



# Q1 Quarterly Report

1st January – 31st March 2024

Intellego Technologies AB (publ)

Org. Nr. 556864 - 1624

**intellego**  
technologies

# Financial Development in Summary

THE GROUP TSEK

	<b>2024</b> 1/1-31/3	<b>2023</b> 1/1-31/3	<b>2023</b> 1/1-31/12	<b>2022</b> 1/1-31/12
Net sales	79 609	42 869	186 493	57 784
Other operating income	6	2	738	939
Operating expenses	-37 525	-23 703	-104 106	-70 099
Operating results	42 090	19 167	83 125	-11 375
Profit after financial items	38 948	15 176	68 830	-16 763
Profit after tax	35 667	13 887	59 604	-15 145
Cash flow from current operations	34 093	-16 325	-20 144	3 125
Cash and cash equivalents on balance sheet date	33 716	15 163	8 062	44 761
Equity at the balance sheet date	194 643	51 968	151 218	13 270
Key figures				
Return on equity, %	20,01	29,20	45,52	neg
Earnings per share, before dilution, SEK	1,35	0,59	2,26	-0,72
Equity ratio %	62	16	60	11
Equity per share, SEK	7,39	2,22	5,74	0,64
Cash flow from current operations per share, SEK	1,29	-0,70	-0,76	0,14
Number of employees at the end of the period	62	68	68	65
Number of shares				
Number of shares on the balance sheet date	26 352 614	23 393 163	26 352 614	20 723 586
Number of shares average	26 352 614	21 062 715	24 460 102	19 702 660

# A message from the CEO


**INTELLEGO HAS HAD** a flying start to 2024 with record growth and profit in the first quarter. In addition, operating cashflow also reached record levels. These results come from our long-term focus on our customers and partners, where close collaborations lead to the best products in the market in each category. Approximately 70% of the group revenue in Q1 came from reoccurring customers which is good indication that the groups different products are sold and used by end users on a regular basis.

Daro Group delivered good results and we expect Daro will show sales growth of 15% in 2024 and greater profit growth as its gross margins continue to increase. Daro is expected to exceed the targets set by Daro and Intellego, largely due to Daro's increased focus on its Specialist Lighting (e.g. for hospitals and prisons) and UV & Water divisions. During 2023, Daro Group made significant investments in product development and sales, laying the foundation for its long-term development.

Our new subsidiary, Yuvio, with its focus on capital equipment sales and dosimeters, is developing well. Yuvio's business model is different from direct sales of dosimeters, in that it is based on capital equipment sales which then drive dosimeter sales. Yuvio is already in the process of making several transactions with customers which will be evident in the coming quarters. Based on this early success there might be causes to invest further into this field. Through Yuvio, transactions will more often be conducted by leasing capital equipment, which will give the business visible, contracted, monthly cashflow over several years. Through Yuvio, Intellego will have an increasing direct access to the end users within healthcare, IPs (Infection Prevention) and EVS (Environmental Services) staff, and to significantly further increase the usage of Intellegos dosimeters, further securing the long-term growth of the business.

In Q1, Daro made a small acquisition of UV Light Technology Limited which will accelerate the business across the UV spectrum including UVC disinfection and sales of relevant equipment together with dosimeters. UV Light Technology contributed 45,000 GBP in revenue during Q1 (March only). Its agreed purchase price was 437 500 GBP. The actual payment made was 496 902,81 GBP once all adjustments were agreed and accounting to the cash in the business and UV Light Technology had annual revenue of approximately 510 000 GBP in 2023 and made a profit of 82 500 GBP. The intention with this acquisition is to accelerate growth in the group. Daro sees significant opportunities to increase both revenue and profit in UV Light Technology.

In Q1, the group utilized our existing credit line to draw 15 million SEK. These funds were used for the UV Light Technology acquisition and long-term investments in the group.



On the organisational front, Intellego continues to make progress in terms of setting up the long-term structure for a global group. This is being done by improving compliance and governance, led by our Chairman Greg Batcheller, who has extensive experience in this area, with the aim of being up-listing ready in the event the company decides to apply to move up on NASDAQ Stockholm or to another market. Intellego has also decided to appoint a new CFO, Petra Olofsson. Petra has been the head of Intellego Technologies AB's accounting for the past year and has extensive experience in finance. She has, among other things, worked as an auditor at EY. Petra will work as an external CFO to Intellego for the time being.

The global collaboration we have with a multinational partner in the curing market continues to develop well, where Intellego has now been invited to start the onboarding process to become a registered global supplier. This is a very important step towards a long-term global relationship with this partner.

Growth is expected to continue in 2024 and Intellego and Daro see several attractive expansion possibilities which we are keen to capitalise on, both organically and through acquisitions, using existing sources of funds. The year continues to develop well for the group and market interest continues to grow, which is evident from the increasing, larger commercial discussions the group has with customers. The Intellego group continues to grow into a global company, and we are investing heavily in that growth. This will be our focus for the foreseeable future. As a sign of this, we have previously communicated 2024 financial goals for the group of over 300 million SEK in revenue and over 110 million SEK in EBIT, which we hereby reaffirm.

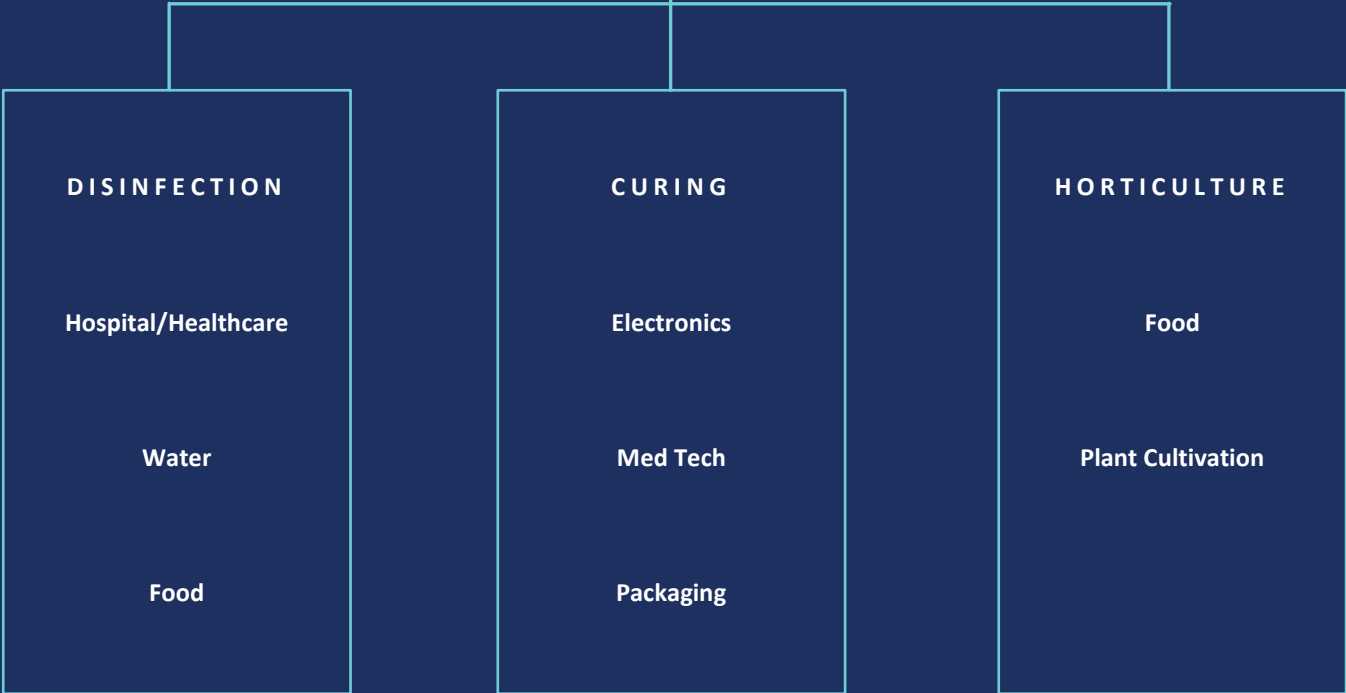


Stockholm 30th April 2024

CLAES LINDAHL, CEO



**INTELLEGO**





## Events during the period

2024/01/26 Intellego and partner in the curing industry perform global market evaluation

[Read more >](#)

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2024/02/06 Intellego secures credit line of up to 40 MSEK to fund additional growth ahead

[Read more >](#)

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2024/02/16 Intellego announces new sales subsidiary

[Read more >](#)

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2024/03/07 Intellego exceeds 70 MSEK in revenue for Q1-2024

[Read more >](#)

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2024/03/21 A positive outcome of global market evaluation of products for the curing industry

[Read more >](#)

## Events after the period



# Intellego's Technology

## **The photochromic ink and technology platform**

The technology in Intellego's UV dosimeters is a unique photochromic ink that changes color when exposed to radiation of different frequencies of UV light, UVA, UVB, or UVC light. The solution is patented and owned by Intellego. The photochromic ink can be printed on various substrates, for example, dosimeter cards and adhesives.

The technology platform is based on the colour-changing ink which can be used for many different purposes. Development is ongoing to develop photochromic inks for light with different wavelengths, which means that the number of new application areas is constantly increasing.

The use of UV light in disinfection is not new, but Intellego's technology platform means being able to measure and control the amount of energy transferred in an efficient and simple way, which is an innovation that helps people and companies in many different industries to easily ensure the effect. Intellego Technology has been tested and confirmed by the Research Institutes of Sweden (RISE).

## **Intellego's dosimeters – both the product and the solution**

Intellego's main business is the development, manufacture and sale of UV dosimeters, photochromic indicators that change colour based on the accumulated dose of UV radiation on a surface. Dosimeters are a simple, effective and fast tool to indicate the amount of UV radiation, regardless of whether the application is for disinfection, UV curing, light for plant cultivation or otherwise.

Dosimeter is the collective term for several of Intellego's various products, the dosimeter is the printed surface with photochromic ink. Dosimeters can be printed on different materials and are available as both paper cards and adhesive labels in different formats. The ink changes colour in real time, in relation to how many units of UV radiation it is exposed to. The dosimeter is easily read as the colour indication for example, 222nm corresponds to the colour comparator, so it indicates that sufficient UV radiation has been used. The colour change allows users to easily get a visual idea of the effect.



## Market and areas of use

### UV supply areas and the solution

UV irradiation is used in many industries and application areas, including disinfection in healthcare and the food industry, UV curing, crop cultivation, and sun protection indicators for consumers. Dosimeter technology is crucial to ensuring the quality of a UV process, as UV radiation is invisible to the human eye.



UVC dosimeters are photochromic indicators that change colour based on the accumulated dose of invisible UVC radiation a surface.

Intellego's dosimeters are used today in various segments of the healthcare market, such as in disinfection processes carried out by hospitals but also in gyms, cinemas, schools, etc. UVC disinfection has been used the longest in North America and constitutes the most relevant market. In the European Union (EU), UVC disinfection is less prevalent, but its use is growing.

Intellego operates in Asia, where UVC disinfection is widespread, mainly for consumer use. Intellego is well positioned to continue supplying UVC dosimeters to the above markets, given that local partnerships with distributors are established. Intellego's strategy currently includes a process where new collaborations with partners and distributors are continuously planned.

### Intellego's business to consumer products, SmartSun bands

Intellego's SmartSun Bands remind you to apply sunscreen or to go inside to prevent sunburn and skin damage. SmartSun bands are portable UV indicators that, when they change colour, clearly show how much UVA and UVB light the skin has been exposed to. The most significant product benefit is clear, visual information that allows users to make smarter decisions about sun exposure. Smart Sun bands can help users reduce the risk of overexposure and avoid premature skin ageing or skin damage. Intellego's UV indicator is sold and marketed under the SmartSun brand and comes in two formats: wristbands and stickers.

## LOI-Project





Intellego has several different ongoing projects in various stages. Development projects intend to adapt Intellego's technology to a particular application area.

Commercialization refers to evaluating the market's interest through direct customer processing, and the sales phase refers to when the application is established as a product.

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## **Horticulture**

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## **UVC-Curing**

UV curing is used today in many different industries such as printing houses, and the production of electronics and medical equipment.

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## **UVA-Curing**

UV curing is used today in many different industries such as printing houses, and the production of electronics and medical equipment.

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## **MedTech**

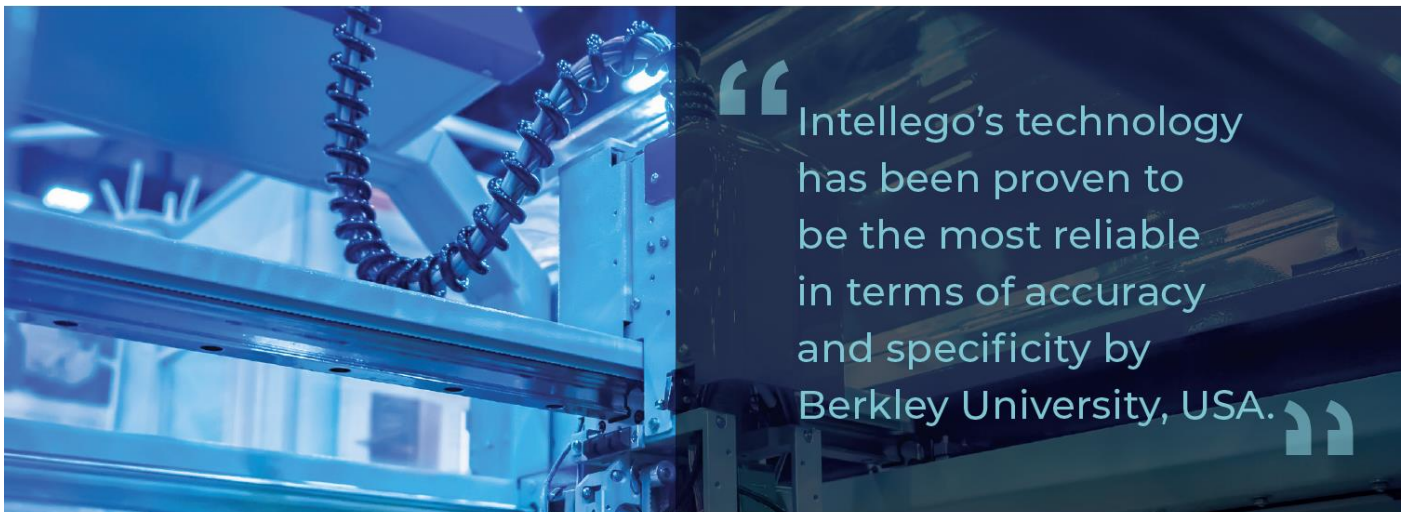
Products that are implemented in medical technology processes that are already used in healthcare, where Intellego's technology should serve as an indication that the correct level of disinfection has been achieved.

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# A background on Intellego

**Intellego was founded in 2011 to provide the best technology in terms of performance, stability, and reliability with its color-changing UV dosimeters/indicators.**

UV radiation is used in several application areas today, including disinfection in hospitals, food industry and the consumer industry to indicate how much sun/UV radiation a person has been exposed to. The technology is necessary as UV radiation cannot be seen with the naked eye, which makes it difficult, if not impossible, for a person to determine when they or a surface/area has been exposed to a certain amount of UV radiation. Using the dosimeters makes it possible to visually determine whether the correct dose of UVC radiation has been used in a disinfection process, which can reduce the risk of healthcare-associated infections (HAI). This aligns with the US CDC and FDA recommendations on physical documentation to ensure the quality of disinfection methods. Overexposure to UV is also a significant cause of skin cancer, and the number of cases has grown in recent years.



Intellego believes that the Company's products and patented technology have found a solution that can help solve these problems and can contribute to cost savings for companies and society.

Intellego's technology has been tested by the Research Institutes of Sweden (RISE), which confirms its UV sensitivity for different energy levels. American Case Western Reserve University has also conducted tests on the technology, which have shown that the color of the UVC dosimeters changes from yellow to pink in correlation to a 3-log reduction in C. diff and MRSA. Intellego's UVC dosimeters have also undergone testing by Berkley University in the USA, where Intellego's technology has been proven to be the most reliable in terms of accuracy and specificity.

The UV indicators for consumer use have undergone technical and toxicological tests, showing that the products work well and are safe to use. Among others, Nordic Biopharma, Dermatest in Australia, and RISE have tested the safety and validity of the products.

## Business concept



**Intellego's business concept is to develop and commercialize color indicators based on its patented color indicator technology. The color indicators come in the form of UVC dosimeters.**

Primarily aimed at the healthcare market, UV indicators will also be sold on the consumer market via collaboration partners. Intellego's products effectively indicate the accumulated amount of UV radiation. This can partly be used with UVC disinfection through dosimeters to indicate whether surfaces have been exposed to sufficient energy to disinfect surfaces with bacteria, viruses, or spores. In part, it can also be used among consumers to get improved sun protection routines via UV indicators.

The sale of UV indicators is planned for end-users in the consumer market, and the Company is facing a commercialization process. In contrast, UVC dosimeters for the healthcare market have already been launched. Intellego's focus is a further expansion of the sale of the Company's UVC dosimeters at the same time as the development and start-up of the commercialization process for UV indicators towards distributors and their consumers have begun.

## **The share and the owners**

Intellego Technologies' shares are listed on the Nasdaq First North Growth Market, Stockholm, under the short name INT. Carnegie Investment Bank AB (publ) is a Certified Adviser.

## **Other information**

### **Co-worker**

The group has 62 employees as of 31st March 2024.



## Incentive Programs

### Incentive Program W2021-2024A

The company's extraordinary general meeting decided in January 2021 to introduce an incentive program. W2021-2024A to employees other than the CEO of the company. The incentive program includes 19,500 warrants, entitling 55 subscriptions of 546,000 shares. The subscription period for the shares supported by the warrants runs from February 2, 2024, to March 2, 2024. The subscription price for new subscriptions is approximately SEK 4.

### Incentive program 2021/2024A

The company's extraordinary general meeting decided on 5 May 2021 to introduce the incentive programme 2021/2024A. The incentive program is aimed at the Company's CEO, Claes Lindahl, and consists of 1,120,000 warrants that entitle holders to subscribe for the same number of shares. The subscription period for the shares supported by the warrants runs from April 29, 2024, to October 29, 2024. The subscription price for new subscriptions is SEK 14.4.

### Incentive program 2021/2024B

The company's extraordinary general meeting decided on 5 May 2021 to introduce incentive program 2021/2024B. The incentive program is aimed at the Company's board members and consists of 700,000 warrants which entitles to new subscription of the same number of shares. The subscription period for subscription of shares with the support of the warrants run from 29 April 2024 to 29 October 2024. The subscription price for new subscriptions is 14.4 SEK.

### Incentive programme 2021/2024C

The company's extraordinary general meeting on 23 December 2021 decided to introduce the incentive program 2021/2024C comprising a maximum of 102,000 warrants, which can result in an increase of a maximum of 102,000 shares in the company and an increase in the share capital corresponding to SEK 3,642.86. Each warrant entitles the holder to subscribe for one (1) share in the Company during the period from and including December 1, 2024, to and including December 15, 2024 or the earlier day that follows from the terms of the warrants. The subscription price has been set at 25.12 per share.

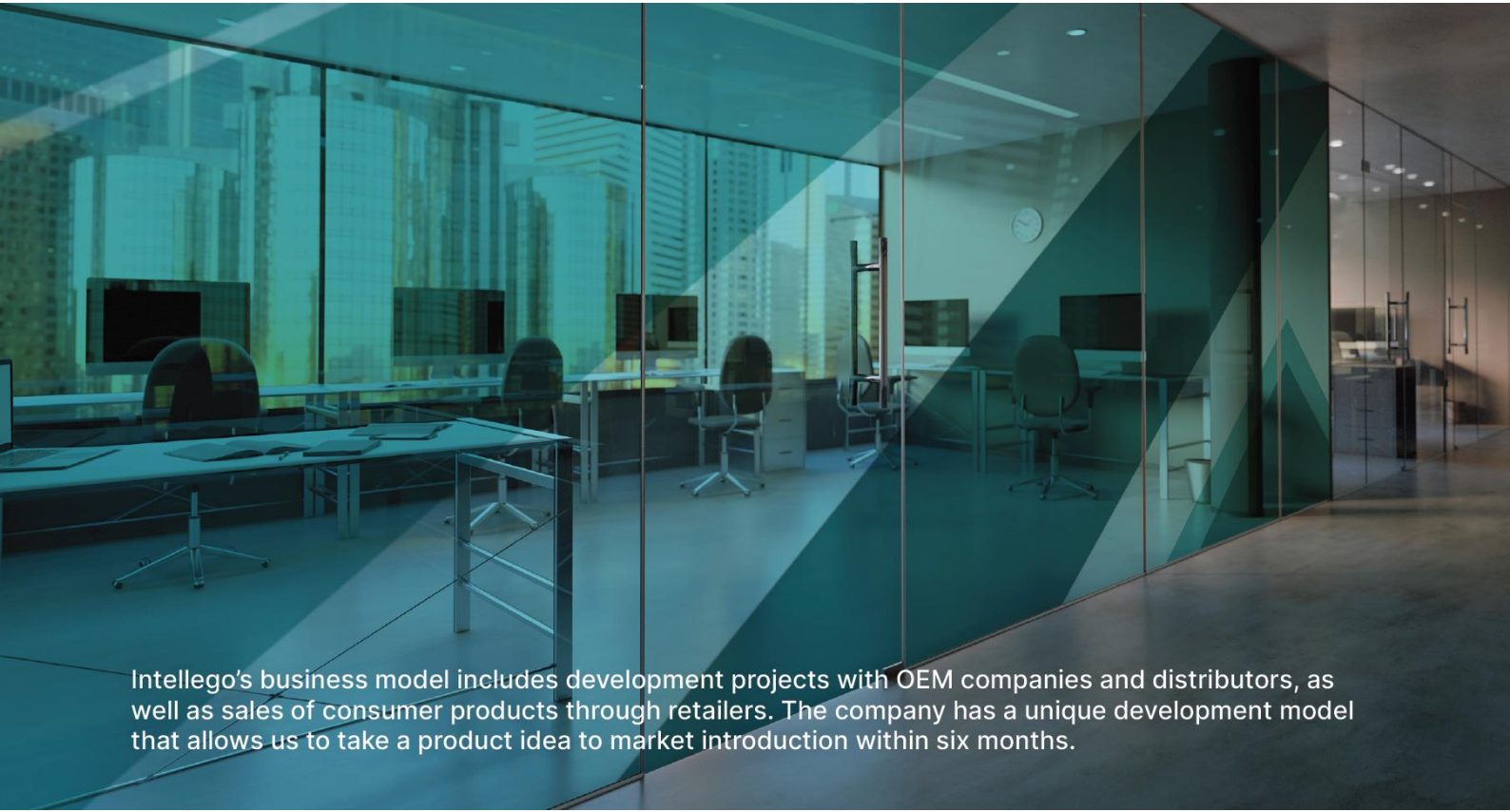
### Incentive programme 2022/2027

The board decided on June 21, 2023, subject to the subsequent approval of the general meeting, to introduce an incentive program. The incentive program is for one employee of the company and consists of 80,000 warrants that entitle the holder to subscribe to the same number of shares. The subscription period for the shares with the support of the warrants runs from 13 June 2027 to 13 July 2027. The subscription price for the new subscription is SEK 30. The extraordinary general meeting held on July 2023, decided to approve the board's decision.



## Incentive programme 2023/2026

The meeting decided, in accordance with the proposal introduced in the notice, to adopt an incentive program for the Company's newly elected chairman of the board, Gregory Batcheller, in the form of warrants. In short, the incentive program involves an issue of a maximum of 60,000 warrants. Each warrant gives the right to subscribe for a new share in the Company during the period from and including 24 August 2026 to and including 7 September 2026 at a subscription price of SEK 40 per share, provided that the Company's share price exceeds SEK 75 at the time the warrants are exercised.



Intellego's business model includes development projects with OEM companies and distributors, as well as sales of consumer products through retailers. The company has a unique development model that allows us to take a product idea to market introduction within six months.

## General information about the Company

The company's name and commercial name is Intellego Technologies AB, and the company's registration number is 556864-1624. The company is a public limited liability company formed and registered under Swedish law with its office in Stockholm municipality, Stockholm County. The company's operations are regulated by, and its shares have been issued in accordance with the Swedish Companies Act (2005:551).

# The Group's report on results in summary

## THE GROUP TSEK

	Note	2024 1/1-31/3	2023 1/1-31/3	2023 1/1-31/12
Operating income				
Net sales	3	79 609	42 869	186 493
Other operating income		6	2	738
Total operating income		79 615	42 871	187 231
Operating expenses				
Activated work for own account		450	474	2 581
Change of stock, products in progress		-4 599	-251	7 686
Raw materials and consumables		-14 522	-9 126	-41 533
Other external expenses		-7 289	-4 945	-27 043
Personnel costs		-9 848	-8 888	-41 763
Depreciation and write-downs of tangible and intangible assets		-1 717	-730	-3 527
Other operating expenses		0	-238	-507
Operating results		42 090	19 167	83 125
Results from financial items				
Financial net	4	-3 142	-3 991	-14 295
Profit before tax		38 948	15 176	68 830
Income tax		-3 281	-	-2 712
Deferred tax			-1 289	-6 514
The result of the period		35 667	13 887	59 604
The period's result is attributed to: The parent company's stakeholders		35 667	13 887	59 604
Earnings per share	5			
Number of shares		1,35	0,59	2,36
Earnings per share after dilution (SEK)		1,33	0,58	2,31



# The Group's report on total profit in summary

## THE GROUP TSEK

	2024 1/1-31/3	2023 1/1-31/3	2023 1/1-31/12
The result of the period	35 667	13 887	59 604
Other comprehensive income			
Items that will be reclassified to profit (after tax)			
Conversion difference	7 758	-453	-2 498
Total other comprehensive income for the period, after-tax	7 758	-453	-2 498
Total profit for the period, after-tax	43 425	13 434	57 106
The period's result is attributed to: The parent company's house stakeholders	43 425	13 434	57 106

# The Group's financial report

Position in Summary	Note	2024 31/3	2023 31/3	2023 31/12
<b>Assets</b>				
Fixed assets			-	-
Goodwill	6	80 447	71 831	71 572
Intangible assets		5 777	2 815	4 842
Tangible fixed assets		40 557	7 099	30 236
Right-of-use assets		7 770	8 659	7 677
Financial assets		7 942	-	7481
Deferred tax claim		163	4 519	136
Total fixed assets		142 655	94 924	121 944
<b>Current assets</b>				
Inventory		15 106	11 785	25 085
Accounts receivable		115 770	9 845	92 116
Tax claim		-	-	-
Other claims		6 151	9 845	3 286
Prepayments and accrued income		2 107	1 434	2 702
Liquid funds		33 716	15 163	8 062
Total current assets		172 850	80 918	131 251
Total assets		315 505	175 842	253 195
<b>Equity and liabilities</b>				
Equity				
Share capital		941	790	941
Other contributed capital		120 413	64 987	120 413
Reserves		6 459	745	-1 300
Retained Earnings		66 831	-14 553	31 164
Equity attributable to the parent company's shareholders		194 644	51 968	151 218
Total equity		194 644	51 968	151 218





	Note	2024 31/3	2023 31/3	2023 31/12
Long-term liabilities				
Liabilities to credit institutions		19 093	20 650	14 304
Lease liabilities		7 247	7 872	7 142
Conditional additional purchase price	4	18 705	15 962	17 247
Other long-term liabilities		-	7 789	7 589
Deferred tax liability		1 833	975	1 783
Current liabilities				
Liabilities to credit institutions		16 305	4 035	8 305
Lease liabilities		1 034	705	868
Accounts payable		17 611	16 168	15 844
Tax debts		5 878	-	2 595
Other current liabilities		31 695	48 084	24 974
Accrued costs and prepaid income		1 463	1 634	1 326
Total short-term liabilities		73 985	70 626	53 912
Total equity and liabilities		315 505	175 842	253 195

# The Group's report on change in equity in summary

## THE GROUP TSEK

	Share Capital	Miscellaneous contributed capita	Reserves	Balanced means of profit	Total own capital attributable to the parent company shareholder	Total own capital
Opening equity 1 Jan 2023	740	39 771	1 198	-28 440	13 270	13 270
The result of the period				59 604	59 604	59 604
Other comprehensive income for the period			-2 498		-2 498	-2 498
Total profit for the period	0	0	-2 498	59 604	57 106	57 106
Transaction with the group's stakeholders						
Rights issue	201	81 071			81 272	81 272
Issue costs		-540			-540	-540
Tax effect issue costs		111			111	111
Dividend					0	0
Amount	201	80 641	0	0	80 842	80 842
Closing equity 30 Dec 2022	941	120 413	-1 300	31 164	151 218	151 218
Opening equity 1 January 2023	941	120 413	-1 300	31 164	151 218	151 218
The result of the period				35 667	35 667	35 667
Other results for the period			7 758		7 758	7 758
Total profit for the period	0	0	7 758	35 667	43 425	43 425
Transactions with the group's shareholders						
Ongoing new issue						
Rights issue						
Issue costs		-				
Tax effect issue costs						
Amount	0	0	0	0	0	0
Closing equity 31 Dec 2023	941	120 413	6 458	66 831	194 643	194 643

# The Group's report on cash flows in summary

## THE GROUP TSEK

	2024 1/1-31/3	2023 1/1-31/3	2023 1/1-31/12
Current business			
Profit before tax	38 948	15 176	68 830
Adjustments for items that are not part of the cash flow, etc	1 911	2 544	8 726
Cash flow from current operations before changes in working capital	40 859	17 719	77 556
Cash flow from changes in working capital			
Change of stock	4 357	-1 125	-8 804
Change in operating receivables	-20 302	-28 313	-82 393
Change in operating liabilities	9 179	-4 606	-6 503
Cash flow from current operations	34 093	-16 325	-20 144
The investment business			
Acquisition of subsidiaries, net of acquired cash and cash equivalents	-6 499	-	-
Acquisition of intangible fixed assets	-911	-474	-2 581
Acquisition of tangible fixed assets	-11 174	-1 101	-26 193
Acquisition of financial fixed asset	-	-	-7 481
Cash flow from investment activities	-18 584	-1 575	-36 255
The financing business			
Rights issue	-	21 529	81 071
Issue costs	-	-289	-429
Borrowings	15 000	-	3 888
Amortization of loans	-5 349	-400	-5 088
Amortization of acquisition debts	-	-	-59 363
Amortization of leasing debts	-402	-277	-791
Cash flow from financing activities	9 249	-12 055	19 288
Cash flow for the period	24 758	-29 955	-37 111
Cash and cash equivalents at the beginning of the period	8 062	44 761	44 761
Exchange rate difference in cash and cash equivalents	896	358	412
Liquid funds at the end of the period	33 716	15 163	8 062



# Notes

## NOTE 1 ACCOUNTING PRINCIPLES

This interim report covers the Swedish parent company Intellego Technologies AB (publ) ('Intellego'), corporate number 556864-1624, and its subsidiaries. The group develops and commercializes UV indicators for the professional and consumer markets. The parent company is a limited company registered in and with its seat in Solna, Sweden. The head office address is Mäster Simons väg 15, 170 66 Solna.

Intellego applies International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and interpretations issued by the IFRS Interpretations Committee (IFRS IC), as adopted by the European Union (EU). The group's interim report is prepared in accordance with IAS 34 "Interim reporting" and applicable parts of the Annual Accounts Act (1995:1554) (ÅRL). The group applies the amended IAS 1 "Preparation of financial statements". This means that the group only provides information on material accounting principles. See Note 10 Significant accounting principles.

The parent company applies the same accounting principles as the group except in the cases stated in Note M2, the Parent company's accounting principles.

According to IAS 34.16A, information appears in addition to the financial reports and their associated notes in the interim information on pages [14-25], which form an integral part of these financial reports.

Unless otherwise stated, all amounts in this report are stated in thousands of kroner ("TSEK"). Rounding differences may occur. New or amended standards after 2023.

No new or changed accounting standards that have not yet entered into force have been prematurely applied in the preparation of the group's and parent company's financial reports. These are also not expected to impact the group's or parent company's financial reports.


## NOTE 2 SIGNIFICANT ESTIMATES AND ASSESSMENTS

When preparing the financial reports, the company's management and the board must make certain assessments and assumptions that affect the reported value of asset and liability items, revenue and cost items, and other information provided. The assessments are based on experience and assumptions that the management and the board deem reasonable under the current circumstances. Actual outcomes may then differ from these assessments if other conditions arise. The estimates and assumptions are evaluated on an ongoing basis. They are deemed not to involve significant risk of adjustments in reported values for assets and liabilities during the next financial year. Changes to estimates are reported in the period the change is made if the change only affected this period or in the period the change is made and in future periods if the change affects both the current and future periods. The most essential assessments for preparing the company's financial reports are described below.

### Impairment testing of goodwill

Intellego evaluates every year whether there is a need to write down goodwill. Evaluations are carried out in connection with impairment test and is based on estimates and assumptions. The most important assumptions made in this evaluation relate to growth, free cash flow and discount rate. Estimates that deviate from management's assessments can lead to different results for the business and a different financial position.

To determine whether the value of goodwill has decreased, the cash-generating units to which goodwill has been assigned are valued, which is done by discounting the cash-generating unit's cash flows. In applying this methodology, Intellego relies on a



number of assumptions, including achieved results, business plans, financial forecasts, and market data. Changes in the conditions for these assumptions and estimates could have a material effect on the value of goodwill.

#### Actual value of additional purchase price

In the acquisition of Daro, part of the purchase price is conditional on Daro's future profit development, a so-called conditional additional purchase price. The conditional additional purchase price is valued at fair value on the acquisition date. The outcome is settled in cash or in a variable number of shares, which is why the conditional purchase price is classified as a financial liability and is revalued at each reporting period.

The change is reported in the group's report on results. Assumptions underlying the determination of fair value are described in Note 4 - Financial instruments.

Estimates that deviate from management's assessments can lead to different results for the business and a different financial position. According to the company's management, the current evaluation provides a fair assessment of the company's financial situation for the current period.

#### NOTE 3 INCOME FROM CONTRACTS WITH CUSTOMERS

Breakdown by geography	2024 Jan-Mar	2023 Jan-Mar
Asia	9 999	10 289
EU	50 791	21 863
North America	10 031	10 717
The rest of the world	8 788	-
	79 609	42 869

#### NOTE 4 FINANCIAL INSTRUMENTS

##### Valuation at fair value

Fair value is the price that, at the time of valuation, would be received on the sale of an asset or paid on the transfer of liability through an orderly transaction between market participants. The table below shows financial instruments valued at fair value based on how the classification in the fair value hierarchy was made. The different levels are defined as follows:

Level 1 - Quoted prices (unadjusted) in active markets for identical assets or liabilities

Level 2 - Observable inputs for assets or liabilities other than quoted prices included in Level 1, either directly (i.e. as price quotations) or indirectly (i.e. derived from price quotations)

Level 3 - Inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs)



## Financial liabilities valued at fair value

A conditional additional purchase price arose in connection with the acquisition of Daro as of June 1, 2022.

Financial liabilities valued at fair value Mar. 31, 2024	Level 1	Level 2	Level 3	Amount
Conditional additional purchase price	0	0	18 706	18 706
	0	0	18 706	18 706
Financial liabilities valued at fair value Dec. 31, 2023	Level 1	Level 2	Level 3	Amount
Conditional additional purchase price	0	0	17 247	17 247
			17 247	17 247

Financial assets - In December, 7,5% of the shares in a company were acquired. As the acquisition took place towards the end of the year, it had been assessed that no new valuation needed to be made. The same valuation as at the time of the acquisition applies at year-end. During the period, exchange rate fluctuation amounted to SEK 461 thousand.

## Short-term receivables and liabilities, as well as lease liabilities

For short-term receivables and liabilities, such as trade receivables and accounts payable, and liabilities to credit institutions with variable interest, the reported value is considered to be a good estimate of the fair value.

## Conditional additional purchase price

Fair value for contingent consideration has been calculated based on the expected outcome of financial targets. The calculated expected the regulation will vary over time depending on, among other things, the degree of fulfilment of the conditions for the conditional purchase price, the development of certain exchange rates against the Swedish krona, and the interest rate environment.

Contingent purchase prices classified as financial liabilities are valued at fair value by discounting expected cash flows at a risk-adjusted discount rate of 11.4%. The measurement is, therefore, in accordance with level 3 in the valuation hierarchy. Significant unobservable inputs consist of the probability that the targets will be met (which the group assesses as 60%) and a risk-adjusted discount rate.

Conditional additional purchase price	2024 Jan-Mar	2023 Jan-Dec
Opening balance	17 247	15 254
Business acquisition	-	-
Change in fair value reported in the result	1 459	1 993
Earnings per share before dilution (SEK)	18 706	17 247

During the period, unrealised losses for conditional additional purchase prices at the end of the reporting period amounted to SEK 1 459 thousand. This amount is included as part of the financial net in the group's report on results.

Given the contingent additional purchase price at the end of the reporting period, an increase in the discount factor of 2 percentage points affects the fair value of the conditional purchase price of SEK -1,233 thousand (SEK -1,208 thousand). About the probability that the conditions for obtaining the conditional additional purchase price would increase by 10 percentage points, the fair value of the conditional additional purchase price would increase by SEK 3,177 thousand (SEK 2,874 thousand).

## NOTE 5 EARNINGS PER SHARE

	2024 Jan-Mar	2023 Jan-Mar
Earnings per share before dilution		
Result attributable to the parent company's shareholders (TSEK)	35 667	13 887
Weighted average number of shares during the period before dilution (thousands)	26 353	23 645*
Earnings per share before dilution (SEK)	1,35	0,59

\*In accordance with IAS 33, the weighted average number of shares includes shares that will be issued as part of the deferred payment for the acquisition of Daro that took place in 2022. The number of shares included that have not been issued at the end of the reporting period amounts to 1,580,331

	2024 Jan-Mar	2023 Jan-Mar
Earnings per share after dilution		
Result attributable to the parent company's shareholders (TSEK)	35 667	13 887
Weighted average number of shares during the period before dilution (thousands)	26 353	23 645
Adjustment attributable to warrants leading to dilution (thousands)	493	340
Weighted average number of shares for calculation of earnings per share after dilution (thousands)	26 846	23 985
Earnings per share after dilution (SEK)	1,33	0,58


At the end of the reporting period, the outstanding number of ordinary shares amounted to 26 352 614 (23 393 163).

## NOTE 6 GOODWILL

	2024 Jan-Mar	2023 Jan-Dec
Accumulated acquisition values		
Opening accumulated acquisition values	71 572	70 524
Business acquisition	4 895	-
Exchange rate differences	3 980	1 048
Closing accumulated acquisition values	80 447	71 572
Closing reported value	80 447	71 572

## NOTE 7 BUSINESS ACQUISITION

During the period Daro acquired UV Light and Technology. The purpose of this acquisition is to expand Daro's UV & Water division. UV Light Technology operates in markets directly related to Daro's existing business such as UVC Air & Surface Disinfection and Hand Hygiene products. UVL Technology also has synergies with Intellego given its products and services operate across the UV spectrum.



Its agreed purchase price was 437 500 GBP. The actual payment made was 496 902,81 GBP once all adjustments were agreed and accounting to the cash in the business. The payment was made 100% in cash at completion with no conditional price. As the acquisition was made recently the acquisition analysis is preliminary

#### **NOTE 8 TRANSACTIONS WITH RELATED PARTIES**

During the period, the group's transactions with related parties only consisted of customary salaries, other remuneration boards, and other senior executives.

#### **NOTE 9 EVENTS AFTER THE END OF THE REPORTING PERIOD**

See page 6

#### **NOTE 10 SIGNIFICANT ACCOUNTING PRINCIPLES**

The group provides information on material accounting principles. Significant accounting principles mean that the underlying transaction is material and that the information in the accounting principle is essential for the understanding of the transaction, for example, if the group has made a choice of principle or if the accounting principle is company-specifically adapted. In cases where the group applies an accounting principle as described in IFRS, information about the principle has not been provided.

##### Operating segment


Intellego has identified the group's CEO as the highest executive decision-maker who follows up the entire operation as a single entity. Intellego has thus identified the whole group as an operating segment.

##### Income from contracts with customers

Intellego develops, manufactures, and sells color indicators that show the effect of irradiation with, among other things, invisible ultraviolet light and UV light. The group receives income from product sales. The agreements are mainly short and consist of individual orders. The group's products are standardized, although minor customer-specific adaptations may occur. Intellego has assessed that each product in the agreements with the customer constitutes a separate performance commitment. The transaction price in each agreement essentially consists of fixed amounts only. There are no variable compensations in the transaction price or only to an insignificant extent. Product sales revenue is reported when product control is deemed to be passed to the customer. The group has assessed that control, by the applied delivery conditions, mainly passes to the customer in connection with the product.

##### Transactions in foreign currency





Transactions in foreign currency are converted to functional currency at the exchange rate prevailing on the day of the transaction. Monetary assets and liabilities in foreign currency are converted to functional currency at the exchange rate prevailing on the balance sheet date. Exchange rate differences that arise during conversion are reported grossly in the profit and loss report, either in the operating profit or in the financial net, based on the currency conversion attributable to the item.

#### Financial costs

Financial costs consist of interest on loan debts, leasing debts and the discounting effect of deferred payment for acquiring the subsidiary Portman Enterprises Limited (“Daro”). In addition, the item also consists of changes in the fair value of the conditional additional purchase price, which is classified as a financial liability and attributed to Daro’s acquisition. The conditional additional purchase price is described in more detail in notes 4, Financial Instruments, and 7, Business Combinations.



# Definitions and Notes

<b>EARNINGS PER SHARE</b>	Net profit divided by average number of shares.
<b>AVERAGE NUMBER OF SHARES</b>	The average number of shares in Intellego Technologies AB has been calculated based on a weighting of the historical number of outstanding shares in the company after each completed new issue times the number of days that the respective number of shares has been outstanding. Historical number of shares and key figures per share are adjusted for the 1:28 share split carried out in May 2021.
<b>SOLIDITY</b>	Equity in relation to total assets (total assets).
<b>RETURN ON EQUITY</b>	Profit after tax in relation to equity.
<b>RETURN ON CAPITAL EMPLOYED</b>	Profit after financial net in relation to capital employed.
<b>CAPITAL EMPLOYED</b>	Total assets minus non-interest bearing liabilities.
<b>EQUITY PER SHARE</b>	Equity divided by the number of shares on the balance sheet date.
<b>CASH FLOW FROM CURRENT OPERATIONS PER SHARE</b>	Cash flow from operating activities divided by average number of shares.
<b>CASH FLOW PER SHARE</b>	Cash flow for the period divided by average number of shares.

The board and the managing director ensure that the interim report gives an accurate and fair overview of the company's operations, position, and results.

Stockholm 2024/04/30

The board and CEO of Intellego Technologies AB (publ)

Gregory Batcheller

Claes Lindahl

Styrelseordförande

Vd

Johan Möllerström

Björn Wetterling

Styrelseledamot

Styrelseledamot

This interim report has not been subject to review by the company's auditor.

Upcoming Reports

Report for second quarter 2024/08/26

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