



Annual Report Seluxit 2022/2023

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Annual Report Seluxit

Company announcement nr. 60

Aalborg September 25th, 2023

For the financial year 2022/23, Seluxit had a revenue of DKK 5,17 million and a result (EBITDA) of DKK -3.55 million. Revenue and EBITDA are on par with, or better than, the most recently announced expectations.

Revenue has been historically low in Seluxit, which we consider to be unsatisfactory.

Selected key figures for the period 1 July 2022 - 30 June 2023:

| Key figures | DKK-tkr | 2022/23 | 2021/22 | 2020/21 | 2019/20 | 2018/19 |
|--|---------|-----------|-----------|-----------|-----------|-----------|
| Revenue | | 5.167 | 6.004 | 6.800 | 20.981 | 17.966 |
| Revenue from data, licence, and subscription | | 3.734 | 4.050 | 3.850 | | |
| Revenue from Hardware | | 905 | 985 | 1.346 | | |
| Revenue from other | | 528 | 969 | 1.604 | | |
| EBITDA | | -3.550 | -346 | -36 | -3.743 | -4.274 |
| EBIT | | -8.461 | -8.099 | -5.391 | -5.594 | -5.575 |
| Financial costs/income | | -257 | -62 | 144 | -188 | 14 |
| EBT | | -7.792 | -5.434 | -2.810 | -5.782 | -5.560 |
| Profit/loss for the year | | -6.037 | -3.996 | -1.854 | -4.510 | -4.342 |
| | | | | | | |
| Equity | | 8.363 | 14.401 | 18.396 | 20.269 | 24.779 |
| Balance Sheet | | 17.593 | 22.934 | 28.612 | 26.062 | 30.968 |
| | | | | | | |
| Cash Flow | | | | | | |
| Cash Flow from Operation | | -2.363 | 2.785 | -3.165 | -2.276 | -1.199 |
| Cash Flow from Investment | | -1.908 | -3.696 | -5.578 | -4.875 | -3.192 |
| Investments in fixed assets | | 0 | 0 | -510 | 0 | -222 |
| Cash Flow from Financing | | -70 | 16 | 4.979 | 0 | 23.277 |
| Total Cash Flow | | -4.341 | -895 | -3.764 | -7.151 | 18.886 |
| Cash equivalent end of period | | 2.749 | 7.090 | 7.985 | 11.749 | 18.900 |
| | | | | | | |
| Number of shares (pcs.) | | 9.632.961 | 9.632.961 | 9.632.961 | 9.570.957 | 9.570.957 |
| Earnings per share (DKK) | | -0,63 | -0,41 | -0,19 | -0,47 | -0,45 |

| | | | | | |
|-----------------|--------|--------|--------|--------|--------|
| Solvency ratio | 47,5% | 62,8% | 64,3% | 77,8% | 80,0% |
| Liquidity ratio | 205,5% | 473,8% | 539,1% | 351,6% | 423,0% |

The expectations for 2023/24

Subject to the uncertainty involved in growing revenue to primarily new customers with a new sales organisation, the management of Seluxit expects revenue for the financial year 2023/24 will increase by more than 90% and reach between DKK 10-13 million. At the same time, we expect to deliver an EBITDA of between DKK -1 and 2 million.

Daniel Lux, CEO states:

"We expect 2023/24 to be a year in which we see growth in revenue. Both the education segment, the energy efficiency segment and our solutions for smart electricity meters are expected to contribute significantly to growth."

Attached file: Seluxit Annual Report, 2022/23.

| Financial Calendar | |
|--------------------|--|
| 25. September 2023 | Annual report for the financial year 2022/23 |
| 26. October 2023 | General Assembly 2023 |
| 29. January 2024 | Half-year report for the first half of 2023/24 |
| 25. September 2024 | Annual report for the financial year 2023/24 |
| 25. October 2024 | General Assembly 2024 |

Contacts

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About Seluxit

Seluxit connects things to the internet to optimize systems, save resources and save money.

That makes sense for the economy, for the environment and for society.

Seluxit's unique standards-based approach to IoT reduces development time and development costs, and thereby minimizes risks. That gives our customers a fast path to both saving and earning money, because their solution enters the market quickly.

Our end-to-end IoT solutions create value in many ways including optimizing energy usage, improving service efficiency, and allowing for more effective training.

Attachments

- [Download announcement as PDF.pdf](#)
- [Seluxit - Årsrapport 2022-23.pdf](#)