

Heliospectra AB (Publ)

Quarter Report 1

Jan-Mar 2024

Gothenburg 03-05-24



CEO Letter

Quarter 1: January-March

Throughout 2023, our focus remained steadfast on developing sustainable, innovative, and customer-centric solutions that could handle our customers' diverse needs. The result was a fully modular platform that allowed us to cater to diverse environments and crops. We also updated our control system helioCORE, improving reliability and accuracy by integrating real weather forecasts, energy prices, and LED light efficacy into the algorithm, as well as additional sensors. We can now provide growers with market-leading quality and control against a very competitive cost per mmol. All while saving them up to 35% on their energy consumption, compared to traditional on and off control, a significant step towards sustainable crop production.

This quarter's record-breaking order intake of 26,828 TSEK, almost equal to the total order intake for 2023, confirmed that we had made the right choices and delivered a unique, value-driven solution for our customers. A big contributor to the increase in order intake is a positive trend of bigger orders from the Canadian market, as press released in March. We also see an increase in the total order value from our Agtech customers as a result of the segmentation of our market with now a special team on our Agtech segment. This is a strong indication that sales are moving in the right direction.

“ We can now provide growers with market-leading quality and control against a very competitive cost per mmol. All while saving them up to 35% on their energy consumption, a significant step towards sustainable crop production!



Our net sales are on par with the same period in 2023, at however, with the increased order intake in Q1 we expect an increase in Q2 and an even bigger increase in Q3 when most of our commercial projects are to be delivered.

To solidify our presence in key markets and foster meaningful connections with industry stakeholders. Our sales and marketing team has been busy in Q1 networking and building new partnerships; this included attending multiple events in Europe and North America. We also established our new Dutch office to be close to the biggest market in Europe.

Heliospectra has always had a strong brand within the Agtech and research market. To ensure a continued strong position, we finalized the development for our new fully controllable ELIXIA and DYNA platforms in Q1. Not only does it allow us to maintain our relevancy as a leading and innovative brand, but its technical updates also allow us to better cater to the needs of larger Agtech companies such as seed producers and larger research greenhouses.

As flagged this week, in connection with the compilation of the financial report, we had reason to suspect that the company's equity was low and less than half of the company's registered share capital. A control balance sheet is therefore being prepared. With the increased order intake, and our 80-100 percent prepayment conditions, we will see a positive cash flow in coming period.

We look forward to the coming year with confidence and are excited about the opportunities and challenges it will bring. I am deeply grateful for your unwavering support and trust in Heliospectra, especially our three main shareholders, Weland Stål AB, Agartha AB, and Corespring New Technology AB. Together, we are ready to continue bringing sustainable and innovative solutions to the market while capitalizing on emerging opportunities and propelling our company to new heights of success.

Bonny Heeren
VD



“This quarter’s record-breaking order intake of 26,829 TSEK, almost equal to the total order intake for 2023, confirmed that we had made the right choices and delivered a unique, value-driven solution for our customers.”



Q1 2024 in Brief

(KSEK unless otherwise stated)	Jan - Mar	
	2024	2023
Order Intake	26,828	1,649
Net Sales	7,198	7,033
EBITDA	-5,903	-5,704
Operational Profit	-6,559	-6,474
Operating Cash Flow	-3,520	-6,625
Cash at the end of the period	4,655	5,584
Equity	4,984	8,302
Solidity, %	11	23
Cash liquidity %	55	77
Nr. Shares in Thousands	122,038	106,549

Order Intake
26 828
TSEK

	Order Intake					Sales				
	Q1	Q2	Q3	Q4	Acc. Total	Q1	Q2	Q3	Q4	Acc. Total
2024	26,828				26,828	7,198				7,198
2023	1,649	8,823	7,527	9,377	28,056	7,033	8,276	8,276	9,908	35,311
2022	2,041	9,262	9,262	12,677	34,423	5,562	6,819	6,819	9,998	25,728

Financial Summary

Sales and Financial

Performance

Jan - Mar 2024

Order intake during the period January to March amounted to SEK 26,828 (1,649) thousand. Net sales during the period January to March amounted to SEK 7,198 (7,033) thousand and operating profit amounted to SEK -6,559 (-6,474) thousand. Results before tax amounted to SEK -6,557 (-6,474) thousand.

Cash Flow

Jan - Mar 2024

Operating cash flow was SEK -3,520 (-6,625) thousand. Total cash flow was SEK -3,837 (-7,901) thousand. Cash equivalents at the end of the period were SEK 4,655 (5,584) thousand.



Financial Comment

In Q1 2024, we have witnessed a substantial surge in our order intake, from 1,649 TSEK in the first quarter of 2023 to an impressive 26,828 TSEK in 2024. This is almost equal to the total order intake for 2023. A big contributor to this is a positive trend of bigger orders from the Canadian. We also see an increase in the total value of our Agtech orders. The orders continue to be balanced between Agtech and the greenhouse segment.

Net sales were 7,198 (7,033) TSEK, on par with the same period as last year, the same for operating results, which total -6,559 (-6,474) TSEK. With the increased order intake of Q1, we expect to see an increase in sales for Q2 and Q3.

We have an increase in employee costs -3,705 (-2,127) TSEK, and a reduction in other external costs TSEK -5,756 (-7,219) compared to the same period last year; the biggest reason for this was our decision to minimize the use of external consultants and focus on internal resources instead. We

have, therefore, employed some of our key consultants in 2023. Other external costs are a bit higher in Q1 as we relocated our office, leading to double rent in March as well as costs related to the move.

After the Auditor's review of the 2023 numbers, adjustments to the fiscal year's figures compared to what was released in the year-end release has been made. This change mainly encompasses equity capital for USA Inc., CA Inc., and the Japan entity.

At the end of March, we had a cash position of 4,655 TSEK. Due to the increased order intake and our 80-100 percent pre-payment conditions, the company has already received some down payments in April and will continue to see an increase in cash flow in the coming period, strengthening the company's liquidity. With the positive trend, the board is evaluating complementary alternative financing possibilities for strategic investments.



Redefining Nature's Potential

18 Years of Optimizing Plant Growth

Heliospectra AB (publ) (FIRST NORTH: HELIO) is a global leader in smart LED light technology and light control systems for greenhouse and controlled plant growth environments. Founded in 2006 by plant specialists and biologists committed to making commercial crop production more sustainable by making it more connected and resource-efficient. Heliospectra breaks new ground in what's achievable, empowering growers with flexibility and control to tailor lighting strategies, based on their surroundings and crop needs, no matter the season.

We combine durable and efficient LED lights with customized spectral strategies, real-time response, and artificial intelligence to deliver predictable and

reliable high-quality harvest results while minimizing energy consumption and costs.

At Heliospectra, our mission is to empower researchers, growers, and commercial producers to optimize their resources and output. We achieve this by consistently increasing yields and producing crops with quality appearance, superior nutritional value, and longer shelf life, harvest after harvest. Our commitment to quality and innovation ensures that our customers can rely on us to deliver the best results.

Heliospectra has received multiple international awards and recognitions. For more information, visit its website, www.heliospectra.com.



Up to **35%**
energy
savings

Energy Efficiency, Reliability, Yield

Heliospectra's helioCORE and DLI Management Systems revolutionize greenhouse cultivation with its unparalleled precision and innovation. It offers growers precise control over light intensity, optimizing growth while minimizing energy costs.

The advanced algorithm integrates real-time data from local wireless PAR sensors and weather forecasts, enhancing forecasting accuracy and production stability. It also adapts to electricity prices, 3rd party screen protocols, and fixture efficacy to further improve accuracy and minimize costs, allowing our customers to decrease energy

consumption by up to 35% in addition to their LED savings. The system incorporates the latest technologies and pushes the boundaries of what's possible in greenhouse production, making it a leader in smart lighting systems for modern horticulture.





Significant Events During the Period

Canadian Greenhouse Propagator Chooses Heliospectra LED Lighting Solutions for Efficiency and Quality in New Greenhouse Construction

Heliospectra announced a new order from a leading greenhouse grower in Ontario, Canada. The new order includes Heliospectra's fully modular MITRA X LED light and helioCORE™ system solution and is spread out over 4 deliveries in 2024 and 2025. The total order value is 8,3 million SEK. The grower, located in Ontario, Canada, is a leading greenhouse propagator. Heliospectra's cutting-edge technologies are set to improve the customer's cultivation practices further, driving sustainability, efficiency, and yield optimization.

Canadian Herb Grower Chooses Heliospectra LED Lighting Solutions for Efficiency and Energy Savings

Heliospectra announced a new order from a leading greenhouse grower and supplier of herbs in Ontario, Canada. The new order includes Heliospectra's fully modular MITRA X LED light and helioCORE™ system solution and is spread out over 2 deliveries in 2024 and 2025. The total order value is 7.2 million SEK.

The grower, located in Ontario, Canada, is a leading greenhouse grower of high-quality herbs for the North American market. Heliospectra's cutting-edge technologies will further improve the customer's cultivation practices, driving sustainability, efficiency, and yield optimization.



Significant Events After the Period

Heliospectra AB Prepares a Control Balance Sheet

In connection with the compilation of the financial report for the first quarter of 2024, the board of Heliospectra has reason to suspect that the company's equity is less than half of the company's registered share capital. Due to this, the board, in accordance with Chapter 25 § 13 of the Swedish Companies Act, has initiated the process of producing a control balance sheet to be reviewed by the company's auditor. Immediately after the control balance sheet has been drawn up and reviewed by the company's auditor, the board will publish the outcome and, if applicable, be dealt with at the ordinary general meeting on June 5th. The work will be undertaken immediately, and the board intends to present this control balance sheet in time for the general meeting.



Other Events During the Period

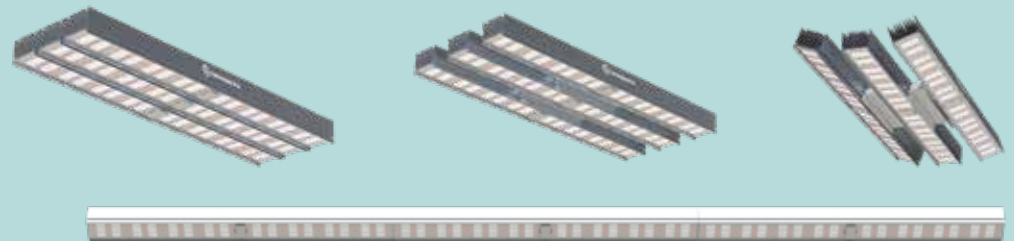
Heliospectra opens new Dutch office in Breda, Netherlands

Dutch office located at Neerloopweg 38 in Breda, Netherlands. Strategically located in an area close to the greenhouse market and the horticulture industry.

"The Netherlands is an important market for Heliospectra where the local presence is very important. With the opening of this office, Heliospectra has taken the first major step towards serving the Dutch market," says Bonny Heeren, CEO of Heliospectra.

Heliospectra launches New Fully Modular 1,500W MITRA X LED Light

Heliospectra announced the new 1500W MITRA X LED light. With a higher output of 5700 μ mol, wide beam optics, and 3.7 efficacy, the new MITRA X requires only 2 LED lights to cover a standard 8m trellis, decreasing investment costs while providing vegetable growers with a high output and uniformity to maximize taste and yield. The extended MITRA X platform focuses on modularity and versatility and caters to a wide range of environments and crops to meet the diverse needs of modern growers.



Financial Calendar

ANNUAL REPORT 2023	5/7/2024
ANNUAL GENERAL MEETING	6/5/2024
HALF-YEAR REPORT 2024	8/23/2024
INTERIM REPORT JUL - SEP 2024	10/25/2024
YEAR-END REPORT 2024	2/28/2025

All reports can be found on Heliospectra's website (see link below) from the date stated above,
<https://heliospectra.com/investor-relations/financial-reports-documents/reports/>.



List of Owners

STOCK OWNER	NR OF STOCK	PERCENTAGE
WELAND STÅL AB	29,693,523	24.33%
WELAND VÄRDEPAPPER AB	28,433,577	23.30%
AGARTHA AB	21,967,355	18.00%
CORESPRING NEW TECHNOLOGY AB	16,217,877	13.29%
AVANZA PENSION	2,197,956	1.92%
SWEDBANK FÖRSÄKRING	1,180,921	0.97%
FÖRSÄKRINGSAKTIEBOLAGET SKANDIA (PUB	830,761	0.68%
NORDNET PENSIONSFORSAKRING AB	817,685	0.67%
MAGOWNY INVEST AB	545,102	0.45%
NILSSON, JOHAN	517,524	0.44%
OTHER OWNERS	19,635,304	15.95%
TOTAL:	122,037,585	100.00%

Total number of stock owners are approximately 3,911.

The Share

The shares are issued in accordance with Swedish law and are denominated in Swedish kronor. There is only one class of shares. Shares are made out to the holder and the share register is maintained digitally by Euroclear Sweden.

Heliospectra's share capital on the 31 of March 2024 totals SEK 12,203,759 split between 122,037,585 shares, each with a quota value of SEK 0.10. Average amount of shares before dilution amounted to 122,037,585 shares. Average amount of shares after dilution amounted to 122,037,585 shares.

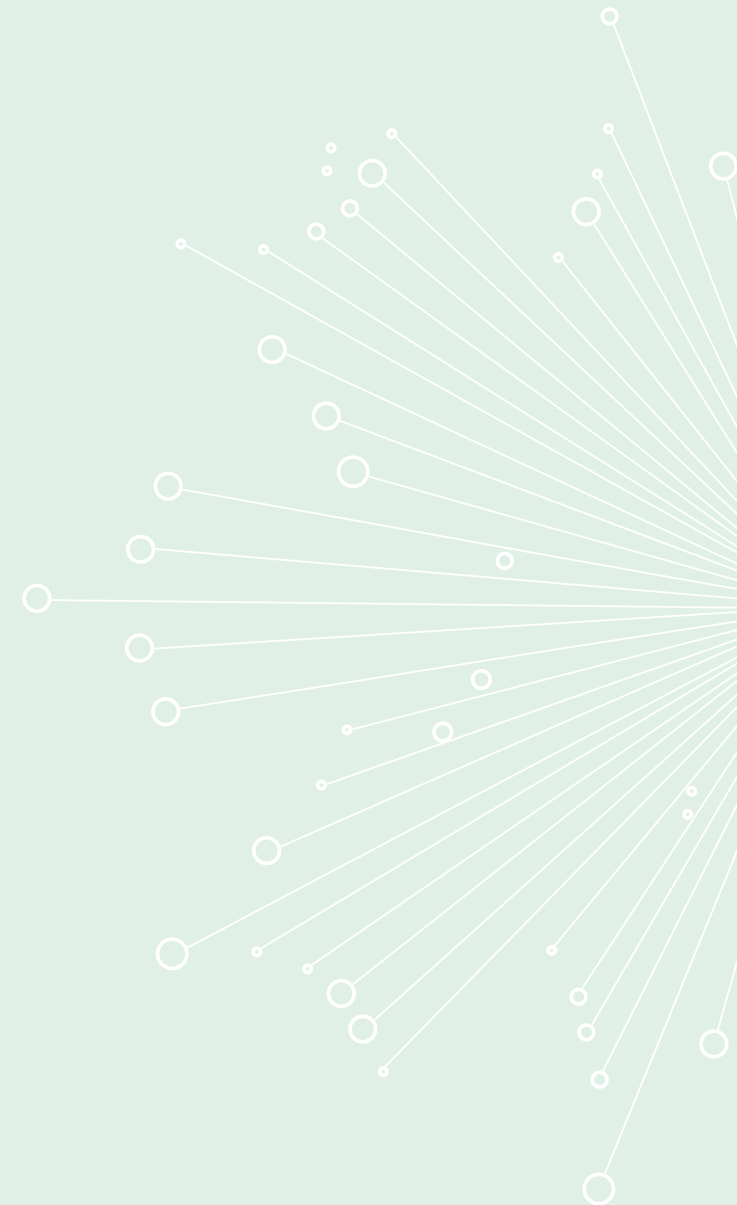
Heliospectra's shares and warrants are traded on First North as of June 18, 2014.

The share's First North ticker symbol is **HELIO**
The share's ISIN code is **SE0005933082**



Consolidated Income Statement

	JAN - MAR	
Amounts in SEK thousand (KSEK)	2024	2023
Net Sales	7,198	7,033
Activated work for own account	318	1,290
Other operating income	306	-
	7,822	8,323
Operating Expenses		
Cost of goods sold	-4,264	-4,561
Other external expenses	-5,756	-7,219
Personnel expenses	-3,705	-2,127
Depreciations, amortizations and impairments	-656	-770
Other operating expenses	-	-120
Operating profit/loss	-6,559	-6,474
Total financial items	2	-
Profit/Loss before tax	-6,557	-6,474
Taxes	-	-
Profit/Loss after tax	-6,557	-6,474





Consolidated Cash Flow Statement

	JAN - MAR	
Amounts in SEK thousand (KSEK)	2024	2023
Profit/Loss after financial items	-6,557	-6,474
Adjustments for items not included in the cash flow	656	771
	-	-
Change in working capital	2,381	-922
Operating cash flow	-3,520	-6,625
Cash flow from investing activities	-317	-1,276
Cash flow from financing activities	-	-
Cash flow for the period	-3,837	-7,901
Cash and cash equivalent at beginning of period	8,492	13,485
Cash and cash equivalents at end of period	4,655	5,584



Key Ratios

JAN - MAR

	2024	2023
Weighted average number of shares		
Before dilution	122,037,585	106,549,474
After dilution	122,037,585	106,549,474
Earnings per share basic	-0.05	-0.06
Earnings per share fully diluted	-0.05	-0.06
Revenue per share basic	0.06	0.07
Revenue per share diluted	0.06	0.07
Operating margin %	neg.	neg.
EBITDA, KSEK	-5,903	-5,704
EBITDA, margin, %	neg.	neg.

2024-03-31

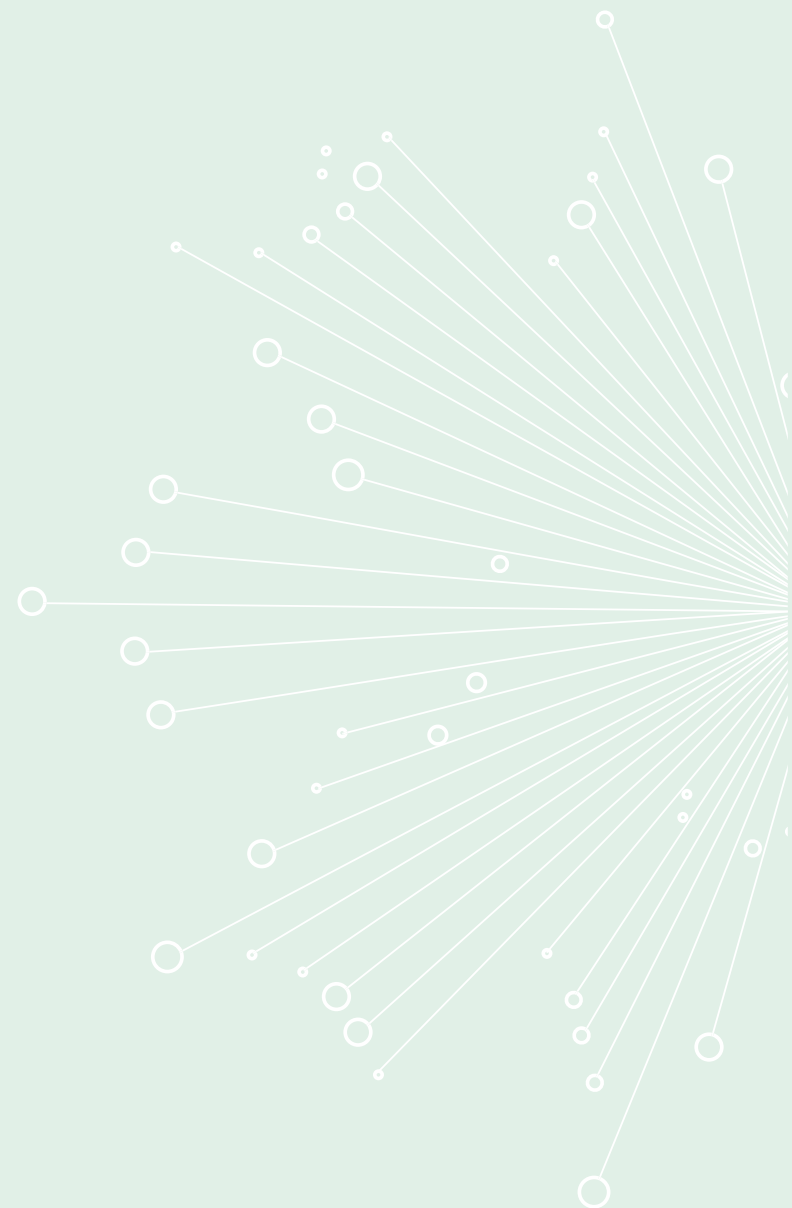
2023-12-31

Number of shares, thousands	122,037,585	122,037,585
Equity per share, SEK	0.04	0.09
Equity/assets ratio	11%	23%
Quick ratio	55%	77%



Consolidated Balance Sheet

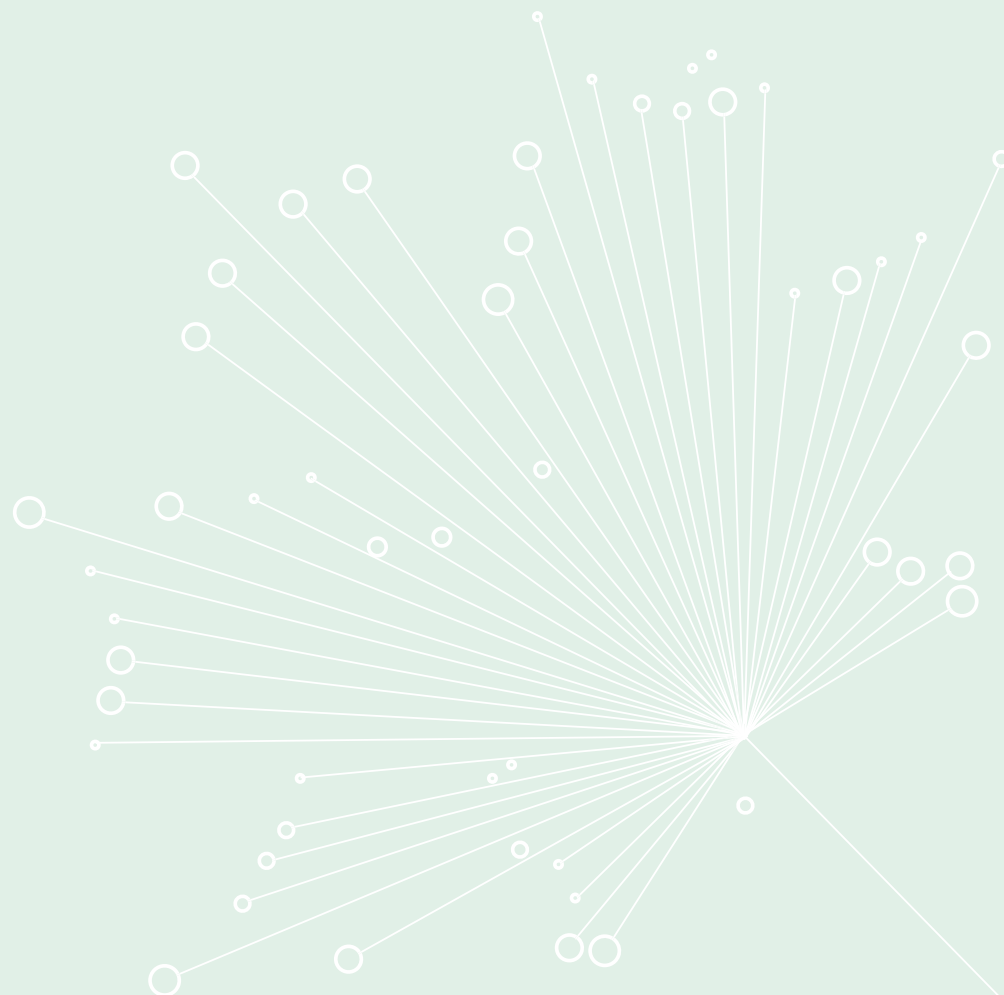
	2024-03-31	2023-12-31
Amounts in SEK thousand (KSEK)		
Assets		
Intangible assets	17,809	18,147
Tangible assets	-	-
Total fixed assets	17,809	18,147
Inventories	10,844	11,349
Current receivables	10,097	12,188
Cash and cash equivalents	4,655	8,492
Total current assets	25,597	32,030
Total assets	43,406	50,177
EQUITY AND LIABILITIES		
Equity	4,984	11,541
Provisions	2,757	2,757
Non-current liabilities	9,000	9,000
Other equity	26,665	26,880
Total equity and liabilities	43,406	50,177





Change in Consolidated Equity

	JAN - MAR	
Amounts in SEK thousand (KSEK)	2024	2023
Opening equity	11,541	14,792
Profit/Loss for the period after tax	-6,557	-6,474
Right Issue	-	-
Exchange rate differences	1	-16
Closing equity	4,984	8,302





Stock Warrants for Senior Executives and Key Personell

At the Annual General Meeting on June 1st, 2023, a warrant program for senior executives and key personnel of series 2023/26:1 was voted through. This includes a maximum of 8,000,000 options. Each warrant entitles to a new subscription for one share in the company. New subscription of shares, with the support of the warrants of series 2023/26:1, must take place during the period from and including July 1, 2026 to and including October 31, 2026. The market value will be calculated by an actor independent of the company using the Black & Scholes valuation model.





Accounting Policies and Notes

This interim report has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Accounting Standards Board's general guidelines BFNAR 2012:1 Annual Accounts and Consolidated Accounts (K3). The accounting policies are unchanged from the 2022

annual report and remain as described in said report. All amounts are reported in SEK thousands unless otherwise indicated.



Significant Risks and Uncertainties

For a comprehensive – but not complete – summary of risks, we refer to Heliospectra's 2022 Annual Report: <https://heliospectra.com/investor-relations/financial-reports-documents/reports/>.

Definitions

SALES PER SHARE

Net sales in relation to the number of shares

EARNINGS PER SHARE AFTER-TAX

Earnings after tax in relation to the number of shares

OPERATING MARGIN

Operating loss in relation to net sales

EBITDA

Operating profit/loss excl. depreciation and amortisation

EBITDA MARGIN

Equity in relation to number of shares

EQUITY/SHARE

EBITDA in relation to net sales

EQUITY/ASSETS RATIO

Equity in relation to total assets

QUICK RATIO

Current receivables plus cash and cash equivalents in relation to current liabilities



Optimizing the Light Environment for Sustainable Crop Cultivation

LED lights are more efficient than traditional high-pressure sodium (HPS) and metal halide (MH) lights. They use fewer watts to produce a higher, or similar amount of light. Installing Heliospectra's LED lights provides direct energy savings of 35%. By adding the wireless system and helioCORE™, growers can use the right amount of light when needed,

providing additional energy savings of up to 35%. With LED lighting accounting for almost 38% of a production facility's total electricity consumption on average, there are significant savings to be made for growers, especially with fluctuating energy prices.

The high electricity consumption largely contributes to increased CO₂ emissions from the greenhouse

industry. LEDs are very efficient when it comes to converting electricity into light. They also have low heat emissions, which can lead to significant secondary savings through reduced ventilation costs. The combination enables the design of new efficient and sustainable production systems with low carbon dioxide emissions.



Together for a sustainable future

Heliospectra can be linked to six of the 17 Sustainable Development Goals (SDGs) created by the UN as an urgent call to action under the 2030 Agenda for Sustainable Development.



Stop hunger, achieve food security, improve nutrition and promote sustainable agriculture.

Heliospectra's innovative systems empower growers by providing precise control and facilitating high-quality crop production year-round. This not only minimizes waste but also fosters sustainable agriculture, even in challenging weather conditions and urban environments, thereby contributing to enhanced food security.



Ensuring healthy lives and promote well-being for everyone of all ages.

Our system facilitates CEA cultivation and nutrient-rich crops using fewer chemicals, promoting year-round access to healthy food for consumers.



Building Sustainable Infrastructure and Promoting Innovation

Heliospectra pioneers efficient and innovative cultivation technologies worldwide. Collaborating with esteemed universities and farming organizations, we advance knowledge, foster innovation, and advocate for sustainable food production practices.



Make cities and human settlements inclusive, safe, resilient and sustainable.

By leveraging data-driven solutions, Heliospectra optimizes resources, enabling year-round urban food production irrespective of weather conditions. Fostering inclusive and resilient urban settlements while decreasing imports and improving food safety.



Ensuring sustainable consumption and production pattern.

Through controlled cultivation and data-driven solutions, we ensure efficient use of natural resources while minimizing chemical usage and waste. Moreover, local food production reduces transportation emissions, aligning with sustainable consumption and production patterns.



Vidta brådskande åtgärder för att bekämpa klimatförändringarna och dess effekter.

Heliospectra's LED lighting solutions reduce energy consumption by up to 70 percent when combined with helioCORE™. That and LEDs' low heat emissions enable production systems with low carbon dioxide emissions in the industry, and a more sustainable production.



**For more information,
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**This report has not been reviewed by
the company's auditors.**



heliospectra

