



MAVEN
WIRELESS

Q3
2023

Interim Report Q3 2023
Maven Wireless



About Maven Wireless

Maven Wireless provides groundbreaking solutions in wireless coverage all over the world. We offer end to end digital solutions with outstanding performance. Our products are used in tunnels, on ships, metros, stadiums, buildings, in critical communications concerning public safety and more. We are passionate about making society and our customers end-users' life better, easier and safer by securing 100% wireless coverage.

For more information: www.mavenwireless.com

Improved gross margin strengthen profitability and cash flow

Third quarter
1 July – 30 September 2023

- Net sales amounted to SEK 53,345 thousand (26,470)
- EBITDA amounted to SEK 12,845 thousand (2,935)
- Operating profit amounted to SEK 11,029 thousand (1,770)
- Order intake amounted to SEK 24,001 thousand (57,885)
- Orders from 19 customers, of which 6 new customers during the period
- Cash flow from current operations amounted to SEK 12,175 thousand (3,773)
- Earnings per share 0.20 (0,03)
- Life Cycle Assessment -68% kg CO2e during operation

The period
1 January – 30 September 2023

- Net sales amounted to SEK 159,852 thousand (60,749)
- EBITDA amounted to SEK 27,749 thousand (-2,156)
- Operating profit amounted to SEK 23,310 thousand (-5,600)
- Order intake amounted to SEK 93,925 thousand (107,293)
- Orders from 45 customers, including 13 new customers during the period.
- Cash flow from current operations amounted to SEK 9,237 thousand (1,596)
- Earnings per share 0,44 (-0.12)
- Life Cycle Assessment -68% kg CO2e during operation

Group Financial Summary

KSEK	Jul-Sept		Jan-Sept		Jan-Dec
	2023	2022	2023	2022	2022
Net Sales	53 345	26 470	159 852	60 749	101 446
Sales Growth %	102%	62%	163%	40%	126%
Gross profit	21 400	9 229	59 274	20 156	31 861
Gross profit margin %	40%	35%	31%	34%	31%
EBITDA	12 845	2 935	27 749	-2 156	-53
EBITDA-margin %	24%	11%	17%	-4%	0%
Operating profit (EBIT)	11 029	1 770	23 310	-5 600	-5 037
Operating margin %	21%	7%	15%	-9%	-5%
Profit for the period	10 534	1 545	22 663	-6 093	-5 731
Capitalised development costs	5 058	4 037	13 266	10 428	14 327
Net cash from operating activities	12 175	3 773	9 237	1 596	2 582
Number of employees	34	27	34	27	27
Earnings per share after dilution	0,20	0,03	0,44	-0,12	-0,11
Number of shares before dilution	51 866 809	50 657 700	51 866 809	50 657 700	51 866 809
Number of shares after dilution	52 041 809	50 817 700	52 041 809	50 817 700	52 041 809

CEO's statement

The group's net sales of SEK 53 million during the quarter represent a sales growth of 102% compared to the same period last year. Cumulative turnover for January to September 2023 is SEK 160 million (61). We maintain a high turnover level even though deliveries during the quarter are affected to some extent by the annual shutdown of the factory in Estonia for a couple of weeks in July.

During the quarter, we reach a gross margin of 40%, which is significantly higher than the same period last year (35%). The improvement in the gross margin is partly due to the normalisation of component prices without expensive spot market costs and partly to the fact that the deliveries that are now taking place are against orders with new higher prices for our products. With this higher gross margin, we deliver an EBITDA result of approximately SEK 13 million, which gives an EBITDA margin of 24%. The operating profit is SEK 11 million (2) with an operating margin of 21%.

With shorter lead times on components and improved logistics, we now offer a normal delivery time of 9–16 weeks on our standard products, which is significantly shorter than during the same period last year and also shorter than last quarter. This means that the order book is converted to revenue much faster, from around 12 months last year to around 3 months today. For our framework agreement customers, this means that they do not have to plan and order their projects with as much advance notice. As the production for the framework agreements for the year has already been laid, order intake regarding the framework agreements has decreased during the period. Order intake was SEK 24 million during the quarter, which results in an order book at the end of the period of SEK 139 million.

Cash flow from current operations before changes in working capital amounted to 12 million during the third quarter. During the period, cash flow has been affected by increased component inventory and overdue accounts receivable. Tied up capital in the form of inventory of components and modules has increased from SEK 15 to 20 million during the quarter. About half of this stock is IC components and modules that will be used in production at our new production partner. In addition, we have a certain stock of modules that we now keep in stock and distribute further to the various factories. Thereby we tie up some capital but at the same time make the product cheaper to produce and thus increase the gross margin. Finally, we have also built up a certain stock of new products.



"I am proud of the organisation that delivers an improved gross margin, increasing profit and an increasing cash flow"

ORDER INTAKE, MSEK

24

REVENUE, MSEK

53

The Group's expansion continues within existing regions where, in addition to existing framework agreements, we win new customers and projects in more countries. During the quarter, our repeater is approved by Stadler so that our product can be built into train cars already in the factory. Australia is a relatively new market with great potential, which is why a person is employed with placement in Sydney to win new projects in this market. Furthermore, the Group has taken home another 4 business for Microsoft's data halls spread across Europe. In Ireland, we win a first deal with a neutral host for an indoor project with a unique combination solution.

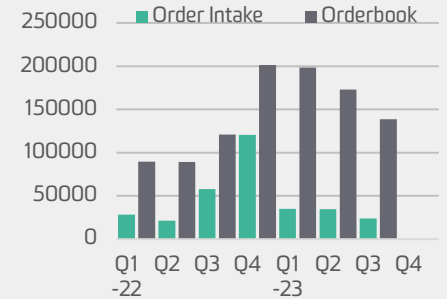
Sustainability and cyber security continue to be important areas with increasing focus from both our partners and end customers. Our energy-efficient and maintenance-free solutions are attractive both from an energy and cost perspective, but also from a sustainability perspective. We also offer secure systems that meet the requirements for cyber security in the future where end customers can be confident in meeting future local laws on cyber security based around the EU directive NIS-2.

Finally, I am very satisfied that the group is continuing the global expansion in new countries at the same time as the expansion in existing markets continues according to plan. We continue and contribute to the digitization of society with our climate-smart and secure products with high bandwidth, both for 5G and for other critical communications.

Kista, October 27, 2023

Fredrik Ekström
Group CEO

ORDER INTAKE, KSEK



ORDERBOOK, MSEK

139

Significant events during the third quarter

Maven Wireless expands to Australia

Maven Wireless Sweden AB (publ) expands the sales and marketing organization with a new technical salesperson based in Sydney. The group has already sold products in this market and now has the ambition to take a larger part of the local market in Australia and New Zealand. The Maven Wireless addressable market in Australia, New Zealand and Singapore is approximately USD 100M in 2023 and it is growing at 6% CAGR (from Market&Markets 2022).

Maven Wireless is granted a fifth patent in South Korea

Including the new granted patent, Maven Wireless possesses 69 patents worldwide and has additionally 10 patent applications pending. This new patent protects Maven Wireless digital DAS products and the way how the products transport data over the fibre network. This patent supports and protects Maven Wireless' business especially in the APAC region.

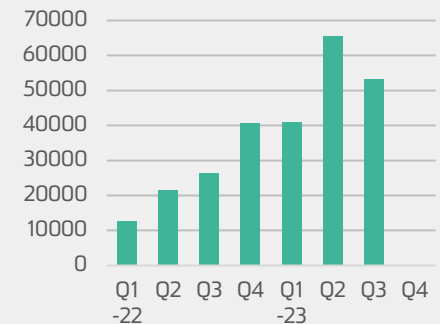
Maven Wireless receives product approval and order for train repeaters worth SEK 3.4 million

The Swiss train manufacturer Stadler Rail approves the Maven Wireless TOR repeater product for cellular coverage on board their KISS train family and at the same time orders 15 pieces of TOR for trains to the end customer Transitio in Sweden. Transitio has a frame agreement where an additional 60 KISS trains can be ordered configured with Maven Wireless TOR. At the same time, the TOR product is now available as an option for other customers of Stadler's KISS trains. The deals for Stadler Rail are done together with Maven Wireless' Swiss partner Strapag.

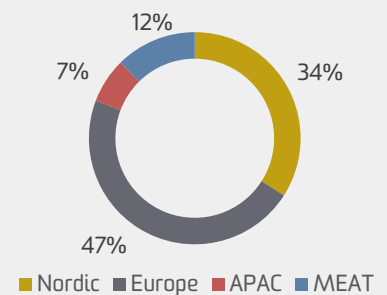
Maven Wireless hires Erik Nilsson as new global sales manager

Maven Wireless Sweden AB (publ) hires Erik Nilsson as the new Chief Sales Officer for the group. Erik was previously CEO at OptiMobile. He has extensive experience in leading sales roles in the telecom and DAS industry from, among others, MIC Nordic, JMA Wireless, iBwave, ADC, Andrew (now Commscope) and Ericsson. Furthermore, Erik has broad international experience through overseas postings in, for example, the USA, Brazil and Italy.

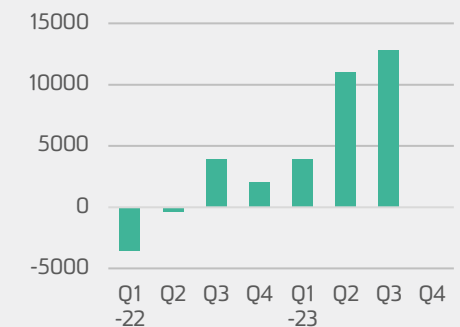
NET SALES



SALES PER REGION



EBITDA



RESULT DURING Q3, MSEK

11

Significant events after the end of the period

MAVEN WIRELESS AB's nomination committee appointed for the 2024 annual general meeting

The nomination committee for the 2024 AGM has been appointed in accordance with the instruction for the nomination committee resolved by the AGM 2021. The committee shall consist of representatives appointed by the three largest shareholders and the chairman of the company. The nomination committee consists of Gunnar Malmström as the largest shareholder, Jonas Ahlberg, appointed by Fredrik Ekström, Karin Ebbinghaus, appointed by Göran Grosskopf and Anders Björkman, chairman of Maven Wireless. Gunnar Malmström was elected chairman of the committee. Shareholders who wish to submit proposals to the nomination committee can do so via e-mail to investor@mavenwireless.com, telephone 08-760 43 00 or by letter to Maven Wireless AB, Attn: Valberedning, Torshamnsgatan 39 B 164 40 Kista, Sweden, Sweden, no later than March 1, 2024.

Maven Wireless is granted a first patent in India

Maven Wireless has been granted a first patent in India. Including the newly granted patent, Maven Wireless has 70 patents worldwide and has an additional 9 patent applications pending. The new patent in India covers key elements of how DAS (Distributed Antenna System) equipment automatically configures itself depending on the external environment as well as how to make DAS redundant and resilient. This patent supports and protects Maven Wireless' operations globally.

Trade shows and marketing events

During the third quarter, the company participated in the following trade shows and events.

- ◇ MWC 23 Las Vegas, US (September 26-28)
- ◇ Connected Britain, London, UK (September 20-21)
- ◇ RailTrans, New Delhi, India (September 14-15)
- ◇ Piletic Conference, Split, Croatia (September 26-27)

The company has also carried out some additional events with a focus on Investor Relations

- ◇ Presentation of Q2 report with Skills Corporate Finance on 15 August.
- ◇ Company presentation with Aktiespararna, 19 September
- ◇ During the quarter, a number of company presentations were carried out with financial institutions and funds.

Sustainability

Maven Wireless offers the industry's most durable products and solutions for indoor and tunnel coverage. A cornerstone of this is an effective implementation of power amplifiers together with unique signal processing where energy consumption is reduced to 67% less than competing solutions.

Because the energy consumption is low, Maven Wireless can offer maintenance-free products without cooling fans, which means that our customers do not need to maintain service programs where remote units are cleaned and serviced sometimes as often as several times a year.

Maven Wireless solutions are also smaller and weigh so little that the number of installers can be halved for the same installation work. Smaller products also mean less transport to and from the factory. It also means reduced consumption of finite metals such as aluminium.

The company has carried out LCA (Life Cycle Assessment - CO₂e) which shows how superior Maven Wireless solutions are from a sustainability perspective. In comparison with the company's two biggest competitors, the following was found:

96%

Up to 96% less CO₂ from production

58-64%

Between 58-64% less CO₂ from radio units over a 20 year cycle

50-73%

Between 50-73% less CO₂ from the central units during a 20 year cycle

Energy consumption

-67%

Maven Wireless has not only revolutionized the wireless industry, we've done it with 67% less energy consumption.

It's not only sustainable, it's groundbreaking.

Financial Reports

Consolidated Group Income Statement

KSEK	Jul-Sept		Jan-Sept		Jan-Dec
	2023	2022	2023	2022	2022
Revenue					
Net Sales	53 345	26 470	159 852	60 749	101 446
Cost of revenue	-31 945	-17 241	-100 578	-40 593	-69 585
Gross Margin TB	21 400	9 229	59 274	20 156	31 861
Gross Margin (%)	40%	35%	37%	33%	31%
Own work capitalized	5 058	4 037	13 266	10 428	14 327
Other income, other expenses	2 095	620	3 518	2 138	3 128
Personal costs	-8 487	-6 642	-27 545	-21 406	-29 941
Expenses	-7 220	-4 309	-20 763	-13 473	-19 429
Operating Income or loss (EBITDA)	12 845	2 935	27 749	-2 156	-53
Sum of depreciation/amortization	-1 816	-1 165	-4 439	-3 444	-4 984
Earnings before interest and tax (EBIT)	11 029	1 770	23 310	-5 600	-5 037
Financial costs/revenue	-495	-225	-648	-493	-693
Profit/loss before tax	10 534	1 545	22 663	-6 093	-5 731
Number of shares before dilution	51 866 809	50 657 700	51 866 809	50 657 700	51 866 809
Number of shares after dilution	52 041 809	50 817 700	52 041 809	50 817 700	52 041 809

Consolidated Balance Sheet

KSEK	2023-09-30	2022-09-30	2022-12-31
Assets			
Intangible assets	72 836	60 456	63 013
Property, equipment and installations	4 733	1 313	1 793
Other assets	275	333	323
Total non-current assets	77 843	62 102	65 129
Inventories	20 453	8 729	9 798
Account receivables	42 209	17 066	32 131
Other receivables	722	2 734	314
Prepaid expenses and accrued income	2 605	1 389	2 121
Cash and bank	7 680	2 632	14 411
Total current assets	73 668	32 550	58 775
Total assets	151 512	94 653	123 904
Share capital	1 297	1 269	1 297
Not registered capital	270	483	0
Provision to the development fund	68 726	56 450	59 227
Other capital contributed	133 186	117 408	133 186
Retained earnings including profit/loss for the period	-101 036	-112 919	-114 706
Total Equity	102 443	62 690	79 004
Total long-term liabilities and provisions	4 281	4 049	3 638
Total current liabilities	44 788	27 914	41 262
Total Equity and liabilities	151 512	94 653	123 904

Consolidated Statement of Changes in Equity

KSEK	Share Capital	Not registered share capital	Development fund	Additional paid-in capital	Retained earnings	Total equity
Opening balance 2023-01-01	1 297	0	59 227	133 186	-114 706	79 004
Profit/loss for the period	0	0	0	0	22 551	22 551
New share issue	0	270	0	0	0	270
Share-based incentive programs	0	0	0	0	470	470
Conversion difference	0	0	0	0	148	148
Provision for the development fund	0	0	9 499	0	-9 499	0
Closing balance 2023-09-30	1 297	270	68 726	133 186	-101 036	102 443

KSEK	Share Capital	Not registered share capital	Development fund	Additional paid-in capital	Retained earnings	Total equity
Opening balance 2022-01-01	1 266	0	49 213	117 408	-99 309	68 578
Profit/loss for the period	0	0	0	0	-6 094	-6 094
New share issue	0	483	0	0	0	483
Conversion difference	2	0	0	0	-279	-277
Provision for the development fund	0	0	7 237	0	-7 237	0
Closing balance 2022-09-30	1 268	483	56 450	117 408	-112 919	62 690

Consolidated Cash Flow

Cash flow report (KSEK)	Jul-Sept		Jan-Sept		Jan-Dec
	2 023	2 022	2 023	2 022	2 022
Operating activities					
Operating revenue	11 029	1 770	23 310	-5 601	-5 037
Adjustment for non-cash items	1 692	612	4 052	2 547	3 645
Interest paid	-495	-225	-648	-493	-693
Income tax	63	52	-6	-36	10
Cash flow from operating activities before change in working capital	12 289	2 209	26 707	-3 583	-2 075
Cash flow from changes in working capital					
Increase(-)/decrease(+) in inventories	-5 930	-1 131	-11 175	-528	-1 624
Increase(-)/decrease(+) in operating receivables	11 088	-53	-10 824	-5 480	-20 995
Increase(-)/decrease(+) in operating liabilities	-5 273	2 748	4 528	11 187	27 276
Cash flow from operating activities	12 175	3 773	9 237	1 596	2 582
Investing activities					
Acquisition of intangible assets	-5 144	-4 197	-13 631	-11 008	-15 018
Acquisition in machinery and equipment	-2 372	287	-2 427	-837	-1 403
Acquisition in financial instruments	16	16	48	48	58
Cash flow from investing activities	-7 499	-3 894	-16 009	-11 797	-16 363
New share issue	0	1	0	1	16 983
Issue expenses	0	0	0	0	-1 175
Loan amortizations	-448	-448	-1 343	-1 343	-1 790
Financial leasing	1 384	0	1 384	0	0
Chash flow from financing activities	937	-447	41	-1 341	14 018
Cash flow for the period	5 613	-568	-6 731	-11 542	237
Opening cash	2 067	3 200	14 411	14 174	14 174
Closing cash	7 680	2 632	7 680	2 632	14 411

Investor relations

Financial calendar

Interim report Q3.....27 October 2023

Year-end report.....23 February 2024

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