

Q1 Interim report  
January – March 2023



# Q1 INTERIM REPORT

January – March 2023

## Q1 in summary

- Annual Recurring Revenue (ARR) decreased by 1.3 percent to SEK 168.6 (170.9) million compared to the same period last year.
- Subscription revenue increased by 0.5 percent to SEK 42.8 (42.5) million.
- Net sales decreased by 9.0 percent, or 10.3 percent in local currencies, to SEK 72.7 (79.9) million.
- Gross profit decreased by 14.9 percent, or 16.5 percent in local currencies, to SEK 52.9 (62.1) million and the gross margin amounted to 72.7 (77.8) percent.
- EBIT decreased to SEK -3.9 (8.9) million and the EBIT margin amounted to -5.3 (11.1) percent.
- Net profit amounted to SEK -4.5 (7.9) million.
- Earnings per share amounted to SEK -0.57 (1.00).

## Business highlights

### DURING THE QUARTER

- Sonja Thorngren assumed the role of CFO on February 6<sup>th</sup>, 2023.

### AFTER THE PERIOD ENDED

- Nepa India leads sales efforts in APAC.
- Nepa aggressively accelerates its actions to fully realize the targeted cost savings of SEK 31.2 million to an annual cost base (personnel and other external costs) of SEK 220 million by Q4 2023.
- April sales development, especially ad hocs, still mirrors the weak demand in the market.

## Key financial overview

Numbers in SEK million if not stated	Q1 2023	Q1 2022	Rolling 12 months	FY 2022
Annual Recurring Revenue (ARR)	168.6	170.9	168.6	170.9
ARR growth	-1.3%	16.1%	-1.3%	1.0%
Subscription revenue	42.8	42.5	170.1	169.8
Subscription revenue growth	0.5%	16.3%	10.5%	14.8%
Net sales	72.7	79.9	305.0	312.1
Net sales growth	-9.0%	11.6%	0.4%	5.6%
Gross profit	52.9	62.1	226.9	236.2
Gross margin	72.7%	77.8%	74.4%	75.7%
Adjusted EBIT	-3.9	11.9	13.6	29.4
Adjusted EBIT margin	-5.3%	14.9%	4.5%	9.4%
EBIT	-3.9	8.9	6.9	19.7
EBIT margin	-5.3%	11.1%	2.3%	6.3%
Net income	-4.5	7.9	5.1	17.5
Profit margin	-6.2%	9.9%	1.7%	5.6%
Operating cash flow	5.6	10.7	10.8	15.9
Net financial position	62.7	88.7	62.7	63.8
Earnings per share, SEK	-0.57	1.00	0.65	2.22
Average number of shares outstanding	7,863,186	7,863,186	7,863,186	7,863,186



# Comments by the CEO

## LAUNCH OF A NEW QUARTERLY REPORT FORMAT

Today, we launch a new version of our quarterly financial report to increase the transparency of our journey. An important new element is the reclassification of the segment reporting. Now, we distinguish between subscription revenue (recurring revenue less repetitive campaign tests in previous reporting format) and ad hoc revenue from subscribers versus other clients.

In addition, we disclose key performance indicators such as:

- Annual Recurring Revenue (ARR)
- Net revenue retention (NRR)
- Churn
- Average revenue per subscriber

We have also abandoned the market-specific segment reporting and instead increased the focus on our product and solution segments. We consider these changes giving a better depiction of Nepa.

## THE QUARTER IN SHORT

Net sales in the first quarter declined by 9 percent or SEK 7.2 million compared to the same period last year. SEK 6 million of the decline was attributable to fewer ad hoc projects with clients not enrolled in any subscription contract. Such revenue was down 31.5 percent and mirrors the weak market the industry currently experiences.

On the positive, we have a stable base of subscribing clients with a churn in the quarter of 1.6 percent. Subscription revenue grew by 0.5 percent and ARR (Annual Recurring Revenue) declined by 1.3 percent. Ad hoc revenue from subscribers decreased by 7.7 percent.

The gross margin is under pressure from fewer ad hoc projects, lower revenue from the Customer Experience segment, and negative FX effects.

## THE COST SAVING PROGRAMS

The previously announced cost saving programs were projected to save SEK 31.2 million of personnel costs and other external costs on an annual basis from the cost base in place before the programs, in October and November 2022. But, given the weaker than expected market in the short-term, the savings are materializing too slowly. Therefore, we are aggressively accelerating actions to fully realize the targeted cost savings and reach an annual cost base (personnel and other external costs) of SEK 220 million by Q4 2023.

In addition, we are pushing our sales efforts more intensively to restore profitability.

## FOCUS ON SALES

Average subscription revenue per subscriber has grown from SEK 0.97 million in 2019 to SEK 1.27 million in the last 12 months, every year with low churn and steady NRR. This is the result of good work in scaling and upgrading existing clients with increased scopes of tracking solutions. Now we need to increase the focus on adding new clients.

The newly established sales organization that took effect at the start of the quarter has already shown positive pipeline development and has been able to secure several new marquee brands as clients. As they adopt our subscription model, revenue from these clients will grow over time.

## OUTLOOK

Our effort in building a more effective sales organization amidst a challenging market climate is demanding and will take some time, but we believe it is the right strategic step to take to create long-term and lasting shareholder value. Currently, we experience prolonged sales cycles and hesitant clients. The April sales development, especially ad hocs, still mirrors the weak demand in the market.

## Ulrich Boyer

Founder and CEO



# Driving results for today – building brands for tomorrow

## NEPA IN BRIEF

In recent years, brand has regained its position as the top of most marketers' agendas, and investments in brand-building communications have increased. While there is a plethora of technology to measure and optimize short-term performance marketing, there is a lack of similar solutions to guide brand-building efforts.

Nepa's dynamic marketing intelligence suite offers tools and solutions for consumer brands worldwide to both maximize short-term sales and build long-term brand value. By combining continuous consumer survey data, sales data, and media investment data with sophisticated analytics and marketing expertise, Nepa creates brand and marketing-related insights.

The offering includes live brand tracking dashboards, recurring campaign evaluations, and continuous media optimizations together with value-adding consultancy insights that deliver client value to CMOs and marketing departments of more than 300 well-established brands. With offices in the Nordics, UK, US, and India, the Group tracks brands in more than 60 markets across all continents.

## BUSINESS MODEL

Nepa continuously measures and analyses the impact of all marketing activities and offers brands the insights they need to make the right decisions, at the right times, both short-term and long-term. The product offering comprises subscription contracts, bulk contracts, and advisory services on a project basis.

## VALUE CREATION PROCESS



Nepa turns data into growth opportunities by combining cutting-edge technology with brilliant human analysts and researchers. The value creation process comprises everything between data collection, sampling data enrichment and analysis using in-house developed systems and production tools, to automated dashboard visualization or reports combined with tech-augmented brand and marketing advisory.

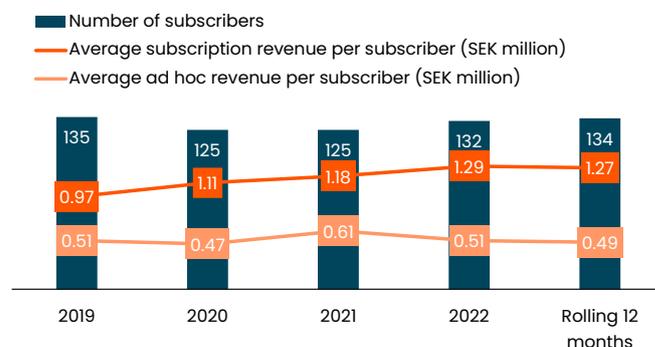
## RESEARCH AND DEVELOPMENT

Nepa's research and development supports the long-term strategy by building and improving the in-house systems, production tools, and data-delivery streams, integrating existing separate solutions into Nepa's dynamic marketing intelligence suite, and developing new products to further increase competitiveness. Shortly, the offering will expand into including cutting-edge brand modeling based on existing data.

## CLIENT CONCENTRATION

Nepa has a diversified client portfolio spanning numerous industries. The five largest clients account for approximately 24 percent of Group net sales. Nepa serves over 300 clients every year, of which more than 130 are enrolled in a subscription contract.

## OVERVIEW OF SUBSCRIBERS



# Financial development

## REVENUE, EARNINGS, AND CASH FLOW

### Q1, JANUARY – MARCH 2023

#### Revenue

Net sales in the first quarter decreased by 9.0 percent to SEK 72.7 (79.9) million compared to the corresponding quarter last year. In local currencies, net sales decreased by 10.3 percent. The decline was mainly driven by clients not enrolled in subscription contracts. Ad hoc revenue from these other clients declined by 31.5 percent, while ad hoc revenue from subscribers declined by 7.7 percent. Subscription revenue increased by 0.5 percent.

#### Earnings

Gross profit amounted to SEK 52.9 (62.1) million, a decrease of 14.9 percent to a margin of 72.7 (77.8) percent. In local currencies, the decrease was 16.5 percent. The gross margin was impacted by fewer ad hoc projects, lower revenue in the high-margin Customer Experience segment, and negative FX effects.

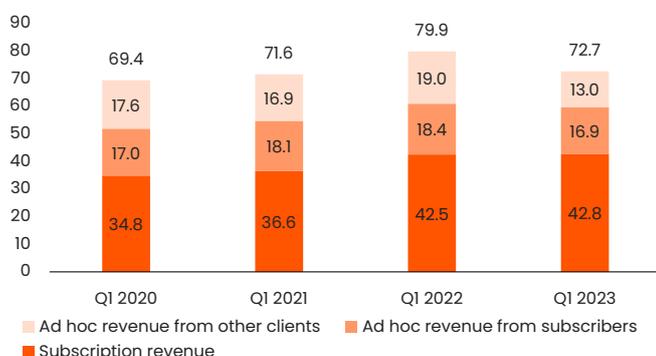
Operating profit (EBIT) for the quarter amounted to SEK -3.9 (8.9) million. Gradual effects of the cost savings program in December have materialized in Q1, but declining net sales and gross margins put additional pressure on profitability in the short term.

Net income amounted to SEK -4.5 (7.9) million and Earnings per share amounted to SEK -0.57 (1.00).

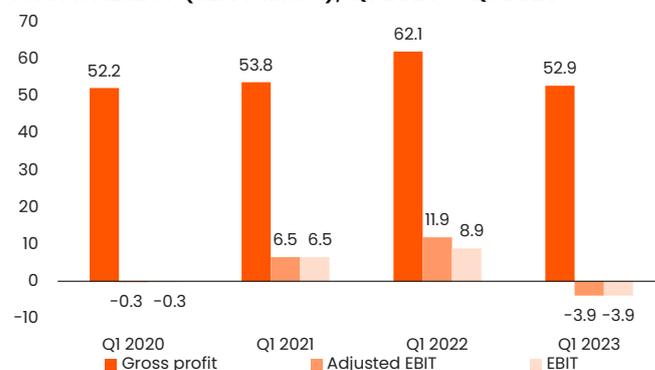
#### Cash flow

Cash flow from operating activities amounted to SEK 5.6 (10.7) million of which the change in working capital amounted to 6.7 (1.1) million. Cash flow from investing activities amounted to SEK -6.7 (-7.0) million. Cash flow from financing activities amounted to SEK 0.0 (0.0) million.

REVENUE BREAKDOWN (SEK million), Q1 2020 – Q1 2023



PROFITABILITY (SEK million), Q1 2020 – Q1 2023



## MULTI-YEAR FINANCIAL OVERVIEW

	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
Annual Recurring Revenue (ARR)	168.6	170.9	168.4	162.5	170.9	169.2	141.5	145.5	147.2	146.2	138.7	137.6	140.4
ARR growth (%)	-1.3	1.0	19.1	11.7	16.1	15.8	2.0	5.8	4.8	12.7	6.5	2.8	12.1
Subscription revenue	42.8	42.0	40.8	44.5	42.5	38.5	36.0	36.9	36.6	35.5	33.8	34.9	34.8
Ad hoc revenue from subscribers	16.9	19.2	9.6	20.1	18.4	20.4	13.8	24.0	18.1	17.7	9.1	15.3	17.0
Ad hoc revenue from other clients	13.0	15.1	19.1	22.0	19.0	19.8	17.0	17.6	16.9	14.6	14.2	14.4	17.6
Net sales	72.7	76.3	69.5	86.5	79.9	78.7	66.7	78.5	71.6	67.8	57.0	64.6	69.4
Gross profit	52.9	55.2	51.9	67.0	62.1	63.1	53.1	61.3	53.8	50.3	41.9	45.7	52.2
Gross margin (%)	72.7	72.3	74.7	77.5	77.8	80.2	79.7	78.1	75.2	74.2	73.5	70.9	75.2
Adjusted EBIT	-3.9	0.7	4.9	11.8	11.9	10.7	11.1	11.7	6.5	5.4	5.9	4.7	-0.3
Adjusted EBIT margin (%)	-5.3	1.0	7.1	13.7	14.9	13.6	16.6	14.9	9.1	7.9	10.3	7.2	-0.4
EBIT	-3.9	-3.8	4.9	9.6	8.9	10.7	11.1	11.7	6.5	5.4	5.9	4.7	-0.3
EBIT margin (%)	-5.3	-4.9	7.1	11.1	11.1	13.6	16.6	14.9	9.1	7.9	10.3	7.2	-0.4
Net income	-4.5	-4.9	5.5	9.0	7.9	10.5	10.2	10.7	7.3	4.3	5.6	2.8	0.4
Profit margin (%)	-6.2	-6.4	7.9	10.4	9.9	13.3	15.2	13.6	10.2	6.3	9.9	4.3	0.6
Cash flow from operating activities	5.6	9.3	-11.4	7.4	10.7	11.0	3.3	13.3	-1.5	16.5	-0.8	36.7	11.5
Net financial position	62.7	63.8	62.5	79.6	88.7	85.1	78.5	79.2	67.0	69.5	54.7	56.7	22.9
Earnings per share (SEK)	-0.57	-0.62	0.70	1.14	1.00	1.33	1.29	1.35	0.93	0.55	0.72	0.35	0.06
Dividend per share (SEK)	0.00	0.56	0.00	0.00	0.00	1.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00
No. of employees, avg.	311	325	308	290	281	272	260	253	239	238	242	254	270
<b>Other metrics</b>													
Net revenue Retention (NRR) (%)	97.5	101.7	90.7	101.3	108.7	104.1	97.2	100.3	101.6	103.1	94.7	99.4	98.6
Churn (%)	1.6	0.6	1.5	1.0	1.7	0.8	0.1	0.4	3.0	0.2	0.4	0.6	1.5

## DEFINITIONS OF GROUP KEY RATIOS

KPI	Definition
<b>Annual Recurring Revenue (ARR)</b>	Subscription revenue in the last month of the period recalculated to a 12-month basis.
<b>ARR growth</b>	Growth in Annual Recurring Revenue (ARR) from the corresponding period the year before.
<b>Subscription revenue</b>	Revenue from subscription contracts.
<b>Ad hoc revenue from subscribers</b>	Revenue from one-time projects with clients that are enrolled in a subscription contract.
<b>Ad hoc revenue from other clients</b>	Revenue from one-time projects with clients that are not enrolled in a subscription contract.
<b>Gross profit</b>	Net sales reduced with direct costs.
<b>Gross margin</b>	Gross profit as a percentage of net sales.
<b>Adjusted EBIT</b>	EBIT excluding items affecting comparability.
<b>Adjusted EBIT margin</b>	Adjusted EBIT as a percentage of net sales.
<b>Items affecting comparability</b>	Extraordinary items during the period.
<b>EBIT</b>	Earnings before interest and taxes.
<b>EBIT margin</b>	EBIT as a percentage of net sales.
<b>Profit margin</b>	Net income as a percentage of net sales.
<b>Net financial position</b>	Cash and cash equivalents less interest-bearing liabilities at the end of the period.
<b>Earnings per share</b>	Net income attributable to the parent company's shareholders divided by the average number of shares outstanding.
<b>Dividend per share</b>	Dividend for the period divided by the number of shares outstanding at the end of the period.
<b>No. of employees, avg.</b>	The average number of full-time employees during the period.
<b>Net Revenue Retention (NRR)</b>	Net change of upgrades, downgrades, and churn in subscription revenue from existing clients during the period as a percentage of subscription revenue in the previous period.
<b>Churn</b>	Lost subscription revenue from churned subscribers during the period as a percentage of subscription revenue in the previous period.



## Segment breakdown

The Group segments represent the solution areas and revenue types closely monitored by the Group Management. Marketing Optimization is the core focus area, including the products Brand tracker, Campaign measurement, and Marketing Mix Modelling. Revenue is split by revenue type, consisting of subscription revenue from long-term contracts, ad hoc revenue from subscribers, and ad hoc revenue from other clients.

Quarterly overview SEK million	Marketing Optimization		Customer Experience		Innovation Acceleration		Other		Eliminations		Group	
	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1
	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022
Subscription revenue	38.4	35.4	3.7	6.0	0.1	0.1	0.6	1.1	0.0	0.0	42.8	42.5
Ad hoc revenue from subscribers	13.6	11.9	1.2	1.6	1.9	4.6	0.3	0.3	0.0	0.0	16.9	18.4
Ad hoc revenue from other clients	8.9	12.4	2.1	2.2	1.2	4.1	0.7	0.3	0.0	0.0	13.0	19.0
Reclassifications	0.0	0.0	0.0	-0.1	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0
<b>Net sales</b>	<b>60.9</b>	<b>59.7</b>	<b>7.0</b>	<b>9.6</b>	<b>3.2</b>	<b>8.8</b>	<b>1.6</b>	<b>1.8</b>	<b>0.0</b>	<b>0.0</b>	<b>72.7</b>	<b>79.9</b>
Direct costs	-17.5	-15.3	-0.5	-1.1	-0.6	-1.4	-0.9	-0.3	-0.3	0.3	-19.8	-17.8
<b>Gross profit</b>	<b>43.4</b>	<b>44.4</b>	<b>6.4</b>	<b>8.5</b>	<b>2.6</b>	<b>7.4</b>	<b>0.7</b>	<b>1.5</b>	<b>-0.3</b>	<b>0.3</b>	<b>52.9</b>	<b>62.1</b>
<i>Growth (%)</i>												
Subscription revenue	8.5	14.5	-39.1	35.6	25.6	-	-45.4	-14.0	-	-	0.5	16.3
Ad hoc revenue from subscribers	14.4	40.4	-23.7	-14.6	-59.2	-36.9	-10.5	-36.6	-	-	-7.7	1.5
Ad hoc revenue from other clients	-27.9	16.1	-1.9	153.0	-70.3	-14.0	118.2	-40.2	-	-	-31.5	12.4
Net sales	2.1	18.9	-27.7	32.3	-63.5	-26.7	-11.0	-12.7	-	-	-9.0	11.6
<i>Share of the segment (%)</i>												
Subscription revenue	63.1	59.3	52.5	62.4	3.3	1.0	36.0	58.7	-	-	58.8	53.2
Ad hoc revenue from subscribers	22.3	19.9	17.0	16.1	58.5	52.4	17.7	17.6	-	-	23.3	23.0
Ad hoc revenue from other clients	14.6	20.7	30.4	22.5	38.2	46.9	46.3	18.9	-	-	17.9	23.7
Segment sales share of Group	83.8	74.7	9.6	12.0	4.4	11.0	2.2	2.3	-	-	100.0	100.0
Gross margin (%)	71.2	74.4	92.4	88.6	81.8	84.3	45.7	81.9	-	-	72.7	77.7



## Consolidated income statements

KSEK	Jan-Mar 2023	Jan-Mar 2022	Full year 2022
Net sales	72 690	79 877	312 145
Capitalized expenditures	6 733	6 968	27 048
Other external income	985	1 860	6 810
	<b>80 409</b>	<b>88 705</b>	<b>346 003</b>
Direct costs	-19 817	-17 749	-75 958
Other external costs	-9 621	-11 790	-46 615
Personnel costs	-50 379	-46 577	-187 625
Depreciation and amortization	-3 234	-2 581	-11 221
Other operating costs	-1 243	-1 131	-4 923
<b>Operating income</b>	<b>-3 885</b>	<b>8 876</b>	<b>19 661</b>
Financial income	190	1 104	4 802
Financial expenses	-604	-577	-2 741
<b>Earnings before tax</b>	<b>-4 299</b>	<b>9 402</b>	<b>21 722</b>
Tax	-173	-1 506	-4 233
<b>Net income</b>	<b>-4 472</b>	<b>7 896</b>	<b>17 488</b>
Profit attributable to the parent company's shareholders	-4 472	7 896	17 488
Shares outstanding, end of period	7 863 186	7 863 186	7 863 186
Average number of shares outstanding during the period	7 863 186	7 863 186	7 863 186
Earnings per share	-0.57	1.00	2.22



## Consolidated balance sheets

KSEK	March 31, 2023	March 31, 2022	December 31, 2022
<b>ASSETS</b>			
Intangible assets	50 514	35 256	46 932
Tangible assets	801	821	905
Financial assets	1 059	913	1 052
<b>Total non-current assets</b>	<b>52 373</b>	<b>36 990</b>	<b>48 889</b>
Trade receivables	49 247	42 888	76 281
Other current receivables	3 215	2 545	2 707
Prepayments and accrued income	21 089	20 546	19 419
Cash and cash equivalents	62 694	88 736	63 825
<b>Total current assets</b>	<b>136 245</b>	<b>154 715</b>	<b>162 232</b>
<b>TOTAL ASSETS</b>	<b>188 618</b>	<b>191 705</b>	<b>211 120</b>
<b>EQUITY</b>			
Shareholders' equity	1 573	1 573	1 573
Other capital contributions	115 020	115 383	115 020
Translation difference	179	260	-180
Retained earnings incl. net profit for the period	-11 196	-7 008	-6 724
<b>Total equity</b>	<b>105 576</b>	<b>110 208</b>	<b>109 689</b>
<b>LIABILITIES</b>			
Due to customers	17 410	21 588	25 469
Tax liabilities	1 098	89	1 342
Trade payables	19 966	19 276	27 649
Other current liabilities	9 746	10 131	13 793
Accrued expenses and deferred income	34 823	30 413	33 178
<b>Total current liabilities</b>	<b>83 043</b>	<b>81 498</b>	<b>101 432</b>
<b>Total liabilities</b>	<b>83 043</b>	<b>81 498</b>	<b>101 432</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>188 618</b>	<b>191 705</b>	<b>211 120</b>
<b>PLEDGED</b>			
Chattle	14 000	14 000	14 000
<b>Total pledged</b>	<b>14 000</b>	<b>14 000</b>	<b>14 000</b>



## Consolidated statements of changes in equity

KSEK	Shareholders' equity	Other capital contributions	Translation difference	Retained earnings incl. net profit for the period	Total equity
<b>2022</b>					
<b>Opening balance of equity January 1, 2022</b>	1 573	115 383	745	-14 904	102 797
Net profit for the period	-	-	-	7 896	7 896
Translation difference	-	-	-485	-	-485
<b>Closing balance of equity March 31, 2022</b>	<b>1 573</b>	<b>115 383</b>	<b>260</b>	<b>-7 008</b>	<b>110 208</b>
<b>2023</b>					
<b>Opening balance of equity January 1, 2023</b>	1 573	115 020	-180	-6 724	109 689
Net profit for the period	-	-	-	-4 472	-4 472
Translation difference	-	-	359	-	359
<b>Closing balance of equity March 31, 2023</b>	<b>1 573</b>	<b>115 020</b>	<b>179</b>	<b>-11 196</b>	<b>105 576</b>



## Consolidated statements of cash flow

KSEK	Jan-Mar 2023	Jan-Mar 2022	Full year 2022
<b>Operating activities</b>			
Profit before tax	-4 299	9 402	21 722
Adjustment for non-cash items	3 583	2 085	10 223
Income tax paid	-417	-1 961	-3 435
<b>Cash flow from operating activities before adjustment of working capital</b>	<b>-1 133</b>	<b>9 527</b>	<b>28 510</b>
Increase (-) / Decrease (+) of current receivables	24 855	13 098	-19 330
Increase (+) / Decrease (-) of current liabilities	-18 145	-11 963	6 718
<b>Cash flow from operating activities</b>	<b>5 577</b>	<b>10 662</b>	<b>15 898</b>
<b>Investing activities</b>			
Acquisitions/divestments of tangible assets	25	-35	-336
Acquisitions/divestments of intangible assets	-6 733	-6 968	-27 048
Acquisitions/divestments of financial assets	0	7	-88
<b>Cash flow from investing activities</b>	<b>-6 708</b>	<b>-6 996</b>	<b>-27 472</b>
<b>Financing activities</b>			
Dividend	-	-	-9 672
<b>Cash flow from financing activities</b>	<b>-</b>	<b>-</b>	<b>-9 672</b>
<b>Net cash flow for the period</b>	<b>-1 131</b>	<b>3 666</b>	<b>-21 246</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>63 825</b>	<b>85 071</b>	<b>85 071</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>62 694</b>	<b>88 736</b>	<b>63 825</b>



## Parent company income statements

KSEK	Jan-Mar 2023	Jan-Mar 2022	Full year 2022
Other external income	164	493	1 802
	<b>164</b>	<b>493</b>	<b>1 802</b>
Other external costs	-536	-583	-2 701
Personnel costs	-1 437	-1 417	-5 129
<b>Operating income</b>	<b>-1 809</b>	<b>-1 507</b>	<b>-6 027</b>
Financial income	869	389	3 252
Financial expenses	-	-0	-0
<b>Earnings before tax</b>	<b>-940</b>	<b>-1 118</b>	<b>-2 776</b>
Group contributions received	-	-	2 775
Tax	-	-	-
<b>Net income</b>	<b>-940</b>	<b>-1 118</b>	<b>-1</b>



## Parent company balance sheets

KSEK	March 31, 2023	March 31, 2022	December 31, 2022
<b>ASSETS</b>			
Financial assets	100 550	113 635	97 775
<b>Total non-current assets</b>	<b>100 550</b>	<b>113 635</b>	<b>97 775</b>
Receivables Group companies	1 039	771	6 410
Tax receivables	410	410	322
Other current receivables	19	117	39
Prepayments and accrued income	307	347	78
Cash and cash equivalents	4 536	1 541	2 949
<b>Total current assets</b>	<b>6 312</b>	<b>3 185</b>	<b>9 798</b>
<b>TOTAL ASSETS</b>	<b>106 862</b>	<b>116 820</b>	<b>107 573</b>
<b>EQUITY</b>			
Shareholders' equity	1 573	1 573	1 573
Share premium reserve	115 020	115 020	115 020
Retained earnings	-10 403	-730	-10 402
Net profit for the period	-940	-1 118	-1
<b>Total equity</b>	<b>105 250</b>	<b>114 744</b>	<b>106 190</b>
<b>LIABILITIES</b>			
Trade payables	294	360	204
Other current liabilities	226	306	247
Accrued expenses and deferred income	1 093	1 409	932
<b>Total current liabilities</b>	<b>1 612</b>	<b>2 076</b>	<b>1 383</b>
<b>Total liabilities</b>	<b>1 612</b>	<b>2 076</b>	<b>1 383</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>106 862</b>	<b>116 820</b>	<b>107 573</b>



## Parent company statements of changes in equity

KSEK	Shareholders' equity	Other capital contributions	Retained earnings incl. net profit for the period	Total equity
<b>2022</b>				
Opening balance of equity January 1, 2022	1 573	115 020	-730	115 863
Net profit for the period	-	-	-1 118	-1 118
<b>Closing balance of equity March 31, 2022</b>	<b>1 573</b>	<b>115 020</b>	<b>-1 849</b>	<b>114 744</b>
<b>2023</b>				
Opening balance of equity January 1, 2023	1 573	115 020	-10 403	106 190
Net profit for the period	-	-	-940	-940
<b>Closing balance of equity March 31, 2023</b>	<b>1 573</b>	<b>115 020</b>	<b>-11 343</b>	<b>105 250</b>



## Other disclosures

### ACCOUNTING PRINCIPLES

The Group accounts have been established according to Swedish GAAP (Årsredovisningslagen and Bokföringsnämndens allmänna råd 2012:1 Årsredovisning och koncernredovisning (K3)). The Group consists of the parent company Nepa AB (publ) and nine subsidiaries, seven of which non-Swedish. Accounting principles and valuation principles correspond to the ones used in the latest annual report.

### RISKS AND UNCERTAINTIES

Nepa faces several business risks and market risks, including the dependency on qualified personnel, the ability to handle growth, and technological development. The macroeconomic environment with interest rate hikes and inflation as well as the war in Ukraine may affect companies' willingness to invest.

### AUDITING

This report has not been audited by the company's auditors.

### CONTACT DETAILS

Edvard Hagman, Investor Relations  
ir@nepa.com

### THE SHARE AND DIVIDEND

The share capital of Nepa AB (publ) amounted, on March 31, 2023, to SEK 1,572,637.20 divided into 7,863,186 shares, each with a nominal value of SEK 0.20. Nepa AB (publ) is listed on the Nasdaq First North Growth Market stock exchange since April 26th, 2016 under the ticker NEPA. A trading unit consists of one hundred and ten (110) shares. All shares are of the same series and have the same voting rights and dividends rights.

### SHAREHOLDERS

Ten largest shareholders as of March 31, 2023	Number of shares	Votes and capital
Ulrich Boyer and companies	1,496,396	19.0%
Elementa Fonder	1,285,702	16.4%
Swedbank Robur Microcap	950,000	12.1%
Aktia Nordic Microcap	373,312	4.7%
Försäkringsbolaget Avanza Pension	341,941	4.3%
Cliens Kapitalförvaltning	300,000	3.8%
Schroders Investment Management	225,000	2.9%
Niclas Öhman and companies	199,669	2.5%
SEB Life International Assurance	175,000	2.2%
Björn Nordenborg	148,000	1.9%
<b>Ten largest shareholders</b>	<b>5,495,020</b>	<b>69.9%</b>
Other shareholders	2,368,166	30.1%
<b>Total number of shares</b>	<b>7,863,186</b>	<b>100.0%</b>

### FINANCIAL CALENDAR

Event	Date
Annual General Meeting 2023	June 9, 2023
Q2 Interim report Apr – Jun, 2023	August 18, 2023
Q3 Interim report Jul – Sep, 2023	November 17, 2023
Q4 Year-end report Oct – Dec, 2023	March 15, 2024



## CERTIFICATION

The Board of Directors and the CEO certify that this interim report provides a correct depiction of the Group's and parent company's businesses, financial position and results, and that it describes the relevant risk factors and uncertainties the company is facing.

Katarina Bonde  
Chairman of the Board

Ulrich Boyer  
Board member, CEO

Dan Foreman  
Board member

Anne Årneby  
Board member

Andreas Bruzelius  
Board member

Stockholm, May 16, 2023

The Board of Directors of Nepa AB (publ)

