

# Q1 2022.

## Interim Report First Quarter 2022 Formpipe Software

### January 1 – March 31, 2022

Net sales of SEK	120 m	(101 m)
Recurring revenues of SEK	77 m	(66 m)
which corresponds to % of net sales	64 %	(65 %)
EBITDA SEK	17 m	(20 m)
EBITDA margin	14 %	(19 %)
EBIT	4 m	(6 m)
EBIT margin	3 %	(6 %)
Net profit SEK	1 m	(4 m)
Net profit margin	1 %	(4 %)
EPS before dilution SEK	0.02	(0.08)
Cash flow from operating activities SEK	13 m	(6 m)
ACV SEK	9 m	(7 m)
ARR SEK	315 m	(271 m)

**ACV SEK 9 m** (7 m)

**ARR SEK 315 m** (271 m)

### Income statement - summary

(SEK Million)	Jan-Mar		Full year	
	2022	2021	R12	2021
Net sales	120,3	101,5	492,0	473,2
<i>whereof recurring revenue</i>	76,5	66,4	288,5	278,4
EBITDA	17,0	19,6	132,6	135,1
<i>Margin, %</i>	14,2%	19,3%	26,9%	28,6%
EBIT	3,5	5,7	66,3	68,5
<i>Margin, %</i>	2,9%	5,6%	13,5%	14,5%

## A solid start.

During the first quarter of the year, we continued to successfully execute on our growth strategy. Compared with the previous year, revenues increased by 19%. The quarter's ACV amounts to SEK 9 million (SEK 7 million), which means that we grow our ARR to SEK 315 million, an increase of 16% compared to the previous year.

The number of employees is also increasing, to 293 (262). Our investment in growth increases costs by 21% compared to the previous year. As previously communicated, the increased costs will continue to put pressure on earnings until the strong ARR growth fully impact revenue recognition.

We are very pleased with the acquisition we made at the beginning of the year of our former delivery partner Alkemit. The company has now been integrated into the Swedish public sector business area and adds expertise and capacity that enables faster implementation of our goal of being a 'one-stop-shop vendor' of digital government to the public sector.

The tragic situation in Ukraine touches us deeply. Parts of our product development have long been carried out by our subcontractor in Ukraine, whose employees have been affected by the war. Our development teams have thankfully so far been able to continue working from safe places and we of course want to continue to give them assignments in this vulnerable situation. We follow the development closely and have full control over the source code and documentation and can, if necessary, move the product development.

The analysis carried out by an external advisor on whether Private and Public will continue to be jointly owned or other value-creating measures will be carried out, will continue with expected reporting during Q2.

In summary, the quarter has been challenging but also a start of the year in line with our goals. We look forward with confidence to the rest of 2022.

**“Revenues increased by 19% compared to previous year”**



**Christian Sundin,  
CEO Formpipe**

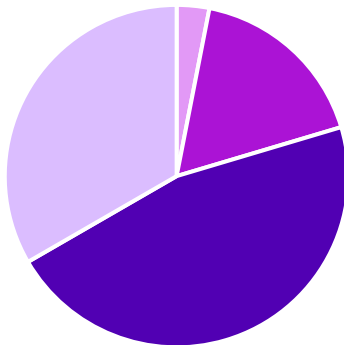


## Revenue

### January - March 2022

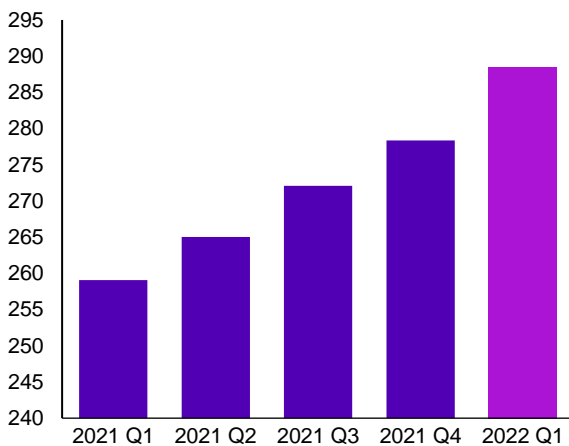
Net sales for the period increased by 19 % compared to previous year and totalled to SEK 120.3 million (101.5 million). Software revenue increased by 10 % from the previous year and totalled to SEK 80.2 million (72.7 million). Total recurring revenue for the period increased by 15 % from the previous year and totalled to SEK 76.5 million (66.4 million), which is equivalent to 64 % of net sales (65 %). Exchange rate effects have affected net sales favourably by SEK 3.6 million in comparison with the previous year.

### Revenue split, Jan - Mar 2022

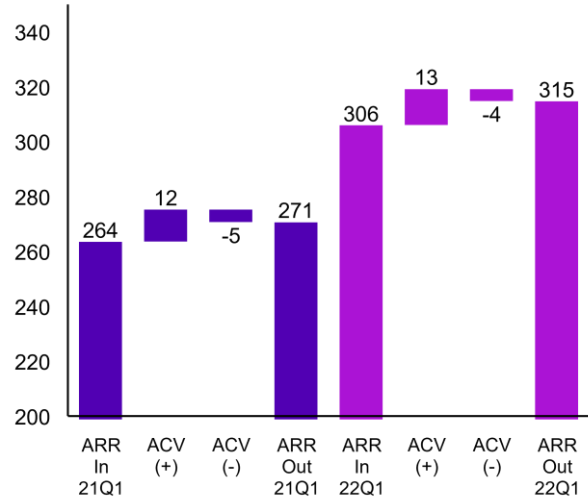


- License 3% (6%)
- SaaS 17% (14%)
- Support & Maintenance 46% (51%)
- Delivery 33% (28%)

### Recurring revenue, rolling 12 m, mSEK



### Annual recurring revenue (ARR), mSEK

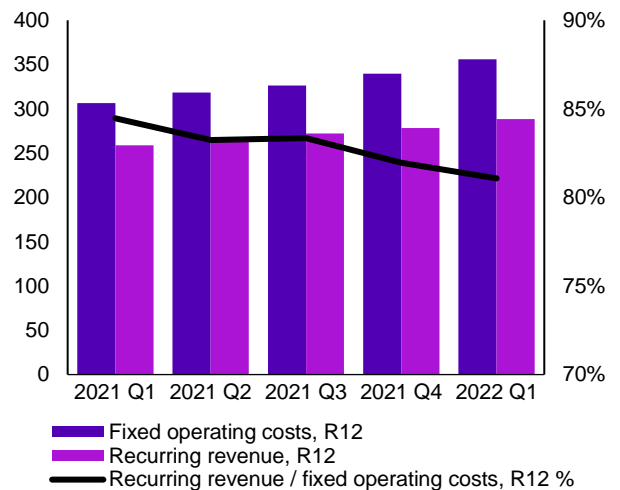


## Costs

### January - March 2022

The operating costs for the period totalled to SEK 116.8 million (95.8 million). Personnel costs totalled to SEK 72.1 million (63.2 million). Selling expenses totalled to SEK 16.1 million (12.0 million). Other costs totalled to SEK 27.0 million (19.7 million).

### Recurring revenues in relation to fixed operating costs, rolling 12 m, mSEK

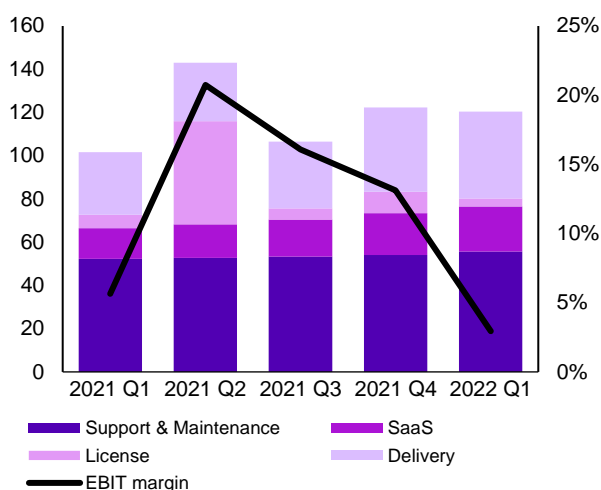


## Earnings

### January – March 2022

Operating profit before depreciation and amortization and items affecting comparability (EBITDA) totalled to SEK 17.0 million (19.6 million) with an EBITDA margin of 14.2 % (19.3 %). Operating profit (EBIT) totalled to SEK 3.5 million (5.7 million) with an operating margin of 2.9 % (5.6 %). Net profit totalled to SEK 1.1 million (4.4 million). Exchange rate effects have affected EBITDA favourably by SEK 0.8 million in comparison with the previous year.

### Sales and EBITDA margin, mSEK



## Financial position and liquidity

### Cash equivalents

Cash and cash equivalents at the end of the period amounted to SEK 35.4 million (46.4 million). The company had interest-bearing debt at the end of the period totalling to SEK 52.9 million (59.4 million), whereof SEK 12.9 million (19.1 million) refers to lease debts according to IFRS 16. The company's total bank overdraft limit amounts to SEK 50.0 million, at the end of the period it was utilized with SEK - million (- million).

The company's net debt position thereby totalled to SEK 17.6 million (13.0 million), which corresponds to

a net debt position of SEK 4.6 million (-6.1 million) excluding IFRS 16-related debt.

### Deferred tax asset

By the end of the period the company's deferred tax assets attributable to accumulated losses amounted to SEK 5.1 million (SEK 5.4 million).

### Equity

Equity at the end of the period amounted to SEK 442.8 million (416.4 million), which was equivalent to SEK 8.21 (7.79) per outstanding share at the end of the period. Changes in the value of the Swedish krona compared to other currencies have changed the value of the group's net assets in foreign currencies by SEK 2.0 million (13.2 million) from the end of the year.

### Equity ratio

The equity ratio at the end of the period was 60 % (57 %).

## Cash flow

### Cash flow from operating activities

Cash flow from operating activities for the period January - March totalled to SEK 13.1 million (6.4 million).

### Investments and acquisitions

- Total investments for the period January – March amounted to SEK 45.6 million (16.0 million).
- Investments in intangible assets totalled to SEK 12.4 million (15.0 million) and refer to capitalized product development costs.
- Investments in tangible and financial assets totalled to SEK 0.3 million (1.0 million).
- Acquisitions of subsidiaries amounted to SEK 32.9 million (- million).

### Financing

During the period January – March a new loan of SEK 40.0 million was raised as payment for the acquisition of subsidiaries.

During the period January – March the company amortized SEK 1.1 million (6.2 million). Whereof SEK 1.1 million (2.7 million) relates to leasing debts.

## Market

The existing bank overdraft facility totalling to SEK 50.0 million was not utilized at the end of the period (- million). Leasing related liabilities amounted to SEK 12.9 million (19.1 million) at the end of the period. The company's interest-bearing debt at the end of the period was thereby SEK 52.9 million (59.4 million).

## Content Services

Data and information become more and more important for the financial development: it is the foundation for many new products and services, which leads to productivity and resource efficiency gains in all sectors of the economy. Being able to take advantage of the possibilities of digitalization has become one of the most important issues of our time. The benefits of being able to collect, process and present data are extensive.

Formpipe's products are used to create, store, distribute, automate, relocate, archive and manage information, data and metadata regarding e.g. scanned documents, e-mail, reports, records, business documents or information from other source systems. The goal is to be able to refine and analyze content from one or more sources, to thereby provide the right insights by the right people receiving relevant information when they need it. It is in the Content Services (previously Enterprise Content Management) market that Formpipe has grown to become a market leader in the public sector and a strong challenger in the private sector where we digitalize and streamline customer communication in sectors such as retail, finance and manufacturing.

The growth in the market is fuelled in large part by the organizational and corporate-wide need to streamline operations and meet legal requirements and regulations. To be able to get the value out of the collective amount of information at companies and organizations, applications and services are needed – in order to securely – collaborate, search, analyze, process and distribute data and content. Growth drivers tend to gain strength as the amount of data and information increases.

Gartner's forecast for the global market is an average annual growth (CAGR) of 10 percent in 2020-2024. The Content Services market is estimated to be USD<sup>1</sup> 11 billion in system revenue.

<sup>1</sup> Enterprise Application Software Forecast Q420, Gartner, Inc. 2020

## Transition to Software as a Service

An important part of the change of the Content Services market is also that the development is moving increasingly towards cloud-based solutions, where the customers pay for what is used and where costs for development, operations, maintenance, upgrade and support are included in the running agreement. The transition to SaaS is taking place very quickly now and Gartner estimates that the SaaS revenues will reach up to 60 per cent of the total sales of software in 2024<sup>2</sup>.

This development is well in line with Formpipe's reality where growing numbers of the Company's customers choose to shift to Formpipe's cloud services for the standard products and with the Company's development of service modules that can process information both from Formpipe's existing systems and other systems.

## Business areas

### Private sector

In the private sector, the business revolves around the product Lasernetet. Through a certified partner network, Formpipe addresses the global market for ERP and banking systems. The most common purchase of Lasernetet and Formpipe's complementary offering Autoform DM takes place when implementing, or upgrading to, Microsoft Dynamics 365 in industries such as manufacturing, retail and utilities and Temenos Transact and Infinity in banking and finance. The partner network thus primarily consists of implementation partners of these systems and constitutes a sales and delivery channel for Formpipe's offering.

The cloud-based ERP system Microsoft Dynamics 365 grew by 45 percent in the second quarter of Microsoft's fiscal year 2022. Temenos grew its SaaS business by 30 percent in the third quarter of 2021 with the largest ACV contribution coming from Europe and the United States.

The growth of Formpipe's business in the private sector is based on being included in more and more of Microsoft's and Temenos' business and offering Lasernetet and Autoform DM as SaaS. In the Dynamics

<sup>2</sup> Market Trends: Cloud Shift — 2020 Through 2024, Gartner, Inc. 2020

# Market

market, this is done via a globally certified partner network and with Temenos through a strengthened partner relationship.

## Public Sector

Formpipe's strategy in the public sector is based on the long-term goal of becoming the preferred provider of digital government in the EU.

Hundreds of authorities, municipalities, universities and state- and municipally owned companies today build their public administration around Formpipe's products. Based on Formpipe's market share for its platforms in Denmark and Sweden, the business is growing mainly through additional sales of add-ons to these, which are primarily co-created in customer projects. Customers' needs revolve around the requirements for a more efficient, innovative and data-driven business.

The focus for these add-ons is on business processes linked to record keeping, such as archive-proof and secure digital signatures or an application for collaboration on meeting documents for municipal politicians.

In the Swedish public sector, Formpipe has a stable customer base in municipalities, regions and authorities.

In the Swedish public sector, up to SEK 45 billion is invested in IT every year. The Swedish government's ambition is for state authorities, municipalities and regions to be the best in the world at using the opportunities of digitalisation to create an efficient public sector - a simpler everyday life for private individuals and companies, more jobs and increased welfare. Digital solutions and automation are an important component for meeting the growing welfare needs and at the same time increasing the service to the citizens.

Formpipe is also a leading supplier of digital government software in the Danish public sector. Digital solutions and automation create opportunities to meet the growing welfare needs and at the same time increase the service to the citizens.

The employers' organization Dansk Industri believes that a modernization and digitalisation of the public sector can free up DKK 20 billion by 2025. Money that can then be returned to the public sector and contribute to increasing the level of service.



## Significant events

### January-March

#### Formpipe acquires Swedish partner Alkemit

Formpipe acquires Alkemit AB, a successful partner for Formpipe's products within the Swedish public sector with SEK 25 million turnover and 19 competent employees. Alkemit has successfully built a delivery organisation around Formpipe's products, offering solution management, development projects and support.

Alkemit has verified processes in place that swiftly have increased their business with existing as well as new clients. With the deal, the company increases its competence and capacity to grow its footprint at customers – a step in the long-term strategy to become a 'one-stop-shop vendor' of digital government.

Formpipe acquires 100% of the shares in Alkemit AB. The purchase price amounts to SEK 33 million (Enterprise Value) that is paid in connection with the takeover effective per today and is financed through a combination of own cash (SEK 23 million) and newly issued shares (SEK 10 million to key individuals in the upcoming business). Alkemit's turnover amounted to SEK 25 million with SEK 4 million in operating profit.

#### Increased number of shares

In connection with the acquisition of Alkemit AB, 238,968 new shares were issued as partial payment. The number of shares and votes in the Company has therefore increased with 238,968 and share capital has increased with SEK 23,896.80. After the issue of new shares, the total number of outstanding shares and votes amounts to 53,965,025 and the share capital amounts to SEK 5,396,502.50.

#### Formpipe awarded Solution Provider of the Year 2021 by Temenos

Over the past 15 years, Formpipe has continued to develop and grow its partnership with Temenos and can proudly state that Formpipe's software will be among the first partner solutions available on Temenos' cloud platform, Temenos Banking Cloud.

Almost 100 financial institutions are currently using Formpipe's pre-integrated solutions, Lasernet and Autoform DM, both of which are available on Temenos Exchange, (Temenos' marketplace for partner solutions). Formpipe's software provides enriched and branded customer-facing documents and archiving across all channels within the Temenos ecosystem.

Formpipe is proud to be one of Temenos' major revenue-generating solution providers and look forward to continued success together in the future.





## Employees

The number of employees at the end of the reporting period totalled to 295 persons (262 persons).

## Risks and uncertainty factors

The significant risk and uncertainty factors for the group and the parent company, which include business and financial risks, are described in the annual report for the last financial year. During the period there have been no other changes in the risk and uncertainty factors for the group and the parent company.

## Transactions with related parties

No related party transactions have occurred during the period.

## Accounting policies

The group's financial reports are prepared in accordance with International Financial Reporting Standards (IFRS) in the way in which they have been adopted by the European Union, the Swedish Annual Accounts Act, RFR 1 Additional Accounting Regulations for Groups issued by the Swedish Financial Reporting Board and in accordance with the regulations that the Stockholm Stock Exchange stipulates for companies listed on Nasdaq Stockholm. Preparing financial reports in accordance with IFRS requires that the company management makes accounting evaluations and estimates and makes assumptions that affect the application of the accounting policies and the reported values of assets, liabilities, income and costs. The actual result can differ from these estimates and evaluations. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The interim report covers pages 1-21 and the interim report on pages 1-9 is thus an integral part of this financial report. The most important accounting policies according to IFRS, which constitute the accounting standard for the preparation of this interim report, are stated in the company's most recently published annual report.

The financial reports of the parent company have been prepared in accordance with the Swedish Annual Accounts Act and RFR 2 Accounting for Legal Entities issued by the Swedish Financial Reporting Board. The same accounting policies and methods of calculation have been applied in the interim report and in the most recent annual report.

## About Formpipe

Formpipe Software AB (publ) is a Swedish software company in the field of Content Services (previously Enterprise Content Management, ECM). Several thousand customers in more than 60 countries currently entrust us and our services. Our market-leading position gives us clear competitive advantages in the development and sale of software for effective and valuable information services. The Company focuses on products for document and records management, automation of information-intensive business processes, e-archives, data quality and smart management of customer communication.

Formpipe was founded in 2004 and has offices in Sweden, Denmark, United Kingdom, USA and Germany. The Formpipe share is listed on Nasdaq Stockholm.

## Calendar for financial information

April 27, 2022	Annual General Meeting
July 15, 2022	Interim report Jan-Jun
October 27, 2022	Interim report Jan-Sep

The annual report is available for shareholders on Formpipe's webpage, [www.formpipe.com](http://www.formpipe.com), and on the group's headquarter, Sveavägen 168 in Stockholm.

The General Annual Meeting will be held at the company's head office at Sveavägen 168, at 3:00 pm on the 27th of April 2022.

## Financial information

Can be ordered from the below contact details. All financial information is published on [www.formpipe.com](http://www.formpipe.com) immediately after being made public.



## Contact information

Christian Sundin, Managing Director  
Telephone: +46 70 567 73 85, +46 8 555 290 84  
E-mail: [christian.sundin@formpipe.com](mailto:christian.sundin@formpipe.com)

Formpipe Software AB  
The Board of Directors and the Managing Director

Formpipe Software AB (publ)  
Swedish company reg. no.: 556668-6605 Sveavägen  
168 | Box 231 31 | 104 35 Stockholm  
T: +46 8 555 290 60 | F: +46 8 555 290 99  
[info.se@formpipe.com](mailto:info.se@formpipe.com) | [www.formpipe.se](http://www.formpipe.se)

## Consolidated income statement summary

(SEK 000)	Jan-Mar	
	2022	2021
Net Sales	120 347	101 540
Sales expenses	-16 056	-12 018
Other costs	-27 005	-19 690
Personnel costs	-72 124	-63 218
Capitalized work for own account	11 881	12 948
<b>Operating profit/loss before depreciation/amortization and non-comparative items (EBITDA)</b>	<b>17 042</b>	<b>19 563</b>
Depreciation/amortization	-13 511	-13 831
<b>Operating profit/loss (EBIT)</b>	<b>3 531</b>	<b>5 732</b>
Financial income and expenses	-309	-350
Exchange rate differences	595	156
Tax	-2 692	-1 188
<b>Net profit for the period</b>	<b>1 126</b>	<b>4 350</b>
Of which the following relates to:		
Parent company shareholders	1 126	4 350
Other comprehensive income		
Translation differences	1 996	13 181
<b>Other comprehensive income for the period, net after tax</b>	<b>1 996</b>	<b>13 181</b>
<b>Total comprehensive income for the period</b>	<b>3 122</b>	<b>17 532</b>
Of which the following relates to:		
Parent company shareholders	3 122	17 532
Shareholding with no controlling influence	-	-
<i>EBITDA margin, %</i>	14,2%	19,3%
<i>EBIT margin, %</i>	2,9%	5,6%
<i>Profit margin, %</i>	0,9%	4,3%
Earnings per share attributable to the parent company's shareholders during the period (SEK per share)		
- before dilution	0,02	0,08
- after dilution	0,02	0,08
Average no. of shares before dilution, in 000	53 617	53 343
Average no. of shares after dilution, in 000	53 875	53 549

## Consolidated balance sheet summary

(SEK 000)	31 Mar		31 Dec
	2022	2021	2021
Intangible assets	577 787	538 847	537 533
Tangible assets	19 191	26 004	19 508
Financial assets	4 587	6 437	6 827
Deferred tax asset	5 115	5 381	4 182
Current assets (excl. cash equivalents)	90 602	106 754	116 691
Cash equivalents	35 367	46 402	18 064
<b>TOTAL ASSETS</b>	<b>732 649</b>	<b>729 825</b>	<b>702 805</b>
Equity	442 844	416 396	429 640
Long-term liabilities	82 766	68 973	23 406
Current liabilities	207 040	244 455	249 760
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>732 650</b>	<b>729 825</b>	<b>702 806</b>
Net interest-bearing debt (-) / cash (+)	-17 569	-13 032	4 347

## Changes in consolidated equity

### Equity attributable to the parent company's shareholders

(SEK 000)	Share	Other	Other	Profit/loss	Total
	capital	contributed capital	reserves	brought forward	
<b>Balance at January 1, 2021</b>	<b>5 346</b>	<b>212 644</b>	<b>9 066</b>	<b>171 807</b>	<b>398 865</b>
<b>Comprehensive income</b>	-	-	-	-	-
Net profit for the period	-	-	-	4 350	4 350
Other comprehensive income items	-	-	13 181	-	13 181
<b>Total comprehensive income</b>	-	-	<b>13 181</b>	<b>4 350</b>	<b>17 532</b>
<b>Transaction with owners</b>	-	-	-	-	-
<b>Total transaction with owners</b>	-	-	-	-	-
<b>Balance at March 31, 2021</b>	<b>5 346</b>	<b>212 644</b>	<b>22 248</b>	<b>176 158</b>	<b>416 396</b>
<b>Balance at January 1, 2022</b>	<b>5 373</b>	<b>214 501</b>	<b>22 808</b>	<b>186 958</b>	<b>429 640</b>
<b>Comprehensive income</b>	-	-	-	-	-
Net profit for the period	-	-	-	1 126	1 126
Other comprehensive income items	-	-	1 996	-	1 996
<b>Total comprehensive income</b>	-	-	<b>1 996</b>	<b>1 126</b>	<b>3 122</b>
<b>Transaction with owners</b>	-	-	-	-	-
Share issue	24	10 058	-	-	10 082
<b>Total transaction with owners</b>	<b>24</b>	<b>10 058</b>	-	-	<b>10 082</b>
<b>Balance at March 31, 2022</b>	<b>5 397</b>	<b>224 560</b>	<b>24 803</b>	<b>188 084</b>	<b>442 844</b>

## Cash flow statement summary

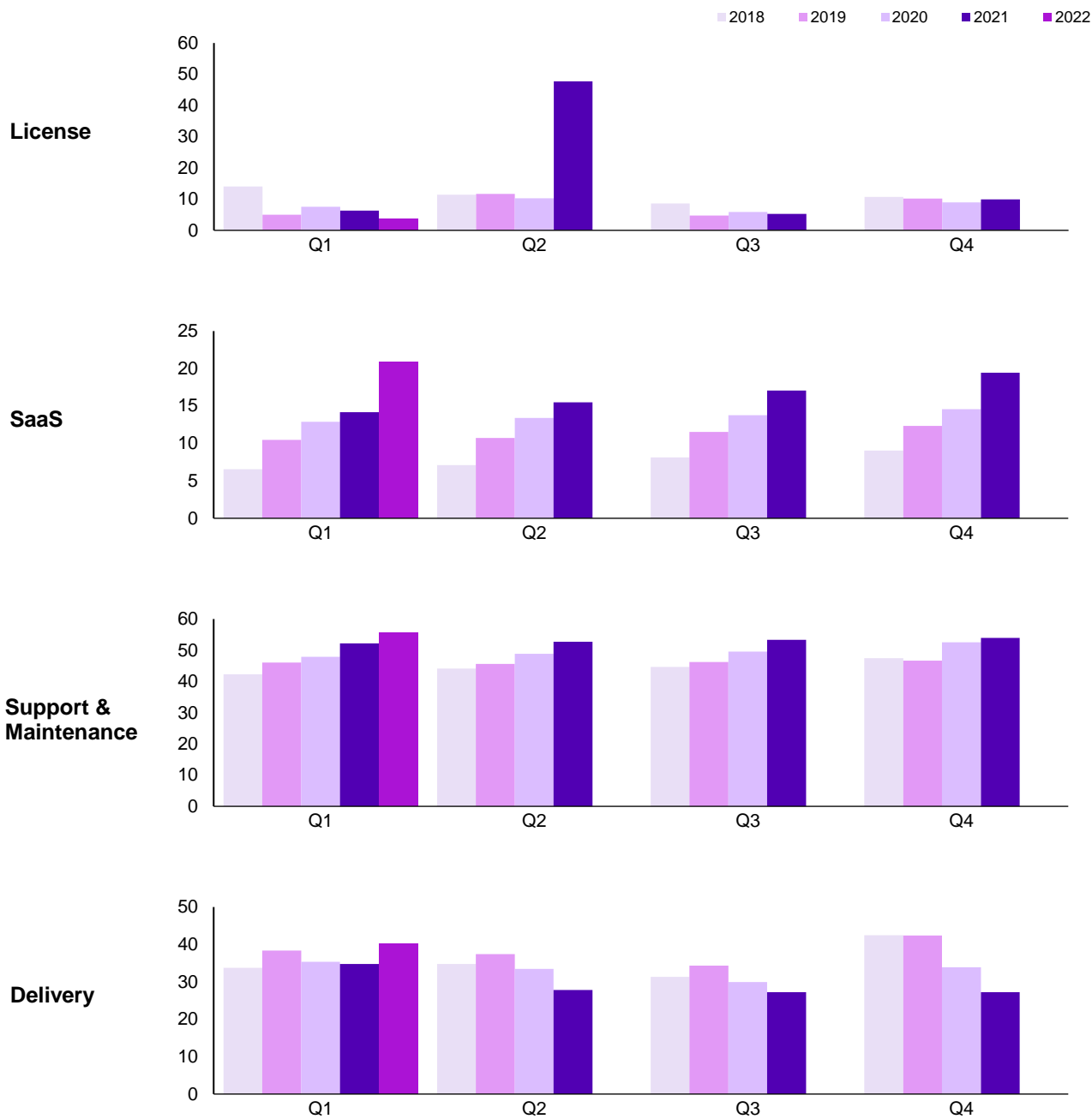
(SEK 000)	Jan-Mar	
	2022	2021
Cash flow from operating activities before working capital changes	1 674	26 067
Cash flow from working capital changes	11 408	-19 711
<b>Cash flow from operating activities</b>	<b>13 082</b>	<b>6 356</b>
Cash flow from investing activities	-45 580	-15 506
<i>Of which acquisition/divestiture of business activities</i>	-32 877	-
Cash flow from financing activities	49 566	-6 177
<i>Of which dividend paid</i>	-	-
<b>Cash flow for the period</b>	<b>17 068</b>	<b>-15 327</b>
<b>Change in cash and cash equivalent</b>		
Cash and cash equivalent at the beginning of the period	18 065	58 593
Translation differences	234	3 137
Cash flow for the period	17 068	-15 327
<b>Cash and cash equivalent at the end of the period</b>	<b>35 367</b>	<b>46 402</b>

## 8 quarters in summary

(SEK 000)	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
License	10 235	5 817	8 971	6 324	47 775	5 255	9 923	3 691
SaaS	13 373	13 755	14 571	14 171	15 458	17 038	19 427	20 832
Support and maintenance	48 849	49 552	52 592	52 214	52 749	53 332	53 990	55 685
Software revenues	72 457	69 123	76 134	72 709	115 982	75 625	83 340	80 208
<i>whereof recurring revenue</i>	62 222	63 307	67 163	66 385	68 208	70 369	73 418	76 517
Deliveries	27 839	27 260	27 219	28 832	26 991	30 805	38 921	40 139
<b>Net sales</b>	<b>100 296</b>	<b>96 383</b>	<b>103 353</b>	<b>101 540</b>	<b>142 974</b>	<b>106 429</b>	<b>122 261</b>	<b>120 347</b>
Sales expenses	-10 270	-9 718	-10 083	-12 018	-11 634	-12 064	-15 200	-16 056
Other costs	-19 116	-19 042	-20 401	-19 690	-22 518	-22 327	-26 879	-27 005
Personnel costs	-56 256	-50 192	-58 794	-63 218	-64 583	-54 945	-65 486	-72 124
Capitalized development costs	9 593	9 606	11 860	12 948	13 555	12 592	13 377	11 881
<b>Total operating expenses</b>	<b>-76 048</b>	<b>-69 346</b>	<b>-77 419</b>	<b>-81 977</b>	<b>-85 180</b>	<b>-76 745</b>	<b>-94 189</b>	<b>-103 305</b>
<b>EBITDA</b>	<b>24 248</b>	<b>27 037</b>	<b>25 935</b>	<b>19 563</b>	<b>57 793</b>	<b>29 684</b>	<b>28 072</b>	<b>17 042</b>
%	24,2%	28,1%	25,1%	19,3%	40,4%	27,9%	23,0%	14,2%
Depreciation/amortization	-12 479	-13 075	-13 235	-13 831	-28 135	-12 584	-12 046	-13 511
<b>EBIT</b>	<b>11 769</b>	<b>13 962</b>	<b>12 699</b>	<b>5 732</b>	<b>29 659</b>	<b>17 100</b>	<b>16 027</b>	<b>3 531</b>
%	11,7%	14,5%	12,3%	5,6%	20,7%	16,1%	13,1%	2,9%



## Sales analysis by quarter



## Segment summary

The Group's segments are divided according to which customer groups they target. The segments are divided into SE Public, DK Public, Private and Other and reflect the Group's internal reporting and follow-up of Group management.

The SE Public and DK Public segments find their customers in Sweden's and Denmark's public sectors. Segment Private collects the Group's offers that are aimed at customers outside the public sector and are not bound to any particular geographic market. Segment Other includes the Group's older products that are not included in any of the other segments and the Group's overhead costs.

In the Group's follow-up on the segments, the intercompany invoicing (revenues and costs) is presented as a net because of the substantial invoicing within the segments related to royalties to IP owning entities. The line Intercompany net includes de intercompany revenues and costs netted out to reflect a more accurate view of the segments.

(SEK 000)	Jan-Mar 2022				
	SE Public	DK Public	Private	Other	Group
License	1 013	70	2 607	-	3 691
SaaS	3 516	1 833	15 483	-	20 832
Support & Maintenance	20 917	15 579	18 202	988	55 685
Delivery	9 646	22 875	7 611	-0	40 132
<b>Net sales</b>	<b>35 092</b>	<b>40 356</b>	<b>43 904</b>	<b>988</b>	<b>120 340</b>
Costs, external	-27 690	-29 046	-40 360	-6 202	-103 299
Intercompany net	54	-53	-7	-	-6
<b>EBITDA</b>	<b>7 456</b>	<b>11 257</b>	<b>3 537</b>	<b>-5 215</b>	<b>17 035</b>
%	21,2%	27,9%	8,1%	-528,1%	14,2%

(SEK 000)	Jan-Mar 2021				
	SE Public	DK Public	Private	Other	Group
License	4 049	-	2 275	-	6 324
SaaS	3 338	1 517	9 316	-	14 171
Support & Maintenance	19 785	14 497	16 851	1 081	52 214
Delivery	4 176	17 390	7 265	0	28 832
<b>Net sales</b>	<b>31 347</b>	<b>33 404</b>	<b>35 708</b>	<b>1 081</b>	<b>101 540</b>
Costs, external	-19 717	-23 783	-33 768	-4 709	-81 978
Intercompany net	-18	18	0	-	0
<b>EBITDA</b>	<b>11 612</b>	<b>9 639</b>	<b>1 941</b>	<b>-3 628</b>	<b>19 563</b>
%	37,0%	28,9%	5,4%	-335,7%	19,3%

## ARR and ACV

(Mkr)	Jan-Mar 2022				
	SE	DK			
	Public	Public	Private	Other	Group
ARR In - SaaS	16,1	8,7	59,9	-	84,7
ARR In - Support & Maint.	84,3	60,1	71,1	3,7	219,2
ARR In - FX	-	0,8	1,3	-	2,1
<b>ARR In*</b>	<b>100,4</b>	<b>69,5</b>	<b>132,4</b>	<b>3,7</b>	<b>306,0</b>
ACV - SaaS	0,5	1,1	5,3	-0,1	6,7
ACV - Support & Maintenance	1,3	0,7	0,0	-	2,1
<b>ACV - Net</b>	<b>1,8</b>	<b>1,8</b>	<b>5,3</b>	<b>-0,1</b>	<b>8,8</b>
ARR Out - SaaS	16,6	10,0	65,8	-0,1	92,2
ARR Out - Support & Maint.	85,6	61,4	71,9	3,7	222,6
<b>ARR Out</b>	<b>102,2</b>	<b>71,4</b>	<b>137,7</b>	<b>3,5</b>	<b>314,7</b>

(Mkr)	Jan-Mar 2021				
	SE	DK			
	Public	Public	Private	Other	Koncern
ARR In - SaaS	13,3	5,9	35,4	-	54,7
ARR In - Support & Maint.	81,6	51,5	68,3	4,0	205,5
ARR In - FX	-	1,7	1,7	-	3,4
<b>ARR In</b>	<b>95,0</b>	<b>59,1</b>	<b>105,4</b>	<b>4,0</b>	<b>263,5</b>
ACV - SaaS	-0,5	0,4	4,6	-	4,5
ACV - Support & Maintenance	1,4	1,4	-0,1	-0,1	2,7
<b>ACV - Net</b>	<b>0,9</b>	<b>1,8</b>	<b>4,6</b>	<b>-0,1</b>	<b>7,2</b>
ARR Out - SaaS	12,8	6,4	40,6	-	59,8
ARR Out - Support & Maint.	83,1	54,6	69,3	3,9	210,9
<b>ARR Out</b>	<b>95,9</b>	<b>61,0</b>	<b>110,0</b>	<b>3,9</b>	<b>270,7</b>

## Number of shares

	2018-01-01	2019-01-01	2020-01-01	2021-01-01	2022-01-01
	2018-12-31	2019-12-31	2020-12-31	2021-12-31	2022-03-31
Shares outstanding beginning of the period	51 873 025	52 887 406	53 173 907	53 463 907	53 726 057
Share issue from warrant programme	314 576	286 501	290 000	262 150	0
	0	0	0	0	238 968
Non-cash issue	699 805	0	0	0	0
<b>Shares outstanding at the end of the period</b>	<b>52 887 406</b>	<b>53 173 907</b>	<b>53 463 907</b>	<b>53 726 057</b>	<b>53 965 025</b>





## Acquisition of Alkemit AB

In order to strengthen Formpipe's competence and capacity to create enhanced cooperation with customers within the SE Public business area, a step towards our long-term strategy of becoming a 'one-stop-shop vendor' of digital government, Alkemit AB was acquired on January 1st. Alkemit AB is one of Formpipe's leading partners in the Swedish public sector and has in recent years successfully built a delivery organization around Formpipe's products and offers management, development projects and support. The acquisition pertains to 100% of the shares in Alkemit AB and has affected the Group's balance sheet and cash and cash equivalents as described below at the time of acquisition. Since the acquisition date, Alkemit AB has contributed SEK 5.3 million in sales and SEK 1.2 million in operating profit before depreciation and non-recurring acquisition-related costs (EBITDA).

Goodwill has been recognised at the time of the acquisition and consists of synergy effects and personnel. Adjustments to the carrying amount are represented by acquired surplus values regarding customer relations, technology and brand. In making this adjustment, the effect of deferred tax has also been taken into account. No portion of reported goodwill is anticipated to be income tax deductible.

The acquisition balance sheet is subject to final adjustments no later than one year after the transaction date.

<b>(SEK '000)</b>	<b>Fair value</b>
Tangible assets	191
Intangible assets	3 444
Finansiella tillgångar	30
Trade and other receivables	4 034
Cash and cash equivalents	7 625
Trade payables and other liabilities	-5 877
Deferred tax	-709
<b>Acquired net assets</b>	<b>8 736</b>
Goodwill	29 141
<b>Total purchase price</b>	<b>37 877</b>
- Likvid med emitterade egna aktier	-10 082
- Existing cash in the acquired business	-7 625
<b>Changes to group cash at acquisition</b>	<b>20 170</b>



## Key ratios for the group

	Jan-Mar	
	2022	2021
Employees at end of period	293	262
Net sales, SEK 000	120 347	101 540
EBITDA, SEK 000	17 042	19 563
EBIT, SEK 000	3 531	5 732
Net profit for the period, SEK 000	1 126	4 350
EBITDA margin, %	14,2%	19,3%
EBIT margin, %	2,9%	5,6%
Profit margin, %	0,9%	4,3%
Return on equity, %*	11,0%	8,5%
Return on working capital, %*	15,4%	11,2%
Equity ratio, %	60%	57%
Equity per outstanding share at the end of the period, SEK	8,21	7,79
Earnings per share - before dilution, SEK	0,02	0,08
Earnings per share - after dilution, SEK	0,02	0,08
Share price at the end of the period, SEK	36,40	31,00

\* Ratios including P&L measures are based on the most recent 12-month period

## Parent company income statement summary

(SEK 000)	Jan-Mar	
	2022	2021
Net sales	31 985	33 142
Operating expenses		
Sales expenses	-1 793	-1 673
Other costs	-13 443	-10 603
Personnel costs	-23 281	-21 452
Depreciation/amortization	-852	-615
<b>Total operating expenses</b>	<b>-39 368</b>	<b>-34 343</b>
<b>Operating profit/loss</b>	<b>-7 382</b>	<b>-1 200</b>
Other financial items	-839	-1 100
<b>Net profit for the period</b>	<b>-8 222</b>	<b>-2 300</b>

## Parent company balance sheet summary

(SEK 000)	31 Mar		31 Dec
	2022	2021	2021
Intangible assets	9 015	8 411	9 301
Tangible assets	1 123	1 076	1 174
Financial assets	386 085	349 557	348 708
Deferred tax asset	2 249	-	2 249
Current assets (excl. cash equivalents)	156 866	39 684	161 089
Cash and bank balances	25 558	22 470	15 898
<b>TOTAL ASSETS</b>	<b>580 896</b>	<b>421 197</b>	<b>538 419</b>
Restricted equity	23 087	23 037	23 063
Non-restricted equity	228 966	165 097	227 130
Total equity	252 053	188 135	250 193
Long-term liabilities	30 000	25 330	-
Current liabilities	298 842	207 733	288 226
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>580 896</b>	<b>421 197</b>	<b>538 419</b>

## Pledged assets and contingent liabilities

Pledged assets referred to shares in subsidiaries as security for loans. The pledged assets in the Group were the same as disclosed for the Parent Company.

(SEK 000)	31 Mar	31 Dec
	2022	2021
Pledged assets	-	-
Contingent liabilities	-	-

# Definitions

Formpipe uses alternative key figures, also called APM (Alternative Performance Measures). Formpipe's APM's are calculated from the financial reports, which are prepared in accordance with applicable rules for financial reporting, where prepared figures are altered by adding or subtracting amounts from the presented numbers. Below the alternative performance measures, that Formpipe uses in published reports, are defined and described

## Software revenue

The total of license revenue and revenue from support and maintenance contracts.

## Recurring revenue

Revenue of an annually recurring nature such as support and maintenance revenue and revenue from SAAS services regarding license agreements.

## Annual recurring revenue (ARR)

Recurring revenue for the period's last month multiplied by 12, to obtain the recurring revenue for the coming 12 months from contracts with recognized revenue.

## ARR IN

Initial value for the period's Annual recurring revenue.

## Annual Contract Value (ACV)

Annual recurring revenue of the period's won (ACV +) and lost (ACV -) contracts (net).

## ARR OUT

Closing value of the period's Annual recurring revenue, provided that all new/lost contracts (ACV) of the period have begun/ceased to be recognized.

## FX effect

Revaluation of ARR IN to the closing balance exchange rates.

## Fixed operating expenses

Other costs and personnel costs.

## Operating expenses

Sales costs, other costs, personnel costs, capitalized development and depreciation.

## EBITDA

Earnings before depreciation, amortization, acquisition-related costs and other items affecting comparability.

## EBITDA-adj.

EBITDA exclusive capitalized work for own account.

## Items affecting comparability

The item must be of a material nature to be reported separately and considered undesirable from the regular core operations and complicate the comparison. For example, acquisition-related items, restructuring-related items and write-downs.

## EBIT

Operating profit/loss.

## Operating margin before depreciation and amortization (EBITDA margin)

Earnings before depreciation, amortization, acquisition-related costs and other items affecting comparability as a percentage of net sales.

## Operating margin before depreciation and amortization (EBITDA-adj margin)

Earnings before capitalized work for own account, depreciation, amortization, acquisition-related costs and other items affecting comparability as a percentage of net sales.

## Operating margin (EBIT margin)

Operating profit/loss as a percentage of net sales.

## Profit margin

Net profit/loss after tax as a percentage of sales at the end of the period.

## Earnings per share - before dilution

Net profit/loss after tax divided by the average number of shares during the period.

## Earnings per share - after dilution

Net profit/loss after tax adjusted for dilution effects divided by the average number of shares after dilution during the period.

## Equity per share

Equity at the end of the period divided by the number of shares at the end of the period.

## Return on equity

Profit/loss after tax as a percentage of average equity.

## Return on working capital

Operating profit/loss as a percentage of average working capital (balance sheet total less non-interest bearing liabilities and cash and bank balances).

## Free cash flow

Cash flow from operating activities minus cash flow from investing activities excluding acquisitions.

## Net interest-bearing debt

Interest bearing debts minus cash and cash equivalents.

## Equity ratio

Equity as a percentage of the balance sheet total.

**Ordering financial information**

Financial information and other related corporate information is published on [www.formpipe.se](http://www.formpipe.se)  
Information may also be ordered from:  
Formpipe, Box 23131, SE-104 35 Stockholm  
and on [info.se@formpipe.com](mailto:info.se@formpipe.com)

**Contact person for investor relations**

CFO Joakim Alfredson  
[joakim.alfredson@formpipe.com](mailto:joakim.alfredson@formpipe.com)