



**heliospectra**



**Heliospectra AB (publ)**

**2023**

**INTERIM REPORT JAN-MAR**



## CEO COMMENT

Dear Heliospectra AB (publ) Shareholder,

The first quarter of 2023 has been a busy one for Heliospectra. While our sales and marketing team is rolling out our new wireless solution offer to the market, our development team continues to improve on our SMART solutions and design new customer-oriented solutions to strengthen our product offering towards the commercial greenhouse market.

In February 2023, we started the year by announcing our new MITRA Flex, the market's first available wirelessly controlled flexible far-red fixture. The new light fixture offers customers three spectra in one - PAR, PAR + Far-Red, and Far-Red only - making it perfect for customizable and application-based growing strategies, including end-of-day and end-of-production light treatments with far-red. Studies have proven the far-red wavelength beneficial for a wide variety of crops, especially within the cut flower and potted flower segments, where far-red has been proven to speed up production by up to 12 days for lilies, saving time and resources for growers.

This year the sales team has been on the road, meeting with customers and promoting our new wireless solution and MITRA platform, as well as expanding our partner network in Europe and Canada. During the first quarter of 2023, we exhibited at four trade shows in Europe - SIVAL in France, Fruit Logistica in Germany, Handelsdagarna in Denmark, and HortiContact in the Netherlands – providing us the opportunity to meet with potential customers and gain vital feedback on our solutions. In June, we will exhibit at Greentech in Amsterdam, the world's leading Horticulture trade show, where we will showcase our MITRA platform with a focus on the dynamic far-red functionality, the dimming and grouping functionality, with the user-friendly click and drop option in our helioCORE software, as well as launch our new wireless PAR sensor integration and a new high-wattage HPS replacement fixture.

With our focus shifted towards the greenhouse market, we continue to put our customers at the center of everything we do and improve our product offerings to solve the problems of our growers and bring value. One of these projects is our new HPS replacement fixture, a 1000-watt

LED top light fixture designed as a one-on-one replacement to traditional HPS lights, with a wider beam angle, a high light output, and highly improved efficacy, for an easy transition into LED. The new HPS replacement fixture as the latest add-on to our portfolio we now have a solution, suitable for light-hungry crops such as tomatoes and cucumbers. Allowing us to expand our targeted segment focus to include vegetables, opening for new possibilities.

We finished 2022 with a relatively strong order intake, resulting in net sales of 7,033 TSEK in Q1, a 21 percent increase compared to last year. In February, the first lights were shipped to ENKO in the USA. ENKO is an AgTech company that combines DNA-encoded libraries, AI, and machine learning to provide growers with new tools to grow successfully and sustainably while protecting crops from pests and diseases. Our smart wireless solutions of Heliospectra, like dynamic dimming, grouping, and our unique energy-saving DLI controller, will help ENKO to achieve their goals. As we work on percentage of completion method, 28% of the total order value of 8,2 MSEK is reported in the Q1 turnover. Other turnover is mainly related to the AgTech market with our ELIXIA and DYNA fixtures.

The cost-saving program and re-organization carried out in 2022 continue to provide results for the company's overall cost structure, resulting in reduced operational costs of 20 percent in Q1 2023 compared to the same period last year.

In Q1 2022, a one-time profit of 1,1 million SEK was reported related to a settlement with a customer. Compensated for this incidental effect, Q1 2023 operating profit improved by 2,4 million SEK (27%) compared to the same period last year.

Our supply chain team works hard to reduce our production costs to improve margins and ensure our solutions are competitive. By negotiating directly with our A-brand



component suppliers, we have managed to lower our COGS and guarantee our customers a reliable, high-quality product.

Looking to the rest of the year, in Europe, growers' decision to invest often depends on different rebate programs. As these programs wrap up in April and May, many growers await their final decision until the rebates are secured. We, therefore, expect a substantial order intake in Q2. These orders will have to be shipped and invoiced in Q3, or early Q4, when our customers will start using their artificial lighting systems.

To secure our long-term liquidity, the board of directors in Heliospectra decided to carry out a rights issue in March, partially guaranteed by the company's four largest shareholders - Weland Stål AB, Weland Värdepapper AB, Corespring New Technology AB, and Agartha AB, corresponding to a total of SEK 20.1 million, or 76.8 percent. In the end, approximately 82.37 percent of the rights issue were subscribed. Through the rights issue, the company received issue proceeds of about SEK 21.5 million before costs. In these times of change, we are grateful for our main shareholders' strong faith in our vision and their continued support.

The net proceeds from the rights issue will go towards launching the company's new smart lighting system and brand on the European market, expanding the company's sales and application team in Western Europe, and completing strategic innovation projects such as the HPS replacement and the new fully controllable ELIXIA platform. On a strategic level, the board is working hard to bring experience and network to the company. Therefore, three new board members will be introduced on May 3rd at the Annual General Meeting - Peter Klapwijk, Robert Ekström, and Ofelia Madsen. All three accomplished executives within the horticulture industry or other tech-driven markets. I look forward to working with them and utilizing their extensive knowledge to benefit Heliospectra.

This year is Heliospectra's time to enter the European and Canadian markets in full and make a mark. With our extensive competitive portfolio of high efficacy lights in combination with the energy savings we bring to our customers' thanks to our wireless data-driven solutions, and the support provided by our helioCARE team, I believe we are the best alternative for every LED light project in a greenhouse. As a new shareholder of the company I am excited to see how far we can come in 2023 and beyond.

**Bonny Heeren,  
CEO Heliospectra AB**

## SIGNIFICANT EVENTS DURING THE PERIOD

- The board of directors in Heliospectra AB announced to carry out a partially secured rights issue of shares of approximately SEK 26.2 million on March 13, 2023. The subscription price was set to SEK 1.39 per share. The company received subscription commitments from the four largest shareholders in the company, Weland Stål AB, Weland Värdepapper AB, Corespring New Technology AB, and Agartha AB, corresponding to their pro rata stakes in the rights issue, corresponding to a total of approximately SEK 20.1 million, equalling approximately 76.8 percent of the rights issue.

## OTHER EVENTS DURING THE PERIOD

- Heliospectra's board appoints Bonny Heeren as permanent CEO and interim CFO. Bonny was appointed interim CEO on January 1st, 2022. Following a transitional year for Heliospectra, he has now been appointed permanent CEO and assumed his new role as on March 1st, 2023. At the same time, Bonny also took over as interim CFO from Annika Westlund, who has stepped down as CFO.
- Heliospectra launched MITRA Flex, a new flexible far-red light for application based growing. The new solutions offer customers three spectra in one without losing power, making it perfect for customizable and application-based growing, such as end-of-day or end-of-production light treatments with far-red, or to ensure a healthy crop year-round also in low light seasons.

## EVENTS AFTER THE END OF THE PERIOD

- Heliospectra published the outcome of the company's rights issue. A total of 15,479,851 shares, corresponding to approximately 82.33 percent of the rights issue, were subscribed with the support of subscription rights. In addition, subscription notifications for 8,260 shares, corresponding to 0.04 percent of the Rights Issue, have been received for subscription without the support of subscription rights. Through the rights issue, the company will receive issue proceeds of approximately SEK 21.5 million

## FINANCIAL REPORT

	JAN - MAR	
TSEK	2023	2022
ORDER INTAKE	1,649	2,041
NET SALES	7,033	5,562
OPERATING RESULTS	-6,474	-7,797
RESULT BEFORE TAX	-6,474	-7,797

### SALES AND FINANCIAL PERFORMANCE

Order intake during the period January to March amounted to SEK 1,649 (2,041) thousand.

Net sales during the period January to March amounted to SEK 7,033 (5,562) thousand and operating profit amounted to SEK -6,474 (-7,797) thousand, implying a negative operating margin (negative). Profit after tax was SEK -6,474 (-7,797) thousand. 28%, or 2.3 MSEK of the total order value of ENKO, 8.2 MSEK is reported in the Q1 net sales. Other turnover is mainly related to the AgTech market with our ELIXIA and DYNA fixtures.

### CASH FLOW, JANUARY – MARCH

Operating cash flow was SEK -6,608 (3,131) thousand. Total cash flow was SEK -7,884 (-66) thousand. Cash equivalents at the end of the period were SEK 5,584 (10,657) thousand.

To strengthen the company's liquidity, the board of directors in Heliospectra announced to carry out a partially secu-



red rights issue of shares of approximately SEK 26.2 million on March 13, 2023. Approximately 82.37 percent of the rights issue were subscribed, resulting the company receiving issue proceeds of SEK 21.5 million in April. This provides the company with stability in the coming months.

## SIGNIFICANT RISKS AND UNCERTANTIES

For a comprehensive – but not complete – summary of risks, we refer to Heliospectra’s 2020 Annual Report <https://www.heliospectra.com/investor-relations/reports-documents-archive>.

## FINANCIAL CALENDAR

ANNUAL GENERAL MEETING	5/3/2023
HALF YEAR REPORT JAN - JUN 2023	8/25/2023
INTERIM REPORT JAN - SEP 2023	10/27/2023
YEAR-END REPORT 2023	2/23/2024

All reports can be found on Heliospectra’s website (see link below) from the date stated above, <https://www.heliospectra.com/investor-relations/reports-documents-archive>.

Gothenburg April 28, 2023,  
/The Board

<b>CONSOLIDATED INCOME STATEMENT</b>	<b>JAN - MAR</b>	
	<b>2023</b>	<b>2022</b>
Amounts in SEK thousand (KSEK)		
Net Sales	7,033	5,562
Activated work for own account	1,290	3,197
Other operating income	-	2
	<b>8,323</b>	<b>8,761</b>
<b>Operating Expenses</b>		
Cost of goods sold	- 4,561	- 2,614
Other external expenses	- 7,219	- 8,863
Personnel expenses	- 2,127	- 4,230
Depreciations, amortizations and impairments	- 770	- 967
Other operating expenses	- 120	116
<b>Operating profit/loss</b>	<b>- 6,474</b>	<b>- 7,797</b>
Total financial items	-	-
<b>Profit/Loss before tax</b>	<b>- 6,474</b>	<b>- 7,797</b>
Taxes	-	-
<b>Profit/Loss after tax</b>	<b>- 6,474</b>	<b>- 7,797</b>

<b>CONSOLIDATED CASH FLOW STATEMENT</b>	<b>JAN - MAR</b>	
	<b>2023</b>	<b>2022</b>
Amounts in SEK thousand (KSEK)		
Profit/Loss after financial items	- 6,474	- 7,797
Adjustments for items not included in the cash flow	771	1,032
Share Issuance	-	16,915
Change in working capital	- 922	- 7,019
<b>Operating cash flow</b>	<b>- 6,608</b>	<b>3,131</b>
Cash flow from investing activities	- 1,276	- 3,197
Cash flow from financing activities	-	-
<b>Cash flow for the period</b>	<b>- 7,884</b>	<b>- 66</b>
<b>Cash and cash equivalent at beginning of period</b>	<b>13,485</b>	<b>10,723</b>
<b>Cash and cash equivalents at end of period</b>	<b>5,584</b>	<b>10,657</b>

<b>KEY RATIOS</b>	<b>JAN - MAR</b>	
	<b>2023</b>	<b>2022</b>
Weighted average number of shares		
Before dilution	106,549,474	82,995,766
After dilution	106,549,474	83,925,766
Earnings per share basic	-0.06	-0.09
Earnings per share fully diluted	-0.06	-0.09
Revenue per share basic	0.07	0.07
Revenue per share diluted	0.07	0.07
Operating margin %	neg.	neg.
EBITDA, KSEK	- 5,704	- 6,830
EBITDA, margin, %	neg.	neg.

<b>CONSOLIDATED BALANCE SHEET</b>	<b>2023-03-31</b>	<b>2022-12-31</b>
Amounts in SEK thousand (KSEK)		
<b>Assets</b>		
Intangible assets	19,286	18,723
Tangible assets	354	412
<b>Total fixed assets</b>	<b>19,640</b>	<b>19,135</b>
Inventories	12,570	8,834
Current receivables	9,589	11,371
Cash and cash equivalents	5,584	13,485
<b>Total current assets</b>	<b>27,743</b>	<b>33,690</b>
<b>Total assets</b>	<b>47,383</b>	<b>52,825</b>
<b>EQUITY AND LIABILITIES</b>		
Equity	8,302	14,792
Non-current liabilities	9,000	9,000
Current liabilities	30,081	29,033
<b>Total equity and liabilities</b>	<b>47,383</b>	<b>52,825</b>

<b>CHANGE IN CONSOLIDATED EQUITY</b>	<b>JAN-MAR</b>	
Amounts in SEK thousand (KSEK)	<b>2023</b>	<b>2022</b>
Opening equity	14,792	8,033
Profit/Loss for the period after tax	- 6,474	- 7,797
Right Issue	-	16,915
Exchange rate differences	- 16	45
<b>Closing equity</b>	<b>8,302</b>	<b>17,197</b>

<b>KEY RATIOS</b>	<b>2023-03-31</b>	<b>2022-12-31</b>
Number of shares, thousands	106,549,474	106,549,474
Equity per share, SEK	0.08	0.14
Equity/assets ratio	18%	28%
Quick ratio	50%	86%

## ACCOUNTING POLICIES AND NOTES

This interim report has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Accounting Standards Board's general guidelines BFNAR 2012:1 Annual Accounts and Consolidated Accounts (K3). The accounting policies are unchanged from the 2022 annual report and remain as described in said report. All amounts are reported in SEK thousands unless otherwise indicated.

### DEFINITIONS

#### SALES PER SHARE

Net sales in relation to the number of shares

#### EARNINGS PER SHARE AFTER-TAX

Earnings after tax in relation to the number of shares

#### OPERATING MARGIN

Operating loss in relation to net sales

#### EBITDA

Operating profit/loss excl. depreciation and amortisation

#### EBITDA MARGIN

Equity in relation to number of shares

#### EQUITY/SHARE

EBITDA in relation to net sales

#### EQUITY/ASSETS RATIO

Equity in relation to total assets

#### QUICK RATIO

Current receivables plus cash and cash equivalents in relation to current liabilities





## THE SHARE

The shares are issued in accordance with Swedish law and are denominated in Swedish kronor. There is only one class of shares. Shares are made out to the holder and the share register is maintained digitally by Euroclear Sweden.

Heliospectra's share capital on the 31th of March 2023 totals SEK 10,654,947 split between 106,549,474 shares, each with a quota value of SEK 0.10. Average amount of shares before dilution amounted to 106,549,474 shares. Average amount of shares after dilution amounted to 106,549,474 shares.

Heliospectra's shares and warrants are traded on First North as of June 18, 2014.

The share's First North ticker symbol is **HELIO**

The share's ISIN code is **SE0005933082**

## LIST OF OWNERS

PER 2023-03-31

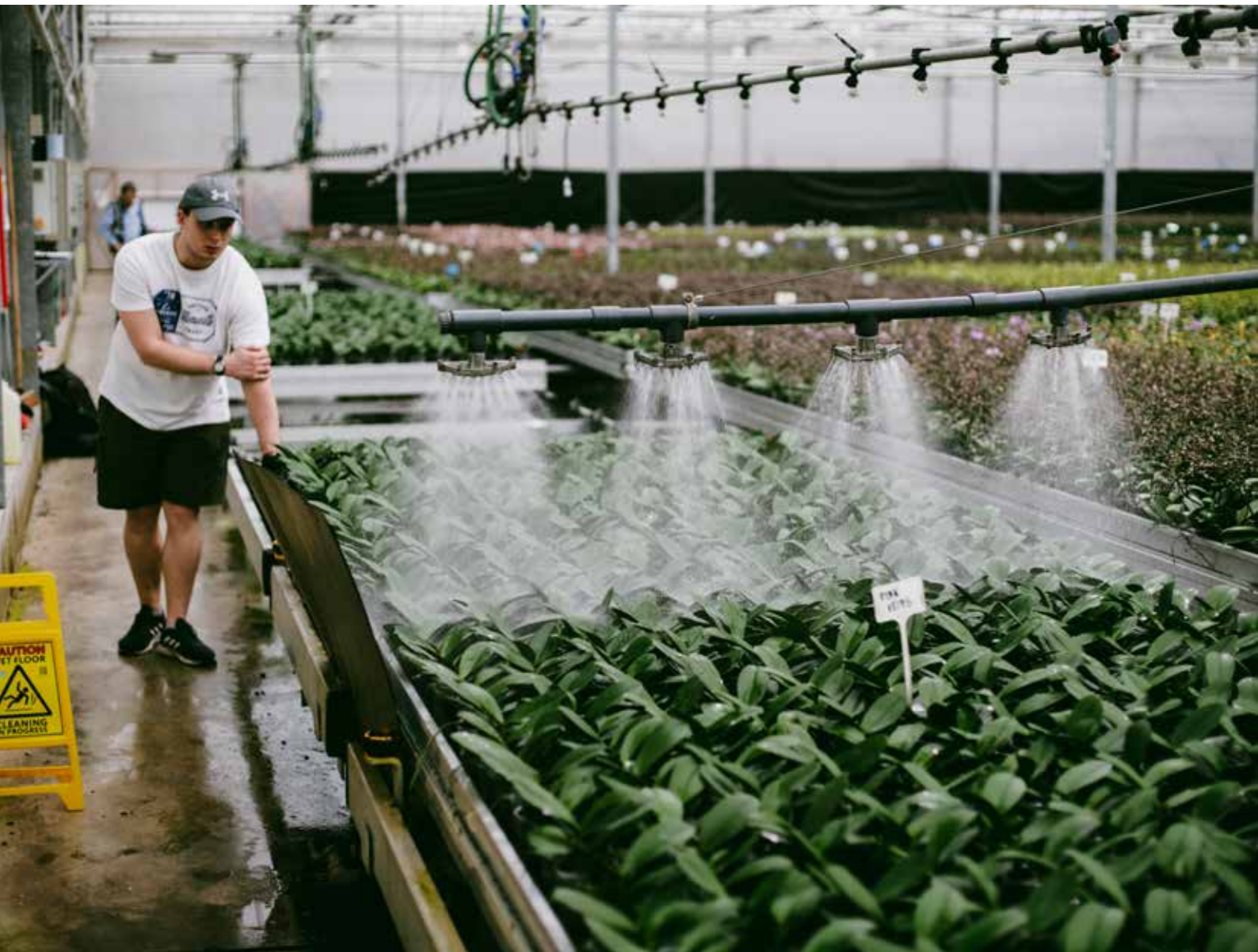
STOCK OWNER	NR OF STOCK	PERCENTAGE
WELAND STÅL AB	25 239 495	23.69%
WELAND VÄRDEPAPPER AB	24 168 541	22.68%
AGARTHA AB	18 672 254	17.52%
CORESRING NEW TECHNOLOGY AB	13 785 196	12.94%
FÖRSÄKRINGSAKTIEBOLAGET, AVANZA PENSION	2 300 534	2.16%
SWEDBANK FÖRSÄKRING AB	1 269 595	1.19%
FÖRSÄKRINGSAKTIEBOLAGET, SKANDIA	838 956	0.79%
NORDNET PENSIONS FÖRSÄKRING AB	756 026	0.71%
MAGOWNY INEST AB	545 102	0.51%
SPP SVERIGE PLUS	463 905	0.44%
OTHER OWNERS	18 519 385	17.37%
<b>TOTALT:</b>	<b>106 549 474</b>	<b>100.00%</b>

Total number of stock owners are approximately 4,920.

## STOCK WARRANTS FOR SENIOR EXECUTIVES AND KEY PERSONELL

The company has no outstanding warranty programs.

At the Annual General Meeting on May 3rd, 2023, a warrant program for senior executives and key personnel of series 2023/26:1 will be propositioned. This includes a maximum of 8,000,000 options. Each warrant entitles to a new subscription for one share in the company. New subscription of shares, with the support of the warrants of series 2023/26:1, must take place during the period from and including July 1, 2026 to and including October 31, 2026. The market value will be calculated by an actor independent of the company using the Black & Scholes valuation model.



## HELIOSPECTRA IN SHORT

Heliospectra AB (publ) (FIRST NORTH: HELIO) is the global leader in smart LED light technology, light control systems and related services for greenhouse and controlled plant growth environments. With the vision to make commercial crop production more connected and resource-efficient, Heliospectra integrates customized LED spectral strategies with real-time response and artificial intelligence to create predictable and reliable business forecasts and harvest results. Founded in 2006, Heliospectra is committed to helping growers and commercial producers across six continents consistently increase yields and produce crops with quality appearance, superior nutritional or medicinal value and longer shelf life, harvest after harvest.

Heliospectra is the recipient of multiple international awards and recognitions.

For more information, we refer to Heliospectra's 2022 Annual Report <https://www.heliospectra.com/investor-relations/reports-documents-archive>. and the heliospectra website [www.heliospectra.com](http://www.heliospectra.com).

### **For more information, please contact:**

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



**heliospectra**

[www.heliospectra.com](http://www.heliospectra.com)