital employed	64 214	51 097	64 214	51 097	76 556
Equity ratio (%)	88%	81%	88%	81%	81%
Cash flow and liquidity					
Cash flow before investments	-11 631	-1 112	-14 772	515	562
Cash flow after investments	8 688	-4 266	-19 209	-4 196	-7 384
Liquid funds	27 962	12 476	27 962	12 476	9 288
Investments					
Acquisition of property, plant and equipment	-341	240	-653	-249	-745
Sale of property, plant and equipment	0	0	0	450	1 110
Acquisition of intangible fixed assets	-2 340	-2 914	-3 784	-4 912	-8 311
Short term investments	23 000	0	0	0	0
Personnel					
Number of employees	25	24	25	24	21
Data per share					
Number of shares	254 319 047	206 700 000	254 319 047	206 700 000	238 842 857
Earnings per share (SEK)	-0.04	0.02	-0.05	0.01	-0.04
Equity per share (SEK)	0.25	0.25	0.25	0.25	0.32
Average number of shares	254 319 047	206 700 000	253 720 520	206 700 000	207 139 110
Earnings per average number of shares (SEK)	-0.04	0.02	-0.05	0.01	-0.04

## Serstech AB, parent company Income Statement

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Revenue					
Net sales	4 563	21 369	24 455	35 543	52 262
Capitalized work for own account	951	791	1644	1 371	2 438
Other operating income	0	619	0	1 414	2 172
Total revenue	5 513	22 779	26 099	38 328	56 872
Expenses					
Raw materials, consumables & goods for resale	-1807	-5 767	-8 986	-10 712	-17 508
Other external costs	-6 442	-6 744	-12 789	-12 133	-23 904
Payroll expenses	-6 312	-4 567	-11 381	-8 720	-17 048
Exchange gains and losses, net	117	-315	43	-89	-97
Total expenses	-14 444	-17 393	-33 113	-31 653	-58 557
EBITDA	-8 931	5 387	-7 013	6 674	-1 685
Depreciation of tangible and intangible assets	-2 112	-1862	-4 114	-3 741	-7 789
EBIT	-11 042	3 524	-11 128	2 934	-9 474
Profit (loss) from praticipation i group	33	0	33	0	0
Interest and similar, net	87	-74	139	-108	-50
EBT	-10 923	3 450	-10 956	2 826	-9 524
Taxes	0	0	0	0	0
Net Earnings	-10 923	3 450	-10 956	2 826	-9 524

## Serstech AB, parent company Balance Sheet – Assets

Amounts in KSEK	2025 June	2024 June	2024 December
Assets			
Subscribed capital unpaid	0	0	10 000
Intangible assets			
Intangible assets	31 256	32 880	32 283
Total intangible assets	31 256	32 880	32 283
Tangible assets			
Equipment, tools, fixtures and fittings	762	240	164
Total tangible assets	762	240	164
Financial assets			
Shares in subsidiaries	50	143	143
Total financial assets	50	143	143
Total fixed assets	32 068	33 263	32 590
Current assets			
Inventories	7 544	4 745	4 561
Total	7 544	4 745	4 561
Current receivables			
Accounts receivable - trade	2 0 2 7	8 671	2 433
Other receivables from Group companies	396	194	194
Other receivables	2 940	2 729	34 112
Prepaid expenses and accrued income	1004	1 427	1899
Total Current receivables	6 367	13 021	38 638
Other short term investments	0	0	0
Cash and bank balances	27 540	11 778	8 443
Total current assets	41 451	29 544	51 642
Total assets	73 519	62 807	94 232

## Serstech AB, parent company Balance Sheet – Equity and liabilities

Amounts in KSEK	2025 June	2024 June	2024 December
Equity			
Equity	64 607	50 030	75 361
Total equity	64 607	50 030	75 361
Provisions	1 150	1 128	967
Total provisions	1 150	1 128	967
Current liabilities			
Advance payments from customers	823	281	6 238
Accounts payable	4 173	5 737	7 628
Liabilities to group companies	0	840	834
Other current liabilities	1005	929	759
Accrued expenses and deferred income	1 761	3 862	2 445
Total current liabilities	7 762	11 649	17 904
TOTAL EQUITY AND LIABILITIES	73 519	62 807	94 232

### Serstech AB, parent company Change in equity

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Equity brought forward	75 328	46 579	75 361	47 204	47 204
Warrant issue	201	0	201	0	0
Rights issue	0	0	13 000	0	27 000
Issue costs	0	0	0	0	-2 319
New share issue in progress	0	0	-13 000	0	13 000
Profit for the period	-10 923	3 450	-10 956	2 826	-9 524
Amount at end of period	64 607	50 030	64 607	50 030	75 361

## Serstech AB, parent company Cash flow analysis

Amounts in KSEK	2025 Apr-June	2024 Apr-June	2025 Jan-June	2024 Jan-June	2024 Full year
Operating activities					
Operating profit	-11 042	3 524	-11 128	2 934	-9 474
Adjustment for items not included in cash flow	2 911	1994	5 0 5 3	3 871	6 722
Interest paid/received	87	-74	140	-108	-50
Cashflow from operating activities before changes to working capital	-8 044	5 4 4 4	-5 935	6 697	-2 802
Cashflow from changes in operating profit					
increase (-)/decrease (+) inventory	-1 596	-672	-2 983	-1 254	-1 070
increase (-)/decrease (+) account receivables	3 399	-2 349	406	-5 189	1049
increase (-)/decrease (+) other short-term receivables	1 010	-78	4 385	-1 868	-5 120
increase (+)/decrease (-) account payables	-3 986	1806	-3 455	2 603	4 494
increase (+)/decrease (-) other short-term liabilities	-2 024	-4 775	-6 686	288	4 653
Cashflow from operating activities	-11 241	-624	-14 268	1 277	1204
Investment activities					
Acquisition of property, plant and equipment	-341	-240	-653	-240	-736
Sale of property, plant and equipment	0	0	0	450	1 110
Acquisition of intangible fixed assets	-2 340	-2 933	-3 788	-4 947	-8 372
Liquidation of subsidiary	125	0	125	0	0
Short term investments	23 000	0	0	0	0
Cashflow from investment activities	20 444	-3 173	-4 316	-4736	-7 998
Financing activities					
Loans	0	-1 200	0	-1800	-1800
Share issue costs paid	0	0	-2 319	0	0
Rights issue	0	0	40 000	0	0
Cashflow from financing activities	0	-1 200	37 681	-1800	-1800
Cashflow for this period	9 204	-4 997	19 097	-5 259	-8 594
Cash and cash equivalents at beginning of period	18 336	16 775	8 4 4 3	17 037	17 037
Cash and cash equivalents at end of period	27 540	11 778	27 540	11 778	8 443

### 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.
Liquid funds	Bank balances and cash. Profit before financial items plus items that do not affect cash flow less change in working capital.
Liquid funds	Profit before financial items plus items that do not affect cash flow
Liquid funds Cash flow before investments	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
Liquid funds Cash flow before investments Cash flow after investments <b>Personnel</b>	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.
Liquid funds Cash flow before investments Cash flow after investments <b>Personnel</b> Number of employees <b>Data per share</b>	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. Number of employees at the end of the period.

#### **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:

**2025-11-04** Quarterly report (Jan-Sep)

#### 2026-02-27

Year-end report 2025 (Jan-Dec)

Interim reports and annual reports are available on www.serstech.com

## For further information, please contact:

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#### **Certified advisor:**

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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** 

## **U**SERSTECH

# First quarter

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1 JANUARY - 31 MARCH 2025

## **USERSTECH**

# First quarter

1 JANUARY - 31 MARCH 2025