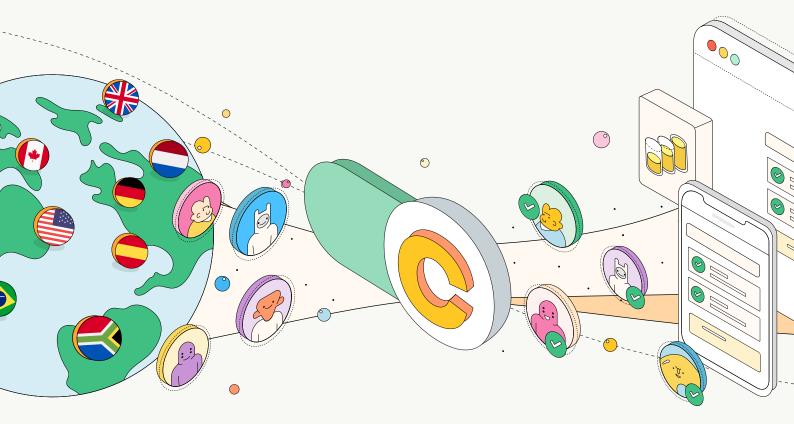


Checkin.com Group AB

Interim report

January - March 2024



Report in brief

January - March 2024 (Compared to previous year)

Net revenue increased to KSEK 21,285 (18,839) which corresponds to a growth of 13 (19)%, of which 13 (16)% was organic.

Gross profit for the period amounted to KSEK 16,445 (15,549) with a margin of 77 (83)%.

EBITDA for the period amounted to KSEK 4,803 (2,769) with a margin of 23 (15)%.

Cash flow from operating activities amounted to KSEK 4,343 (2,578).

Net Revenue Retention LTM amounted to 120 (108)%.

Cash and cash equivalents amounted to KSEK 36,711 (41,719).

CEO letter

We started the new year with a revenue that, although it has grown organically since last year, is still significantly lower than the previous quarter, foremost driven by lower volumes in the important travel segment. In the previous quarterly report, we did expect lower usage during major parts of the first quarter, but it is only to acknowledge that volumes have been low during all three of the first months of the year.

At the same time as the year has begun weak in terms of volumes, the underlying operations have continued to take important steps, and I maintain that in many ways, we are on a new level as a company. The new commercial cooperations we have in the pipeline are on a different scale than previously and several of our most important cooperations have strengthened significantly. I am convinced that the focus on the absolute largest customers in general and within the travel segment in particular is the right way long-term even though it means volatility between individual quarters before we reach a critical mass of customers of similar size. At the same time as the strategy we have chosen right now has increased our dependency on individual customers and their usage, we feel confident with this phase and the leverage it provides when volumes eventually go up.

The financial target to maximize the sum of revenue growth per share and EBITDA margin remains, as does our ambition to exceed 80% on a yearly basis. Here it is worth noting that we, in spite of the head wind in terms of volumes during Q1, continued to strengthen our profitability and build net cash. EBITDA strengthens to MSEK 4.8 with a margin of 23%. Together with the revenue growth per share the first quarter sums up to 36%, but the underlying efficiency and the solid cost base should result in a nice profitability leverage when volumes increase.

The weaker volumes we have seen during Q1 from the travel segment can be attributed to both a generally weaker season and to the fact that our solution for preventing third-party bookings has worked better than expected, thereby reducing this type of bookings. Even though this has meant a negative effect on the volumes in the quarter, I am sure that the fact that the software performs well and creates significant long-term value for our customers is something positive. The operational focus is now to continue widening the usage to all types of bookings, a project that has rather gained momentum with the confidence generated by the successes in third-party bookings. The collaboration has also attracted attention from other industry players, which has led to us currently being in commercial discussions with a handful of international airlines. As we add more customers of similar size, growth should increase and the volatility between quarters should decrease.



When it comes to Enterprise customers we have high hopes not only in the travel segment but have during the quarter advanced our positions in several other segments, and I believe we have a good chance to add several transformative customers during the year. We have also continued developing the cooperation with the large Swedish fintech and initiated a joint long-term project that should significantly broaden their use of our software. I have become even more convinced that if handled correctly, this customer should not only become a substantial revenue driver, but also increase our chances of acquiring more customers among the largest financial players, including both so called fintechs and more traditional banks.

In summary, the organization has taken several strategically important steps during Q1 and continued developing Checkin.com as a partner to the absolute largest Enterprise customers. The remainder of the year will show if our thesis is right and that the volatility is outweighed by the upside when the breakthrough finally occurs. This, of course, remains to be seen, but we will continue to make the decisions we believe are right for our long-term growth.

Kristoffer Cassel, CEO and founder Stockholm, May 16, 2024

Interim report January - March 2024

Summary of the first quarter

	Jan - Ma	Jan - Mar	
	2024	2023	2023
Amount in KSEK			
Net revenue	21,285	18,839	96,987
Net revenue LTM	99,432	73,232	96,987
Gross profit	16,445	15,549	79,690
EBITDA	4,803	2,769	27,204
Operating profit (EBIT)	-2,632	-2,057	4,244
Net result	-2,740	-2,298	3,464
Cash flow from operating activities	4,343	2,578	24,627
Cash flow after investments	-1,330	-4,236	-1,238
Cash and cash equivalents	36,711	41,719	37,656
Key performance indicators			
Net revenue growth	13%	19%	38%
Net revenue growth, organic	13%	16%	37%
Net revenue growth, per share	13%	15%	34%
Net revenue retention LTM	120%	108%	141%
Gross margin	77%	83%	82%
EBITDA margin	23%	15%	28%
Operating margin	-12%	-11%	4%
Equity ratio	85%	83%	86%
Financial target: Growth per share plus EBITDA margin	36%	30%	62%
Data per share in SEK			
Earnings per share, before dilution	-0.09	-0.08	0.12
Earnings per share, after dilution	-0.09	-0.08	0.12

Definitions of key performance indicators can be found on p. 14.

Financial Target

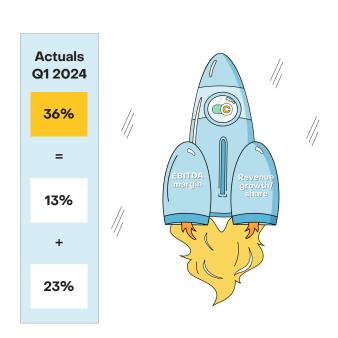
That the combined measurement of revenue growth per share and EBITDA margin shall be maximized, with the ambition that the measurement shall exceed 80% on a yearly basis.

Net revenue growth, per share

Net revenue divided by the average number of shares during the period, compared to the same period previous year.

EBITDA margin

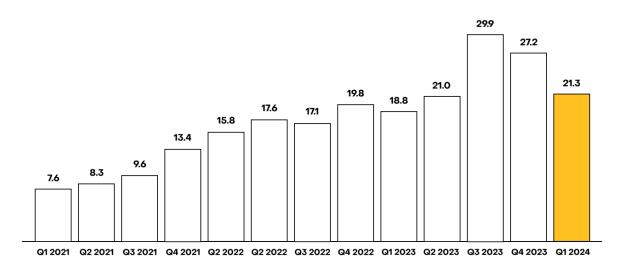
Earnings before interest, taxes, depreciation and amortization as a percentage of net revenues.



Summary of the period

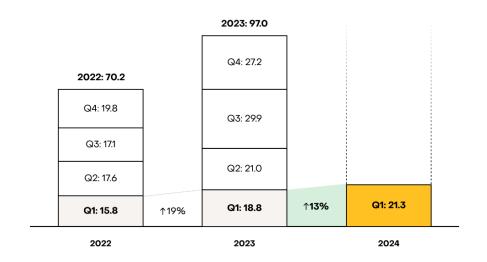
Quarterly Net Revenue

(MSEK)

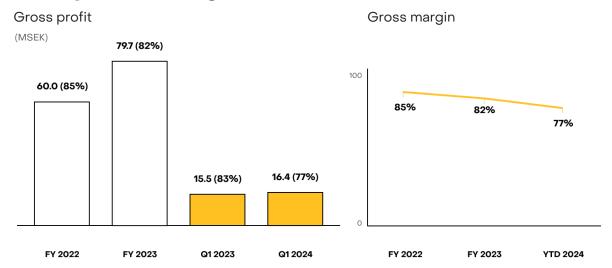


Net Revenue per year and quarter

(MSEK)



Gross profit and margin



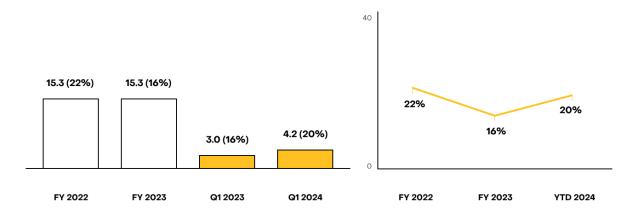
Summary of the period

Sales and markering costs

Sales and marketing costs

(MSEK)

% of Net revenue

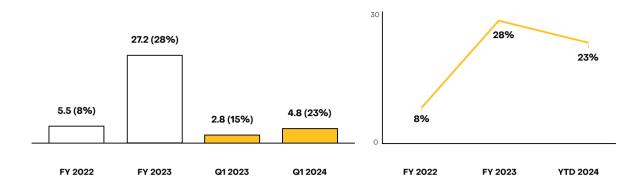


EBITDA

EBITDA

(MSEK)

EBITDA margin

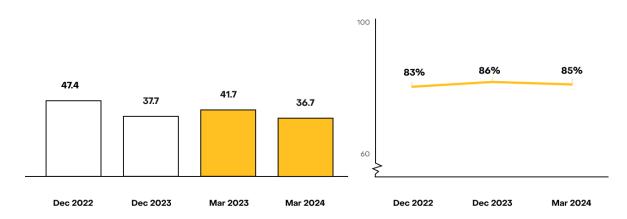


Cash and cash equivalents and Equity ratio

Cash and cash equivalents

(MSEK)

Equity ratio



Financial development

January - March 2024

Net revenue

Net revenue for the first quarter 2023 amounted to KSEK 21,285 (18,839) KSEK, which corresponds to a growth of 13 (19)% compared to last year. The increase was mainly driven by new customer acquisition, but also from a positive development of existing customers. The organic growth was 13 (16)%.

Operating costs

During the quarter, the direct costs for sold products and services amounted to KSEK -4,840 (-3,290), mainly explained by previously completed capacity increases.

Other external costs amounted to KSEK -3,712 (-5,062). The Group's investments in sales and marketing amounted to KSEK -4,203 (-3,024), corresponding to 20 (16)% of net revenue during the period. Personnel costs amounted to KSEK -14,857 (-14,480). Other operating expenses amounted to KSEK -316 (-222).

Depreciation of tangible and intangible assets during the period amounted to KSEK -7,435 (-4,825). Depreciation attributable to the application of IFRS 16 amounts to KSEK -690 (-688).

Income tax

The income tax of the Group for the period amounted to KSEK 165 (164) and refers to the change in deferred tax on identified intangible assets from the acquisition of GetID and Datacorp. The Group's tax loss carry forwards are not capitalized in the balance sheet.

Result of the period

Gross profit for the period amounted to KSEK 16,445 (15,549) with a margin of 77 (83)%. Earnings before interest, tax, depreciation and amortization (EBITDA) amounted to KSEK 4,803 (2,769) which corresponds to a margin of 23 (15)%. The improved EBITDA margin was largely driven by increased revenue combined with general efficiency improvements. The operating result amounted to KSEK -2,632 (-2,057) and profit for the period amounted to KSEK -2,740 (-2,298).

Financial position

Cash flow

Cash flow from operating activities for the first quarter 2024 amounted to KSEK 4,343 (2,578). After investments, but excluding acquisitions, the cash flow amounted to KSEK -1,330 (-4,236).

Intangible assets

Checkin.com has intangible assets valued at KSEK 189,736 (185,675), of which goodwill amounted to KSEK 111,026 (106,893) and right-of-use assets amounted to KSEK 3,391 (4,031). Goodwill arose in connection to the acquisitions of GetID and Datacorp.

Investments in intangible assets during the full year amounted to KSEK 5,656 (6,786). The period's investment was fully related to capitalized development costs for new functionality in the Group's software.

Other intangible assets amounted to KSEK 16,306 (16,615) and consist of intangible assets that were identified upon the acquisition of GetID and Datacorp, as well as domains.

Cash and cash equivalents

As per March 31 2024, cash and cash equivalents amounted to KSEK 36,711 (37,656). Net cash, after deducting interest bearing liabilities, amounted to KSEK 24,999 (24,806).

Equity ratio

As per March 31 2024, total equity for the Group amounted to KSEK 211,302 (207,778). Equity ratio for the Group amounted to 85 (86)%.

Employees

At the end of the period, total number of employees, including consultants, was 62 (62) people, of which 27 (25) were employed by the Group.

Stock option program

Checkin.com has issued several stock option programs for key personnel and board members. At the end of the period, a total number of 848,211 options were issued, which corresponds to a total number of 1,786,176 new shares. This corresponds to a maximum dilution of 6%.

Customers

In the quarter, the Group had 120 revenue generating customers. The three largest customers in the quarter were Ryanair DAC, RingCentral Inc. and Playcherry Limited.

Significant events during the quarter

No significant events identified.

Significant events after the quarter

Checkin.com Group's chairman of the board Anders Borg informed the company's nomination committee on April 12 that he will not be available for re-election at the annual general meeting at the end of May, due to his upcoming assignment as chairman of the board in LKAB. In light of this, the nomination committee has decided to propose to the company's annual general meeting that Kristoffer Cassel should be elected as the new chairman of the board.

Consolidated statement of comprehensive income

Amount in KSEK		Jan - Mar	
	2024	2023	202
OPERATING INCOME			
Net revenue	21,285	18,839	96,98
Other operating income	1,588	198	2,55
Capitalized work for own account	5,656	6,786	25,850
Total operating income	28,528	25,823	125,39
OPERATING COSTS			
Direct costs	-4,840	-3,290	-17,29
Other external costs	-3,712	-5,062	-21,48
Personnel costs	-14,857	-14,480	-56,82
Depreciation and write-down	-7,435	-4,825	-22,96
Other operating costs	-316	-222	-2,57
Total operating costs	-31,161	-27,880	-121,15
Operating profit	-2,632	-2,057	4,24
PROFIT AFTER FINANCIAL ITEMS			
Financial items	-273	-405	-1,45
Profit after financial costs	-2,905	-2,462	2,79
Income tax	165	164	67
NET RESULT	-2,740	-2,298	3,46
Other comprehensive income			
Items that may be classified to profit or loss			
Translation differences of foreign operations	6,502	2,231	-1,11
Other comprehensive income for the period	6,502	2,231	-1,11
Total comprehensive income for the period	3,762	-67	2,35
Total comprehensive income for the period is attributable in its entirety to the parent company's shareholders			
	-0.09	-0.08	0.1
Earnings per share, before dilution, SEK			

Consolidated statement of financial position

Amount in KSEK	31	Mar	31 Dec
	2024	2023	2023
ASSETS			
Non-current assets			
Capitalized development costs	59,013	52,967	58,135
Goodwill	111,026	108,627	106,893
Other intangible assets	16,306	19,503	16,615
Right-of-use assets	3,391	6,125	4,031
Inventory	574	899	626
Other financial receivables	61	61	61
Total non-current assets	190,372	188,181	186,361
Current assets			
Trade receivables	15,897	12,533	14,825
Other receivables	2,855	2,017	630
Prepaid expenses and accrued income	2,769	1,734	2,474
Cash and cash equivalents	36,711	41,719	37,656
Total current assets	58,233	58,004	55,584
TOTAL ASSETS	248,605	246,185	241,945

EQUITY AND LIABILITIES			
Equity			
Share capital	732	732	732
Other paid-in capital	216,488	216,488	216,488
Translation reserves	15,920	12,760	9,418
Retained earnings, including profit for the period	-21,837	-25,586	-18,860
Total equity attributable for the owners of the parent company	211,302	204,394	207,778
Non-current liabilities			
Long term interest bearing liabilities	7,161	11,712	8,298
Long term lease liability	636	3,468	1,342
Deferred tax liability	2,924	3,522	2,977
Total non-current liabilities	10,721	18,701	12,618
Current liabilities			
Short term interest bearing liabilities	4,551	4,668	4,551
Short term lease liability	2,859	2,752	2,797
Trade payables	9,233	6,738	6,933
Tax liabilities	304	473	699
Other liabilities	5,351	4,194	3,253
Accrued expenses and prepaid income	4,284	4,265	3,315
Total current liabilities	26,582	23,090	21,549
Total liabilities	37,303	41,791	34,167
TOTAL EQUITY AND LIABILITIES	248,605	246,185	241,945

Consolidated statement of changes in equity

Amount in KSEK Attributable to the owners of the parent company					
	Share capital	Other paid-in capital	Translation reserves	Retained earnings incl. profit for the period	Total equity
2023					
Opening balance 1 January 2023	732	216,488	10,529	-23,458	204,290
Profit for the period	-	-	-	3,464	3,464
Other comprehensive income for the period	-	-	-1,111	-	-1,111
Total comprehensive income for the period Transactions with shareholders	-	-	-1,111	3,464	2,353
Share-based compensation	-	-	-	977	977
Issue of shares	-	-	-	-	-
Issue of warrants	-	-	-	158	158
Total transactions with shareholders	-	-	-	1,135	1,135
CLOSING BALANCE 31 DECEMBER 2023	732	216,488	9,418	-18,860	207,778
2024					
Opening balance 1 January 2024	732	216,488	9,418	-18,860	204,290
Profit for the period	-	_	-	-2,740	-2,740
Other comprehensive income for the period	-	-	6,502	-	6,502
Total comprehensive income for the period Transactions with shareholders	-	-	6,502	-2,740	3,762
Share-based compensation	-	-	-	-238	-238
Issue of shares	-	-	-	-	-
Issue of warrants	-	-		-	-
Total transactions with shareholders	-	-	-	-238	-238
CLOSING BALANCE 31 DECEMBER 2024	732	216,488	15,920	-21,837	211,302

Consolidated statement of cash flow

Amount in KSEK	Jan -	Mar	Full year	
	2024	2023	2023	
OPERATING ACTIVITIES				
Operating profit	-2,632	-2,057	4,244	
Paid interest	-273	-405	-1,454	
Reversal of depreciation	7,435	4,825	22,960	
Other items not included in the cash flow	-907	214	1,592	
Cash flow from operating activities before changes in working capital	3,623	2,578	27,343	
Cash flow from changes in working capital				
Increase/decrease in operating assets	-3,476	-1,992	-4,094	
Increase/decrease in operating liabilities	4,196	1,992	1,378	
Change in working capital	720	0	-2,716	
Cash flow from operating activities	4,343	2,578	24,627	
INVESTING ACTIVITIES				
Investments in intangible assets	-5,656	-6,786	-25,850	
Investments in tangible assets	-17	-28	-16	
Acquisition of subsidiaries	-	-	-	
Deposits	-	-	-	
Cash flow from investing activities	-5,673	-6,814	-25,866	
FINANCING ACTIVITIES				
New share issue	-	-	-	
Issue of warrants	-	-	158	
New loans	-	-	-	
Amortization of loans	-1,858	-1,886	-7,566	
Cash flow from financing activities	-1,858	-1,886	-7,408	
CASH FLOW FOR THE PERIOD	-3,188	-6,122	-8,647	
Cash and cash equivalents at beginning of period	37,656	47,425	47,425	
Exchange rate difference in cash and cash equivalents	2,244	416	-1,122	
Cash and cash equivalents, end of period	36,711	41,719	37,656	

Income statement for the parent company

Amount in KSEK	Jan -	Mar	Full year	
	2024	2023	2023	
OPERATING INCOME				
Net revenue	-	-	9,976	
Other operating income	522	475	6,174	
Capitalized work for own account	-	-	-	
Total operating income	522	475	16,150	
OPERATING EXPENSES				
Direct costs	-726	-831	-3,246	
Other external costs	-1,354	-2,593	-9,198	
Personnel costs	-3,664	-2,676	-11,425	
Depreciation and write-downs	-	-	-	
Other operating costs	-67	-41	-587	
Total operating costs	-5,811	-6,141	-24,456	
Operating profit	-5,289	-5,667	-8,306	
PROFIT AFTER FINANCIAL ITEMS				
Financial items	800	-6	-1,201	
Profit after financial items	-4,489	-5,672	-9,507	
Group contribution	-	-	-1,015	
Profit before taxes	-4,489	-5,672	-10,522	
Income tax	-	-	-	
NET RESULT	-4,489	-5,672	-10,522	

Balance sheet for the parent company

Amount in KSEK		31 Mar	
	2024	2023	2023
ASSETS			
Non-current assets		_	
Capitalized development costs	-	-	-
Other intangible assets	-	-	-
Inventory	-	-	-
Shares in subsidiaries	126,649	121,649	126,649
Other non-current assets	61	61	61
Total non-current assets	126,710	121,710	126,710
Current assets	•	_	
Trade receivables	145	302	376
Trade receivables group companies	60,666	70,566	71,316
Other receivables	-	1,927	-
Prepaid expenses and accrued income	1,048	736	633
Cash and cash equivalents	14,664	20,635	6,856
Total current assets	76,523	94,166	79,181
TOTAL ASSETS	203,233	215,876	205,891

EQUITY AND LIABILITIES			
Equity			
Share capital	732	732	73
Fund for development costs	-	-	
Share premium fund	216,488	216,488	216,488
Retained earnings	-29,686	-19,606	-19,190
Profit for the period	-4,489	-5,672	-10,52
Total equity	183,045	191,941	187,50
Non-current liabilities	-	-	
Debt to credit institutions	7,161	11,712	8,29
Total non-current liabilities	7,161	11,712	8,29
Current liabilities			
Debt to credit institutions	4,551	4,668	4,55
Trade payables	3,230	3,437	2,80
Tax liabilities	52	189	24
Other liabilities	2,657	1,423	54
Accrued expenses and prepaid income	2,537	2,506	1,93
Total current liabilities	13,028	12,223	10,08
Total liabilities	20,188	23,935	18,38
TOTAL EQUITY AND LIABILITIES	203,233	215,876	205,89

Additional information

Auditor

Checkin.com Group's auditor is Ludvig Kollberg, certified auditor at Moore KLN AB. This report has not been subject to review.

Certified advisor

Checkin.com Group shares are listed on Nasdaq First North since May 20, 2021. Companies listed on Nasdaq First North are required to have a Certified Adviser which is, among other things, responsible for supervision and compliance. Checkin.com Group's Certified Adviser is Carnegie Investment Bank AB (publ).

Forward-looking statements

This report contains forward-looking statements. Such statements are subject to risks and uncertainties. Actual developments may differ materially from the expectations expressed, due to various factors, many of which are beyond the control of Checkin.com Group.

Number of shares

The Group has one share class and each share corresponds to one vote at the General Meeting. At the end of the period, total number of shares before dilution, amounted to 29,289,405. Adjusted for dilution, the number of shares amounted to 30,039,429.

Parent Company

Checkin.com Group AB is the parent company of the group, which consists of three wholly owned operational subsidiaries; Checkin.com International AB, GetID OÜ (through Vorld OÜ) and Datacorp OÜ.

Risks and uncertainties

Checkin.com Group AB is exposed to risks, particularly the dependence on key persons, the ability to manage growth and retain customers, plus the exposure to currency fluctuations. A more detailed risk analysis is presented in Checkin.com's latest published Annual Report.

Transactions with related parties

No transactions between the Group and its related parties significantly affected the Group's financial position or earnings during the period.

Presentation of the report

This report was submitted for publication on May 16, 07:30 CEST. At the same time, the report is available on Checkin.com's website. On the same day, Checkin.com will present the interim report for investors, analysts and media via a webcasted telephone conference, at 08:30 CEST.

This report has been made in a Swedish and English version. In the event of any discrepancies between the Swedish and English version, the Swedish version shall prevail.

Definitioner

Rounding off

Since amounts have been rounded off in KSEK, the tables do not always add up.

Number of shares, after dilution

Average number of shares during the period, adjusted for dilution from issued options where both share price and strike price are taken into account.

Gross profit

Net revenue minus direct costs.

Gross margin

Gross profit as a percentage of net revenue.

Direct costs

Costs driven by increased volumes. This includes for example costs for cloud infrastructure and third party services.

EBITDA

Earnings before interest, taxes, depreciation and amortization.

EBITDA margin

EBITDA as a percentage of net revenues.

Cashflow after investments

Cashflow from operating and investing activities, excluding acquisitions and disposals of subsidiaries.

Net cash

Cash and bank balances minus interest bearing liabilities.

Net revenue growth, organic

Net revenue compared to the same period last year, for all entities now part of the group.

Net revenue growth, per share

Net revenue divided by the average number of shares during the period, compared to the same period previous year.

Net revenue LTM

Net revenue during the last twelve months.

Net revenue retention (NRR)

Net revenue during the quarter minus net revenue from new customers in the quarter, divided by net revenue during the previous quarter.

Net revenue retention LTM

Average NRR over the last four quarters raised to four.

Equity ratio

Total equity in relation to total assets.

Notes

Note 1 Accounting principles

Checkin.com AB follows the International Financial Reporting Standards (IFRS) and interpretations (IFRIC), as adopted by the EU. This interim report has been prepared according to IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act.

The interim report for the Parent Company has been prepared in accordance with Chapter 9 Interim Reports of the Swedish Annual Accounts Act. The Parent Company applies the Swedish Annual Accounts Act and RFR2 Accounting principles for legal entities. Under RFR2 the parent company of a legal entity applies all EU approved IFRS principles and interpretations within the framework defined by the Swedish Annual Accounts Act and taking into consideration the connection between accounting and taxation. The accounting principles applied are consistent with those described in Checkin.com's Annual Report for 2023.

Note 2 Currency exchange rates

January - March

	Average rate		Rate at end	d-of-period
	2024	2023	2024	2023
Euro (EUR)	11.2792	11.1969	11.5250	11.2760

The Board of I	Directors'	assurance
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The Board of Directors and the CEO confirm that this report provides a fai	ir overview of the company's operations, position and results.
Stockholm, May 16, 2024	
Anders Borg	Kristoffer Cassel
Chairman of the Board	CEO and Board member
Birgitta Hagenfeldt	Christer Fåhraeus
Board member	Board member
Jonas Strömberg	Maria McDonald
Board member	Board member
Michal Stala	
Board member	

Checkin.com in short

Checkin.com Group (Checkin.com) was founded 2017 with the idea of establishing a new Internet standard for checkins – similar to how online payment suppliers have created simple, safe, and efficient solutions for online transactions ("checkouts"). Checkin.com has since then been established as a fast growing actor on the global market for how end-users register, identify themselves and log-in online, collectively called checkin. During 2021 Checkin.com Group acquired the rapidly growing Estonian tech company GetID and another Estonian technology company, DataCorp, with closing in January 2022.

Checkin.com Group's software is an end-to-end solution for how users become customers online, and combines multiple UX-systems (user experience), data sources, and identity solutions to instantly configure individually adapted checkin experiences for each end-user. Thanks to Checkin.com's software framework the user conversion for their customers increase at the same time as necessary identification and regulatory compliance is ensured. During 2023 the Group's platform handled millions of checkin sessions from more than 165 countries.

Checkin.com Group currently targets primarily three main customer verticals, financial technology (fintech), iGaming and travel. The market for each vertical sees strong growth, and Checkin.com sees great potential to grow together with their customers. The Group assesses that the global market for checkins is major, fragmented and unsaturated and the Group sees great opportunity for growth in additional verticals.

Checkin.com Group's share is since May 2021 listed on Nasdaq First North Growth Market under the trading symbol "CHECK".

Vision and business idea

Checkin.com's vision is to change how end-users register, identify themselves and log-in, checkin, with products and brands online. The business idea is to provide complete and individually adapted checkin solutions that increase user conversion for the Group's customers.

Business model

The group's product is delivered through a cloud-based software, Software as a Service, where customers sign monthly subscriptions. Checkin.com offers different monthly packages at fixed prices, based on size and ancillary services. The subscription-based business model also includes a variable component for use beyond what is included in any monthly packages.

Upcoming reports and events

Annual General Meeting: 23 May 2024 Interim report quarter 2 2024: 15 Aug 2024 Interim report quarter 3 2024: 7 Nov 2024 Year-end report 2024: 13 Feb 2025

Contact

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