



# Q4 – 2020

YEAR-END REPORT JANUARY-DECEMBER 2020

## FOURTH QUARTER

- Net sales for the fourth quarter amounted to kSEK 2,956 (1,829) TSEK.
- The Gross margin was 72 (67) %.
- Result after taxes amounted to kSEK -15,451 (-19,465).
- Earnings per share before and after dilution was SEK -0.66 (-1.01) SEK.
- The cash flow from operating activities was kSEK -13,927 (-15,641).

## FULL YEAR

- Net sales for the full year amounted to kSEK 9,505 (5,508).
- The Gross margin was 61 (61) %.
- Result after taxes amounted to kSEK -62,312 (-68,539).
- Earnings per share before and after dilution was SEK -2.85 (-3.58)
- The cash flow from operating activities was kSEK -56,391 (-60,701).
- Cash and cash equivalents including short term deposits at the balance date amounted to kSEK 82,170 (77,954)

## SIGNIFICANT EVENTS DURING THE FOURTH QUARTER

- Acconeer received two orders from Digi-Key worth USD 36,000 and 37,000.
- A distribution agreement was signed with Marubun.
- Acconeer received an order from BEYD worth USD 421,000.
- It is the company's assessment that the effects of Covid-19 has had a limited impact on operations in 2020. No impact was seen on the development side, while manufacturing was somewhat affected by a global shortage of processors that occurred in connection with Covid-19. Regarding demand for the company's products, we see that some customer projects have been delayed, but the assessment is that this falls within the margin of uncertainty that always exists.

## SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

- Acconeer receives funding of SEK 4M for project on sleep monitoring with Sleepiz and University of Gothenburg.

# COMMENTS FROM OUR CEO

In the fourth quarter 2020 we were happy to see seven new customer launches, including three in China which continues to be a strong market for us. Otherwise, continued focus has been to finalize the discussions with Alps Alpine, where we hope to be able to sign a contract during Q1 2021.

In the second quarter we signed an MoU with Alps Alpine to share the development cost of the next generation radar system. The agreement contributes up to approximately SEK 100 million to the development and is distributed as SEK 30 million in direct investment in Acconeer during the second quarter 2020 and an MoU of up to SEK 70 million contribution to the project. During the fourth quarter the technical discussions have continued together with Alps Alpine to define the A2 product, supply chain and project plans, but we have not been able to conclude the commercial discussions. The fact that we have not been able to travel to meet face to face has slowed these somewhat complex discussions down. The relation between the two companies remains good, however we need more time to be able to finalize the contract. We expect payments to start in the second quarter of 2021. The product we develop together is planned to reach the market in 2023/2024.

Otherwise, also the fourth quarter 2020 has been dominated by the global outbreak of the Covid-19 virus. We have previously announced that we do not see any impact from Covid-19 on the development or purchasing side, but that we believe we will see delays in launches and new projects on the customer side due to Covid-19. New in the fourth quarter is a global shortage of processors, which affects our modules where we have not been able to ship all orders we have received. We expect continued problems with the purchasing of processors during the first half of 2021. The shortage of sensors has also had the effect that our customers have not been able to produce products in the expected pace. Despite this, our revenue grew in the fourth quarter compared to the third quarter, a development completely driven by China which is strong while we see a relatively weak development in both US and Europe.

The sale of evaluation kits gives an indication of the great interest that exists in our sensor and is an important indicator of the potential of future product launches. We can state that we sold 501 evaluation kits in the fourth quarter, which is better than our goal of selling more than three per day on average in 2020. More than five EVK per day on average is a very strong number, and there is a one-time effect of the launch of our Entry module which has performed well in terms of sales. Since launch, we have now sold 3117 evaluation kits and for 2021 we will keep the goal to sell at least three EVK per day on average.



We have previously stated that based on our customer pipeline, we believe that we will be able to launch at least five new customer products per quarter. During the fourth quarter, we saw seven new customer launches and so far the total number of customer launches is 34. In the quarter three new parking sensors were launched, one each in China, Korea and Europe, along with three tank level measurement products, out of which two were in Europe and one in China. Finally, one product for presence detection in office environment was launched in China. The area of presence detection in offices and other environments is an area where we see large potential, and we are happy to see our first launch in the area. During the quarter, we presented another customer story, IoT Solutions from Malta which already in 2020 bought sensors in large volumes. For a more detailed compilation of launched products, see the table below. Sales to these customers are reflected in our sales to Digi-Key and other distributors.

2021 is a new year with new challenges and goals, and hopefully a year where we can put Covid-19 behind and go back to a more normal way of working. We will focus on:

- Continue to launch new customers and help existing customers grow.
- Focus on customers with high volume potential and support them in launching their products.
- Deepen the collaboration with Alps Alpine and receive more design wins together with them.
- Invest in the development of new more advanced applications such as gesture control, breathing frequency and speed measurement.
- Start designing the next generation radar sensor, A2, which will be a very strong complement to A1 and which will already from the start cover the specific requirements of the automotive industry.

Our goal is to continue, in cooperation with our network of distributors, to in a controlled way take advantage of all growth opportunities that emerge to establish a leading position in low-power radar.

Lund, February 19, 2021

A handwritten signature in black ink that reads "Lars Lindell". The signature is written in a cursive, slightly slanted style.

Lars Lindell, CEO of Acconeer AB (publ)

## FOURTH QUARTER NET SALES AND RESULT

As of Q1 2020, the company has transitioned to a functional income statement. Comparative periods have been recalculated.

Net sales for the fourth quarter amounted to kSEK 2,956 (1,829), ie an increase of 62% compared with the previous year. Net sales relate to sales to customers through the distributors Digi-Key, BEYD and Codico and other new distributors.

Gross profit, which only includes direct cost of goods, amounted to kSEK 2,121 (1,222) which corresponds to a gross margin of 72% (67%). Product mix between our sensors, modules and evaluation kits and changes in exchange rate affects the gross margin.

Compared to the fourth quarter of last year, operating expenses decreased by 14% to kSEK 18,406 (21,294). The decrease mainly refers to reduced consulting costs in research and development. Depreciation of capitalized development costs, patents and equipment was made during the fourth quarter with kSEK 2,982 (2,890) TSEK.

Operating profit for the fourth quarter amounted to kSEK -15,451 (-19,465) and the profit after tax was kSEK -15,451 (-19,465).

The average number of employees during the period was 38 (35), of which 5 (4) were women.

## FULL YEAR IN SUMMARY

Net sales for the full year amounted to kSEK 9,505 (5,508), ie an increase of 73% compared with the previous year. Net sales relate to sales to customers through the distributors Digi-Key, BEYD and Codico and other new distributors.

Gross profit, which only includes direct cost of goods, amounted to kSEK 5,756 (3,379) which corresponds to a gross margin of 61% (61%). Product mix between our sensors, modules and evaluation kits and changes in exchange rate affects the gross margin.

Compared to the full year last year, operating expenses decreased by 3% to kSEK 71,814 (74,070). The decrease is mainly related to reduced other

external costs and an increase in other operating income. Depreciation of capitalized development costs, patents and equipment was made during the full year with kSEK 11,775 (11,525).

Operating profit for the full year amounted to kSEK -62,309 (-68,562) and the profit after tax was kSEK -62,312 (-68,539). The improved result compared with the corresponding period last year is mainly due to reduced administration costs and increased other operating income.

## CUSTOMER LAUNCHES BY MARKET AND AREA OF USE

	IoT Parking sensors	IoT Smart presence	IoT Wasteman- agement	Industry Level gauge	Robotics Object detection	Other	Total
Europe	5	1	1	4			11
Japan					2		2
South Korea	4						4
Australia & New Zealand				1			1
US						1	1
China	7	4		3			14
Taiwan	1						1
Total	17	5	1	8	2	1	34

The table refers to the accumulated number of customer launches since product launch Q2 2018.



## INVESTMENTS, LIQUIDITY AND FINANCIAL POSITION

On 31 December 2020 the cumulative book value of balanced costs for development work amounted to kSEK 25,246 (34,427). This refers to development work related to the A1 product. No capitalization has occurred during the year since product commercialization is now underway.

The corresponding patent portfolio value amounted to kSEK 1,824 (1,740) most of which is due to investments in patents and patent applications related to the A1 product. Acconeer has 8 patent families including in total 22 granted patents and 9 pending patent applications. The patent portfolio covers various geographic regions, including the U.S., Europe, Japan and China.

Investments in fixed tangible assets and patents

has been financed from the company's own resources, and amounted to kSEK 1,694 (526).

The Group is small and not covered by requirements for consolidated accounts, therefore no Group Accounts has been prepared.

The cash flow from operating activities during the nine months period amounted to kSEK -50,800 (-56,859).

After changes in working capital the cashflow for the period was kSEK -56,391 (-60,701).

At the balance sheet date, cash and cash equivalents amounted to kSEK 82,170 (77,954).

Total equity amounted to kSEK 120,492 (120,179). Equity ratio was 94 (92) percent.

## SIGNIFICANT EVENTS DURING THE YEAR

### JANUARI-MARCH

In february Acconeer received an order from Glyn Limited worth USD 12,800. The order relates to Acconeer's radar sensor A1. The same month Acconeer received an order from Digi-Key worth USD 15,100. The order relates to Acconeer's XM122 IoT Module.

At the end of february Acconeer received an order from CODICO worth USD 62,700. The order relates to Acconeer's A1 radar sensor for a European customer.

It was announced that in february, 24 months after the company started selling Evaluation Kits (EVKs) at Digi-Key, Acconeer AB had shipped more than 100,000 A1 radar sensors to distributors and customers.

In March Acconeer received an order from a European customer worth USD 14,700. The order relates to Acconeer's A1 radar sensor, for production of the customer's IoT solution.

In the middle of March the company announced that they are planning to develop an integration-ready entry module with low system cost. The entry module, XM132, was released during the third quarter of 2020.

Acconeer announced at the end of March that the company was awarded three design wins by Alps Alpine for presence detection in cars to a European premium car manufacturer. Acconeer estimates the total potential value of the design wins to US\$ 9-12 million over three years starting in 2022. By "design win" Acconeer refers to that the company's radar sensor has been selected for use in a customer product, but it is not equivalent to that an order has been placed.

### APRIL-JUNE

In April Acconeer received an order from Digi-Key worth USD 29,500. The order related to the XM112 High Performance Module and related connector board and lens kit.

On April 24 the company announced that they had entered into a non-binding Memorandum of Understanding (the "MoU") of a joint development agreement to develop next generation patented Pulse Coherent sensors. The MoU prescribes that Alps Alpine will contribute up to USD 7 million towards the development of the product and that Alps Alpine will, on commercial terms, receive exclusivity for the new product for the automotive market. The product is planned to be ready for production during 2023.

On May 4 Acconeer announced its intention to carry out a directed new share issue of approximately SEK 60 million to Swedish and international institutional investors. Alps Alpine Co., Ltd., undertook to subscribe for shares corresponding to a maximum of USD 3 million in the directed new share issue. Later that day, it was announced that the Board of Acconeer AB, had with support of the authorization granted by the annual general meeting 14 April 2020, resolved on and carried out a new share issue of 4,062,000 shares. The subscription price of the shares in the directed new share issue was SEK 16 per share. Through the directed new share issue Acconeer received proceeds amounting to approximately SEK 65 million before deduction of transaction costs. The directed new share issue was subscribed for by Alps Alpine Co., Ltd. and a number of institutional investors.

In May it was also announced that Acconeer has

extended the agreement with Restar Electronics Corporation to include the Americas. Since July 2019 the two companies have a distributor agreement for the Japanese market, and the decision to extend it to the Americas comes as a natural result of the good progress seen in Japan.

At the end of the month, the company received an order worth USD 28 400 from Taiwanese Chip Power Technology Corp. The order was for Acconeer's radar sensor A1.

In June, Acconeer's radar sensor A1 received qualification according to AEC - Q100 level 3, which covers temperatures between -40°C - +85 °C. The qualification was completed a quarter ahead of previously announced plans.

In June Acconeer also received ISO certification for quality and environmental management systems under the ISO Standards 9001:2015 and 14001:2015 for development and sales of radar sensors, modules and software.

At the end of June, Acconeer received an order from Digi-Key worth USD 30,000. The order relates to the radar sensor A1 and the reference card XR112.

#### JULY-SEPTEMBER

In August, Acconeer received an order from Digi-Key worth USD 52,000. The order relates to Acconeers XM132 Entry Module and the relates evaluation kit (EVK) XE132.

Acconeer received its largest order to that date from BEYD in August. The order amounted to USD 164,000 and mainly related to the radar sensor A1 and will be used for delivery to customers in China.

The company announced that it had appointed Björn Bengtsson as new CFO, starting on 1 September. Björn has more than 20 years of experience in auditing and accounting at PwC and in recent years as the owner of the accounting firm FinansBalans. FinansBalans has been providing

accounting services to Acconeer since 2018.

In September, Acconeer signed a purchase agreement with Future Electronics. The agreement enables Future Electronics to purchase and resell Acconeers A1 radar sensor as well as related modules and evaluation kits (EVK).

On September 10, it was announced that Acconeer has delivered more than 200,000 A1 radar sensors in total since the company began selling evaluation kits (EVK) in February 2018.

#### OCTOBER-DECEMBER

At the beginning of October, the company received an order from Digi-Key worth USD 36,000. It mainly related to the radar sensor A1.

In November, it was announced that a distribution agreement had been signed with the Japanese distributor Marubun. The agreement concerns Acconeer's radar sensors together with related modules and evaluation kits (EVK) for the Japanese market.

At the end of November, another order was received from Digi-Key. The order related to the radar sensor A1 and the IoT module XM122 and its value amounted to USD 37,000.

In December, Acconeer received an order from BEYD worth USD 421,000. This is Acconeer's largest order to date. It related to the radar sensor A1 and will be used for the production of customers' products.

It is the company's assessment that the effects of Covid-19 has had a limited impact on operations in 2020. No impact was seen on the development side, while manufacturing was somewhat affected by a global shortage of processors that occurred in connection with Covid-19. Regarding demand for the company's products, we see that some customer projects have been delayed, but the assessment is that this falls within the margin of uncertainty that always exists.

## SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

It was announced in February that Sweden's Innovation Agency has granted Acconeer 4 million SEK for research on sleep monitoring using radar. The project will run for three years starting in April 2021 and will be a consortium with Sleepiz based in Switzerland and the University of Gothenburg, Sweden.

## ACCOUNTING AND VALUATION POLICIES

This interim financial report is prepared in accordance with the Swedish Annual Accounts Act as well as the Swedish Accounting Standards Board BFNAR 2012:1 annual report and consolidated (K3).

More information about the company's accounting policies can be found in the 2019 annual report, on pages 28-30. The accounting policies are the same.

As of Q1 2020, the company has switched to a Functional income statement. Comparative periods have been recalculated. Considering that Acconeer is in a start-up phase and not yet achieved any full-scale production only material costs are reported in Cost of goods sold. Cost of operations and product management function is reported in Sales costs, and amortization of Intangible assets is included in Research and development costs. More information can be found in Note 1 and 2.

## KEY RISKS AND UNCERTAINTY FACTORS

A description of Acconeer's key risks and uncertainty factors can be found in the 2019 annual report, on page 21-22. No significant changes have taken place since then.

It is the company's assessment that the effects of Covid-19 has had a limited impact on operations in 2020. No impact was seen on the development side, while manufacturing was somewhat affected by a global shortage of processors that occurred in connection with Covid-19. Regarding demand for the company's products, we see that some customer projects have been delayed, but the assessment is that this falls within the margin of uncertainty that always exists.

## SHARE PERFORMANCE

Since the turn of the year, the share price has gone up by about 20 %. The share has recovered after the decline related to the Covid-19 situation last spring.

During the month of May, a directed new share issue was carried out and 4,062,000 shares were issued at a price of SEK 16 per share, which added kSEK 64,992 to the company. The issue cost amounted to kSEK 3,203, net to the company kSEK 61,789. The share capital increased from kSEK 962 to kSEK 1,165.

At the end of December 2020, the total number of shares amounted to 23,300,500 shares.

Revenue has been recognized at the fair value of the consideration received or receivable to the extent that it is likely that the financial benefits arising from it will be available to the company and can be reliably calculated.

Acconeer's sale of goods is taken as income in its entirety when the risk passes to the buyer in accordance with delivery terms. In cases where sales are made to a distributor, the revenue recognition takes into account any returns and discounts.

Amounts expressed in kSEK and MSEK in this interim report refer to thousands and millions of Swedish kronor, respectively. Numbers within parentheses refer to values from the corresponding period in the preceding year.

## UPCOMING FINANCIAL INFORMATION

Annual Report 2020.....	24 March 2020
Interim Report Jan-Mar 2021.....	23 April 2020
Annual General Meeting.....	27 April 2020
Interim Report Jan-Jun 2021.....	23 July 2020
Interim Report Jan-Sep 2021 .....	29 October 2020
Year-end Report 2021.....	18 February 2022

## PROPOSALS DISTRIBUTION OF PROFITS

The Board proposes that no dividend be paid for the 2020 financial year.

## AUDITORS' REVIEW

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

Lund, 19 February  
The Board

FOR ADDITIONAL INFORMATION,  
PLEASE CONTACT:

Lars Lindell, CEO Acconeer  
Tel: +4610 - 218 92 00  
Mail: [ir@acconeer.com](mailto:ir@acconeer.com)

# INCOME STATEMENT IN SUMMARY

KSEK		2020 OCT-DEC	2019 OCT-DEC	2020 FULL YEAR	2019 FULL YEAR
Net sales		2,956	1,829	9,505	5,508
Cost of goods sold	Note 1	-835	-607	-3,749	-2 129
Gross profit		2,121	1,222	5,756	3,379
<b>Operating expenses</b>					
Sales expenses	Note 2	-4,771	-5,405	-18,027	-17,482
Administrative expenses		-3,016	-2,873	-9,527	-11,459
Research and Development expenses		-10,538	-12,666	-42,298	-42,946
Other operating income/expenses		753	257	1,787	-54
<b>Operating result</b>		<b>-15,451</b>	<b>-19,465</b>	<b>-62,309</b>	<b>-68,562</b>
<b>Result from financial items</b>					
Financial income		0	1	0	24
Financial expense		0	-1	-3	-1
<b>Net financial income/expense</b>		<b>0</b>	<b>0</b>	<b>-3</b>	<b>23</b>
<b>Profit or loss before tax</b>		<b>-15,451</b>	<b>-19,465</b>	<b>-62,312</b>	<b>-68,539</b>
Tax		0	0	0	0
<b>Net profit or loss for the period</b>		<b>-15,451</b>	<b>-19,465</b>	<b>-62,312</b>	<b>-68,539</b>
Earnings per share, before/after dilution, SEK		-0.66	-1.01	-2.85	-3.58
Average number of shares during the period		23,300,500	19,238,500	21,887,147	19,164,881
Average number of shares during the period after dilution		24,282,500	20,129,500	22,869,147	20,055,881

# BALANCE SHEET IN SUMMARY

KSEK	2020-12-31	2019-12-31
<b>ASSETS</b>		
<b>Fixed assets</b>		
<i>Intangible fixed assets</i>		
Balanced costs for development and similar work	25,247	34,427
Patents	1,824	1,740
<b>Total intangible fixed assets</b>	<b>27,071</b>	<b>36,167</b>
<i>Tangible fixed assets</i>		
Machinery and other technical equipment	3,213	3,884
Inventory, tools and installations	159	149
<b>Total tangible fixed assets</b>	<b>3,372</b>	<b>4,033</b>
<i>Financial fixed assets</i>		
Participations in Group companies	842	842
<b>Total fixed assets</b>	<b>31,285</b>	<b>41,042</b>
<b>Current assets</b>		
<i>Inventories, etc.</i>		
Work in progress	5,192	2,949
Stocks of finished goods	2,464	2,905
<b>Total inventories</b>	<b>7,656</b>	<b>5,854</b>
<i>Short-term receivables</i>		
Accounts receivable	1,967	1,045
Current tax assets	161	0
Group company receivables	1,494	658
Other receivables	610	859
Prepayments and accrued income	3,099	2,790
<b>Total short-term receivables</b>	<b>7,331</b>	<b>5,352</b>
<i>Cash and bank balances</i>		
Cash and bank balances	82,170	77,954
<b>Total current assets</b>	<b>97,157</b>	<b>89,160</b>
<b>Total assets</b>	<b>128,442</b>	<b>130,202</b>



KSEK	2020-12-31	2019-12-31
<b>EQUITY AND LIABILITIES</b>		
<b>Total equity</b>		
<i>Restricted equity</i>		
Share capital (23,300,500shares)	1,165	962
Fund for development costs	17,942	24,466
	19,107	25,428
<i>Non-restricted equity</i>		
Share premium reserve	333,688	271,267
Retained profit or loss	-169,992	-107,977
Net profit or loss for the year	-62,311	-68,539
Total non-restricted equity	101,385	94,751
<b>Total equity</b>	<b>120,492</b>	<b>120,179</b>
<b>Short-term liabilities</b>		
Accounts payable	1,095	2,931
Tax liabilities	0	102
Other liabilities	662	599
Accruals and deferred income	6,193	6,391
<b>Total short-term liabilities</b>	<b>7,950</b>	<b>10,023</b>
<b>Total equity and liabilities</b>	<b>128,442</b>	<b>130,202</b>

# CHANGES IN EQUITY

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	RETAINED EARNINGS	TOTAL EQUITY
<b>Total equity 2019-12-31</b>	<b>962</b>	<b>24,466</b>	<b>271,267</b>	<b>-176,516</b>	<b>120,179</b>
Share issue	203		64,789		64,992
Issuance of warrants			835		835
Issue costs			-3,203		-3,203
Dissolution of depreciation of development costs		-6,524		6,524	0
Net profit/loss for the period				-62,311	-62,311
<b>Total equity 2020-12-31</b>	<b>1,165</b>	<b>17,942</b>	<b>333,688</b>	<b>-232,303</b>	<b>120,492</b>

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	RETAINED EARNINGS	TOTAL EQUITY
<b>Total equity 2018-12-31</b>	<b>954</b>	<b>30,990</b>	<b>267,789</b>	<b>-114,501</b>	<b>185,232</b>
Exercise of warrants/ new shares	8		2,304		2,312
Issuance of warrants			1,174		1,174
Dissolution of depreciation of development costs		-6,524		6,524	0
Net profit/loss for the period				-68,539	-68,539
<b>Total equity 2019-12-31</b>	<b>962</b>	<b>24,466</b>	<b>271,267</b>	<b>-176,516</b>	<b>120,179</b>

## CASH FLOW STATEMENT IN SUMMARY

KSEK	2020 OCT-DEC	2019 OCT-DEC	2020 FULL YEAR	2019 FULL YEAR
Cash flow from operating activities	-12,732	-15,681	-50,800	-56,859
Cash flow from operating activities after change in working capital	-13,927	-15,641	-56,391	-60,701
Cash flow from investing activities	-49	-133	-2,017	-526
Cash flow from financing activities	535	-84	62,624	2,967
<b>CASH FLOW FOR THE PERIOD</b>	<b>-13,441</b>	<b>-15,858</b>	<b>4,216</b>	<b>-58,260</b>
Cash and cash equivalents at the beginning of the period	95,611	93,812	77,954	136,214
Cash and cash equivalents at the end of the period	82,170	77,954	82,170	77,954

# KEY INDICATORS

KSEK UNLESS OTHERWISE SPECIFIED	2020 OCT-DEC	2019 OCT-DEC	2020 FULL YEAR	2019 FULL YEAR
Net sales	2,956	1 829	9,505	5,508
Gross margin	72%	67%	61%	61%
Operating result	-15,451	-19,465	-62,309	-68,562
Net profit or loss for the period	-15,451	-19,465	-62,312	-68,539
Cash flow, operating activities	-12,732	-15,681	-50,800	-56,859
Cash and cash equivalents, short-term deposits	82,170	77,954	82,170	77,954
Total equity	120,492	120,179	120,492	120,179
Balance sheet total	128,442	130,202	128,442	130,202
Basic earnings per share, SEK*	-0.66	-1.01	-2.85	-3.58
Diluted earnings per share, SEK*	-0.66	-1.01	-2.85	-3.58
Cash flow per share, SEK*	-0.55	-0.82	-2.32	-2.97
Number of shares	23,300,500	19,238,500	23,300,500	19,238,500
Average number of shares during the period	23 300 500	19,238,500	21,887,147	19,164,881
Average number of shares during the period after dilution	24,282,500	20,129,500	22,869,147	20,055,881
Equity/Ratio, %*	94	92	94	92
Equity per share, SEK*	5.17	6.25	5.17	6.25
Average number of full-time equivalent employees	38	33	37	33

## \*DEFINITIONS OF INDICATORS

Gross margin: Gross profit as a percentage of net sales.

Earnings per share = Net income after taxes divided by the average number of shares during the period.

Cash flow per share = Cash flow from operating activities during the period, divided by the average number of shares during the period.

Solidity = Total equity on the balance sheet date, divided by the balance sheet total on the balance sheet date.

Equity per share = Equity on the balance sheet date divided by the number of shares on the balance sheet date.

## Note 1 Operating expenses by cost type

KSEK	2020 OCT-DEC	2019 OCT-DEC	2020 FULL YEAR	2019 FULL YEAR
Other operating income	458	205	1 787	378
Raw materials and consumables	-835	-1 101	-3 848	-2,205
Other external charges	-5 671	-7 793	-23 752	-28,246
Personnel expenses	-9 280	-9 653	-33 834	-32 040
Depreciation of fixed tangible and intangible asset	-2 982	-2 890	-11 775	-11,525
Other operating expenses	-96	-62	-392	-432
Total operating expenses	-18 406	-21 294	-71 814	74,070

## Note 2 Information about the company's operating expenses

For the period, the operations and product management function amounts to 11,276 (11,565) kSEK and depreciation of tangible and intangible fixed assets to 11,775 (11,525) kSEK.

Considering that Acconeer is in a start-up phase and has not yet reached full scale production, these costs are included in Sales costs and Research and development costs.

# ACONEER IN BRIEF

Based on research from Lund University, Acconeer has created a radar sensor that combines the best of existing radar technologies and creates new opportunities for human interaction with technology. The radar sensor is able to combine the low power consumption of a pulsed system with the high accuracy of a coherent radar in a 5x5 mm component. The Acconeer radar is the first one with the proper size, power consumption and price for consumer electronics use. A radar sensor with these characteristics creates endless possibilities:



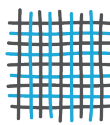
Millimeter-precision distance measurement enables applications such as fuel level measurements and robust parking sensors.



Object positioning allows, for example, presence detection and precise control of robots and tools.



By tracking movement, the sensor can provide the means for gesture control, vibration metering, and breathing or pulse rate monitoring.



Robot vacuum cleaners and lawn movers can make use of the material classification properties to determine the current surface type.

## A LARGE AND GROWING MARKET

Based on key industry trends, Acconeer's market, 3D sensing, is expected to keep growing rapidly. The prevalent technologies today involve ultrasound, IR or cameras. Instead of having to build a new market, Acconeer can replace these existing solutions, which all have weaknesses. The most interesting domains are:



**ROBOTS AND DRONES**



**WEARABLES**  
(mobile phones, watches, etc.)



**INTERNET OF THINGS (IoT)**



**POWER TOOLS & INDUSTRIAL**



**HEALTHCARE & FITNESS**



**AUTOMOTIVE**

New applications that require more sophisticated sensors for gesture control, 3D imaging and material recognition are being intensively developed in all of these areas. The potential impact of technology on our everyday life just a few years from now seems boundless.

## PROMISING AND ATTRACTIVE GROWTH AND RETURNS

Acconeer's first product has now entered mass production. Our present focus is to increase sales. The use of Acconeer sensors in large-volume consumer products will generate a profitable business operation.

## THE HEADQUARTERS IN LUND, AND THE EXPERIENCED MANAGING BODY

Acconeer has a competent and experienced managing body and board. The company is directed by CEO Lars Lindell, with a mobile industry background encompassing startups as well as large international companies. Co-founders Mats Ärlelid and Mikael Egard are responsible for developing the new radar technology, and are co-inventors of several of the patents.

## LISTED ON FIRST NORTH GROWTH MARKET

The Acconeer share is listed on First North Growth Market, Stockholm, since 11 December 2017.





Acconeer AB (publ)  
IDEON Gateway  
Scheelevägen 27  
223 70 Lund, Sweden  
+4610 218 92 00  
[www.acconeer.com](http://www.acconeer.com)

CERTIFIED ADVISER  
Redeye Aktiebolag  
Box 7141  
103 87 Stockholm  
+468 121 576 90  
[www.redeye.se](http://www.redeye.se)