

Interim report Q3, 2021

January–September



Progress in both the battery and hydrogen sensor businesses

- Leading German automotive manufacturer purchases Insplorion's battery development instrument following a 6-month rental period. The order value amounted to 0.5 MSEK.
- European energy research institute invests in Insplorion's technology for hydrogen sensor development.

Outcome July–September

- Net sales amounted to kSEK 554 (508) kSEK
- Profit after net financial items amounted to kSEK –1 188 (–2 517) kSEK.
- Basic and diluted earnings per share: –0.09 (–0.26) SEK.
- Cash flow from operating activities and investing activities: –5 860 (–3 773) kSEK.

Significant events July–September

- Leading German vehicle manufacturer purchases Insplorion's battery development instrument after a rental period of six months. The order value amounted to 0.5 MSEK.

Significant events after the end of the period

- The European Institute for Energy Research (EIFER) purchases an X1 instrument.

Indicators for the Group

	2021-07-01 2021-09-30	2020-07-01 2020-09-30	2021-01-01 2021-09-30	2020-01-01 2020-09-30	2020-01-01 2020-12-31
	3 months	3 months	9 months	9 months	12 months
All amounts in thousands of SEK if other not specified					
Net sales	554	508	1,655	1,189	1,177
Operating income	3,272	1,623	6,838	5,794	7,485
Profit after financial items	–1,188	–2,517	–8,580	–8,301	–12,795
Earnings per share (SEK)	–0.09	–0.26	–0.66	–0.84	–1.27
Diluted earnings per share (SEK)	–0.09	–0.26	–0.66	–0.84	–1.27
Cash flow from operating and investing activities	–5,860	–3,774	–16,609	–7,800	–10,007

For the complete table, please refer to page 11. For definitions of indicators, please refer to page 16.

A word from the CEO

Insplorion's sensor technology well positioned for the electricity and hydrogen production of the future

The international attention on the issue of which fuels will substitute fossil fuels in the future continues to increase. Of the two currently predominant technologies, electricity has advanced slightly further than hydrogen in its development, particularly for passenger vehicles; new sales of electric vehicles grew by 160 percent during the first half of 2021¹, and in the most advanced markets, Europe and China, electric vehicles now represent 12–15 percent of new car sales. Hydrogen is gaining more and more ground, as confirmed by the considerable investments made in hydrogen technology, which currently is estimated at USD 500 billion worldwide.²

Insplorion is well positioned for both electricity and hydrogen, and our sensor platform NanoPlasmonic Sensing (NPS) is able to increase the efficiency of both fields of technology at system level.

A significant increase of electrification levels in the future will require a higher energy output from batteries, driving demand for improved performance and faster charging and discharging. A significant portion of the research into hydrogen technology is focused on how to increase safety, for example in connection with vehicle refuelling. Our sensors improve the conditions for both technologies and contribute to an accelerated transition towards a sustainable energy system.

German automotive manufacturer purchases instrument following a successful rental period

After the summer, Insplorion's six-month period of rental of a battery development instrument to a German vehicle manufacturer came to an end. There has been a continuous information exchange between us and the customer about the results, which has resulted in mutual learning. After the rental period, the customer decided to purchase the instrument to make our NPS technology an integral part of its electrification strategy. The instrument underlying the deal is the same type that we use in-house ourselves and together with our partners in the development of our battery sensor. We have now launched an upgraded version of the instrument, improving the usability in particular. The customers represent battery research and development, academia, battery manufacturers and the automotive industry.

¹ <https://www.canalys.com/newsroom/global-electric-vehicle-sales-up-160-in-h1-2021-despite-supply-constraints>

² <https://hydrogencouncil.com/en/hydrogen-insights-updates-july2021/>

Hydrogen sensor development according to plan

Development work in the hydrogen business area is going ahead according to plan, and the business development progresses in tandem with the technology development. In the first phase, Insplorion's focus is to improve the safety surrounding the handling of hydrogen gas, for example by rapid shutdowns in the event of a possible leakage at a fuel station, in a vehicle or during manufacturing.

Research institute purchases X1-instrument

The purchase of Insplorion's X1 instrument by the European Institute for Energy Research (EIFER) which was finalized in October demonstrates the link between our business areas Hydrogen Sensors and Research Instruments. The deal is interesting, in part because it shows that instrument customers now have access to financing again – and the instrument sales activity is once again buoyant – and in part because the customer is working to develop materials for more efficient hydrogen sensors. On account of the customer's fine abilities, we have concluded a cooperation agreement to forge a closer connection. Our assessment is that their efforts will result in product development opportunities of interest to us.

Lastly, I will mention that we, in the field of air quality sensors, gradually are expanding both our markets and customer segments. During the third quarter of the year, we have, in particular, given priority to our customer studies of industrial customers with an inclination for development in Northern Europe and the United Kingdom.

Gothenburg, October 28th, 2021

Patrik Dahlqvist, VD



Financial comments

Business development

The Company's sales within the research instruments business area is characterized by few measuring instruments sold but at high prices per unit. The variation in sales can therefore be high from one quarter to the next, making it difficult to compare quarterly results. The Company's aim is to grow the instrument business continuously, but sales usually depend on our customers' availability of funding.

The performance is still negative as development costs have increased. Investments in marketing and customer adaptation in air quality, product development in battery sensor, and strengthening of the organization are the most important reasons for the higher costs, which are in line with plan.

Financial position and liquidity

Cash and cash equivalents amounted to kSEK 50 963 (15 288) as of September 30th. At the end of the period, the Group's interest-bearing liabilities totaled kSEK 2 576 (4 541).

Cash flow for the period (1 July–30 september) amounted to kSEK –6 035 (–3 824), of which cash flow from operating activities amounted to kSEK –5 206 (–2 813). This is mostly attributable to the negative operating result in the amount of kSEK –1 154, in combination with changes in working capital with a negative impact on cash flow of kSEK –5 206 kSEK.

During the period, the Group has invested kSEK 653 (961), mostly attributable to the capitalized development and investments in laboratory equipment. Financing activities were negative by kSEK –175 due to loan repayments of kSEK –175.

Covid-19

Insplorion follows the developments relating to covid-19 closely. The personnel's health and safety is being prioritized and Insplorion complies with all official instructions and guidelines. The virus outbreak has had minor impact on the company's business, with delays in instrument sales being the most prominent effect. However, the virus' future impact on business and society is creating uncertainty and long-term effects are difficult to assess.

Future development

In research instruments, sales are expected to grow gradually as more and more customer processes reach the phase for internal or external funding. As a consequence of covid-19, it has been difficult to finalize sales during 2020, as sales processes have been postponed into 2021.

The Company intends to continue to seek grant funding at national and EU level for sub-projects characterized by higher degree of technical risk that are in line with the development plan. In addition, this is a way to build cooperations with industrial operators and to leverage the funding by shareholders.

Risks and uncertainties

The Group is considered to still be subject to the same risks and uncertainties that are detailed in the 2020 annual report.

Parent Company

The net sales of the parent company for the period 1 July–30 September amounted to kSEK 1 007 (928), and the profit after net financial items amounted to kSEK –1 361 (–2 698). The parent company's equity totaled MSEK 63,2, of which MSEK 3.1 restricted.

The share

As of September 30th, 2021, the number of shares totaled 13,085,944. At the end of 2020, the company carried out a private placement and a rights issue, of which 191,651 shares were registered at the beginning of 2021. During the first quarter of 2021, 93,884 new shares were subscribed for through the warrant program T01.

At the Annual General Meeting on April 13th, 2021, it was decided to introduce an incentive program based on employee stock options and warrants for all employees in the company and an incentive program based on warrants for the Board of Directors.

The current warrant and option programmes are:

- *Subscription warrants programme T01 2018/2023:* As part of the funding agreement established in 2018, the financier ESGO and existing shareholders were allotted subscription warrants free of charge. Each subscription warrant entitles the holder to purchase one Insplorion share at a subscription price of SEK 11.50 per share.

Warrants for less than SEK 500,000 in total may be exercised at five occasions during the two-week periods that precede the dates 12, 24, 36, 48 and 60 months after the date of registration, which was February 5th, 2018.

In total, 392,604 warrants have been issued, corresponding to approximately 4.0 percent of the Company's current number of shares. In February 2020, 71,352 warrants were converted into shares. During the subscription period in January/February 2021, 90,892 were converted into shares, with the remaining number of options being 230,360.

Due to the rights issue carried out in December, recalculation has been made in accordance with the terms of the warrant program TO1, which means that each warrant gives the right to subscribe for 1,033 shares compared to previously one share.

- *Warrants and employee stock options series 2021/2024*, where 24,700 incentive warrants and 46 800 employee stock options will be issued. This means a maximum dilution of approximately 0.7 percent of the shares and votes in the Company.

Each warrant and employee option entitles the holder to acquire one share in Insplorion at an exercise price of SEK 41.10 per share.

- *Warrants to the Board of Directors series 2021/2024*, where 85 000 Incentive Warrants has been issued. This means a maximum dilution of approximately 0.6 percent of the shares and votes in the Company.

Each warrant entitles the holder to acquire one share in Insplorion at an exercise price of SEK 41.10 per share.

Policies for the preparation of the interim report

Insplorion applies the Swedish Accounting Standards Board's BFNAR 2012:1 Annual accounts and consolidated (K3). For the report, Chapter 9 of the Annual Accounts Act, interim report, has also been applied.

Accounting principles and calculation bases are unchanged compared with the annual report.

Auditors' review

This report has been reviewed by the Company's auditors.

Upcoming financial reports

- 2022-02-24 Year-end report for the financial year 2021

Presentation of the interim report,
Gothenburg, October 28th, 2021

Insplorion AB (publ)
Styrelsen

Insplorion in brief

Insplorion is an environmental technology company that develops and sells small and robust air quality, battery and hydrogen sensors based on its patented sensor platform, NanoPlasmonic Sensing (NPS).

The technology measures air quality in the major cities of the world, optimizes batteries in cars and energy storage facilities, and increases the safety and thus the acceptance of hydrogen gas as an energy carrier.

In addition, the Company sells NPS-based research instruments that provide researchers access to real-time nanoscale data in catalysis, materials and life science.



Hydrogen sensors

Insplorion develops the world's fastest hydrogen sensor for the rapidly growing market comprising hydrogen-based vehicles, infrastructure and fuel cells. The rapid response time of the sensor is of great importance, both for safety applications and in the optimization of fuel cells. It is accurate, compact, and cost-effective, and we expect it to contribute to an accelerated transition to hydrogen as an alternative to fossil energy.



Insplorion's hydrogen sensor can be used in a number of applications to improve safety and optimization across the chain, from production to distribution and use. In hydrogen production, vehicles, fuel stations, distribution infrastructure, and biogas refineries. It can also be used to improve the understanding of fuel cells during development and to optimize their operation.



Battery sensors

Insplorion's battery sensor business has the potential to disrupt the market for lithium-ion batteries, whose importance is growing in step with the global shift to green energy. The possibility to increase both the energy output and the charging speed while at the same time lowering costs enables extended ranges for electric vehicles and reduced costs for energy storage. In addition, the sensors contribute to increased safety. All in all, these benefits have sparked the interest of both the power industry and the automotive industry.

Insplorion's technology is currently present in commercially manufactured prototypes. Together with researchers at Chalmers University of Technology and Uppsala University, Insplorion has previously been able to demonstrate that its technology is capable of measuring the state of charge of lead batteries as well as various lithium-ion batteries.



Coradia iLint, a regional train powered by hydrogen fuel cells.



BMW i8 Roadster, best refueled with electricity.





Air quality sensors

Insplorion offers air quality sensors for a variety of applications, from smart cities to ventilation systems. Insplorion's InAir NO₂ sensor provides sensitive and stable monitoring of nitrogen dioxide. The sensors are small and easy to mount and network together to establish a complete real-time view of the pollutants circulating in any given system.

Insplorion's sensors can be connected to the Internet, which makes it possible to measure gases that are harmful to human health with high geographic precision. This is not possible with alternatives in use today.

Insplorion's efforts to develop air quality sensors have been conducted in close dialogue with the market, following an assessment of market needs and existing technology which indicated that the need for new measuring technologies is great.

Leading Light provides the market with smart lighting. By including Insplorion's sensor for air quality measurement, Leading Light's customers can get information about nitrogen dioxide levels in the air via lampposts and other park and street lighting.



Research instruments

In research instruments, Insplorion sells measuring instruments to researchers in academia and industry. Insplorion's products make it possible to obtain real-time information with nanoscale sensitivity about processes on surfaces and in boundary layers. The instruments enable a deeper understanding of nanomaterials, nanoparticles, porous materials, thin films and coatings for various applications such as catalysis, polymer science, materials science, biosciences, and solar cells.

Each instrument comprises a basic package with Insplorion's software and an optical hardware module. In addition, the customer selects a measuring cell depending on the field of research. A complete instrument system has a list price of about kEUR 50 to 80, depending on which options are included, and the margin is good. We also receive additional annual revenue of about kEUR 3 to 6 per instrument for sensors expended during use in experiments.

Insplorion's instruments for advanced research in many areas make it possible to very easily get measurement results in real time. The sensors can withstand temperatures up to 600 °C as well as challenging chemical environments.



Income Statement for Insplorion Group

	2021-07-01 2021-09-30 3 months	2020-07-01 2020-09-30 3 months	2021-01-01 2021-09-30 9 months	2020-01-01 2020-09-30 9 months	2020-01-01 2020-12-31 12 months
All amounts in thousands of SEK if other not specified					
Net sales	554	508	1,655	1,189	1,177
Own work capitalized	678	903	2,367	3,433	4,557
Other operating income	2,040	212	2,816	1,172	1,751
Operating income	3,272	1,623	6,838	5,794	7,485
Raw materials and consumables	-199	-70	-258	-490	-490
Other external charges	-1,521	-1,871	-6,758	-6,944	-10,287
Personnel costs	-2,604	-2,043	-7,972	-6,228	-8,916
Depreciation/amortization	-102	-93	-301	-276	-369
Operating costs	-4,426	-4,078	-15,289	-13,937	-20,061
Operating profit	-1,154	-2,455	-8,451	-8,143	-12,576
Interest costs and similar items	-33	-63	-128	-159	-219
Result from financial items	-33	-63	-128	-159	-219
Profit after financial items	-1,188	-2,517	-8,580	-8,301	-12,795
Taxes	0	0	0	0	0
Profit/loss for the period	-1,188	-2,517	-8,580	-8,301	-12,795
Earnings per share					
Earnings per share (SEK)	-0.09	-0.26	-0.66	-0.84	-1.27
Diluted earnings per share (SEK)	-0.09	-0.26	-0.66	-0.84	-1.27

Balance Sheet Insplorion Group

All amounts in thousands of SEK if other not specified	2021-09-30	2020-09-30	2020-12-31
ASSETS			
Subscribed capital unpaid	0	0	1,339
Fixed assets			
<i>Intangible fixed assets</i>			
Capitalized expenditure for development	16,403	13,048	14,138
Concessions, patents, licenses, trade marks, et cetera	2,434	2,433	2,434
	18,837	15,481	16,571
<i>Tangible fixed assets</i>			
Machinery and other technical equipment	497	609	580
	497	609	580
Total fixed assets	19,333	16,090	17,151
Current assets			
Work in progress	2,052	943	1,085
	2,052	943	1,085
Accounts receivable	567	640	87
Current tax assets	44	227	0
Other receivables	173	231	1,251
Prepayments and accrued income	205	156	130
	990	1,253	1,468
Cash and bank balances	50,963	15,288	66,558
Total current assets	54,005	17,483	69,110
TOTAL ASSETS	73,338	33,574	87,600

Balance Sheet Insplorion Group

All amounts in thousands of SEK if other not specified	2021-09-30	2020-09-30	2020-12-31
EQUITY AND LIABILITIES			
Equity			
<i>Restricted equity</i>			
Share capital	1,963	1,478	1,920
New issue under registration	0	0	29
	1,963	1,478	1,949
<i>Non-restricted equity</i>			
Premium reserve	122,426	67,025	121,419
Retained loss	-52,196	-39,972	-39,972
Profit/loss for the period	-8,580	-8,301	-12,795
	61,650	18,752	68,653
Total equity	63,613	20,229	70,601
Long-term liabilities			
Liabilities to credit institutions	1,861	2,710	2,291
	1,861	2,710	2,291
Short-term liabilities			
Liabilities to credit institutions	715	1,832	2,200
Accounts payable	595	599	1,396
Current tax liabilities	0	0	17
Other short-term liabilities	192	122	163
Accruals and deferred income	6,362	8,082	10,930
	7,865	10,635	14,707
TOTAL EQUITY AND LIABILITIES	73,338	33,574	87,600

Changes in equity (thousands of SEK)	Share capital	Non-registered issue	Other contributed capital	Profit/loss carried forward	Profit/loss for the period	Total equity
Equity as of 2021-01-01	1,920	29	121,419	-39,972	-12,795	70,601
Appropriation of previous year's profit				-12,795	12,795	0
Registration of share issue	29	-29				0
New share issue (decided on 2020-11-06)	14	0	1,066			1,080
Issuance costs (decided on 2020-11-06)			-60			-60
Option programme				570		570
Profit/loss for the period					-8,580	-8,580
Equity as of 2021-09-30	1,963	0	122,426	-52,196	-8,580	63,613

Cash Flow Statement Insplorion Group

	2021-07-01 2021-09-30 3 months	2020-07-01 2020-09-30 3 months	2021-01-01 2021-09-30 9 months	2020-01-01 2020-09-30 9 months	2020-01-01 2020-12-31 12 months
All amounts in thousands of SEK if other not specified					
Operating activities					
Operating profit	-1,154	-2,455	-8,451	-8,143	-12,576
<i>Adjustment for non-cash items:</i>					
Depreciation/amortization according to plan	103	93	301	276	369
Interest paid	-34	-63	-128	-159	-219
Cash flow from operating activities before change in working capital	-1,085	-2,424	-8,278	-8,026	-12,426
Change in working capital					
Increase (-)/decrease (+) in inventories	-421	-230	-967	-380	-523
Increase (-)/decrease (+) in operating receivables	-273	-186	477	548	334
Increase (+)/decrease (-) in operating liabilities	-3,427	28	-5,357	3,611	7,315
Cash flow from operating activities	-5,206	-2,813	-14,125	-4,247	-5,300
Investing activities					
Cash flow from investing activities	-653	-961	-2,484	-3,554	-4,707
Financing activities					
Change in long-term liabilities	-175	-50	-1,915	-50	-100
New share issue	0	0	2,359	803	54,330
Option programme	0	0	570	0	0
Cash flow from financing activities	-175	-50	1,014	753	54,230
Increase/decrease of cash and cash equivalents	-6,035	-3,824	-15,595	-7,048	44,222
Cash/cash equivalents at the beginning of the year	56,997	19,111	66,558	22,335	22,335
Cash/cash equivalents at the end of the period	50,963	15,288	50,963	15,288	66,557

Indicators Insplorion Group

	2021-07-01 2021-09-30 3 months	2020-07-01 2020-09-30 3 months	2021-01-01 2021-09-30 9 months	2020-01-01 2020-09-30 9 months	2020-01-01 2020-12-31 12 months
All amounts in thousands of SEK if other not specified					
Net sales	554	508	1,655	1,189	1,177
Operating income	3,272	1,623	6,838	5,794	7,485
Profit after financial items	-1,188	-2,517	-8,580	-8,301	-12,795
Earnings per share (SEK)	-0.09	-0.26	-0.66	-0.84	-1.27
Diluted earnings per share (SEK)	-0.09	-0.26	-0.66	-0.84	-1.27
Cash flow from operating and investing activities	-5,860	-3,774	-16,609	-7,800	-10,007
Solidity (%)	87 %	60 %	87 %	60 %	81 %
Quick ratio (%)	661 %	156 %	661 %	156 %	463 %
The share's quota value (SEK)	0.15	0.15	0.15	0.15	0.15
Number of shares	13,085,944	9,852,557	13,085,944	9,852,557	12,801,409
Average number of shares	13,085,944	9,852,557	13,075,512	9,844,629	10,092,349
Average number of shares after dilution	13,323,906	10,293,809	13,323,906	10,293,809	10,529,743
Average number of employees	15	13	15	13	13

For definitions of indicators, please refer to page 16.

The Parent Company's income statement

	2021-07-01 2021-09-30 3 months	2020-07-01 2020-09-30 3 months	2021-01-01 2021-09-30 9 months	2020-01-01 2020-09-30 9 months	2020-01-01 2020-12-31 12 months
All amounts in thousands of SEK if other not specified					
Net sales	1,007	928	3,015	2,439	2,898
Own work capitalized	69	83	336	255	336
Other operating income	1,853	31	2,370	513	870
Operating income	2,928	1,042	5,720	3,207	4,104
Raw materials and consumables	-199	-70	-258	-490	-490
Other external charges	-1,351	-1,471	-6,072	-5,004	-7,774
Personnel costs	-2,604	-2,043	-7,972	-6,228	-8,916
Depreciation/amortization	-102	-93	-301	-276	-369
Operating costs	-4,256	-3,678	-14,603	-11,997	-17,548
Operating profit	-1,328	-2,635	-8,883	-8,790	-13,445
Interest costs and similar items	-33	-63	-128	-159	-219
Result from financial items	-33	-63	-128	-159	-219
Profit after financial items	-1,361	-2,698	-9,011	-8,948	-13,664
Year-end appropriations	0	0	0	0	868
Taxes	0	0	0	0	0
Profit/loss for the period	-1,361	-2,698	-9,011	-8,948	-12,795
Earnings per share					
Earnings per share (SEK)	-0.10	-0.27	-0.69	-0.91	-1.27
Diluted earnings per share (SEK)	-0.10	-0.27	-0.69	-0.91	-1.27

The Parent Company's balance sheet

All amounts in thousands of SEK if other not specified	2021-09-30	2020-09-30	2020-12-31
ASSETS			
Subscribed capital unpaid	–	–	1 339
Fixed assets			
<i>Intangible fixed assets</i>			
Capitalized expenditure for development	2,263	1,983	2,029
Concessions, patents, licenses, trade marks, et cetera	1,404	1,404	1,404
	3,667	3,387	3,433
<i>Tangible fixed assets</i>			
Participations in Group companies	497	609	580
	497	609	580
<i>Financial fixed assets</i>			
Participations in Group companies	50	50	50
	50	50	50
Total fixed assets	4,214	4,046	4,063
Current assets			
Work in progress	2,052	943	1,085
	2,052	943	1,085
Accounts receivable	567	640	87
Intra-group receivables	14,925	10,872	12,691
Current tax assets	34	216	–23
Other receivables	125	192	1,180
Prepayments and accrued income	205	156	130
	15,856	12,076	14,065
Cash and bank balances	49,237	14,651	65,153
Total current assets	67,144	27,669	80,303
TOTAL ASSETS	71,358	31,715	85,705

The Parent Company's balance sheet

All amounts in thousands of SEK if other not specified	2021-09-30	2020-09-30	2020-12-31
EQUITY AND LIABILITIES			
Equity			
<i>Restricted equity</i>			
Share capital	1,963	1,478	1,920
New issue under registration	0	0	29
Fund for development costs	1,183	876	922
	3,146	2,354	2,871
<i>Non-restricted equity</i>			
Premium reserve	122,426	67,025	121,419
Retained loss	-53,379	-40,847	-40,894
Profit/loss for the period	-9,011	-8,948	-12,795
	60,035	17,229	67,730
Total equity	63,181	19,583	70,602
Long-term liabilities			
Liabilities to credit institutions	1,861	2,710	2,291
	1,861	2,710	2,291
Short-term liabilities			
Liabilities to credit institutions	715	1,832	2,200
Accounts payable	595	584	1,214
Other short-term liabilities	192	122	163
Accruals and deferred income	4,813	6,885	9,235
	6,316	9,423	12,812
TOTAL EQUITY AND LIABILITIES	71,358	31,715	85,705

Changes in equity	Share capital	Non-registered issue	Fund for development costs	Share premium reserve	Profit/loss carried forward	Profit/loss for the period	Total equity
Equity as of 2021-01-01	1,920	29	922	121,419	-40,894	-12,795	70,602
Appropriation of previous year's profit					-12,795	12,795	0
Change in fund for development costs			261		-261		0
Registration of share issue	29	-29					0
New share issue (decided on 2020-11-06)	14	0		1,066	1,080		
Issuance costs (decided on 2020-11-06)				-60			-60
Option programme					570		570
Profit/loss for the period						-9,011	-9,011
Equity as of 2021-09-30	1,963	0	1,183	122,426	-53,379	-9,011	63,182

The Parent Company's cash flow

	2021-07-01 2021-09-30 3 months	2020-07-01 2020-09-30 3 months	2021-01-01 2021-09-30 9 months	2020-01-01 2020-09-30 9 months	2020-01-01 2020-12-31 12 months
All amounts in thousands of SEK if other not specified					
Operating activities					
Operating profit	-1,328	-2,635	-8,883	-8,790	-13,445
<i>Adjustment for non-cash items:</i>					
Depreciation/amortization according to plan	102	93	301	276	369
Interest paid	-34	-63	-128	-159	-219
Cash flow from operating activities before change in working capital	-1,260	-2,605	-8,710	-8,673	-13,295
Change in working capital					
Increase (-)/decrease (+) in inventories	-421	-230	-967	-380	-522
Increase (-)/decrease (+) in operating receivables	-922	-1,134	-1,791	-1,532	-2,653
Increase (+)/decrease (-) in operating liabilities	-3,202	194	-5,011	2,856	5,877
Cash flow from operating activities	-5,805	-3,775	-16,479	-7,729	-10,593
Investing activities					
Cash flow from investing activities	-43	-141	-452	-376	-486
Financing activities					
Change in long-term liabilities	-175	-50	-1,915	-50	-100
New share issue	0	0	2,359	803	54,330
Option programme	0	0	570	0	0
Cash flow from financing activities	-175	-50	1,014	753	54,230
Increase/decrease of cash and cash equivalents	-6,023	-3,965	-15,917	-7,352	43,151
Cash/cash equivalents at the beginning of the year	55,259	18,616	65,153	22,003	22,003
Cash/cash equivalents at the end of the period	49,237	14,651	49,237	14,651	65,153

The Parent Company's indicators

	2021-07-01 2021-09-30 3 months	2020-07-01 2020-09-30 3 months	2021-01-01 2021-09-30 9 months	2020-01-01 2020-09-30 9 months	2020-01-01 2020-12-31 12 months
All amounts in thousands of SEK if other not specified					
Net sales	1,007	928	3,015	2,439	2,898
Operating income	2,928	1,042	5,720	3,207	4,104
Profit after financial items	-1,361	-2,698	-9,011	-8,948	-13,664
Earnings per share (SEK)	-0.10	-0.27	-0.69	-0.91	-1.27
Diluted earnings per share (SEK)	-0.10	-0.27	-0.69	-0.91	-1.27
Cash flow from operating and investing activities	-5,848	-3,915	-16,931	-8,105	-11,079
Solidity (%)	89 %	62 %	89 %	62 %	82 %
Quick ratio (%)	1,031 %	284 %	1,031 %	284 %	618 %
The share's quota value (SEK)	0.15	0.15	0.15	0.15	0.15
Number of shares	13,085,944	9,852,557	13,085,944	9,852,557	12,801,409
Average number of shares	13,085,944	9,852,557	13,075,512	9,844,629	10,092,349
Average number of shares after dilution	13,323,906	10,293,809	13,323,906	10,293,809	10,529,743
Average number of employees	15	13	15	13	13

Definitions of indicators

Earnings per share (SEK)

Net profit for the year divided by the average number of shares.

Diluted earnings per share (SEK)

Net profit for the year divided by the average diluted number of shares.

Solidity (%)

Adjusted equity in relation to the balance sheet total.

Quick ratio (%)

Current assets less inventories, divided by current liabilities.

Average number of shares

Number of shares per month divided by the period.

Average number of shares after dilution

Number of shares per month, including warrant programmes, divided by the period.

Average number of employees

Number of employees per month divided by the period.



Granskningsrapport

Till styrelsen i Insplorion AB

Org. nr 556798-8760

Inledning

Vi har utfört en översiktlig granskning av den bifogade finansiella delårsinformationen (delårsrapporten) för Insplorion AB per den 30 september 2021 och den tremånadersperiod som slutade per detta datum. Det är styrelsen och verkställande direktören som har ansvaret för att upprätta och presentera denna finansiella delårsinformation (delårsrapport) i enlighet med årsredovisningslagen. Vårt ansvar är att uttala en slutsats om denna finansiella delårsinformation (delårsrapport) grundad på vår översiktliga granskning.

Den översiktliga granskningens inriktning och omfattning

Vi har utfört vår översiktliga granskning i enlighet med International Standard on Review Engagements ISRE 2410 *Översiktlig granskning av finansiell delårsinformation utförd av företagets valda revisor*. En översiktlig granskning består av att göra förfrågningar, i första hand till personer som är ansvariga för finansiella frågor och redovisningsfrågor, att utföra analytisk granskning och att vidta andra översiktliga granskningsåtgärder. En översiktlig granskning har en annan inriktning och en betydligt mindre omfattning jämfört med den inriktning och omfattning som en revision enligt ISA och god revisionssed i övrigt har. De granskningsåtgärder som vidtas vid en översiktlig granskning gör det inte möjligt för oss att skaffa oss en sådan säkerhet att vi blir medvetna om alla viktiga omständigheter som skulle kunna ha blivit identifierade om en revision utförts. Den uttalade slutsatsen grundad på en översiktlig granskning har därför inte den säkerhet som en uttalad slutsats grundad på en revision har.

Slutsats

Grundat på vår översiktliga granskning har det inte kommit fram några omständigheter som ger oss anledning att anse att den bifogade finansiella delårsinformationen (delårsrapporten) inte, i allt väsentligt, är upprättad i enlighet med årsredovisningslagen.

Göteborg den 28 oktober 2021

KPMG AB

Daniel Haglund

Auktoriserad revisor