

Planning for a connected world

Ranplan signs contract for

MSEK in Q1 2019

# Ranplan Wireless Year-end report 2018

1 JANUARY - 31 DECEMBER 2018

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## The period in summary

#### Fourth guarter 2018

- Revenues increased substantially and amounted to SEK 5.5 million<sup>1</sup> (3.9)<sup>2</sup>
- Gross Margin 98.0%<sup>1</sup>
- EBITDA amounted to SEK -9.9 million<sup>1</sup> (-5.1)
- Net Income for the period amounted to SEK -10.1 million<sup>1</sup> (-5.1)
- Earnings per share for the quarter was SEK -0.50<sup>1</sup>
- Cash at the end of period amounted to SEK 21.3 million<sup>3</sup>

#### Full year 2018

- Revenues increased substantially and amounted to SEK 22.2 million' (10.2) a growth of 118%
- Gross Margin 96.8%<sup>1</sup> (90.6%)
- EBITDA amounted to SEK -28.3 million<sup>1</sup> (-21.0)
- Net Income for the period amounted to SEK -28.7 million<sup>1</sup> (-21.1)
- Earnings per share for the full year was SEK -1.431
- Cash and Cash Receivables amounted to SEK 38.1 million<sup>3</sup>
- The Board of Directors recommend that no dividend be paid for the full year 2018.

#### Significant events during the fourth quarter 2018

- Ranplan was awarded a contract valued at SEK 3.7 million for research into "Powering Urban Smart mobility with data analytics"
- Ranplan signs a reseller agreement with Marubun, a Tokyo-based company, to sell Ranplan software solutions into the Japanese market.

#### Significant events after the fourth quarter 2018

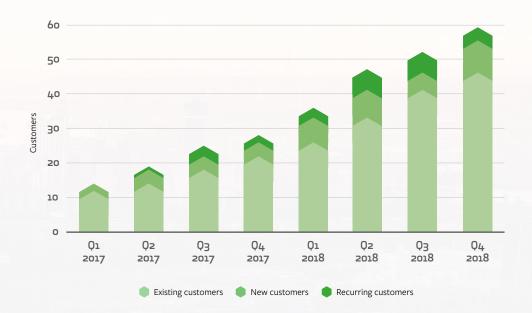
- Ranplan Wireless has secured a significant order with an initial value of USD 2.5 million (SEK 22.5 million) for its suite of network planning tools from Marubun Corporation, its reselling partner in Japan, for deployment by an ambitious mobile operator.
- From Combined Financial Statements
- Figures inside parentheses refer to the corresponding figures for the previous fiscal year throughout this Q4 report. From Consolidated Balance Sheet

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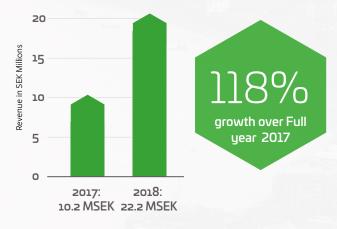
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Customer aquisition 2017-2018

#### Full year 2017 vs Full year 2018<sup>1</sup>



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1. From Combined Financial Statements

"We signed a contract for SEK 22.5 million during Q1 2019 building a solid platform for continued

growth"

Alastair Williamson, CEO Rai

## Words from the CEO

Ranplan received a Purchase Order in the beginning of Q1 for SEK 22.5 million from our partner Marubun in Japan creating a solid platform to continue to accelerate our revenue growth in 2019.

anplan revenues for the fourth quarter amounted to SEK 5.5 million, with a gross margin of 98 %. On a comparative year-on-year basis for the first 12 months of 2018 we have grown our revenues by 118 % over the same period in 2017, from SEK 10.2 million in 2017 to SEK 22.2 million in 2018, and improved the gross margin from 90.6 % to 96.8 %. Losses from operations increased from SEK 21.1 million in FY 2017 to SEK 28.6 million in FY 2018, reflecting the strategic investments the company has recently made and continues to make in strengthening its current product offering, broadening its portfolio for the future and above all expanding its global sales reach.

Cash and cash receivables amounted to SEK 38.1 million by end of December 2018.

We have increased our revenues by over 118% in 2018 compared with the previous year and we see solid opportunities for further expansion in 2019 and beyond as evidenced by our recently announced breakthrough in Japan.

**The Company maintains** robust Gross Margins at a level of 98% in Q4, reflecting the pure licensing nature of our business model. We are continuing to enlarge our global sales organisation to capture the demand for our solutions in the market in particular for 4G(LTE) and now 5G networks in the most challenging conditions within buildings and in dense outdoor urban environments. On a geographical analysis in Q4 we generated more than 90% of revenues from Japan, Europe, the USA and China.

**Ranplan secured 9** new customers in Q4 and also received repeat business from 3 existing customers, demonstrating their belief in and satisfaction with the productivity and quality of our planning and optimization solutions.

**Currently, the majority** of our revenues emanates from customers to perfect their



4G (LTE) networks; however, Ranplan has recently launched a 5G (NR) compliant planning and optimization tool which has prompted significant interest from our existing and also numerous potentially new customers globally.

**As of the** end of 2018, 192 operators in 81 countries are trialling or actually deploying 5G networks suggesting that a major new investment wave is well underway. The most robust 5G momentum is currently witnessed in the United States, China, Japan and South Korea, followed by Europe, all regions where Ranplan already has invested and will seek to continually invest to build a lasting presence. We believe that the 5G segment will provide further impetus to our revenue trajectory in 2019 and beyond.

**In summary, in** the past 12 months we have more than doubled our revenues putting us on track to meet our stated objective of sales at or in excess of US\$ 25 million by the end of 2022.

We are encouraged by the successful release of our new 5G compliant software tools in Q3 2018 and not least by the ground breaking deal we secured in the beginning of 2019. **Our recent advance** and our future success hinge critically on the people we employ. Against this backdrop I wish to conclude by thanking all our teams in all parts of the world for their contributions during a year when Ranplan made its debut as a listed company.

Alastair Williamson CEO Ranplan Group AB

## Market

80%

of mobile traffic is in buildings 2016<sup>1</sup>

## 60%

of users unsatisfied with indoor coverage 2018<sup>2</sup>

Only 2%

of commercial buildings have indoor wireless networks 2017<sup>3</sup>

### 600%

In-building Mobile Data Traffic growth by 2020<sup>1</sup>

### 4.6 Billion

4G (LTE) Subscribers by 2022<sup>4</sup>

### \$1.7 Billion

In-building public safety network spend in 2021<sup>5</sup>

### 3.5 Billion

Wireless IoT connected devices by 2023<sup>2</sup>

### 1 Billion 5G

Subscribers by 2023<sup>3</sup>

- https://www.voltimum.com.au/articles/building-mobile-data-traffic-grow
   https://telecom.economictimes.indiatimes.com/news/ericsson-doubles-its-2023-forecast-for-iot-connections/64556042
   Ericsson Mobility Report, 2017
- https://www.ericsson.com/en/mobility-report/future-of-mobile-subscriptions
   https://www.abiresearch.com/press/abi-research-forecasts-public-safety-das-spend-dou/



#### RANPLAN ADDRESSABLE MARKET IN 2023



#### THE SOLUTION

- Ranplan's suite of wireless network planning tools enable mobile operators and telecommunication equipment vendors to accurately and at a lower cost plan and design wireless networks both in-building and in outdoor urban environments
- Develop existing solutions to support 3G. 4G (LTE), 5G, Wi-Fi, NB-IoT, LoRa, Sigfox, P25, TETRA technologies, and any future technologies
- Secure additional government-backed research and development funding for commercialisation into related and complementary core solutions.



## Ranplan Group

Ranplan is a leading provider of wireless network planning tools for in-building networks.

R anplan is a software company that markets a suite of solutions that allow mobile operators and telecommunication equipment vendors to cost effectively and accurately plan, design and optimise 4G (LTE), 5G and Wi-Fi wireless networks in buildings and in outdoor urban environments.

The purpose of an in-building wireless network is to provide enhanced network coverage and/or capacity when the existing outdoor network is not able to adequately service the demand. Coverage may be poor due either to high penetration losses caused by the building structure or the latest materials used that are designed to improve thermal performance of the building. In dense urban environments, adjacent buildings may create an RF barrier that blocks coverage from nearby outdoor networks. Tall buildings typically have poor coverage on upper floors since outdoor antennas, many floors below, are specifically designed to suppress energy radiating above the horizon. Capacity may be an issue in venues such as stadiums and convention centres where many thousands of users may be trying to simultaneously access the network.

**Today, over 80 %** of mobile data traffic is generated in buildings with only

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approximately 2 % of commercial buildings having a dedicated in-building (cellular) wireless network. Research also shows that in-building wireless networks could increase the value of the property by 28 % on average. With the roll out of 4G (LTE) and 5G technologies, the need to build in-building wireless networks has increased and will continue to increase. In addition, the need for more accurate network planning to maintain customer satisfaction is expected to drive the growth in the wireless network planning tool market.

**Ranplan Group AB** has been listed on Nasdaq First North Stockholm since June 2018, trading with the ticker RPLAN, ISIN: SE0011178201.

**Ranplan's operational ambition** is to increase its position in the fast-emerging wireless market by providing quality software to enable mobile operators and telecommunications equipment vendors to plan wireless networks more accurately and cost effectively. Given the market climate is beneficial and that the company is delivering on its strategy, the company's aspiration is to increase sales to over USD 25 Million in 2022, with the aim of reaching an EBITDA margin of approximately 40 %.

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## Strong growing market

The deployment of 3G and in particular 4G (LTE) mobile networks has resulted in an explosion of mobile data consumption enabled through smartphones with access to internet.

**ith 5G technology** on the horizon even more data will be consumed by users. The mobile communication sector will continue to be the largest market for Ranplan. Mobile operators are striving to provide complete coverage and capacity within buildings, and the emerging need to densify mobile networks to cope with the increase in mobile data increases the demand for Ranplan solutions.

**The public safety** market is evolving as older wireless networks used by the emergency services such as the police, ambulance and fire services are being migrated over to 4G (LTE). The need for excellent in-building wireless coverage is critical for the emergency services, leading to significant requirement for our products for planning and designing the wireless networks. This is a market that

is set to grow significantly over the next few years.

In the smart city segment many cities are building wireless networks that enable connectivity to control a variety of applications such as traffic control, parking systems, smart lighting, as well as providing Wi-Fi access for citizens. Ranplan's solutions are well suited for making smart cities a reality.

**The industrial IoT** is also an addressable market as enterprises are increasing automation of production facilities using new IoT technologies to connect machine to machines. The demand to design and plan these wireless networks is a growth area for Ranplan.

Ranplan's solutions are well suited for planning a range of 5G environments

## **Financial disclosure**

In the following pages Ranplan will show the development of the consolidated Ranplan Group, the combined financials of the group and the parent company financials.

### Comments to the consolidated financial development

Ranplan Group AB, a Swedish company was legally set up in April 2018 and acquired the existing Ranplan operating companies as of that date.

The financial data shown below represents a full consolidation of the newly formed Ranplan Group.

The results of Q2 cover trading activity of the 2 months May and June 2018 and include exceptional activity relating to the public offering on 28 June 2018.

#### **Income Statement**

For Quarter 4 the cost structure represents a stable situation. The growth in Net Sales is covered in the comments to the Combined accounts which deals in equal time periods.

R&D costs in Q4 were above Q3 due to increased spending on people involved in R&D.

Administrative expenses were higher than Q3 mainly due to accruals made to cover the year end audit and preparation of the annual and quarterly reports.

Other Operating Income represents the subsidy paid by the UK government for Ranplan's R&D activity and has an annual value of approx. SEK 4.0 million. Other Expenses relate to withholding taxes on revenue.

#### **Balance Sheet**

The Consolidated Balance Sheet at the end of Q4 included no exceptional matters whereas the Balance Sheet at the end of Q2 included several significant matters related to the share issue which happened only 2 days before the end of the quarter.

Trade Receivables increased in Q4 due to low collections from customers. Subsequent to December 2018, collections in January 2019 were over SEK 2.5 million and the company has written commitments for substantial collections in February 2019. Management are confident that all Trade Receivables will be collected, the majority of which are expected in Q1 2019.

Other Receivables increased in Q4 due to UK Government R&D subsidy only being paid out once a year in arrears, around the end of Q2 of the following year. The company expects to receive in Q2 2019 approx SEK 4.0 million from the UK government regarding its R&D activity in 2018. In 2018 the company received SEK 4.0 million in July 2018 for its R&D activity in 2017.

Cash reduced by over SEK 15 million in Q4 due to operating losses, increased Trade Receivables and significant reductions in Trade Payables. The company is confident that it has sufficient funds to finance future activity. Trade and Other Receivables will reduce significantly by end Q2 2019.

#### Personnel

The number of full time equivalents in the Group on 31 of December 2018 was 64 (55). In the fourth quarter, there was a net addition of 7 employees, reflecting the company's efforts to develop the organisation to meet its business plan.

#### **Risk factors**

The Ranplan Group is exposed to several global and Group specific risks that can impact operations and the financial performance, as well as the financial position of the Group. The foreseeable risks are identified and monitored centrally on the basis of established policies. Risk management in the Group aims at positioning the Group to be able to correctly respond to possible risk events. Below is a non-exhaustive list of risks, without regards to their level of significance, which the Group consider to be material. Further details can be found in the IPO prospectus, available on the company's web-site.

- Risks related to an early stage of development and future financing
- Staff
- Risks related to product quality
- Competition
- Risks related to customers
- Risks related to intellectual property and business secrets
- The market price of the company's shares

## **Group consolidated financials**

| GROUP CONSOLIDATION INCOME STATEMENT (KSEK) | OCT - DEC<br>2018 | MAY - DEC<br>2018 |
|---|-------------------|-------------------|
| Net sales                                   | 5,438             | 14,626            |
| Cost of sales                               | -69               | -677              |
| Gross profit                                | 5,369             | 13,949            |
| R&D expenses                                | -7,579            | -16,427           |
| Selling expenses                            | -5,212            | -12,828           |
| Administrative expenses                     | -2,950            | -7,425            |
| Other operating income                      | 1,094             | 2,762             |
| Other expenses                              | -396              | -1,113            |
| Operating income                            | -9,675            | -21,083           |
| Financial income and expenses               | 0                 | -157              |
| Income after financial items                | -9,674            | -21,239           |
| Net income for the period                   | -9,674            | -21,239           |

| Net Tangible fixed assets Equipment, tools, fixtures and fittings Total fixed assets Current assets | 302     |
|---|---------|
| Total fixed assets  | 302     |
|   |         |
| Current assets  | 302     |
|   |         |
| Trade receivables   | 9,982   |
| Other receivables   | 6,837   |
| Cash and cash equivalents   | 21,263  |
| Total current assets  | 38,082  |
| Total assets  | 38,384  |
| Equity and liabilities  |         |
| Equity  |         |
| Share capital   | 805     |
| Other paid-in capital   | 50,656  |
| Retained earnings including result of the period  | -19,825 |
| Total equity  | 31,635  |
| Current liabilities   |         |
| Trade payables  | 1,970   |
| Other payables  | 4,779   |
| Total current liabilities   | 6,748   |
| Total equity and liabilities  | 38,384  |

|                             | SHARE CAPITAL | OTHER<br>PAID-IN CAPITAL | TRANSLATION<br>DIFFERENCES | RETAINED EARNINGS | TOTAL EQUITY |
|-----------------------------|---------------|--------------------------|----------------------------|-------------------|--------------|
| Starting balance 2018-03-14 | -             | -                        | -                          | -                 |              |
| New share issue             | 50            | -                        | -                          | -                 | 50           |
| New share issue             | 1,410         | 1,986                    | -                          | -                 | 3,396        |
| Decrease of share capital   | -896          | -                        | -                          | 896               | -            |
| New share issue             | 241           | 61,739                   | -                          | -                 | 61,979       |
| IPO related costs           | -             | -13,069                  | -                          | -                 | 13,069       |
| Result of the period        | -             | -                        | -                          | -21,239           | -21,239      |
| Translation differences     | -             | -                        | 518                        | -                 | 518          |
| Ending balance 2018-12-31   | 805           | 50,656                   | 518                        | -20,343           | 31,635       |

|   | OCT-DEC                | MAY-DEC                                    |
|---|------------------------|--|
| ANALYSIS (KSEK)   | 2018                   | 2018                                       |
| Operating activities  |                        |  |
| Operating income  | -9 675                 | -21 083                                    |
| Adjustment for depreciation   | 199                    | 488  |
|   | -9 476                 | -20 595                                    |
| Paid interest   | 0                      | -157                                       |
|   | -9 476                 | -20 751                                    |
| Increase/decrease in trade receivables  | -3 212                 | -6 975                                     |
| Increase/decrease in current receivables  | -1 064                 | -4 956                                     |
| Increase/decrease in trade payables   | -3 376                 | 570  |
| Increase/decrease in current liabilities  | 1 591                  | 3 497                                      |
| Cash flow from operating activities   | -15 536                | -28 616                                    |
|   |                        |  |
| <b>Investing activities</b><br>Acquisition of tangible assets<br>Acquisition of subsidiaries  | 0                      | -681<br>1.627                              |
| 0   | 0<br>0<br>0            | -681<br>1,627<br><b>946</b>                |
| Acquisition of tangible assets<br>Acquisition of subsidiaries   | 0                      | 1,627                                      |
| Acquisition of tangible assets<br>Acquisition of subsidiaries   | 0                      | 1,627                                      |
| Acquisition of tangible assets<br>Acquisition of subsidiaries<br>Cash flow from investing activities  | 0                      | 1,627                                      |
| Acquisition of tangible assets<br>Acquisition of subsidiaries<br>Cash flow from investing activities<br>Financing activities  | 0                      | 1,627<br>946                               |
| Acquisition of tangible assets<br>Acquisition of subsidiaries<br>Cash flow from investing activities<br>Financing activities<br>Proceeds from issues of shares  | 0<br>0<br>0            | 1,627<br>946<br>48,960                     |
| Acquisition of tangible assets<br>Acquisition of subsidiaries<br>Cash flow from investing activities<br>Financing activities<br>Proceeds from issues of shares<br>Cash flow from investing activities                             | 0<br>0<br>0<br>0       | 1,627<br>946<br>48,960<br>48,960           |
| Acquisition of tangible assets<br>Acquisition of subsidiaries<br>Cash flow from investing activities<br>Financing activities<br>Proceeds from issues of shares<br>Cash flow from investing activities<br>Cash flow for the period | 0<br>0<br>0<br>-15,536 | 1,627<br>946<br>48,960<br>48,960<br>21,291 |

### Notes to the consolidated financial information

#### Summary of significant accounting policies

This interim report has been prepared in accordance with the Annual Accounts Act and the Swedish Accounting Standards Board's general regulations BFNAR 2012:1 Annual Report and Consolidated Financial Statements (K3).

### Important estimates and judgments regarding the accounting

Estimates and judgments are evaluated on an ongoing basis and are based on historical experience and other factors, including expectations regarding future events which are seen to be reasonable under the circumstances in place.

Company management deems that there is no significant information or judgments in the accounts regarding future developments or other important sources of uncertainty in the estimates undertaken at balance sheet date which would imply a significant risk of a major adjustment in the reported values of the assets and liabilities during the foreseeable future.

#### Comments to the parent company financial statements

#### **Parent Company Financial Statements**

The accounts set out below relate to the group parent company Ranplan Group AB which was registered in March 2018 and is the owner of all Ranplan operating companies.

#### **Income Statement**

The administrative expenses in Q4 relate to Directors fees and other fixed costs required to operate the listed company.

#### **Balance Sheet**

The shares in subsidiaries represent the cost of acquiring the activity of Ranplan Holdings Ltd.

Group Receivables represent advances made to Group subsidiaries to fund operations.

#### Change in Equity

This schedule reflects the initial capital acquired from Ranplan Holdings Ltd, the capital raised in the share offering and losses in the parent company till end Q4.

| PARENT COMPANY INCOME STATEMENT                  | OCT - DEC | MAR - DE |
|--|-----------|----------|
| (KSEK)   | 2018      | 201      |
| Administrative expenses                          | -764      | -2,07    |
| Other operating income                           | 100       | _,       |
| Operating income                                 | 175       | 3:       |
| Net interest income and expense                  | 0         | -        |
| Income before taxes                              | -489      | -1,64    |
| Net income for the period                        | -489      | -1,6     |
|  |           |          |
| PARENT COMPANY BALANCE SHEET                     | 31-DEC    |          |
| (KSEK)   | 2018      |          |
| Assets   |           |          |
| Financial assets                                 |           |          |
| Shares in subsidiaries                           | 3,396     |          |
| Total fixed assets                               | 3,396     |          |
| Current assets                                   |           |          |
| Group receivables                                | 28,375    |          |
| Other receivables                                | 228       |          |
| Cash and cash equivalents                        | 19,272    |          |
| Total current assets                             | 47,874    |          |
| Total assets                                     | 51,271    |          |
| Equity and liabilities                           |           |          |
| Equity   |           |          |
| Share capital                                    | 805       |          |
| Other paid-in capital                            | 50,656    |          |
| Retained earnings including result of the period | -746      |          |
| Total equity                                     | 50,714    |          |
| Current liabilites                               |           |          |
| Trade payables                                   | 56        |          |
| Group payables                                   | 500       |          |
| Total current liabilities                        | 556       |          |
| Total equity and liabilities                     | 51,271    |          |

| PARENT COMPANY CHANGE OF EQUITY (KSEK) |               |               |              |         |
|--|---------------|---------------|--------------|---------|
|  | SHARE CAPITAL | SHARE PREMIUM | OTHER EQUITY | TOTAL   |
| Starting balance 2018-03-14            | 0             | 0             | 0            | 0       |
| Registration of the company            | 50            | 0             | 0            | 50      |
| New share issue                        | 1,410         | 1,986         | 0            | 3,396   |
| Decrease of share capital              | -896          | 0             | 896          | 0       |
| New share issue                        | 241           | 61,739        | 0            | 61,979  |
| IPO related costs                      |               | -13,069       | 0            | -13,069 |
| Result of the period                   | 0             | 0             | -1,642       | -1,642  |
| Ending balance 2018-12-31              | 805           | 50,656        | -746         | 50,714  |
|  |               |               |              |         |

#### Comments to the combined financial statement

#### **Income Statement**

For the 12 months to December the net sales in 2018 were SEK 22.2 million (2017 SEK 10.2 million) giving a growth over 2017 of 118%.

Net Sales for Q4 2018 at SEK 5.5 million were higher than for the same quarter in 2017 of SEK 3.9 million. The revenue comparative 2018 vs 2017 by quarter is distorted by a large order in each year being reported in different quarters. Q4 2017 includes the whole of one order for over SEK 2.6 million. In 2018 a similar sized order was reported partially in Q2 and partially in Q3. Q4 2018 Revenue had a wide geographic distribution with 30% in Europe, 29% APAC (Japan), 20% North America (including Ranplan's first order from Canada), 16% China and 5 % in Africa (Morocco) whereas 75% of Q4 2017 Revenue from APAC.

#### **Gross Margin**

For the 12 months to December 2018 the Gross Margin on Sales was 96.8%, a significant improvement over 2017 which was 90.6%. Gross Margin in Q4 2018 was 98.0%.

#### Costs

R&D expenses 29% up on prior year for the 12 months to December, and Q4 2018 spending was up 51% on Q1 2018.

Spending on Sales and Marketing activities for the 12 months were 50% up on prior year. Most of the increase is due to additional resources in North America which Ranplan sees as the market with fastest growing demand.

Administrative expenses in Q4 were exceptionally high partly due to accruals for professional assistance in preparing the Annual Report and Q4 and Q3 stock market reports.

Administrative expenses in Q2 were exceptionally high due to IPO direct and indirect costs.

#### **Other Operating Income**

Other Operating income is almost constant at an annual rate of approx. SEK 4.0 million being a long term subsidy from the UK government for Ranplan's development work paid out annually in arrears. The FY 2018 income represents 12 months of subsidy. In July 2018 over SEK 4.0 million cash was received by the company.

#### Depreciation

Ranplan does not capitalise its own or third party software or computer devices (laptops, desk tops, servers). The only Fixed Assets in the Balance Sheet relate to office furniture and improvements made in offices (walls, cabling, kitchens etc), which are written off over 24 months.

Depreciation for FY 2018 was not significant at SEK 261k, of which SEK 207k was charged in Q4.

#### Interest expenses

Ranplan has no external loans. There were no interest expenses in Q4.

#### Income Taxes/Withholding taxes

Ranplan pays no income taxes and will not do so for sometime. On sales to certain countries (China/Brazil etc) the buyer deducts a withholding passed to its local government. These withholdings may be recovered in the future but Ranplan does not recognise the asset and writes off the withholding but shows it on the Income statement line "Other Expenses" "Övriga rörelsekostnader". FY 2018 such costs were SEK 1,139k (2017 SEK 446k).

#### EBITDA

Operating income in the Income statement is almost identical to EBITDA and EBIT, the only adjustment being SEK 261k for depreciation in 2018 and SEK 94k in 2017.

#### **Balance Sheet**

The Quarter end Balance Sheets at end June, end September and end December 2018 are the same as for the Consolidated Accounts.

## Combined financial statements – income statement

|                               | OKT - DEC | OKT - DEC | JAN - DEC | JAN - DEC |
|-------------------------------|-----------|-----------|-----------|-----------|
| (KSEK)                        | 2018      | 2017      | 2018      | 2017      |
|                               |           |           |           |           |
| Net sales                     | 5,461     | 3,914     | 22,234    | 10,179    |
| Cost of sales                 | -107      | -2        | -706      | -953      |
| Gross profit                  | 5,354     | 3,912     | 21,528    | 9,226     |
| R&D expenses                  | -7,570    | -5,977    | -23,623   | -18,308   |
| Selling expenses              | -5,050    | -2,710    | -18,683   | -12,441   |
| Administrative expenses       | -3,517    | -914      | -10,702   | -2,828    |
| Other operating income        | 1,091     | 942       | 4,042     | 3,747     |
| Other expenses                | -387      | -372      | -1,139    | -446      |
| Operating income              | -10,079   | -5,119    | -28,578   | -21,051   |
| Financial income and expenses | 0         | 0         | -156      | 0         |
| Income before taxes           | -10,079   | -5,119    | -28,734   | -21,051   |
| Net income for the period     | -10,079   | -5,119    | -28,734   | -21,051   |

#### Notes to the combined financial information

The Combined results represent the activity of the Ranplan Group before and after the creation of Ranplan Group AB.

For 2017 and Q1 2018 the statement represents the consolidation of the 4 Ranplan companies Ranplan Holdings Ltd, Ranplan Wireless Network Design Ltd, Ranplan America LLC and Ranplan China (from Q2 2017).

For Q2 2018 the results include Ranplan Group AB for the 2 months May and June 2018. For Q3 and Q4 2018, the results include all 5 current Ranplan companies and are based on the same local currency accounts as in the Consolidated Accounts.

#### Summary of significant accounting policies

This interim report has been prepared in accordance with the Annual Accounts Act and the Swedish Accounting Standards Board's general regulations BFNAR 2012:1 Annual Report and Consolidated Financial Statements (K3).

| KEY FIGURES                       |      | JAN-MAR<br>2018 | APR-JUN<br>2018 | JUL-SEP<br>2018 | OCT-DEC<br>2018 |
|-----------------------------------|------|-----------------|-----------------|-----------------|-----------------|
| Net sales                         | kSEK | 6,652           | 5,020           | 5,101           | 5,461           |
| Depreciation                      | kSEK | 54              | 0               | 0               | 207             |
| EBITDA                            | kSEK | -3,318          | -7,630          | -7,497          | -9,872          |
| Gross Profit                      | %    | 100,0%          | 92,6%           | 95,5%           | 98,0%           |
| Number of employees at period end | FTE  | 55              | 58              | 58              | 64              |

### Definition of key figures

#### EBITDA

Income before interest, tax, depreciation (including impairment) and amortization. EBITDA is a measure that the Group regards as relevant for investors who want to understand earnings generation before investments in non-current assets.

#### The Share

| SHARE DATA                                | OCT-DEC<br>2018 | JAN-DEC<br>2018 |
|---|-----------------|-----------------|
| Number of shares at period-end, kSEK      | 20,116          | 20,116          |
| Share price at the end of the period, SEK | 4.78            | 4.78            |
| Earnings per share'                       | -0.50           | -1.43           |

| SHAREHOLDERS AS OF 31 DEC 2018 | %     | SHARES     |
|--------------------------------|-------|------------|
| Jinxing Xue                    | 40 %  | 8 085 887  |
| Hongbing Li and Qimei Wu       | 13 %  | 2 624 070  |
| Per Lindberg                   | 11 %  | 2 125 750  |
| Jie Zhang and Joyce Yuhau Wu   | 10 %  | 2 067 996  |
| Other                          | 26 %  | 5 213 109  |
| Total                          | 100 % | 20 115 812 |

<sup>1.</sup> From Combined Financial Statements

The Board of Directors and CEO hereby assure that this Year-end Report for 2018 provides a true and fair overview of the performance of the parent company's and the Group's operations, financial position and earnings, and that it describes the significant risks and factors of uncertainty to which the Parent Company and the companies included in the Group are exposed.

The English version of this report takes precedence over the Swedish version, should any differences be found.

Stockholm, 20th of February 2019

Mats Andersson, Chairman of the board

Per Lindberg, Board member

Lars-Inge Sjöqvist, Board member

Jie Zhang, Board member

Alastair Williamson, CEO

#### Other information

#### Proposed allocation of Ranplan's profits

The Board of Directors recommend that no dividend be paid for the full year 2018.

#### Auditor's review

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

#### 2019 Annual General Meeting

The Annual General Meeting will be held on April 29 2019 in Stockholm, Sweden.

#### **Certified Adviser**

FNCA Sweden AB Address: Humlegårdsgatan 5, 102 48 Stockholm, Sweden Telephone: +46 8 528 00 399

#### Questions regarding this interim report are answered by:

CEO Alastair Williamson E-mail address: alastair.williamson@ranplanwireless.com Telephone: +44 7824 997689



#### Financial calendar

Interim report Q1 - May 22 2019

The Annual Report will be available on the company's website from March 31 2019

#### Contact

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