



Q1-2022

INTERIM FINANCIAL REPORT JANUARY-MARCH 2022

FIRST QUARTER

- Net sales for the first quarter amounted to kSEK 10,121 (7,545).
- The gross margin on sales of goods was 62 (74)%.
- Result after taxes amounted to kSEK-13,881 (-11,876).
- Earnings per share before and after dilution was SEK - 0.54 (-0.51) SEK.
- The cash flow from operating activities was kSEK -11,125 (-8,898).

SIGNIFICANT EVENTS DURING THE FIRST QUARTER

- Acconeer received an order from Glyn worth USD 58,500.
- Acconeer received two orders worth in total USD 260,000.
- Acconeer becomes direct customer of GlobalFoundries.
- Acconeer received an order from Nexty worth USD 245,000.

SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

- Acconeer's A1 radar sensor in robot from large global Japanese consumer electronics company.

COMMENTS FROM OUR CEO

Just like in previous quarters, the first quarter of the year closed very strongly and with a number of very good news. We sold more than 26,000 modules, which is more than twice as much as previous records, and at the same time we sold more than 129,000 sensors. We noted eleven new customer launches, also a new record. On an annual basis, Acconeer's product revenue grew by 130% in the first quarter.



There is a general shortage of processors and other critical components in the world, which has affected our modules where we have not been able to ship all the orders we have received. We expect continued problems with the purchase of components during 2022. The lack of components has also meant that our customers have not been able to produce products at the pace they had planned, even though Acconeer has been able to supply sensors.

We don't see any direct consequences from Russia's attack on Ukraine since we have no employees or consultants in the region. However, of course there will be an indirect impact because some of our customers sell their products in Russia and Ukraine, and because the general economy can be affected negatively. Despite this, our product revenues grew strongly in the first quarter, 130% compared to the first quarter of 2021.

The sale of evaluation kits (EVK) gives an indication of the great interest that exists in our sensor and is an important indicator of the potential of future product launches. Sales of evaluation kits continue to be strong in the first quarter (398) which is in line with the goal of selling more than 3 EVK per day on average. During the first quarter of 2022, we managed to manufacture and ship 26,428 modules, which is more than twice as much as the previous record. Despite this, we are far from meeting demand and the Entry Module XM132 continues to be sold out at Digi-key and Mouser. At the same time, we sold 129,113 sensors. See table below for more information about our product sales

Ahead of 2022 we have said that we now have a pipeline of customers where we believe we will be able to launch at least ten new products per quarter. During the first quarter, we saw eleven new customer launches and so far the total number of customer launches is 75. Right now, we see the most launches in Europe, and we see growth in all segments. Sales to these customers are reflected in our sales to our distributors.

We also announced that we have agreed with our supplier of so-called semiconductor wafers, GlobalFoundries, to become a direct customer. This is significant for several reasons: For Acconeer, this means a deeper collaboration directly with GlobalFoundries as well as favorable wafer prices and significantly improved payment terms that will reduce the working capital required for Acconeer's rapid growth.

In our quarterly report for the second quarter of 2021, we reported that we had received a waiver from the regulatory authorities in the United States, the FCC, to be able to use Acconeer's sensor in cars in the United States. The next step was to certify our sensor against the requirements of the waiver, which we succeeded with in the first quarter of 2022. We also received the third volume order from Nexty in the quarter and have delivered more than 50,000 sensors for mass production of cars. We now believe that the first customer launch in the automotive industry is very close.

During the quarter, we launched our new Entry module XM131 Presence, which is a complement to the very popular XM132 but smaller in size and more cost-optimized.

During the quarter, we visited a trade show in Amsterdam called Intertraffic, with focus on different systems for traffic. We were able to see that of all the companies that exhibited radar-based parking sensors, everyone used our radar. We also met two companies that exhibited products for crosswalk systems that used our radar as a touchless button and a company that used our sensor to detect people and turn on and off lights at crossings based on presence. Next time we go to Intertraffic in two years, we also hope to see a number of customers using our sensor in charging systems for electrical cars.

After the end of the quarter, we announced that a customer who is one of the world's largest consumer electronics companies has launched a social robot

that uses Acconeers sensor for object detection. This is a great validation that our sensor is competitive and also passes the highest quality requirements.

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.
- Design of 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.

Malmö, 22 April 2022



Lars Lindell, CEO of Acconeer AB (publ)

SOLD EVALUATION KITS, MODULES AND SENSORS

	2021 Q2	2021 Q3	2021 Q4	2022 Q1	Accumulated*
EVK	461	273	391	398	5 039
Modules	2 226	10 723	10 224	26 468	58 342
Sensors	112 256	130 662	159 280	129 113	855 523

*Accumulated since the products were launched.

CUSTOMER LAUNCHES BY MARKET AND AREA OF USE

	IoT & Smart cities	Industry & Agriculture	Consumer Electronics	Automotive	Total
Europe	18	10	3		31
Japan			3		3
South Korea	5				5
Australia & New Zealand	1	1			2
US	1	2	1		4
China	17	9	1		27
Taiwan & Singapore	2		1		3
Total	44	22	9		75

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

FIRST QUARTER NET SALES AND RESULT

Net sales for the first quarter amounted to kSEK 10,121 (7,545) i.e. an increase of 34% compared to previous year. Net sales relate to sales to customers through distributors, mainly Digi-Key, Nexty and Codico, and income from development services.

Gross profit, which only includes direct cost of goods, amounted to kSEK 7,074 (6,629) which corresponds to a gross margin of 70% (88%). Reduced with revenues from development related services gross profit amounted to kSEK 5,070 (2,585) which corresponds to a gross margin of 62 % (74)%. Product mix between our sensors, modules and evaluation kits affect the gross margin. Margins are also affected by increased costs for components.

Compared with the first quarter of last year, operating expenses increased by 30% to kSEK 25,147 (19,310). The increase mainly refers to increased expenses for RnD. Depreciation of capitalized development costs, patents, equipment and tangible assets in course of construction was made during the first quarter with kSEK 2,722 (2,406).

Operating profit/loss for the first quarter amounted to kSEK -13,827 (-11,876) and the profit/loss after tax was kSEK -13,881 (-11,876)

The average number of employees during the period was 45 (37), of which 5 (5) were women.

INVESTMENTS, LIQUIDITY AND FINANCIAL POSITION

On 31 March 2022 the cumulative book value of balanced costs for development work amounted to kSEK 17,752 (22,951). This mainly refers to development work related to the A1 product. No capitalization was made during 2020 since product commercialization is ongoing. Since the fourth quarter of 2021, capitalization of development work related to the next generation radar sensor, the product A2, has been made with kSEK 3,981.

The corresponding patent portfolio value amounted to kSEK 1,935 (1,837) most of which is due to investments in patents and patent applications related to the A1 product. Acconeer has 9 patent families including in total 21 granted patents and 11 pending patent applications. The patent portfolio covers various geographic regions, including the U.S., Europe, Japan and China.

Investments in fixed tangible assets has been financed from the company's own resources, and amounted to kSEK 152 (7,063).

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 full year amounted to kSEK -11,125 (-8,898).

After changes in working capital the cashflow for the period was kSEK -23,078 (-13,188).

At the balance sheet date, cash and cash equivalents amounted to kSEK 131,624 (61,843).

Total equity amounted to kSEK 185,606 (108,616). Equity ratio was 92 (91) percent.

SIGNIFICANT EVENTS DURING THE FIRST QUARTER

On February 8 Acconeer received an order from Glyn worth USD 58,500. The order related to Acconeer's A1 radar sensor intended for customer mass production in the Asia Pacific region. Based in New Zealand, Glyn Ltd is established as a leading distributor in New Zealand and Australia.

On February 17 Acconeer received an order from Codico worth USD 177,600 and another one from Nexty Electronics worth USD 81,600. Both orders related to Acconeer's A1 pulsed coherent radar sensor for customers' mass production.

On February 25 Acconeer announced an agreement with GlobalFoundries that the two companies have agreed that Acconeer will become a direct customer of GlobalFoundries. Contract

discussions commenced immediately and should be closed before end 2022. GlobalFoundries Inc. is one of the world's leading semiconductor contract manufacturing companies, where Acconeer produces their semiconductor wafers.

Acconeer received an order from Nexty worth USD 245 000 on March 14. The order related to Acconeer's A111 Pulsed Coherent Radar sensor for mass production. NEXTY Electronics is a leading Japanese distributor with especially strong coverage of companies in the automotive sector. Lars Lindell, CEO of Acconeer comments: "This is our third volume order in the automotive industry, and we are happy to see the continued progress in this important business area."

SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

On the fourth of April it was announced that the A1 radar sensor from Acconeer is used for presence and obstacle detection in a recently announced entertainment robot from one of Japan's largest electronics manufacturers providing high-end devices to consumers globally. The initial potential value of

the launch is estimated to USD 150,000 annually for Acconeer, based on forecasts from the manufacturer. The product will initially be launched on the Japanese market.

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 2021 annual report, on pages 33-35. The accounting policies are the same.

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.

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. Development-related services are recognized as revenue as they are earned.

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.

KEY RISKS AND UNCERTAINTY FACTORS

A description of Acconeer's key risks and uncertainty factors can be found in the 2021 annual report, on page 25-27. No significant changes have taken place since then.

In 2022 we expect that the manufacture of the company's products will be affected by a global shortage on processors and other crucial components that have arisen in connection with Covid-19.

Regarding demand for the company's products we expect further delays in customer projects, fewer start-up projects and that our customers' production rate will be affected by the lack of processors and crucial components.

Acconeer has neither employees nor consultants in Ukraine or Russia so we do not expect that the war in Ukraine will have more impact on Acconeer than the general risks with the economy.

SHARE PERFORMANCE

Since the turn of the year, the share price has fallen by about 30%. At the end of March 2022, the total number of shares amounts to 25,720,750 shares.

UPCOMING FINANCIAL INFORMATION

Annual General Meeting 2022.....	26 April 2022
Interim Report Jan-Jun 2022.....	22 July 2022
Interim Report Jan-Sep 2022.....	28 October 2022
Year End-Report 2022.....	17 February 2023
Annual report 2022.....	23 March 2023
Interim Report Jan-Mar 2023.....	21 April 2023

AUDITORS' REVIEW

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

Malmö 22 April
The Board

FOR ADDITIONAL INFORMATION,
PLEASE CONTACT:

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INCOME STATEMENT IN SUMMARY

KSEK		2022 JAN-MAR	2021 JAN-MAR	2021 FULL YEAR
Net sales	Note 1	10,121	7,545	31,157
Cost of goods sold		-3,047	-916	-5,828
Gross profit		7,074	6,629	25,329
Operating expenses	Note 2			
Sales expenses		-5,990	-4,819	-19,562
Administrative expenses		-3,393	-3,002	-12,347
Research and Development expenses		-12,717	-10,573	-47,103
Other operating income/expenses		1,199	-111	2,582
Operating result		-13,827	-11,876	-51,101
Result from financial items				
Financial income		6	0	0
Financial expense		-60	0	-37
Net financial income/expense		-54	0	-37
Profit or loss before tax		-13,881	-11,876	-51,138
Tax		0	0	0
Net profit or loss for the period		-13,881	-11,876	-51,138
Earnings per share, before dilution, SEK		-0.54	-0.51	-2.19
Earnings per share after dilution, SEK		-0.54	-0.51	-2.19
Average number of shares during the period		25,642,808	23,300,500	23,344,023
Average number of shares during the period after dilution		26,867,449	24,282,500	26,906,914

BALANCE SHEET IN SUMMARY

KSEK	2022-03-31	2021-03-31	2021-12-31
ASSETS			
Fixed assets			
<i>Intangible fixed assets</i>			
Balanced costs for development and similar work	17,752	22,951	18,281
Patents	1,935	1,837	1,983
Total intangible fixed assets	19,687	24,788	20,264
<i>Tangible fixed assets</i>			
Machinery and other technical equipment	8,600	9,673	1,676
Inventory, tools and installations	1,936	143	2,577
Payments on account and tangible assets in course of construction	1,070	0	7,553
Total tangible fixed assets	11,606	9,816	11,806
<i>Financial fixed assets</i>			
Participations in Group companies	832	842	832
Total fixed assets	32,125	35,446	32,902
Current assets			
<i>Inventories, etc.</i>			
Work in progress	12,813	5,885	9,938
Stocks of finished goods	2,486	3,242	3,454
Total inventories	15,299	9,127	13,392
<i>Short-term receivables</i>			
Accounts receivable	5,242	2,153	3,558
Current tax assets	787	681	821
Group company receivables	821	1,494	469
Other receivables	6,864	4,609	5,823
Prepayments and accrued income	8,351	3,443	9,400
Total short-term receivables	22,065	12,380	20,071
<i>Cash and bank balances</i>			
Cash and bank balances	131,624	61,843	156,858
Total current assets	168,988	83,350	190,321
Total assets	201,113	118,796	223,223

KSEK	2022-03-31	2021-03-31	2021-12-31
EQUITY AND LIABILITIES			
Total equity			
<i>Restricted equity</i>			
Share capital (25,720,750 shares)	1,286	1,165	1,169
Non-registered share capital	0	0	117
Fund for development costs	13,767	16,311	13,632
	15,053	17,476	14,918
<i>Non-restricted equity</i>			
Share premium reserve	463,700	333,689	463,912
Retained profit or loss	-279,266	-230,673	-227,994
Net profit or loss for the year	-13,881	-11,876	-51,138
Total non-restricted equity	170,553	91,140	184,780
Total equity	185,606	108,616	199,698
Short-term liabilities			
Liabilities group companies	0	0	118
Accounts payable	2,588	1,562	6,312
Other liabilities	2,764	1,372	781
Accruals and deferred income	10,155	7,246	16,314
Total short-term liabilities	15,507	10,180	23,525
Total equity and liabilities	201,113	118,796	223,223

CHANGES IN EQUITY

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	RETAINED EARNINGS	TOTAL EQUITY
Total equity 2021-12-31	1,286	13,632	463,912	-279,131	199,699
Issue expenses			-212		-212
Capitalisation development costs		1,766		-1,766	0
Dissolution of depreciation of development costs		-1,631		1,631	0
Net profit/loss for the period				-13,881	-13,881
Total equity 2022-03-31	1,286	13,767	463,700	-293,147	185,606

KSEK	SHARE CAPITAL	FUND FOR DEVELOPMENT COSTS	SHARE PREMIUM RESERVE	RETAINED EARNINGS	TOTAL EQUITY
Total equity 2020-12-31	1,165	17,942	333,688	-232,303	120,492
Dissolution of depreciation of development costs		-1,631		1,631	0
Net profit/loss for the period				-11,876	-11,876
Total equity 2021-03-31	1,165	16,311	333,688	-242,548	108,616

CASH FLOW STATEMENT IN SUMMARY

KSEK	2022 JAN-MAR	2021 JAN-MAR	2021 FULL YEAR
Cash flow from operating activities	-11,125	-8,898	-39,999
Cash flow from operating activities after change in working capital	-23,078	-13,188	-42,592
Cash flow from investing activities	-1,945	-7,139	-13,064
Cash flow from financing activities	-211	0	130,344
CASH FLOW FOR THE PERIOD	-25,234	-20,327	74,688
Cash and cash equivalents at the beginning of the period	156,858	82,170	82,170
Cash and cash equivalents at the end of the period	131,624	61,843	156,858

KEY INDICATORS

KSEK UNLESS OTHERWISE SPECIFIED	2022 JAN-MAR	2021 JAN-MAR	2021 FULL YEAR
Net sales	10,122	7,545	31 157
Gross margin, sales of goods	62%	74%	71%
Operating result	-13,827	-11,876	-51,101
Net profit or loss for the period	-13,881	-11,876	-51,138
Cash flow, operating activities	-11,125	-8,898	-39,986
Cash and cash equivalents, short-term deposits	131,624	61,843	156,858
Total equity	185,606	108,616	199,698
Balance sheet total	201,113	118,796	223,223
Basic earnings per share, SEK*	-0.54	-0.51	-2.19
Diluted earnings per share, SEK*	-0.54	-0.51	-2.19
Cash flow per share, SEK*	-0.41	-0.38	-1.71
Number of shares	25,720,750	23,500,000	23,382,500
Average number of shares during the period	25,642,808	23,500,000	23,344,023
Average number of shares during the period after dilution	26,867,449	24,282,500	26,907,164
Equity/Ratio, %*	92	91	89
Equity per share, SEK*	7.22	4.62	8.54
Average number of full-time equivalent employees	45	37	41

*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 Net sales

TSEK	2022 JAN-MAR	2021 JAN-MAR	2021 FULL YEAR
Sales of goods	8,117	3,501	20,300
Development-related services	2,004	4,044	10,857
Total net sales	10,121	7,545	31,157

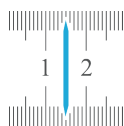
Note 2 Information about the company's operating expenses

For the period, the operations and product management function amounts to 4,050 (1,549) kSEK and depreciation of tangible and intangible fixed assets to 2, 722 (2,979) kSEK.

A redistribution regarding the product management function has been done after a re-examination of the allocation of cost when preparing this report. In the Q1 report of 2021, 11,120 kSEK was reported as a cost for the operations and management function. 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:



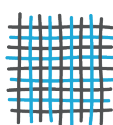
Millimeter-precision distance measurement enables applications such as fuel level measurements and robust parking sensors.



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



CONSUMER
ELECTRONICS



INTERNET OF
THINGS
(IoT)



INDUSTRY AND
AGRICULTURE



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 MALMÖ 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.



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