



SOLWERS

Solwers Plc

Financial Statements Release

1.1.–31.12.2022

The figures for the financial year (1 January–31 December 2022) are unaudited (IFRS)

Strong growth continued and profitability improved

July–December 2022 in brief

The figures in brackets refer to the corresponding period in 2021 and are expressed in the same unit, except where otherwise noted.

- Revenue was EUR 30.2 (22.7) million, which is an increase of +33.2% vs on corresponding period last year.
- EBITA was EUR 3.4 (2.0) million, which is 11.3 (9.0)% of revenue
- EBIT was EUR 2.3 (1.4) million which is 7.6 (6.0)% of revenue
- Solwers issued 1,020,000 new shares, for selected investors in December and raised EUR 4.5 million before transaction costs.

January–December 2022 in brief

- Revenue amounted to EUR 62.8 (44.7) million, showing a year-on-year increase of EUR 18.1 million, which is +40.6 (36.8)%
- EBITA was EUR 7.2 (4.7) million, which is 11.5 (10.5)% of revenue.
- EBIT was EUR 5.1 (3.4) million, which is 8.1 (7.5)% of revenue.
- The invoicing rate was 80.0 (82.2)%
- Equity ratio was 46.7(45.2) %
- Revenue growth and equity ratio above, and profitability at the level of the mid-term targets.
- The execution of the growth strategy continued with two acquisitions: one in Finland and one in Sweden
- The Board of Directors proposes to the Annual General Meeting a dividend of EUR 0,073 per share to be paid, corresponding to EUR 723,799.89 in total.

Key figures

SOLWERS CONSOLIDATED				
EUR thousand	2022	2021	H2/2022	H2/2021
Revenue	62 796	44 662	30 234	22 700
EBITDA	8 156	5 495	3 911	2 482
EBITDA-%	13,0%	12,3%	12,9%	10,9%
EBITA	7 218	4 708	3 417	2 044
EBITA-%	11,5%	10,5%	11,3%	9,0%
EBIT	5 091	3 371	2 283	1 353
EBIT-%	8,1%	7,5%	7,6%	6,0%
Net Profit	3 574	1 894 *)	1 656	844 *)
Net Profit-%	5,7%	4,2%	5,5%	3,7%
Earnings per share (EPS) ¹⁾ , EUR	0,38	0,23 *)	0,18	0,09 *)
Revenue per employee	105	112	50	52
Revenue growth	40,6%	36,8%	33,2%	21,0%
Billing rate	80,0%	82,2%	79,3%	82,7%
Adjusted equity	38 158	31 909	38 158	31 909
Net debt	13 366	14 119	13 366	14 119
Equity ratio, %	46,7%	45,4%	46,7%	45,4%
Adjusted equity ratio, %	46,7%	45,4%	46,7%	45,4%
Total assets	81 682	70 354	81 682	70 354
Headcount, average	600	397	607	441
Headcount, at period end	582	571	582	571

*) Comparison period has been restated for treatment of foreign exchange differences from net investments in foreign subsidiaries.

CEO Stefan Nyström's review

The year 2022 was a good one for Solwers, despite the market uncertainty, and both the order stock and invoicing rate remained at a stable level. Our growth was strong, mainly due to the acquisitions made. In Sweden we acquired Establish Schening, a logistics solutions consultancy. In Finland, we



acquired Arkkitehtitoimisto Sabelström Arkitehtkontor, a well-known player in the Southwest Finland region, to strengthen the position of our subsidiary Lukkaroinen Arkkitehdit in the area. The new companies will expand both their own and other Solwers companies' service offerings and customer base. However, due to the circumstances we were cautious in our acquisitions and looked for businesses with less cyclical activity.

Solwers companies have a large client base in different locations in two countries and we deliver thousands of projects every year, with services ranging from design services to project management, financial management and other specialist services. During the review year, our company handled an estimated 3,300 projects, the vast majority of which were orders of less than EUR 10,000. About half of our order book is for public

projects – such as hospitals, schools and museums – and infrastructure projects – such as roads, bridges, streets and tunnels.

Interesting projects throughout the year

Projects during the review year included the Lukkaroinen Architects' ongoing large hospital projects in Oulu, Helsinki and Espoo as well as the Savilahti campus, designed following the swan ecolabel criteria, and the Kuopio Senior High School of Arts (Lumit) based on an architecture competition won by Lukkaroinen team. A good example of cooperation between the Solwers companies is the Savilahti Multipurpose Centre in Kuopio. The project involves extending the old storage tunnels previously used by the Finnish Defence Forces into one large multi-purpose hall. Architects Davidsson Tarkela are responsible for the architectural design, Pontek for the structural engineering, Rockplan for the rock engineering and Kalliotekniikka for the noise and vibration measurements.

The Norrbotnia line is planned between Umeå and Luleå, and in the project our Swedish subsidiary Licab is responsible for project management, technical support, and safety issues, for example. Licab plays a major role in the implementation of the ERTMS system (European Rail Traffic Management System), in which the customer, Swedish Trafikverket, utilizes Licab expertise for design, contracting, commissioning, construction management and supervision. ELE Engineering's experts were employed by well-known major clients to develop industrial process solutions and train coupling systems, while other projects ranged from cable management for offshore wind farms to next-generation substations and power transmission solutions.

Aiming at further growth

To support our growth strategy, we agreed in May with our main bank on an extension and changes to our financing agreement. A EUR 15 million loan limit for acquisitions was added to the agreement and investment restrictions were eased. At the end of year, in December, we also carried out a directed share issue, which increased our invested capital by EUR 4.5 million, with the participation of Familjen Kamprads stiftelse, Mutual Pension Fund Elo, Säästöpankki Pienyhtiöt Sijoitusrahasto, Sijoitusrahasto eQ Europa Pienyhtiö, Handelsbanken Finska Småbolags Fonden, Mutual Pension Fund Varma, Fondita European Micro Cap Placeringsfond, Aktia Mikro Markka and CEB Invest Oy.

In 2023, we aim to continue our growth through acquisitions and keep profitability at a good level, further develop cooperation between our subsidiaries, and strengthen our competencies. A good early-year order stock together with our diversified service portfolio and operations in two countries support and balance the achievement of our medium-term objectives.

Strategy and mid-term targets

Solwers' strategy is based on acquisitions and organic growth, the company's attractiveness as a good employer for professionals in various fields and the continuous development of competence. Solwers aims to continue its growth and expansion. Smaller acquisitions of subsidiaries may also be made to support local expertise and capacity. The new subsidiaries strengthen their own and other Solwers companies' customer base and service portfolio.

Growth is supported by the megatrend of urbanization, which increases the construction of above ground and underground infrastructure. Business growth is also supported by the increasing emphasis on sustainability, the accelerated green transition in Europe, new circular economy projects and the EU's introduction of stricter energy efficiency regulations. In addition, the maintenance backlog in society creates new business opportunities, and Solwers' strategy and business model – which are based on cost-efficiency – is a good fit with these opportunities.

The Solwers operating model supports the Solwers companies' different cultures, which increases job satisfaction while promoting innovation and creativity. Solwers also want to give employees the opportunity to learn and develop their skills together with fellow professionals in workplace communities of manageable size.

The level of investment varies from one year to the next and in different ways in different sectors. Public and private sector investments affect employment and profitability in the entire design and engineering sector, including Solwers. The expansion of the service portfolio and the diversification of the business and the geographical scope of operations through the Solwers companies provides balance and supports the achievement of the set targets.

The company maintains its mid-term financial targets as follows:

- **Growth:** Revenue growth over 20% (12 months)
- **Profitability:** EBITA margin over 12%
- **Equity ratio:** Over 40%

Market outlook

The changes in society bring new opportunities in addition to challenges.

The transition to fossil-free energy and industrial production will bring significant new investments. A variety of new energy sources, energy storage, power transmission systems and automation solutions will increase the demand for engineering and project management services. Circular economy projects, which will continue to grow rapidly, will also bring more customer engagements, as the reuse of buildings requires more engineering and project management than new construction. A good example of expertise in circular economy is our winning project in a competition organised by the City of Espoo to find concepts for the reuse of building materials and parts in the Kera area. Solwers' multidisciplinary team won the competition in early 2023 with the design "To the Next Level". The winning proposal offers a concept that aims to take the circular economy in construction to the next level from a Finnish perspective.

It is likely that residential and office construction will decrease during 2023. This change is the result of high inflation, higher interest rates and construction costs, resulting in the weakening of purchasing power and willingness to invest. This will naturally also affect the engineering and design sector. With less than 10% of Solwers' revenue estimated to come from residential and office projects, we believe that if the downturn is mild as forecasted, the impact on Solwers will not be significant.

Our business sector has suffered from a chronic shortage of skilled professionals over the past decade. However, a mild recession is likely to ease and balance out labor demand.

Outlook 2023

Solwers' good order backlog at the beginning of the year will support the positive development of the revenue. The M&A market has remained active, and acquisitions are planned to be continued further.

The diverse service portfolio, operations in the two countries, as well as the large number of small projects balance and support the achievement of the set mid-term targets. Demand for engineering and project management work related to energy production, energy efficiency and circular economy projects is also expected to grow. We expect revenue to grow and profitability to remain at a good level.

Revenue, profitability and result

Solwers Plc's revenue in January–December was EUR 62.8 (44.7) million. The relative revenue growth was 40.6% (36.8%), which was mainly due to company acquisitions. The unfavorable development of the Swedish krona during the year affected revenue negatively by EUR 1.4 million.

EBITA margin increased to 11.5 % compared to 10,5 % the previous year. One contributing factor was the lower relative operating cost level (incl. depreciation). Therefore, the EBIT margin was also 0.6 percentage points higher than in the previous year amounting to 8.1% (7.5%). Costs related to company acquisitions of EUR 0.2 (0.4) million burden both EBITA and EBIT.

Net financing expenses decreased by EUR 0.8 million compared to the previous year to EUR 0.2 (1.0) million. The considerably higher financing costs in 2021 were mainly caused by interest on

capital loans expensed in connection with the rearrangement of the company's capital structure that year.

As a result, the net profit for the financial year increased by EUR 1.7 million year-on-year and amounted to EUR 3.6 (1.9) million.

Balance sheet and financing

Total assets were EUR 81.7 (70.4) million at the end of the financial year. The increase of EUR 11.3 million results from the company's continued growth through company acquisitions and the share issue in December.

The company's invested capital was furthermore increased during the financial year by strengthening shareholders' equity and the withdrawal of new bank loans. This balanced increase of capital strengthened the company's equity ratio to 46.7% (45.4%) at the end of the year.

The company's equity was strengthened by a total of EUR 4.6 (24.9) million net of share issue expenses during the year. The increase consisted of two directed share issues of which EUR 4.2 million came from the share issue to nine investors in December whereas the remaining EUR 0.4 million resulted from a company acquisition.

At the end of the year, interest-bearing liabilities totaled EUR 31.8 (26.8) million, consisting of EUR 18.7 (15.8) million in loans from financial institutions, EUR 7.5 (5.9) million in purchase price liabilities arising from company acquisitions, EUR 4.0 (4.3) million in lease liabilities and EUR 1.6 (0.8) million in other interest-bearing liabilities.

At the end of the year, the company's net debt totaled EUR 13.4 (14.1) million whereas cash and cash equivalents amounted to EUR 18.5 (12.6) million.

Cash flow

Net cash flow from operating activities continued a good, positive level of EUR +5.8 (+4.7) million. Net cash flow from investing activities was negative at EUR -3.0 (-11.4) million, and net cash flow from financing activities was positive at EUR +3.1 (+13.3) million.

The cash flow used for investments consisted of net cash used for company acquisitions EUR -1.8 (-10.0) million, investments in tangible non-current assets EUR 0.6 million (0.6) and investments in intangible non-current assets EUR 0.6 (0.3) million.

Of the cash inflow from financing activities totaling EUR 9.4 (26.5), EUR 4.2 (11.7) million came from the net proceeds of paid share issues and EUR 5.0 (15.0) million from withdrawals of new loans from credit institutions.

The financing cash outflow amounting to a total of EUR - 6.7 million (13.2), EUR -1.5 (-8.0) million was used for repayment of loans from credit institutions, EUR -2.5 (-1.9) million for the payment of lease liabilities and EUR - 2.1 (1.3) million for the payment of non-interest bearing liabilities.

In addition, dividends paid amounted to EUR -0.5 (-2.0) million, of which EUR -0.4 (-0.5) million was paid to the parent company's shareholders.

Acquisitions

In May, Solwers acquired all the shares in Establish Schening AB in Sweden. Establish Schening AB operates in Stockholm, Sweden. The company employs 12 people and revenue in 2021 was SEK 20 million. The company's core expertise is in logistics consulting, and the customer base consists of companies in both public transport, manufacturing, and trade. Establish Schening develops public transport, strategies for the location and establishment of new industrial activities as well as logistics solutions.

In line with Solwers' strategy, acquisitions may also be made to strengthen the business position of subsidiaries. Lukkaroinen Arkkitehdit Oy, a Solwers company, acquired in March the entire share capital of Arkkitehtitoimisto Sabelström Arkitektkontor Oy. The Turku-based Arkkitehtitoimisto Sabelström Arkitektkontor, founded in 2003, employs 8 people, and has strong experience in architectural and interior design. The company's core expertise comprises the design of new buildings, renovations, and alterations, as well as public and private interiors.

Personnel, Board of Directors and Management

The Solwers companies' average number of employees during the financial year was 600 (397), with the parent company having an average of 5 (5) employees. At the end of the period, the Solwers companies employed a total of 582 (571) people.

Board of Directors

The Annual General Meeting held on 21 April 2022 re-elected five members to the Board of Directors: Leif Sebbas (Chairman of the Board), Hanna-Maria Heikkinen, John Lindahl, Mari Pantsar and Emma Papakosta. The Annual General Meeting decided that the members of the Board will be paid a meeting fee of EUR 2,000 per meeting.

The Annual General Meeting elected the audit firm Revico Grant Thornton Oy to continue as the company's auditor. Satu Peltonen, Authorized Public Accountant, will continue as the auditor with principal responsibility.

Management

Solwers Plc's CEO is Stefan Nyström. Roger Lindqvist is the company's CFO, Taina Erkkilä the Head of Communications, and Olli Kuusi the General Counsel. The management teams in charge of operations in Finland and Sweden include the senior management of Solwers Plc as well as the Managing Directors of the subsidiaries.

Shares and shareholders

Changes in the number of shares

In connection with the acquisition of ELE Engineering AB, the company carried out a directed share issue of 178,761 shares to the selling parties. The shares were registered on 31 January 2022. A similar directed share issue to sellers as part of the purchase price was made in connection with the acquisition of Establish Schening AB, totaling 54,978 shares, which were registered on 20 June 2022.

Furthermore, in December Solwers issued 1,020,000 new shares to selected investors: Familjen Kamprads stiftelse, Keskinäinen Työeläkevakuutusyhtiö Elo, Säästöpankki Pienyhtiöt Sijoitusrahasto, Sijoitusrahasto eQ Eurooppa Pienyhtiö, Handelsbanken Finska Småbolags Fonden, Keskinäinen

Työeläkevakuutusyhtiö Varma, Fondita European Micro Cap Placeringsfond, Aktia Mikro Markka and CEB Invest Oy.

At the end of 2022, Solwers Plc's share capital consisted of 9,874,782 shares, of which the company holds 41,220 treasury shares. The average number of shares during the year was 8,843,228.

The company has a single series of shares, and its registered share capital was EUR 1,000,000.

Trading the company's shares

Solwers Plc entered into a Liquidity Provision Agreement with Carnegie Investment Bank AB from 20 June 2022. According to the agreement, the bank will quote bids and offers for Solwers Plc's share in compliance with Nasdaq First North Growth Market Finland rules for liquidity provision.

The closing price of the company's share on 31 December 2022 was EUR 4.22. Solwers Plc's market capitalization at the end of the financial year was EUR 41.5 million.

Largest shareholders on 31 December 2022

A total of 2,055 shareholders, excluding nominee registered shareholders, were registered in the shareholders' register maintained by Euroclear Finland Oy. The 10 largest shareholders on the shareholders' register at the end of the financial year are listed in the table below:

Shareholders	Number of shares	%-shareholding
Finnmap Engineering Oy	3 440 261	34,8%
CEB Invest Oy	1 007 823	10,2%
Varma Mutual Pension Insurance Company	427 653	4,3%
Säästöpankki small cap fund	375 117	3,8%
Nyström, Stefan	312 000	3,2%
Aktia Mikro Markka non-ucits fund	310 281	3,1%
Sebbas, Leif	286 340	2,9%
Elo Mutual Pension Insurance Company	280 000	2,8%
Fondita European Micro Cap investment fund	127 526	1,3%
Cumulant Capital Northern Europe	110 000	1,1%
10 largest shareholders, total	6 677 001	67,6 %
Nominee-registered shares	1 284 804	13,0%
Other shareholders	1 912 977	19,4%
Shares, total	9 874 782	100,0%
Of which held by the company	41 220	0,4%

Annual General Meeting on 21 April 2022 and the currently valid authorizations of the Board of Directors

The Annual General Meeting held on 21 April 2022 adopted the financial statements, and the members of the Board of Directors and the CEO were discharged from liability for the financial year 1. January - 31. December 2021. The Annual General Meeting resolved on the distribution of a dividend of EUR 0.040 (0.103) per share to be distributed for the financial year 2021 (2020).

The Annual General Meeting re-elected Leif Sebbas (Chairman of the Board), Hanna-Maria Heikkinen, John Lindahl, Mari Pantsar, and Emma Papakosta.

The Annual General Meeting authorized the Board of Directors to decide upon the repurchase and on the acceptance as pledge of a maximum of 1,000,000 of the company's own shares in total in one or several tranches. The authorization entitles the Board of Directors to decide on the repurchase also in deviation from the proportional holdings of the shareholders (directed repurchase). The authorization, which has not yet been used, is valid until the conclusion of the next Annual General Meeting, but no later than 30 June 2023.

The Annual General Meeting did not authorize the Board of Directors to decide on the issuance of shares or on the issuance of stock options and other special rights entitling to shares. The authorization of 4,166,667 shares granted to the Board of Directors by the Annual General Meeting on 22 April 2021, was fully used by 28 February 2023.

Risks and uncertainties

The company's prospectus, published on 4 June 2021 in connection with the IPO, provides a comprehensive overview of the risks and uncertainties associated with the company's operations.

In the company's view, the risks related to the Solwers companies' operating environment presented in the prospectus have changed due to the increasingly tense geopolitical situation, which increases uncertainty in the market and may influence investment activity in the Company's main markets.

Public and private sector investment volume affects employment and profitability in the entire design and engineering sector, including Solwers.

The general economic situation, including rising inflation and interest rates, may also affect Solwers' business in the short term if projects are postponed, suspended or delayed due to cyclical fluctuations. The materialization of the forementioned risks may have an adverse effect on Solwers' business, financial position, business performance and outlook.

The availability and retention of highly competent professionals is an uncertainty factor related to personnel.

Events after the financial year

Solwers signed on 21 February 2023 an agreement to acquire the entire capital stock in Transport Consultancy Group Nordic AB which is specialized in technical consultancy in rail industry. The same day it was communicated that Solwers will organize a directed share issue to the sellers, 81.505 shares, which are expected to be registered during March 2023.

The Board's proposal for the distribution of profit

At the end of the financial year 2022, Solwers Plc's distributable funds amounted to EUR 38,045,715.09, of which the loss for the financial year was EUR -416,329.75.

The Board of Directors proposes to the Annual General Meeting that the loss for the financial year be transferred to retained earnings and that a dividend of EUR 0.073 per share, corresponding to EUR 723,799.89 in total, be paid from retained earnings.

Financial reporting

The financial statements and the report by the Board of Directors will be published on 24 March 2023. The Annual General Meeting is planned to be held on 21 April 2023.

The company will publish its half-year report for the period 1 January–30 June 2023 on 31 August 2023. The financial statements, the report by the Board of Directors and the half-year report will be published as a company release and on the company's website at <https://solwers.com/for-investors/reports-and-presentations/>

Webcast

The company will hold a briefing in English for investors, media and analysts on 28 February 2023 at 12:00 noon EEST. The webcast will be available at <https://solwers.videosync.fi/2022-results>. A recording of the webcast and the presentation materials will be subsequently available at <https://solwers.com/for-investors/reports-and-presentations/>

Espoo, 28 February 2023

Solwers Plc

Board of Directors

For further information, please contact:

Solwers Plc, Taina Erkkilä, Group Head of Communications, tel. +358 400 153 099

Certified Adviser: UB Securities Oy, Ville Väisänen, CEO, tel. +358 405 886 769

Solwers in brief

Solwers started operations in 2017, and today it is a fast-growing group of companies with 24 subsidiaries operating under their own names and almost 600 experts offering various design services for more sustainable living environments. The group companies offer architectural design, technical consulting, electrical, automation and transmission engineering, project management,

environmental monitoring and circular economy, financial management services, digital and logistics solutions in Finland and Sweden.

Distribution:

Nasdaq Helsinki

Key media

www.solwers.com

Accounting principles

The financial statements release is unaudited and the figures presented herein have been prepared in accordance with the International Financial Reporting Standards (IFRS) and according to the same accounting policies as the 2021 financial statements published by the company, which are available on the company's investor pages at <https://www.solwers.com/for-investors/reports-and-presentations/>.

The figures presented in the financial statements release have been rounded up or down. The sum of individual figures may differ from the sum shown due to rounding up or down.

The company presents commonly used alternative performance measures to describe the financial performance of its businesses and improve comparability between reporting periods. Alternative performance measures provide significant additional information to the company's management, investors and other parties.

The alternative performance measures used by the company and their calculation principles are presented below under *Calculation formulas for key figures*.

Comparability of financial figures

As acquisitions are a key part of Solwers' business strategy, it is important to take the effect of acquisitions into account in measuring the company's revenue, growth and profit performance. In any given year, acquisitions may account for a significant share of the year-on-year changes in the company's size, result and profitability.

As the companies acquired during the financial year are consolidated from the date of their acquisition, the consolidated income statement does not include the income statement items of the companies acquired during the financial year for the period preceding their acquisition and, therefore, does not provide an accurate picture of the size of the financial entity constituted by the company at the end of the reporting period.

Consolidated comprehensive income statement, IFRS (unaudited)

SOLWERS CONSOLIDATED				
EUR thousand	2022	2021	H2/2022	H2/2021
REVENUE	62 796	44 662	30 234	22 700
Other operating income	230	423	155	264
Materials and services	-8 342	-6 302	-1 883	-3 657
Employee benefit expenses	-38 762	-27 138	-20 876	-13 385
Amortization, depreciation and impairment	-3 065	-2 124	-1 628	-1 129
Other operating expenses	-7 766	-6 150	-3 720	-3 440
OPERATING PROFIT	5 091	3 371	2 283	1 353
Financial income and expenses	-495	-987 *)	-293	12 *)
PROFIT BEFORE TAX	4 597	2 384	1 990	1 365
Income tax	-1 022	-490 *)	-335	-522 *)
PROFIT FOR THE PERIOD	3 574	1 894 *)	1 656	844 *)
Profit for the period attributable to				
Parent company shareholders	3 396	1 660	1 578	721
Non-controlling interest	178	235	78	123
Earnings per share (EUR)				
Earnings per share, non-diluted	0,38	0,23 *)	0,18	0,09 *)
Earnings per share, diluted	0,38	0,23 *)	0,18	0,09 *)
Average number of shares during the period¹⁾				
Non-diluted	8 843 228	7 239 224	8 913 345	8 470 191
Diluted	8 843 228	7 239 224	8 913 345	8 470 191
Other comprehensive income				
Prior year adjustments				
Items recognized in retained earnings	0	0	177	0
Deferred taxes	0	0	0	0
Items related to net investments in foreign subsidiaries				
FX rate differences	-1 553	-279 *)	-707	-250 *)
Deferred taxes	288	56 *)	140	51 *)
Items that may later be recognized through profit or loss				
Translation differences	0	80	7	-20
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	2 309	1 752	1 273	624
Total comprehensive income for the period attributable to				
Parent company shareholders	2 131	1 516	1 195	502
Non-controlling interest	178	235	78	122

*) Comparison period has been restated for treatment of foreign exchange differences from net investments in foreign subsidiaries.

Consolidated balance sheet, IFRS (unaudited)

SOLWERS CONSOLIDATED				
EUR thousand	31.12.2022	31.12.2021	30.6.2022	30.6.2021
ASSETS				
NON-CURRENT ASSETS				
Intangible assets	39.122	34.421	36.507	22.164
Tangible assets	5.651	5.850	5.872	2.704
Investments	1.888	1.898	1.908	1.574
Receivables	1.451	1.410	1.396	1.509
NON-CURRENT ASSETS, TOTAL	48.112	43.580	45.682	27.950
CURRENT ASSETS				
Inventories	168	163	164	150
Receivables	14.586	13.637	16.220	10.661
Investments	334	332	331	304
Cash and cash equivalents	18.482	12.642	12.553	17.130
CURRENT ASSETS, TOTAL	33.570	26.774	29.268	28.246
ASSETS, TOTAL	81.682	70.354	74.949	56.196
EQUITY AND LIABILITIES				
EQUITY				
Subscribed capital	1.000	1.000	1.000	1.000
Share issue	0	1.453	0	0
Share premium account	20	20	20	20
Other reserves	35.903	29.676	31.509	27.638
Retained earnings	-2.816	-2.326	-2.041	-1.165
Profit for the financial year	3.396	1.437	1.818	916
EQUITY, TOTAL	37.504	31.259	32.306	28.409
NON-CONTROLLING INTEREST	654	649	589	475
LIABILITIES				
Non-current liabilities	28.004	20.309	25.142	13.992
Current liabilities	15.521	18.136	16.912	13.320
LIABILITIES, TOTAL	43.524	38.445	42.054	27.312
EQUITY AND LIABILITIES, TOTAL	81.682	70.354	74.949	56.196

Consolidated cash flow statement, IFRS (unaudited)

SOLWERS CONSOLIDATED				
EUR thousand	31.12.2022	31.12.2021	30.6.2022	30.6.2021
ASSETS				
NON-CURRENT ASSETS				
Intangible assets	39.122	34.421	36.507	22.164
Tangible assets	5.651	5.850	5.872	2.704
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Receivables	1.451	1.410	1.396	1.509
NON-CURRENT ASSETS, TOTAL	48.112	43.580	45.682	27.950
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SOLWERS CONSOLIDATED				
EUR thousand	2022	2021	H2/2022	H2/2021
Cash flow from operating activities				
Profit for the period	3.574	1.672	1.655	644
Adjustments				
Amortization, depreciation and impairment	3.065	2.124	1.628	1.129
Financial net	495	1.266	293	238
Income tax	1.022	597	334	634
Gain on sold intangible and tangible assets	-40	-274	-24	-264
Losses on sold and scrapping of intangible and tangible assets	146	234	130	230
Cash flow before change of working capital	8.262	5.618	4.016	2.611
Change of working capital				
Change of inventories	-5	98	-4	-13
Change of current non-interest bearing receivables	524	1.470	1.852	1.721
Change of current investments	-2	-20	-3	-30
Change of current non-interest bearing payables	-1.473	-224	-1.528	-671
Change of working capital, total	-956	1.324	317	1.007
Financial net and income tax paid				
Interest paid on loans and other interest bearing debts	-345	-949	-194	-139
Interest paid on leasing debts	-117	-106	-57	-48
Interest received	22	4	13	-5
Other financial items paid and received (net)	460	-20	582	151
Income tax paid	-1.522	-1.187	-719	-649
Net cash flow from operating activities	5.805	4.685	3.958	2.927
Cash flow from investment activities				
Investment in intangible non-current assets	-631	-552	-432	-99
Investment in tangible non-current assets	-581	-259	-564	-259
Investment in non-current receivables (net)	-31	-307	-37	-301
Proceeds from sale of non-current assets	40	612	24	478
Business combinations	-1.817	-10.004	0	-9.850
Acquisition of non-controlling interest	0	-913	0	0
Net cash flow from investment activities	-3.019	-11.424	-1.009	-10.032
Cash flow from financing activities				
Cash received from IPO	0	8.951	0	0
IPO costs paid	0	-864	0	-125
Cash received from other share issues	4.488	3.601	4.488	0
Costs paid for other share issues	-235	-187	-235	-45
Loans raised from financial institutions	5.036	15.038	0	5.031
Net change of other interest bearing debts	456	-51	658	-36
Repayment of loans from financial institutions	-1.515	-7.999	-566	-218
Repayment of leasing debts	-2.530	-1.902	-1.364	-930
Repayment of non-interest bearing debts	-2.117	-1.309	0	-86
Dividends paid	-529	-1.998	0	-976
Net cash flow from financing activities	3.054	13.280	2.981	2.616
Change of cash and cash equivalents	5.840	6.541	5.930	-4.488
Cash and cash equivalents, opening balance	12.642	6.101	12.552	17.130
Cash and cash equivalents, closing balance	18.482	12.642	18.482	12.642

Consolidated statement of changes in equity, IFRS (unaudited)

SOLWERS CONSOLIDATED										
FINANCIAL YEAR 2022										
EUR thousand										
TOTAL EQUITY										
EQUITY ATTRIBUTABLE TO PARENT COMPANY SHAREHOLDERS										
	Subscribed Capital	Share Issue	Share Premium Account	Other Restricted Reserves	Invested Non-restricted Equity Reserve	Translation Differences	Retained Earnings	TOTAL	Non-Controlling Interest	TOTAL EQUITY
Opening Balance	1.000	1.453	20	8	29.667	98	-987	31.260	650	31.909
Comprehensive income										
Profit for the period	-	-	-	-	-	-	3.396	3.396	178	3.574
Other comprehensive income										
FX differences from net investments in foreign subsidiaries	-	-	-	-	-	-	-1.553	-1.553	-	-1.553
Deferred taxes	-	-	-	-	-	-	288	288	-	288
Total comprehensive income, net of tax	0	0	0	0	0	0	2.131	2.131	178	2.309
Transactions with equity holders										
Business combinations	-	-1.453	-	-	1.834	-	-	381	-	381
Share issue 16.12.2022	-	-	-	-	4.488	-	-	4.488	-	4.488
Share issue expenses	-	-	-	-	-	-	-244	-244	-	-244
Dividend distribution	-	-	-	-	-	-	-350	-350	-131	-481
Transactions with equity holders, total	0	-1.453	0	0	6.322	0	-594	4.275	-131	4.144
Other changes										
Transfer to development fund	-	-	-	112	-	-	-112	0	-	0
Change of translation difference	-	-	-	-	-	-60	-	-60	-	-60
Other changes	-	-	-	-	-	-	-102	-102	-43	-145
Other changes, total	0	0	0	112	0	-60	-214	-162	-43	-205
Closing Balance	1.000	0	20	120	35.989	38	336	37.504	654	38.158

SOLWERS CONSOLIDATED										
FINANCIAL YEAR 2021										
EUR thousand										
TOTAL EQUITY										
EQUITY ATTRIBUTABLE TO PARENT COMPANY SHAREHOLDERS										
	Share Capital	Share Issue	Share Premium Account	Other Restricted Reserves	Invested Non-restricted Equity Reserve	Transl. Diff's	Retained Earnings	TOTAL	Non-Controlling Interest	TOTAL EQUITY
Opening Balance 1.1.	1 000	3 332	20	22	2 818	19	3 239	10 450	2 292	12 742
Comprehensive income										
Profit for the period	-	-	-	-	-	-	1 660	1 660	235	1 894
Other comprehensive income										
FX differences from net investments in foreign subsidiaries	-	-	-	-	-	-	-279	-279	-	-279
Deferred taxes	-	-	-	-	-	-	56	56	-	56
Translation differences	-	-	-	-	-	79	-	79	1	80
Total comprehensive income, net of tax	0	0	0	0	0	79	1 437	1 516	235	1 752
Transactions with equity holders										
Business combinations	-	1 453	-	-	1 800	-	-	3 253	-	3 253
Acquisition of non-controlling interest 4.3.2021	-	-	-	-	1 766	-	-2 617	-851	-318	-1 169
Acquisition of non-controlling interest 4.5.2021	-	-	-	-	1 427	-	-1 391	35	-982	-947
Increase of non-controlling interest	-	-	-	-	-	-	-26	-26	26	0
Decrease of non-controlling interest	-	-	-	-	-	-	3	3	-3	0
Restatement of previous year	-	-	-	-	-	-	-45	-45	117	73
Share issue 21.12.2020-10.1.2021	-	-3 332	-	-	3 824	-	-	492	-	492
Discount (10%) to personnel; share issue 21.12.2020-10.1.2021	-	-	-	-	-36	-	-	-36	-	-36
Directed share issue to key personnel 4.5.2021	-	-	-	-	990	-	-	990	-	990
Directed share issue to anchor investors 10.5.2021	-	-	-	-	3 000	-	-	3 000	-	3 000
Directed share issue to capital loan creditors 10.5.2021	-	-	-	-	5 126	-	-	5 126	-	5 126
Initial Public Offering 7-14.6.2021	-	-	-	-	9 000	-	-	9 000	-	9 000
Discount (10%) to key personnel; Initial Public Offering 7-14.6.2021	-	-	-	-	-49	-	-	-49	-	-49
Share issue costs	-	-	-	-	-	-	-1 051	-1 051	-	-1 051
Dividend distribution	-	-	-	-	-	-	-535	-535	-718	-1 254
Transactions with equity holders, total	0	-1 879	0	0	26 849	0	-5 663	19 307	-1 878	17 429
Other changes										
Other changes, total	0	0	0	-14	0	0	0	-14	0	-14
Closing Balance 31.12.	1 000	1 453	20	9	29 667	98	-987	31 260	649	31 909

SOLWERS CONSOLIDATED										
H2/2022										
EUR thousand										
TOTAL EQUITY										
EQUITY ATTRIBUTABLE TO PARENT COMPANY SHAREHOLDERS										
	Subscribed Capital	Share Issue	Share Premium Account	Other Restricted Reserves	Invested Non-restricted Equity Reserve	Translation Differences	Retained Earnings	TOTAL	Non-Controlling Interest	TOTAL EQUITY
Opening Balance	1.000	0	20	8	31.501	92	-316	32.305	590	32.895
Comprehensive income										
Profit for the period	-	-	-	-	-	-	1.578	1.578	78	1.656
Other comprehensive income										
Prior year adjustment	-	-	-	-	-	-	177	177	-	177
FX differences from net investments in foreign subsidiaries	-	-	-	-	-	-	-707	-707	-	-707
Deferred taxes	-	-	-	-	-	-	140	140	-	140
Translation differences	-	-	-	-	-	7	-	7	-	7
Total comprehensive income, net of tax	0	0	0	0	0	7	1.187	1.194	78	1.272
Transactions with equity holders										
Share issue 16.12.2022	-	-	-	-	4.488	-	-	4.488	-	4.488
Share issue expenses	-	-	-	-	-	-	-244	-244	-	-244
Dividend distribution	-	-	-	-	-	-	0	0	-81	-82
Prior year adjustment	-	-	0	0	0	-	-78	-78	110	32
Transactions with equity holders, total	0	0	0	0	4.488	0	-322	4.166	29	4.195
Other changes										
Transfer to development fund	-	-	-	112	-	-	-112	0	-	0
Change of translation difference	-	-	-	-	-	-60	-	-60	-	-60
Other changes	-	-	-	-	-	-	-102	-102	-43	-145
Other changes, total	0	0	0	112	0	-60	-214	-162	-43	-205
Closing Balance	1.000	0	20	120	35.989	38	336	37.504	654	38.158

SOLWERS CONSOLIDATED										
H2/2021										
EUR thousand										
TOTAL EQUITY										
EQUITY ATTRIBUTABLE TO PARENT COMPANY SHAREHOLDERS										
	Share Capital	Share Issue	Share Premium Account	Other Restricted Reserves	Invested Non-restricted Equity Reserve	Transl. Diff's	Retained Earnings	TOTAL	Non-Controlling Interest	TOTAL EQUITY
Opening Balance 1.7.	1 000	0	20	22	28 667	-1	-1 300	28 409	475	28 884
Comprehensive income										
Profit for the period	-	-	-	-	-	-	721	721	123	844
Other comprehensive income										
Translation differences	-	-	-	-	-	99	51	99	1	100
Total comprehensive income, net of tax	0	0	0	0	0	99	521	621	124	744
Transactions with equity holders										
Business combinations	-	1 453	-	-	1 000	-	-	2 453	-	2 453
Decrease of non-controlling interest	-	-	-	-	-	-	3	3	-3	0
Restatement of previous year	-	-	-	-	-	-	-211	-211	284	73
Dividend distribution	-	-	-	-	-	-	-	-	-231	-231
Transactions with equity holders, total	0	1 453	0	0	1 000	0	-209	2 244	51	2 295
Other changes										
Other changes, total	0	0	0	-14	0	0	0	-14	0	-14
Closing Balance 31.12.	1 000	1 453	20	9	29 667	98	-987	31 260	649	31 909

Calculation formulas for key figures

Revenue per person Growth	Revenue/average total number of employees Revenue growth for the most recently concluded reporting period compared to revenue for the corresponding period in the previous year
Invoicing rate	Sum of the Solwers companies' sales margins / (company1 sales margin/company1 invoicing rate) + (company2 sales margin/company2 invoicing rate) + ... + (company sales margin/company invoicing rate) where n = the number of Solwers companies for which the invoicing rate is an applicable performance indicator
EBITDA	EBITDA = EBIT + depreciation, amortization and impairment of tangible and intangible assets
EBITDA %	EBITDA % = (EBIT + depreciation, amortization and impairment of tangible and intangible assets) / revenue x 100
EBITA	EBIT excluding depreciation, amortization and impairment of intangible assets and leased premises = EBIT + amortization of intangible assets and leased premises + impairment
EBITA %	EBIT % = (Operating profit + amortization of intangible assets and leased premises depreciation of intangible assets + impairment) / revenue x 100
EBIT	Operating profit
EBIT %	EBIT / revenue x 100
Net profit	Profit/loss for the financial period
Net profit %	(Profit/loss for the financial period) / revenue x 100
EPS	Earnings per share = Share of the net profit for the period attributable to the owners of the parent company / average number of outstanding shares during the period
Adjusted equity	Equity + non-controlling interest + capital loans

Net debt	Interest-bearing liabilities + lease liabilities + other liabilities comparable to interest-bearing liabilities - cash and cash equivalents
Equity ratio	(Equity + non-controlling interest) / balance sheet total
Adjusted equity ratio	(Equity + non-controlling interest + capital loans) / balance sheet total