

DIVIO

# Report Q1 2026



Divio Technologies AB (publ)  
Company no. 559077-0730

# Divio demonstrates continued momentum from its Agency strategy

## SUMMARY OF THE REPORT

### First quarter: 01 Jan 2026 to 31 Mar 2026

- MRR at the end of March was KUSD 208 (212), a decrease of 2%, primarily reflecting the transition of a customer from an Open Cloud subscription to a longer-term enterprise agreement.
- Subscription revenue decreased by 9% to KSEK 5,927 (6,532), driven by FX effects.
- Professional services revenue increased by 25% to KSEK 2,407 (1,920)
- Net sales decreased by 1% to KSEK 8,334 (8,452)
- Total revenue decreased by 1% to KSEK 9,270 (9,328)
- Operating costs increased by 1% to -10,708 (-10,599)
- EBITDA decreased to KSEK -34 (342)
- Operating profit decreased by 13% to KSEK -1,438 (-1,270)
- EPS before dilution was SEK -0.01 (-0.01)
- Cash position was KSEK 7,566 (4,419)

### Significant events during the quarter

- The company held an EGM on 30 March, at which a SEK 14.2m reduction in capital was approved. As a result, the quota value per share was reduced from SEK 0.10 to SEK 0.062.
- Following its Agency update on 21 January 2026, Divio continued to see strong traction, adding nearly USD 2,000 in MRR, including a USD 1,200 enterprise deal and USD 550 from new Open Cloud projects.
- Under the leadership of our new CTO, we have initiated a new product strategy, significantly reshaping and improving the platform.

### Significant events after the quarter

- Divio reported preliminary Q1-2026 numbers
- The company announced a SEK 14.1m capital raise to accelerate the Agency strategy and strengthen the balance sheet. The SEK 8.8m directed share issue was fully covered by subscription commitments and the right issue was pre-committed up to SEK 2.2m by management, board members and existing shareholders. The subscription period for the right issue is 5-19 May 2026. For further information, please see the press release dated 22 April 2026.
- KSEK 3.0m of the convertible loan plus interest has been repaid in cash. The remaining KSEK 1.0m of convertible loan plus interest is to be converted into equity as per the above capital raise.

## CEO COMMENT

2026 is the year Divio demonstrates the strength of its model. Where previous periods were characterized by steady progress, we are now operating at a consistently higher level of execution. During the quarter, we have validated our agency-led go-to-market strategy, which is now clearly gaining traction. While we see early but encouraging traction in our new distribution model, this has yet to translate into growth in recurring revenue. With MRR as our key leading indicator, the focus now shifts to accelerating commercial execution.

Our agency strategy targets a large, underserved market, with approximately 150,000 digital agencies in Europe alone. Each agency acts not only as a customer but also as a partner, enabling us to scale sales efficiently while driving long-term growth in platform usage. We are seeing clear evidence that our strategy is working. The number of agencies using our platform continues to grow. Project activity on our platform is increasing, and a greater share of projects is developing into more complex, higher-value engagements. Importantly, this progress has been achieved with minimal sales resources, further validating our approach.

While revenues from the new strategy are currently small, they are key to validating early traction. This revenue follows the same pattern as the rest of our business—recurring, with strong retention and customer stickiness—providing predictability and a solid foundation for scaling.

Under the leadership of our new CTO, Ralf Brändli, we are making solid progress in how our platform is evolving. Ralf brings deep technical experience across software development, cloud infrastructure, and architecture. Having worked closely with Divio in the past, he also knows the platform well from a customer's point of view, which helps ensure that technical decisions are grounded in commercial and user needs.

We are improving the platform with a better user experience, clearer pricing models, and much broader compatibility, while leaving the core architecture largely unchanged. With a stable, proven foundation, stronger commercial thinking, and deep AI support in our development work, we can now move and iterate at a speed and depth that were previously not possible.

Together, this puts us in a strong position and gives us a real edge going forward. Our ambition is clear: to become the leading PaaS platform on our market.

Operationally, we strengthened our financial and organizational discipline under the leadership of our CFO, Niklas. Forecasting, KPI tracking, and follow-up processes have improved, as has our external communication. At the same time, we have begun to actively reduce administrative overhead across the organization, allowing the team to focus on sales execution and product development.

During the period, we have also refreshed parts of the organization, bringing in new capabilities and energy. I would like to extend my sincere appreciation to both current and former team members whose contributions have been instrumental in bringing us to this point.

Market conditions are increasingly shifting in our favor. Geopolitical tensions and rising regulatory complexity are making data residency and jurisdiction strategic priorities for many organizations. This creates a structural advantage for Divio. Our platform's flexibility allows customers to choose and move data across regions, including the EU and Switzerland, supporting growing demands for control and independence. With most competitors being U.S.-based, increasing demand for European alternatives presents a clear positioning opportunity, which we are actively working to capture.

In summary, Divio is stronger than ever. We have demonstrated our path toward profitability, validated a scalable and differentiated business model, and are operating in a market where underlying trends are increasingly supportive.

While we have not yet reached profitability, we have clearly validated our business model and demonstrated a path toward improved financial performance.

We are entering the next phase with strong momentum, a focused strategy, and supportive market trends. Our priority is now to scale execution, accelerate sales, and convert early traction into sustainable growth.

Jon Levin - CEO

# FINANCIAL INFORMATION

## FIRST QUARTER: 1 JAN 2026 TO 31 MAR 2026

Our priority is clear - to convert our platform and distribution strategy into measurable growth in recurring revenue. This requires increased focus on commercial execution and sales capacity. Given our current cost base, even a moderate increase in recurring revenue would have a significant impact on profitability.

### Revenue (Q)

Monthly Recurring Revenue (MRR) at the end of March 2026 amounted to KUSD 208 (212), corresponding to a 2% decrease year-on-year. This was driven by the shift of a medium-sized customer from an open cloud subscription to a more long-term enterprise subscription.

Subscription revenue decreased by 9% to KSEK 5,927 (6,532), primarily due to FX effects related to the revaluation of contracts denominated in foreign currencies, hence also reducing FX effects under net financial items. Professional services revenue increased by 25% to KSEK 2,407 (1,920), driven by the KSEK 500 one-off expansion of an existing customer contract announced on 12 December 2025.

Net sales for the quarter amounted to KSEK 8,334 (8,452), representing a 1% decrease year-on-year.

Capitalized development expenses amounted to KSEK 936 (863), resulting in total revenue of KSEK 9,270 (9,328).

### Operating profit and loss (Q)

Cost of goods sold increased by 7% to KSEK 3,487 (3,270), mainly due to higher external consultancy costs

related to the above mentioned contract expansion. Personnel costs decreased by 4% to KSEK 4,314 (4,510), reflecting the effects of efficiency initiatives implemented by the Company, including one mid-level headcount reduction that has not yet been replaced. Other external costs increased by 25% to KSEK 1,503 (1,207), driven by external advisory costs within audit, legal and product development, and increased insurance costs. EBITDA for the quarter amounted to KSEK -34 (342). Depreciation and amortization decreased by 13% to KSEK 1,405 (1,612), resulting in an operating profit of KSEK -1,438 (-1,270).

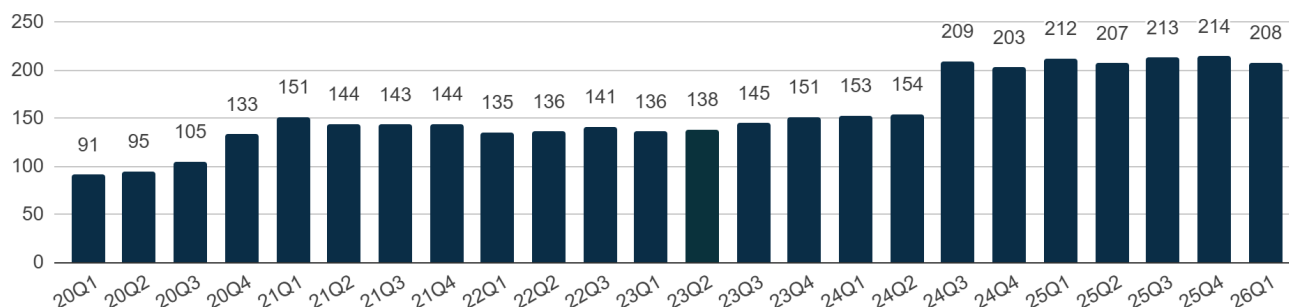
### Net financial items (Q)

Net financial items improved significantly to KSEK -677 (-2,788), mainly due to the write down of intercompany loans with the Swiss subsidiary in Q4-2025. The remaining amount was driven primarily by KSEK 360 of interest bearing costs.

### Cash flow and cash balance (Q)

Cash flow from operating activities amounted to KSEK 420 (-3,875), primarily reflecting improvements in working capital, partly driven by short term timing effects. Cash flow from investing activities was KSEK -844 (-840), attributable primarily to capitalized development expenses. Cash flow from financing activities was neutral for the quarter.

Total cash flow for the period amounted to KSEK -425 (-4,715). Cash and cash equivalents at the end of the period amounted to KSEK 7,566 (4,419), compared with KSEK 7,847 at the beginning of the quarter.



# ACCOUNTING PRINCIPLES AND OTHER INFORMATION

Divio Technologies Group and parent company accounts have been prepared in accordance with the Annual Accounts Act and BFNAR 2012:1 (K3). The accounting principles are unchanged compared to the Annual Report 2024. The quarterly reports are unaudited.

## Group Structure

The Divio Group holds its parent company, Divio Technologies AB (publ), in Sweden, with org. no. 559077-0730, the wholly owned subsidiary Divio AG in Switzerland, and its wholly owned subsidiary Divio Inc. in the US. The Group's operating activities are conducted mainly within Divio AG, with a transfer pricing based on arm's length principle for intragroup services.

## Risks and uncertainties

Divio is a relatively new software development group. The company launched its first commercial cloud software products in 2017. Its revenue levels are increasing, but do not yet exceed costs. The fact that the company has over 800 paying customers and very low churn is a clear signal of the need for the product, but it is still too early to draw long-term conclusions about market acceptance or to accurately forecast sales and earnings for the company.

Divio is dependent on licensing and partnership agreements, as well as permits, remuneration systems, and associated laws, regulations, decisions by government authorities, and practice, all of which are beyond Divio's control.

Divio is also dependent on intellectual property rights that are difficult to protect via registration. Other crucial factors for future development are Divio's ability to ensure the reliability of technical platforms and the company's information management, and to protect against security breaches.

Divio continues its progress toward achieving cash flow neutrality by focusing on increased sales and disciplined cost optimization. While this target has not yet been reached, the company is approaching it steadily.

For more information, please see the "Risk Factors" section in the Company Description on Divio.com.

## 2025 issue of shares, loans, and warrants

Divio Technologies AB (publ) announced on the 27th of June 2025 a MSEK 5.6 directed share issue of 40m shares and a MSEK 4.0 convertible loan, totalling MSEK 9.6 before costs. For every SEK 1 subscribed in the directed share issue, the investor received 2.5 warrants of series TO5B and 2.5 warrants of series TO6B. For each (1) subscribed convertible in the convertible loan, the subscriber received 2.5 warrants of series TO5B and 2.5 warrants of series TO6B. The share issue and convertible loan were completed during the quarter. For more information, please see the press release dated 2025-06-27 and the option terms as presented on the company webpage under Investors / Governance.

To secure funding during this fundraising, the company entered into a MSEK 2.0 bridge loan with Levin Invest AB, a related party to Divio, of which MSEK 1.0 plus due interest and fees was paid during the quarter. The loan carries 2% in upfront fees and 15% p.a. interest.

## Shares

Divio Technologies AB (publ) has been traded on Nasdaq First North since 18 December 2019, under the ticker DIVIO B. The number of shares as per 31 March 2026 was 373,840,085, of which 750,000 were series A shares with 10x voting rights.

## Warrants

Divio Technologies AB (publ) has three active series of warrants per the closing date:

- "Incentive Program 2023/2026" was issued to key employees in 2023. The number of options subscribed for was 3,000,000.
- Warrants of Series TO5B entitle the holder to subscribe for one (1) new Class B share in Divio during the period from 1 July 2026 to 15 July 2026. The subscription price per share upon exercise of the warrants is SEK 0.16, and 23,999,991 warrants were issued. Upon full exercise of all TO5B warrants, the Company may receive up to approximately MSEK 3.9 before deduction of transaction-related costs.

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- Each warrant of series TO6B entitles the holder to subscribe for one (1) new Class B share in Divio during the period from 1 July 2027 to 15 July 2027. The subscription price per share upon exercise of the

warrants is SEK 0.18, and 23,999,991 warrants were issued. Upon full exercise of all TO6B warrants, the Company may receive up to approximately MSEK 4.3 before deduction of transaction-related costs.

Warrant Series	Duration	Strike	Expiry	Investors	Employees	Total warrants	Possible share issue
Incentive program 2023/2026	2023 – 2026	0.36 (1:1.194)	2026-09-30	–	3,000,000	3,000,000	3,582,558
TO5B	2025 – 2026	0.16	2026-07-15	23,999,991	–	23,999,991	23,999,991
TO6B	2025 – 2027	0.18	2027-07-15	23,999,991	–	23,999,991	23,999,991

	First quarter (3M)		FY (12M)
	2026	2025	2025
<b>Number of shares</b>			
Shares at end of period BD	373,840,085	333,840,085	373,840,085
Shares at end of period AD	455,330,466	336,840,085	455,330,466
Average number of shares BD	373,840,085	333,840,085	353,840,085
Average number of shares AD	455,330,466	336,840,085	396,085,276

BD = Before Dilution, AD = After Dilution

## INCOME STATEMENT GROUP, SUMMARISED

KSEK	First quarter (3M)		FY (12M)
	2026	2025	2025
<b>Profit and loss</b>			
Subscription revenues	5,927	6,532	25,766
Professional services	2,407	1,920	8,314
<b>Net sales</b>	<b>8,334</b>	<b>8,452</b>	<b>34,080</b>
Capitalised development	936	863	3,569
Other revenue	0	0	13
<b>Total revenue</b>	<b>9,270</b>	<b>9,328</b>	<b>37,662</b>
Cost of goods sold	-3,487	-3,270	-13,696
Other external costs	-1,503	-1,207	-4,826
Personnel	-4,314	-4,510	-18,788
Depreciation / Amortization	-1,405	-1,612	-6,044
<b>Operating costs</b>	<b>-10,708</b>	<b>-10,598</b>	<b>-43,353</b>
<b>Operating profit</b>	<b>-1,438</b>	<b>-1,270</b>	<b>-5,691</b>
Net financial items	-677	-2,788	-1,995
<b>Earning before tax</b>	<b>-2,115</b>	<b>-4,058</b>	<b>-7,685</b>
<b>Taxes on earnings</b>	<b>0</b>	<b>1</b>	<b>-80</b>
<b>Profit for the period</b>	<b>-2,115</b>	<b>-4,058</b>	<b>-7,765</b>
EPS before dilution (SEK)	-0.01	-0.01	-0.02
EPS after dilution (SEK)	-	-	-

## BALANCE SHEET GROUP, SUMMARISED (part 1 of 2)

	Year to date (3M)		FY (12M)
	2026	2025	2025
<b>KSEK</b>			
<b>Assets</b>			
Subscribed for but not paid in capital	-	-	
Fixed assets			
<i>Immaterial fixed assets</i>			
Activated development	13,314	14,800	13,475
Other immaterial fixed assets	0	0	0
<b>Total Immaterial fixed assets</b>	<b>13,314</b>	<b>14,800</b>	<b>13,475</b>
<i>Material fixed assets</i>			
Equipment	0	0	0
Computers	77	161	90
<b>Total material fixed assets</b>	<b>77</b>	<b>161</b>	<b>90</b>
Shares in Group companies	0	0	0
Non-current financial receivables from group companies	0	0	0
Other financial assets	0	0	-
<b>Total financial assets</b>	<b>0</b>	<b>0</b>	<b>-</b>
<b>Total fixed assets</b>	<b>13,391</b>	<b>14,979</b>	<b>13,565</b>
Trade receivables	369	3,835	7,286
Current financial receivables from group companies	0	0	0
Other current receivables	1,199	578	3,708
<b>Total current assets</b>	<b>1,568</b>	<b>4,413</b>	<b>10,995</b>
<b>Cash and cash equivalents</b>	<b>7,566</b>	<b>4,419</b>	<b>7,847</b>
<b>Total assets</b>	<b>22,526</b>	<b>23,811</b>	<b>32,407</b>

## BALANCE SHEET GROUP, SUMMARISED (part 2 of 2)

	Year to date (3M)		FY (12M)
	2026	2025	2025
<b>KSEK</b>			
<b>Equity and liabilities</b>			
<i>Equity</i>			
Share capital	23,178	33,384	37,384
Share premiums	94,641	93,673	94,641
Retained profits (losses)	-114,975	-119,588	-121,419
This year's profit (loss)	-2,115	-4,058	-7,765
<b>Total Equity</b>	<b>729</b>	<b>3,411</b>	<b>2,840</b>
<i>Non-current liabilities</i>			0
Reserves	0	0	0
<b>Total Non-current liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>
<i>Current liabilities</i>			
Trade payables	1,835	4,082	7,012
Current liabilities to group companies	0	0	0
Overdraft	0	0	0
Other current liabilities	19,962	16,317	22,555
<b>Total current liabilities</b>	<b>21,797</b>	<b>20,400</b>	<b>29,567</b>
<b>Total Equity and liabilities</b>	<b>22,526</b>	<b>23,811</b>	<b>32,407</b>

## CASH FLOW GROUP, SUMMARISED

	First quarter (3M)		FY (12M)
	2026	2025	2025
<b>KSEK</b>			
<b>Cash flow</b>			
<b>Cash flow from operating activities</b>			
Result after financial items	-2,115	-4,058	-7,765
Adj for non-cash items	1,164	4,928	7,769
Changes in current assets	9,466	1,689	-4,855
Changes in current liabilities	-8,095	-6,433	-2,638
<b>Cash flow from operating activities</b>	<b>420</b>	<b>-3,875</b>	<b>-7,489</b>
<b>Cash flow from investing activities</b>			
Activated development costs	-935	-810	-3,477
Changes in financial assets	91	-30	-20
Investments in other fixed tangible assets	0	0	
<b>Cash flow from investing activities</b>	<b>-844</b>	<b>-840</b>	<b>-3,497</b>
<b>Cash flow from financing activities</b>			
Rights issue	-	-	4,717
Proceeds from debt issuance	-	-	6,000
Repayment of loans	-	-	-1,000
<b>Cash flow from financing activities</b>	<b>-</b>	<b>-</b>	<b>4,717</b>
<b>Total cash flow for the period</b>	<b>-425</b>	<b>-4,715</b>	<b>-1,269</b>
Cash at the beginning of the period	7,847	9,273	9,273
Exchange rate differences	143	-139	-157
<b>Cash at the end of the period</b>	<b>7,566</b>	<b>4,419</b>	<b>7,847</b>

## CHANGE IN EQUITY GROUP, SUMMARISED

	First quarter (3M)		FY (12M)
	2026	2025	2025
<b>KSEK</b>			
<b>Change in Equity</b>			
Equity at the beginning of the period	2,840	4,651	4,650
Equity part of convertible loan	185	-	-
Share option adjustments			91
New share issue, net costs	-	-	4,717
Currency translation differences	-182	2,818	1,054
Profit (loss)	-2,115	-4,058	-7,765
<b>Equity at the end of the period</b>	<b>729</b>	<b>3,411</b>	<b>2,840</b>

## INCOME STATEMENT PARENT COMPANY, SUMMARISED

KSEK	Year to date (3M)	
	2026	2025
<b>Profit and loss</b>		
Revenue	2,326	1,794
<b>Total revenue</b>	<b>2,326</b>	<b>1,794</b>
Other external costs	-412	-464
Personnel	-1,613	-1,262
<b>Operating profit</b>	<b>301</b>	<b>67</b>
<b>Earnings before tax</b>	<b>-58</b>	<b>67</b>
<b>Taxes on earnings</b>	<b>0</b>	<b>0</b>
<b>Profit for the period</b>	<b>-58</b>	<b>67</b>

## BALANCE SHEET PARENT COMPANY, SUMMARISED

KSEK	Year to date (3M)	
	2026	2025
<b>Assets</b>		
Total Immaterial fixed assets	0	0
Total financial assets	30,268	64,850
Total fixed assets	30,268	64,850
Total current assets	2,819	7,756
Cash and cash equivalents	1,208	1,991
<b>Total assets</b>	<b>34,295</b>	<b>74,597</b>
<b>Equity and liabilities</b>		
Share capital	23,178	33,384
Share premiums	94,641	93,673
Retained profits (losses)	-95,164	-54,988
This year's profit (loss)	-58	67
<b>Total Equity</b>	<b>22,596</b>	<b>72,136</b>
<b>Total current liabilities</b>	<b>11,699</b>	<b>2,461</b>
<b>Total Equity and liabilities</b>	<b>34,295</b>	<b>74,597</b>

# OTHER INFORMATION

## UPCOMING FINANCIAL EVENTS

AGM:	26 Jun 2026
Interim Q2 2026 Report	5 Aug 2026
Interim Q3 2026 Report	5 Nov 2026
Interim Q4 2026 Report	3 Mar 2027
Interim Q1 2027 Report	5 May 2027

Financial reports will be available on the company's website [www.divio.com](http://www.divio.com), on the date of publication.

## STATEMENT OF ASSURANCE

This report was adopted by the Board of Directors of Divio Technologies AB (publ) on 4 May 2026. The Board currently consists of Leif Liljebrunn, Niklas Köresaar and Anette Ringnér.

## AUDITOR

This report has not been reviewed by the company's auditors. Forvis Mazars is the auditor for 2026.

## CERTIFIED ADVISOR

FNCA Sweden AB ([info@FNCA.se](mailto:info@FNCA.se)) is the certified advisor of the company.

## DEFINITIONS

### Subscription revenue

Revenue from customers that pay a monthly subscription fee (monthly recurring revenue, MRR, see below) for Divio's platform.

### Professional services

Revenues from customized projects

### Earnings per share

Calculated as profit divided by the average number of outstanding shares of common stock.

### MRR

Monthly recurring revenue is the monthly rate of revenue generated from recurring subscription services provided to customers. This value excludes any set-up fees or one-time fees and is measured as of the last month of the reporting period. Measured in USD, as a majority, but not all, of the contracts are in USD.