



**INTERIM FINANCIAL REPORT**  
**APRIL-JUNE 2022**

**Q2**

**WESTPAY**

**WE ENABLE PAYMENTS - GLOBALLY**

## INTERIM FINANCIAL REPORT APRIL-JUNE 2022

## FIFTH CONSECUTIVE QUARTER OF GROWTH, REVENUES UP 48 %

## SECOND QUARTER 2022

- Net sales totalled MSEK 17.2 (11.6), a change of MSEK +5.6 / +48 %
- EBITDA was MSEK 0.2 (-2.2), a change of MSEK +2.4
- EBIT was MSEK -2.0 (-3.8), a change of MSEK +1.9
- Net earnings were MSEK -2.1 (-4.0), a change of MSEK +1.9
- Net earnings per share amounted to SEK -0.05 (-0.12)

## JANUARY – JUNE 2022

- Net sales totalled MSEK 34.1 (23.1), a change of MSEK +10.9 / +47 %
- EBITDA was MSEK 0.3 (-3.7), a change of MSEK +3.9
- Operating profit/loss was MSEK -3.9 (-6.8), a change of MSEK +2.9
- Profit/loss after tax was MSEK -4.2 (-7.0), a change of MSEK +2.9
- Net earnings per share amounted to SEK -0.11 (-0.21)

	Apr-Jun 2022	Apr-Jun 2021	Jan-Jun 2022	Jan-Jun 2021	Jan-Dec 2021
<b>Net sales, kSEK</b>	17 224	11 617	34 053	23 132	53 706
<b>EBITDA, kSEK</b>	177	-2 238	262	-3 686	-11 450
<b>Adjusted EBITDA, kSEK *</b>	-	-	-	-	-4 787
<b>EBIT, kSEK</b>	-1 957	-3 835	-3 883	-6 821	-18 557
<b>Adjusted EBIT, kSEK *</b>	-	-	-	-	-11 895
<b>Net earnings, kSEK</b>	-2 085	-3 957	-4 177	-7 048	-19 057
<b>Adjusted net earnings, kSEK *</b>	-	-	-	-	-12 395
<b>Net earnings per share, SEK</b>	-0,05	-0,12	-0,11	-0,21	-0,54
<b>Adjusted net earnings per share, SEK *</b>	-	-	-	-	-0,35

## EVENTS DURING THE QUARTER

- Successful launch of Vipps payment services in Norway.
- Westpay partners with ACI Worldwide for a complete Integrated Commerce offering.
- New order bookings amounting to MSEK 18.
- Westpay's CFO Lars Levin leaves the company in August.

## EVENTS AFTER THE END OF THE QUARTER

- Decision made to extend convertible loan of MSEK 5 to October 2024.
- Westpay appoints Pernilla Ullsten as new CFO in August.

For more information about news and events: <https://investor.westpay.se/financial-reports/>

\* Adjusted figures have been recalculated by adjusting for items affecting the comparability of the company's figures. The adjustments amount to kSEK 6 662 in the fourth quarter of 2021. For more information, refer to note *Items affecting comparability* on page 8.



## FROM THE CEO

**It feels like I am repeating myself. But once again, we have managed to grow our business. My colleagues continue to walk the extra mile to level up our business, now for the fifth quarter in a row. It grows both compared to the previous quarter as well as the same period last year. Compared with the last pre-corona period 1H 2019, we have significantly improved all vital KPIs, from topline, gross margin, share of recurring revenues down to the bottom line result. This outcome is the result of hard and proactive work. Now with eCommerce as a natural component in our overall portfolio, we have expanded our scope to continue our journey. As a result, our customers show strong trust in our capacity and innovative offering.**

We have put yet another quarter behind us, again where we get rewarded for following our long-term strategy. Foremost we managed to protect our growth. We finished the quarter with revenues coming in at 17,2 MSEK. This is an increase of 48 % compared to the same period last year. Gross margin is kept at solid and record levels and our recurring revenue keeps increasing. For the second consecutive quarter we are also having a small, but positive EBITDA. Our operative cash flow was positive for the quarter, again being important for our financial endurance. Given this trend, I am confident with our business model moving forward. Our offering, expanding reach, and brand awareness give me a good signal of our potential to come.

There are still a few external challenges, such as a lack of electronic components and increasing transportation costs on the world markets. But thanks to our team at Westpay and proactive partners, we managed to keep our delivery capacity and our gross margins on desired levels. This is an area we monitor on a daily basis. If the situation should escalate, we will take action to minimize the effect. But in this context, I like to highlight that we now, with our integrated commerce offering and an increasing amount of transaction-based revenues, are slightly less exposed to this scenario.

During the quarter, we have partnered with ACI Worldwide for a complete Integrated Commerce offering. The partnership will extend our current payment solutions for instore applications with state-of-the-art eCommerce capabilities, thus forming a market leading offering for Integrated Commerce. Our first customer is now live with our eCommerce payment solution. The benefits for our customers are huge. Ability to follow the customer between channels, security, acquiring redundancy, and easier administration are just a few examples.

For the consumer, it means a much higher level of user experience. We will continue our quest of making our full-service offering known in the market. We have a solid position as the natural choice for anyone looking for a complete solution without giving up their independence regarding acquirers and other transaction-sensitive costs.

In July, we have extended part of the outstanding convertible loan with one year. It is encouraging to have this trust from our investors which adds to our financial endurance.

Even in the most successful teams, change is inevitable. After almost five years at the watch, Lars Levin has decided to take a new step in his career outside of the company. I personally want to thank Lars for his rock steady work as CFO during some pretty tough times. His legacy at Westpay will remain for many years to come.

I am very glad that we managed to attract and appoint Pernilla Ullsten as new CFO. She will, thanks to her experience, play an important role in taking Westpay to the next level. We will be able to scale up our ability of being data driven and, simultaneously, continue to give our existing customers and partners a world-class service.

Let me summarize. The numbers tell me that we are doing the right things. We have a world class payment solution that covers in-store as well as eCom. Now, with this in place, our focus will be scalability, profitable growth and customer experience. Behind our offerings we have a vital enabler that provide trust, quality and innovation – my colleagues here at Westpay.

**Best regards/ Sten Karlsson, CEO at Westpay AB**



## BUSINESS INSIGHTS

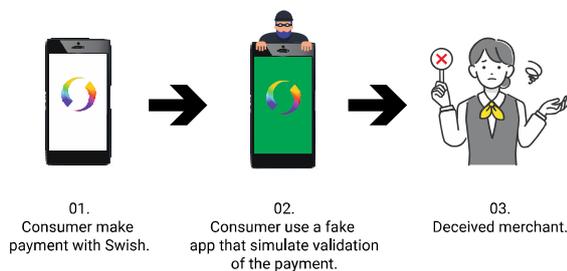
Few verticals are so associated with regulatory and legal framework as Fintech in general and payments in particular. Thanks to global, regional, and national laws, all players providing payment services are compliant and solid. Consumers can expect the highest security in all channels when making a payment. This is not the problem. The problem, as I see it, is when the preferred payment method doesn't have the necessary "watermarks" that prevent fraud. Customer experience is what we all strive for, but that is never something that should be an excuse for reduced security or safety. It's time for the business to inhale and take necessary responsibility so that the customer can continue to trust and use all the benefits new payment methods provides. When it comes to payments – cutting a corner is not an option.

### Is it safe to pay?

The short answer is yes. In Sweden, we see a trend that card fraud and false cash in the loop are decreasing. Does that mean that it's all good? No, instead, the criminals have made a shift in focus. Today, they put their energy into creating digital tools that can be used on alternative payments or digital signage. In Sweden, we have seen several frauds where Swish or Bank-ID have been used as enablers. It's pretty easy for anyone to buy software or applications that can be used in this sort of fraud.

### How it's done – simplified

Swish had a peak of frauds before the summer. National media reported a large number of merchants that had been exposed and fooled by a fake app. The trust for Swish got a big hit, and some merchants actually removed Swish as a payment option for some time. This had a negative impact not only on the victims and Swish but also on the trust for alternative payment methods in general.



### Safety First

Swish, and other involved parties have learned an important lesson. As providers, we always need to have a process where the validation is visualized securely and which cannot be tampered with. Both consumers and merchants need to get a safe and trustworthy approval. In the future, maybe soon, I imagine that there will be several ways to validate—both instore and online. But now, since we just learned how to walk, we must walk the extra mile regarding security and safety.

### Our response

At Westpay, being compliant and supporting the strict regulations from PCI and others, makes us always put security in the first room. Our legacy with card present (i.e. in-store) payment solutions gives us the mindset necessary whenever we develop new features. A mindset we bring with us when we innovate next-generation Integrated Commerce payment solutions.



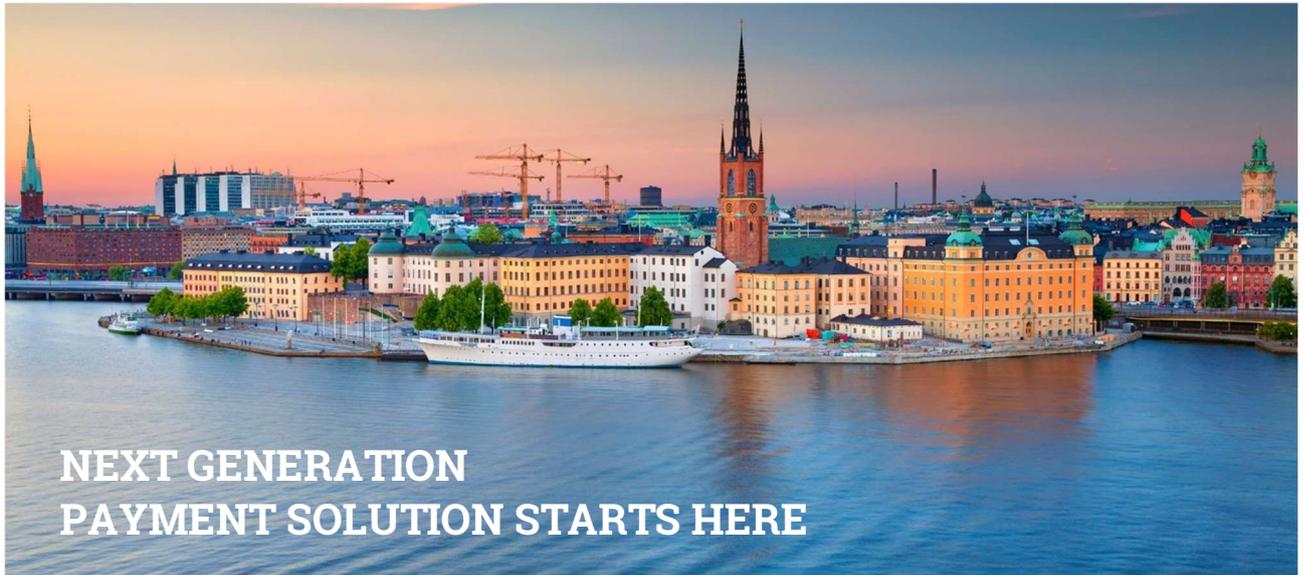
Whenever a payment is made through our systems, Westpay makes the necessary requests before validating the on-going payment. This way, both the consumer and the merchant can be safe, knowing that everything is alright and the money ends up where it is supposed to be.

Now that's what I call good customer experience...

**Best regards/ Hans Edin, CCO at Westpay**

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## WESTPAY IN BRIEF



### POWERED BY WESTPAY

Focusing on smart transaction and payment solutions for merchant in-store as well as for the e-commerce and self-service markets, Westpay offers a complete solution for all types of payments working with a broad range of POS Partners and Merchants within various industries, such as retail, hotels and restaurants, and the retail banking sector.

Westpay has unique capabilities for both fast time-to-market and customization, with full range payment competencies and proven scalable payment system solutions.

Our vision is to be a global payment enabler. Westpay acts as an independent supplier of products and services for merchant payment solutions demanded by the market.

Westpay was founded in 1988 and is listed on Nasdaq First North Stockholm since 2007. The company is active in five main market areas: The Nordic countries, Europe, Africa, and South- and South East Asia. The head office is located just outside of Stockholm, Sweden.

### BUSINESS MODEL

Westpay's business offering is based on close collaboration with contracted POS Partners and end-users, e.g. Axfood, Paytrim, Kicks, Trivec, Open and ABSA Bank.

Westpay provides payment infrastructure for merchant payments. The revenue mix is based on system sales and increasing share of recurring revenue. In addition, Westpay incurs processing and acquiring revenue streams.

With our Payment Gateway, Westpay handles most merchant payments without third party involvement. It increases our own as well as our customers' independence, which is a great advantage in this industry. At Westpay we don't compete with our partners. They are guaranteed a strong and neutral partnership, safe in the knowledge that their business is never challenged by us. Our payment solution is fully certified and approved by the payment industry (PCI), ensuring the highest possible level of security. It further handles all leading credit card brands and several acquiring bank networks around the world.

The Payment Gateway also shortens lead time and simplifies the launch process in new markets. Moreover, it is a vital part of Westpay's strategy, which aims at increasing the portion of transaction based revenues.

## PAYMENT SOLUTIONS

### *INTEGRATED COMMERCE*

Today, merchants are looking for a solution that aggregates all the administration, overview, and transaction data into one system. As a result, their consumers can benefit from a cross-channel experience no matter what payment method they prefer.

Westpay has a full-service solution that enables all the features you expect in a modern payment solution. Our proven in-store concept is aligned with a powerful e-commerce solution that lets the customer consume the best of two worlds. Our way to collect, visualize and correlate any payment method thanks to our payment gateway facilitates numerous benefits that every modern payment solution should offer. Simplicity, following the customer, transaction data, and security are just a few examples of our position in this area.

### *E-COMMERCE*

Westpay handles card payments in all channels. Westpay has the tools that let the merchant, and their customers experience eCom as it is supposed to be. Secure, flexible, and intuitive. And in tight combination with their in-store solution.

### *IN-STORE*

Westpay provides state of the art payment solutions for In-store and Card Present transactions. There are terminals for all markets and applications, ranging from countertop to mobile devices as well as unattended terminals.

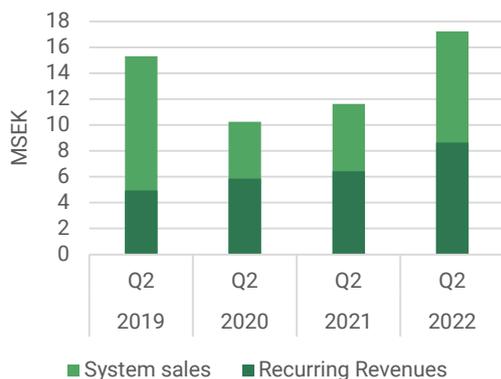


## APRIL - JUNE

### NET SALES

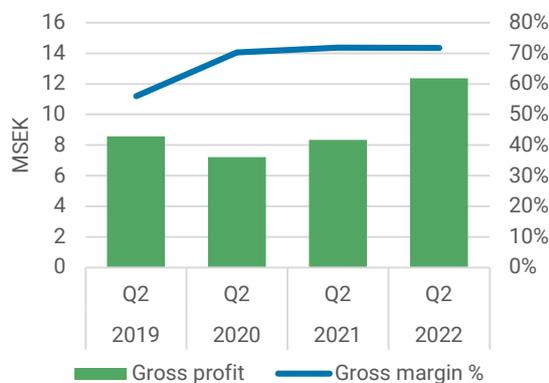
Net sales during the quarter totalled MSEK 17.2 (11.6), an increase of 48 % compared to the same quarter last year.

Recurring revenues for the quarter amounted to MSEK 8.6 (6.4), an increase of 34 % compared to the same quarter last year.



### RESULT

Cost of goods sold for the quarter amounted to MSEK 4.9 (3.3). Gross profit totalled MSEK 12.4 (8.3), 72 % (72) of net sales.



Total amount capitalized during the quarter was MSEK 2.9 (1.3) in the form of capitalized development costs.

Other operating income for the quarter amounted to MSEK 0.1 (0.9), consisting of government grants of MSEK 0.0 (0.9) and other income of MSEK 0.1 (0.0).

Other external costs for the second quarter amounted to MSEK 5.9 (3.9). Personnel costs for the quarter were MSEK 9.4 (8.8), 54 % (76) of net sales. Depreciation for the quarter amounted to MSEK 2.1 (1.6).

Considering all the aforementioned costs and revenues, EBITDA for the quarter was MSEK 0.2 (-2.2), an increase of MSEK 2.4. EBIT for the quarter was MSEK -2.0 (-3.8), an increase of MSEK 1.9.



### CASH FLOW

Cash flow from operating activities for the quarter amounted to MSEK 2.6 (-1.9) and is attributable to operating related changes in inventories, accounts receivable, and accounts payable.

Cash flow from investing activities amounted to MSEK -4.2 (-1.2). Investments included acquisition of intangible assets in the form of capitalized development costs MSEK -2.9 (-1.2) and acquisition of tangible assets of MSEK -1.3 (0.0) of which 95 % are related to customer rented payment solutions creating revenues for the future.

Cash flow from financing activities amounted to MSEK 0.0 (2.4) due to a decrease in the utilization of bank overdraft facility of MSEK 0.0 (2.4).

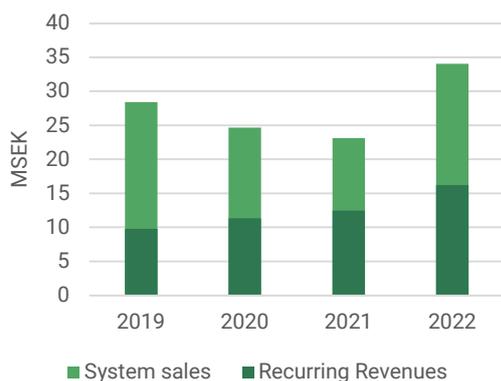
Total cash flow after investment and financing activities reached MSEK -1.6 (-0.7).

## JANUARY – JUNE

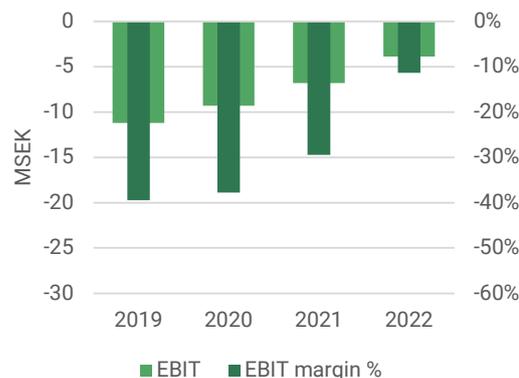
### NET SALES

Net sales during the period totalled MSEK 34.1 (23.1), an increase of 47 % compared to the same period last year.

Recurring revenues for the period amounted to MSEK 16.2 (12.5), an increase with 30 % compared to the same period last year.



Considering all the aforementioned costs and revenues, EBITDA for the first half of 2022 was MSEK 0.3 (-3.7), an improvement of MSEK 3.9. EBIT in the same period was MSEK -3.9 (-6.8), an improvement of MSEK 2.9.



### RESULT

Cost of Goods Sold in the period amounted to MSEK 9.5 (6.3). Gross profit totalled MSEK 24.5 (16.8), 72 % (73) of net sales, during the period.



### CASH FLOW

Cash flow from operating activities for the period amounted to MSEK 3.1 (-2.2) and is attributable to operating related changes in inventories, accounts receivable, and accounts payable.

Cash flow from investing activities amounted to MSEK -6.9 (-2.9). These investments included acquisitions of intangible assets in the form of capitalized development costs MSEK -4.6 (-2.7) and acquisitions of tangible assets amounting to MSEK -2.3 (-0.1) of which 95 % (3 %) are related to customer rented payment solutions creating revenues for the future.

Cash flow from financing activities amounted to MSEK 0.0 (4.4) due to an increase in the utilization of bank overdraft facility of MSEK 0.0 (4.4).

Total cash flow after investment and financing activities reached MSEK -3.9 (-0.7).

Total amount capitalized during the period was MSEK 4.6 (2.5) in the form of capitalized development costs.

Other operating income for the period amounted to MSEK 0.1 (2.3), consisting of government grants of MSEK 0.0 (2.3) and other income of MSEK 0.1 (0.0).

Other external costs for the given period in 2022 amounted to MSEK 10.5 (7.7). Personnel costs for the same period were MSEK 18.5 (17.6), 54 % (76) of net sales. Depreciation for the period amounted to MSEK 4.1 (3.1).

## CASH POSITION

As of June 30, 2022, the company's cash equivalents amounted to MSEK 8.6 (0.3). Bank overdraft facility not utilized was MSEK 12.0 (2.6). The company has MSEK 7.5 (0.0) of long-term loans. The equity ratio was 25 % (31).

## INVENTORY

Inventory at reporting date totalled MSEK 3.2 (13.8), of which MSEK 0.2 are goods in transit.

## COVID-19 EFFECTS

As of July 1, 2021, Westpay is no longer applying for short-time work allowance and has not since then received any additional government grants in relation to the pandemic situation.

Westpay received grants related to COVID-19 of MSEK 1.5 and MSEK 0.9 during the first and second quarters of 2021, respectively.

Westpay has accounted for these government grants as other operating income. The accounting was made in the period to which it relates and when it was reasonably certain that the grants would be received.

## ITEMS AFFECTING COMPARABILITY

During the fourth quarter of year 2021, a write-down of the stock of the previous generation terminals amounting to kSEK 6 662 was made. This is an item that is not expected to reoccur in the future and, therefore, affects the comparability of the financials between periods.

## CURRENCY RISK

In order to reduce exchange rate risk, Westpay hedges major contracted net cash flows in foreign currency. The total exchange rate difference influencing the financial result during the second quarter amounted to MSEK 0.25 (0.04). For the year 2021 it amounted to MSEK -0.26 (0.36).

## PERSONNEL AND ORGANIZATION

The average number of employees during the second quarter amounted to 34 (36), of which 34 % women and 66 % men. At the end of the second quarter, the number of employees amounted to 35 (36).

Personnel costs in the second quarter of 2022 totalled 54 % (76) of Net sales.

## THE SHARE

As of June 30, 2022, the registered share capital comprised 39,694,231 (33,750,000) shares. The company's share has been listed on Nasdaq First North since October 26, 2007 under the short name "WPAY". The number of shareholders was 1,605 (1,627) and as the largest shareholders are Nordnet Pensionsförsäkring AB and Försäkringsaktiebolaget Avanza Pension with 13.63 % and 10.49 % of holdings and votes, respectfully. No other individual shareholder owns more than 10% of holdings and votes. The ten largest owners together accounted for 53.83 % of holdings and votes. The share price was SEK 1.945 (2.43), corresponding to a market capitalization of approximately MSEK 77.2 (82.0).

## RELATED PARTY TRANSACTIONS

No related party transactions during the quarter.

## LONG-TERM FINANCIAL GOAL

The company's long-term financial goal is to achieve an average annual increase in sales of 20 % and have an overall EBITDA margin of at least 10 %.

## ACCOUNTING PRINCIPLES

This interim report is prepared in accordance with generally accepted accounting principles. The same accounting principles and calculation methods have been used in the interim report as in the latest annual report.

## MATERIAL RISKS AND FACTORS OF UNCERTAINTY

Material financial risks and uncertainties of the company include market risks related to agreements with customers and suppliers, liquidity and financing risks and credit and counterparty risks. A detailed presentation of the company's material financial risks is found in the directors' report in the annual report for 2021.

## REVIEW

This report has not been reviewed by the auditors of the company.

## UPCOMING REPORTS

Westpay issues financial results on a quarterly basis. All reports are available at the company's website:

[investor.westpay.se/financial-reports/](https://investor.westpay.se/financial-reports/)

27 October 2022  
16 February 2023

Interim Report 3Q22  
Year-end report 2022

## Further information about this Interim Report:

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UPPLANDS VÄSBY 19 AUGUST 2022

Westpay AB, the Board and the CEO

## INCOME STATEMENT

kSEK	Apr-Jun 2022	Apr-Jun 2021	Jan-Jun 2022	Jan-Jun 2021	Jan-Dec 2021
Net sales	17 224	11 617	34 053	23 132	53 706
Capitalised work for own account	2 928	1 258	4 644	2 487	6 600
Other operating income	111	889	133	2 349	2 723
<b>Operating expenses</b>					
Cost of goods sold	-4 862	-3 271	-9 536	-6 332	-15 577
<i>Items affecting the comparability *</i>	0	0	0	0	-6 662
Other external expenses	-5 857	-3 890	-10 526	-7 730	-17 408
Personnel expenses	-9 367	-8 842	-18 505	-17 593	-34 832
Depreciation and amortization	-2 134	-1 596	-4 145	-3 135	-7 107
<b>Earnings before interest and taxes</b>	<b>-1 957</b>	<b>-3 835</b>	<b>-3 883</b>	<b>-6 821</b>	<b>-18 557</b>
<b>Adjusted EBIT*</b>	<b>-1 957</b>	<b>-3 835</b>	<b>-3 883</b>	<b>-6 821</b>	<b>-11 895</b>
<b>Profit/loss from financial items</b>					
Interest income and other financial items	0	0	0	1	1
Interest expenses and other financial items	-127	-122	-294	-227	-501
<b>Earnings before taxes</b>	<b>-2 085</b>	<b>-3 957</b>	<b>-4 177</b>	<b>-7 048</b>	<b>-19 057</b>
<b>Adjusted EBT*</b>	<b>-2 085</b>	<b>-3 957</b>	<b>-4 177</b>	<b>-7 048</b>	<b>-12 395</b>
Tax	0	0	0	0	0
<b>Net earnings</b>	<b>-2 085</b>	<b>-3 957</b>	<b>-4 177</b>	<b>-7 048</b>	<b>-19 057</b>
<b>Adjusted net earnings *</b>	<b>-2 085</b>	<b>-3 957</b>	<b>-4 177</b>	<b>-7 048</b>	<b>-12 395</b>
<b>Net earnings per share</b>					
Net earnings per share, before dilution, SEK	-0,05	-0,12	-0,12	-0,21	-0,54
<i>Adjusted net earnings per share before dilution, SEK *</i>	-0,05	-0,12	-0,12	-0,21	-0,35
Net earnings per share, after dilution, SEK	-0,05	-0,12	-0,12	-0,21	-0,54
<i>Adjusted net earnings per share after dilution, SEK *</i>	-0,05	-0,12	-0,12	-0,21	-0,35

\* For items affecting the comparability of the company's figures, refer to note *Items affecting comparability* on page 8.

**BALANCE SHEET**

kSEK	30-Jun-22	30-Jun-21	31-Dec-21
<b>ASSETS</b>			
Intangible assets	11 993	10 678	10 969
Tangible assets	2 698	910	914
Financial assets	6 824	6 846	6 846
<b>Total fixed assets</b>	<b>21 516</b>	<b>18 433</b>	<b>18 729</b>
Inventories including work in progress	3 232	13 784	4 406
Accounts receivables	3 785	5 290	7 751
Other receivables	4 972	2 472	3 969
Cash and cash equivalents	8 613	279	12 481
<b>Total current assets</b>	<b>20 603</b>	<b>21 825</b>	<b>28 607</b>
<b>TOTAL ASSETS</b>	<b>42 118</b>	<b>40 259</b>	<b>47 336</b>
<b>EQUITY AND LIABILITIES</b>			
Non-restricted equity	-7 518	-3 486	-3 341
Restricted equity	17 975	16 078	17 975
<b>Total equity</b>	<b>10 458</b>	<b>12 591</b>	<b>14 635</b>
Borrowings	7 500	0	7 500
Other provisions	2 929	2 383	2 095
<b>Non-current liabilities</b>	<b>10 429</b>	<b>2 383</b>	<b>9 595</b>
Advance payments from customers	0	0	0
Accounts payable	7 245	5 661	6 823
Other current liabilities	13 986	19 623	16 284
<b>Current liabilities</b>	<b>21 231</b>	<b>25 284</b>	<b>23 106</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>42 118</b>	<b>40 259</b>	<b>47 336</b>

**CONSOLIDATED CHANGES IN TOTAL EQUITY**

kSEK	Share capital	Other restricted equity	Other non restricted equity	Profit/loss for the year	Total non-restricted equity
<b>Total equity at 2021-01-01</b>	<b>6 750</b>	<b>9 328</b>	<b>17 414</b>	<b>-13 853</b>	<b>3 561</b>
Disposition of last year's profit/loss as decided by annual general meeting			-13 853	13 853	
Profit/loss for the period				-7 048	
Reserve for development cost					
<b>Total equity at 2021-06-30</b>	<b>6 750</b>	<b>9 328</b>	<b>3 561</b>	<b>-7 048</b>	<b>-3 486</b>
Profit/loss for the period				-12 010	
Reserve for development cost		709	-709		
Share issue	1 189		14 266		
Share issue expenses			-1 402		
<b>Total equity at 2021-12-31</b>	<b>7 939</b>	<b>10 036</b>	<b>15 717</b>	<b>-19 057</b>	<b>-3 341</b>
<b>Total equity at 2022-01-01</b>	<b>7 939</b>	<b>10 036</b>	<b>15 717</b>	<b>-19 057</b>	<b>-3 341</b>
Disposition of last year's profit/loss			-19 057	19 057	
Profit/loss for the period				-4 177	
<b>Total equity at 2022-06-30</b>	<b>7 939</b>	<b>10 036</b>	<b>-3 341</b>	<b>-4 177</b>	<b>-7 518</b>

## CASH FLOW STATEMENT

kSEK	Apr-Jun 2022	Apr-Jun 2021	Jan-Jun 2022	Jan-Jun 2021	Jan-Dec 2021
<b>OPERATING ACTIVITIES</b>					
Operating profit	-1 957	-3 835	-3 883	-6 821	-18 557
Adjustments for non-cash items	2 557	1 769	4 979	3 382	7 067
Interest received	0	0	0	1	1
Interest paid	-127	-122	-294	-227	-501
Income tax paid	0	0	0	0	0
<b>Cash flow from operating activities before working capital changes</b>	<b>472</b>	<b>-2 188</b>	<b>802</b>	<b>-3 665</b>	<b>-11 991</b>
<b>Change in working capital</b>					
Increase (-) / decrease (+) in inventory	-1 845	-839	1 174	1 027	10 405
Increase (-) / decrease (+) in accounts receivables	433	240	3 965	3 793	1 332
Increase (-) / decrease (+) of other receivables	54	67	-1 003	-611	-2 108
Increase (+) / decrease (-) of current liabilities	3 455	825	-1 875	-2 721	4 491
<b>Cash flow from changes in working capital</b>	<b>2 096</b>	<b>292</b>	<b>2 261</b>	<b>1 488</b>	<b>14 120</b>
<b>Cash flow from operating activities</b>	<b>2 568</b>	<b>-1 895</b>	<b>3 063</b>	<b>-2 177</b>	<b>2 130</b>
<b>INVESTING ACTIVITIES</b>					
Investments in intangible assets	-2 928	-1 216	-4 644	-2 725	-6 600
Investments in tangible assets	-1 333	18	-2 309	-130	-523
Investments in financial assets	55	0	22	0	0
<b>Cash flow from investing activities</b>	<b>-4 206</b>	<b>-1 198</b>	<b>-6 931</b>	<b>-2 855</b>	<b>-7 123</b>
<b>Cash flow after investing activities</b>	<b>-1 638</b>	<b>-3 093</b>	<b>-3 868</b>	<b>-5 032</b>	<b>-4 993</b>
<b>FINANCING ACTIVITIES</b>					
Raise of short-term debt	0	0	0	0	0
Raise of long-term debt	0	0	0	0	7 500
Utilized bank overdraft facility	0	2 372	0	4 359	-5 031
Share issue	0	0	0	0	14 053
<b>Cash flow from financing activities</b>	<b>0</b>	<b>2 372</b>	<b>0</b>	<b>4 359</b>	<b>16 522</b>
<b>Cash flow for the period</b>	<b>-1 638</b>	<b>-720</b>	<b>-3 868</b>	<b>-673</b>	<b>11 529</b>
Cash and cash equivalents at the beginning of the period	10 251	1 000	12 481	952	952
<b>Cash and cash equivalents at the end of the period</b>	<b>8 613</b>	<b>279</b>	<b>8 613</b>	<b>279</b>	<b>12 481</b>

## FINANCIAL RATIOS

	Apr-Jun 2022	Apr-Jun 2021	Jan-Jun 2022	Jan-Jun 2021	Jan-Dec 2021
Net sales, kSEK	17 224	11 617	34 053	23 132	53 706
Net sales growth,%	48 %	13 %	47 %	-6 %	2 %
Gross margin,%	72 %	72 %	72 %	73 %	59 %
Adjusted gross margin,% *	72 %	72 %	72 %	73 %	71 %
EBITDA margin, %	1 %	-19 %	1 %	-16 %	-21 %
Adjusted EBITDA margin, % *	1 %	-19 %	1 %	-104 %	-9 %
EBIT margin,%	-11 %	-33 %	-11 %	-29 %	-35 %
Adjusted EBIT margin,% *	-11 %	-33 %	-11 %	-118 %	-22 %
Net earnings, kSEK	-2 085	-3 957	-4 177	-7 048	-19 057
Adjusted net earnings, kSEK *	-2 085	-3 957	-4 177	-7 048	-12 395
Equity ratio, %	25 %	31 %	31 %	31 %	31 %
Debt ratio, times	0,7	0,0	0,5	0,0	0,0
Investments in tangible assets, kSEK	1 333	-18	2 309	130	523
Investments in intangible assets, kSEK	2 928	1 216	4 644	2 725	6 600
Shareholders ' equity per share, SEK	0,26	0,37	0,37	0,37	0,43
Cash and cash equivalents per share, SEK	0,22	0,01	0,31	0,01	0,37
Quick ratio,%	82 %	32 %	105 %	32 %	105 %
Average number of shares	39 694 231	33 750 000	39 694 231	33 750 000	33 750 000
Number of shares at end of period	39 694 231	33 750 000	39 694 231	33 750 000	33 750 000
Net earnings per share, SEK	-0,05	-0,12	-0,11	-0,21	-0,56
Adjusted net earnings per share, SEK *	-0,05	-0,12	-0,11	-0,21	-0,37
Profit per employee, kSEK	-60	-110	-119	-196	-529
Number of employees at end of period	35	36	35	36	36

**Gross margin**

Net sales minus cost of goods sold, in relation to turnover.

**Operating margin**

Operating profit in relation to turnover.

**EBITDA**

Operating income before interest, taxes, depreciation and amortization.

**EBITDA margin**

EBITDA divided by net sales.

**Equity ratio**

Adjusted equity in relation to total assets.

**Debt ratio**

Long-term interest-bearing liabilities divided by adjusted equity.

**Earnings per share**

Profit after tax in relation to the average number of shares.

**Shareholders' equity per share**

Equity in relation to the number of shares outstanding.

**Cash and cash equivalents per share**

Cash and cash equivalents in relation to the number of shares outstanding.

**Quick ratio**

Current assets less inventories divided by current liabilities.

**Profit per employee**

Net income in relation to the number of employees at the end of the period.

\* For items affecting the comparability of the company's figures, refer to note *Items affecting comparability* on page 8.

## QUARTERLY FIGURES

INCOME STATEMENT	2022	2022	2021	2021	2021	2021	2020	2020	2020
MSEK	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Net sales	17,2	16,8	15,8	14,8	11,6	11,5	13,9	14,2	10,2
Capitalised work for own account	2,9	1,7	2,7	1,4	1,3	1,2	1,4	1,0	1,2
Other operating income	0,1	0,0	0,2	0,2	0,9	1,5	2,4	1,1	1,9
<b>Operating expenses</b>									
Cost of goods sold	-4,9	-4,7	-4,5	-4,8	-3,3	-3,1	-4,2	-5,0	-3,0
<i>Items affecting the comparability *</i>	0,0	0,0	-6,7	0,0	0,0	0,0	0,0	0,0	0,0
Other external expenses	-5,9	-4,7	-5,4	-4,3	-3,9	-3,8	-4,0	-3,5	-2,7
Personnel expenses	-9,4	-9,1	-10,0	-7,2	-8,8	-8,8	-9,1	-7,3	-9,2
Depreciation and amortization	-2,1	-2,0	-2,2	-1,8	-1,6	-1,5	-1,8	-1,5	-1,5
<b>Earnings before interest and taxes</b>	<b>-2,0</b>	<b>-1,9</b>	<b>-10,1</b>	<b>-1,6</b>	<b>-3,8</b>	<b>-3,0</b>	<b>-1,5</b>	<b>-0,9</b>	<b>-3,1</b>
<b>Adjusted EBIT*</b>	<b>-2,0</b>	<b>-1,9</b>	<b>-3,4</b>	<b>-1,6</b>	<b>-3,8</b>	<b>-3,0</b>	<b>-1,5</b>	<b>-0,9</b>	<b>-3,1</b>
<b>Profit/loss from financial items</b>									
Interest income and other financial items	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Interest expenses and other financial items	-0,1	-0,2	-0,2	-0,1	-0,1	-0,1	0,0	0,0	0,0
<b>Earnings before taxes</b>	<b>-2,1</b>	<b>-2,1</b>	<b>-10,3</b>	<b>-1,7</b>	<b>-4,0</b>	<b>-3,1</b>	<b>-1,5</b>	<b>-0,9</b>	<b>-3,1</b>
<b>Adjusted EBT*</b>	<b>-2,1</b>	<b>-2,1</b>	<b>-3,6</b>	<b>-1,7</b>	<b>-4,0</b>	<b>-3,1</b>	<b>-1,5</b>	<b>-0,9</b>	<b>-3,1</b>
Tax	0,0	0,0	0,0	0,0	0,0	0,0	-4,8	1,4	0,1
<b>Net earnings</b>	<b>-2,1</b>	<b>-2,1</b>	<b>-10,3</b>	<b>-1,7</b>	<b>-4,0</b>	<b>-3,1</b>	<b>-6,3</b>	<b>0,4</b>	<b>-3,0</b>
<b>Adjusted net earnings *</b>	<b>-2,1</b>	<b>-2,1</b>	<b>-3,6</b>	<b>-1,7</b>	<b>-4,0</b>	<b>-3,1</b>	<b>-6,3</b>	<b>0,4</b>	<b>-3,0</b>
<b>Net earnings per share</b>									
Net earnings per share, before dilution, SEK	-0,05	-0,05	-0,27	-0,05	-0,12	-0,09	-0,19	0,01	-0,09
<i>Adjusted net earnings per share, before dilution, SEK *</i>	-0,05	-0,05	-0,09	-0,05	-0,12	-0,09	-0,19	0,01	-0,09
Net earnings per share, after dilution, SEK	-0,05	-0,05	-0,27	-0,05	-0,12	-0,09	-0,19	0,01	-0,09
<i>Adjusted net earnings per share, after dilution, SEK *</i>	-0,05	-0,05	-0,09	-0,05	-0,12	-0,09	-0,19	0,01	-0,09

\* For items affecting the comparability of the company's figures, refer to note *Items affecting comparability* on page 8.

<b>BALANCE SHEET</b>	<b>2022</b>	<b>2022</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>	<b>2020</b>	<b>2020</b>	<b>2020</b>
MSEK	<b>Q2</b>	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>
<b>ASSETS</b>									
Intangible assets	12,0	10,9	11,0	10,5	10,7	11,0	11,0	9,3	9,5
Tangible assets	2,7	1,7	0,9	0,8	0,9	1,0	0,8	3,0	3,2
Financial assets	6,8	6,9	6,8	6,8	6,8	6,8	6,8	11,6	10,3
<b>Total fixed assets</b>	<b>21,5</b>	<b>19,4</b>	<b>18,7</b>	<b>18,2</b>	<b>18,4</b>	<b>18,8</b>	<b>18,7</b>	<b>23,9</b>	<b>23,0</b>
Inventories including work in progress	3,2	1,4	4,4	13,4	13,8	12,9	14,8	13,8	15,2
Accounts receivables	3,8	4,2	7,8	9,0	5,3	5,5	9,1	8,9	5,7
Other receivables	5,0	5,0	4,0	2,0	2,5	2,5	1,9	3,2	1,7
Cash and cash equivalents	8,6	10,3	12,5	2,8	0,3	1,0	1,0	0,2	0,3
<b>Total current assets</b>	<b>20,6</b>	<b>20,9</b>	<b>28,6</b>	<b>27,2</b>	<b>21,8</b>	<b>22,0</b>	<b>26,7</b>	<b>26,0</b>	<b>22,9</b>
<b>TOTAL ASSETS</b>	<b>42,1</b>	<b>40,3</b>	<b>47,3</b>	<b>45,4</b>	<b>40,3</b>	<b>40,8</b>	<b>45,4</b>	<b>49,9</b>	<b>45,9</b>
<b>EQUITY AND LIABILITIES</b>									
Non-restricted equity	-7,5	-5,4	-3,3	-5,2	-3,5	0,5	3,6	10,0	9,6
Restricted equity	18,0	18,0	18,0	16,1	16,1	16,1	16,1	15,9	15,9
<b>Total equity</b>	<b>10,5</b>	<b>12,5</b>	<b>14,6</b>	<b>10,8</b>	<b>12,6</b>	<b>16,5</b>	<b>19,6</b>	<b>25,9</b>	<b>25,5</b>
Borrowings	7,5	7,5	7,5	2,5	0,0	0,0	0,0	0,0	0,0
Other provisions	2,9	2,5	2,1	2,1	2,4	2,2	2,1	2,2	2,7
<b>Non-current liabilities</b>	<b>10,4</b>	<b>10,0</b>	<b>9,6</b>	<b>4,6</b>	<b>2,4</b>	<b>2,2</b>	<b>2,1</b>	<b>2,2</b>	<b>2,7</b>
Advance payments from customers	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,1	0,1
Accounts payable	7,2	4,0	6,8	7,0	5,7	3,6	6,8	2,7	4,1
Other current liabilities	14,0	13,8	16,3	23,0	19,6	18,5	16,9	18,9	13,5
<b>Current liabilities</b>	<b>21,2</b>	<b>17,8</b>	<b>23,1</b>	<b>29,9</b>	<b>25,3</b>	<b>22,1</b>	<b>23,6</b>	<b>21,7</b>	<b>17,7</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>42,1</b>	<b>40,3</b>	<b>47,3</b>	<b>45,4</b>	<b>40,3</b>	<b>40,8</b>	<b>45,4</b>	<b>49,9</b>	<b>45,9</b>
<b>CASH FLOW STATEMENT</b>									
MSEK	<b>Q2</b>	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>	<b>Q1</b>	<b>Q4</b>	<b>Q3</b>	<b>Q2</b>
<b>Cash flow from operating activities before working capital changes</b>	<b>0,5</b>	<b>0,3</b>	<b>-8,1*</b>	<b>-0,3</b>	<b>-2,2</b>	<b>-1,5</b>	<b>0,2</b>	<b>0,1</b>	<b>-2,4</b>
Changes in working capital	2,1	0,2	9,6*	3,0	0,3	1,2	5,5	-6,1	3,3
<b>Cash flow from operating activities</b>	<b>2,6</b>	<b>0,5</b>	<b>1,5</b>	<b>2,8</b>	<b>-1,9</b>	<b>-0,3</b>	<b>5,7</b>	<b>-6,1</b>	<b>0,9</b>
Investing activities	-4,2	-2,7	-2,8	-1,5	-1,2	-1,7	-1,4	-1,0	-1,4
<b>Cash flow after investing activities</b>	<b>-1,6</b>	<b>-2,2</b>	<b>-1,2</b>	<b>1,3</b>	<b>-3,1</b>	<b>-1,9</b>	<b>4,3</b>	<b>-7,1</b>	<b>-0,5</b>
Financing activities	0,0	0,0	10,9	1,3	2,4	2,0	-3,5	6,9	-1,1
<b>Cash flow for the period</b>	<b>-1,6</b>	<b>-2,2</b>	<b>9,7</b>	<b>2,5</b>	<b>-0,7</b>	<b>0,0</b>	<b>0,8</b>	<b>-0,1</b>	<b>-1,6</b>
Cash and cash equivalents at the beginning of the period	10,3	12,5	2,8	0,3	1,0	1,0	0,2	0,3	1,9
<b>Cash and cash equivalents at the end of the period</b>	<b>8,6</b>	<b>10,3</b>	<b>12,5</b>	<b>2,8</b>	<b>0,3</b>	<b>1,0</b>	<b>1,0</b>	<b>0,2</b>	<b>0,3</b>

\* For items affecting the comparability of the company's figures, refer to note *Items affecting comparability* on page 8.



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