

Heliospectra AB (Publ)

# Quarter Report 3

Jan-Sep 2024

Gothenburg 25-10-24



“ **Aligning our organization with the new segmentation has already increased our customer contacts, generating new leads and trials.** ”

## CEO Letter

### Quarter 3: July - September

The third quarter of 2024 has been an exciting period of growth and transformation for Heliospectra. We have made significant progress with major greenhouse installations and strengthened key partnerships, all while continuing to push forward on our long-term goals.

Notably, we completed two major greenhouse installations at Proplant Propagation and Freeman Herbs in Ontario, Canada. These projects, totaling 5 hectares, showcase our full system solution, strengthening our presence in one of the world's largest greenhouse markets. Additionally, we delivered a full lighting solution to a leading vegetable company in the USA, featuring our high red spectrum, which achieved an

impressive 400  $\mu\text{mol}/\text{m}^2$  with a light distribution exceeding 95%. In the Netherlands, we finalized our installation at Tomatoworld. This 3-year partnership allows us to conduct field tests while demonstrating our solutions to Dutch and international growers, reinforcing our role in global horticultural innovation.

As our full solution is increasingly adopted across various markets, growers are seeing the true value of our LED lighting solution and helioCORE light control system. With each new installation, we gain valuable feedback to further enhance its capabilities. A unique feature is our dynamic grouping functionality, which offers significant benefits for propagators and ornamental growers.

This unique tool allows them to adjust light strategies and zones for multi-variety environments, by changing the zones freely, down to single lights, dependent on strategy and needs of the market. Thereby allowing them to tailoring conditions to different plant needs in the same space, boosting efficiency and crop performance.

Our sales and marketing teams were active this quarter, attending key industry events. We exhibited at the Canadian Greenhouse Conference, which helped us forge new opportunities in the Canadian market. In Europe, our participation in smaller, local events expanded our brand recognition and deepened engagement with local growers.





To further strengthen our commercial team, we are also pleased to announce two new additions to our customer-facing team. Piet Hein van Baar, a specialist in High Wire Crops, brings extensive expertise in sustainable agricultural practices and LED lighting. His experience with top tomato and pepper growers across Europe and Canada will help customers optimize crop yields and reach their sustainability goals. Additionally, Bram Muelblok will join us as Technical Sales Manager, leveraging over 15 years of experience in lighting and horticulture to enhance customer support and drive innovation.

From a financial standpoint, we saw net sales of SEK 14,330 thousand this quarter, bringing our year-to-date total to SEK 25,930 thousand. While order intake in 2024 remains strong, overall sales are lower than anticipated and in line with 2023 levels, partly due to the timing of deliveries. As we continue to grow in the greenhouse market, we've seen slightly lower margins, but we are confident in the potential for future scalability and recurring revenue.

Aligning our organization with the new segmentation has already increased customer contacts, generating new leads and trials. In the AGtech segment, research institutes are showing strong interest in ELIXIA, DYNA, and MITRA X Flex with our control software. We maintain a good balance between the Agtech and greenhouse segments, and with the MITRA X line, now offering high red options and a 1500W PSU, we

expect to close larger projects for the 2025 lighting season.

We continue to advance our product offerings with the development of the new multi-channel MITRA X. This addition allows growers more control over their lighting systems, enabling dynamic light strategies throughout the growth cycle. For propagators, this means the ability to tailor lighting to specific stages of growth, optimizing plant health and improving yields. This development further solidifies our commitment to providing innovative solutions that meet the evolving needs of the horticultural market.

Looking ahead, we are focused on building upon the solid foundation established in the first three quarters of the year. Our installations at Proplant, Freeman Herbs, and Tomatoworld provide excellent visibility in key markets, and our product development and innovation keep us well-positioned for growth in Q4 and beyond.

I want to extend my sincere thanks to our shareholders for their unwavering support. We remain committed to delivering long-term value and look forward to sharing continued successes as we close out the year.

Thank you for your support.  
*Bonny Heeren*  
CEO



“ Our installations at Proplant, Freeman Herbs, and Tomatoworld provide excellent visibility in key markets, and our product development and innovation keep us well-positioned for growth in Q4 and beyond.



# Q1 2024 in Brief

(KSEK unless otherwise stated)	Jan - Sep		Jul - Sep	
	2024	2023	2024	2023
Order Intake	38 608	18 679	3 704	7 527
Net Sales	25 930	25 403	14 330	8 276
EBITDA	-7 198	-13 658	-4 010	-4 082
Operational Profit	-9 184	-16 003	-4 679	-4 873
Operating Cash Flow	-1 261	-2 428		
Cash at the end of the period	7 231	11 057		
Equity at the end of the period	12 252	11 541		
Solidity, %	28	23		
Cash liquidity %	45	77		
Nr. Shares in Thousands	122 038	116 875		

Order Intake  
YTD 2024:  
**38,608**  
TSEK

	Order Intake					Sales				
	Q1	Q2	Q3	Q4	Acc. Total	Q1	Q2	Q3	Q4	Acc. Total
2024	26 828	8 076	3 704		38 608	7 198	4 402	14 330		25 930
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

#### Jul - Sep 2024

Order intake during the period July to September amounted to SEK 3,074 (7,527) thousand. Net sales during the period July to September amounted to SEK 14,330 (8,276) thousand and operating profit amounted to SEK -4,679 (-4,873) thousand. Results before tax amounted to SEK -4 680 (-4 182) thousand.

#### Jan - Sep 2024

Order intake during the period January to September amounted to SEK 38,608 (18,679) thousand. Net sales during the period January to September amounted to SEK 25,930 (25,403) thousand and operating profit amounted to SEK -9,184 (-16,003) thousand. Results before tax amounted to SEK -9,188 (-15,376) thousand.

### Cash Flow

#### Jan - Sep 2024

Operating cash flow was SEK -454 (-21,469) thousand. Total cash flow was SEK -1,261 (-2,428) thousand. Cash equivalents at the end of the period were SEK 7,231 (11,057) thousand.



## Financial Comment

In the third quarter of 2024, we recorded an order intake of SEK 3,704 thousand, bringing the total for 2024 to SEK 38,608 thousand. This represents a substantial increase compared to the same period in 2023, where the total order intake stood at SEK 18,679 thousand. Key drivers behind this growth include two large orders from the Canadian market announced in Q1, significant test installations in the greenhouse market during Q2 and Q3, and consistent demand from our Agtech segment.

Operating profit for the quarter was SEK -4,679 thousand, slightly improved from SEK -4,873 thousand last year, though it remains negative. Net sales for the quarter reached SEK 14,330 thousand, up from SEK 8,276 thousand in the same period last year. This brings total net sales for 2024 to SEK 25,930 thousand, slightly ahead of last year's figure of SEK 25,403 thousand. However, despite the increase in order intake, net sales fell short of expectations due to staged project executions and minor delays in delivering our new dynamic product portfolio.

We see a reduction in activated work in 2024 compared to 2023, SEK 804 thousand compared to SEK 3,092 thousand. This is according to plan as several projects have already been activated and we have taken an active decision not to activate our development projects moving forward.

Our margins remain solid, although we experienced a slight decline this quarter. This is primarily due to the growing sales in the greenhouse sector, where margins are lower and competition is more intense, though the projects themselves are considerably larger. These larger projects have strengthened our negotiating position with component suppliers. On the other hand, steady orders from the Agtech segment have helped maintain our margin at a healthy level, supported by successful price negotiations with our key component manufacturers.

Logistics costs under other external costs, including transportation and imports, increased in Q3 due to the increase in order volumes. However, this increase has been negated due to a

decrease in RMA costs and consultancy costs.

We had a cash equivalent of SEK 7,231 thousand at the end of September. With the increased order intake and our payment terms of 80-100 percent in advance payment before delivery, the company will see an increased cash flow in the coming period, strengthening our liquidity. Our liquidity is also secured thanks to the capital adequacy guarantee that Heliospectra entered into with the company's main owners, Weland Stål AB, Agartha AB, and Corespring New Technology AB in May. The capital adequacy guarantee also aims to ensure the company's capital needs during the period up to and including the day of the company's annual general meeting in 2025. As there is a certain deficit in capital in view of the strategy that exists going forward, there was a need for a capital increase, the company has therefore during the quarter called for a warranty contribution from the company's main owners of a total of SEK 9.9 million. The guarantee is limited to a total amount of SEK 20 million, distributed among the main Shareholders.





# 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](http://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 Q1

## 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 During Q2

## Heliospectra AB Prepared a Control Balance Sheet

In connection with the compilation of the financial report for the first quarter of 2024, the board of Heliospectra had reason to suspect that the company's equity was less than half of the company's registered share capital. Therefore, the board, in accordance with Chapter 25 § 13 of the Swedish Companies Act, decided to initiate the process of producing a control balance sheet to be reviewed by the company's auditor.

## Control Balance Sheet Showed that Heliospectra AB's Share Capital is Intact

Heliospectra and its Board announced on April 30 that they, for precautionary reasons, would prepare and have the auditor review the company's control balance sheet as of March 31, 2024. The control balance sheet was drawn up and reviewed by the auditor, confirming that the company's share capital was intact.

As of March 31, 2024, the equity in the company amounted to SEK 16,734 thousand, of which the share capital amounts to SEK 12,203 thousand.

## Heliospectra AB Secured Future Liquidity Needs Through a Capital Coverage Guarantee from the Main Owners

On May 28, Heliospectra AB entered into an agreement on a capital adequacy guarantee with the company's principal owners, Weland Stål AB, Agartha AB, and Corespring New Technology AB. The capital adequacy guarantee aims to secure the company's possible liquidity needs during the period up to and including the day of the company's Annual General Meeting in 2025.

The guarantee is limited to a total amount of SEK 20 million, distributed among all Shareholders. The principal owners undertake to carry out so-called convertible investments in Heliospectra when called upon by the company and thereby ensure that Heliospectra's equity amounts to at least the registered share capital on each occasion.

## Government loan converted into grant and generate positive income of SEK 9 million in the second quarter

In 2011, Heliospectra was granted a conditional loan of SEK 9 million by the Governmental Swedish Energy Agency. In May, the Swedish Energy Agency converted the loan into a grant. The decision means that Heliospectra's interest-bearing loan is reduced by SEK 9 million and the grant is reported as other income in the second quarter.



# Significant Events During Q3

## Heliospectra AB Published the Half-Year Report for Jan-Jun 2024

heliospectra AB presented its Half-Year Report for the period January to June 2024 on August 23rd.

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No other regulatory news has been published during the period.



## Other Events Q3

### Tomatoworld Choose Heliospectra LED Technology to Further Sustainable Greenhouse Cultivation

Heliospectra announced its collaboration with Tomatoworld, a prominent information and education center and field lab in the Netherlands located in the heart of the horticulture industry. In May, Tomatoworld entered into a strategic partnership with Orance Grow Light Architects to assist them in implementing a new state-of-the-art LED grow light system within their greenhouse. After evaluating different options, the choice fell to Heliospectra's advanced smart LED grow light system to promote sustainable cultivation practices and innovation.



### Heliospectra Welcomes Piet Hein van Baar as Plant Specialist for High Wire Crops

Heliospectra announced that Piet Hein van Baar partners with Heliospectra and step in as Plant Specialist for High Wire Crops. Piet Hein is owner of Led's Consult and brings a wealth of expertise in crop management and LED lighting solutions, enhancing Heliospectra's commitment to advancing sustainable agricultural practices and supporting growers in optimizing crop yields.

"We are thrilled to welcome Piet Hein van Baar to the Heliospectra team. His extensive experience with high-wire crops and pioneering work with LED lighting solutions align perfectly with our mission to support growers with innovative and sustainable technology, like our just newly introduced 1500W MITRA X with special optics technology and spectrum 90-5-5 for high wire crops. Piet Hein's knowledge and passion for crop science will be a tremendous asset to Heliospectra and our clients around the world," says Bonny Heeren, CEO of Heliospectra.

### Heliospectra Welcomes Bram Muelblok as Manager Technical Solutions

Heliospectra, a is delighted to announce the addition of Bram Muelblok to our team as Manager Technical Solutions, effective January 1st, 2025. With over 15 years of experience in the lighting and horticulture industries, Bram's expertise and customer-centric approach perfectly align with Heliospectra's mission to foster sustainable and innovative agricultural practices.

"We are thrilled to welcome Bram Muelblok to Heliospectra," said Bonny Heeren, CEO of Heliospectra. "His deep knowledge of horticulture lighting and his commitment to finding the best solutions for customers perfectly align with our values and goals. Bram's experience and skill set will be a great asset to our team as we expand our LED solutions and support growers worldwide."





## Other Events This Year

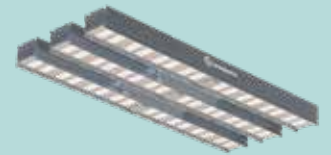
### Heliospectra opens new Dutch office in Breda, Netherlands

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 $\mu$ 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

YEAR-END REPORT 2024	2/28/2025
QUARTER REPORT JAN - MAR 2025	4/25/2025
HALF-YEAR REPORT JAN - JUN 2025	8/29/2025
QUARTER REPORT JAN - SEP 2025	10/24/2025

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	2,325,665	1.92%
FÖRSÄKRINGSAKTIEBOLAGET SKANDIA (PUB	830,761	0.97%
NORDNET PENSIONSFORESAKRING AB	816,440	0.68%
SWEDBANK FÖRSÄKRING	778,711	0.67%
NILSSON, JOHAN	623,676	0.45%
MAGOWNY INVEST AB	545,102	0.44%
OTHER OWNERS	19,804,898	15.95%
<b>TOTAL:</b>	<b>122,037,585</b>	<b>100.00%</b>

Total number of stock owners are approximately 4,330.

## 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 30 of September 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 - SEP		APR - JUN	
Amounts in SEK thousand (KSEK)	2024	2023	2024	2023
Net Sales	25,930	25,403	14,330	8,276
Activated work for own account	804	3,092	410	816
Other operating income	10,211	153	180	153
	<b>36,945</b>	<b>28,648</b>	<b>14,920</b>	<b>9,245</b>
<b>Operating Expenses</b>				
Cost of goods sold	-16,850	-14,872	-10,006	-4,651
Other external expenses	-16,584	-18,225	-5,740	-5,951
Personnel expenses	-10,708	-9,106	-3,183	-2,679
Depreciations, amortizations and impairments	-1,986	-2,345	-668	-792
Other operating expenses	-	-104	-	-46
<b>Operating profit/loss</b>	<b>-9,184</b>	<b>-16,003</b>	<b>-4,678</b>	<b>-4,873</b>
Total financial items	-4	628	-2	692
<b>Profit/Loss before tax</b>	<b>-9,188</b>	<b>-15,376</b>	<b>-4,680</b>	<b>-4,182</b>
Taxes	-	-	-	-
<b>Profit/Loss after tax</b>	<b>-9,188</b>	<b>-15,376</b>	<b>-4,680</b>	<b>-4,182</b>



# Consolidated Cash Flow Statement

Amounts in SEK thousand (KSEK)	JAN - SEP	
	2024	2023
Profit/Loss after financial items	-9,188	-15,376
Adjustments for items not included in the cash flow	-6,971	-261
Change in working capital	15,705	-5,832
<b>Operating cash flow</b>	<b>-454</b>	<b>-21,469</b>
Cash flow from investing activities	-807	-2,403
Cash flow from financing activities	-	21,443
<b>Cash flow for the period</b>	<b>-1,261</b>	<b>-2,428</b>
<b>Cash and cash equivalent at beginning of period</b>	<b>8,492</b>	<b>13,485</b>
<b>Cash and cash equivalents at end of period</b>	<b>7,231</b>	<b>11,057</b>



# Key Ratios

	JAN - SEP		JUL - SEP	
	2024	2023	2024	2023
Weighted average number of shares				
Before dilution	122,037,585	116,874,881	122,037,585	122,037,585
After dilution	122,037,585	116,874,881	122,037,585	122,037,585
Earnings per share basic	-0.08	-0.13	-0.04	-0.03
Earnings per share fully diluted	-0.08	-0.13	-0.04	-0.03
Revenue per share basic	0.21	0.22	0.12	0.07
Revenue per share diluted	0.21	0.22	0.12	0.07
Operating margin %	neg.	neg.	neg.	neg.
EBITDA, KSEK	-7,198	-13,658	-4,010	-4,082
EBITDA, margin, %	neg.	neg.	neg.	neg.

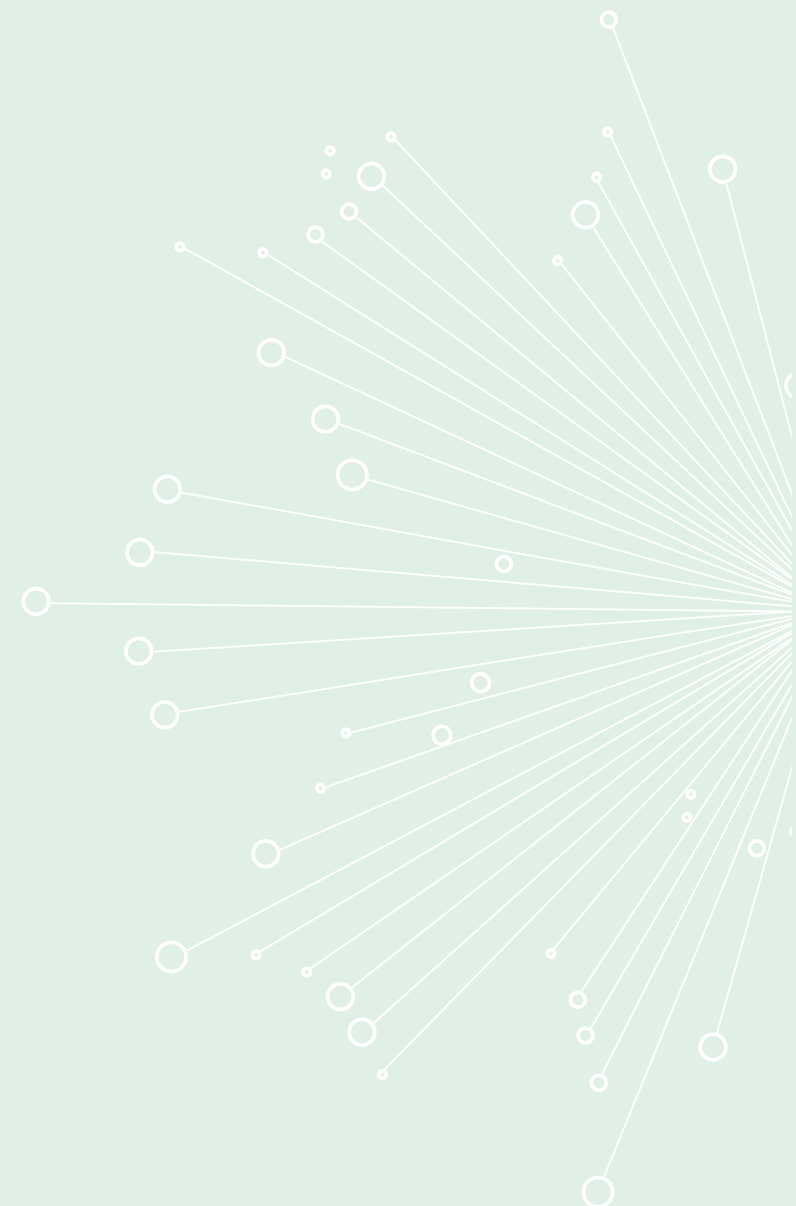
	2024-09-30	2023-12-31
Number of shares, thousands	122,037,585	122,037,585
Equity per share, SEK	0.1	0.09
Equity/assets ratio	28%	23%
Quick ratio	45%	77%





# Consolidated Balance Sheet

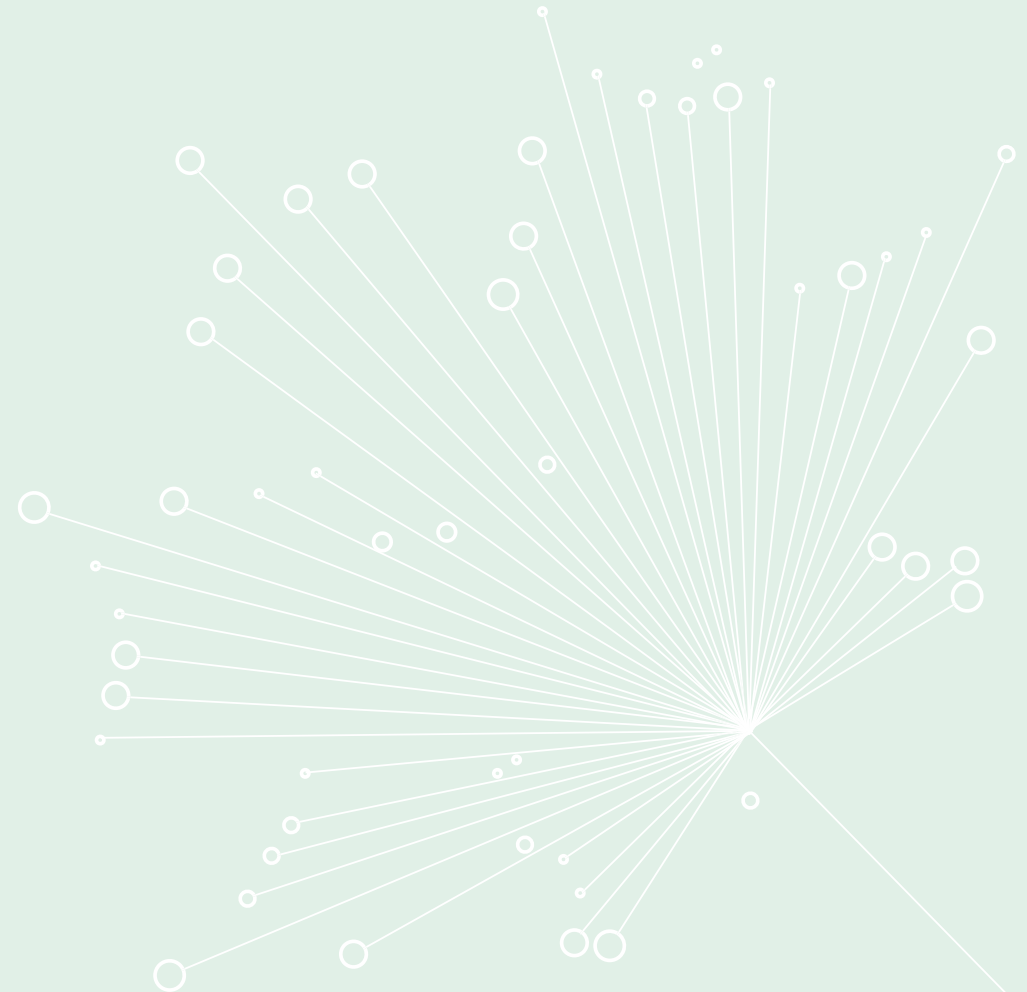
	2024-09-30	2023-12-31
Amounts in SEK thousand (KSEK)		
<b>Assets</b>		
Intangible assets	16,968	18,147
Tangible assets	-	-
<b>Total fixed assets</b>	<b>16,968</b>	<b>18,147</b>
Inventories	14,291	11,349
Current receivables	15,924	12,188
Cash and cash equivalents	7,231	8,492
<b>Total current assets</b>	<b>27,546</b>	<b>32,030</b>
<b>Total assets</b>	<b>54,414</b>	<b>50,177</b>
<b>EQUITY AND LIABILITIES</b>		
Equity	12,252	11,541
Provisions	2,801	2,757
Non-current liabilities	-	9,000
Other equity	29,461	26,880
<b>Total equity and liabilities</b>	<b>54,414</b>	<b>50,177</b>





# Change in Consolidated Equity

Amounts in SEK thousand (KSEK)	JAN - SEP	
	2024	2023
Opening equity	11,541	14,792
Profit/Loss for the period after tax	-9,188	-15,376
Right Issue	-	21,443
Warranty Contribution	9,900	-
Exchange rate differences	-1	-899
<b>Closing equity</b>	<b>12,252</b>	<b>19,960</b>





# Stock Warrants for Senior Executives and Key Personell

At the annual general meeting on June 27, 2024, a warrant program for senior executives and key personnel of series 2024/27:1 was voted through. The program included a maximum of 9,300,000 options. Each warrant giving the right to subscribe for one share in the Company. New subscription of shares, supported by the warrants of series 2024/27:1, will take place during the period from and including September 1, 2027, to and including October 31, 2027. The subscription price per share amounted to the volume-weighted average price for the Company's share during the period 13 – 26 June 2024 on Nasdaq First North Growth Market, multiplied by 2.46. A total of 5,832 thousand warrants were subscribed.

At the annual general meeting on June 27, 2024, the shareholders also approved a directed issue of a maximum of 700,000 warrants of series 2024/2027:2 to the board. The warrants of series 2024/2027:2 must be issued free of charge and within two weeks of the date of the annual general meeting. The board has the right to ex-

tend the subscription period. New subscription of shares with the support of the warrants of series 2024/27:2 must take place during the period from September 1, 2027, to and including October 31, 2027. In the case of a complete new subscription with the support of all warrants, 700,000 new shares are issued, corresponding to a dilution of approximately 0.57 percent.







# 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 2023

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 2023 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 CO<sub>2</sub> 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.**

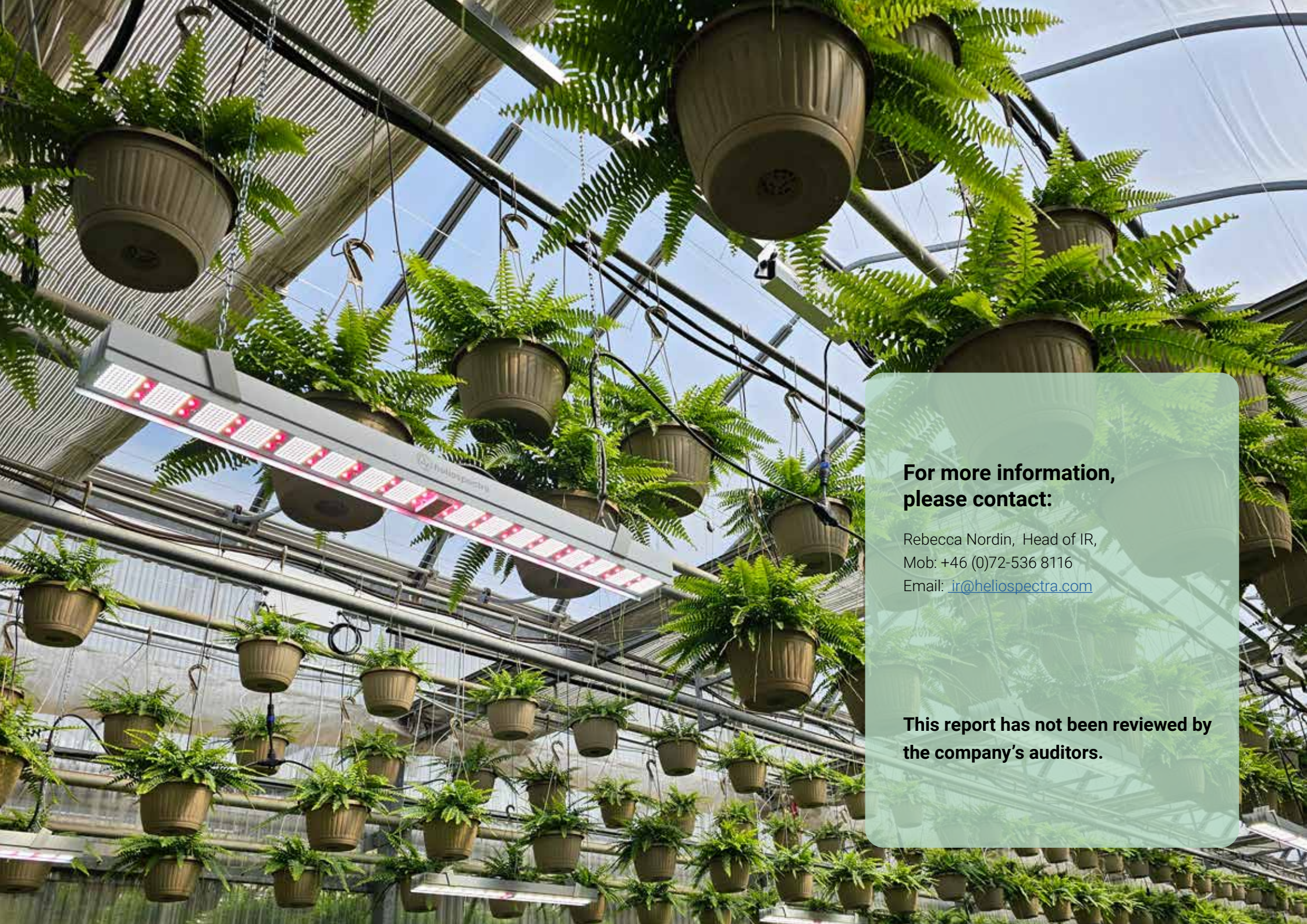
Through controlled cultivation and data-driven solutions, we ensure efficient use of natural resources while minimizing chemical usage and waste. Moreover, local food production reduces transportation emissions, aligning with sustainable consumption and production patterns.



**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,  
please contact:**

Rebecca Nordin, Head of IR,  
Mob: +46 (0)72-536 8116  
Email: [ir@heliospectra.com](mailto:ir@heliospectra.com)

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





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