

Irisity AB (publ)
INTERIM REPORT
July – September 2020



# The Group's summary of the period

### 1 July - 30 September 2020

- Net sales amounted to MSEK 7.0 (8.0).
- Work performed for own account amounted to MSEK 2.5 (3.5).
- Gross margin amounted to 48.4 percent (62.6).
- EBITDA amounted to MSEK -3.2 (-0.6).
- Loss after tax amounted to MSEK -6.6 (-3.9).
- Cash liquidity at the end of the period was MSEK 25.8.
- SaaS income amounted to MSEK 6.1 (6.9).
- MRR at the end of the quarter amounted to MSEK 1.2, which is the same amount as the previous quarter.

### 1 January - 30 September 2020

- Net sales amounted to MSEK 26.4 (25.7).
- Work performed for own account amounted to MSEK 6.6 (12.5).
- Gross margin amounted to 61.3 percent (60.3).
- EBITDA amounted to MSEK -4.1 (-4.5).
- Loss after tax amounted to MSEK -14.2 (-14.1).
- SaaS income amounted to MSEK 22.5 (18.6).

# Sales and results

Sales and results, Group (kSEK)	July - September 2020	July - September 2019	January - September 2020	January - September 2019	January - December 2019
Net sales	7,006	8,039	26,415	25,725	35,402
Work performed for own account	2,515	3,474	6,602	12,456	15,930
Other operating income	473	3	2,505	315	358
EBITDA	-3,152	-600	-4,064	-4,485	-4,872
EBIT	-6,574	-3,735	-14,340	-13,693	-16,682
Operating margin %	neg	neg	neg	neg	neg
Result after financial items	-6,641	-3,878	-14,592	-14,175	-17,295
Result for the period	-6,507	-3,868	-14,244	-14,148	-17,671

# Irisity in brief

Irisity AB (publ) is a leader in intelligent camera surveillance. By means of AI and proactive, self-learning algorithms supported by machine learning, we are upgrading new and existing surveillance systems from passive to proactively alerting units. IRIS™ is a cloud-based SaaS solution that focuses attention on actual incidents instead of false alarms, in real-time and with high precision. IRIS™ is able to detect human activity at long distances and in all light conditions, with pixel-level precision.

IRIS™ currently guards restricted areas for hundreds of customers in the Nordic Countries and internationally.

### **Products and services**

We provide a number of intelligent camera surveillance concepts based on Irisity's patented AI algorithms: School Guard  $^{\text{TM}}$ , Construction Guard  $^{\text{TM}}$ , Area Guard  $^{\text{TM}}$ , the IRIScare  $^{\text{TM}}$  e-health service for night-time supervision, the intelligent parking solution IRIS Parking  $^{\text{TM}}$ , and PeopleMetrics  $^{\text{TM}}$ .



## A word from the CEO

Irisity's international cooperation and partnership with the security group G4S has begun in Greece, Belgium, Denmark, the United Kingdom and the Netherlands. The initial planning covers optimizations of alarm centers as well as IRIS upgrades of existing and new security assets. The IRIS installations have continued in G4S Baltics, and Latvia and Lithuania are now fully integrated with IRIS. Our negotiations with other international security companies are moving forward, and our aim is to finalize agreement before the end of the year.

The optimization of alarm centers is achieved by installing IRIS on the inflow of alarms, which reduces the proportion of false alarms to a minimum and results in considerable time savings for the personnel as well as improved alarm precision.

Two new cutting-edge algorithms were launched during the period: *IRIS Rail*, for increased safety at railway, subway and tram infrastructure, and *IRIS Violent Behavior*, for protection against harmful behavior in public areas.

We are expecting continued MRR growth (monthly recurring revenue), which henceforth will be reported as MRR quarter over quarter (Q/Q). Despite weaker sales in the Nordic countries due to negative effects of the pandemic, mostly within the SME segments, MRR was sustained during the period. The gross margin was impacted by substantial planning costs during the period.

Our organization was strengthened through a number of recruitments during the period, including of two new developers, one of whom holds a PhD, as well as of a Senior Enterprise Sales for our international SaaS team.



Gothenburg, 2020-11-04

Marcus Bäcklund

# Share and ownership

The ten major owners, 2020-09-30:

Shareholders	Number of shares	Ownership interest	
Chalmers Innovation Seed Fund AB	2,454,634		10.60%
Aktiebolaget Westergyllen	2,435,000		10.51%
Försäkringsaktiebolaget Avanza Pension	2,067,980		8.93%
Ulf Runmarker and family	1,514,000		6.53%
Nordnet Pensionsförsäkring AB	987,152		4.26%
Chalmers University of Technology Foundation	762,062		3.29%
Hans Andersson Holding AB	741,357		3.20%
Pixelwise Holding AB	696,895		3.01%
AB Stena Metall Finans (publ)	672,272		2.90%
Leif Harald Bergvall	505,745		2.18%
The ten major shareholders in total	12,837,097		55.41%
Others	10,326,254		44.59%
Total	23,163,351		100.00%

### Number of shares

Irisity AB (publ) has 23,163,351 shares and 214,500 paid subscription shares outstanding as of September 30, 2020.

As of the record date, 2020-09-30, the shareholder registry maintained by Euroclear Sweden AB contains the following securitites:

Total	23.377.851
Paid subscription shares*	214,500
Share capital	23,163,351

<sup>\*</sup>Ongoing increase of the share capital due to subscription for shares through the exercise of warrants. The shares were registered with the Swedish Companies Registration Office as of 2020-10-19, bringing the total number of shares to 23,377,851 shares.

### **Ownership**

Irisity AB (publ), org. nr./Reg. No. 556705-4571 is a public company listed on Nasdaq First North Growth Market under the ticker IRIS. The shareholder overview describes the situation as of September 30, 2020, when 3,707 shareholders were registered.

### **Risk factors**

The Company's key risks and uncertainty factors include operational risks as well as risks that relate to market and technology development, patents, competitors and future funding (such as risks related to securities, for example share price development, volatility and liquidity). Investors are urged to make their own assessments of each risk factor and their respective impact on the group's future potential. The above-mentioned risk factors are presented in no particular order and the list should not be regarded as exhaustive.

### Incentive scheme

In August 2015, an extraordinary general meeting decided to approve the suggestion made by the main owners and the board to implement an incentive scheme for the staff, the board, key management personnel and future recruitments. All incentive schemes have now been terminated.

### Disclosure of significant events after the end of the period

On October 19, 2020, Irisity's Board of Directors resolved, conditioned on the subsequent approval of the extraordinary general meeting, to carry out a directed new share issue of 2,473,053 shares to Swedish institutional investors. The directed issue is subscribed by TIN Fonder (MSEK 30), Handelsbanken Fonder (MSEK 15) and Lannebo Fonder (MSEK 5). The subscription price is SEK 20.30 per share, which is in line with the closing price of the share on Nasdaq First North Growth Market on October 19, 2020. The subscription price was determined by means of the book building process, with the aid of the Company's financial advisor Erik Penser Bank AB. The Board of Directors assessment is thus that the subscription price is on market conditions and reflects the current market situation and demand.

The holders of 195,000 subscription warrants in Irisity AB (publ), which were issued by the Company according to the annual general meeting's resolution on August 20, 2015, have decided to exercise their warrants. Each warrant entitles the holder to subscribe for 1.1 new share in the Company at a subscription price of SEK 12.42. According to the warrant terms, the exercise period ended on September 1, 2020.

The warrants were issued to key individuals within the Company. Through the exercise of warrants, the Company was provided a total of SEK 2,664,090 in proceeds. On October 19, 2020, an increase of the share capital by 214,500 shares to a total of 23,377,851 shares was registered. The Company's share capital increased to SEK 2,104,007.

### **Accounting policies**

The interim financial report is prepared in accordance with the recommendations and statements from the Swedish Accounting Standards Board, as well as the Swedish Annual Accounts Act. The accounting policies applied in this interim report are the same as those used in the most recent annual report. The accounting policies applied are the same for the Group and for the Parent Company. Goodwill arising on the acquisition of Visionists AB is depreciated over five years.

### The financial result and position of the Group and the Parent Company

The financial result and position of the Group and the Parent Company in general is set out in the income statement and balance sheet below.

### **Related party transactions**

No transaction with related parties which significantly affected the result or financial position of the Company took place during the period. The related party transactions that took place in the Group and the Company during 2019 are provided in the last annual report (note number 5).

### True and fair view

The Managing Board has mandated the CEO to publish the report. The Managing Board and the CEO confirm that this report provides a true and fair view of the Group's operations, position and performance, and describes material risks and uncertainties faced by the Group.

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



## **Financial overview**

### Net sales and result

The Group's net sales during the quarter amounted to MSEK 7.0 (8.0), and the work performed for own account amounted to MSEK 2.5 (3.5). Other operating income is attributable to support from The Swedish Agency for Economic and Regional Growth.

EBITDA amounted to MSEK -3.2 (-0.6) and the result after tax amounted to MSEK -6.6 (-3.9). Depreciation charges of MSEK -3.4 are for the most part related to goodwill arising on the acquisition of Visionists AB and to amortizations attributable to capitalized development work.

During the quarter, the Group has continued to make investments of MSEK 2.5 in software development. Meanwhile, geographical expansion and supportive sales efforts still impose significant costs for the Group. The development effort has focused on developing the next version of the system, development associated with specific pilot projects, and a rollout of licenses on the international market.

### Investments and financial position

The Group's cash flow from operating activities before changes in working capital amounted to MSEK -3.1 (-0.7) during the quarter. The cash flow from operating activities was MSEK -4.1 (-0.6).

During the same period, the cash flow from investing activities amounted to MSEK -2.5 (-3.5). For the year, this can mostly be attributed to investments in newly

developed software. The previous year's investments were attributable to the acquisition of Visionists AB. From financing activities, the cash flow was MSEK 1.8 (-1.1). The positive amount is attributable to proceeds of warrant exercise.

The cash flow for the period amounted to MSEK -4.8 (-4.0).

The balance sheet total amounted to MSEK 94.0 (84.9) on September 30, 2020, with a 80.6 percent (71.6) solidity. The Groups's net debt amounted to MSEK -22.8 (-4.2), thus a positive net debt. The Parent Company has an overdraft facility up to MSEK 10 in total, which on the balance sheet date remained unused.

### **Staff and organization**

At the end of the period, the company had 37 (36) full-time equivalent employees, 5 (6) of whom were women.

	July -	July -	January -	January -	January -
	September	September	September	September	December
THE GROUP'S INCOME STATEMENT (kSEK)	2020	2019	2020	2019	2019
Net sales	7,006	8,039	26,415	25,725	35,402
Work performed for own account	2,515	3,474	6,602	12,456	15,930
Other operating income	473	3	2,505	315	358
Cost of sales	-3,618	-3,004	-10,225	-10,346	-13,067
Gross result	6,376	8,512	25,297	28,150	38,623
Other external charges	-2,316	-3,083	-6,673	-12,476	-14,997
Personnel costs	-7,212	-6,029	-22,688	-20,159	-28,498
Depreciation of tangible and intangible assets	-3,422	-3,135	-10,276	-9,208	-11,810
Operating results	-6,574	-3,735	-14,340	-13,693	-16,682
Interest income	5	0	15	3	4
Interest costs	-72	-143	-266	-485	-617
Result after financial items	-6,641	-3,878	-14,592	-14,175	-17,295
Income taxes	134	10	348	27	-376
Net profit or loss for the period	-6,507	-3,868	-14,244	-14,148	-17,671



	September	September	December
THE GROUP'S BALANCE SHEET (kSEK)	2020	2019	2019
Assets			
Intangible fixed assets	40,682	35,654	38,254
Goodwill	17,217	24,356	21,090
Tangible fixed assets	2,616	5,501	4,809
Financial fixed assets	0	36	0
Deferred tax assets	142	96	141
Total fixed assets	60,656	65,642	64,294
Accounts receivable	5,371	5,561	6,333
Other current assets	2,189	2,528	1,990
Cash and bank balances	25,817	11,175	39,804
Total current assets	33,377	19,264	48,127
Total assets	94,033	84,906	112,421
Equity and liabilities			
Share capital	2,104	1,716	2,085
Other contributed capital	172,938	140,547	170,293
Other equity including result for the period	-99,259	-81,491	-85,014
Total equity	75,783	60,772	87,364
Long-term liabilities	1,493	2,992	2,761
Deferred tax liabilities	129	481	476
Short-term financial liabilities	1,540	3,949	3,447
Accounts payable	3,348	3,050	4,385
Other short-term liabilities	11,741	13,662	13,988
Total short-term liabilities	16,628	20,661	21,820
Total equity and liabilities	94,033	84,906	112,421
Pledged assets			
Business mortages	13 000	13 000	13 000
Pledged account	1 500	1 500	1 500
Total	14 500	14 500	14 500
Contingent liabilities	Inga	Inga	Inga

# THE GROUP'S CHANGES IN EQUITY (kSEK)

			Other	Other equity including	
		Unregistered	contributed	result for the	
	Share capital	share capital	capital	period	Total
Opening balance equity 2019-01-01	1,582	0	112,631	-67,343	46,870
Transactions with owners:					
Non-cash issue	134		27,916		28,050
New share issue	368		32,356		32,724
New issue costs			-2,610		-2,610
Result for the period				-17,671	-17,671
Closing balance equity 2019-12-31	2,085	0	170,293	-85,014	87,363
Opening balance equity 2019-01-01	1,582	0	112,631	-67,343	46,870
Transactions with owners:					
New share issue	134		27,916		28,050
Result for the period				-14,148	-14,148
Closing balance equity 2019-09-30	1,716	0	140,547	-81,491	60,772
Opening balance equity 2020-01-01	2,085	0	170,293	-85,014	87,363
Subscription warrants		19	2,645		2,664
Result for the period				-14,244	-14,244
Closing balance equity 2020-09-30	2,085	19	172,938	99,259	75,783

	July - September	July - September	January - September	January - September	January - December
THE GROUP'S CASH FLOW STATEMENT (kSEK)	2020	2019	2020	2019	2019
Cash flow from operating activities before change in					
working capital	-3,087	-724	-4,845	-4,940	-4,917
Cash flow from operating activities	-4,078	606	-7,226	-3,547	-2,219
Cash flow from investing activities	-2,545	-3,496	-6,638	-42,254	-17,726
Cash flow from financing activities	1,835	-1,133	-122	24,691	27,464
Cash flow for the period	-4,788	-4,023	-13,987	-21,110	7,519
Cash and cash equivalents at the beginning of the period	30,605	15,198	39,804	32,285	32,285
Cash and cash equivalents at the end of the period	25,817	11,175	25,817	11,175	39,804

	July -	July -	January -	January -	January -
THE PARENT COMPANY'S INCOME STATEMENT	September	September	September	September	December
(kSEK)	2020	2019	2020	2019	2019
Net sales	7,363	8,425	27,426	25,860	35,891
Work performed for own account	3,112	3,474	8,140	12,456	16,515
Other operating income	442	1	2,106	302	358
Cost of sales	-4,265	-4,164	-13,306	-13,867	-17,831
Gross profit	6,652	7,736	24,365	24,751	34,933
Other external charges	-3,594	-4,535	-9,774	-15,792	-19,826
Personnel costs	-6,078	-4,782	-18,747	-15,445	-22,239
Depreciation of intangible assets	-2,102	-1,673	-6,315	-5,326	-6,931
Operating result	-5,121	-3,254	-10,471	-11,812	-14,063
Interest income	5	0	15	1	2
Interest costs	-72	-152	-263	-502	-615
Profit after financial items	-5,187	-3,406	-10,719	-12,313	-14,676
Income taxes	0	0	0	0	46
Net profit or loss for the period	-5,187	-3,406	-10,719	-12,313	-14,360
Basic earnings per share (SEK)	-0.22	-0.18	-0.46	-0.65	-0.63
Diluted earnings per share (SEK)	-0.22	-0.18	-0.46	-0.65	-0.63
Number of shares at the end of the period	23,163,351	19,069,351	23,163,351	19,069,351	23,163,351
Fully diluted shares outstanding	23,377,851	19,334,476	23,377,851	19,334,476	23,438,351
Weighted average number of shares	23,163,351	16,660,380	23,163,351	16,660,380	19,286,017



THE PARENT COMPANY'S BALANCE SHEET (kSEK)	September 2020	September 2019	December 2019
Assets			
Intangible fixed assets	41,539	34,272	37,485
Tangible fixed assets	2,616	5,501	4,809
Financial fixed assets	29,494	31,772	29,495
Deferred tax assets	142	96	141
Total fixed assets	73,791	71,641	71,930
Accounts receivable	5,353	5,443	6,313
Receivables from Group companies	881	1,642	0
Other current assets	2,168	2,715	1,951
Cash and bank balances	25,087	10,664	39,248
Total current assets	33,487	20,464	47,512
Total assets	107,279	92,105	119,442
Equity and liabilities			
Restricted equity	42,934	34,983	38,639
Non-restricted equity	39,416	27,625	51,766
Total equity	82,350	62,608	90,405
Long-term liabilities	1,493	2,991	2,760
Short-term financial liabilities	1,540	3,950	3,447
Accounts payable	3,316	3,008	4,302
Liabilities to group companies	7,958	6,406	6,407
Other short-term liabilities	10,622	13,141	12,121
Total current liabilities	23,436	26,505	26,277
Total equity and liabilities	107,279	92,105	119,442
Pledged assets			
Business mortages	13 000	13 000	13 000
Pledged account	1 500	1 500	1 500
Total	14 500	14 500	14 500
Contingent liabilities	None	None	None

# THE PARENT COMPANY'S CHANGES IN EQUITY (KSEK)

			Fund for	Share			
	Chara conital	Unregistered share capital	development	premium reserve	Retained earnings	Result for the period	Total
2 1 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	Share capital						
Opening balance equity 2019-01-01	1,582	0	-, -	112,631	-76,223	-14,245	46,870
Change in fund for development costs			13,428		-13,428		0
Non-cash issue	134			27,916			28,050
New share issue	368			32,356			32,724
New issue costs				-2,610			-2,610
Transfer of previous year's result					-14,245	14,245	0
Result for the period						-14,630	-14,630
Closing balance equity 2019-12-31	2,085	0	36,553	170,293	-103,896	-14,630	90,405
Opening balance equity 2019-01-01	1,582	0	23,125	112,631	-76,223	-14,245	46,870
Change in fund for development costs			10,141		-10,141		0
Non-cash issue	134			27,916			28,050
Transfer of previous year's result					-14,245	14,245	0
Result for the period						-12,312	-12,312
Closing balance equity 2019-09-30	1,716	0	33,266	140,547	-100,609	-12,312	62,608
Opening balance equity 2020-01-01	2,085	0	36,553	170,293	-103,896	-14,630	90,405
Change in fund for development costs			4,277		-4,277		0
Subscription warrants		19		2,645			2,664
Transfer of previous years's result					-14,630	14,630	0
Result for the period						-10,719	-10,719
Closing balance equity 2020-09-30	2,085	19	40,830	172,938	-122,803	-10,719	82,350

The share capital consists of 23,163,351 shares, each with a quota value of SEK 0.09. When the ongoing subscription of shares is registered, the share capital will consist of 23,377,851 shares, each with a quota value of SEK 0.09.

THE PARENT COMPANY'S CASH FLOW	July - September	July - September	January - September	January - September	January - December
STATEMENT (kSEK)	2020	2019	2020	2019	2019
Cash flow from operating activities before change in					
working capital	-3,067	-1,818	-4,370	-7,295	-7,727
Cash flow from operating activities	-3,659	1,356	-5,863	-1,508	-69
Cash flow from investing activities	-3,142	-3,487	-8,176	-44,356	-20,432
Cash flow from financing activities	1,835	-1,187	-122	24,243	27,464
					_
Cash flow for the period	-4,966	-3,318	-14,161	-21,621	6,963
Cash and cash equivalents at the beginning of the period	30,052	13,982	39,248	32,285	32,285
Cash and cash equivalents at the end of the period	25,087	10,664	25,087	10,664	39,248

## **Definitions**

### **OPERATING RESULTS**

Profit or loss before financial items.

### **OPERATING MARGIN (PERCENT)**

Operating result divided by net turnover (since the operating margin is calculated in accordance with the definition of net turnover in the Annual Accounts Act, work performed for own account is not included in the margin calculation).

### **SOLIDITY (PERCENT)**

Adjusted equity capital in relation to the balance sheet total, expressed in percent.

### **BALANCE SHEET TOTAL**

The total of assets or the total of debts and equity.

### **NET DEBT**

Interest-bearing liabilities less interest-bearing assets and liquid assets.

#### NUMBER OF SHARES

The number of outstanding shares at the end of the period.

### RESULT PER SHARE (SEK)

The result after taxes for the period divided by the number of shares.

### THE OBJECT

The object refers to the physical location where a client has installed Irisity's surveillance solution. A municipality may for instance use the system in a number of schools. Each school would then be considered a separate object.

#### MRR

Monthly recurring revenue.

### R&D

Research and Development.

### PAYMENT MODEL

Depending on their needs, the company's customers can choose between the following payment models:

- Subscription the customer pays a continous subscription fee for the IRIS service and for alarm management.
- Purchase the customer purchases the equipment, the alarm management and the licenses from Irisity.
- Lease the customer leases the equipment and licences from Irisity for an indefinite period.
- Payment by instalments the customer pays the licence by instalments and leases the equipment from Irisity.

# Financial calendar

### **Publication dates for interim reports**

2021-02-12 Year end report / Interim report 4

2021-03-16 Annual report

2021-04-22 Annual General Meeting

2021-05-07 Interim report 1

2021-08-06 Interim report 2

2021-11-10 Interim report 3



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This information is information that Irisity AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out above, at 08:00 CET on November 4, 2020.

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# IRISITY

SECURITY BEYOND HUMAN INTELLIGENCE