



RAYTELLIGENCE

# Year-End Report 2021

Halmstad, Sweden 2022-02-25

## **October 1 – December 31, 2021**

- Net sales SEK 45,462
- Operation profit SEK -5,503,595
- Profit after financial items SEK -5,490,108
- Earnings per share SEK -0,21

## **January 1 – December 31, 2021**

- Net sales SEK 263,040
- Operation profit SEK -14,907,945
- Profit after financial items SEK -14,841,085
- Earnings per share SEK -0,58
- Cash and cash equivalents 2021-12-31 SEK 8,782,891

## **Number of shares**

Per 2021-12-31, 25 558 597 shares

### **Proposed dividend**

The Board proposes that no dividend be paid for the 2021 financial year.

### **Upcoming reports**

Interim report Q1 2022      2022-05-27

Interim report Q2 2022      2022-08-26

Interim report Q3 2022      2022-11-25

### **Annual general meeting**

The annual general meeting is scheduled for April 18, 2022 at the company's premises at Olofsdalsvägen 40 in Halmstad, Sweden.

The annual report is planned to be available on the Company's website on April 11, 2022.

### **Significant events during the report period (2021-01-01 – 2021-12-31)**

- Agreement with Careteq, Australia
- Million orders from Australia
- Gets MDR for Eazense of Läkemedelsverket, Sweden
- Granted patent for USA
- Signs agreement with ZleepZafe, GMBH receives orders of approximately SEK 4.4 million
- Order from Malmö municipality

### **Significant events after the end of reporting period**

- Appoints new CEO
- Restructuring of business

# Comments from CEO



## **New winds are blowing**

As we have previously communicated, the focus in 2021 was sales to municipalities largely with the help of sales consultants, and the outcome in the form of orders and revenues has not been what was expected.

We are therefore changing our sales strategy towards municipalities in Sweden to partners where we already have a number of agreements in place. This frees up resources for an increase in sales efforts to partners both nationally and internationally.

Our sensor EaZense is today certified for the EU and covers the most important areas for digital supervision: case and presence detection. Our partner in Australia, Careteq, has around a hundred sensors in operation. They are now in the starting blocks for a stronger investment together with Raytelligence also in the USA. In Europe, a number of agreements have been concluded and negotiations are underway with some major players, where we are now in the final stages.

The automation that is constantly ongoing in the manufacturing industry has the consequence that planned maintenance of the machinery is of utmost importance for profitability and delivery capacity. To be able to do this, sensor systems are required that can measure the condition of the machines. With our radar technology developed for the healthcare field, we can offer a set of unique sensors for non-contact measurement to the manufacturing industry. We already have a certified sensor for measurement in e.g. packaging industry, this sensor will now be launched.

The sales cycles in the health area are long, which has resulted in us also investing in industrial applications. The development work that has been carried out and led to the EaZense system can also be applied to industrial applications.

With this strategy together with the fact that we reduce sales costs, we achieve positive cash flow much faster.

A very exciting development is that we have a dialogue with a European company about acquiring the rights to hardware solutions that would place us in a completely new position in the market. The consequence of this would be new functionality, high gross margins and safer deliveries in a time of component shortages.

The goal of selling 10,000 sensors by 2022 remains, deliveries are currently uncertain due to prevailing component deficiency.

The agreement with ZleepZafe GMBH has been terminated due to the other party not fulfilling the conditions

The parallel listing in Stuttgart ends on March 8, the decision was made due to small trading in the share.

I look forward to an exciting 2022 with a focus on revenue.

*Pelle Viberg, CEO*

# Comments on the financial development

## January– December 2021

### **Sales and Results**

During the period January – December 2021 the company's net sales were SEK 263,000.

Activated work for own account were SEK 0.

Capitalized expenses for development work during the period were SEK 8,156,000.

Profit after financial items were SEK -14,841,000.

Personnel and other external costs were SEK -11,568,000.

Depreciation of tangible assets were SEK -70,000.

### **Financial position and cash flow**

Cash flow from operation activities during the period was negative and amounted to -11,281,000.

Cash flow from financing activities during the period were SEK 8,514,000

Cash flow from investing activities were SEK – 8,570,000.

The total cash flow during the period January-December were SEK 11,336,000.

The Company's equity as of December 31, 2021 were SEK 30,484,000.

### **Financing**

Cash and cash equivalents at the end of the period were SEK 8,783,000.

The Company has no interest-bearing liabilities.

## **The following sections only in Swedish**

### **Redovisningsprinciper**

Rapporten har upprättats i enlighet med årsredovisningslagen och Bokföringsnämndens allmänna råd BFNAR 2012:1 Årsredovisning och koncernredovisning, K3. Principerna är oförändrade jämfört med föregående år.

Rapporten har inte varit föremål för granskning av bolagets revisor.

# Finansiell information, resultaträkning

	2021-10-01 -2021-12-31	2020-10-01 -2020-12-31	2021-01-01 -2021-12-31	2020-01-01 -2020-12-31
<b>Rörelsens intäkter</b>				
Nettoomsättning	45 462	0	263 040	342 000
Övriga rörelseintäkter	0	0	117 810	12 653
<b>Summa intäkter</b>	<b>45 462</b>	<b>0</b>	<b>380 850</b>	<b>354 653</b>
<b>Rörelsens kostnader</b>				
Råvaror och förnödenheter	-465 428	-152 774	-947 965	-254 995
Övriga externa kostnader	-2 901 550	-1 805 372	-8 281 614	-6 287 888
Personalkostnader	-1 127 196	-19 759	-3 286 914	-197 383
Avskrivningar av materiella och immateriella anläggningstillgångar	-1 038 592	-9 253	-2 741 570	-22 810
Övriga rörelsekostnader	-16 291	-41 600	-30 732	-42 304
<b>Summa kostnader</b>	<b>-5 549 057</b>	<b>-2 028 758</b>	<b>-15 288 795</b>	<b>-6 805 380</b>
<b>Rörelseresultat</b>	<b>-5 503 595</b>	<b>-2 028 758</b>	<b>-14 907 945</b>	<b>-6 450 727</b>
Finansnetto	13 487	0	66 860	-2 923
<b>Resultat efter finansiella poster</b>	<b>-5 490 108</b>	<b>-2 028 758</b>	<b>-14 841 085</b>	<b>-6 453 650</b>
<b>Resultat före skatt</b>	<b>-5 490 108</b>	<b>-2 028 758</b>	<b>-14 841 085</b>	<b>-6 453 650</b>
Skatt på periodens resultat	0	0	0	0
<b>PERIODENS RESULTAT</b>	<b>-5 490 108</b>	<b>-2 028 758</b>	<b>-14 841 085</b>	<b>-6 453 650</b>
<b>Resultat per aktie (kr)</b>	<b>-0,21</b>	<b>-0,09</b>	<b>-0,58</b>	<b>-0,29</b>

# Finansiell information, balansräkning

	2021-12-31	2020-12-31
<b>TILLGÅNGAR</b>		
<b>Tecknat men ej inbetalt kapital</b>	<b>0</b>	<b>0</b>
<b>Anläggningstillgångar</b>		
Balanserade utgifter för utvecklingsarbeten	22 086 587	16 601 953
Materiella anläggningstillgångar	490 015	146 252
<b>Summa anläggningstillgångar</b>	<b>22 576 602</b>	<b>16 748 205</b>
<b>Omsättningstillgångar</b>		
Råvaror och förnödenheter	806 006	0
Förskott till leverantörer	375 000	0
Kundfordringar	1 023 344	0
Fordringar hos intresseföretag	0	109 700
Övriga kortfristiga fordringar	1 016 210	832 243
Förutbetalda kostnader och upplupna intäkter	434 190	48 948
Likvida medel	8 782 891	20 119 163
<b>Summa omsättningstillgångar</b>	<b>12 437 641</b>	<b>21 110 054</b>
<b>Summa tillgångar</b>	<b>35 014 243</b>	<b>37 858 259</b>



2021-12-31 2020-12-31

**EGET KAPITAL OCH SKULDER**

**Eget kapital**

Aktiekapital	1 789 102	1 533 516
Fond för utvecklingsutgifter	21 891 624	16 406 990
Överkursfond	60 372 891	52 114 128
Balanserad förlust	-38 728 425	-26 790 141
Periodens förlust	-14 841 085	-6 453 650
<b>Summa eget kapital</b>	<b>30 484 107</b>	<b>36 810 843</b>

**Långfristiga skulder**

**Kortfristiga skulder**

Leverantörsskulder	2 156 825	285 664
Skatteskulder	103 752	0
Övriga skulder	229 902	50 040
Upplupna kostnader och förutbetalda intäkter	2 039 657	711 712
<b>Summa kortfristiga skulder</b>	<b>4 530 136</b>	<b>1 047 416</b>

<b>Summa eget kapital och skulder</b>	<b>35 014 243</b>	<b>37 858 259</b>
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# Finansiell information, förändring av eget kapital

	Aktiekapital	Fond för utvecklings-utgifter	Överkursfond	Övrigt fritt eget kapital	Totalt
<b>Ingående balans 2020-01-01</b>	<b>883 144</b>	<b>10 522 870</b>	<b>26 315 189</b>	<b>-20 914 012</b>	<b>16 807 191</b>
Nyemission 2020	147 191		5 277 491		5 424 682
Emissionskostnader			-880 388		-880 388
Minskning aktiekapital	-7 991			7 991	-
Nyemission 2020	511 172		25 777 670		26 288 842
Emissionskostnader			-4 375 834		-4 375 834
Förändring bal. utvecklingsarbeten		5 884 119		-5 884 119	-
Årets resultat				-6 453 650	-6 453 650
<b>Eget kapital 2020-12-31</b>	<b>1 533 516</b>	<b>16 406 989</b>	<b>52 114 128</b>	<b>-33 243 790</b>	<b>36 810 843</b>

	Aktiekapital	Fond för utvecklings-utgifter	Överkursfond	Övrigt fritt eget kapital	Totalt
<b>Ingående balans 2021-01-01</b>	<b>1 533 516</b>	<b>16 406 989</b>	<b>52 114 128</b>	<b>-33 243 790</b>	<b>36 810 843</b>
Nyemission 2021	255 586		8 945 509		9 201 095
Emissionskostnader			-686 745		-686 745
Förändring bal. utvecklingsarbeten		8 156 421		-8 156 421	-
Avskrivning bal. utvecklingsarbeten		-2 671 787		2 671 787	-
Årets resultat				-14 841 085	-14 841 085
<b>Eget kapital 2021-12-31</b>	<b>1 789 102</b>	<b>21 891 623</b>	<b>60 372 892</b>	<b>-53 569 509</b>	<b>30 484 108</b>

# Finansiell information, kassaflödesanalys

	okt-dec 2021	okt-dec 2020	jan-dec 2021	jan-dec 2020
<b>Löpande verksamhet</b>				
Rörelseresultat efter avskrivningar	-5 503 595	-2 028 758	-14 907 945	-6 450 727
Återläggning avskrivningar	1 038 592	9 253	2 741 570	22 810
Andra påverkande poster t.ex. koncernbidrag	0	0	0	0
Finansiella inbetalningar	13 487	0	66 860	0
Finansiella Utbetalningar	0	0	0	-2 923
Skatt	0	0	0	0
<b>Förändring rörelsekapital</b>				
Förändring lager	-297 642	0	-806 006	0
Förändring kortfristiga fordringar	-1 293 718	-69 555	-1 857 853	-123 346
Förändring kortfristiga skulder	1 315 894	-371 762	3 482 720	-1 383 496
<b>Kassaflöde löpande verksamhet</b>	<b>-4 726 982</b>	<b>-2 460 822</b>	<b>-11 280 654</b>	<b>-7 937 682</b>
<b>Finansieringsverksamhet</b>				
Nyemission	0	21 913 008	8 514 349	26 457 302
Utdelningar	0	0	0	0
Långfristiga skulder	0	0	0	0
<b>Kassaflöde finansieringsverksamhet</b>	<b>0</b>	<b>21 913 008</b>	<b>8 514 349</b>	<b>26 457 302</b>
<b>Investeringsverksamhet</b>				
Immateriella och materiella anläggningstillgångar	-1 912 530	-1 883 401	-8 569 967	-6 026 119
Finansiella anläggningstillgångar	0	0	0	0
<b>Kassaflöde investeringsverksamhet</b>	<b>-1 912 530</b>	<b>-1 883 401</b>	<b>-8 569 967</b>	<b>-6 026 119</b>
<b>Kassaflöde</b>	<b>-6 639 512</b>	<b>17 568 785</b>	<b>-11 336 272</b>	<b>12 493 501</b>
Ingående kassa	15 422 403	2 550 378	20 119 163	7 625 662
Utgående kassa	8 782 891	20 119 163	8 782 891	20 119 163

# Styrelsens och verkställande direktörens försäkran

Styrelsen och verkställande direktören försäkrar att bokslutskommunikén ger en rättvisande bild av företaget Raytelligence AB's (publ) verksamhet, ställning och resultat per den 31 december 2021.

Raytelligence AB (publ) 559039-7088  
Halmstad 2022-02-25

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