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The audited Annual Report for Net Insight AB (publ) 556533-4397 consists of the Administration Report and the accompanying financial statements on pages 50-107. The Corporate Governance report, audited by the company's auditors, can be found on pages 42-47. Sustainability Report, audited by the company's auditors in accordance with the Annual Accounts Act, can be found on pages 30-36 and 58-60. While every care has been taken in the translation of this Annual Report, readers are reminded that the original Annual Report, signed by the Board of Directors or in European Single Electronic Format (ESEF), is in Swedish. The Annual Report in ESEF is published on www.netinsight.net.

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This is Net Insight

For over 25 years, we have provided innovative solutions for efficient and reliable real-time transport of media content to customers worldwide. Our product portfolio supports the majority of industry standards and protocols, allowing for seamless integration into our customers' existing networks. We have also established ourselves as a provider of 5G synchronization solutions.

We deliver high-quality solutions that result in exceptional viewing experiences, primarily in live sports but also in entertainment and news reporting. Our offering is tailored to service providers, broadcasters, and production companies. Our clients include Tata Communications, Globecast, CBS Sports, MediaKind, Lumen, and Console Connect, all of which have specific and demanding requirements.

Over the past year, we continued to develop and enhance our media solutions within IP and cloud services and as a result of this, our extensive product portfolio now supports even more industry standards and protocols. Our open approach to technology allows customers to maximize their existing

infrastructure investments, while seamlessly integrating new features.

Our role in 5G time synchronization has become increasingly important. Our new GPS-independent solution for 5G networks offers high precision and performance while reducing costs and accelerating the deployment of 5G networks. We are working with and delivering our synchronization solution to leading telecommunications companies such as Türk Telekom, Three Sweden, and Teracom.

Net Insight continues to push the boundaries of what is possible in both media and time synchronization for 5G and other critical networks, always with a focus on meeting customer needs.

25 years' experience of the biggest live events

559

SEK million in revenue

+500

More than 500 customers

+70

Global presence with customers in more than 70 countries



Financial overview

Continued growth and increased profitability

In 2023, both revenues and operating profit reached historic highs. Revenues amounted to SEK 559.4 million in 2023, an increase of 17.7% (currency-adjusted 12.4%) compared to the previous year. The strong growth was the result of the company's investments in product development and increased local presence, which laid the foundation for continued growth in the Media business. Favorable exchange rate effects also contributed to growth in 2023. Despite continued investments for further growth and inflation-driven cost increases, the operating margin (EBIT%) was maintained and remained at 12.7%, the same level as in the previous year.

- Capitalized development expenses amounted to SEK 236.5 million at the end of the year, and the average number of employees in the year was 146 (131).
- Net Insight has a strong financial position and cash equivalents of SEK 266.4 million. Cash flow for the year amounted to SEK -41.7 million, which includes share repurchases totaling SEK -50.4 million.

Financial Targets and Results

After achieving the financial targets before the end of the previous period, the targets were revised at the beginning of 2023.

- Organic Growth During the period 2023-2027, average organic growth should be at least 15%.
- Operating Margin During the period 2023-2027, operating margin (EBIT%) should reach 20%.

Growth in 2023 amounted to 17.7%, above the target for the period, while operating margin in 2023 amounted to 12.7%, below the target for the period 2023-2027. We see continued growth opportunities within the Media business, supported by investments in primary growth areas implemented in recent years. With the launch of the new time synchronization product at the end of 2023 following extensive development, we also see good opportunities for increased growth in that area, as well as strengthened profitability due to economies of scale and slightly lower investment levels.



KPI¹	2023	2022
Net sales, SEK millions	559.4	475.1
Operating earnings, SEK millions	70.9	60.5
Net income, SEK millions	60.1	54.0
Earnings per share, diluted, SEK	0.17	0.15
Average number of employees	146	131
Total cash flow, SEK millions	-41.7	-47.0
Equity/asset ratio, %	74.2%	71.6%
Equity per share diluted, SEK	1.75	1.63

¹ Additional key figures, definitions, and reconciliations, see pages 115-126.

Dividend Policy

Decisions will be made annually based on Net Insight's financial position, future growth potential, profitability, M&A opportunities, and liquidity.



Significant events



Important framework agreements for time synchronization

We deepened our partnership with Three Sweden and signed a framework agreement in the year worth approximately SEK 30 million

for a national rollout of our 5G time synchronization solution in their mobile network. This demonstrates Three Sweden's continued trust in us as a supplier and our technology. Three Sweden see the benefits of our solution from a business perspective and in terms of delivery, service, and support. In December, we signed a framework agreement with Teracom, a state-owned group, worth over SEK 10 million for time synchronization of their critical networks, to be implemented during 2023 and 2024. Teracom chose us after a thorough evaluation process of our robust and GPS-independent solution Zyntai, which meets high performance and security requirements, crucial for Teracom's critical services. The agreement marks a strategic development for us in time synchronization for critical networks.



Launching Zyntai

Zyntai is our new product family • within time synchronization for 5G and critical networks. Today, time synchronization is required in all 5G networks, and Zyntai creates a

time synchronization network that works independently of the underlying IP and transport infrastructure. This provides precise time synchronization where needed without requiring time synchronization hardware in routers, switches, and transport nodes, and it also works over leased capacity.

Zyntai is therefore suitable for operators who want to offer their customers GPS-independent time synchronization networks, secure synchronization in mixed infrastructures, over leased connections, and/or older IP networks. One example of such an operator is Teracom.

By distributing time synchronization across the network, customers' locations also become independent of external GNSS sources (Global Navigation Satellite System) such as GPS, reducing vulnerability to disruptions beyond their control. As part of the launch, we also created a new website for the time synchronization area. The aim is to highlight all the available advantages of our solution and showcase how it can be implemented in different network solutions and used across various industries.



Strong sales success and expansion in North **America and Europe**

Throughout the year, we built a strong, experienced, and dedicated sales organization for time synchronization in North America, where we won a test and expansion order with a major American telecom operator. In addition, our 5G time synchronization solution was chosen by a new government customer in Europe for its critical networks, with an initial rollout phase worth SEK 1 million. This demonstrates how our time. synchronization solution offers high security and accuracy in the most challenging environments.

MediaKind

Several agreements and partnerships secured with Nimbra Edge

These agreements include Lumen, a major US operator, Console Connect, who have launched a network platform as a service, and CBS Sports for their newly launched football channel, Golazo Network. CBS Sports uses our Nimbra Edge for cloudbased aggregation and distribution and is one of the largest cloud-based solutions in broadcast

production, contribution and distribution of sports content. This demonstrates the reliability and scalability of our cloud solution, as well as the benefits of combining production, aggregation, and broadcasting in the cloud. Additionally, these new deals showcase our ability to deliver our high-quality cloud-based solution to a diverse and prestigious customer base, with expectations that this trend will continue in the future. We also formed a partnership with MediaKind to integrate Nimbra Edge with their own solution for IP video distribution in the cloud.



Award-winning product launches

Our IP Media Trust Boundary Appliance, launched earlier in the year, was awarded the TV Tech Best of Show Award at IBC 2023. This solution, with media protection at its core, enables quick identification and resolution of potential disruptions, giving customers complete control over their broadcasts. We also launched new features for the Nimbra 1060 that support the industry standard ST 2110 for IP production with low-latency encoding.



Customer-centric offering reaches the next level

After the launch of our new website and the "Who you are matters" campaign in 2022, we continue to prioritize our customers by providing them with the ability to easily find the right solutions for their needs. At the IBC trade show, we presented a new innovative dynamic demo that explores our full range of media solutions for broadcasters, service providers, and production companies. A groundbreaking visualization illustrates how we can reach more customer segments than ever before with the same product portfolio, generating growth and economies of scale.



Customer and partner experience in focus

Improving the experience of our customers and partners is key to maintaining long-term and fruitful relationships. This year, we organized several activities for customers and partners to increase trust and enhance communication. An example is the strategic Customer Advisory Board held in May in New York. We organized a meeting with key North American customers to discuss their strategic priorities, focusing on the transition from productcentric to solution-centric approaches. The meeting helped us gain unique insights, strategic perspectives, and strengthened business relationships. We also organized the first partner event after the relaunch of our global partner program. The event took place over two days in Madrid, where resellers from EMEA were presented with overall strategy, trends and updated sales strategies for our offerings.

CEO Statement

In 2023, we continued to deliver steady growth. Our strategic focus has been clear - to develop IP and cloud-based services, as well as advanced time synchronization, areas that constitute our core competencies and offer significant growth opportunities. By addressing multiple parts of the value chain, we have expanded our business and maintained profitability, even in a time of geopolitical uncertainty. Over the past year our revenue increased by nearly 18 percent, and our operating profit reached SEK 70.9 million, which is a strong development compared to SEK 60.5 million in 2022. It is important to note our high pace of development and the significant investments we have made in new products and services, as well as strengthening our organization in both the media and time synchronization areas.

Increased demand

The market's needs and the shift within the media industry towards IP and cloud-based services have resulted in increased demand for our Nimbra products. We are a leader in the media market and actively engage in investing and strengthening this position to ensure continued growth and strong leadership. Our GPS-independent time synchronization, primarily developed for our media products, offers significant growth potential within 5G and critical networks. Additionally, we see potential to expand into other market segments, such as the power grid industry.

Important customer contracts

In the telecom sector, the deployment of 5G and initial discussions about 6G standards have significantly increased interest in our time synchronization

technology, highlighting growing demand for our expertise and solutions for time-critical applications. This trend also signals long-term potential. At the same time, the need for GPS-independent time synchronization has become increasingly prominent in areas such as power grids, emphasizing its importance for society. We have successfully secured important customer contracts in both 5G and critical infrastructure networks, including a framework agreement with Three Sweden for 5G network time synchronization. This was complemented by success in Europe and a test order from a US customer, indicating our growing global presence, particularly in North America and the APAC region. Our time synchronization solution, Zyntai, was not only launched commercially but also successfully implemented and tested, including through a



"The growth and improvement in results during 2023 are a result of the implementation of the updated strategic plan we established in 2020, which includes a broader product portfolio with increased software that makes it easy for our customers to smoothly integrate new features. Additionally, successfully launching the new time synchronization product according to plan creates a strong foundation for the future."



framework agreement with Teracom and expanded collaborations in the Americas.

Focus on security and quality

Over the past year, our Nimbra products have undergone important improvements with new IP functionality, attracting new customers and enabling cost-effective upgrades for existing customers. These improvements align with our strategic goal of consolidating, updating, and further developing the product offerings. With a growing focus on both international and national security, the demand for high-security and high-quality networks in areas such as video, telecom services, and power distribution has increased significantly. This development has opened up new opportunities in the markets where we operate, and we anticipate this need to continue to grow.

Our increased engagement with sports rights holders is part of our adaptation to market trends, and our expansion into more segments. Sports rights holders who manage championships or leagues have specific needs when it comes to security and quality in media distribution. They generate revenue by selling broadcasting rights to media companies, and it is

crucial for them to enhance the value of their content through customized solutions. High security standards are established to protect content and ensure reliable and high-quality transmission. This commitment complements our work in offering costeffective upgrades and improvements to our existing customers who already use our Nimbra products.

Strengthened role globally

Our strategy includes strengthening our role in IP and cloud technologies. We focus on improving and developing our platforms, such as Nimbra 1000 and Nimbra Edge, to meet the market's needs. Our product portfolio includes both software and hardware, and we adapt our pricing models through options for purchase, licenses, and rentals under specific events. We are working to increase our recurring revenue by strengthening license revenue through the cloud, as well as increasing the proportion of software in our products, which contributes to higher license revenue.

Well positioned for the future

In summary, we are stronger than ever after successfully overcoming the challenges we faced in 2023, and we look forward to creating new opportunities in 2024. In 2023, we have already

achieved our long-term goal of exceeding 15% growth. Our operating margin (EBIT%) is 12.7%, and we continue to work towards our long-term goal of reaching a 20% operating margin by 2027. In the fourth guarter, the operating margin was 18.1%.

Our prominent role in time synchronization and increased presence in the telecom industry reflect our ability to meet market demands. Our upgrades of Nimbra products have not only attracted new customers but also provided them with cost-effective solutions. We have achieved this leading position through long-term investments in IP and cloud technology. Additionally, our innovation in synchronization has opened the door to a new global market across multiple segments.

Our strategy to strengthen our position in IP and cloud technology continues to drive growth and positions us well for the future.

Solna, March 2024

Crister Fritzson CFO

Market outlook and emerging trends

MARKET & TRENDS IN THE MEDIA INDUSTRY

The media technology industry is currently undergoing significant changes, particularly in the areas of live sports broadcasting and remote production. Technological advancements are making live sports broadcasts more flexible and of higher quality, while remote production solutions offer cost-effective and customizable alternatives. These changes are restructuring the industry and emphasizing the importance of real-time content and technological innovation, where we see significant potential for our offerings.

Continued transition to IP

IP technology has revolutionized remote production for live sports, offering greater flexibility, reduced costs, improved production quality, scalability, realtime collaboration, and increased reliability, all of which are crucial for delivering a high-quality viewing experience to sports fans. IP-based workflows streamline the production process in live production and enable remote collaboration. According to the industry organization IABM's report "2023 State of Media Tech," investments in IP are decreasing as the industry continues to adapt to decentralized production. However, despite this decline, connectivity between studios and other filming locations, such as arenas (which rely on IP technology), continues to grow due to the trend towards decentralized production. Therefore, despite some decline in specific areas, we are seeing continued growth in IPbased solutions in the areas where we operate for content creation, distribution and management.

Cloud-based workflows continue to grow

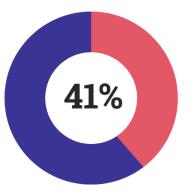
Many content providers, from large broadcasters to independent production companies, are increasingly using cloud-based workflows to achieve agility, flexibility, and cost-effectiveness for live broadcasts, particularly due to the need for remote production in sports. The use of cloud for media and entertainment productions increased significantly in 2023. IABM reports that media companies aiming to achieve higher efficiency in content creation are increasing investments in automated production and postproduction, driven by cloud and remote production.¹

Increased requirements for content

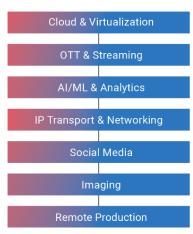
With the increased demand for high-resolution content and the need for efficient delivery across different platforms, content owners require advanced video coding and compression technologies. Additionally, they need advanced analytics tools to gain valuable insights into viewer behavior,

Remote Production

% of media business that have adopted remote production models



2023 Roadmap priorities in media tech



engagement patterns, and performance metrics. As workflows become increasingly IP-based, there is also a growing focus on content protection, especially secure transmission of media streams.

MARKET & TRENDS IN TIME SYNCHRONIZATION

In the 5G segment, we are witnessing growing demand for alternatives to GPS, driven by an increased need for time synchronization to address growing security challenges. The synchronization industry for 5G and 6G is expanding, with a focus on precision in time synchronization. Despite a general downturn in the 5G market, the synchronization market is growing, driven by increased demand for secure and more reliable network solutions.

Critical role of time synchronization in 5G networks

The importance of time synchronization is increasing in today's 5G networks, supporting demanding use cases such as automated vehicles or control of robots in smart factories. Without precise and accurate time synchronization, 5G services can fail to function effectively, leading to disruptions in operations and broader network and security issues. Time synchronization is not only crucial for 5G, but also for other sectors such as power grids, stock trading, and defense networks, indicating its growing significance in various critical network deployments.

Great market potential in other areas

Time synchronization is not only crucial for 5G but also for other sectors such as power grids, stock trading, and defense networks, indicating its growing importance in various critical network installations. In 2023, the focus has been on 5G and mobile networks, but we also secured our first order with a European company in critical public services and conducted initial tests with a major European power company.

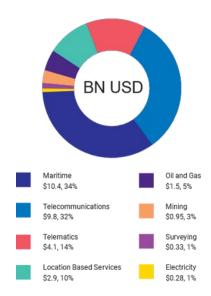
GPS disruptions becoming more common

During 2023, awareness increased of the need for robust and secure infrastructure for time synchronization, against the backdrop of geopolitical tensions and the vulnerability of GNSS (Global Navigation Satellite System)/GPS services. The number of deliberate disruptions, known as jamming or spoofing, has increased significantly in recent years. At the end of 2023, Russia conducted a major military exercise involving GPS jamming that affected countries such as Poland, the Baltic states and Sweden, which was reported in several publications. 2 GPS (Global Positioning System) is a critical component in many systems and services. The widespread use of GPS means that potential disruptions to the system can have significant consequences. According to a previously published report, a disruption lasting for 30 days could result in substantial economic losses, estimated at over USD 1 billion per day due to its key role in critical sectors such as financial services. telecommunications, and energy. ³

Precision Time Protocol (PTP) clocks

The use of Precision Time Protocol (PTP) clocks is increasing in industries such as finance, telecommunications, broadcasting, and industrial automation. These clocks are crucial to ensure that network elements such as switches and routers operate in perfect synchronization, which is necessary to minimize delays and improve overall network performance. 4





² GPS World, From Russia with love for Christmas: Jamming Baltic GPS, 2024

³ RTI International, Economic Benefits of the Global Positioning System (GPS),

⁴Timebeat, Understanding Precision Time Protocol: The Guide to PTP Grandmaster, Boundary, and Transparent Clocks, 2023



Net Insight's strategy

Net Insight is strengthening its market position within IP media and cloud by adapting to the rapid transition towards IP and cloud-based services in the media industry. The company's strategy, aimed at long-term sustainable growth, includes establishing a solid foundation internally, developing its core business, and expanding into adjacent technology and market segments. This entails increasing sales in new customer segments, a larger share of recurring licensing revenues, and a focus on time synchronization. The following strategic areas provide insight into how Net Insight plans to navigate the rapidly evolving technology industry.

Strengthening market position in IP media and cloud

Net Insight is actively engaged in strategically strengthening its market position by investing in the development and adaptation of its existing product portfolio. This initiative is specifically focused on meeting growing demand for IP and cloud-based services in the media industry. The company's robust product portfolio, including the technologically advanced Nimbra and Aperi series, is fundamentally prepared to handle the transition to more complex IP and cloud-based media formats. An important part of the strategy is Nimbra Edge, a platform known for its userfriendliness and openness, particularly in the handling of live media over the cloud.

Achieving growth through existing customer relationships

Net Insight strengthens its role as a valuable partner in the media industry by proactively addressing customer needs in the ongoing transformation towards IP and cloud-based solutions. The company has successfully integrated advanced features into existing products, facilitating the transfer of high-quality video over IP networks. By upgrading the Nimbra platform, Net Insight has managed to generate impressive growth among existing customers, even those using older hardware.

Expanding business in a new customer segment

Net Insight aims for growth by expanding within its existing customer segments of TV companies and production companies and reaching the new customer segment of rights holders. The company plans to package its product portfolio to meet the unique requirements of this new segment and position itself as a reliable partner. By broadening the customer base in these areas, Net Insight strives to diversify its revenue streams and open up more market opportunities.

Product consolidation and targeted **R&D** investment

To optimize R&D efforts, Net Insight will focus on product consolidation. This means that the company will streamline its product portfolio, integrate functionalities, and coordinate resources to maximize productivity and costeffectiveness. By consolidating products, the company aims to optimize its R&D investments and effectively meet market demands.

Recruitment and integration within the synchronization team

Over the past year, Net Insight has successfully recruited and integrated key personnel, with a particular focus on strengthening the synchronization team. This effort is part of a larger strategy to enhance the company's R&D processes. With a goal of continuing on this path, Net Insight focuses on attracting specialists who can contribute to innovation and streamline product development.

The company's R&D processes are continuously improving through the implementation of agile methods and enhanced communication channels. These steps are crucial to ensuring that Net Insight can maintain high product quality and quickly adapt to market changes.

Expand global presence with time synchronization

The company has long had a unique solution for national digital TV networks, a technology that has been adapted to the requirements and needs of mobile 5G and mission-critical networks. This effort resulted in the first major deal in 2021 with mobile operator Türk Telekom and additional agreements in 2022 with Swedish mobile operator Three Sweden. In December 2023, the company signed a significant agreement with Teracom, marking an important milestone in its expansion within time synchronization for critical networks.

In line with Net Insight's strategic objectives, an important step has been taken with the successful launch of Zyntai, offering several key advantages compared to the company's firstgeneration synchronization solution, which has generated increased interest from customers. The organization is now well-prepared and positioned for the upcoming phases of the growth strategy. Initial customers have been engaged, and several ongoing Proof of Concepts (PoCs) and tests confirm the product's relevance in the market.

Strengthening leadership, culture, and values

As Net Insight navigates through innovation and the rapidly changing media landscape, the company has made noticeable progress in strengthening leadership and implementing core leadership principles. A leadership development plan has been established and the implementation is ongoing, with the goal of reflecting the company's core values in all aspects of the business.

In parallel with these efforts, Net Insight is strengthening its position by continuously improving its technical expertise. By attracting and retaining qualified technical personnel, providing ongoing training, and fostering a culture of innovation and creativity, the company ensures its ability to deliver high-quality solutions and be a reliable technical partner.

These points together form Net Insight's strategic direction for driving growth and success in the future. By implementing these initiatives, Net Insight positions itself as a leading operator in video transport and media cloud technology, and expands into adjacent technologies such as time synchronization to continue providing innovative solutions to its customers.

Why invest in Net Insight?

With innovative solutions and a strong market position, Net Insight continues to demonstrate market leadership in a rapidly changing technology world. In 2023, the company's journey further confirmed Net Insight as an attractive choice for investors seeking long-term growth and sustainability.

Profitable growth and strong financial position

Net Insight has a solid financial position, providing the flexibility and capacity to continue investing in innovation and sustainable growth. With increased revenue and a higher proportion of recurring income from license-based customer offerings, revenue becomes more stable and less sensitive to individual transactions. The company has achieved growth for thirteen consecutive quarters and delivered record operating profit in 2023. Net Insight raised its financial targets at the start of 2023, and current targets for the period 2023-2027 comprise average annual organic growth of 15% and operating margin of 20% during the period.

Strong market position

For over 25 years, Net Insight has been at the forefront of digital innovation, working closely with leading TV broadcasters and service providers to deliver high-quality video from major live sports and entertainment events. With a global presence and expertise in media solutions and time synchronization, the company has successfully expanded into IP and cloud-based media transport, as well as established itself in time synchronization for 5G. Despite macroeconomic uncertainty, Net Insight's stable growth in these areas demonstrates its ability to successfully navigate dynamic markets, solidifying its position as an industry leader and innovator.

Innovation and cutting-edge technology

Net Insight stands out through its adaptability and innovative utilization of technological advancements. The company's commitment to R&D has resulted in successful commercialization of advanced technology. The Nimbra product platform, which has been honored with a technical Emmy® Award, has also laid a solid foundation for the company's success. This platform continues to be a sales success, thanks to ongoing software upgrades that support existing hardware infrastructure, and a sustainability-focused strategy. In 2020, Net Insight sold its innovative consumer streaming solution to Amazon, enabling increased investments in the core media business. With the launch of Zyntai, a groundbreaking platform offering GPS-independent time synchronization for 5G and other critical networks, Net Insight continues its journey as a pioneering trailblazer.

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Operations

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Employees and culture

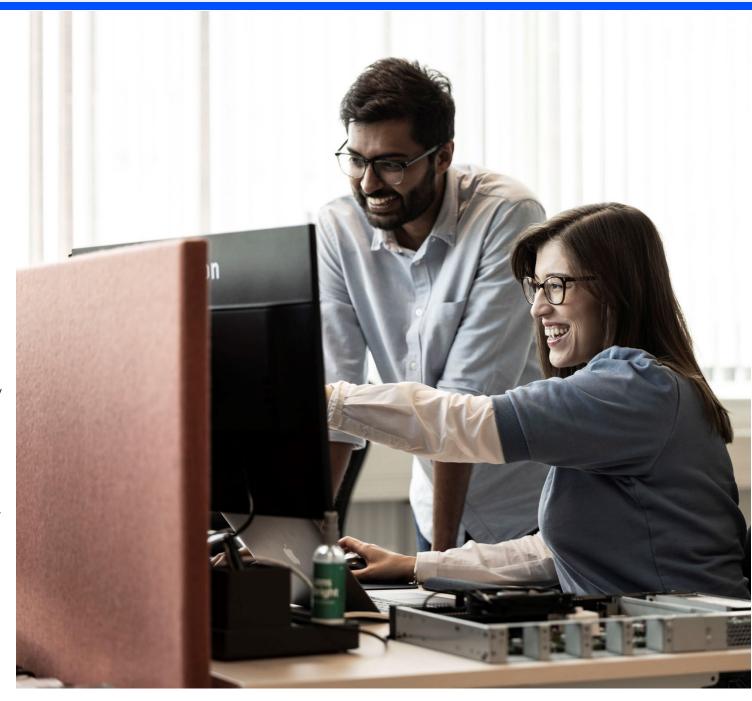
Recruitment

Net Insight operates in an industry where competition for the right candidates is tough, especially in technical roles. Despite this, we have been successful in attracting and recruiting new employees within the organization, with a focus on R&D and synchronization. These recruitments further contribute to our ongoing growth journey, product development, and our ability to meet our customers' current and future needs. In conjunction with our new focus on synchronization, we have also grown globally with new employees in Singapore, the US and Canada.

Throughout the year, we have been working on developing our employer brand, including developing our career site and participating in various job fairs to attract the right candidates. For the fourth consecutive year, we were also recognized as a career company.

Working environment

Being an attractive and sustainable employer is a high priority, and Net Insight regularly organizes various activities related to health and social interaction. Examples of this include group exercise sessions, after-work gatherings, and breakfasts. We also offer a





generous wellness allowance and on-site massage treatments

We use regular pulse surveys as an important tool to continuously monitor the temperature and wellbeing in the organization, and throughout the year, our different teams have worked on identifying strengths as well as areas for improvement.

Ongoing dialogue within the teams about our working environment is an important factor for ensuring a positive workplace. At the beginning of the year, we completed comprehensive workplace safety training for all managers throughout the organization. A sustainable work-life balance is important to us, and we offer the opportunity to work remotely up to 50% of the time.

Leadership

Net Insight's headcount has grown over the past year, which has brought new opportunities and challenges related to leadership. During the year, the organization's managers worked together to develop leadership principles that serve as a supportive framework and promote the leadership behaviors that we want at Net Insight.

We believe in communicative leadership that builds trust and creates engagement. Leadership that promotes collaboration and contributes to an open and inclusive culture where we have the courage to explore new ideas and can leverage different perspectives - a prerequisite for innovation and development. During the fall, we also launched a leadership program for all managers, which will run over the coming year with the aim of continuously developing our leadership.

Innovation

We operate in a complex and rapidly changing industry where companies that drive innovation and are able to quickly adapt to new challenges are successful. To achieve this, we want to promote an inclusive and open culture characterized by continuous development and strong collaboration. A culture where we take pride in our expertise and deliver the best possible products, solutions and services to our customers.

A career at Net Insight offers an opportunity to be part of an industry-leading team, to work with innovative technology, and to contribute to the future of media and synchronization.

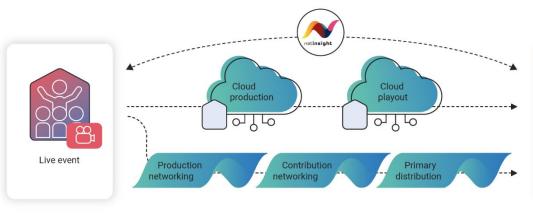
We provide a challenging and rewarding working environment that encourages personal and professional development. We have a flat organization that increases each individual's influence, commitment and ability to make a real difference. This creates the right conditions for innovation, which has been a consistent theme throughout Net Insight's history.

Rise

In 2023, Net Insight proudly sponsored Rise, a global advocacy membership organization that supports women in the broadcast media technology sector. Rise offers a mentoring program where we have a mentor and a mentee within our company. Additionally, one of our employees serves as the Nordic representative on Rise's European Advisory Board. We take pride in this sponsorship as it contributes to increased diversity and highlights the achievements of women across the industry.



Media transport



Net Insight provides media transport solutions for the entire B2B value chain. The value chain encompasses various stakeholders with diverse requirements. We develop both software and hardware solutions for IP networks and over the internet

Production

Production in live media transport involves the creation and production of live content such as TV broadcasts or livestreamed events.

Contribution

Contribution involves the process of transferring the produced content from one location to another, often to a TV network or channel.

Net Insight's Emmy® Award-winning Nimbra platform is used for live production of sports and other events. It supports remote production and reduces costs by minimizing the need for on-site resources such as OB vans (Outside Broadcasting) and personnel. Our technology enables personnel to work remotely and provides secure IP-based workflows for media. The technology is adaptable for both highquality and simpler productions, and supports the growing trend

Net Insight's Nimbra platform offers reliable and efficient IP-based transport of live content to rights holders for global sports events. This ensures seamless and high-quality delivery of content, which is crucial for the success of demanding live events. Our solutions include both fiber and cloud-based contribution, tailored to meet the need for secure and high-quality transport, which is critical to meet the demands of a global audience.

Primary distribution

2

Consumer distribution

Primary distribution is the stage where the finished content, such as from a TV channel, is sent out to distributors such as cable TV companies or IPTV operators, who then deliver the content to viewers, either through traditional TV broadcasting or via the internet to various platforms and devices.

Net Insight's technology supports primary distribution of content to OTT companies and cable TV distributors, facilitating the transition to cloud and internet solutions for more cost-effective distribution. over IP, handle a wide range of broadcasts and productions. This includes large-scale data center installations and ensures highquality, secure media transport, as well as network monitoring for a global audience.

Introduction **Operations** Sustainability Report



Important events



Cloud focus with Nimbra Edge

More and more new customers and partners are choosing Nimbra Edge -Lumen, MediaKind, and Console Connect have launched services based on our cloud solution during the year.



Launch of Trust Boundary Appliance and new IP features in Nimbra

Net Insight launched several products, including the Trust Boundary Appliance, and new features for the Nimbra 1060 that support the industry standard ST 2110 for IP production with low latency encoding.



Sports and culture

Net Insight has combined culture and technology by supporting the theater production "Tre Rum" and secured a major order for a German network for live sports broadcasting in collaboration with MTI and SHM Broadcast, showcasing their capabilities in advanced broadcast solutions.



Net Insight's solution was used at the World Summer **University Games**

Net Insight's compression solution (JPEG XS) was used to power the largest live contribution network during the World Summer University Games in Chengdu.



AT IBC2023 WINNER

IP Media Trust Boundary wins at IBC 2023

IP Media Trust Boundary with RP 2129 (a recommendation from the industry organization SMPTE), presented at IBC 2023, wins a Best of Show award and helps address network connectivity challenges with a focus on security.

Innovation in media transport

With a forward-thinking vision of the future of IP and cloud-based solutions, Net Insight is a trusted partner for the world's leading media companies. Offering a comprehensive portfolio of fiber, IP, and cloud-based media transport solutions, Net Insight helps customers to easily produce and deliver content to viewers worldwide. Net Insight is well-positioned in the media industry's transformation and continues to drive advancements in IP media and cloud technology to meet the needs and demands of customers.

TARGET AUDIENCE

Net Insight's target audience is broad and includes four main types of customers: service providers, rights holders, production companies, and TV broadcasters. These customer segments have unique needs and requirements, which we tailor our strategy to. We focus on building strong relationships with our larger customers while adapting our strategy to meet the needs of smaller operators through effective use of resellers and integrators. We aim to be a trusted partner for our customers by providing expertise and support throughout the process, from initial discussions to implementation and ongoing support.



We are proud of our recent successes, including the recognition of our IP Media Trust Boundary solution. Our technologies have demonstrated reliability and performance, and we are excited to welcome new talent to the team. Our product launches and partnerships reflect our commitment to enhancing our offering and driving efficiency in the industry. These achievements highlight our dedication to innovation.

Ulrik Rohne, CTO Media, Net Insight





Our customers

Service Providers

This includes telecommunications and media service providers specializing in providing media transport solutions, including production and contribution transport, as well as distribution solutions, primarily targeting broadcasters.

Their needs

The solution should be versatile, network-compatible, integrable, reliable, and scalable for different customers and network types, with a focus on quality control and managing multiple separate customers simultaneously.

Broadcasters

Broadcasters manage the procurement, production, and distribution of live content to viewers. They possess expertise and have their own solutions for the entire chain, from production to contribution, primary distribution, and consumer distribution.

A user-friendly solution with plug-and-play functionality, easy to customize for different event configurations, compatible with different network types (including managed networks and cloud/internet), and capable of handling both live and non-live requirements within the same platform.

Production companies

Production companies, specializing in creating live content for events, offer their services to broadcasters, rights holders, and rights agencies.

The solution should offer user-friendly plug-and-play functionality, use project-based pricing with operational costs, have customizable workflows for different events, and be capable of managing multiple separate customers simultaneously.

Rights holders

Rights holders, responsible for championships or leagues, generate revenue from their sports events. They sell broadcasting rights to media companies, which in turn broadcast or distribute these events to a larger audience.

The need for increased content value with customization options, meeting high security requirements to protect the content, and ensuring quality control and resilience for reliable content transmission.

"Net Insight's success is built on a sales strategy that adapts to global market changes and exceeds customer expectations. Through innovation and a focus on cutting-edge technology, we ensure long-term growth and leadership."

Mårten Blixt, CCO

Business model

Step 1: Initial investment in infrastructure

Initially, the customer makes an investment in hardware to build a robust network infrastructure that is optimized for media transport. The hardware is selected for its long lifespan and ability to handle large data volumes, which is crucial for efficient media distribution.

Step 2: Implementation of advanced software features

Once the infrastructure is in place, we integrate both basic and advanced software features to enable highquality and efficient distribution of media across various channels. These features are designed to maximize compatibility and performance across a wide range of receiving devices.

Step 3: Ongoing support and maintenance

We provide continuous support and maintenance for the initial infrastructure. This ensures the reliability and performance of the system and proactively addresses any challenges associated with media transport.

Step 4: Expansion with new software features

To meet the growing and evolving needs of the media transport sector, we offer expansion of the existing system with new software features. This may include additional encoding capabilities, enhanced security features to protect against data breaches, and advanced data transfer protocols to optimize the distribution of media content.

Step 5: Expansion of processing capacity

We offer expansions for processing capacity through additional cards for the existing chassis. These additions enhance the system's ability to handle larger volumes of media files and more complex processing, which is crucial for supporting the scalability of media transport.



HOW NET INSIGHT ACTS: OUR STRATEGY

Our sales strategy is tailored to adapt to global market changes. With a customer-centric focus, we strive to exceed expectations and cement our position as a leading provider of media network solutions. By being responsive to market needs and actively responding

to changes, we aim to remain relevant and competitive. We are aware that success in the media industry requires continuous effort to stay at the forefront of technology and meet customer needs. We customize and optimize our product portfolio based on the unique needs of our customers, allowing us to

offer innovative solutions that surpass the demands of our ever-changing industry. By sticking to our core values and embracing change and innovation, we pursue long-term growth and success for Net Insight.

Management of global market differences

As part of strengthening our regional presence and impact locally, Net Insight implemented a restructuring and allocated resources, transitioning from two to the current three regions: AMERICAS, EMEA, and APAC. This change has proven successful in 2022 and provided the company with excellent coverage of local markets.

Adaptation to changing customer behaviors

We are adapting our business model to actively meet changing customer behaviors and offer tailored services that effectively respond to shifting market needs across different segments. We strive to build strong relationships with industry-leading players and position ourselves as an attractive choice for both small and medium-sized companies. By proactively adjusting our strategy, we ensure that Net Insight continues to be a flexible and reliable partner in a constantly evolving market. This direction prepares us to face future challenges and strengthens our position as a dynamic industry player.

Increased focus on event organizers

We plan to proactively strengthen our partnerships with event organizers, whose role in the industry is becoming increasingly important. Our aim is not only to identify these organizers but also to influence the plans for event rights, production, and distribution at an early stage.

Focus on partnerships

To increase our market penetration, we employ a strategy that combines active direct sales with close partnerships with resellers and integrators worldwide. Through a well-designed partner program, we take into account factors such as import regulations, culture, language, market maturity, and industry trends to tailor our marketing strategies at the local level. This integrated approach ensures an effective presence in different markets, and positions Net Insight as a flexible and reliable partner for customers around the world.

Ouick transition to IP and cloudbased services

With a focus on developing and enhancing our standards-based IPsolutions and cloud services, we are strengthening our team with experts in these areas. We are also investing in extensive skills training to ensure that our teams are well-equipped to introduce these innovative solutions to the market.

By deeply understanding and adapting to specific customer needs, we optimize our offering for various customer segments such as rights holders, production companies, and TV broadcasters. Each segment has its unique requirements, and by tailoring our solutions to these needs, we strive to maximize our value for each customer and create long-term success for Net Insight.





"We essentially take what Nimbra is from a hardware-based perspective and bring it into the cloud! We can pretty much bring any of the paths in that we need, and then push everything back out because every input and output in the network is available on this router.

Our ambitions don't end here. The goal was to launch the Golazo Network as a cloud-based service, an innovative approach in our industry. I'm extremely proud of the progress that our entire team has made."

> Corey Smith, Senior Director, Advanced Production Technologies at CBS Sports

Deep dive: Customer case media

Net Insight and CBS Sports are leading the future of sports broadcasting with a groundbreaking cloud-based platform for the Golazo Network

In 2023, in collaboration with Net Insight, CBS Sports developed a new cloud-based platform for its Golazo Network, a dedicated US channel that broadcasts soccer around the clock from all over the world, making it one of the largest cloud deployments in the TV industry ever.

The goal was to create a cloud solution for efficient orchestration, contribution, and distribution for Golazo Network. By combining Net Insight's cloud solution Nimbra Edge with Grass Valley's cloud platform AMPP, CBS Sports now has a robust and reliable solution that quickly and efficiently broadcasts football matches from various studios and events worldwide

One key advantage of Net Insight's solution is its flexibility and scalability. CBS Sports can easily adapt its content to changing needs and distribute it across various platforms, including CBSSports.com, mobile

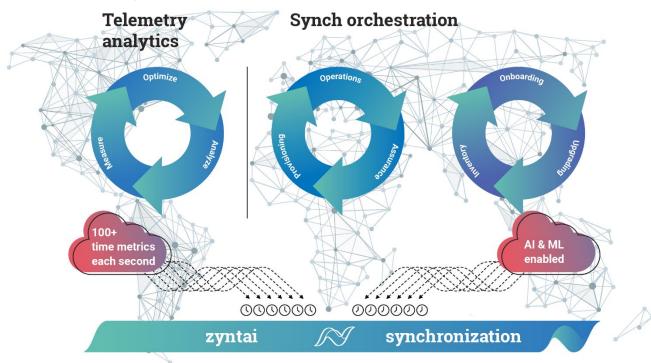
applications, and streaming services like Pluto TV and Paramount+.

This collaboration not only resulted in an exceptional product, but also provided an opportunity for Net Insight to showcase its expertise and technological advancements in the cloud.

"The partnership with CBS Sports has been a pivotal moment for Net Insight. We have initiated a new era in sports broadcasting by applying a cloud-based playout for premium content. Together with leading technology providers like Grass Valley and AWS, we have created an efficient and dynamic ecosystem that offers exceptional operational reliability and a better viewing experience. We are proud to lead the development towards the future of live sports broadcasting."

Ulrik Rohne, Media CTO, Net Insight

Time Synchronization



GPS/GNSS Independent Time Synchonization

Time synchronization increasingly important in many industries

Society has become increasingly reliant on accurate time synchronization across many areas, and the demand for precision has increased to ensure the proper functioning of new advanced features in power grids, telecom networks and media production.

Traditionally, satellite-based systems such as GPS have often been used for this purpose. However, the geopolitical situation has highlighted the vulnerability of GPS signal and how easily it can be disrupted, thereby jeopardizing these critical functions. A study conducted by GPS.gov indicates that the economic impact on the United States in the event of a GPS failure could exceed USD 1 billion per day. 5

5G and 6G will revolutionize how we communicate and enable entirely new services for both businesses and end-users. However, for these new services to function effectively, precise time synchronization is a fundamental requirement. Unlike 4G, 5G and 6G will support critical services and real-time business applications that require high availability and strong security. GPS or other GNSS (Global Navigation Satellite Systems) alone are not reliable synchronization options and should be complemented with network synchronization. Sweden recognized this early on and mandated its 5G operators to put an active backup to GPS/GNSS in place by January 1, 2025. Net Insight's solution meets the stringent demands for precise time synchronization and can serve as a complement or alternative to GPS/GNSS.

Our solution is an advanced time synchronization method for 5G networks and critical infrastructure. specifically designed to offer a high level of security and reliability, which is crucial for critical applications. It is designed to be cost-effective and fully interoperable with existing infrastructure, facilitating integration into existing network environments. The solution, as an alternative to traditional GPS/GNSSbased time synchronization, ensures the necessary accuracy to provide reliable and secure synchronization across heterogeneous networks.

⁵ RTI International, Economic Benefits of the Global Positioning System



This improves service availability and reduces the cost and complexity of deploying large networks with stringent timing requirements.

Time synchronization for 5G, 6G and critical networks: advances and opportunities

We have been providing advanced synchronization solutions to hundreds of media companies and network operators in over 70 countries for over 25 years. One unique aspect of our solutions is the ability to deliver extremely accurate synchronization over

existing networks, even for operators who do not own their own infrastructure and instead rely on leased capacity. The time synchronization solution has been used for over 15 years in national digital TV networks, independent of GPS/GNSS synchronization.

At the end of 2021, Net Insight and Türk Telekom signed a strategic partnership agreement worth SEK 220 million after careful evaluation and multiple tests. The aim of this collaboration was to develop a time synchronization solution for large-scale 5G networks

and future 6G networks. Recognizing the importance of having a solution independent of GPS/GNSS due to its geographical location, Türk Telekom identified significant cost and operational advantages with the new technology, which was named Precision TimeNet. At the end of 2023, we released the new optimized time synchronization product Zyntai based on this strategic partnership.

Significant events



Strategic customer contracts in 5G and critical societal networks

We have secured several strategic customer contracts, including a new agreement with a government customer in Europe for critical networks America. Additionally, we have signed a approximately SEK 30 million with of its 5G mobile network.



Successful global communication

We actively participated in global events such as MWC in Barcelona and Las Vegas, NetworkX in Paris, and Open RAN World in Berlin and Dallas. We were also invited as speakers at WSTS in Vancouver, ITSF in Antwerp, and participated in a synchronization webinar organized by Light Reading. Net Insight is now well-known in the field of synchronization, and we are establishing ourselves in the 5G and telecom industry.



Launch and release of nextgeneration platform

Our new platform, designed for largescale deployments in operator networks, includes Zyntai Time Node and Zyntai Director. We launched it at the Mobile World Congress (MWC) earlier in the year and it was released as planned at the end of November. Customer integration in Three Sweden's network began during the fall.



Global expansion

We are expanding our local presence in sales of time synchronization in North America and APAC, which represents a significant strategic development that strengthens our global reach and enables deeper engagement with customers on these markets



Standardization

ITU (International Telecommunication Union) has decided to initiate the standardization of Enhanced Partial Timing Support (ePTS). This is the first step towards standardizing the Precision TimeNet (PTN) technology that we have developed for the new time synchronization platform Zyntai.

Our customers

Telecom operators and service providers using 5G TDD networks

Their needs

Time synchronization is a fundamental function within 5G TDD (Time Division Duplex) and 5G Advanced networks. 5G enables new revenue streams for operators in real-time critical enterprise applications such as industrial automation, remotecontrolled processes, and smart grids. All of these applications require a highly robust and secure 5G network with accurate time synchronization. Being independent of satellite solutions, like GPS, has become a stronger requirement from both operators and regulators. Net Insight's solution can significantly reduce both cost and complexity compared to other network synchronization solutions.

Critical infrastructure networks and organizations in need of reliable time and positioning services

These organizations are faced with the need for robust and secure infrastructure. A central component is accurate time synchronization, especially considering the risks associated with GPS/GNSS services that can be disrupted and manipulated during conflicts. There is growing demand for distributed, diversified time synchronization solutions that also work in challenging and encrypted network environments.

Major utility companies and power grids

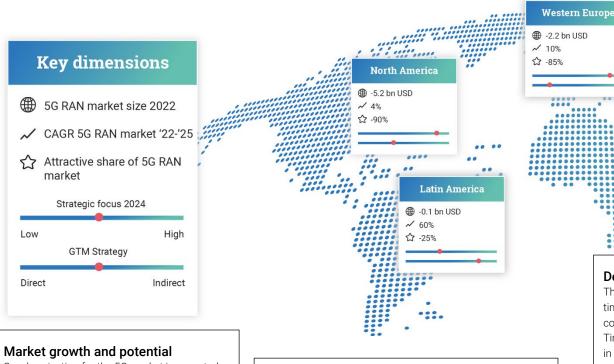
During 2023, Net Insight conducted tests in the power sector and will evaluate a larger special initiative within this growing market in 2024. The need for precise timing will increase even more as all power grids and power stations become digitized, which is set to happen over the coming years. At the same time, network fluctuations are increasing with the introduction of more renewable energy sources, which require new accurate phase measurements that also demand precise timing.

"Net Insight's 25-year experience in time synchronization for global media companies gives us unique opportunities to meet the strong market demand for a reliable and GPS/GNSS-independent time synchronization solution for 5G and mission-critical networks."

Per Lindgren, CTO Media and Head of Sync

TIME SYNCHRONIZATION MARKET AND NET INSIGHT'S STRATEGY

Geographical market growth



Synchronization for the 5G market is expected to become a billion-dollar industry by 2025, with a growing share of investments being allocated to time synchronization. The overall addressable market for Net Insight's solution is expanding with demands for the time synchronization in various sectors.

Business advantages and outlook

We plan to expand geographically and establish partnerships to win larger reference customers. The focus is on increasing market share and expanding into new segments. We are prioritizing both direct and indirect sales, with an addressable market of USD 1 billion by 2025. Our aim is to become a prominent operator on the market by entering into key go-to-market partnerships.

Additional markets

Besides the 5G market, there are other market opportunities for time synchronization services, including critical networks such as power grids, emergency services networks, FinTech, media, and private 5G networks.

APAC excl China

-3.1 bn USD

☆ -70%

Deployment and infrastructure

@ -2.1 bn USD

The solution addresses challenges with existing time synchronization methods, which can be costly and complex. It plays a critical role in 5G Time Division Duplex (TDD) networks, particularly in terms of time synchronization.

¹ Attractiveness rated >3 (on a scale 0-5) based on Kearney study 2022 Source: Dell' Oro; Gartner; FFP; IMF; Omdia; Oxford Economics; S&P Global; Kearney



"After evaluating various solutions, we chose Net Insight's synchronization solution because it allowed us to be proactive in managing our synchronization system and addressing potential issues before they affect our end systems, ultimately delivering the reliability and efficiency needed for our 5G network."

> Håkan Andersson. Mobile Transport System Specialist at Three Sweden

Deep dive: Customer case synchronization

Three Sweden implements GPSindependent time synchronization in its 5G mobile network

Three Sweden, one of Sweden's leading mobile operators, faced the challenge of implementing a time synchronization solution for its national 5G network. Net Insight offered an innovative and cost-effective solution that met their specific requirements.

The transition from 4G to 5G entails a shift to timedivision duplexin (TDD), which requires precise time synchronization of all 5G base stations. Additionally, the Swedish regulatory authority, PTS (the Post and Telecom Agency), mandates GPS-independent backup for all mobile operators with 5G licenses starting from 2025. Therefore, Three had to find a time synchronization solution that could meet the strict time boundaries for 5G TDD. Net Insight's solution was the only one in the market that could fulfill these specific requirements, enabling fast and cost-effective implementation.

"The solution has provided us with increased visibility and reliable synchronization, allowing us to operate our 5G network efficiently and proactively address potential issues. Net Insight's professionalism has also been appreciated and their team has been very easy to work with and very responsive to our needs, making them a trusted partner for future endeavours."

Håkan Snis, Transmission Manager at Three Sweden

A major advantage for Three with Net Insight's solution is the ability to monitor the performance of the underlying network and the Service Level Agreements (SLAs) for their leased fiber capacity. Net Insight's solution is also cost-effective due to its ability to work over any network, eliminating the need for additional infrastructure or equipment. Additionally, the solution allows Three to avoid coverage and reach limitations, which could have resulted in additional costs and reduced service quality.



TERACOM²

"We need a GPS/GNSS-independent solution that is robust and easy to implement over our existing infrastructure, which Zyntai can provide."

> Gunnar Bergman, Head of Network at Teracom

Deep dive: Customer case synchronization

Net Insight solves time synchronization of critical mobile network for Teracom

In December 2023, we signed a strategically important framework agreement with Teracom for the delivery of our time synchronization solution, Zyntai. This agreement focuses on time synchronization of Teracom's network for critical services. The agreement marks an important milestone for us as we expand our operations in time synchronization for critical networks.

Teracom Group, a state-owned corporation provides secure communication services to Sweden's vital societal actors. With a mobile network for critical services. Teracom needed a robust and secure time synchronization solution that is independent of GPS/GNSS systems. After an extensive evaluation process, Teracom chose Net Insight as its supplier. Net Insight's Zyntai is a new synchronization platform that is cost-effective and meets the high performance and security requirements set by Teracom for their

time synchronization. This agreement represents not only a technical achievement, but also an important strategic advancement for Net Insight.

With a planned rollout in 2023 and 2024, the first phase of this project is worth over SEK 10 million. This agreement is an example of Net Insight's technical expertise and ability to meet complex requirements in an increasingly digitized and security-conscious world

"We are very proud to offer Teracom an alternative solution to GPS that meets their high requirements and expectations. Zyntai offers a secure, flexible, and costeffective path to time synchronization for critical networks. This agreement is evidence of the quality and innovation that Net Insight constantly strives for."

Crister Fritzson CEO of Net Insight

Sustainability Report

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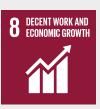
















Sustainability report

The Materiality Analysis that governs the direction of the Company's sustainability work continues to be based on the UN Agenda 2030 and its 17 Sustainable Development Goals. Agenda 2030 was adopted by the United Nations General Assembly in 2015 and forms the basis for the sustainability work of governments, businesses and non-governmental organizations. Net Insight focuses on the six goals relating to gender equality, decent work and economic growth, industry, innovation and infrastructure, reduced inequalities, responsible consumption and production, and peace, justice and strong institutions. These six goals are divided into three thematic areas, on which the Company's sustainability reporting is based.

An overarching commitment to sustainable development is encapsulated in Net Insight's business concept, which is to develop, market and sell products that enable users to reduce their climate footprint. The Company's research, development and products are aimed at achieving more cost-effective and environmentally sustainable production and consumption of digital experiences, in particular sports experiences. Being able to produce sporting events remotely instead of sending large production teams to the event location, and broadcasting these events live via easily accessible cloud services with the same high quality that was previously delivered through customized and closed networks, creates potential to reach infinite audiences without the audience needing to travel. Smaller events can now also be cost-effectively broadcast live. Over time, Net Insight's development work and the distribution of the Company's products and services make a significant contribution to a world where major events and experiences are increasingly produced and consumed digitally, without travel that negatively impacts the climate.

About the sustainability work

The Board of Directors has overall responsibility for Net Insight's corporate governance, including the sustainability work. The Board of Directors is responsible for the guidelines governing many of the sustainability areas in this report, and the Board has been informed about the results of the materiality analysis. More information on the Board's work in the year can be found in the Corporate Governance Report on pages 42-46. The CEO, with the support of management, is responsible for ensuring that all employees understand and comply with applicable legislation and the Company's policies and guidelines.

The Sustainability Report has been produced to satisfy the requirements of the Swedish Annual Accounts Act.



Environment

Goal 9 of Agenda 2030, Industry, Innovation and Infrastructure, aims to build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation. Goal 12 is Responsible Consumption and Production.

These two goals directly relate to Net Insight's core business, which is to develop and sell products and solutions that enable live media transport of very high quality. Remote production allows the media industry to lower its production costs. Raised productivity means, above all, that more events can be produced. This, in turn, allows an increasingly large audience to

watch their favorite events at home or at a venue close to their home.

An interesting consequence is that sports and cultural events that previously had a limited audience can now be distributed very widely via live streaming and reach physically dispersed audiences who may not have partaken of the event had it not been easily accessible remotely. This can bring greater financial stability to more sporting events and to the experience-based industry overall, and paves the way for a general transition to more experience-based consumption. When the experience industry shifts on a global scale towards remote production and consumption, this has a significant impact on the overall level of harmful climate emissions. One evident sign of this is that the OB (Outside Broadcasting) buses that were previously a familiar sight outside sports arenas, concert venues and press conferences are becoming increasingly rare, as production is increasingly carried out remotely with the help of the new technology.

For a few years, Net Insight has offered a cloud-based product that radically reduces hardware use, which decreases the environmental burden. Customer use of



this product has increased gradually in the last few years, and Net Insight continues to develop smart, cloud-based services and products and we believe that this is the route the world needs to take.

Reduction in travel continues

The pandemic resulted in a radical reduction in physical travel and a lower climate footprint during most of 2020 and until spring 2022. After an initial transition period, remote working proved to be a more viable working model than had previously been assumed. While offices are excellent for building culture, social interaction and collaboration with colleagues, by no means all working time needs to be spent in an office. Physical meetings, not least trade shows, are excellent opportunities to network more freely with customers, prospects and industry colleagues. However, once a contact is wellestablished it is often sufficient to meet remotely. As a result, travel has increased slightly since the pandemic but not to the same level as previously. Our new Remote Working Policy was rolled out in April 2022 with a clear aim to make use of the lessons learned during the pandemic about efficient remote working. An innovative company like Net Insight cannot be run entirely remotely, given that physical meetings are needed to exchange ideas and build corporate culture. However, tools and methods for remote work and meetings can be used to a greater extent than before.

Product responsibility, recycling and reuse

The general trend is for the Company to sell solutions with an increasingly smaller proportion of hardware and a greater proportion of software. This reduces the use of metals and other finite commodities that cause environmental impact. It also means that added value becomes more dependent on employees' innovation skills, both in relation to product development and support services, which are becoming increasingly important.

Suppliers are required to have ISO 4001 environmental certification and comply with restrictions relating to hazardous substances from the EU's RoHS directive (Restriction of the use of certain Hazardous Substances in electrical and electronic equipment). There is a certain risk of gold and tin having been mined in conditions of armed conflict. Such materials are known as conflict minerals. There is a concerted drive within the industry to prevent the use of such metals in production. However, it cannot be excluded that the supply chain disruptions caused by the pandemic and Russia's war against Ukraine, which have created a sometimes acute shortage of certain commodities, have increased the risk of conflict minerals entering various stages of the production chain. The end of the pandemic and the reestablishment of functioning supply chains have meant that the electronics industry can gain better

control of checking origins and, hopefully, tighten up compliance.

An important aspect of sustainability is that products should use as little energy as possible during their lifespan. Nimbra 1060 uses roughly half the amount of energy as previous generations of equivalent products, and represents a growing share of sales. In addition to lower energy consumption, a large proportion of the products' content is recycled by spent components being recovered in connection with service and repairs.

Reduced climate impact from office premises

Net Insight's head office has been located in Solna, Sweden for a number of years. The property owner has an ambitious program for reducing the energy used for heating and cooling the office and cooling our server equipment. The office is environmentally certified according to the international BREEAM-SE standard, which entails top-class energy efficiency with very high requirements for water, energy and waste efficiency. Among other things, a free cooling system is used where cold outdoor air is utilized to cool the servers, while surplus heat is utilized for heating the office premises.







Employees and social environment

The employee part of Net Insight's work is based on three of the UN's global goals: Goal number 5, which is about gender equality and a fair distribution of power, influence, and resources between genders. Goal number 8 addresses decent working conditions, security, and creating good conditions for innovation. Equality in a broader sense is the content of goal number 10, equality based on the principle of equal rights and opportunities for all, regardless of factors

such as gender, ethnicity, religion, disability, age, and other statuses.

Efforts for gender balance

Net Insight strives to be an organization that promotes gender equality and equal opportunities. The organization operates in a traditionally maledominated industry, and the proportion of women in the organization is currently around 20%. Actively

working on various efforts for gender balance is crucial to achieve results in this matter. Throughout the year, we have made active decisions, for example, by requiring recruitment partners to present a certain proportion of women for leadership positions. We are also in active dialogue with various organizations and networks for women in tech roles to promote our brand for recruitment purposes to this specific target group. We are also sponsors of the organization RISE,

which supports women in the media industry, something we are proud of to contribute to increased diversity and to highlight women in the industry.

In January, our new HR Chief (CHRO) started, which contributed to the previously all-male executive team now having a female member. The goal is to have more women in leadership positions in the company by 2024. This can be achieved through both new recruitments and internal succession with active support for the development and career of female employees in the company. We see the work for gender balance as a strategic plan to promote creativity, innovation, and long-term success.

Salary mapping is conducted annually to ensure equal pay for equal work and to identify any deviations. These mappings have not revealed any major deviations, but there is an action plan to continuously make adjustments to address even minor deviations.

Work environment & conditions for innovation

A good work environment as a catalyst for innovation is central to the organization's well-being and longterm sustainability. By integrating sustainable work environment principles with a creative and innovative approach, we strive to create a workplace that is healthy and constantly forward-thinking. An important part of an attractive work environment is activities that support both physical health and social interaction among employees. Such initiatives include wellness benefits, sponsorship of participation fees in various sports events, social activities such as group training, and a health month that was held in the spring.

Diversity

Net Insight actively works to create an inclusive work environment regardless of gender, ethnicity, religion, disability, and age. By promoting diversity and inclusion, we strive to create an organization where every individual feels respected and welcome. We want a culture where differences are respected and valued

We recognize the importance of having a workforce that reflects the diversity in society and, for example, consider the ability to communicate in English a requirement when hiring new employees. Net Insight's employees and customers are global, and the organization is structured to include people from different cultures and countries. An example of this is that all internal communication is conducted in English.

We look forward to continuing this work and improving our efforts to create a work environment that is not only gender equal and inclusive but also embraces diversity as a factor for innovation, success, and growth.

To clarify Net Insight's position and actions in the aforementioned areas, a number of policies and action plans have been developed. These include the organization's Equality Policy, Diversity and Inclusion Policy, and Policy Against Harassment and Offensive Treatment, A Code of Conduct has also been created that applies to all employees in the organization.



Ethics, responsibility and human rights

Net Insight is dependent on markets that are subject to the rule of law, since this is a prerequisite for a sound market economy and fair competition. By the same token, Net Insight is required to observe sound and ethical business standards that prevent conflicts of interest in connection with purchasing and sales. Goal 16 of Agenda 2030, Peace, Justice and Strong Institutions, relates to the importance of inclusive, responsible and fair institutions and good governance free from conflict, corruption and violence.

Net Insight understands the importance of carrying out sustainable operations for creating long-term value for its customers, owners and employees, and for society at large. Accordingly, Net Insight is determined to ensure a high standard of ethical business principles apply throughout the Group. We believe that a good control framework is fundamental to ensuring that Net Insight is able to carry out responsible operations throughout the business.

The Company's Code of Conduct is the overarching framework ensuring that the Company and its employees act within applicable laws and regulations, promote sound competition, and conduct ethical business operations.

The Company's anti-corruption guidelines provide a framework for what constitutes appropriate and inappropriate gifts and business entertainment. Strict rules and regulations are particularly important in an international environment, since it cannot be assumed that identical standards apply in all local cultures. Zero tolerance of bribes and other forms of corruption is central to Net Insight's Code of Conduct, as is ensuring that this approach also encompasses distributors, agents, suppliers and other close business partners.

Net Insight is listed on the stock exchange, and the Company's Insider Policy includes instructions for trading in the Company's shares and outlines

responsibilities for ensuring compliance with the Policy. The demands included in the Policy are, in some respects, more stringent than legislation.

Training and whistleblowers

New recruits undergo an onboarding process when joining Net Insight, including training relating to the company's policies and working methods, plus the company's Code of Conduct.

There is an internal function that employees can use to anonymously report suspected misconduct. This could relate to gifts that may be excessive, services that could be regarded as bribery or inappropriate behavior towards colleagues or others. All these matters are handled confidentially and the person reporting can choose to remain anonymous.

04

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Board of Directors



Gunilla Fransson

Chairman of the Board since 2018 and Chair of the Remuneration Committee.

Born: 1960. Gunilla Fransson holds a Licentiate of Technology in Nuclear Chemistry from KTH Royal Institute of Technology in Stockholm. Up until 2016, Gunilla was a member of Saab AB's group management. She possesses over 20 years' experience of the telecom sector, formerly holding several senior positions in the Ericsson group. Gunilla is a Board member of Securitas AB, Trelleborg AB, Nederman AB, Eltel AB and some unlisted companies, including Board member of Dunkerstiftelserna. Independent of the company and management, independent of the company's major shareholders.

Shareholdings in Net Insight: 142,000 class B shares.



Jan Barchan

Board Member since 2015 and member of the Remuneration Committee.

Born: 1946. Jan Barchan holds a B.Sc. in Business Administration and is CEO of Briban Invest AB. Chairman of the Board of nok9 AB. Board member of Studsvik AB, Västraby Energi AB and Anbace Invest AB.

Independent of the company and management, dependent of the largest shareholder Briban Invest AB.

Shareholdings in Net Insight (including holdings through Swedish endowment insurance and Briban Invest AB): 55,262,573 class B shares.



Cecilia de Leeuw

Board member since 2022. Born: 1968 Cecilia holds a Master of Science in Industrial Engineering and Management, The Institute of Technology at Linköping University. Current positions and other significant duties: CEO for C-RAD (publ) since December 2022. Board member and chairman of the Remuneration Committee for Kambi. Prior to joining C-RAD, Cecilia was Vice President and Head of Industry Telecom & Consumer for Tietoevry (publ). Before this, she was with Ericsson (publ), where she held various senior leadership positions. Cecilia has more than 25 years' experience in complex system sales, global product management, including postings for Ericsson in Asia and North America. Independent of the company and management, independent of the company's major shareholders.

Shareholdings in Net Insight: 26,500 class B shares.

Source: Monitor by Modular Finance AB. Compiled and processed data from various sources, including Euroclear, Morningstar and the Swedish Financial Supervisory Authority (Finansinspektionen).





Torbjörn Wingårdh

Board member since 2022. Born: 1964 Torbjörn holds a Degree of Master of Science in Business and Economics, Stockholm School of Economics. Previous experience. CFO at RaySearch Laboratories AB (publ), CFO at Mycronic AB, CFO business area Saab SDS and senior positions within Investor AB in Sweden and USA. Independent of the company and management, independent of the company's major shareholders.

Shareholdings in Net Insight: 250,000 class B shares.



Karl Thedéen

First elected 2023 Born 1963 Karl Thedéen holds a Master of Science in Engineering from KTH Royal Institute of Technology in Stockholm. Current position and other significant assignments: CEO of Outpost24 AB, board member of Smartoptics AB (publ). Previous experience, CEO of Edgeware AB (publ), Business Area Manager Infinera Inc (publ), CEO of Transmode AB (publ), board member of Semcon AB and senior positions within the Ericsson Group. Independent of the company and management, independent of the company's major shareholders.

Shareholdings in Net Insight: 40,000 class B shares.



Axel Barchan

Born 1993. Bachelor's degree in economics, Lund University and studies at McGill University in Montreal, Canada. Current position and other significant assignments: Investment manager at Briban Invest. Board member of Briban Invest AB, Utvecklingsaktiebolaget Laburnum, Fastighets Aktiebolaget Trianon, Nok9 AB and Finansia. Main work experience and other information: Axel has previous experience from Investment Banking at Carnegie. Independent of the company and management, dependent of the largest shareholder Briban Invest AB.

Holdings in Net Insight: 53,152,568 B shares through Briban Invest AB.



Executive Management



Crister Fritzson CEO

Born: 1961. Crister Fritzson holds a Diploma in Business Administration and assumed the position as CEO of Net Insight in April 2020 after being a Board member since 2013 Crister has more than 15 years of experience from the telecom industry and 10 years from the media industry and was formerly CEO and President of Teracom Group and CEO of Boxer. Most recently CEO and President of SJ AB for 8 years. Crister is a Board member of Green Cargo AB and Chairman of the Board of Giwt Holding Oy.

Shareholdings in Net Insight: 12,132,000 class B shares, whereof 11,715,000 class B shares through Wilda Go AB

Warrants: 400,000 (LTI 2022).



Joakim Schedvins CFO

Born: 1976. Joakim Schedvins has a Master's degree in Business Administration and Management, Finance from Luleå University. He joined Net Insight in October 2020. Joakim has held a number of CFO positions in various industries and comes most recently from Cramo.

Shareholding in Net Insight: 20,000 shares.

Warrants: 50,000 (LTI 2022).



Per Lindgren CTO

Born: 1967. Per Lindgren holds a Ph.D. in Telecommunications from KTH Royal Institute of Technology in Stockholm. As a co-founder of Net Insight, Per has been an employee since 1997. Previous experience includes Associate Professor at KTH. Royal Institute of Technology in Stockholm.

Shareholdings in Net Insight: 400,000 class A shares 1,220,000 class B shares.

Warrants: 250,000 (LTI 2022).



Christer Bohm VP Product Management

Born: 1966 Christer Bohm holds a Ph.D. in Telecommunications from KTH, Royal Institute of Technology in Stockholm. Christer has over 20 years of experience from various roles in media, telecom and datacom and is one of the cofounders of Net Insight, employed since 1997.

Shareholding in Net Insight: 10,000 B shares.

Warrants: 50,000 (LTI 2022).

Source: Monitor by Modular Finance AB. Compiled and processed data from various sources, including Euroclear, Morningstar and the Swedish Financial Supervisory Authority (Finansinspektionen).





Ulrik Rohne COO

Born: 1967. Ulrik Rohne holds an M.Sc. in Electrical Engineering from KTH, Royal Institute of Technology in Stockholm. Employed at Net Insight since 2012 and has extensive experience from a variety of roles within product development, mainly within the telecom and mobile industry. Ulrik has held various management positions within Ericsson and most recently from Sony Ericsson, where he was Head of Software

Development in Stockholm.

Shareholdings in Net Insight: 0 shares.

Warrants: 50,000 (LTI 2022).



Mårten Blixt CCO

Born: 1975 Mårten Blixt has more than 20 years of experience from leading international CEO and sales roles in the software and IT industry. Most recently as regional manager for the Nordic region for Questback, a market-leading SaaS supplier. Prior to that, he was the Nordic CEO of the global software and IT company Insight Technology Solutions. Mårten joined Net Insight in August 2020.

Shareholding in Net Insight: 270,000 B shares.

Warrants: 50,000 (LTI 2022).



Mats Herolf VP R&D

Born: 1972. Mats Herolf holds an M. Sc. in Electrical Engineering from KTH, Royal Institute of Technology in Stockholm and an M. Sc. in Finance and Accounting from the Stockholm School of Economics, Mats has been employed at Net Insight since 2004 and worked in many different roles. Most recently heading the Stockholm R&D department. Mats was previously working for Cisco Systems.

Shareholdings in Net Insight: 185,000 B shares.

Warrants: 100,000 (LTI 2022).



Tove Bylund CHRO

Born: 1980. Tove Bylund holds a Master in Human Resource Management from Université de Créteil in Paris. Tove has 15 years of experience in broad HR work and comes most recently from Wise Consulting, where she held various global and senior positions at e.g., Ericsson and H&M. Before that, she has experience from, among others, Teracom and Capgemini Consulting. Tove joined Net Insight in January 2023.

Shareholding in Net Insight: 0 shares.

Warrants: 0.



Corporate Governance Report

This Corporate Governance Report has been prepared by the Company's Board and presents the corporate governance for the financial year 2023. The Corporate Governance Report is presented in accordance with the Annual Accounts Act and the Swedish Corporate Governance Code. The Corporate Governance Report has been reviewed by the Company's Auditor KPMG, and the Auditor's Statement can be found on page 114.

Corporate Governance at Net Insight

Net Insight AB is a Swedish public limited company with its registered office in Solna, Sweden. The Company's Class B shares are listed on Nasdaq Stockholm. Corporate governance, management and control are divided between the shareholders, the Board of Directors, the CEO and management in accordance with applicable legislation, regulations and recommendations, Nasdaq Nordic's Rules for Issuers, the Swedish Corporate Governance Code, and internal control documents such as the Articles of Association, policies and guidelines.

The Annual General Meeting is the Company's highest decision-making body and the forum where shareholders exercise their voting rights. The Board and Chair are elected by the Annual General Meeting based on a proposal by the Nomination Committee. The Board appoints the CEO. The Board's and CEO's management and the Company's financial reporting are reviewed by the external Auditor appointed by the Annual General Meeting. In order to streamline and broaden the work relating to certain matters, the

Board has established an Audit Committee and a Remuneration Committee

Net Insight applies the Swedish Corporate Governance Code ("the Code", available at www.bolagsstyrning.se), and there was one departure from the Code in the year: This relates to a departure from point 4.2 of the Code, as a personal deputy was appointed for Board member Jan Barchan (Briban Invest) for continuity reasons.

The Articles of Association are the Company's overarching internal control document. The Annual General Meeting makes decisions relating to changes to the Articles of Association. The applicable Articles of Association were adopted by the Annual General Meeting on May 13, 2022 and can be found on the Company's website:

netinsight.net/investors/corporate-governance/.

The Company did not contravene Nasdaq Stockholm's Rules for Issuers in 2023.

Shareholders

Net Insight has issued two share classes: Class A and Class B shares. Each Class A share confers the right to 10 votes and each Class B share to 1 vote. All shares have equal right to participation in the Company's profit and assets.

Distribution of shares as of Dec 31, 2023

Number of shareholders: 10.018 Number of Class A shares: 1,000,000 Number of Class B shares: 358,038,009 of which Class B shares held in 9,370,000 Treasury: Total number of shares: 359,038,009

Total number of votes: 368,038,009

The three largest shareholders at the end of 2023 were Briban Invest with 14.4 percent of the votes, Avanza Pension with 5.2 percent of the votes and Nordnet Pension with 4.4 percent of the votes.

Annual General Meeting

The Annual General Meeting is the Company's highest decision-making body and the forum where shareholders are entitled to decide on matters relating to the Company. Net Insight's Annual General Meeting is held once a year at the beginning of May. The Notice convening the Annual General Meeting is published in a press release and in the Official Swedish Gazette (Post- och Inrikes Tidningar) and on netinsight.net. An announcement stating that the AGM has been convened is published in Swedish broadsheet Svenska Dagbladet.

Net Insight's Annual General Meeting 2023 was held on May 12, 2023. The following main decisions were reached:

- Board Chair Gunilla Fransson was elected Chair of the AGM.
- The Parent Company and Consolidated Balance Sheet and Income Statement were adopted.
- It was decided that the Company's earnings would be carried forward and that no dividends would be paid.
- The Board members and CEO were discharged from liability for the financial year 2022.
- The number of Board members shall be five with one deputy.
- Gunilla Fransson, Jan Barchan, Cecilia de Leeuw and Torbjörn Wingårdh were re-elected as Board members. Karl Thedéen was elected new Board member. Axel Barchan was re-elected as new

- personal deputy for Jan Barchan. Gunilla Fransson was re-elected Chair of the Board
- It was decided that SEK 750,000 would be paid to the Chair of the Board, SEK 275,000 to Board members, SEK 135,000 to Board deputies, an additional SEK 100.000 to the Chair of the Audit Committee, an additional SEK 50,000 to members of the Audit Committee, an additional SEK 50,000 to the Chair of the Remuneration Committee, and an additional SEK 40,000 to members of the Remuneration Committee
- KPMG AB was re-elected as the Company's audit firm. Remuneration to the auditor, to be on approved account.
- Updated instructions for the Nomination Committee were adopted.
- The Remuneration Report for 2022 proposed by the Board was adopted.
- Updated guidelines for remuneration and other terms of employment for senior executives were adopted.
- The Board was authorized to repurchase shares totaling up to 10 percent of the shares in the Company in the period until the next AGM is held.
- The AGM resolved to reduce the Company's share capital by SEK 511,000 for allocation to nonrestricted equity through the cancellation of 12,775,000 Class B shares held in treasury.

The complete minutes of the AGM, as well as the supporting documentation, are available at the

Company's website: https://investors.netinsight.net/ corporate-governance/./.

Nomination Committee

In accordance with the instructions for the Nomination Committee adopted at the AGM, Net Insight's Nomination Committee is composed of the Chair of the Board and three of the Company's shareholders with the largest number of votes.

The composition of the Nomination Committee ahead of the AGM 2024 was announced in press releases on September 25, 2023 and October 18, 2023, and comprises Stina Barchan (appointed by Briban Invest AB), Jesper Bergström (appointed by Handelsbanken fonder), Peter Sjögren (appointed by Edgar Sesemann) and Chair Gunilla Fransson. The Nomination Committee appointed Stina Barchan as Chair.

The Nomination Committee held six meetings where minutes were kept in preparation for the AGM 2024, prior to the signing of the Annual Report. In order to assess the degree to which the current Board satisfies the requirements made on the Board as a result of the Company's position and future focus, the Nomination Committee has discussed the size and composition of the Board, e.g. in terms of industry experience, competencies and diversity. The Board applies the Swedish Corporate Governance Code 4.1 as its Diversity Policy, which means that the Board shall have an expedient composition in relation to the Company's operations, stage of development and other aspects, characterized by versatility and breadth

relating to the Board members' competencies, experience and background. An even distribution between the sexes shall be sought.

Auditor

According to the Articles of Association, Net Insight shall appoint one to two Auditors with or without Deputy Auditors. The stipulated term of office for Auditors is one year.

Until the close of the Annual General Meeting 2023. KPMG AB was the Company's auditor, with authorized public accountant Henrik Lind as Auditor in Charge. At the Annual General Meeting 2023, KPMG AB was reelected as the Company's auditor until the close of the Annual General Meeting 2024, and authorized public accountant Henrik Lind was Auditor in Charge.

The Board of Directors

The Board of Directors administers the Company's affairs in the interests of the Company and all of its shareholders. The size and composition of the Board ensures its ability to administer the Company's affairs effectively and with integrity.

The Board's duties include establishing business goals and strategies, deciding on acquisitions and divestitures, capitalization of the Company, appointing, appraising, and determining remuneration to the CEO, ensuring that there are effective systems to monitor and control the Company's business, ensuring that the necessary ethical guidelines for the Company's conduct are established, and appraising the Board's work. The Board's rules of procedure are established annually at the Board Meeting following

election, or as required. In addition to the above duties, the rules of procedure stipulate items including Board meeting procedures, instructions for the Company's CEO, decision making procedures within the Company, division of responsibilities, and the disclosure of information between the Company and the Board. The Board monitors and appraises the CEO's performance annually, including implementation of the Board's decisions and quidelines.

Work of the Board

The Board held 11 meetings during 2023 when minutes were kept. At these meetings, the Board considered standing agenda items for each Board meeting such as the state of the business, year-end and interim reports, budgets, business goals, risks, compensation issue to management with principles for variable salary portions, as well as monitoring these issues and audit matters. The Board meeting following election addressed and adopted the Board of Directors' Agenda and the instructions for the CEO.

Each year, the Chairman initiates an evaluation of the Board's work. The evaluation for 2023 has taken place through a written survey that has been compiled and presented to the Nomination Committee and by the Committee meeting with a number of Board members to interview them about the Board's work. The Nomination Committee carried out its own evaluation based on this.

The Board of Directors continuously appraises the CEO on the basis of specific targets. A formal appraisal is carried out once a year.

Independence of the Board

Net Insight's Board of Directors is considered to satisfy the Code's standard of independence: All Board members are independent of the Company and management. All Board members, apart from Jan Barchan and deputy Axel Barchan, are independent of the Company's largest owners.

For more information on Board members and the CEO, see pages 38-40.

Remuneration Committee

The Board has instituted a Remuneration Committee charged with consulting on matters concerning salaries, remuneration and other employment terms of the CEO, as well as remuneration programs of a broader nature, such as option programs, for final decision by the Board. The Remuneration Committee decides on matters regarding salaries and remuneration and other employment terms for all staff that report directly to the CEO, and monitors compliance with guidelines on remuneration to senior executives. The Committee reports to the Board on a continuous basis.

The Remuneration Committee members in 2023 were Chair Gunilla Fransson and Jan Barchan. During the year, the Committee held four meetings where minutes were kept.

Audit Committee

Net Insight's Board of Directors has an Audit Committee, charged with obtaining greater depth and efficiency of the Board's overseeing responsibility for internal control, audit, internal audit, risk management, accounting and financial reporting. The Audit Committee shall also prepare matters relating to tendering for auditing and for other audit-related services. In addition, the Committee is responsible for preparing accounting and audit questions that need the attention of the Board. In 2023, the Audit Committee comprised Charlotta Falvin (part of the year), Torbjörn Wingårdh and Karl Thedéen (part of the year). Charlotta Falvin served as Chair of the Committee for the period until the AGM 2023, at which time Charlotta Falvin resigned, Torbjörn Wingårdh was appointed Chair and Karl Thedéen was appointed new member of the Audit Committee. Net Insight's CFO and, in some instances, the auditors are co-opted to the Committee's meetings. The Board has adopted the rules of procedure that formalize the work of the Audit Committee. The Audit Committee held seven meetings in 2023. The auditors participated at three meetings. Oral and written reports are continuously handed over from the Committee to the Board, as well as suggestions regarding matters that require the Board's attention.

Attendance 2023

Attendance by each Board member at meetings where minutes were kept is presented below.

	Attendance at Board	Remuneration	Audit
Name	meetings	Committee	Committee
Gunilla Fransson	11/11	4/4	
Jan Barchan	11/11	4/4	
Charlotta Falvin*	4/4		2/2
Cecilia de Leeuw	11/11		
Karl Thedéen**	7/7		5/5
Torbjörn Wingårdh	11/11		7/7
Axel Barchan**	7/7		
Stina Barchan*	4/4		

^{*} resigned at the annual general meeting 2023

CEO and Management

The CEO leads the company according to the terms of the instructions to the CEO, reports to the Board of Directors on financial and operational progress against financial and operational objectives set by the Board of Directors on a monthly and quarterly basis. The CEO attends Board meetings and provides the

Board of Directors with the necessary information and decision-support data. The Company is organized into functions, with each Head of Function included in management. Management holds regular meetings with a standing agenda, and weekly reviews, as well as additional meetings when required.

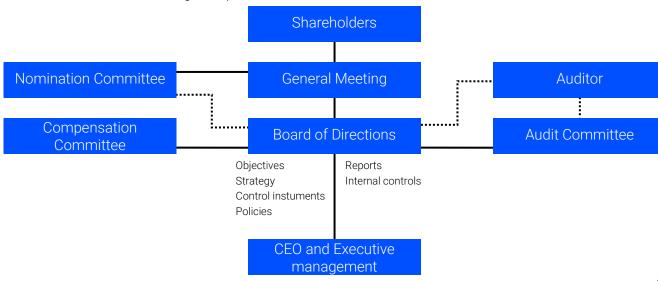
For more information on the CFO and members of management, see pages 40-41.

The Board's report on internal controls

Purpose of internal controls

The purpose of Net Insight's work with internal control is to:

- Ensure satisfactory compliance with applicable laws, rules and ordinances.
- Ensure that financial reporting gives a fair and accurate representation of the Company's financial situation and provides shareholders, the Board and



^{**} assumed the position at the annual general meeting 2023



management with an accurate basis for decisionmaking.

• Ensure the Company's operations are organized and conducted so that financial and operational objectives are realized and significant risks are dealt with in a timely and appropriate manner.

Responsibilities

Net Insight's Board is responsible for ensuring that the Company has good internal control and that it meet the standards of the Swedish Companies Act and Swedish Code of Corporate Governance. Internal control of financial reporting is an integral part of Net Insight's corporate governance. This control includes processes and methods to safeguard the Group's assets and the accuracy of its financial reporting, in order to protect owners' investments in the Company.

The Board annually adopts rules of procedure that formalize the work of the Board and the processing of matters. The Board issues instructions to the CEO, which stipulate the matters in which the CEO may exercise authority to act on behalf of the Company, subject to the Board's authorization or approval. These instructions are reviewed annually. The Board also issues instructions to the CEO regarding financial reporting. According to these instructions, the CEO is responsible for reviewing and ensuring the quality of all financial reporting, as well as ensuring that the Board receives other reports and information it needs to be able to continually assess the Group's financial position and risks. The Board of Directors determines important policies, such as the Company's Finance

Policy, guidelines for business ethics and Whistleblower Policy.

Risk identification and follow-up

Net Insight's overarching risk assessment, i.e. identifying and evaluating the risk of not achieving business targets, is carried out as part of the Company's strategy process where probabilities and measures are discussed with the Board of Directors. This process is repeated in connection with the budget process. These risks are also evaluated and managed in the Company's line organization on an ongoing basis. In its reporting to the Board of Directors, management regularly presents significant risk areas that have been identified, such as the company's competitive situation, credit risk and technology trends. For an overview of the Company's risks and risk management, see pages 54-56 in the Administration Report and the Sustainability Notes on pages 58-60.

The Board, Audit Committee, CEO, Group management and finance department are responsible for follow-up to ensure the effectiveness of internal control of financial reporting. The follow-up includes continuous quality checks of monthly financial reporting, continuous follow-up of central financial processes, and a review of Net Insight's external Audit reports.

External reporting

The Board monitors and evaluates the quality of financial reporting through quarterly reports on the Company's business and earnings trends, and by

addressing the Group's financial situation at each scheduled Board meeting.

Risks are assessed continuously as part of Net Insight's daily processes. The finance department evaluates the risk of material error in the financial reporting annually, and determines planned measures to reduce identified risks. The assessment focuses on material Income Statement and Balance Sheet items that are associated with relatively higher risk depending on complexity, or where the effects of potential errors are at risk of becoming extensive because the value of transactions is significant. The results of the analysis of the risk of errors in financial reporting for 2023 have been presented to and discussed with the Audit Committee. The risk assessment forms the basis for the process of ensuring the reliability of financial reporting. This is an important part of the Audit Committee's decisions as to which of the identified risks should be prioritized. Proposed improvements are identified and implemented continuously.

To facilitate correct and accurate external reporting and risk management, the internal reporting and control system is based on annual financial planning, monthly reports and daily monitoring of key financial ratios. The Group's finance department inspects and monitors reporting as well as compliance with internal and external regulations. Besides laws and ordinances, internal rules and guidelines include finance policies, an approvals list, a financial handbook, credit and accounting principles and documented procedures. These rules and

guidelines are updated regularly. Identified risks concerning financial reporting are managed through the Company's control activities. For example, the ERP system has automated control procedures that manage access rights and signatory authority, as well as manual control procedures such as duality, both in regular bookkeeping and closing entries. The business-specific control is complemented by detailed financial analysis of the Company's results and followups against budget and forecasts, which provides overall confirmation of the quality of reporting.

On one occasion each year, the Company's auditor attends a Board meeting to present the outcome of the full-year audit review. On this occasion, the Auditor also presents any changes to accounting policies that affect the Company. Coincident with the presentation of the full-year audit, the auditor also states his view, on the adequacy of the organization and competence of the finance function, without management's attendance.

See also the Audit Committee paragraph above.

Internal audit

Each year, the Board evaluates whether there is a need to create a dedicated internal audit function. The Board judged that there was no such need in 2023. In its reasoning, the Board stated that internal control is primarily exercised through:

- The central accounting function
- Management's supervisory controls
- The Audit Committee

Due to these factors, combined with the Company's size and limited complexity, the Board considers that such a further function would not be financially justifiable at prese



The Share

Net Insight had its initial public offering in 1999 and has been listed on Nasdag Stockholm (NETI B) since July 1, 2007.

Ownership

The company had 10,018 shareholders on December 31, 2023, compared to 11,671 in the previous year. As of December 31, 2023, the 20 largest shareholders accounted for 49.5 percent of the capital and 48.3 percent of the votes. Foreign ownership represented 19.6 percent of capital, compared to 22.7 percent in the previous year.

Share price performance

The share price decreased by -14.2 percent throughout the year, from SEK 6.06 to SEK 5.20. The high in the financial year, of SEK 7.39, was set on January 21 and the low, of SEK 3.42, was set on October 26. Net Insight's total market capitalization was SEK 1.86 billion on December 31, 2023, down by -16.5 percent on the previous year, when market capitalization was SEK 2.23 billion.

Trading volume

Year Transaction

2019

2020

2021

Distribution of share capital

2022 Cancellation of B shares

2023 Cancellation of B shares

2023 New Share Issue

A total of 318 million shares were turned over for a total value of SEK 1.67 billion, corresponding to a turnover rate of

Class A

shares

1,000,000

1,000,000

1,000,000

1,000,000

1,000,000

1.000.000

Class B

shares

388,933,009

388,933,009

388,933,009

367,758,009

354,983,009

Number of shares

389,933,009

389,933,009

389,933,009

368.758.009

368,758,009

359.038.009

90 percent, in 2023. In 2023, 61 percent of the trading volume was on Nasdag Stockholm and 39 percent on other marketplaces. An average of some 1.26 million shares were traded per trading day in the financial year, an decrease of -56 percent on the previous year.

Share capital

In 2023, in accordance with the decision at the 2023 AGM, the company's share capital was reduced by SEK 511,000 through cancellation of 12,775,000 own B shares held by the company. In 2023, 3,055,000 warrants were exercised, which resulted in the number of B-shares increased by 3,055,000 and the share capital increased by SEK 122,200 Share capital was SEK 14,361,220 as of December 31, 2023. There were 1.000.000 class A shares and 358.038.009 class B shares, a total of 359,038,009 shares.

In 2023, the parent company acquired 10,565,000 of its own class B shares through purchases on Nasdag Stockholm for a total amount of SEK 50.4 million within the repurchase programs decided at the 2022 and 2023 AGM's. The parent company's holding of own B shares as of December 31, 2023, amounted to 9,370,000 shares.

There were 1,000,000 class A shares and 348,668,009 class B shares, a total of 349,668,009 shares outstanding as of December 31, 2023.

For more information about the share, warrants and share capital, see The share and shareholders on pages 52-53 and Note 23 on page 103.

Class of shares as of December 31, 2023

Class of

share	Shares	Votes	Equity %	Votes%
A	1,000,000	10,000,000	0.3%	2.7%
В	358,038,009	358,038,009	99.7%	97.3%
	359.038.009	368.038.009	100.0%	100.0%

Par value (SEK) Share Capital (SEK) 15,597,320 15,597,320 15,597,320 14,750,320 Ε 14,750,320 С 14.361.520

Share data	2023	2022
Average number of outstanding shares		
basic, thousands	353,291	367,083
Number of outstanding shares at the end		
of the year, basic, thousands	346,613	370,840
Earnings per share, basic, SEK	0.17	0.15
Cash flow per share, basic, SEK	-0.12	-0.13
Equity per share basic, SEK	1.76	1.65
Dividend per share, SEK	-	-
Share price at end of year, SEK	5.20	6.06
P/E ratio	30.6	40.4

358,038,009 F

0.04

0.04

0.04

0.04

0.04

0.04

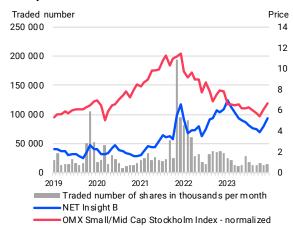


20 largest owners as of December 31, 2023

						Market value
	Name	Class A shares	Class B shares	Holdings (%)	Votes (%)	SEK thousands
1	Briban Invest AB¹	-	53,152,568	14.8%	14.4%	276,393
2	Avanza Pension	-	19,044,919	5.3%	5.2%	99,034
3	Nordnet Pensionsförsäkring	-	16,157,450	4.5%	4.4%	84,019
4	Cobia Capital Management LP	-	12,659,470	3.5%	3.4%	65,829
5	Wilda Go AB ²	-	11,715,000	3.3%	3.2%	60,918
6	Net Insight AB	-	9,370,000	2.6%	2.5%	48,724
7	Handelsbanken Fonder	-	7,880,895	2.2%	2.1%	40,981
8	Nordea Liv & Pension	-	6,254,802	1.7%	1.7%	32,525
9	Acadian Asset Management	-	5,751,139	1.6%	1.6%	29,906
10	Allegro Investment, Inc.	-	5,221,053	1.5%	1.4%	27,149
11	Dimensional Fund Advisors	-	4,548,136	1.3%	1.2%	23,650
12	Edgar Sesemann	-	4,113,050	1.1%	1.1%	21,388
13	Mathias Johansson	-	3,840,000	1.1%	1.0%	19,968
14	Bajram Nuhi	-	3,400,000	0.9%	0.9%	17,680
15	Marcus Liljeqvist	-	2,800,000	0.8%	0.8%	14,560
16	Mikael Hägg	-	2,500,000	0.7%	0.7%	13,000
17	Abboud Malkoun	-	2,491,006	0.7%	0.7%	12,953
18	DWS Investments	-	2,400,393	0.7%	0.7%	12,482
19	Rafi Barsum	-	2,360,000	0.7%	0.6%	12,272
20	Jan Barchan¹	-	2,110,005	0.6%	0.6%	10,972
Total	of the 20 largest owners	-	177,769,886	49.5%	48.3%	924,403
Total	other owners	1,000,000	180,268,123	50.5%	51.7%	937,394
Total		1,000,000	358,038,009	100.0%	100.0%	1,861,798

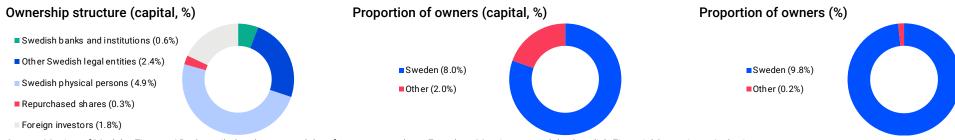
¹⁾ Indirect holding by board member Jan Barchan. 2) Indirect holding by CEO Crister Fritzson.

Share price movements 2019-2023



Ownership structure as of December 31, 2023

Shareholding, Number	Known share-	
of Shares	holders, %	Share capital, %
1-1,000	55.7%	0.5%
1,001-10,000	30.9%	3.3%
10,001-20,000	4.4%	1.9%
20,001-100,000	6.1%	8.0%
100,001+	2.9%	79.1%
Anonymous	0.0%	7.2%
Total	100.0%	100.0%



Source: Monitor of Modular Finance AB. Compiled and processed data from, among others, Euroclear, Morningstar and the Swedish Financial Supervisory Authority.

05

Administration Report

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Administration Report

Net Insight AB (publ) Corp. ID no. 556533-4397

The Board of Directors and Chief Executive Officer of Net Insight AB (publ), corporate identity number 556533–4397, with its registered office in Solna, Sweden, hereby present the Annual Report of the Parent Company and Group for the financial year 2023. Numerical information stated in brackets in these annual accounts are comparative figures with the financial year 2022 or the reporting date of 12/31/2022. Rounding deviations may occur in these annual accounts.

Significant events in 2023

- + Strong growth led to a record year for the company both in terms of sales and profit.
- A large number of launches in IP and cloud have broadened and strengthened our media solutions. Our product portfolio now supports multiple industry standards and protocols.
- + The new product (Zyntai) in time synchronization was launched.
- + Framework agreement signed with Teracom in time synchronization of mobile network critical to the functioning of society and extended collaboration with a major US operator in time synchronization.

Operations

Net Insight develops and supplies products and services for media transport and delivery, and is also driving the transformation of video networks with open IP, virtualized and cloud solutions that enable our customers to simply and cost-effectively create live experiences. Net Insight enables customers to

produce and deliver content in new ways regardless of where viewers are located.

Based on our unique time synchronization technology, we have also established a new product area for synchronization in 5G networks and other networks critical to the functioning of society. Net Insight's solution is GPS-independent and delivers maximum precision and performance, while reducing costs to customers. We are initially focusing on telecom operators that use the product for time synchronization in 5G networks, while we are also seeing the need for and interest in our time synchronization solution from customers with other types of networks critical to the functioning of society.

Revenues are generated through sales of hardware and software solutions and services.

Net Insight has more than 500 customers in over 70 countries. The company was founded in 1997 and

had an average of 191 (176) employees and consultants in the year, mainly based in its offices in Stockholm, Camarillo (California), and Singapore. Net Insight sells its products and services through its own sales force and the company's partner network. The company is listed (NETI B) on Nasdaq Stockholm.

Organizational Progress

In December 2022, Tove Bylund was recruited as CHRO (Chief Human Resource Officer) with responsibility for leading the company's HR organization. Tove stepped into the role in January 2023, and in connection with this, responsibility for the HR organization was transferred from the CFO to the CHRO.

Since the number of employees increased in 2023 and further reinforcement of the organization is planned at a pace with the company's continued growth, we identified a need to strengthen the HR function, for instance in terms of strategic focus. This



was one of the reasons for establishing the new role of CHRO.

After the end of the financial year, the development carried out within Camarillo was relocated to Stockholm in February 2024. The purpose of this change was to focus and streamline operations, and thus improve the conditions for executing the strategy.

For more information on our efforts to develop our employees and promote a good work environment, see Employees and social environment on pages 34-35.

Tech development

Much of Net Insight's competitiveness is founded on its innovative technology. This technology offers unique benefits in segments including real-time image processing, secure data transmission and GPSindependent time synchronization. As of December 31, 2023, Net Insight had 50 patents and patent applications in 18 patent families, 11 of them with registered patents in one or more countries.

Net Insight's development primarily focuses on the following strategic segments:

- 1. Virtualized software solutions and video processing in the Nimbra family and standardized and open interfaces for transport over IP.
- 2. Time synchronization of real time critical networks.
- 3 Solutions for video distribution over the Internet and in cloud environments.

Net Insight's development is carried out in Stockholm and Camarillo (California). In the first guarter 2024, development in Camarillo was relocated to Stockholm. Total development expenditure was SEK 145.2 (139.0) million, of which SEK 51.8 (51.4) million was recognized as development expenditure and SEK 93.4 (87.6) million as capitalized development expenditure.

Sustainability

For more details, see the company's Sustainability Report on pages 30-36 and Sustainability Notes on pages 58-60.

Corporate Governance Report

For the company's Corporate Governance Report see pages 42-46.

The share and shareholders

Share capital was SEK 14,361,520 as of December 31, 2023. There were 1,000,000 class A shares and 358,038,009 class B shares, a total of 359,038,009 shares. Each Class A share confers the right to ten (10) votes and each Class B share to one (1) vote. All shares issued by the Parent Company were fully paid up.

The AGM 2023 resolved to authorize the Board of Directors to repurchase shares in the company on one or several occasions until the next Annual General Meeting, subject to a maximum of 10% of the total number of shares in the company at any time. The AGM also resolved to authorize the Board of Directors to resolve on one or several occasions in the period until the next Annual General Meeting to transfer

shares in the company. The authorization to repurchase shares is intended to increase the Board of Directors' scope for action in relation to the company's capital structure, to create greater flexibility for the company's distribution of capital to shareholders, and to enable commitments to be secured under the company's option program.

At the Board meeting on July 2, the Board of Directors of Net Insight AB decided to utilize the repurchase mandate issued at the AGM to start to repurchase shares in the company. The repurchase program commenced on June 7, 2023 and will last until the next AGM on May 7, 2023, and comprises a maximum of SEK 50 million.

In 2023, the Parent Company repurchased a total of 10,565,000 of its own Class B shares on Nasdag Stockholm for SEK 50.4 million under the repurchase programs adopted at the 2022 and 2023 Annual General Meetings.

The AGM 2023 resolved to reduce the company's share capital by SEK 511,000 for allocation to nonrestricted equity through the cancellation of 12,775,000 Class B shares held by the company in treasury. This cancellation was carried out on August 11.

In 2023, warrants holders subscribed for shares under the company's long-term incentive programs (LTI 2020 series 1 and 2), which were authorized by the AGM in 2020. A total of 3,055,000 warrants were issued under the programs, each conferring the holder the right to subscribe for one (1) Class B share at a

subscription price of SEK 2.80 and SEK 2.00 respectively. 3,055,000 warrants were utilized in the period June - December, increasing the number of Class B shares and votes in Net Insight AB by 3,055,000, and increasing the share capital by SEK 122,200.

As of December 31, 2023, the Parent Company's holding of Class B shares in the company amounted to 9,370,000 (corresponding to 2.6 percent of the total number of shares), at an average acquisition price of SEK 4.54 per share and with a quotient value of SEK 0.04 per share.

There were 1,000,000 Class A shares and 348,668,009 Class B shares, a total of 349,668,009 shares, outstanding as of December 31, 2023. For more information, see note 23 on page 103.

The Board intends to seek the authorization of the Annual General Meeting to cancel previously repurchased shares, and a new mandate to repurchase own shares.

Board member Jan Barchans indirectly owned 55,262,573 Class B shares as of December 31, 2023 (see also page 38), corresponding to 15.4% of the shares and 15.0% of the votes. For information about the company's major shareholders and the share performance, see pages 48-49.

Warrants

In 2023, 3,055,000 warrants were utilized upon maturity (LTI 2020 series 1 and 2), see above for more information.

At the end of 2023, the company had two active warrants programs (LTI 2022 series 1 and 2), with a total of 1,805,000 warrants issued. When calculating earnings per share, a dilution effect arises when the average price for the period exceeds the exercise price for the warrants. For more information about the programs and Accounting Principles, see Note 7 on pages 84-85.

Dividend Policy

Decisions relating to dividend payments will be made annually on the basis of Net Insight's financial position, future growth potential, profitability, M&A opportunities and liquidity.

Net Sales and Results of Operations

The Group's net sales were SEK 559.4 (475.1) million in 2023, corresponding to an increase of 17.7%, 12.4% in comparable currencies. The sales increase was the result of strategic measures completed, including extending the product portfolio which generated strong sales to new and existing customers. The ongoing technology transformation, in combination with the need to increase cost efficiency, continued to generate underlying investment appetite from our customers despite the macroeconomic challenges.

Development of our media transport offering was strong in the year. We broadened our product portfolio, which now supports even more industry standards and protocols, and our open approach to technology allows customers to maximize infrastructure investments while ensuring smooth integration of new functionality. We also strengthened our competencies in IP and cloud, and extended our

collaboration with new and existing customers and partners. Activity levels are high in time synchronization, including the launch of our new product Zyntai at the end of the year. However, income from time synchronization decreased on last year, as customers have largely awaited the launch of the new product.

Region APAC made positive progress, driven by increased marketing efforts. The trend also strengthened at the beginning of the year due to increased investment appetite following a lengthy period of Covid restrictions. In Americas, a majority of customers completed major rationalization programs, but still continued to invest in their networks. Region EMEA saw strong progress that accelerated in the second half of 2023, returning strong growth in yearon-year terms. The fact that most of our revenues are in EUR and USD resulted in positive exchange rate effects in the year.

Gross earnings for the full-year period amounted to SEK 341.8 (297.7) million. Gross earnings included amortization of capitalized development expenditure of SEK -55.1 (-46.2) million. Gross margin excluding and including amortization of capitalized development expenditure was 71.0% (72.4%) and 61.1% (62.7%) respectively. The increase in licensing and support revenues in 2023 did not fully offset lower eventbased service revenues compared to the previous year.

Operating expenses were SEK -266.4 (-234.2) million. The cost increase was mainly driven by inflation, efforts to strengthen the organization,

increased marketing expenses, the implementation of a new ERP system, and a weaker SEK against the USD.

Operating earnings for the full year were SEK 70.9 (60.5) million, corresponding to an operating margin of 12.7% (12.7%). Excluding exchange rate differences of SEK -5.0 (-1.9) million and items affecting comparability of SEK 0.6 (-2.6) million, operating earnings were SEK 75.3 (65.0) million. Also see the table on pages 125-126.

Profit before tax was SEK 77.4 (68.9) million, and net income for the year was SEK 60.1 (54.0) million, corresponding to a net margin of 10.7% (11.4%).

Future development (financial targets, etc.) Full-year sales for 2023 increased by 17.7% on the previous year, exceeding our long-term target of average growth above 15%. The operating margin (EBIT%) was 12.7% for the full year 2023, and 18.1% in Q4, compared to our long-term target operating margin of 20% for the period ending in 2027. During the year, we saw high investment activity, in line with our strategy of long-term growth and increased profitability. However, we continue to see some challenges relating to the current macroeconomic uncertainty.

Net Insight does not make forecasts.

Cash flow and investments

Cash flow from operating activities was SEK 107.3 (148.8) million for the full year. The increased inventory in 2022 and the first half of 2023 was the result of our securing components with a longer-term perspective than usual in response to the ongoing shortage of components and increased product supply. In the previous year, we received a customer advance in the time synchronization business (Türk Telekom) of SEK 70.7 million relating to future service and product deliveries. During the year, Net Insight recognized SEK 23.5 million in prepaid income, which had a negative impact on working capital.

Total cash flow amounted to SEK 41.7 (-47.0) million. Increased investments in development projects in 2023 compared to the previous year were offset by lower repurchases of own shares and utilized warrants. Excluding the impact on liquidity from share-related transactions (share repurchases and warrants utilized), total cash flow amounted to SEK 0.9 (51.2) million.

Full-year investments for 2023 were SEK 96.1 (90.7) million, of which SEK 93.4 (87.6) million related to capitalization of development expenditure. Depreciation and amortization totaled SEK -71.6 (-62.2) million, of which SEK -55.1(-46.2) million related to amortization of capitalized development expenditure. New product launches led to increased depreciation and amortization in the year. The previous year included impairment of development projects of SEK -1.5 million in the third quarter, as a result of closer integration of the Nimbra and Aperi platforms.

Net value of capitalized development expenditure at the end of the period was SEK 236.5 million, compared to SEK 198.2 million on December 31, 2022

Capitalization principles are described in note 1.4 Α.

Cash and case equivalents, financial position

At year-end, cash and cash equivalents were SEK 266.4 (308.3) million. Equity was SEK 622.2 (605.1) million, with an equity/assets ratio of 74.2% (71.6%). Equity did not increase at a pace with results of operations, due to repurchases of treasury shares.

Parent Company

In 2023, Parent Company net sales were SEK 559.4 (474.7) million and net income was SEK 57.0 (49.7) million. Net financial items included profit from participations in Group companies of SEK 0.0 (-1.3) million. A consolidation of legal entities completed in the previous year reduced participations in Group companies by SEK 171.7 million, reduced liabilities to Group companies by SEK 167.4 million, and resulted in a capital loss of SEK -4.3 million. In the previous year, the Parent Company received dividends from subsidiaries of SEK 3.1 million. During the year, intra-Group sales amounted to SEK 0.0(0.0) million, and intra-Group purchases SEK -86.0 (-71.5) million.

Progress in the Parent Company during the year and its financial position largely shadowed Group progress as indicated above (except for the effect of the sale of operations/subsidiaries and intra-Group transactions).

During the year, the Parent Company had an average of 158 (143) employees and consultants.



Risk management

Net Insight's strategic position, financial position and earnings are affected by a number of internal and external factors. Effective, targeted risk management helps to align the company's business opportunities and earnings with shareholders' and other stakeholders' expectations for stable long-term value growth. Net Insight conducts risk management at both strategic and operational levels, and the company has established a risk management process for continuously identifying, evaluating, managing and monitoring key risk factors. These risk factors are divided into three groups: strategic, operational and financial. The company's financial risk management is described in greater detail in Note 2 on pages 76-77, and the company's management of risk related to sustainability is described in the Sustainability Report on pages 30-36 and the Sustainability Notes on pages 58-60

Each of the risk factors described in this section. as well as other risk factors referred to in the Annual Report, can have a significant negative impact on the company's strategic goals, financial position, earnings, reputation, market share and operations. In assessing Net Insight's future value growth, it is important to consider various risks associated with the company's business alongside positive growth opportunities. It is naturally not possible to describe all the risks that the company is exposed to in this section. Instead, an overall assessment must be made which also takes into account other information

in this Annual Report, as well as a general assessment of the external environment.

Strategic risks

International exposure

Net Insight has customers in more than 70 countries. A broad global presence is vital for running and growing the business, but also implies a number of risks. Geopolitical risks can affect the company's strategic goals, while presence in, and export to, a large number of markets requires compliance with numerous laws, rules and regulations. This relates to areas including tax, customs, export control, employee rights, technology standards and reporting standards. Net Insight has extensive internal expertise in the areas above, and often also consults external experts. See also the Sustainability Report on pages 30-36 and Sustainability notes on pages 58-60.

Competition and technology

Net Insight operates in a dynamic industry characterized by rapid technological progress and intense competition. Net Insight's future competitive potential depends on its ability to remain at the leading edge of technology, respond to changing market needs and offer attractive business models. Failing to keep pace with technological progress or making the wrong technological investments would exert a negative impact on revenues and profit. The skills and competence of Net Insight's development staff, combined with market research, competitor monitoring and close collaborations with large customers, help keep Net Insight well-informed and up-to-date on relevant technology and market trends. Structural changes in the market

Globalization, digitization and technical advances drive structural changes, both among Net Insight's customers and the company's competitors. These changes can increase demand, and can also lead to greater competition and fewer prospective customers. To mitigate this risk, Net Insight works on building close, durable strategic relationships with key customers and delivering exceptional customer support for critical customer activities, which generates trust and loyalty. The company's products with leading-edge technical content also reduce competition.

Business cycle and seasonal variations

The sectors where Net Insight is active are, in part, affected by economic and event-related fluctuations that influence our customers' network investments and purchases of Net Insight's products. In order to manage this risk, Net Insight strives to diversify its product offering across multiple sectors and markets, with the aim of reducing dependence on revenues from any single market or customer type. Net Insight also seeks to offer solutions that are cost-efficient and attractive to customers, including during periods when cost savings are implemented.

The company is not subject to pronounced seasonal fluctuations, although some variation in revenue occurs between quarters due to a concentration of major transactions in some quarters.

Intellectual property and trade secrets An important aspect of Net Insight's business is the protection and management of intellectual property

and trade secrets related to the company's technologies and products. The company segments confidential business information and enters into confidentiality agreements with all parties who could become privy to it. Net Insight's CTO group works to identify technology that is relevant for patent registration and continuously assesses adjacent technology, both to reduce the risk of the company committing infringements and of external parties infringing on the company's technologies. In addition to internal expertise, Net Insight uses external advisors for handling matters relating to intellectual property. For more information, see the section on IT and IS under Operational risks.

Operational risks

Supplier risk and shortage of components Net Insight is dependent on a limited number of suppliers for components and production. To mitigate the effects of potential supply chain disruptions, the company has consequential loss coverage, maintains dialog with alternative suppliers, and ensures that the relevant preferred suppliers have prepared disruption plans. In order to manage the risks associated with global shortages of semiconductors and other components, the company introduced measures including forecasting its purchasing needs, slightly increased stock levels, and longer lead times in connection with sales. The company is also able to buy components on the spot market.

Attracting talent

Net Insight's operations involve advanced technology in complex global situations where skilled, competent

and motivated staff are needed to ensure the company's competitiveness. The competition to attract the best resources is strong and the risk of losing skilled staff is always present. Similarly, the ability to continue attracting new competent staff is crucial. Net Insight has implemented processes and guidelines to ensure skills development and support in the form of staff appraisal, employee surveys, remuneration packages and training.

IT and Information Security

Net Insight is dependent on various IT systems in order to conduct and develop its operations. Unplanned downtime and other disruption to the IT environment of the company or its suppliers can result in loss of income, costs and damage to the company's reputation. IT attacks can result in theft or unauthorized disclosure of trade secrets. Net Insight conducts continuous maintenance and development of the company's various information systems. External cyber security experts are brought in to evaluate the company's security procedures and recommend ways to improve them.

Contractual obligations, product liability and litigation In customer agreements, Net Insight provides warranties and other promises regarding the company's products and services. Defects in Net Insight's products could lead to claims for replacement, repair and/or financial compensation. Security defects in the products can also lead to product liability. The company's products undergo extensive testing and verification in the development and shipping processes before products are sent to

customers, to reduce the risk of quality deficiencies. Processes and dedicated staff are in place to manage support requests and warranty claims, and the company also has liability insurance that covers professional liability and product liability. Neither Net Insight AB nor its subsidiaries are currently involved in any litigation processes or legal or arbitrations proceedings that could be expected to have a material negative effect on the Group's operations, financial positions or results of operations.

COVID-19, the war in Ukraine and the conflict in the Middle

The components shortages that arose during the pandemic have generated increased uncertainty in recent years. In 2022 and 2023, we implemented a number of measures to manage these shortages, and in the second half of 2023 the situation improved gradually. For more information, see Supplier risk and shortage of components.

The war in Ukraine which started in the first half of 2022 contributed to increased uncertainty and business risk, for instance relating to events primarily in Ukraine, Russia and Belarus. The company's exposure to these markets is very limited, however, and compliance with the sanctions in place is not expected to have any material impact on the company's operations, assets or earnings. However, the outcome of the war is difficult to predict and the company continuously monitors the need to take further measures.

The ongoing conflict in the Middle East has led to increased uncertainty generally, and we currently



consider it challenging to accurately evaluate the potential impact on areas such as supply and component prices. However, the company's direct exposure to the region is limited.

Guidelines for remuneration to senior executives

The applicable guidelines for remuneration to senior executives were authorized by the AGM 2023 and apply until a shareholders' meeting decides otherwise. The guidelines are described in Note 7.

Dividends

Net Insight AB (publ) is currently a well-capitalized company with a good cash position. A good cash position is important in contexts including the company being able to demonstrate long term

financial sustainability to customers, and partly to be able to make investments in growth segments.

The Board of Directors is proposing to the AGM that no dividend is paid for the financial year 2023.

Proposed appropriation of profit

The following funds are at the disposal of the Parent Company (SEK):

The following funds are at the disposal of the parent company

(SEK thousands):	2023
Premium reserve	59,012
Retained earnings	133,523
Net income	56,950
Total	249,485
follows:	2023
Brought forward:	249,485
of which to premium reserve	-
Total	249.485

The Board of Directors proposes that funds be appropriated as follows:

Brought forward

SEK 249,485,000

Regarding the Group's and Parent Company's results of operations and financial position otherwise, refer to the following Balance Sheets, Income Statements and Cash Flow Statements with the associated notes.



Sustainability Notes

The Sustainability Report for Net Insight AB and its subsidiaries for the financial year 2022 is presented on pages 30-36 and in the Sustainability Notes below. The Sustainability Report has been produced to meet the requirements of the Swedish Annual Accounts Act.

Materiality analysis and stakeholder dialog

The materiality analysis forms the basis for the way the Company measures and reports on its sustainability efforts. The analysis is intended to identify factors that are important in respect of the company's social, environmental and financial surroundings and the Company's impact on the surroundings. As of the Sustainability Report 2021, the Company's sustainability work has been based on the UN Agenda 2030 and its global goals for sustainable development. Six of these goals form the basis for the Company's sustainability work and sustainability

reporting. These six goals relate to gender equality, decent work and economic growth, industry, innovation and infrastructure, reduced inequalities, responsible consumption and production, and peace, justice and strong institutions. The six goals have been divided into three thematic areas to facilitate

their presentation. This structure has worked well, and the Sustainability Report 2022 will also be based on Agenda 2030.

Corporate governance for sustainability

The Board of Directors has overall responsibility for Net Insight's corporate governance, including sustainability work. The Board of Directors is responsible for the guidelines that govern the sustainability areas in this report, and has been informed about the results of the materiality analysis and the work relating to Agenda 2030 as a basis for the company's sustainability work. Further information on this year's Board work can be found in the Corporate Governance Report on pages 42-47. The CEO is responsible for executing the Board's decisions and strategies and ensuring that Net Insight and all employees comply with relevant legislation and the company's policies and guidelines.

Key sustainability-related risks and risk management

Below is a summary of key risks identified in the company's sustainability work and how they are managed, divided into the three thematic areas in the Sustainability Report.

Environment

Key risks

There is a comprehensive and growing body of regulations regarding the products' energy consumption, and there is a risk of these regulations not being complied with. While it can be assumed that such non-compliance would primarily be on the part

of subcontractors, Net Insight nevertheless bears the ultimate responsibility. We expect to see more regulations in the future that require products to be further adapted for increased sustainability, which makes our operations more complex.

Risk management

The company has extensive internal guidelines on the implementation of applicable rules and standards. These guidelines are regularly monitored and the work is carried out with high ambitions. We are also conducting efforts to reduce the products' energy consumption and other environmental impacts. It should be noted that an increasing proportion of the added value is attributable to software, which will reduce risks associated with environmental impact. Reduced environmental impact is also becoming increasingly important as a competitive marketing tool.

Employees and social environment

Kev risks

The low proportion of women in the company, especially within certain divisions and in senior positions, could give rise to risks associated with reduced innovation and creativity, as well as missed perspectives and ideas. An uneven gender distribution can also reduce competitiveness on the labor market and make it harder to attract and retain qualified staff.

Risk management

Actively seeking to maintain an even gender distribution and to promote equal opportunities mitigates these risks, while simultaneously creating a positive working environment that promotes growth and long-term success. We actively seek to raise awareness of the matter internally, and equal opportunities are highlighted and prioritized across a range of activities, from recruitment to internal workshops. Proposed measures have been discussed by management, such as producing a clear diversity plan and diversity & inclusion training of the organization's managers.

Kev risks

Loss of qualified staff and/or difficulty recruiting them also represents a significant risk. The company's competitiveness is dependent on a high degree of innovation, ability to transform technical knowledge into attractive products, and strong collaboration skills. There is significant competition for employees who meet the necessary criteria.

Risk management

In order to reach suitable candidates, we currently pursue a range of strategies including advertising, recruitment partners, participating in trade fairs, and by utilizing our employees' contact networks for recruitment. We want and need to strengthen Net Insights' employer brand by ensuring improved communication through the right channels, and the efforts associated with this are ongoing looking ahead. In order to ensure employee well-being and commitment, we regularly carry out employee surveys to highlight strengths, potential areas for development, and specific matters that need to be addressed. Last fall, all teams in the organization participated in an Employee Net Promoter Score



workshop, focusing on strengths and potential areas for development. These will subsequently be addressed in an action plan. In order to further ensure employee well-being and motivation on a regular basis, and to support our employees optimally, we are reviewing the structure of our performance development process. The meetings will become more regular, with performance development reviews held on a guarterly rather than an annual basis, while the meetings will also include in-depth questions relating to employee motivation and development.

Key risks

Net Insight is active in the fast-moving media and technology sector, where the company continuously strives to ensure that the employees have the right competencies for today's and tomorrow's needs. A risk would arise if we were not to succeed in this endeavor.

Risk management

Work is underway to chart the areas of competence development that need to be prioritized. We have carried out a survey of the onboarding process, which identified that information relating to our products, services and industry need to be developed further and presented in an easily accessible way. Some parts of the organization also have a need for ongoing competence development within specific areas of technology. Here, we are planning a pilot project that includes the implementation of an e-learning platform to ensure relevant and accessible learning resources are available.

Key risks

There is a risk of excessive workloads arising during peak periods, which can create stress and psychosocial problems in individual members of staff or teams.

Risk management

Long-term sick leave is monitored closely, and employee well-being and satisfaction are continuously monitored through performance reviews and employee pulse surveys. Continuous 1:1 talks with employees allow managers to capture stress factors as they arise. The organization's Remote Work Policy, which provides employees with the opportunity to work from home 50% of the time, improves the worklife balance at Net Insight. Through insurance, Net Insight has access to preventative health care, for example in the form of stress management strategies Several initiatives have been carried out to encourage increased physical activity, both individually and in groups. If problems arise, managers and employees work together to find good solutions with the support of HR.

Human rights and corruption

Kev risks

There are risks of unethical behavior and corruption throughout the supply chain. During the pandemic, a shortage of commodities in certain areas led to an increased risk of conflict minerals entering the supply chain. Net Insight has global reach with operations in over 70 markets.

Risk management

Net Insight's Business Ethics and Anti-Corruption Policies and monitoring of suppliers guide Net Insight's employees in respecting ethical standards and complying with relevant legislation. The ethical guidelines also form part of onboarding programs for new staff



Group Financial

Consolidated Income Statement

Amounts in SEK thousands	NOTE	2023	2022
Net sales	4	559,368	475,118
Cost of sales		-217,579	-177,454
Gross earnings		341,789	297,664
Sales and marketing expenses		-152,106	-130,021
Administration expenses		-62,431	-52,753
Development expenses	6	-51,815	-51,379
Other operating income and expenses	8	-4,545	-3,009
Operating earnings	5,7,9,10	70,892	60,502
Result from financial items			
Financial income	12	7,446	9,389
Financial expenses	12	-960	-1,009
Result from financial investments	12	6,486	8,380
Profit/loss before tax		77,378	68,882
Tax	13	-17,276	-14,866
Net Income		60,102	54,016
Net income for the period attributable to the stockholders of the parent company		60,102	54,016
Earnings per share basic, SEK	14	0.17	0.15
Earnings per share diluted, SEK	14	0.17	0.15



Consolidated Statement of Comprehensive Income

Amounts in SEK thousands	NOTE	2023	2022
Net income		60,102	54,016
Other comprehensive income			
Items that may be reclassified subsequently to the income statement			
Translations differences		-494	1,321
Total other comprehensive income for the year, after tax		-494	1,321
Total comprehensive income for the year		59,608	55,337



Consolidated Balance Sheet

Amounts in SEK thousands	NOTE	31 Dec 2023	31 Dec 2022
ASSETS			
Non-current assets			
Capitalized expenditure for development	15	236,461	198,200
Goodwill	15	38,751	38,751
Other intangible assets	15	1,057	1,673
Right-off use assets	10	24,844	32,129
Equipment	16	12,687	16,095
Deferred tax asset	13	2,576	3,719
Deposits	28	5,123	4,902
Total non-current assets		321,499	295,469
Current assets			
Inventories	17	88,638	84,249
Contract assets	18	3,081	585
Accounts receivable	19	139,707	129,415
Other receivables	19	9,932	17,909
Prepaid expenses	19	9,137	9,222
Cash and cash equivalents	20, 28	266,404	308,347
Total current assets		516,899	549,727
TOTAL ASSETS		838,398	845,196

Amounts in SEK thousands	NOTE	31 Dec 2023	31 Dec 2022
EQUITIY AND LIABILITIES			
Equity attributable to parent company's			
shareholders			
Share capital	23	14,362	14,750
Other paid-in capital		1,200,443	1,192,727
Translation difference		1,010	1,504
Accumulated deficit		-593,656	-603,892
Total equity		622,159	605,089
Non-current liabilities			
Contract liabilities	18	45,729	56,469
Lease liabilities	10	12,185	20,733
Provisions	24	5,853	4,838
Total non-current liabilities		63,767	82,040
Current liabilities			
Lease liabilities	10	12,105	11,434
Accounts payable		38,130	35,899
Contract liabilities	18	36,522	52,171
Current tax liabilities		6,181	82
Other liabilities	25	6,584	6,134
Provisions	24	3,276	2,632
Accrued expenses	26	49,674	49,715
Total current liabilities		152,472	158,067
TOTAL EQUITY AND LIABILITIES		838,398	845,196

Consolidated Statement of Cash Flow

Amounts in SEK thousands	NOTE	2023	2022
Ongoing activities			
Operating earnings		70,892	60,502
Depreciation, amortization and impairment	5	71,625	62,157
Other items not affecting liquidity	27	10,883	5,202
Sub-total		153,400	127,861
Interest received		8,208	2,445
Interest paid		-960	-1,009
Other financial income and expenses		-762	6,944
Income tax paid		-9,708	-1,378
Cash flow from operating activitiesbefore changes in working capital		150,178	134,863
Changes in working capital			
Increase (-)/Decrease (+) in inventories		-13,684	-33,830
Increase (-)/Decrease (+) in receivables		-4,990	-11,175
Increase (+)/Decrease (-) in liabilities		-24,184	58,971
Total changes in working capital		-42,858	13,966
Cash flow from operating activities		107,320	148,829
Investment activities			
Capitalized expenditure	15	-93,402	-87,573
Investments in intangible assets	15	-65	-575
Investments in tangible assets	16	-2,597	-2,596
Investments in financial assets	. •	-227	-152
Cash flow from investment activities		-96,291	-90,896
Financing activities			
Amortization leasing		-10,177	-8,203
Exercised warrants		7,838	-
Option premiums paid	7	- ,,,,,,,	1,561
Repurchase of own shares	23	-50,376	-98,336
Cash flow from financing activities		-52,715	-104,978
Net change in cash and cash equivalents		-41,686	-47,045
Exchange differences in cash and cash equivalents		-257	529
Cash and cash equivalents at the beginning of the year		308,347	354,863
Cash and cash equivalents at the end of the year	20	266,404	308,347
outh and outh equivalents at the one of the year	20	200,707	000,047

Changes in Consolidated Equity

		Attributable to parent company's shareholders				
	Share	Other paid-in	Translation	Accumulated	shareholders	
Amounts in SEK thousands	capital	capital	reserve	deficit	equity	
Opening Equity - 2022-01-01	15,597	1,192,727	183	-561,979	646,528	
Comprehensive income						
Net income	-	-	-	54,016	54,016	
Translation differences	-	-	1,321	-	1,321	
Total comprehensive income	-	-	1,321	54,016	55,337	
Transactions with owners in their capacity as owners:						
Transfer of quota value upon cancellation of repurchased shares	-847	-	-	847	-	
Repurchase of own shares	-	-	-	-98,336	-98,336	
Warrants issued	-	-	-	1,561	1,561	
Total transactions with owners	-847	-	-	-95,928	-96,775	
Closing Equity - 2022-12-31	14,750	1,192,727	1,504	-603,892	605,089	
Opening Equity - 2023-01-01	14,750	1,192,727	1,504	-603,892	605,089	
Comprehensive income						
Net income	-	-	-	60,102	60,102	
Translation differences	-	-	-494	-	-494	
Total comprehensive income	-	-	-494	60,102	59,608	
Transactions with owners in their capacity as owners:						
Transfer of quota value upon cancellation of repurchased shares	-511	-	-	511	-	
Exercised warrants	122	7,716	-	-	7,838	
Repurchase of own shares	-	-	-	-50,376	-50,376	
Total transactions with owners	-389	7,716	-	-49,865	-42,538	
Closing Equity - 2023-12-31	14,362	1,200,443	1,010	-593,656	622,159	



Parent Company Financial Report

Parent Company Income Statement

Amounts in SEK thousands	NOTE	2023	2022
Net sales	4	559,368	474,707
Cost of sales		-217,319	-177,684
Gross earnings		342,049	297,023
Sales and marketing expenses		-156,167	-131,021
Administration expenses		-62,136	-52,757
Development expenses	6	-53,351	-52,536
Other operating income and expenses	8	-4,763	-5,438
Operating earnings	5,7,9	65,632	55,271
Result from financial items			
Result from financial investments	12	-	-1,264
Financial income	12	7,434	9,386
Financial expenses	12	-	-35
Sum resultat from financial items	12	7,434	8,087
Loss before tax		73,066	63,358
Tax	13	-16,116	-13,693
Net income		56,950	49,665
Parent Company Statement of Comprehensive Income			
Amounts in SEK thousands	NOTE	2023	2022
Net income		56,950	49,665
Other comprehensive income		-	-
Items that may be reclassified subsequently to the income statement		-	-
Total other comprehensive income for the year, after tax		56,950	49,665



Parent Company Balance Sheet

Amounts in SEK thousands	NOTE	31 Dec 2023	31 Dec 2022
ASSETS			
Non-current assets			
Capitalized expenditure for development	15	236,461	198,200
Other intangible assets	15	1,057	1,673
Equipment	16	11,438	14,670
Participations in group companies	22	3,173	3,173
Deferred tax asset	13	1,044	2,657
Deposits	28	4,855	4,628
Total non-current assets		258,028	225,001
		·	•
Current assets			
Inventories	17	88,638	84,249
Contract assets	18	3,081	585
Accounts receivable	19	140,467	130,180
Receivables from group companies	19	346	346
Other receivables	19	8,009	18,010
Prepaid expenses	19	13,451	11,518
Cash and cash equivalents	20, 28	258,014	300,860
Total current assets	•	512,006	545,748
-		,	
TOTAL ASSETS		770,034	770,749

Amounts in SEK thousands	NOTE	31 Dec 2023	31 Dec 2022
EQUITIY AND LIABILITIES			
Equity			
Restricted equity			
Share capital	23	14,362	14,750
Statutory reserve		112,822	112,822
Development reserve		200,304	150,407
Non-restricted equity			
Share premium reserve		59,012	51,296
Retained Earnings		133,523	183,620
Net Income		56,950	49,665
Total equity		576,973	562,560
Non-current liabilities			
Contract liabilities	18	45,729	56,469
Other provisions	24	4,540	4,088
Total non-current liabilities		50,269	60,557
Current liabilities			
Accounts payable		38,066	35,617
Contract liabilities	18	36,522	52,171
Current tax liabilities		6,515	-
Liabilities to group companies		8,763	7,504
Other liabilities	25	6,631	6,165
Other provisions	24	3,276	2,632
Accrued expenses	26	43,019	43,543
Total current liabilities		142,792	147,632
TOTAL EQUITY AND LIABILITIES		770,034	770,749



Parent Company Statement of Cash Flow

Amount in SEK thousands	NOTE	2023	2022
Ongoing activities			
Operating earnings		65,632	55,271
Depreciation and amortization	5	61,080	53,847
Other items not affecting liquidity	27	11,036	8,920
Sub-total Sub-total		137,748	118,038
Interest received		8,195	2,442
Dividends received		-	3,071
Interest paid		-0	-34
Other financial income and expenses		-761	2,608
Income tax paid		-7,524	
Cash flow from operating activities		137,658	126,125
before changes in working capital			
Increase (-)/decrease (+) in inventories		-13,684	-33,830
Increase (-)/decrease (+) in receivables		-4,722	-11,796
Increase (+)/decrease (-) in current liabilities		-23,840	57,205
Total changes in working capital		-42,246	11,579
Cash flow from operating activities		95,412	137,704
Investment activities			
Capitalized expenditure	15	-93,402	-87,573
Investments in intangible assets	15	-64	-575
Investments in tangible assets	16	-2,027	-2,343
Investments in financial assets		-227	
Cash flow from investment activities		-95,720	-90,491
Financing activities			
Exercised warrants		7,838	-
Option premiums paid	7	-	1,561
Final settlements options	7	-	-
Repurchase of own shares	23	-50,376	-98,336
Cash flow from financing activities		-42,538	-96,775
Net change in cash and cash equivalents		-42,846	-49,562
Cash and cash equivalents at the beginning of the year		300,860	350,422
Cash and cash equivalents at the end of the year	20	258,014	300,860



Changes in Parent Company's Equity

	Res	stricted equity		Non-restricted equity			-	
Amount in SEK thousands	Share capital	Statutory reserve	Development reserve	Share premium reserve	Retained earnings	Net income	Total shareholders' equity	
Opening Equity - 2022-01-01	15,597	112,822	92,858	51,296	390,751	-53,653	609,671	
Total comprehensive income								
Net income	-	-	-	-	-	49,665	49,665	
Total comprehensive income	-	-	-	-	-	49,665	49,665	
Redistribution previous year net earnings	-	-	-	-	-53,653	53,653	-	
Capitalization of development expenditures			87,496		-87,496		-	
Reverse as a result of the year's amortization	-	-	-29,947	-	29,947			
on development expenditures			•		,		-	
Transfer of quota value upon withdrawal of repurchased shares	-847				847		-	
Warrants issued					1,561		1,561	
Repurchase of own shares	-	-	-	-	-98,336	-	-98,336	
Total transactions with owners	-847	-	57,549	-	-207,131	53,653	-96,776	
Closing Equity - 2022-12-31	14,750	112,822	150,407	51,296	183,620	49,665	562,560	
Opening Equity - 2023-01-01	14,750	112,822	150,407	51,296	183,620	49,665	562,560	
Total comprehensive income								
Net income	-	-	-	-	-	56,950	56,950	
Total comprehensive income	-	-	-	-	-	56,950	56,950	
Redistribution previous year net earnings	-	-	-	-	49,665	-49,665	-	
Capitalization of development expenditures			49,897		-49,897		-	
Transfer of quota value upon withdrawal of	-511				511			
repurchased shares	-311	_	-	-	311	-	-	
Exercised warrants	122	-	-	7,716	-	-	7,838	
Repurchase of own shares		-	-	-	-50,376	-	-50,376	
Total transactions with owners	-388	-	49,897	7,716	-50,097	-49,665	-42,537	
Closing Equity - 2023-12-31	14,362	112,822	200,304	59,012	133,523	56,950	576,973	



Notes

Note 1. Summary of Significant **Accounting Policies**

The consolidated accounts include Net Insight AB (publ.), the parent company, and its subsidiaries ("the Group", the Company"). The parent company Net Insight AB (publ.), corporate identity number 556533-4397, is a Swedish limited liability company whose registered office is in Solna, Stockholm, Sweden. Net Insight had its initial public offering on the Stockholm Stock Exchange in 1999 and has been listed on Nasdag Stockholm since July 1, 2007.

A review of the Group's performance in terms of the financial position is available in the administration report on pages 51 to 56.

The material accounting policies applied in the preparation of these consolidated accounts are listed below. These policies were consistently applied to all years presented, unless otherwise stated.

1.1 Basis of preparation

The consolidated accounts were prepared in accordance with the Swedish Annual Accounts Act, IFRS Standards, and IFRIC Interpretations as endorsed by the European Commission. The consolidated accounts have been prepared under the historical cost, except regarding financial assets and liabilities recognized at fair value through profit or loss.

The preparation of the financial statements in accordance with IFRS requires the use of certain critical accounting estimates and management's judgments in the process of applying the Group's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the consolidated accounts are disclosed in Note 3.

The Company has applied the guidelines issued by European Securities and Markets Authority (ESMA) on APMs (Alternative Performance Measures). In short, an APM is understood as a financial measure of historical or future financial performance, financial position, or cash flows, other than a financial measure defined or specified in IFRS. For definition of the APMs presented in this annual report, see pages 118-129

New standards, amendments and Interpretations adopted by the group

Amendments to IAS 1 Presentation of Financial Statements. The amendment aims to increase the usefulness of disclosures about applied accounting principles by encouraging that only material principles are described and that these descriptions explain how those principles are applied. The description of the accounting principles has therefore been further concentrated on material principles and more focused on the application of these principles.

New standards, amendments and interpretations not yet adopted by the group

None of the standards and interpretations that have not yet entered into force are expected to have any significant impact on Net Insight's financial reports.

1.2 Consolidation

The consolidated financial statements are prepared in accordance with the purchase method. Accordingly, consolidated stockholders' equity includes equity in subsidiaries earned only after their acquisition.

Subsidiaries are all entities over which the Group has control. The Group controls an entity when the Group is exposed to, or has the rights to, variable returns from its involvement with the entity and can affect those returns through its power of the entity. Subsidiaries are fully consolidated accounts from the date on which control is transferred to the group. They are deconsolidated from the date that control ceases.

The purchase method of accounting is used to report the Group's acquisition of subsidiaries. The purchase cost of an acquisition comprises the fair value of assets provided as payment, issued equity instruments. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisitionrelated costs are expensed when they occur. Identifiable acquired assets, assumed liabilities, and contingent liabilities in a business combination are

initially valued at fair value as of the date of acquisition. The surplus that consists of the difference between the cost and fair value of the Group's share of identified and acquired net assets is recognized as goodwill. If the purchase cost is less than the fair value of the acquired subsidiary's net assets, the difference is reported directly in the Income Statement.

Intercompany transactions, balances, and unrealized gains on transactions between group companies are eliminated. Unrealized losses are also eliminated.

The Group is composed of the parent company, Net Insight AB (publ.), with subsidiaries presented in Note 22

1.3 Segment reporting

Identification of reporting segment is based on internal reporting to the chief operating decisionmaker, the CEO of the parent company and the Group. The Group assess financial performance based on the earnings measures net sales, gross and operating profit by the identified segments below.

In 2022 and 2023, Net Insight has only one business area and segment.

1.4 Fixed assets

The straight-line depreciation/amortization method is applied to all types of assets over their estimated useful lives, which is three to seven years. The assets' residual values and useful lives are reviewed annually and adjusted if appropriate. Gains and losses on

disposal and impairment of assets are recognized in the Income Statement as Other operating income and expenses.

A. Capitalized development expenditure

Costs arising in development projects are recognized as intangible assets when it is likely that the project will be successful in terms of its commercial and technical potential and when the expenses can be measured reliably. Costs directly linked to the development of products to be sold are recognized as intangible assets. They are capitalized when criteria are satisfied during the development phase. Development expenses include internal employee expenses arising through the development of products and a reasonable proportion of direct and indirect costs. Other development expenses are reported as incurred. Development expenses that were previously reported as a cost are not reported as an asset in an ensuing period. Capitalized development expenditures with a limited useful life are amortized on a straight-line basis from the time commercial manufacture commences. Amortization is over expected useful life. Normal investment plans are limited to five years, as technological development over a longer period of time is difficult to overview.

B. Goodwill

Goodwill consists of the amount by which the purchase cost exceeds the fair value of the Group's share of the acquired subsidiary's identifiable net assets at the time of acquisition. Goodwill on acquisition of subsidiaries is included in intangible assets and has an indefinite useful life. Goodwill is

tested at least annually to identify any impairment requirements and is reported at cost less accumulated impairment losses. Gains or losses on disposal of a unit include residual carrying amounts of the goodwill pertaining to the disposed unit.

C. Impairment in relation to fixed assets

An impairment test is conducted at the end of each period, and if an asset's carrying amount exceeds its estimated recoverable amount, the asset is impaired to its recoverable amount.

1.5 Financial assets

Financial assets are recognized when the Company becomes a party to the contractual provisions of the instrument. Accounts receivable and issued debt instruments are reported when they are issued.

Financial assets are derecognized when the rights to receive cash flows from the investments have expired or have been transferred and the Company has transferred substantially all risks and rewards of ownership. Separate assets or liabilities are recognized if any rights and obligations are created or retained in the transfer.

Financial assets are initially recognized at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets carried at fair value through profit or loss are initially recognized at fair value, and transaction costs are expensed in the income statement.

The effective interest rate is the interest rate that accurately discounts the estimated future inflows and

outflows during the expected term of the financial instrument to: gross carrying amount (amortized cost before adjustments for any loss allowance) of the financial asset or the amortized cost of the financial liability.

The Group classifies its financial assets in the following categories: at amortized cost, at fair value through other comprehensive income (FVOCI), and at fair value through profit or loss (FVTPL). The classification depends on the cash flow characteristics of the asset and the business model in which it is held.

All financial assets - except for derivate instruments - are measured at amortized cost. This is since they are held with a business model with the goal of obtaining the contractual cash flows at the same time as the cash flows from the assets only consists of capital and interest. The derivatives are valued at fair value through profit and loss, and gain and losses from derivatives are presented in the income statement as other operating income and expenses.

A. Impairment in relation to financial assets

For accounts receivable and contract assets, the group makes an individual assessment. For the trade receivables and contract assets for which there is no write-down from the individual examination, no general credit loss provision is made according to a commission matrix as the group has historically only had insignificant credit and customer losses. The loss reserve is calculated on the remaining term of the claim.

1.6 Financial liabilities

Financial liabilities are recognized when the Group becomes bound to the contractual obligations of the instrument. Financial liabilities are derecognized when they are extinguished, i.e., when the obligation specified in the contract is discharged, cancelled, or expires.

Classification and subsequent valuation of the Group's financial liabilities, excluding derivative instruments, are at amortized cost.

1.7 Inventories

Inventories are reported at the lower of the purchase cost and the net selling price. The purchase cost is determined by using the weighted average price. The net selling price is the estimated selling price in the operating activities. Reversal of a previously made write-down of the inventory is made when the goods are sold or when the estimated selling price is changed.

1.8 Cash and cash equivalents

Cash and cash equivalents include cash, bank balances, and other investments with maturity dates of less than three months.

1.9 Share capital

Ordinary shares are classified as equity. Transaction costs that can be directly attributed to the issue of new shares or options are reported in group equity as a deduction from the issue funds.

A. Repurchase of own shares

Where any company within the Group purchases the Company's equity share capital (repurchase of own/ Treasury shares), the consideration paid, including any direct attributable incremental costs (net of income taxes) is deducted from retained earnings until the shares are cancelled or reissued. Where such ordinary shares are subsequently reissued, any consideration receive, net of any directly attributable incremental costs and the related income tax effects, is included in retained earnings. Where such ordinary shares are subsequently cancelled, the share capital is reduced by the par value of the shares with an increase in retained earnings by the corresponding amount.

B. Warrants

Premiums received for warrants are reported against equity in retained earnings. When calculating earnings per share, a dilution effect arises when the average price for the period exceeds the exercise price for the options. See Note 7 for and pages 52-53 for information about the option programs.



1.10 Employee benefits

A. Bonuses

The Company reports a liability and an expense for bonuses based on the achievement of targets for sales and profit performance and achieved operating and personal targets.

The Company only has defined contribution pension plans, which are expensed as needed. The Company has no obligation after pension premiums are paid.

B. Share-based incentive programs

Net Insight has three incentive programs related to the Company's share price: Share-based benefit, Warrants and Synthetic options. Presentation of the programs and their accounting policies, see Note 7.

C. Termination benefits

Termination benefits are payable when employment is terminated prior to normal retirement age or when an employee voluntarily resigns from employment in exchange for such compensation. The Group reports severance pay when it is demonstrably obliged either to terminate employees according to a formal detailed irrevocable plan, or to provide compensation upon termination resulting from offers made to encourage voluntary resignation from employment.

1.11 Provisions and contingent liabilities

Provisions are made when a legal or informal obligation arises as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and the amount has been

reliably estimated. The Company makes provisions for warranty costs that will probably arise.

The product warranty provision is based on historical outcomes and is set in relation to the company's sales. If there are several similar commitments, it is likely that an outflow of resources will probably be required upon settlement for this entire group of commitments. A provision is reported, although the probability of an outflow for a special item is insignificant.

A restructuring obligation is considered to have arisen when the Company has a detailed formal plan for the restructuring (approved by management), which has been communicated in such a way that a valid expectation has been raised among those affected. Provision for restructuring is recorded when the Company can reliably estimate the liabilities relating to the obligation.

Certain present obligations are not recognized as provisions as it is not probable that an economic outflow will be required to settle the obligations, or the amount of the obligation cannot be measured with sufficient reliability. Such obligations are reported as contingent liabilities.

1.12 Revenue recognition

Revenue is reported at the value of what has been received or will be received, and corresponds to the amounts received for goods and services sold after deductions for discounts and VAT. Net Insight signs agreements that contain the sale of various goods and services. Each product and service in an

agreement is negotiated separately and the revenue is distributed according to each product and service's stand-alone sales price.

Revenue is recognized when Net Insight fulfills its performance obligations and has transferred a promised good or service to the customer. The good or service is considered transferred when the customer has gained control of the asset. The transaction price, after deduction for a discount on the product or service, is specified in the quote/order confirmation that is given to/received by the customer and is distributed per performance obligation in accordance with the quote/order confirmation. Performance obligations are reported over time or at a certain point in time.

Net Insight's generates revenue from sales of hardware and software licenses, and support- and consulting services.

A. Products (hardware and software licenses)

In the case of hardware sales, control is normally considered to be transferred upon delivery, when risk and financial benefits for the equipment have been transferred to the customer. Revenue is recognized at this time.

Software licenses are sold either under a perpetual or user-based license model. Revenue recognition for the perpetual license model occurs at a time when the licenses are made available to the customer. Userbased licensing model is based either on actual utilization or on making it available to the user for a certain period of time. Revenue is recognized

according to actual use of the software or over the duration of the commitment.

Costs incurred when delivering products are reported as cost of goods sold when the attributable revenue is recognized in the income statement. Costs attributable to performance obligations that have not vet been fully delivered are reported as inventory.

B. Services (Support- and consulting services)

For recurring services, such as customer support and extended guarantees, revenue is recognized when the services are performed, generally linearly over the term of the engagement, as the customer can use the service at any time during the contract period. Costs from performing the services are recognized as cost of goods sold and service as they inccur.

Net Insight performs consulting services in the form of training, configuration and installation services as well as project and event-based services. Revenue recognition occurs when the services are performed and transaction prices under these contracts are normally fixed. Configuration and installation services are generally completed in connection with or within a short period of time from the delivery of attributable products and the revenue is recognized over time, except for the pre-configuration which is accounted for upon delivery of the goods. Income for education is reported at the time of the education. Revenues from project- and event-based services at a fixed price are recognized over time based on degree of completion, as Net Insight has no alternative use for the performance and is entitled to compensation if the customer were to cancel the

contract. The percentage of completion is determined by calculating the relation to contract costs incurred for work performed at the reporting date and the estimated total contract costs. The degree of completion can also be determined by achieved contractual milestones. When the outcome of a service contract cannot be reliable estimated, revenue is recognized only in the amount that corresponds to contract costs incurred that are likely to be recovered from the customer. An anticipated loss on a service contract is immediately recognized as an expense. Income from services on a fee per hour is reported in the period the services are performed. Contract costs are recognized reported as an expense in the period in which they incurred.

C. Customer contract related balances

Trade receivables include amounts that have been billed in accordance with customer contract terms. Amounts billed are normally subject to payments terms within 30 days from invoice date.

Contract asset is unbilled sales amount relating to performance obligation that has been satisfied under customer contract but is conditional on terms other than only the passage of time before payment of the consideration is due. Contract assets are normally attributable to software licenses based on actual usage and services rendered that have not yet been invoiced.

Contract liability relates to amounts that are paid by or due from customers for which performance obligations are unsatisfied or partially satisfied. Contractual liabilities are normally attributable to

recurring revenue, for both products and services, which are invoiced on an annual or quarterly basis. Advances from customers are also included in the contract liability balance.

1.13 Leasing

A. Leasing when the Company is the lessee

When evaluating a lease agreement, the lease components are separated from the non-lease components and the lease term is defined by considering potential rights to extend or terminate the agreement in advance.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by the incremental borrowing rate. The rate is defined as the rate of interest that the lessee would have to pay to borrow over a similar term and with a similar security the funds necessary to obtain an asset of a similar value to the right-of-use asset in a similar economic environment.

The lease liability is presented as a separate line in the consolidated statement of financial position.

The Group applies the exception were lease agreement with a lease term of 12 months or less are excluded, as well as for leases of low value assets. For these leases, the Group recognizes the lease payments as an operating expense on a straight-line basis over the term of the lease. Lease agreements that are excluded are mostly computers and office furniture.

The right-of-use assets are presented as a separate line in the consolidated statement of financial position.

B. Leasing when the Company is the lessor

The Groups lease agreements are usually short and for specific events.

1.14 Cash flow statement

The company has changed the cash flow analysis so that it is based on the operating profit, as it is the performance measure that the company normally follows up the business from, both internally and externally.

1.15 Accounting policies – parent company

The parent company's annual accounts were prepared in accordance with RFR 2 Accounting for Legal Entities and the Swedish Annual Accounts Act. The parent company follows the group policies stated above with the exceptions stated below. These policies were applied consistently for all years reported unless otherwise stated.

Reporting format

The Income Statement and Balance Sheet are formatted according to the Swedish Annual Accounts Act.

Lease arrangements

All lease agreements, whether financial or operating leases, are recognized as operating leases in the parent company.

Financial instruments

By reason of the relationship between accounting and taxation, the rules in IFRS 9 are not applied to the parent company as a legal entity. Non-current financial assets are measured at cost less any impairment losses and current financial assets are measured at the lower of cost and net realizable value

Shares and participations in subsidiaries

Shares and participations in subsidiaries are reported at historical cost after deducting for potential impairment. Cost is adjusted to reflect changes to compensation resulting from contingent consideration arrangements. This cost also includes direct expenses relating to the investment. If there is an indication that the shares or participations are impaired, the recoverable value is calculated, and if it is below historical cost, the impairment is taken.

Group contributions and shareholders' contributions

The Company reports shareholder contributions as an increase in the value of shares and participations. Shares and participations are then tested for impairment. Group contributions are recognized based on economic substance. Group contributions received that are equivalent to dividends are recognized as dividends from group companies in the Income Statement. A group contribution that is equivalent to a shareholders' contribution is reported, taking into account the current tax effect, according to the principle for shareholders' contributions stated above.

Note 2. Financial Risk Factors

Net Insight is exposed to various financial risks: market risk (including foreign currency risk, fair value interest risk, cash flow interest risk, and price risk), credit risk, and liquidity risk. Foreign currency risk is predominant and the Board assesses that Net Insight is primarily exposed to the following financial risks:

2.1 Foreign currency risk

Foreign currency risk is defined as the risk of decreased earnings and/ or decreased monetary flows due to fluctuations in exchange rates. Changes in exchange rates affect the group's earnings and equity in different ways:

- Earnings are affected when sales and purchases are in different currencies (transaction exposure)
- Equity is affected when foreign subsidiaries' net assets are translated into Swedish kronor (SEK) (translation exposure).

Transaction exposure

Net Insight is highly internationalized with most of its sales denominated in EUR and USD. Purchasing of components is mainly in SEK, but is up to some 75 percent linked to the USD and to some 13 percent linked to the EUR. Currency risks are managed in accordance with the finance policy, as adopted by the Board of Directors.

If the average exchange rate of the EUR against the SEK had been 5 percent higher/lower compared to the average exchange rate in 2023, with all other variables constant, the group's revenues and

earnings/equity after tax for 2023 would have been positively/negatively affected by some SEK 11.9 million and SEK 9.0 million respectively. If the average exchange rate of the USD against the SEK had been 5 percent higher/lower compared to the average exchange rate in 2023, with all other variables constant, the group's revenues and earnings/equity after tax for 2023 would have been positively/negatively affected by some SEK 13.2 million and SEK 4.0 million respectively.

The parent company has cash and cash equivalents, accounts receivable and accounts payable in foreign currencies, primarily EUR and USD. The subsidiaries basically have cash and cash equivalents, accounts receivable and accounts payable in local currencies exclusively. If the exchange rate of the EUR had been 5 percent higher/lower than the exchange rate applying on December 31, 2023, consolidated earnings/equity after tax would have been affected positively/negatively by some SEK 1.9 million. If the exchange rate of the USD had been 5 percent higher/lower compared to the exchange rate on December 31, 2023, consolidated earnings after tax would have been affected positively/negatively by some SEK 4.1 million.

The risk of transaction exposure is managed by the company regularly updating the price lists in EUR and USD and, as far as possible, matching incoming and outgoing transactions in the same currency and by hedging forecast transaction flows. A so-called rolling security staircase has been implemented where the degree of security is built up over time. At

each hedging occasion, hedges are entered into with different maturities, which means that each quarter's hedged rate is an average of several previous hedges. As of December 31, 2023, open futures contracts amounted to EUR 10.2 million and USD 3.5 million. respectively. If the exchange rate of the EUR had been 5 percent higher/lower than the exchange rate applying on December 31, 2023, consolidated earnings/equity after tax would have been positively/negatively affected by some SEK 4.6 million. If the exchange rate of the USD had been 5 percent higher/lower than the exchange rate applying on December 31, 2023, consolidated earnings/equity after tax would have been positively/negatively affected by some SEK 1.4 million.

Translation exposure

Average rates of exchange for the period are used for translating foreign subsidiaries' Income Statements. The most significant currency in this context is USD. To better reflect the group's currency exposure, these amounts are included in transaction exposure above.

2.2 Liquidity risk

Liquidity risk is the risk of not having sufficient payment preparedness to meet planned and/or unforeseen expenses. Liquidity trends are followed up on a monthly basis and forecasts are drawn up regularly. Liquidity may not be invested for more than 12 months, and the investment terms must at all times reflect the capital requirements of the company. See Note 21 for a summary of the company's financial assets and liabilities and maturity structure of the financial liabilities



2.3 Management of capital

The Group's capital structure objectives are to secure continuous operations, generate returns for shareholders and benefits for other stakeholders, and to maintain an optimal capital structure to keep capital down. The company defines capital as equity.

2.4 Interest risk

Interest risk is the risk that the value of a financial instrument varies due to changes in market rates. Net Insight's interest risk is low because its need for external financing has been limited. Cash and cash equivalents are normally invested at the end of the business day until the beginning of the next business day

2.5 Credit risk

Credit risk means that a party in a transaction with a financial instrument cannot fulfill its commitment. The company's customers are generally large, wellestablished, highly solvent companies spread over several geographical markets. There is no significant concentration of credit risks either geographically or on any particular customer segment. To limit the risks of potential credit losses, the company's credit policy includes guidelines and regulations for credit checks on new customers, terms of payment, and procedures for handling unpaid claims. The Company monitors the financial stability of its customers, the environments in which they operate and macroeconomic changes. If there is deemed to be an

increased credit risk, the company takes payment in advance or requests security for the claim.

Net Insight's policy is to only invest cash and cash equivalents in banks or financial institutions with a credit rating of at least P1 or A+ (Moody's or equivalent). Liquidity may not be invested for more than 12 months.

The reported value of financial assets and contractual assets constitutes the maximum credit exposure.

Note 3. Critical Accounting Estimates and Assumptions

Estimates and judgments are evaluated on an ongoing basis, based on historical experience and other factors, including expectations of future events that are considered reasonable in the prevailing circumstances.

The Group makes estimates and assumptions about the future, but the resulting accounting estimates seldom equal the related actual outcomes. The estimates and assumptions that entail a significant risk of material adjustments in carrying amounts for assets and liabilities during the following financial year are discussed below.

A. Revenue recognition

Key sources of estimation uncertainly

The Company uses estimates and judgments in determining the amount and timing of revenue under IFRS 15 Revenue from Contracts with Customers. particularly when determining the transaction price

and its allocation to performance obligations identified under the contract.

Transaction price may consist of variable elements such as discounts, performance related price and contract penalties. Transaction price, including variable considerations, is estimated at the commencement of the contract (and periodically thereafter). Judgment is used in the estimation process based on historical experience with the type of business and customer.

IFRS 15 also requires revenue to be allocated to each performance obligations by reference to their standalone selling prices. The Company considers that an adjusted market assessment approach should be used to estimate stand-alone selling prices for its products and services for the purposes of allocating transaction price. These estimates are comprised of prices set for similar customer and circumstances, adjusted to reflect appropriate profit margins for the market. Estimates are used to determine discounts that relate specifically to each performance obligations, thus impacting their stand-alone selling prices.

The company also needs to determine whether the performance obligations are to be accounted for over time or at a certain time, and the time for revenue recognition.

Judgments made in relation to accounting policies applied Management applies judgment when assessing the customer's ability and intention to pay in a contract. The assessment is based on the latest customer



credit standing and the customer's past payment history. This assessment may change during the contract execution, and if there is evidence of deterioration in the customer's ability or intention to pay, then under IFRS 15 no further revenue shall be recognized until the collectability criteria is met. Conversely, this assessment may also change favorably over time, upon which revenue shall now be recognized on a contract that did not initially meet the collectability criteria.

Revenue for standard products shall be recognized when control over the equipment is transferred to the customer at a point in time. This assessment shall be viewed from a customer's perspective considering indicators such as transfer of titles and risks, customer acceptance, physical possession, and benefits. Judgment may be applied in determining whether risk and rewards have been transferred to the customer and whether the customer has accepted the products. In a sale of software license, judgment may also be applied to determine when the software is

made available to the customer by considering when they can direct the use of, and obtain substantially all the benefits of, the license. Often all indicators of transfer of control are assessed together and an overall judgment formed as to when transfer of control has occurred in a customer contract.

Revenue from project and event-based services shall be recognized over time based on degree of completion. A fundamental condition for being able to assess degree of completion is that project revenues and costs can be reliably measured. The degree of completion is determined on the basis of actual hours worked in relation to the project's total budgeted hours to complete the project, which involves management's judgment. Follow-up of the projects, and that the projects are in phase with the budget, is done as part of the monthly closing procedures.

The company also needs to determine whether the performance obligations are to be reported over time or at a certain point in time, and the time revenue recognition. Important estimates and judgments

regarding the NRE fee have been regarding whether the company's performance does not create an asset with an alternative use for the company and that the company is entitled to payment for performance achieved to date.

B. Impairment testing of capitalized development expenditures

Costs arising in development projects are reported as intangible fixed assets when it is probable that the project will be successful in terms of its commercial and technical potential and when the costs can be measured reliably. At each reporting period, the Company assesses if any capitalized development expenditures are impaired. This means that a complete review of these products is conducted in terms of economic life and product profitability. The products' estimated useful life is three to seven years.



Note 4. Net Sales

Disaggregation of revenue	Group		Parent company		
Amounts in SEK thousands	2023	2022	2023	2022	
Net sales by product group					
Hardware	233,449	226,173	233,449	226,173	
Software licenses	166,306	85,572	166,306	85,572	
Support and Services*	159,613	163,373	159,613	162,962	
Total	559,368	475,118	559,368	474,707	
Net sales by region					
EMEA	313,963	264,442	313,963	264,442	
AM	158,514	161,706	158,514	161,295	
APAC	86,891	48,970	86,891	48,970	
Total	559,368	475,118	559,368	474,707	
Timing of revenue recognition					
Products and services transferred at a point in time	384,793	302,088	384,793	302,088	
Products and services transferred over time*	174,575	173,030	174,575	172,619	
Total	559,368	475,118	559,368	474,707	

^{*}Of which 23.4MSEK (28.2MSEK) refers to the NRE fee.

For the Group, net sales of SEK 143.8 (127.2) million derivates from USA, SEK 92.5 (58.0) million from Great Britain, SEK 29.5 (65.1) million from Turkey and SEK 44.4 (33.5) million from Sweden.

During 2023 and 2022, there was not a single external customer of with revenues of ten percent or more of the group's total revenues.

Tangible and Intangible assets per region	Group		Parent company		
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022	
Sweden	310,882	283,864	248,956	214,543	
EMEA excl Sweden	-	-	-	-	
AM	2,202	2,984	-	-	
APAC	716	-	-	-	
Total	313,800	286,848	248,956	214,543	

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Parent company's transactions with group companies	Parent co	ompany
Amounts in SEK thousands	2023	2022
Sales to group companies	-	-
Purchase from group companies	-86,026	-71,487

The subsidiaries invoice the parent company for support and service as well as sales related and administrative services.

Note 5. Depreciation, Amortization and Impairment of Tangible and Intangible Assets

Depreciation, amortization and impairment	Group		Parent company	
Amounts in SEK thousands	2023	2022	2023	2022
Capitalized expenditures for development	-55,141	-47,636	-55,141	-47,636
Other intangible assets	-680	-852	-680	-852
Right-off use assets	-9,846	-7,654	-	-
Equipment	-5,958	-6,015	-5,259	-5,359
Total	-71,625	-62,157	-61,080	-53,847
Depreciation, amortization and impairment included in:				
Cost of sales	-56,458	-47,625	-55,571	-46,800
Sales and marketing expenses	-4,203	-3,458	-1,522	-1,555
Administration expenses	-2,480	-2,070	-779	-867
Development expenses	-8,485	-7,527	-3,208	-3,148
Other operating expenses	<u>-</u>	-1,477	-	-1,477
Total amortization	-71,625	-62,157	-61,080	-53,847



Note 6. Development Expenses

Development expenses mainly consist of salaries, product development, component purchases, patent applications, licenses and other expenses related to development work.

Total development expenditure, i.e. before capitalization of development expenditures, were SEK 145.2 (139.0) million, see also table on page 121.

Note 7. Employees

	2023	2023		
	Average no. of		Average no. of	
Employees	employees	Of which men	employees	Of which men
Parent company				
Sweden	114	79%	102	78%
Other countries	1	100%	1	100%
Total parent company	115	79%	103	79%
Subsidiaries				
USA	22	95%	22	95%
Singapore	5	100%	4	100%
Great Britain	4	76%	2	58%
Total subsidiaries	31	94%	28	93%
Group	146	82%	131	82%

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Number of Board members and senior executives	31 Dec 2023	Of which men	31 Dec 2022	Of which men
Group (incl. subsidiaries)				
Board members	9	67%	9	56%
Chief Executive Officer and other senior executives	8	87%	7	100%
Parent company				
Board members	5	60%	5	40%
Chief Executive Officer and other senior executives	8	87%	7	100%
Remuneration to the Board Directors Directors are not entitle	d to any variable remuneration	n		
The amounts below are fees for the parent company or pension, only their Di	rector's fee and remuneration			
as approved by the AGM 2023 and 2022. The Board of for committee work.				

Board of Directors, amounts in SEK thousands	2023	2022
Gunilla Fransson	800	750
Jan Barchan	315	290
Torbjörn Wingårdh	375	300
Cecilia de Leeuw	275	250
Karl Thedéen	325	-
Axel Barchan, deputy	135	-
Mathias Berg	-	125
Charlotta Falvin	-	350
Stina Barchan, deputy	-	125
Total	2,225	2,190



Remuneration to employees

Expensed remuneration to employed senior executives and other employees, excluding Board of Directors that are

presented in the section above. The number of senior

executives refers to average during the year.

Break-down between CEO, other senior executives and other employees

		Variable	Share-based	Other	Pension	
Amounts in SEK thousands	Basic salary	remuneration ¹	benefits ²	benefits	expenses	Total
2023						
Crister Fritzson (CEO)	5,576	2,672	-	85	1,579	9,912
Other senior executives (7)⁴	10,651	2,960	-3	172	2,769	16,549
Other employees	124,758	18,140	-	1,444	13,816	158,158
Total ³	140,985	23,772	-3	1,701	18,164	184,619

		Variable	Share-based	Other	Pension	
Amounts in SEK thousands	Basic salary	remuneration ¹	benefits ²	benefits	expenses	Total
2022						
Crister Fritzson (CEO)	5,339	3,225	-	96	1,532	10,192
Other senior executives (6)4	8,369	3,103	-102	183	2,834	14,387
Other employees	111,543	12,630	-	828	14,349	139,350
Total ³	125,251	18,958	-102	1,107	18,715	163,929

¹⁾ Variable remuneration includes amounts vested for participating in option programs. Descriptions, remuneration and obligations of the programs are presented in Option programs below. 2) Share-based benefits are value changes in amounts held in escrow for participation in the synthetic share program. Description and obligations of the program is presented in sections Share-based benefits below. 3) Includes costs for restructuring of total SEK - (1.2) million. 4) All remuneration to CEO and other senior executives relates to the parent company.

Break-down between the parent company and the subsidiaries.

Amounts in SEK thousands	Basic salary	Variable remuneration ¹	Share-based benefits ²	Other benefits	Pension expenses	Social security contributions	Total
2023					-		
Parent company	91,567	13,195	-3	280	15,867	29,656	150,562
Subsidiaries	49,418	10,577	-	1,421	2,297	3,903	67,616
Group ³	140,985	23,772	-3	1,701	18,164	33,559	218,178
A OFK th	Dania anlawa	Variable	Share-based	Other	Pension	Social security	Total
Amounts in SEK thousands	Basic salary	remuneration ¹	benefits ²	benefits	expenses	contributions	Total
2022							
Parent company	80,982	11,555	-102	293	16,903	27,811	137,442
Subsidiaries	44,269	7,403	=	814	1,812	5,725	60,023
Group ³	125,251	18,958	-102	1,107	18,715	33,536	197,465

¹⁾ Variable remuneration includes amounts vested for participating in option programs. Descriptions, remuneration and obligations of the programs are presented in Option programs below. 2) Share-based benefits are value changes in amounts held in escrow for participation in the synthetic share program. Description and obligations of the program is presented in sections Share-based benefits below.3) Includes costs for restructuring of total SEK - (1.2) million.

Share-based benefits

During 2014-2019, certain senior executives (as invited by the Board of Directors) participate in a synthetic share program in which up to half of the outcome of the variable compensation is put in escrow and paid out in the fourth year following the vesting period. At the time of payment, a multiplier will be applied to the amount held in escrow to reflect the share price development during these three years. The multiplier is calculated based on the ratio of the average share price for two eight-week periods, where the first period commences on the same day as the year-end report is made public during the year

following the first year of the vesting period, and the second period commences on the same day as the year-end report is made public during the year when payment shall occur (i.e. three years between the periods). The average share price is calculated as the average of the daily closing share prices for each eight-week period. The multiplier is limited to a maximum value of five (5) and minimum value of zero point five (0.5).

During the vesting period, the group reports a liability and an expense for bonuses based on the achievement of targets for sales and profit performance and achieved operating and personal targets. The Group revalues the synthetic share program at fair value at each reporting date. To measure the fair value of the programs, the group uses the closing price of the underlying share in the period. The closing price in 2022 was SEK 6.06. The last program was settled during 2023.

Both the variable compensation and the sharebased benefit is linked to employment with Net Insight and are presented as an employee cost.

Share-based benefit, amounts in SEK thousands	Share-based benefit									
	Multiplier	Variable remuneration/						Paid	Commitment	Payment
Vesting period	(SEK)	Held in escrow	2019	2020	2021	2022	2023	remuneration	Dec 31, 2023	year
2019	2,30	297	-11	-57	164	-81	-	-312	-	
2020	1,86	193	-	-20	205	-21	-3	-354	-	
Total		490				-102	-3	-666	-	

Option programs

Swedish warrants program

2022

Based on the warrants program approved at the Annual General Meeting (AGM) in 2022, management and key personnel acquired a total of 1,755,000 warrants valued at a fair value of a total of SEK 1,456,650 in June (LTI 2022 series 1) and of 50,000 warrants valued at a fair value of a total of SEK 104,000 in December (LTI 2022 series 2). The warrants have a vesting period of three years, after which the warrant holder has the right to utilize the

warrants for subscription of B-shares in the parent company for a period of three months at an exercise price of SEK 5.10 and SEK 6.90, respectively.

2020

Based on the warrants program approved at the (AGM) in 2020, in June and November management and key personnel acquired a total of 3,055,000 warrants valued at a fair value of a total of SEK 1,277,850 (LTI 2020 series 1 and 2). The warrants have a vesting period of three years, after which the warrant holder has the right to utilize the warrants for subscription of B-shares in the parent company for a

period of three months at an exercise price of SEK 2.80 and SEK 2.00, respectively. In 2023, 3,055,000 warrants were exercised (LTI 2020 series 1 and 2).

Premiums received for the warrants have been reported against equity. When calculating earnings per share, a dilution effect arises when the average price for the period exceeds the exercise price of the warrants.



Variable remuneration option programs

For both warrants and synthetic option programs, a total corresponding to half of participants' deposited premiums for options will be paid, net of tax, as

variable compensation to the participants in two equal payments. The programs have a stay-on clause, which means that the expense is allocated during the vesting period. Variable compensation, unlike the

synthetic option, is linked to employment with Net Insight during the vesting period, and is presented as an employee cost.

Variable remuneration option programs, amounts in SEK thousands	Variable remuneration							
							Commitme	Payment
Year issued/Participant	2019	2020	2021	2022	2023	remuneration	nt Dec 31,	year
2020								
2020:1								
Crister Fritzson (CEO)	-	22	49	73	37	-181	_	
Other senior executives	-	73	105	200	110	-488	-	
Other employees, Sweden	-	26	56	60	28	-170	-	
2020:2							-	
Other senior executives	-	3	39	42	72	-78	78	
Other employees, Sweden	-	3	31	33	53	-61	59	
Summa 2020	-	127	280	408	300	-978	137	2024
2022								
2022:1								
Crister Fritzson (CEO)	-	-	_	43	86	_	129	
Other senior executives	-	-	_	59	103	_	162	
Other employees, Sweden	-	-	-	85	170	-	255	
2022:2							-	
Other employees, Sweden			-	2	27	-	29	
Summa 2022	-	-	-	189	386	-	575	2024
Total	·	·		597	686	-978	712	

The following was resolved at the 2023 annual general meeting and applies until a general meeting decides otherwise.

Guidelines for remuneration and other terms of employment for senior executives and general remuneration principles

These guidelines include the CEO and members of the group management. Remuneration under employments subject to other rules than Swedish

may be duly adjusted to comply with mandatory rules or established local practice, taking into account, to the extent possible, the overall purpose of these guidelines. The guidelines are applicable to remuneration agreed, and amendments to remuneration already agreed, after adoption of the guidelines by the annual general meeting 2023. These guidelines do not apply to any remuneration decided or approved by the general meeting.

The guidelines' promotion of the company's business strategy, long-term interests and sustainability

Net Insight develops and sells hardware and software products for the global media industry. Net Insight's solutions are used by customers to build secure and reliable media networks

A prerequisite for the successful implementation of the company's business strategy and safeguarding of its long-term interests, including its sustainability, is that the company is able to recruit and retain qualified personnel. To this end, it is necessary that the company offers competitive remuneration. These guidelines enable the company to offer the group management a competitive total remuneration. From time to time, the Board of Directors may propose share-based long-term incentive programs, which are then considered by the general meetings separately and are therefore excluded from these guidelines. The programs shall have a clear link to the business strategy and thereby to the company's long-term value creation, including its sustainability. The plans are conditional upon the participants' own investments and certain holding periods of several years. For more information on the current program, see the company's website: https://netinsight.net/investors/corporategovernance/incentive-programs-and-renumeration/

Variable cash remuneration covered by these guidelines shall aim at promoting the company's business strategy and long-term interests, including its sustainability.

Types of remuneration, etc.

The remuneration shall be on market terms and may consist of the following components: fixed cash salary, variable cash remuneration, pension benefits and other benefits. Additionally, the general meeting may - irrespective of these guidelines - resolve on,

among other things, share-related or share pricerelated remuneration.

The satisfaction of criteria for awarding variable cash remuneration shall be measured over a period of one or several years. For the CEO and the head of global sales, the variable cash remuneration may amount to not more than 100 per cent of the total fixed cash salary under the measurement period. For other executives, the variable cash remuneration may amount to not more than 60 per cent of the total fixed cash salary under the measurement period.

For the CEO, pension benefits, including health insurance (Sw. sjukförsäkring), shall be premium defined. Variable cash remuneration shall not qualify for pension benefits. The pension premiums for premium defined pension shall amount to not more than 30 per cent of the fixed annual cash salary.

For other executives, pension benefits, including health insurance, shall be premium defined. The pension premiums for premium defined pension may amount to not more than 35 per cent of the fixed annual cash salary.

Other benefits may include, for example, life insurance, medical insurance (Sw. sjukvårdsförsäkring), accident insurance and company cars. Such benefits may amount to not more than 5 per cent of the fixed annual cash salary.

Termination of employment When termination is made by the executive, the period of notice may not to exceed six months without any right to severance pay.

When the termination is made by the company, notice period may not exceed twelve months for the CEO and six months for other executives, however. with the exception of senior executives who based on the collective bargaining agreement's criteria as regards to employment and age has 12 months period of notice upon termination of the company. Fixed cash salary during the period of notice and severance pay may together not exceed an amount equivalent to 18 months of fixed cash salary for the CEO and 12 months for the other senior executives. Fixed cash salary and severance pay shall be set-off against other income.

Additionally, remuneration may be paid for noncompete undertakings. Such remuneration shall compensate for loss of income and shall only be paid in so far as the previously employed executive is not entitled to severance pay. The remuneration shall amount to not more than 60 per cent of the fixed cash salary at the time of termination of employment and be paid during the time the non-compete undertaking applies, however not for more than twelve months following termination of employment.

Criteria for awarding variable cash remuneration, etc. The variable cash remuneration shall be linked to predetermined and measurable criteria which can be financial or non-financial and consist of individualized. quantitative or qualitative objectives. The objectives shall be designed so as to contribute to the company's business strategy and long-term interests, including its sustainability, by for example being clearly linked to the business strategy. Senior



executives' variable remuneration shall be at least 70 percent based on measurable financial goals, such as (but not limited to) a combination of revenue and earnings.

To which extent the criteria for awarding variable cash remuneration has been satisfied shall be evaluated/determined when the measurement period has ended. The remuneration committee is responsible for the evaluation of variable remuneration to the CEO and submit to the board of directors for approval. For variable cash remuneration to other executives, the CEO is responsible for the evaluation and the remuneration committee is responsible for approval. For financial objectives, the evaluation shall be based on the latest financial information made public by the company.

Conditions for variable remuneration shall be designed so that the board of directors has a) the right to limit payment in part or in full if exceptional economic conditions prevail and such a measure is considered reasonable; and b) is entitled to withhold or claim back paid variable remuneration to senior executives if such remuneration subsequently has been founded incorrect, due to improper actions or negligence.

The board of directors has the right to limit or refrain from payment of the senior executives' variable remuneration if the executive has violated or disregarded the company's codes of conduct.

Salary and employment conditions for employees In the preparation of the board of directors' proposal for these remuneration guidelines, salary and employment conditions for employees of the company have been taken into account by including information on the employees' total income, the components of the remuneration and increase and growth rate over time, in the remuneration committee's and the board of directors' basis of decision when evaluating whether the guidelines and the limitations set out herein are reasonable. Collective bargaining agreements shall also be taken into consideration.

The decision-making process to determine, review and implement the guidelines

The board of directors has established a remuneration committee. The committee's tasks include preparing the board of directors' decision to propose guidelines for executive remuneration. The board of directors shall prepare a proposal for new guidelines at least every fourth year and submit it to the general meeting. The guidelines shall be in force until new guidelines are adopted by the general meeting. The remuneration committee shall also monitor and evaluate programs for variable remuneration for the executive management, the application of the guidelines for executive remuneration as well as the current

remuneration structures and compensation levels in the company. The CEO and other members of the group management do not participate in the board of directors' processing of and resolutions regarding remuneration-related matters in so far as they are affected by such matters.

Derogation from the guidelines

The board of directors may temporarily resolve to derogate from the guidelines, in whole or in part, if in a specific case there is special cause for the derogation and a derogation is necessary to serve the company's long-term interests, including its sustainability, or to ensure the company's financial viability. As set out above, the remuneration committee's tasks include preparing the board of directors' resolutions in remuneration-related matters. This includes any resolutions to derogate from the guidelines.

The guidelines are subject to yearly review in the Renumeration Committee, which is tasked with preparing change proposals for the Board of Directors' consideration and the annual general meeting's resolution

Transactions with related parties

In 2023, the parent company hired a member of the management team's related party company for consulting services. Charged fees during the year amounted to SEK 0.8 (-) million.

Note 8. Operating Income and Expenses

Other operating income and expenses	Group		Parent company	
Amounts in SEK thousands	2023	2022	2023	2022
Other operating income	658	292	1,226	292
Exchange rate differences, net	-5,771	-1,889	-5,989	-4,253
Losses on fixed assets	-	-14	-	-
Government grants	568	79	-	-
Impairment of intangible assets	-	-1,477	-	-1,477
Total	-4,545	-3,009	-4,763	-5,438

Note 9. Expenses by Nature

Expenses by nature	Group		Parent comp	any
Amounts in SEK thousands	2023	2022	2023	2022
Cost of goods and services	-197,256	-164,708	-223,754	-195,213
Other expenses	-76,024	-67,488	-136,114	-108,288
Employee expenses (note 7)	-232,427	-206,304	-161,425	-145,700
Capitalized expenditure for development (note 16)	93,402	87,573	93,402	87,573
Depreciation and amortization (note 5)	-71,625	-60,680	-61,080	-52,370
Total expenses	-483,930	-411,607	-488,971	-413,998

Reconciliation with comprehensive income statement	Group		Parent company	
Amounts in SEK thousands	2023	2022	2023	2022
Cost of sales	-217,579	-177,454	-217,319	-177,684
Sales and marketing expenses	-152,106	-130,021	-156,167	-131,021
Administration expenses	-62,431	-52,753	-62,136	-52,757
Development expenses	-51,815	-51,379	-53,351	-52,536
Total expenses	-483,930	-411,607	-488,973	-413,998

Note 10. Operating Leases

Lease income and expenses	Group	
amounts in SEK thousands	2023	2022
Income from operating lease	6,839	6,832
Lease expenses:		
Short-term leases	-202	-939
Leases of low-value assets	-739	-585
Variable lease payments	-1,020	-1,044
Depreciation of right-of-use assets	-9,846	-7,654
Total lease expenses in operating income	-11,807	-10,222
Interest expenses on leasing liabilities	-958	-972

Property, right-of-use buildings	Gro	up
Amounts in SEK thousands	2023	2022
Opening balance, January 1, 2023	32,129	33,614
New additions	2,618	6,122
Depreciation of right-of-use assets	-9,846	-7,654
Exchange rate differences	-57	47
Closing balance, December 31, 2023	24,844	32,129

The Group leases mainly office premises. The leasing agreements are normally written for fixed periods of 3-8 years. The average lease term is 5 years.

Leasing agreements for premises are negotiated locally and separately for each agreement and contain a large number of different contract terms. The Group has no call options or guarantees residual value. The leases do not contain any special conditions, covenants or restrictions that would mean that the leases would be terminated, but the leased assets may not be sold or pledged or used as collateral for loans. For existing leasing agreements for premises, the Group must keep these properties in good condition and restore the premises in acceptable condition upon termination of the lease. Furthermore, the Group must perform and pay for the necessary maintenance in accordance with the leases. Options to extend agreements are included in a number of the Group's leasing agreements for premises to increase the flexibility of the business. When determining the duration of the lease, management considers all available information that provides a financial

incentive to exercise an extension option, or not to exercise an option to terminate an agreement. Opportunities to extend an agreement are only included in the duration of the lease if it is reasonably certain that the Group will extend (or not terminate) the lease period. As of December 31, 2023, the Group has determined that it is not reasonably certain that the Group will exercise any extension option and therefore no extension period is therefore not included in the lease debt. The potential effect of future discounted cash flows regarding the first extension period for leases with an extension option that is not included in the lease debt amounts to approx. SEK 29 million.

Leasing fees are largely fixed fees. For a number of leasing agreements, there are future leasing fees that are based on a consumer price index and that are not included in the lease debt as long as the change in the consumer price index or variable interest rate has not occurred. Property tax costs are considered to be a variable lease payment and are therefore not included in the lease liability.

The total cash outflow for leasing agreements during the year was SEK -13.1 million.

The Group's leasing agreements as lessor are normally short and linked to specific events.

Lease maturity structure	Gro	up
Amounts in SEK thousands	2023	2022
<1 year	12,105	11,434
1-5 yeas	12,185	20,733
>5 years	-	-
Total	24,290	32,167



Note 11. Fees and Reimbursements

Audit services and other assignments	Group		Parent c	ompany
Amounts in SEK thousands	2023	2022	2023	2022
KPMG, appointed auditor*				
Auditing	800	800	800	800
Audit-related fees	157	37	157	37
Total	957	837	957	837
Deloitte, appointed auditor*				
Auditing	-	165	-	165
Other	-	37	-	37
Total	-	202	-	202
Other auditors				
Auditing	264	102	-	-
Other	359	232	-	
Total	623	334	-	-

^{*} At the AGM on May 13, 2022, KPMG was appointed auditors after Deloitte. Data in note only refers to services as appointed auditors

Note 12. Financial Income and Expenses

Financial income and expenses	Gro	ир	Parent company	
Amounts in SEK thousands	2023	2022	2023	2022
Result from financial investments				
Received group contributions	-	-	-	-
Dividends received from group companies	-	-	-	3,071
Realization result on divestment of group companies ¹	-	-	-	-4,335
Result from financial investments	-	-	-	-1,264
Financial income				
Interest income	8,208	2,445	8,195	2,442
Exchange rate differences, net	-762	6,944	-761	6,944
Financial income	7,446	9,389	7,434	9,386
Financial expenses				
Interest expenses	-960	-1,009	-	-35
Synthetic options, change in value (note 7)	-	-	-	-
Financial expenses	-960	-1,009	-	-35
Net financial income and expenses	6,486	8,380	7,434	8,087

¹ The realization result on divestment of group companies is included in discontinued operations for the group, see note 15

Note 13. Income Tax Expense

Тах	Gro	Group		
Amounts in SEK thousands	2023	2022	2023	2022
Current tax				
Current tax on profits for the year	-16,166	-1,732	-14,503	-
Total current tax	-16,166	-1,732	-14,503	-
Deferred tax				
Tax losses carry-forwards	-2,659	-13,693	-2,657	-13,693
Tangible assets	151	58	-	-
Employee related	1,398	584	1,044	-
Other	-	-83	-	-
Total deferred tax	-1,110	-13,134	-1,613	-13,693
Total tax	-17,276	-14,866	-16,116	-13,693

Difference between reported tax expense and tax expense based on applicable tax rate - total	Group		Parent com	pany
Amounts in SEK thousands	2023	2022	2023	2022
Profit/loss before tax	77,378	68,882	73,066	63,358
Tax at the Swedish tax rate of 20.6 (20.6)%	-15,940	-14,190	-15,052	-13,052
Effect of foreign tax rates	-351	-265	-	-
Tax effect of non-deductible expenses and non-taxable revenues	-548	-405	-534	-641
Adjustments in respect of prior years	-437	-6	-530	-
Tax on income according to Income Statement	-17,276	-14,866	-16,116	-13,693
Effective tax rate for the year	22.3%	21.6%	22.1%	21.6%

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Deferred tax	Group				Pare	ent company		
	Tax losses carry-	Tangible	Employee			Tax losses carry-	Employee	
Amounts in SEK thousands	forwards	assets	related	Other	Total	forwards	related	Total
As of January 1, 2022	16,352	290	-	246	16,888	16,350	-	16,350
- to profit or loss	-13,693	58	584	-83	-13,134	-13,693	-	-13,693
 to other comprehensive income 	-	-53	18	-	-35	-	-	-
As of December 31, 2022	2,659	295	602	163	3,719	2,657	-	2,657
As of January 1, 2023	2,659	295	602	163	3,719	2,657	-	2,657
 to profit or loss 	-2,659	151	1,398	-	-1,110	-2,657	1,044	-1,613
 to other comprehensive income 	-	9	-42	-	-33	-	-	-
As of December 31, 2023	-	455	1,958	163	2,576	-	1,044	1,044

Tax loss carry-forwards for which deferred tax is not reported	Gro	Group		ompany
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022
Tax loss carry-forwards	6	1	-	-

Note 14. Earnings per Share

Earnings per share have been computed by dividing net income by the weighted average number of outstanding shares.

Earnings per share	2023	2022
Average number of outstanding shares in thousands		
-Basic	353,291	367,083
-Diluted*	356,334	370,840
Earnings		
Net income attributable to stockholders of the parent, SEK thousands	60,102	54,016
Earnings per share before dilution, SEK	0.17	0.15
Earnings per share after dilution, SEK	0.17	0.15
*Dilution attributable to warrents 3,757 (2,012) (Thousands)		



Note 15. Intangible Assets

Capitalized expenditure for development	Group		Parent company		
Amounts in SEK thousands	2023	2022	2023	2022	
Accumulated cost at beginning of year	680,603	594,507	327,075	240,979	
New purchases	93,402	87,573	93,402	87,573	
Retirements	-	-1,477	-	-1,477	
Closing accumulated cost	774,005	680,603	420,477	327,075	
Accumulated amortization and impairment at beginning of year	-482,403	-436,244	-128,875	-82,716	
Amortization for the year	-55,141	-46,159	-55,141	-46,159	
Closing accumulated amortization	-537,544	-482,403	-184,016	-128,875	
Carrying amount	236,461	198,200	236,461	198,200	

Other intangible assets	Group		Parent company	
Amounts in SEK thousands	2023	2022	2023	2022
Accumulated cost at beginning of year	8,583	9,818	8,583	9,818
New purchases	65	575	65	575
Scraped	-	-942	-	-942
Reclassification	-	-868	-	-868
Closing accumulated cost	8,648	8,583	8,648	8,583
Accumulated amortization and impairment at beginning of year	-6,910	-7,868	-6,910	-7,868
Amortization for the year	-681	-852	-681	-852
Scraped	-	942	-	942
Reclassifications	-	868	-	868
Closing accumulated amortization	-7,591	-6,910	-7,591	-6,910
Carrying amount	1,057	1,673	1,057	1,673

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Goodwill	Gr	Group	
Amounts in SEK thousands	2023	2022	
Accumulated cost at beginning of year	38,751	38,751	
Closing accumulated cost	38,751	38,751	
Carrying amount	38,751	38,751	

Impairment test

Each operating segment is a cash-generating unit (CGU). The impairment tests are based on five-year strategic plans for all CGU, where the recoverable amounts are determined as the present value of estimated future cash flows.

Estimation of future cash flows includes assumptions mainly for the following key financial parameters:

- Sales growth
- Development of operating income and EBITDA
- Related development of working capital and capital expenditure requirements.

The assumptions are also based upon information gathered in the Company's long-term strategy

process, including assumptions on the development of current products and forthcoming launches, the Company's competitive position and the development of the global media market. Assumptions are based on both externally obtained data, regarding primarily market development and competitors, as well as the company's previous experience and own assessments.

Future cash flows, including assessed final value, are present value calculated using discount rate. Net Insight has chosen a discount factor after tax, where estimated future cash flows also include tax. On the basis of the actual applied required rate of return after tax (WACC) Net Insight has made a translation to an estimate corresponding to a required rate of return before tax by dividing with a minus tax rate. The

discount factor reflects market assessments of monetary values over time and specific risks inherent in the assets, based on external data. Cash flows beyond the five-year period is extrapolate using an estimated growth rate for each KGE. The perpetuity growth rate applied was two (2) percent.

The discount rate before tax applied is 14.4%. A three (3) percentage point change in the discount rate does not cause any impairment. A two (2) percentage point change in estimated EBITDA does not cause any impairment. A two (2) percentage point change in growth does not cause any impairment.

Based on the above, no impairment is considered necessary.



Note 16. Tangible Fixed Assets

Inventory	Group		Parent company		
Amounts in SEK thousands	2023	2022	2023	2022	
Accumulated cost at beginning of year	46,825	47,404	43,637	44,835	
New purchases	2,597	2,596	2,027	2,343	
Scraped	-	-4,445	-	-4,409	
Reclassification	-	868	-	868	
Exchange differences for the year	-151	402	-	-	
Closing accumulated cost	49,271	46,825	45,664	43,637	
Accumulated amortization at beginning of year	-30,730	-28,111	-28,967	-27,149	
Amortization for the year	-5,958	-6,015	-5,259	-5,359	
Scraped	<u>-</u>	4,431	-	4,409	
Reclassification	-	-868	-	-868	
Exchange differences for the year	104	-167	-	-	
Closing accumulated amortization	-36,584	-30,730	-34,226	-28,967	
Carrying amount	12,687	16,095	11,438	14,670	

Note 17. Inventories

Inventories	Group		Group F		Parent com	pany
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022		
Components	43,718	47,406	43,718	47,406		
Finished goods	44,920	36,843	44,920	36,843		
Total	88,638	84,249	88,638	84,249		

Inventories with a value of SEK 129,926 (117,884) thousand were impaired to SEK 88,638 (84,249) thousand.

Cost of sales includes impairment and scrap of inventories of SEK -9,295 (-3,292) thousand.

Note 18. Contract Assets and Liabilities

Contract assets	Group		Parent company		
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022	
Hardware	1,730	-	1,730	-	
Software licenses	1,351	379	1,351	379	
Support and Services	-	206	-	206	
Total	3,081	585	3,081	585	
Whereof:					
Non-current assets	-	-	-	-	
Current assets	3,081	585	3,081	585	
Total	3,081	585	3,081	585	
Contract liabilities	Group		Group Parent compar		
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022	
Hardware	44,525	45,219	44,525	45,219	
Software licenses	4,171	5,866	4,171	5,866	
Support and Services	33,555	57,555	33,555	57,555	
Total	82,251	108,640	82,251	108,640	
Of which:					
Non-current liabilities	45,729	56,469	45,729	56,469	
Current liabilities	36,522	52,171	36,522	52,171	
Total	82,251	108,640	82,251	108,640	
Revenue recognized that was included in the contract liability balance at the beginning of the					
period	Group		Parent com	pany	
Amounts in SEK thousands	2023	2022	2023	2022	
Hardware	817	7,825	817	7,825	
Software licenses	2,770	4,186	2,770	4,186	
Support and Services	48,177	42,077	48,177	41,666	
Total	51,764	54,088	51,764	53,677	

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Transaction price allocated to the remaining obligations ¹			Group			
Amounts in SEK thousands	2024	2025	2026	2027	2028	Total
Hardware	6,679	11,131	13,358	13,358		44,525
Software licenses	3,651	314	168	38		4,171
Support and Services	26,192	4,629	2,040	628	66	33,555
Total	36,522	16,074	15,566	14,024	66	82,251

¹ Revenue from performance obligations that are unsatisfied (or partly unsatisfied) at December 31, 2023, are expected to be recognized as stated in the table above.

Note 19. Accounts Receivable and other Receivables

Accounts receivable and other receivables	Group	Group		Group Parent company		pany
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022		
Accounts receivable	141,097	131,014	141,097	131,014		
Provision for impairment of receivables	-1,390	-1,599	-630	-834		
Accounts receivable, net	139,707	129,415	140,467	130,180		
Receivables from group companies	-	-	346	346		
Other receivables	9,932	17,909	8,009	18,010		
Prepaid expenses	9,137	9,222	13,451	11,518		
Carrying amount of accounts receivable and other receivables	158,776	156,546	162,273	160,054		

In 2023, the Group reported SEK -3 (-549) thousand as realized loss of accounts receivables.

An age of analysis of the Group's accounts receivable and provisions for impairment follows.

Group's accounts receivables	Accounts rec	eivable	Provision for impairment of receivables		
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022	
Not due	100,913	74,338	-537	-431	
Less than a month	13,504	25,785	-75	-151	
1-3 months	14,793	25,850	-81	-152	
3-6 months	5,721	4,353	-34	-550	
More than 6 months	6,166	688	-663	-315	
Total	141,097	131,014	-1,390	-1,599	

Group's accounts receivable and other receivables, carrying amount/currency

Amounts in SEK thousands	31 Dec 2023	31 Dec 2022
SEK	19,278	27,960
USD	82,266	94,649
EUR	57,023	33,688
GBP	41	-
SGD	168	249
Total	158,776	156,546

Group's accounts receivables	31 Dec 202	23	31 Dec 2022		
Amounts in SEK thousands	Amount	Proportion	Amount	Proportion	
Accounts receivables < 1 SEK million per customer	22,980	16%	18,108	14%	
Accounts receivables 1- 5 SEK million per customer	41,359	30%	33,321	26%	
Accounts receivables > 5 SEK million per customer	75,367	54%	77,986	60%	
Total	139,707	100%	129,415	100%	

Current receivables contain the following major items:	Gro	Group		ompany
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022
Tax account	154	4,973	154	4,973
VAT claims	4,133	4,122	4,092	4,115
Foreign currency swaps	682	-	682	-
Other claims	4,963	8,814	3,081	8,922
Total	9,932	17,909	8,009	18,010

Prepaid expenses include the following major items:	Gro	Group		Group Parent company		ompany
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022		
Prepaid rent	986	326	3,727	2,860		
Prepaid employee-related expenses	-	836	-	836		
Prepaid royalty	3,567	2,867	3,567	2,867		
Other prepaid items	4,584	5,193	6,157	4,955		
Total	9,137	9,222	13,451	11,518		



Note 20. Cash and Cash Equivalents

Cash and cash equivalents	Group		Parent company	
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022
Cash and bank balances	28,066	16,163	19,676	8,676
Short-term bank investments	238,338	292,184	238,338	292,184
Total cash and cash equivalents	266,404	308,347	258,014	300,860
Of which in blocked accounts	1,200	1,200	1,200	1,200

Short-term bank investments to interest investments made at the end of the business day until the beginning of the next business day with our AA-rated bank.



assets

Total

Cash and cash equivalents

Note 21. Financial Assets and Liabilites

Group's financial instruments by category 31 Dec 2023 31 Dec 2022 **Assets measured Assets measured** at fair value at fair value through profit or **Assets measured** through profit or Value-**Assets measured Amounts in SEK thousands** at amortized cost tier at amortized cost loss loss **Assets in Balance Sheet** 2 682 2 **Derivative instruments** Accounts receivable and other receivables, excluding non-financial

148,828

266,404

415,232

682

Group's financial instruments by category	31 Dec 2023			31 Dec 2022		
	Liabilities					Liabilities
		Liabilities	measured at fair		Liabilities	measured at fair
	Value-	measured at	value trough profit	Value-	measured at	value trough profit
Amounts in SEK thousands	tier	amortized cost	and loss	tier	amortized cost	and loss
Liabilities in Balance Sheet						
Derivative instruments	2			2		787
Accounts payable and other liabilities, excluding non-financial		45,974			47,368	
Lease liabilities		24,290			32,167	
Total		70,264	-		79,535	787

Carrying value of account receivables, other receivables, cash and cash equivalents, account payables and other liabilities makes a reasonable approximation of fair value.

Financial instruments in tier 2

The fair value of derivative instruments is measured using exchange rates of currency forwards on the reporting date where the resulting value is discounted to present value.

Financial liabilities	Gro	oup
maturity	31 Dec 2023	31 Dec 2022
<1 year	58,079	59,588
1-5 yeas	12,185	20,734
>5 years	-	-
Total	70,264	80,322

140,200

308,347

448,547



Note 22. Participations in Group Companies

Subsidiaries to the parent company and other major subsidiaries within the group as of December 31, 2023:

	Share of equity,	Share of equity,	Number of shares	Carrying amounts,	
Amounts in SEK thousands	parent company (%)	group (%)	parent company	parent company	Equity
Net Insight Consulting AB (publ),					
corp. ID. no. 556583-7365, registered office: Solna, Sweden	100	100	5,000	500	490
Net Insight Pte. Ltd., registered office: Singapore	100	100	1	0	433
Net Insight UK Ltd; registered office: London, UK	100	100	1	0	434
Net Insight Inc; registered office: Delaware, USA	100	100	1	2,673	8,735
Total				3,173	10,092

All subsidiaries are fully consolidated. Share of equity and vote are the same in the subsidiaries.

The group has no non-controlling interests or assets with significant restriction

Accumulated cost	Parent cor	mpany
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022
Accumulated cost at beginning of year	3,173	174,895
Liqudation*	-	-171,722
Total participations in group companies	3,173	3,173



Note 23. Share Capital

As of December 31, 2023, the share capital of SEK 14,361 thousand is divided between 359,038,009 shares, with a par value of SEK 0.04 per share. One class A share is entitled to ten (10) votes and one class B share is entitled to one (1) votes. All shares issued by the parent company have been fully paid.

In 2023, the parent company acquired 10,565,000 of its own class B shares through purchases on Nasdaq Stockholm for a total amount of SEK 50.4 million within the repurchase programs decided at the 2022 and 2023 AGM's.

The 2023 AGM resolved that the company's share capital shall be reduced by SEK 511,000 for allocation to unrestricted equity through cancellation of 12,775,000 own B shares held by the company. The cancellation was completed on August 11.

In 2023, 3,055,000 warrants were exercised, which resulted in the number of B shares and votes in Net Insight AB increasing by 3,055,000 and the share capital increasing by SEK 122,200.

The Parent Company's holding of Class B shares in the Company as of December 31, 2023, amounted to 9,370,000 shares (corresponding to 2.6 percent of the total number of shares), at an average acquisition price of SEK 4.54 per share and with a quotient value of SEK 0.04 per share.

For more information about the share, see The Share and shareholders in the Adminstration report on page 53-53 and section the Share on pages 48-49.

31 Dec 2023 31 Dec 2022 **Total** The division of shares A-shares **B-shares** A-shares **B-shares** Total Outstanding shares 349,668,009 357,178,009 1,000,000 1,000,000 348,668,009 356,178,009 Repurchased own shares 9,370,000 9,370,000 11,580,000 11,580,000 359,038,009 Issued shares 1,000,000 1,000,000 367,758,009 358,038,009 368,758,009

Note 24. Other Provisions

- reclassification

As of December 31, 2023

Group	Current provision		Non-current provisions				
Amounts in SEK thousands	Warranty provisions ¹	Variable incentive program ²	Other provisions	Warranty provisions ¹	Variable incentive program ²	Other provisions	Total
As of January 1, 2022	1,823	589	-	1,823	772	2,953	7,960
- additional provisions	36	658	-	36	307	-	1,037
- used amount affecting liquidity	-	-1,081	-	-	-	-281	-1,362
- share-based remuneration	-	-10	-	-	-155	-	-165
- reclassification	-	617	-	-	-617	-	-
As of December 31, 2022	1,859	773	-	1,859	307	2,672	7,470
As of January 1, 2023	1,859	773	-	1,859	307	2,672	7,470
- additional provisions	332	711	-	332	1,286	-	2,661
- used amount affecting liquidity	-	-999	-	-	-	-	-999
- share-based remuneration	-	-4	-	-	-	-	-4
- reclassification	-	604	-	-	-604	-	-
As of December 31, 2023	2,191	1,085	-	2,191	989	2,672	9,129
Parent company		Current provision			lon-current provision	ıs	

Parent company	Current provision			N			
	Warranty	Variable incentive		Warranty	Variable incentive		
Amounts in SEK thousands	provisions1	program ²	Other provisions	provisions1	program ²	Other provisions	Total
As of January 1, 2022	1,823	589	-	1,823	772	2,765	7,772
- additional provisions	36	658	=	36	307	-	1,037
 used amount affecting liquidity 	-	-1,081	-	-	-	-843	-1,924
- share-based remuneration	-	-10	-	-	-155	-	-165
- reclassification	-	617	=	-	-617	-	-
As of December 31, 2022	1,859	773	-	1,859	307	1,922	6,720
As of January 1, 2023	1,859	773	-	1,859	307	1,922	6,720
- additional provisions	332	711	-	332	1,286	-	2,661
- used amount affecting liquidity	-	-999	-	-	-	-562	-1,561
- share-based remuneration	-	-4	-	-	-	-	-4

2,191

604

1,085

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-604

989

1,360

7,816

2,191

¹⁾ Warranty provisions have been used to cover potential future expenses due to executed business transactions

²⁾ Provisions for the variable incentive program had been made to cover likely future compensation, including social security contributions. Variable incentive program is participation in the synthetic share program and option programs. Share-based remuneration is value changes in amounts held in escrow. The terms and conditions of the synthetic share program are stated in note 7.



Note 25. Other Liabilities

Other liabilities	Grou	Group			
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022	
Employee-related taxes	2,802	2,697	2,802	2,647	
Derivatives	-	787	-	787	
Social security contribution	2,347	1,787	2,347	1,787	
Other current liabilities	1,435	863	1,482	944	
Total current liabilities	6,584	6,134	6,631	6,165	

Note 26. Accrued Expenses

Accrued expenses	Group		Parent company	
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022
Vacation pay liability	12,082	11,260	10,507	9,081
Accrued remuneration to employees	20,666	19,271	16,321	15,803
Accrued expenses consultants	4,271	5,242	4,401	5,216
Accrued royalty expenses	725	1,011	725	1,011
Other accrued expenses	11,930	12,931	11,065	12,432
Total accrued expenses	49,674	49,715	43,019	43,543

Note 27. Cash Flows Statements

Other items not affecting liquidity	Group		Parent co	mpany
Amounts in SEK thousands	2023	2022	2023	2022
Endowment insurance, change in value	21	-	21	-
Capital gain/losses	3,861	5,092	3,861	9,413
Provisions	7,150	-515	7,154	-551
Unrealized exchange differences	-149	625	-	58
Total	10,883	5,202	11,036	8,920



Note 28. Pledged Assets and Contingent Liabilities

Pledged assets	Group	Group		pany
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022
Deposits	5,123	4,902	4,855	4,628
Of which in blocked accounts	1,200	1,200	1,200	1,200
Total	6,323	6,102	6,055	5,828
Contingent liabilities	31 Dec 2	31 Dec 2023)23
Amounts in SEK thousands	31 Dec 2023	31 Dec 2022	31 Dec 2023	31 Dec 2022
Guarantee	-	-	-	-
Total	-	-	-	-

Note 29. Proposed Appropriation of Profit

The following funds are at the disposal of the parent comp	oany
(SEK thousands):	2023
Premium reserve	59,012
Retained earnings	133,523
Net income	56,950
Total	249,485
follows:	2023
Brought forward:	249,485
of which to premium reserve	-
Total	249,485

Note 30. Significant Events after the Reporting Period

No significant events occurred after the end of the reporting period.



Declaration & signatures

The Board of Directors and Chief Executive Officer declare that the consolidated accounts have been prepared in accordance with IFRS as endorsed by the EU, and give a true and fair view of the group's financial position and results of operations. The annual accounts have been prepared in accordance with generally accepted accounting policies and give a true and fair view of the parent company's financial position and results of operations.

The Administration Report for the group and parent company gives a true and fair view of the progress of the group's and parent company's operations, financial position and results of operations, and state the significant risks and uncertainties factors facing the parent company and companies in the group.

Solna March 25, 2024

Gunilla Fransson Chairman

Torbjörn Wingårdh Board member Jan Barchan Board member

Karl Thedéen Board member

Crister Fritzson CEO

Our Audit Report was submitted. Stockholm March 25, 2024 KPMG AB

Henrik Lind Authorized Public Accountant Cecilia de Leeuw Board member



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Auditor's Report

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Auditor's Report

To the general meeting of the shareholders of Net Insight AB (publ), corp. id 556533-4397

Report on the annual accounts and consolidated accounts

Opinions

We have audited the annual accounts and consolidated accounts of Net Insight AB (publ) for the year 2023, except for the sustainability report on pages 30-36 and 58-60. The annual accounts and consolidated accounts of the company are included on pages 50-107 in this document.

In our opinion, the annual accounts have been prepared in accordance with the Annual Accounts Act, and present fairly, in all material respects, the financial position of the parent company as of 31 December 2023 and its financial performance and cash flow for the year then ended in accordance with the Annual Accounts Act. The consolidated accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the group as of 31 December 2023 and their financial performance and cash flow for the year then ended in accordance with IFRS Accounting Standards, as adopted by the EU, and the Annual Accounts Act. Our opinions do not sustainability report on pages 30-36 and 58-60. The statutory administration report is consistent with the other

parts of the annual accounts and consolidated accounts

We therefore recommend that the general meeting of shareholders adopts the income statement and balance sheet for the parent company and the group.

Our opinions in this report on the the annual accounts and consolidated accounts are consistent with the content of the additional report that has been submitted to the parent company's audit committee in accordance with the Audit Regulation (537/2014) Article 11.

Basis for Opinions

We conducted our audit in accordance with International Standards on Auditing (ISA) and generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements. This includes that, based on the best of our knowledge and belief, no prohibited services referred to in the Audit Regulation (537/2014) Article 5.1 have been provided to the audited company or,

where applicable, its parent company or its controlled companies within the EU.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

Kev Audit Matters

Key audit matters of the audit are those matters that, in our professional judgment, were of most significance in our audit of the annual accounts and consolidated accounts of the current period. These matters were addressed in the context of our audit of. and in forming our opinion thereon, the annual accounts and consolidated accounts as a whole, but we do not provide a separate opinion on these matters

Valuation of capitalized expenditure for development

See disclosure 15 and accounting principles on page 71 in the annual account and consolidated accounts for detailed information and description of the matter.

Description of key audit matter

Capitalized expenditure for development amount to 236 MSEK as of December 31, 2023 representing 28% of total assets.



Expenditures for development is capitalized as an intangible asset provided that the criteria's described in the group's accounting policies on page 70 are met. The capitalization and subsequent valuation of development expenditures is based on management's assessment if the projects will be successful in terms of commercial and technical possibilities.

Capitalized expenditure for development are being amortized on a straight line basis over the estimated useful life and management is required to assess whether there are any indications of impairment.

Capitalized expenditure for development not yet taken into use should annually be tested for impairment by comparing the capitalised amount to the recoverable amount. This impairment test includes prognoses' and assumptions prepared by management.

There is a risk that development expenditures do not meet the requirements for capitalization and that the carrying amount of individual assets exceeds the recoverable amount which may have a significant impact on the group's earnings and financial position. Furthermore, there is a risk that these assets will not generate economic benefits for the group throughout the period of management estimates

Response in the audit

We have reviewed the method for capitalization, valuation and impairment for capitalized expenditure for development.

We have tested the effectiveness in a selection of internal controls related to capitalization of

expenditure for development. Additionally we have via samples, tested a selection of the capitalized expenditures and verified these to relevant documentation.

We have reviewed managements assessment of indications of impairment of capitalized expenditure for development. We have evaluated the recoverability of the carrying amount by analysing the assets on a portfolio basis and comparing the carrying amount as of 31 December 2023 to the current year revenue to determine if any indicators of impairment exits.

We have reviewed impairment tests prepared by management of projects not yet taken into use to assess if potential impairment by comparing the carrying amount to the recoverable amount.

We have also assessed accounting principles and the disclosures related to capitalized development costs included in the annual accounts and consolidated accounts.

Other Information than the annual accounts and consolidated accounts

This document also contains other information than the annual accounts and consolidated accounts and is found on pages 1-41, 48-49, 58-60 and 115-129. The other information comprises also of the remuneration report which we obtained prior to the date of this auditor's report. The Board of Directors and the Managing Director are responsible for this other information.

Our opinion on the annual accounts and consolidated accounts does not cover this other information and we do not express any form of assurance conclusion regarding this other information.

In connection with our audit of the annual accounts and consolidated accounts, our responsibility is to read the information identified above and consider whether the information is materially inconsistent with the annual accounts and consolidated accounts. In this procedure we also take into account our knowledge otherwise obtained in the audit and assess whether the information otherwise appears to be materially misstated.

If we, based on the work performed concerning this information, conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Board of Directors and the Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of the annual accounts and consolidated accounts and that they give a fair presentation in accordance with the Annual Accounts Act and, concerning the consolidated accounts, in accordance with IFRS Accounting Standards as adopted by the EU. The Board of Directors and the Managing Director are also responsible for such internal control as they determine is necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or error.

In preparing the annual accounts and consolidated accounts The Board of Directors and the Managing Director are responsible for the assessment of the company's and the group's ability to continue as a going concern. They disclose, as applicable, matters related to going concern and using the going concern basis of accounting. The going concern basis of accounting is however not applied if the Board of Directors and the Managing Director intend to liquidate the company, to cease operations, or has no realistic alternative but to do so.

The Audit Committee shall, without prejudice to the Board of Director's responsibilities and tasks in general, among other things oversee the company's financial reporting process.

Auditor's responsibility

Our objectives are to obtain reasonable assurance about whether the annual accounts and consolidated accounts as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and generally accepted auditing standards in Sweden will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if. individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these annual accounts. and consolidated accounts.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the annual accounts and consolidated accounts, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of the company's internal control relevant to our audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors and the Managing Director.
- Conclude on the appropriateness of the Board of Directors' and the Managing Director's, use of the going concern basis of accounting in preparing the annual accounts and consolidated accounts. We also draw a conclusion, based on the audit evidence obtained, as to whether any material uncertainty

- exists related to events or conditions that may cast significant doubt on the company's and the group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the annual accounts and consolidated accounts or, if such disclosures are inadequate, to modify our opinion about the annual accounts and consolidated accounts. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause a company and a group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the annual accounts and consolidated accounts, including the disclosures, and whether the annual accounts and consolidated accounts represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient and appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated accounts. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our opinions.

We must inform the Board of Directors of, among other matters, the planned scope and timing of the audit. We must also inform of significant audit findings during our audit, including any significant deficiencies in internal control that we identified.

We must also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, measures that have been taken to eliminate the threats or related safeguards.

From the matters communicated with the Board of Directors, we determine those matters that were of most significance in the audit of the annual accounts and consolidated accounts, including the most important assessed risks for material misstatement, and are therefore the key audit matters. We describe these matters in the auditor's report unless law or regulation precludes disclosure about the matter.

Report on other legal and regulatory requirements

Auditor's audit of the administration and the proposed appropriations of profit or loss

Opinions

In addition to our audit of the annual accounts and consolidated accounts, we have also audited the administration of the Board of Directors and the Managing Director of Net Insight AB (publ) for the year 2023 and the proposed appropriations of the company's profit or loss.

We recommend to the general meeting of shareholders that the profit be appropriated in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the Managing Director be discharged from liability for the financial year.

Basis for Opinions

We conducted the audit in accordance with generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

Responsibilities of the Board of Directors and the Managing Director

The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss. At the proposal of a dividend, this includes an assessment of whether the dividend is justifiable considering the requirements which the company's and the group's type of operations, size and risks place on the size of the parent company's and the group's equity, consolidation requirements, liquidity and position in general.

The Board of Directors is responsible for the company's organization and the administration of the company's affairs. This includes among other things continuous assessment of the company's and the group's financial situation and ensuring that the company's organization is designed so that the

accounting, management of assets and the company's financial affairs otherwise are controlled in a reassuring manner.

The Managing Director shall manage the ongoing administration according to the Board of Directors' guidelines and instructions and among other matters take measures that are necessary to fulfill the company's accounting in accordance with law and handle the management of assets in a reassuring manner.

Auditor's responsibility

Our objective concerning the audit of the administration, and thereby our opinion about discharge from liability, is to obtain audit evidence to assess with a reasonable degree of assurance whether any member of the Board of Directors or the Managing Director in any material respect:

- has undertaken any action or been guilty of any omission which can give rise to liability to the company, or
- in any other way has acted in contravention of the Companies Act, the Annual Accounts Act or the Articles of Association.

Our objective concerning the audit of the proposed appropriations of the company's profit or loss, and thereby our opinion about this, is to assess with reasonable degree of assurance whether the proposal is in accordance with the Companies Act.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with generally accepted auditing

standards in Sweden will always detect actions or omissions that can give rise to liability to the company, or that the proposed appropriations of the company's profit or loss are not in accordance with the Companies Act.

As part of an audit in accordance with generally accepted auditing standards in Sweden, we exercise professional judgment and maintain professional scepticism throughout the audit. The examination of the administration and the proposed appropriations of the company's profit or loss is based primarily on the audit of the accounts. Additional audit procedures performed are based on our professional judgment with starting point in risk and materiality. This means that we focus the examination on such actions, areas and relationships that are material for the operations and where deviations and violations would have particular importance for the company's situation. We examine and test decisions undertaken, support for decisions, actions taken and other circumstances that are relevant to our opinion concerning discharge from liability. As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss we examined whether the proposal is in accordance with the Companies Act

The auditor's examination of the Esef report Opinion

In addition to our audit of the annual accounts and consolidated accounts, we have also examined that the Board of Directors and the Managing Director have prepared the annual accounts and consolidated accounts in a format that enables uniform electronic

reporting (the Esef report) pursuant to Chapter 16, Section 4(a) of the Swedish Securities Market Act (2007:528) for Net Insight AB (publ) for year 2023.

Our examination and our opinion relate only to the statutory requirements.

In our opinion, the Esef report has been prepared in a format that, in all material respects, enables uniform electronic reporting.

Basis for opinion

We have performed the examination in accordance with FAR's recommendation RevR 18 Examination of the Esef report. Our responsibility under this recommendation is described in more detail in the Auditors' responsibility section. We are independent of Net Insight AB (publ) in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Responsibilities of the Board of Directors and the Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of the Esef report in accordance with the Chapter 16, Section 4(a) of the Swedish Securities Market Act (2007:528), and for such internal control that the Board of Directors and the Managing Director determine is necessary to prepare the Esef report without material misstatements, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to obtain reasonable assurance whether the Esef report is in all material respects prepared in a format that meets the requirements of Chapter 16, Section 4(a) of the Swedish Securities Market Act (2007:528), based on the procedures performed.

RevR 18 requires us to plan and execute procedures to achieve reasonable assurance that the Esef report is prepared in a format that meets these requirements.

Reasonable assurance is a high level of assurance, but it is not a guarantee that an engagement carried out according to RevR 18 and generally accepted auditing standards in Sweden will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Esef report.

The audit firm applies International Standard on Quality Management 1, which requires the firm to design, implement and operate a system of quality management including policies or procedures regarding compliance with ethical requirements, professional standards and applicable legal and regulatory requirements.

The examination involves obtaining evidence, through various procedures, that the Esef report has been prepared in a format that enables uniform

electronic reporting of the annual accounts and consolidated accounts. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement in the report, whether due to fraud or error. In carrying out this risk assessment, and in order to design procedures that are appropriate in the circumstances, the auditor considers those elements of internal control that are relevant to the preparation of the Esef report by the Board of Directors and the Managing Director, but not for the purpose of expressing an opinion on the effectiveness of those internal controls. The examination also includes an evaluation of the appropriateness and reasonableness of the assumptions made by the Board of Directors and the Managing Director.

The procedures mainly include a validation that the Esef report has been prepared in a valid XHTML format and a reconciliation of the Esef report with the audited annual accounts and consolidated accounts.

Furthermore, the procedures also include an assessment of whether the consolidated statement of financial performance, financial position, changes in equity, cash flow and disclosures in the Esef report have been marked with iXBRL in accordance with what follows from the Esef regulation.

The auditor's examination of the corporate governance statement

The Board of Directors is responsible for that the corporate governance statement on pages 42-47 has been prepared in accordance with the Annual Accounts Act.

Our examination of the corporate governance statement is conducted in accordance with FAR's standard RevR 16 The auditor's examination of the corporate governance statement. This means that our examination of the corporate governance statement is different and substantially less in scope than an audit conducted in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. We believe that the examination has provided us with sufficient basis for our opinions.

A corporate governance statement has been prepared. Disclosures in accordance with chapter 6 section 6 the second paragraph points 2-6 of the Annual Accounts Act and chapter 7 section 31 the second paragraph the same law are consistent with the other parts of the annual accounts and consolidated accounts and are in accordance with the Annual Accounts Act.

The auditor's opinion regarding the statutory sustainability report

The Board of Directors is responsible for the sustainability report on pages 26-32 and 54-55, and that it is prepared in accordance with the Annual Accounts Act.

Our examination has been conducted in accordance with FAR's standard RevR 12 The auditor's opinion regarding the statutory sustainability report. This means that our examination of the statutory sustainability report is different and substantially less in scope than an audit conducted in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. We believe that the examination has provided us with sufficient basis for our opinion.

A statutory sustainability report has been prepared.

KPMG AB, Box 382, 101 27, Stockholm, was appointed auditor of Net Insight AB (publ) by the general meeting of the shareholders on the 12 May, 2023. KPMG AB or auditors operating at KPMG AB have been the company's auditor since 2022.

Stockholm 25 March, 2024

Henrik Lind

Authorized Public Accountant

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Five Year Summary

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Five year summary

Five year summary

SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Earnings continued operations ¹					
Net sales per business area					
Media Networks	559.4	475.1	380.7	332.1	377.8
Resource Optimization	-	-	15.1	66.9	70.8
Streaming Solutions	-	-	-	-0.4	9.5
Discontinued operations	-	-	-15.1	-66.5	-80.3
Net sales	559.4	475.1	380.7	332.1	377.8
Gross earnings	341.8	297.7	228.4	202.2	243.2
Operating expenses	266.4	234.2	209.1	202.5	224.8
Total development expenditure	145.2	139.0	109.4	106.4	85.2
EBITDA	142.5	122.7	84.5	31.5	63.9
EBITDAC	49.1	35.1	28.1	-19.0	26.6
Operating earnings	70.9	60.5	26.8	-15.3	15.4
Profit/loss before tax	77.4	68.9	28.7	-20.0	14.3
Net income	60.1	54.0	23.8	-14.7	20.8
Balance sheet and cash flow including discontinued operations					
Cash and cash equivalents	266.4	308.3	354.9	283.2	52.3
Working capital	113.6	76.5	73.1	57.8	46.8
Total cash flow	-41.7	-47.0	71.0	232.6	-41.2

Separate reporting of discontinued operations has only been made for the years 2019-2021, thus previous years' figures also include the Streaming Solution and Resource Optimization business area. See annual report for 2021 for more information.

SEK millions (if not defined differently)	2023	2022	2021	2020	2019
The share					
Dividend per share, SEK	-	-	-	-	-
Earnings per share, basic continued operations, SEK	0.17	0.15	0.06	-0.04	0.05
Earnings per share, diluted continued operations, SEK	0.17	0.15	0.06	-0.04	0.05
Earnings per share, basic discontinued operations, SEK	-	-	-0.10	0.66	-0.14
Earnings per share, diluted discontinued operations, SEK	-	-	-0.10	0.66	-0.14
Earnings per share including discontinued operations, basic, SEK	0.17	0.15	-0.03	0.62	-0.08
Earnings per share including discontinued operations, diluted, SEK	0.17	0.15	-0.03	0.62	-0.08
Cash flow per share, basic, SEK	-0.12	-0.13	0.19	0.61	-0.11
Cash flow per share, diluted, SEK	-0.12	-0.13	0.18	0.61	-0.11
Equity per share basic , SEK	1.76	1.65	1.69	1.81	1.21
Equity per share diluted, SEK	1.75	1.63	1.68	1.81	1.21
Average number of outstanding shares basic, thousands	353,291	367,083	382,162	382,758	382,812
Average number of outstanding shares diluted, thousands	356,334	370,840	384,174	382,758	382,812
Number of outstanding shares at the end of the year, basic, thousands	346,613	357,178	377,308	382,758	382,758
Number of outstanding shares at the end of the year, diluted, thousands	348,368	361,988	380,363	382,758	382,758
Share price at end of year, SEK	5.20	6.06	6.62	1.58	2.30
Employees and consultants continued operations					
Average number of employees and consultants	191	176	154	152	135
KPI continued operations ¹					
Net sales YoY, change in %	17.7%	24.8%	14.6%	-12.1%	0.7%
Gross margin	61.1%	62.7%	60.0%	60.9%	64.4%
Total development expenditure/Net sales	26.0%	29.2%	28.7%	32.0%	22.6%
Operating margin	12.7%	12.7%	7.0%	-4.6%	4.1%
EBITDA margin	25.5%	25.8%	22.2%	9.5%	16.9%
EBITDA-2 margin	8.8%	7.4%	7.4%	-5.7%	7.0%
Net margin	10.7%	11.4%	6.3%	-4.4%	5.5%
KPI Group including discontinued operations					
Return on capital employed	9.8%	8.9%	3.9%	-0.6%	-7.4%
Equity/asset ratio	74.2%	71.6%	78.0%	80.3%	67.6%
Return on equity	9.8%	8.7%	-2.0%	36.0%	-6.6%



Alternative Performance Measures

Non-IFRS financial measures are presented to enhance an investors and management possibility to evaluate the ongoing operating results. The APMs in this report may differ from similar-titled measures used by other companies.

For the years 2019-2021, key figures relating to the income statement are calculated on continuting operations, unless otherwise stated and key figures relating to the balance sheet have been calculated for

the entire group including discontinued operations, unless otherwise stated.

Calculation of performance measures not included in IFRS framework and some other defitions

GROSS MARGIN	GROSS EARNINGS AS A PERCENTAGE OF NET SALES.	
Operating expenses	Sales and marketing expenses, administration expenses and development expenses.	Reason for use of the measure
Gross margin	Gross earnings as a percentage of net sales.	The gross margin is of major importance, showing the margin for covering the operating expenses., supplemented by the margin to cover the operating expenses as well as the cost of amortization of capitalized development expenditures.
Operating expenses	Sales and marketing expenses, administration expenses and development expenses.	Shows the company's total operating expenses. Putting them in relation to net sales shows the company's cost efficiency.
Operating expenses/net sales	Operating expenses as a percentage of net sales.	
Operating earnings	Calculated as operating earnings before financial items and tax.	Operating earnings provides an overall picture of earnings generated in the operating activities.
Operating margin	Operating earnings as a percentage of net sales.	The operating margin is a key measure together with sales growth and capital employed for monitoring value creation.
Net sales YoY, change in %	The relation between net sales for the period and the corresponding sales for the comparative period in previous year.	The sales growth is a key measure together with operating margin and capital employed for monitoring value creation.
Change in Net sales in comparable currencies	The relation between the net sales for the period, recalculated using the foreign currency exchange rates from the comparative period, and the corresponding sales for the comparative period in previous year. Only sales from business combinations that has been part of the Group for the whole comparative period are recalculated.	This measure is of major importance for management in its monitoring of underlying sales growth driven by changes in volume, price and product mix for comparable exchange rates between different periods.

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GROSS MARGIN	GROSS EARNINGS AS A PERCENTAGE OF NET SALES.	
Operating expenses	Sales and marketing expenses, administration expenses and development expenses.	Reason for use of the measure
Organic growth	Net sales for the period in relation to Net sales for the comparative period, excluding Net sales from business combinations that not been part of the Group for the whole comparative period.	Sales growth without influenced of business combinations.
Net margin	Net Income as a percentage of net sales.	The net margin shows the remaining share of net sales after all of the company's costs have been deducted.
Adjusted performance and margin measures	Performance and margin measures adjusted for items affecting comparability between periods. See table Consolidated Income Statement, Adjusted on page 126.	Reporting performance and margin measures not influenced by items affecting comparability between periods shows the performance of the underlying operation.
Total development (R&D) expenditure Total development (R&D) expenditure/net sales	Development expenses and capitalized expenditures for development. Total development expenditure as percentage	The measure is a good complement to development expenses, as it shows the company's total expenditure in development. The development expenditures effect on income, financial position and presentation in the statement of cashflow is affected by the periods level of capitalized development expenditures.
EBITDAC EBITDAC	Operating earnings before depreciation and amortization. Operating earnings before depreciation and amortization and capitalization of development expenditure. The performance measure EBITDA-2 has, in 2023, changed its conceptual name to EBITDAC, the definition is unchanged.	Complementing EBITDA with EBITDAC, where capitalized development expenditures are reversed, provides a good complement to operating earnings and margin as it, simplified, shows the earnings-generated cash flow in the operation and it shows operating earnings without influence of variations in the level of capitalized development expenditures in the company's development projects.
EBITDA- & EBITDAC-margin	EBITDA & EBITDAC as a percentage of net sales.	
Regions	 Definition of regions for designation of revenue: EMEA – Europe, the Middle East and Africa. Americas (AM) - North and South America. APAC – Asia and Pacific. 	Definition of regions for designation of revenue.



KPI Income Statement

SEK millions (if not defined differently	2023	2022	2021	2020	2019
Continued operations					
Net sales	559.4	475.1	380.7	332.1	377.8
Net sales YoY, change in %	17.7%	24.8%	14.6%	-12.1%	0.7%
Cost of sales ex. amortization of capitalized development	-162.4	-131.3	-109.4	-98.5	-100.5
Gross earnings ex. amortization of capitalized development	396.9	343.8	271.3	233.6	277.3
Gross margin ex. amortization of capitalized development	71.0%	72.4%	71.3%	70.3%	73.4%
Cost of sales amortization of capitalized development	-55.1	-46.2	-42.9	-31.4	-34.1
Gross earnings	341.8	297.7	228.4	202.2	243.2
Gross margin	61.1%	62.7%	60.0%	60.9%	64.4%
Sales and marketing expenses	-152.1	-130.0	-104.3	-92.7	-106.8
Administration expenses	-62.4	-52.8	-51.9	-53.9	-70.2
Development expenses	-51.8	-51.4	-53.0	-55.9	-47.9
Operating expenses	-266.4	-234.2	-209.1	-202.5	-224.8
Operating expenses/net sales	-47.6%	-49.3%	-54.9%	-61.0%	-59.5%
Other operating income and expenses	-4.5	-3.0	7.5	-15.0	-3.0
Operating earnings	70.9	60.5	26.8	-15.3	15.4
Operating margin	12.7%	12.7%	7.0%	-4.6%	4.1%
Net financial items	6.5	8.4	1.9	-4.6	-2.1
Profit/loss before tax	77.4	68.9	28.7	-20.0	14.3
Tax	-17.3	-14.9	-4.9	5.3	6.5
Net income continued operations	60.1	54.0	23.8	-14.7	20.8
Net margin	10.7%	11.4%	6.3%	-4.4%	5.5%
Discontinued operations, net after tax	-	-	-36.9	252.1	-52.9
Net Income	60.1	54.0	-13.1	237.4	-32.2

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Change in net sale	es in com	iparable c	urrencies
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SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Net sales	559.4	475.1	380.7		
Net currency effect of comparable currencies	-25.1	-43.7	14.9		
Net sales in comparable currencies	534.2	431.5	395.6		
Change in net sales in comparable currencies	12.4%	13.3%	19.1%		

Change in net sales in comparable currencies for 2019 has not been recalculated adjusted for discontinued operations.

Development expenditure continued operations

SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Development expenses	51.8	51.4	53.0	55.9	47.9
Capitalization of development expenditure	93.4	87.6	56.4	50.5	37.3
Total development expenditure	145.2	139.0	109.4	106.4	85.2
Capitalization rate	64.3%	63.0%	51.6%	47.5%	43.8%
Net Sales	559.4	475.1	380.7	332.1	377.8
Total development expenditure/net sales	26.0%	29.2%	28.7%	32.0%	22.6%

EBITDA margin continued operations

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SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Operating earnings	70.9	60.5	26.8	-15.3	15.4
Amortization of capitalized development expenditure	55.1	46.2	42.9	31.4	34.1
Other depreciation & amortization	16.5	14.5	14.8	15.4	14.4
Impairment	-	1.5	-	-	-
EBITDA	142.5	122.7	84.5	31.5	63.9
Capitalization of development expenditure	-93.4	-87.6	-56.4	-50.5	-37.3
EBITDAC	49.1	35.1	28.1	-19.0	26.6
Net sales	559.4	475.1	380.7	332.1	377.8
EBITDA margin	25.5%	25.8%	22.2%	9.5%	16.9%
EBITDAC margin	8.8%	7.4%	7.4%	-5.7%	7.0%

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CAPITAL AND RETURN MEASURES	SHOWS HOW CAPITAL IS UTILIZED AND THE COMPANY'S FINANCIAL STRENGTH. RETURN IS A FINANCIAL TERM THAT DESCRIBES HOW MUCH THE VALUE OF AN ASSET CHANGES FROM AN EARLIER POINT IN TIME.		
Non-ifrs perfomance measure	Description	Reason for use of the measure	
Working capital	Current assets less cash and cash equivalents, accounts payable and other interest-free current liabilities. The Company has no interest-bearing liabilities. Changes in working capital in the cash flow statement also includes adjustments for items not affecting liquidity and changes in non-current operating assets and liabilities.	This measure shows how much working capital that is tied up in the operations and can be put in relation to sales to understand how effectively tied-up working capital is used.	
Capital employed	The Company capital employed is calculated as an average of total assets, less total liabilities, excluding interest-bearing liabilities. The Company has no interest-bearing liabilities.	Return on capital employed is the central ratio for measuring the return on the capital tied up in operations.	
Return on capital employed	Operating earnings plus interest income, in relation to average capital employed, rolling four quarters (R4Q).		
Equity/asset ratio	Shareholders' equity divided by the balance sheet total.	A traditional measure for showing financial risk, expressing the ratio of the assets that is financed by the owners.	
Return on equity	Net income as a percentage of average shareholders' equity, rolling four quarters (R4Q).	Return on equity shows the total return on shareholders' capital and reflects the effect of the company's profitability as well as the financial leverage. The measure is primarily used to analyse shareholder profitability over time.	
Investments	Investments in intangible and tangible assets.	Definitions to rows in the cash flow statement.	
Total cash flow	Change in cash and cash equivalents during the period, excluding exchange differences in cash and cash equivalents.		

Working capital including discontinued operations

SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Current assets	533.5	548.4	491.7	424.3	255.0
Cash and cash equivalents	-276.4	-328.4	-318.1	-237.1	-64.5
No interest-bearing short term liabilities	-143.5	-143.5	-100.5	-129.4	-143.8
Working capital	113.6	76.5	73.1	57.8	46.8

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Capital employed including discontinued operations					
SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Capital employed					
Total balance	841.6	831.1	820.1	856.6	695.0
No interest-bearing liabilities	-201.0	-175.5	-112.9	-148.8	-165.3
Capital employed	640.6	655.6	707.1	707.8	529.7
Operating earnings less interest income R4Q					
Operating earnings R4Q	70.9	60.5	28.7	-4.3	-38.6
Interest income R4Q	8.2	2.4	1.1	0.2	0.7
Operating earnings less interest income R4Q	62.7	58.1	27.6	-4.5	-39.3
Return on capital employed	9.8%	8.9%	3.9%	-0.6%	-7.4%
Equity/asset ratio including discontinued operations SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Equity	622.2	605.1	646.5	692.6	463.7
Total equity and liabilities	838.4	845.2	828.6	862.4	686.5
Equity/asset ratio	74.2%	71.6%	78.0%	80.3%	67.6%
Return on equity including discontinued operations					
SEK millions (if not defined differently)	2023	2022	2021	2020	2019
Net income - R4Q	60.1	54.0	-13.1	237.4	-32.2
Average equity - R4Q	612.4	624.2	668.5	659.0	485.4
Return on equity	9.8%	8.7%	-2.0%	36.0%	-6.6%

SHAREHOLDERS' INFORMATION	MEASURES RELATED TO THE SHARE.	
Non-ifrs performance measure	Description	Reason for use of the measure
Average number of outstanding shares	Total number of shares in the Parent company, less the number of group companies' holdings of shares in the Parent company (own/treasury shares).	Definitions of IFRS performance measures. Measures showing the return of the business to the owners, per share.
Dividend per share	Dividend divided by the average number of outstanding shares during the period.	
Earnings per share (EPS)	Net income divided by the average number of outstanding shares during the period.	
Equity per share	Shareholders' equity divided by number of outstanding shares at the end of the period.	
Cash flow per share	Total cash flow, divided by average number of outstanding shares during the period.	Measures showing the return of the business to the owners, per share.
Equity per share	Shareholders' equity divided by number of out-standing shares at the end of the period.	

ANSTÄLLDA	BESKRIVNING		ORSAK TIL	L ANVÄNDNING AV M	ÅTT	
Medelantal anställda och konsulter/Medarbetare	är tillfälliga (längre än nio månader)	Genomsnittligt antal anställda samt konsulter för positioner som inte är tillfälliga (längre än nio månader) och som inte ersätter frånvarande anställda. Avser FTE (full sysselsättning).			med konsulter ger en b	oättre bild av
Average number of employees	and consultants	2023	2022	2021	2020	2019
Average number of employees		146	131	139	168	183
Average number of consultants	verage number of consultants 45		45	26	30	34
Total average number of emplo	oyee's and consultants	191	176	165	198	217
Average number of employees		-	-	-11	-46	-82
Net Average number of employ operations	rees and consultants continued	191	176	154	152	135

Material Profit and Loss Items

The group has identified a number of items which are material due to the significance of their nature and/or amount. These are listed separately here to provide a better understanding of the financial performance of the group:

All items in the table below effects operating earnings, except for (f) that effects cash flow:

- (a) Severance pay in due to structural changes.
- (b) Covid-19 related government grants for personnel

- and other resources that still contribute to creating value for the Company.
- (c) Impairment losses on intangible fixed assets, recognized as a result of re-prioritization in the Nimbra portfolio.
- (d) During the second quarter of 2021, the final costs for advisory services in connection with the divestment of business area Resource Optimization (ScheduALL), which is presented as other operating income.
- (e) Costs for strategic advisory services and preparation for capital injection, which were interrupted as a result of the divestment of the Sye business.
- (f) Presenting the cash flow without effects from divestments of the Resource Optimization (ScheduALL operations) and Streaming Solutions (Sye operations) business areas and the repurchase program of own shares provides a better understanding and comparison of the underlying operations' cash flow.

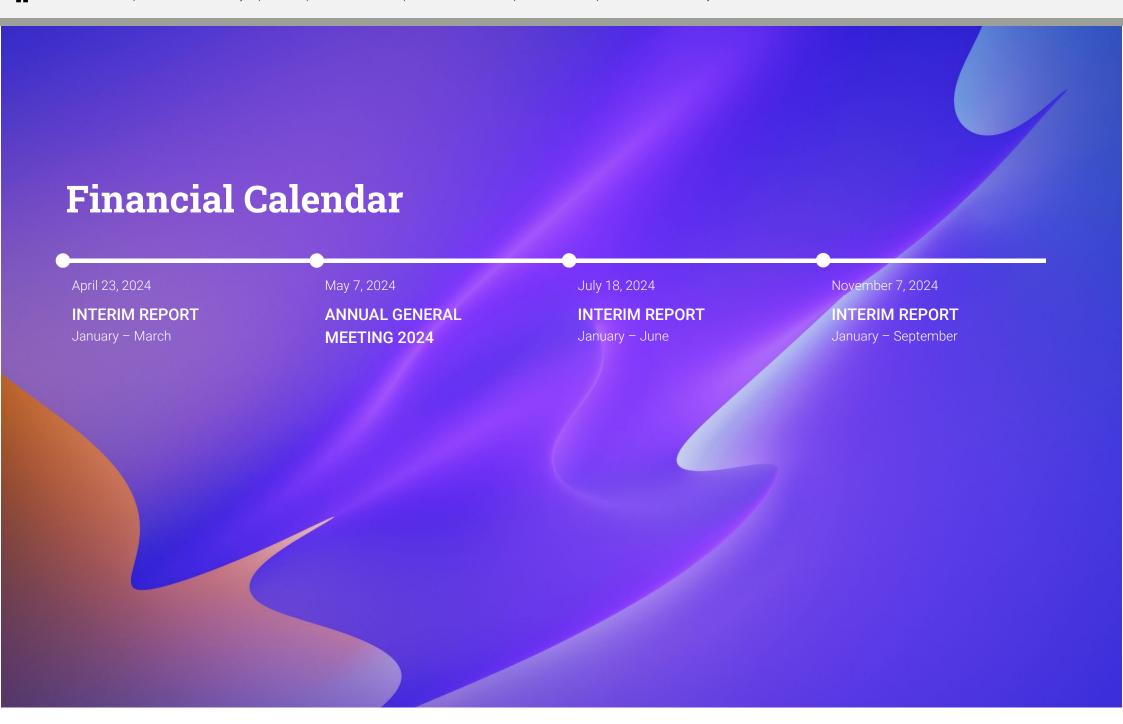
Material profit and loss items, continued operations, SEK millions	Not	2023	2022	2021	2020	2019
Exchange rate differences						
Part of Other operating income & expenses		-5.0	-1.9	6.5	-16.0	-2.9
Part of Net Financial Items		-0.8	6.9	2.7	-3.5	1.5
Total Exchange rate differences		-5.7	5.1	9.2	-19.5	-1.3
Government grants Covid-19						
Reduction of employee expenses		-	-	0.8	3.4	-
Other operating income		-	0.1	-0.2	0.7	-
Total		-	0.1	0.6	4.1	-
Items affecting comparability						
Restructuring	(a)	-	-1.2	-0.8	-0.9	-7.9
Government grants Covid-19, other operating income	(b)	-	0.1	-0.2	0.7	-
Government grants electricity support, other operating income		0.6	-	-	-	-
Impairment of intangible assets	(c)	-	-1.5	-	-	-
Adjustment cost for advisory services disposal of discontinued operations	(d)	-	-	0.4	-	-
Strategic advisory services and preparation for capital injection	(e)	-	-	-	-	-15.8
Total		0.6	-2.6	-0.7	-0.3	-23.6
Operating earnings excluding items affecting comparability - Operating earnings, adjusted						
Operating earnings		70.9	60.5	26.8	-15.3	15.4
Items affecting comparability, as per above		-0.6	2.6	0.7	0.3	27.8
Total		70.3	63.1	27.4	-15.1	43.2
Operating earnings excluding exchange rate differences						
Operating earnings		70.9	60.5	26.8	-15.3	15.4
Exchange rate differences, as per above		5.0	1.9	-6.5	16.0	2.9
Total		75.9	62.4	20.3	0.7	18.2
Operating earnings excluding exchange rate differences & items affecting comparability						
Operating earnings		70.9	60.5	26.8	-15.3	15.4
Exchange rate differences, as per above		5.0	1.9	-6.5	16.0	2.9
Items affecting comparability, as per above		-0.6	2.6	0.7	0.3	27.8
Total		75.3	65.0	20.9	1.0	46.0
Cash Flow excluding disposal of subsidiary, net effect on cash, and repurchase of own shares	(f)					
Net change in cash and cash equivalents		-41.7	-47.0	71.0	232.6	-41.2
Disposal of subsidiary, net effect on cash		-	-	-70.3	-302.3	-
Repurchase of own shares		50.4	98.3	33.4	-	1.8
Exercised warrants		-7.8	-	-	-	-
Total		0.9	51.3	34.1	-69.7	-39.4



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Shareholder Information

Annual General Meeting

The Annual General Meeting (AGM) will be Tuesday, 7 May 2024 at 10.00 CEST, at the company's premises at Smidesvägen 7, Solna, Sweden.

Shareholders who wish to participate in the annual general meeting must firstly be registered in the shareholders' register maintained by Euroclear Sweden AB on 26 April 2024, secondly notify the company of their participation in the Annual General Meeting no later than 30 April 2024.

The notification shall be sent by post to Net Insight AB, "Annual General Meeting", P.O. Box 1200, SE-171 23 Solna, Sweden, or by e-mail to agm@netinsight.net, or via telephone to +46 (0)8 685 04 00 weekdays 9 am - 4 pm.

Dividend

The Board of Directors is proposing to the AGM to resolve not to pay any dividend for the financial year 2023.

Distribution of Annual Report

The Annual Report 2023 will be published on April 16, 2024 at netinsight.net/investors Printed versions of the Annual Report are available to order by e-mail: info@netinsight.net, or by telephone: +46 (0)8 685 04 00.

Net Insight publishes financial information in Swedish and English. The reports are available for download from Net Insight's website: netinsight.net or to order by e-mail: info@netinsight.net, or by telephone on +46 (0)8 685 04 00.

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Investor relations

The IR work at Net Insight is guided by the principle of providing direct, accurate, transparent and consistent information to the financial market. The purpose of Investor Relations is to keep the market continuously updated on the company and to contribute to a correct assessment of the Net Insight share.

Shareholders and other interested parties can subscribe to press releases and financial reports via email.

Quiet period is applied during the period beginning on the first day of a reporting month and continues until the report is published. During this period, no

investors and financial analyst meetings will be conducted

