

Seamless
Distribution Systems

Interim report Q1

2024

INTERIM REPORT Q1

JANUARY - MARCH 2024

JANUARY - MARCH 2024

- Net sales amounted to 55.6 (69.4) MSEK, a decrease of 19.9% compared to the same period last year.
- EBITDA result amounted to 22.1 (13.8) MSEK, an increase of 59.8% compared to the same period last year.
- EBITDA margin amounted to 39.8% (19.9%).
- Net income amounted to 0.4 (-4.8) MSEK.
- Earnings per share amounted to 0.03 (-0.46) SEK.
- Cash flow for the period amounted to 5.9 (5.4) MSEK.

MATERIAL EVENTS DURING THE QUARTER

📍 January

SDS secures an order, with a total value of 8.8 MSEK, from an existing customer who is one of the leading mobile operators in Oman. The order involves Seamless developing software and services that enhance the products the operator offers to its end customers. Revenues will be recognized as the various enhancements and offerings are developed by Seamless and implemented by the customer, expected to be realized by the end of the second quarter of 2024.

📍 February

Seamless Distribution Systems AB (SDS) and Emida Technologies merge to expand in Latin America. SDS and Emida Technologies, two leading companies in sales and distribution within telecom, initiate a strategic partnership in Latin America. This collaboration is a significant milestone for both companies to jointly penetrate the regional markets in Latin America. Together, they have formed the company Seamless Americas.

MATERIAL EVENTS AFTER THE REPORTING PERIOD

📍 April

SDS wins an order, with a total value of 9.0 million SEK, from an existing customer who is one of the leading mobile operators in Oman. Seamless will deliver functionality to enable the operator in Oman to sell mobile broadband equipment to the consumer and

small business segments. Revenues will be recognized during the second quarter of 2024. Upon project launch, there will be an additional annual support fee of 15% of the order value.

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
Net sales	55,615	69,397	264,747
EBITDA result	22,108	13,836	61,991
EBITDA margin	39.8%	19.9%	23.4%
Operating profit	10,127	2,480	17,039
Operating margin	18.2%	3.6%	6.4%
Profit for the period after tax	401	-4,796	-16,012
Cash flow for the period	5,876	5,390	-4,117
Earnings per share, before and after dilution	0.03	-0.46	-1.25

CEO'S COMMENTS

I am pleased to report that Seamless Distribution Systems AB has delivered a significantly improved first quarter of 2024, demonstrating growth and positive operating results in our core business, SDS. This achievement is the result of our cost-saving measures and the transition of our business model towards a clearer focus on recurring revenues, as well as contracts with lower risk and improved cash flow.

Q1 is in line with our forecast for 2024, although I had hoped to close more new orders during Q1, contracts that have been delayed to Q2 instead. Revenue for the core business amounted to SEK 53.4 (52.9) million with an EBITDA of SEK 22.7 (14.2) million. Total revenue amounted to SEK 55.6 (69.4) million with an EBITDA of SEK 22.1 (13.8) million.

I want to highlight our significant growth in recurring revenues, where we generated revenues of SEK 37.4 million during the quarter, an increase of 9% compared to the same quarter in 2023. As we close more projects, recurring revenues will increase over time, contributing to continued positive earnings development with its excellent gross margin. Additionally, we have reduced both our operating expenses and our CAPEX by approximately SEK 3 million. We have ongoing cost-saving initiatives throughout the year and expect further savings of a couple of million SEK in our cost run-rate.

During the quarter, we have implemented several important initiatives that will position us well for continued growth and profitability. We are actively involved in several significant tenders while establishing ourselves in South America, where we have launched Seamless Americas in partnership with EMIDA Technologies. We have shifted our focus away from distribution operations to maintain full focus on our core business.

We are constantly working to improve our liquidity and shorten the payment terms from our customers. During 2023 and the first quarter of 2024, we have been heavily affected by our customers' difficulties in accessing USD and EUR, especially in Africa, where 80% of our revenues originate. This has also affected customers' willingness to invest, reflected in a slightly weaker order intake than expected. However, no orders have been lost, only postponed. All our products generate revenue increases for our customers, but due to prolonged austerity measures, it has been challenging to convey this message. This does



not apply to the customer in Oman, who has purchased products and services from us during the first four months of the year, totaling SEK 18 million.

We are continuously working to improve our cash flow through cost-saving measures and enhancements to our business model in new contract negotiations. The refinancing of the bond in May 2025 is also an important focus area for us and part of strengthening our financial position, where we have initiated preparations to maximize opportunities for favorable refinancing.

I am proud and pleased with our work during the first quarter of 2024 and look forward to delivering continued operational improvements that create value for our customers and shareholders. We hope to achieve positive cash flow for the company in the near future.

Thank you for your support and trust in Seamless Distribution Systems AB.



Eddy Cojulun
VD, Seamless Distribution Systems AB

FINANCIAL OVERVIEW

JANUARY - MARCH 2024

NET SALES

Revenue during the first quarter amounted to 55,615 (69,397) KSEK, a decrease of 19.9% compared to the same period last year. Other operating income amounted to 7,115 (1,543) KSEK. The decrease in net revenue is entirely attributed to the company shifting focus away from SDD. The increase in other operating income is explained by the weakened Krona against USD and EUR. The company's business model means that larger projects impact revenues and results between quarters.

OPERATING EXPENSES

Operating expenses during the first quarter amounted to -52,602 (-68,461) KSEK, a decrease of -23.2% compared to the same period last year. In the first quarter of 2023, the company initiated its cost reduction program to drive efficiency, margin, and cash flow improvements, which have now fully taken effect.

OPERATING RESULT

EBITDA for the first quarter amounted to 22,108 (13,836) KSEK.

EBIT for the quarter amounted to 10,127 (2,480) KSEK.

The financial net for the quarter amounted to -9,086 (-6,581) KSEK. Associated bond costs of -5,569 KSEK are being spread over the loan's duration and are recorded as interest expenses. The bond loan carries a floating rate of 3-month STIBOR plus 875 basis points, with the increase between quarters explained by the floating rate.

Profit before tax amounted to 1,042 (-4,102) KSEK.

Earnings per share amounted to 0.03 (-0.46) SEK.

INVESTMENTS

During the first quarter, investments in product development amounted to 6,211 (7,498) KSEK.

Amortization of intangible assets amounted to -10,663 (-9,476) KSEK. Investments in tangible assets amounted to 216 (468) KSEK for the quarter. Amortization of tangible assets amounted to -399 (-967) KSEK.

Leases (IFRS 16)

According to the standard, a right-of-use asset (the right to use a leased asset) and a financial liability regarding the obligation to pay lease payments should be reported. A right-of-use asset of 3,232 KSEK has been booked in the group, with amortization of -919 KSEK and an interest expense of -32 KSEK for the quarter, both replacing the lease cost. The financial liability amounts to 2,900 KSEK as of March 31.

NUMBER OF EMPLOYEES

The number of employees in the group at the end of the period was 228 (142). The majority of employees are software developers. Additionally, SDS has approximately 39 (179) consultants mainly in Ghana.

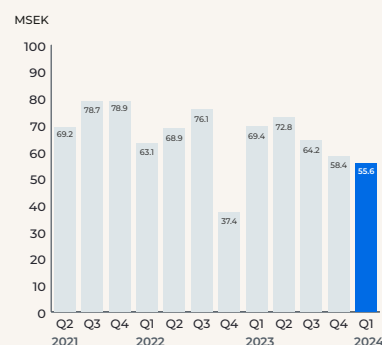
CASH FLOW AND FINANCIAL POSITION

Cash and cash equivalents amounted to 9,581 (11,185) KSEK at the end of the period.

Cash flow from operating activities during the first quarter amounted to 18,056 (19,765) KSEK. The period's cash flow amounted to 5,876 (5,390) KSEK.

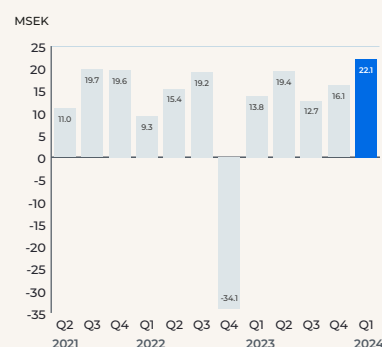
Net sales

55.6 MSEK



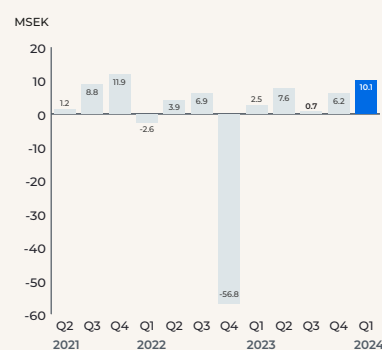
EBITDA result

22.1 MSEK

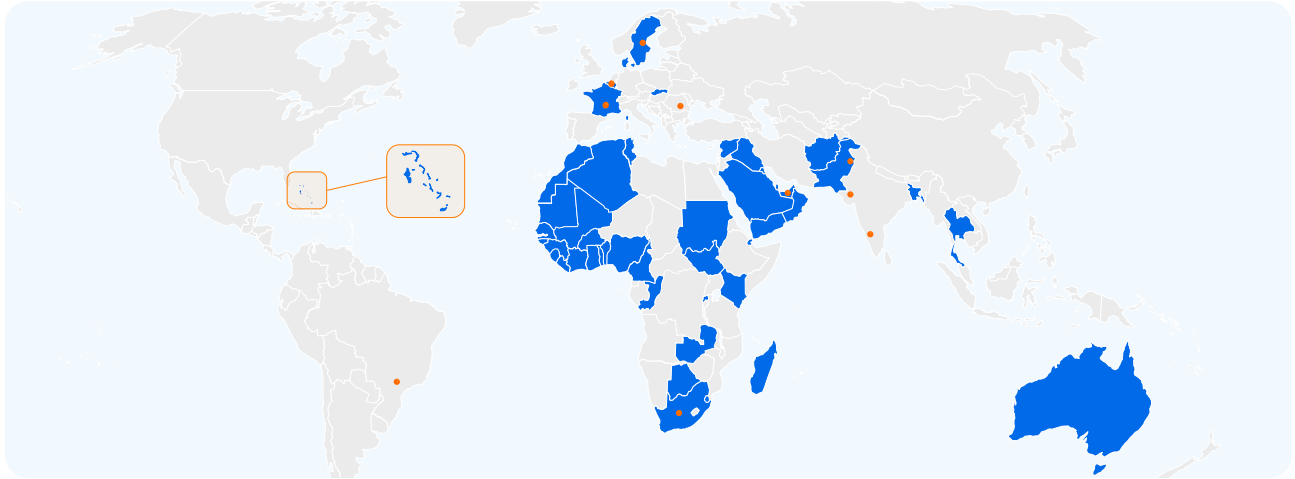


EBIT result

10.1 MSEK



MARKET PRESENCE



● 10 offices 🇧🇷 75+ Customers



Africa
30 countries
44 customers
1 office



Asia
11 countries
14 customers
4 offices



Europe
5 countries
17 customers
4 offices



North America
1 country
1 customer



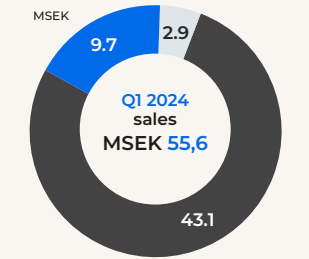
Australia
1 country
1 customer



South America
1 country
1 office

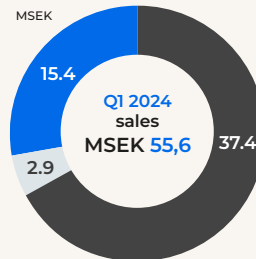
REVENUE

Product offering



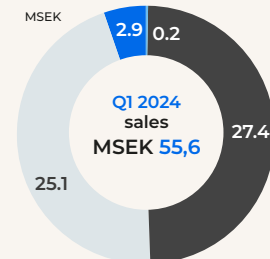
MSEK			
9.7	Riaktr	17%	
2.9	SDD	5%	
43.1	SDS	77%	

Revenue types



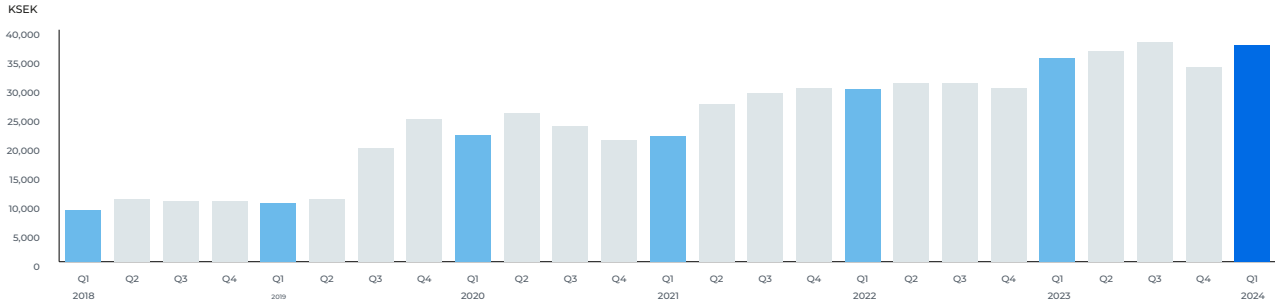
MSEK			
15.4	New sales	28%	
2.9	Re-occurring revenue	5%	
37.4	Recurring revenue	67%	

Geographic sales



MSEK			
2.9	Europe	5%	
25.1	Africa	45%	
27.4	Asia / Middle East	49%	
0.2	Americas	0%	

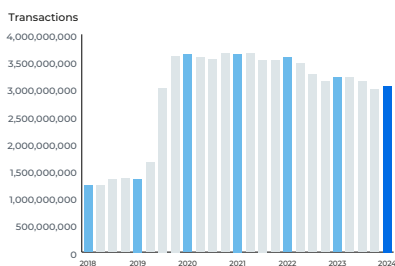
RECURRING REVENUE



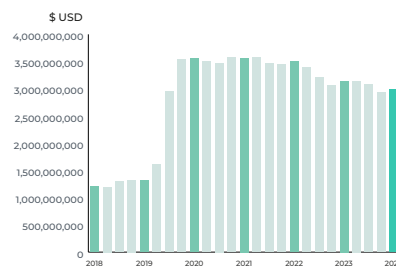
* Reported figures are not FX-adjusted.

TRANSACTIONS

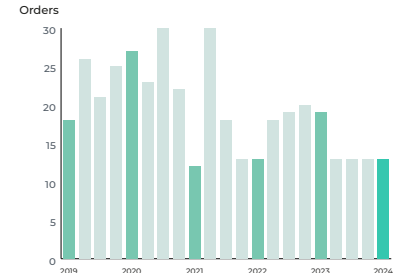
Number of transactions handled by ERS 360 per quarter



Monetary value managed by Seamless system per quarter



Number of orders won per quarter



THE SEAMLESS ADVANTAGE

SDS works with the digitization of large-scale sales and supply chain networks. The company has developed software and processes for handling large amounts of transactions with financial, logistical or other information. With its experience, SDS has developed a system through which the Company collects and analyzes data generated

in transaction systems and makes recommendations to customers to achieve operational efficiency. The software can be easily integrated with most solutions, such as payment solutions such as payment methods for products and services.

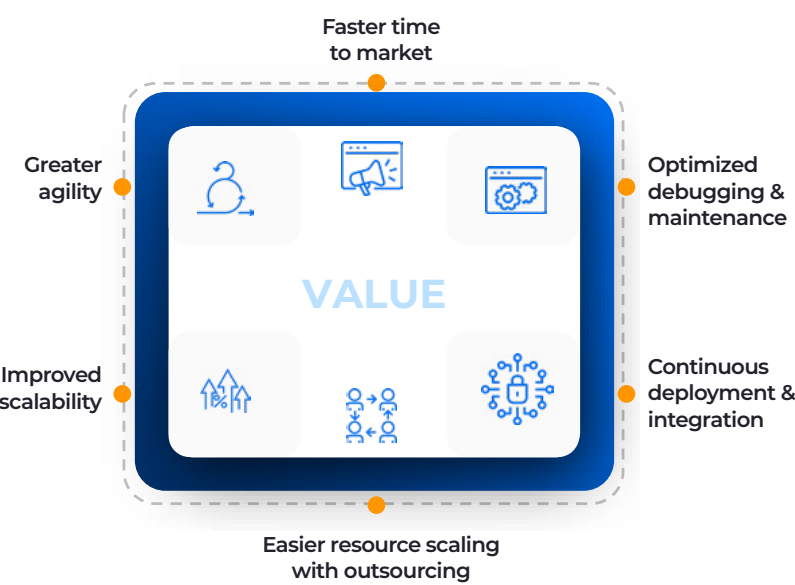
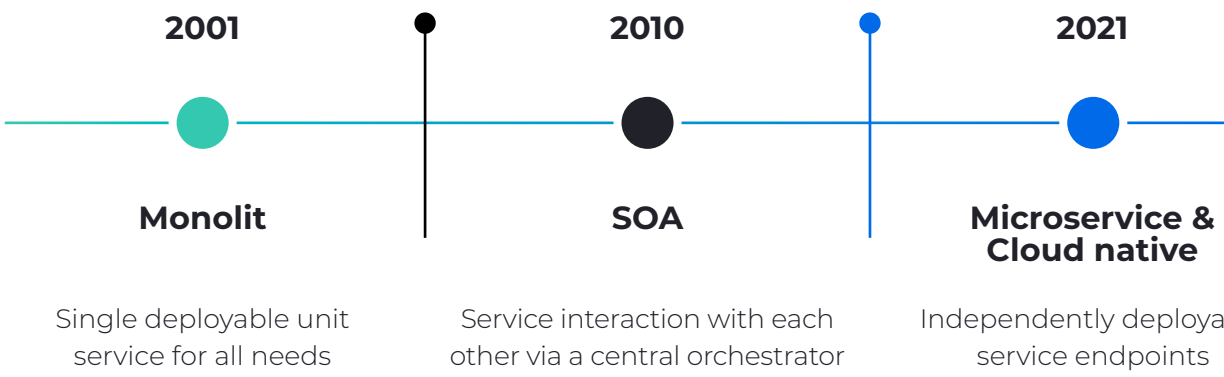
Over the years, SDS has become more than just a technology supplier and has a self-developed software platform, which is now in its fourth generation. We have spent 30+ years helping 50+ MNOs create and maintain a successful sales and distribution chain across multiple markets with a homogeneous product portfolio that grows with them:

- Cost optimization** through our cohesive products
- Unmatched business efficiency** through our insight-driven portfolio
- Sustainable competitive advantage** with future-ready technology (SaaS & cloud native)

Our cloud native tech stack

With our technical leap, from a monolith platform to a microservice and cloud native, we have moved from a one product company to several new products. With our new product suite our market attractiveness has substantially increased. The new architecture enables plug & play across a portfolio that works seamlessly together.

We experience a greater stickiness with customers, meetings at customers' highest level of management, joining the discussion earlier in the process and expanding from a pure transaction system to next generation and exciting offer.



Key factors

Our Microservices-backed product portfolio:

- Reduces hardware and capital expenses
- Reduces fragmented operations and offers multi country adoption
- Champions modularity with API-based seamless integrations & SDK's (Software Development Kit).
- Promotes agility and quick turnaround with on-demand scaling with fault tolerance
- Offers a future-proof and resilient architecture

OFFERING

SDS considers itself to have a unique position in the market, as the SDS platform is the backbone of a mobile operator's sales operations. Through its long experience, SDS has a deep understanding of how the retail infrastructure works for mobile operators. The product portfolio is focused on supporting and digitizing every step of the sales process with the goal of providing the opportunity to sell any product, at any time and through any channel. Channels in this context can be anything from a simple terminal to a company-wide cash terminal system.

The systems and solutions provided by SDS are business-critical platforms that handle a large number of transactions and large monetary flows. This puts a high demand on the platform being flexible and having high performance, as well as accessibility. As SDS customers operate in competitive markets, there is also an expectation of the amount of features and services that can be managed with the same technology platform. Furthermore, there are requirements for the platform to have an open architecture and thus offer the opportunity to easily integrate the platform with other systems. SDS technology and platforms meet these expectations and are supported by a team 24/7, who are well aware of the need for the technical and operational expectations, both for the business and for the

Company's customers. SDS has the organizational structure required to develop, deliver, transfer knowledge and perform technical support as well as manage and maintain the operational operation of all delivered platforms.

In addition to the technical platform and operational capacity, important attributes such as sustainability, high availability and business continuity are necessary for SDS to easily provide its customers with optimal operational capability. The information that SDS provides its customers access to is necessary for the customer to understand their business results, as well as the dynamics of the business. With the information, the customer receives the material required for the customer's board and management to be able to make informed decisions for their business.

The Group's product portfolio, which is illustrated below, brings together our offering under what we call the RVM suite. It includes solutions for planning, onboarding, growth and optimization for mobile operators throughout the retail journey, from Capex investments to optimization of the sales force.

The Seamless RVM Suite

Turning telecom S&D into a revenue-generating engine



CONSOLIDATED REPORT ON TOTAL RESULTS

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
Operating revenue			
Net sales	55,615	69,397	264,747
Other operating revenue	7,115	1,543	26,139
Total operating revenue	62,730	70,940	290,886
Operating expenses			
Material expenses	-4,564	-20,672	-71,861
Other external expenses	-7,988	-13,967	-43,355
Personnel costs	-24,170	-19,370	-84,184
Depreciation and amortization	-11,981	-11,356	-44,952
Other operating expenses	-3,899	-3,095	-29,495
Total operating expenses	-52,602	-68,461	-273,847
Operating profit/loss	10,127	2,480	17,039
Financial items			
Financial income	3	10	54
Financial expenses	-9,089	-6,591	-30,858
Net financial items	-9,086	-6,581	-30,804
Profit/Loss before tax	1,042	-4,102	-13,765
Income tax	-640	-694	-2,247
Profit for the year attributable to the Parent Company's shareholders	401	-4,796	-16,012
Other comprehensive income			
<i>Items that may be reclassified to profit for the year:</i>			
Translation differences	-630	684	-3,647
Total comprehensive income attributable to Parent Company's shareholders	-229	-4,112	-19,659

CONSOLIDATED BALANCE SHEET

KSEK	2024-03-31	2023-03-31	2023-12-31
Assets			
Intangible assets	216,164	221,975	214,562
- of which IP rights	6,885	9,083	7,083
- of which Capitalized development costs	99,703	104,749	101,061
- of which Goodwill	109,576	108,143	106,417
Tangible fixed assets	5,663	11,226	7,066
Financial assets	1,311	1,040	1,311
Inventories of finished goods	1,328	1,863	1,600
Accounts receivable	61,554	57,277	64,355
Other receivables	62,082	43,803	55,138
Prepayments and accrued income	68,862	53,703	58,041
Cash and cash equivalents	9,581	11,185	3,704
Total assets	426,545	402,072	405,777
Equity and liabilities			
Equity	100,286	78,166	100,515
Other long-term liabilities	215,751	202,131	212,135
Overdraft	-	9,114	9,116
Trade payables	40,035	37,744	26,000
Current tax liabilities	-	364	108
Other current liabilities	19,029	17,075	17,801
Accrued liabilities and deferred income	51,445	57,479	40,102
Total equity and liabilities	426,545	402,072	405,777

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
At beginning of period	100,515	82,278	82,278
Comprehensive income for the period	-229	-4,112	-19,659
New share issue		-	37,896
At end of period	100,286	78,166	100,515

CONSOLIDATED CASH FLOW STATEMENT

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
Cash flow from operating activities before change in working capital	11,644	1,173	41,178
Change in working capital	6,412	18,591	-41,656
Cash flow from operating activities	18,056	19,765	-478
Cash flow from investing activities	-12,180	-10,284	-33,069
Cash flow from financing activities	-	-4,091	29,431
Cash flow for the period	5,876	5,390	-4,117
Cash and cash equivalents at beginning of period	3,704	7,234	7,234
Exchange rate differences in cash and cash equivalents	1	-1,439	587
Cash and cash equivalents at end of period	9,581	11,185	3,704

KEY RATIOS AND FIGURES

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
Return on equity	0.4%	-6.0%	-17.5%
Earnings per share SEK before and after dilution	0.03	-0.46	-1.25
Operating profit/loss, KSEK	10,127	2,480	17,039
Growth in net sales	-19.9%	10.0%	7.9%
Operating margin (EBIT)	18.2%	3.6%	6.4%
Average number of shares before and after dilution	15,464,874	10,462,924	12,764,881
Number of shares outstanding at end of reporting period	15,464,874	10,462,924	15,464,874
Quick ratio	183%	136%	201%
Equity/assets ratio	23.5%	19.4%	24.8%
Equity, KSEK	100,286	78,166	100,515
Equity per share	6.48	7.47	7.87
Number of employees at end of period	228	142	230



PARENT COMPANY INCOME STATEMENT

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
Net sales	31,545	33,081	149,148
Other operating revenue	6,948	1,352	25,370
Operating expenses	-28,460	-34,732	-162,380
Operating profit/loss	10,033	-299	12,138
Net financial items	-8,882	-6,414	-30,343
Profit/Loss after financial items	1,151	-6,713	-18,205
Income tax	-194	-380	-794
Net profit/loss for the period	957	-7,093	-18,998

PARENT COMPANY BALANCE SHEET

KSEK	2024-03-31	2023-03-31	2023-12-31
Assets			
Fixed assets	194,917	191,217	195,993
Current assets	153,010	138,152	139,630
Total assets	347,926	329,369	335,623
Equity and liabilities			
Equity	63,767	36,818	62,809
Long-term liabilities	212,724	199,150	211,281
Current liabilities	71,435	93,401	61,533
Total equity and liabilities	347,926	329,369	335,623
Pledged assets	22,000	22,000	22,000
Contingent liabilities	none	none	none

SEGMENT INFORMATION

Seamless's operations consist of two business units –

Seamless Distribution Systems AB (SDS) and **Seamless Digital Distribution AB (SDD)**

Net sales

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
SDS	53,418	52,954	211,067
SDD	2,871	17,121	56,447
Intra-Group support fee ¹⁾	-674	-678	-2,767
Seamless Group	55,615	69,397	264,747

Operating profit

KSEK	2024 JAN-MAR	2023 JAN-MAR	2023 JAN-DEC
SDS	10,718	2,904	18,398
SDD	83	254	1,408
Intra-Group support fee ¹⁾	-674	-678	-2,767
Seamless Group	10,127	2,480	17,039

1) SDS invoices a monthly market support fee of \$ 21,750 to SDD

Seamless
Distribution Systems

ABOUT SEAMLESS DISTRIBUTION SYSTEMS (SDS)

SDS is a Swedish international software company that specializes in mobile payment services for mobile operators, distributors, retailers and consumers. SDS ensures that telecom operators can sell talk time, data and additional services where SDS products and services handle up to 90% of the Telecom operator's sales. Today, SDS has implemented solutions in fintech, advanced analytics and Retail Value Management and where these solutions have been successful, they are converted into so-called SaaS solutions.

SDS has approximately 270 employees in Sweden, France, Belgium, Romania, South Africa, Ghana, Nigeria, United Arab Emirates, Pakistan, and India. SDS processes over 15 billion transactions annually, worth over \$14 billion. Through more than 3 million monthly active resellers of digital products, indirectly, SDS serves over 1.1 billion consumers globally.

SDS shares are listed on Nordic SME, Nordic Growth Market.

 **Seamless**
Digital Distribution

OM SEAMLESS DIGITAL DISTRIBUTION (SDD)

SDD sells airtime in the Nordic region to retailers in the retail industry, including major chains and smaller independent kiosks. SDD delivers complete end-to-end solutions that not only consist of the final digital product but also the technology that enables a simple and fast sales process for the retailer.

SDD's main offering includes electronic products such as prepaid mobile top-ups and payment solutions for online payments. The company's services are tailored and customized to meet individual customer needs, enabling sales through various channels such as the customer's own point-of-sale system or through a terminal or web solution provided by SDD. The core platform ERS360°, used in SDS offerings, is also utilized in SDD's offerings. Management has actively decided to focus 100% on the core business of SDS, resulting in a quarter-to-quarter decrease in transactions.

NOTER

Seamless Distribution Systems AB (publ) is a Swedish public company, (corporate identity number 556979-4562) based in Stockholm, Sweden. The SDS shares are listed on Nordic SME, Nordic Growth Market.

NOTE 1 - RISKS AND ACCOUNTING PRINCIPLES

RISKS AND UNCERTAINTIES

Seamless's operations are affected by a number of external factors where various risk factors can affect the company. These risk factors can have an impact on the company's ability to achieve business goals and financial goals. The risks SDS identified as significant to the business are as follows: Market risks including political risks and the dependence on a few large customers. Operational risks include increased competition, changes in laws and regulations, the ability to retain and attract key employees, technological development, the ability to retain and attract customers, corruption and unethical business practices. Financial risks: includes financing, liquidity, credit, interest rate and currency risks.

For a detailed description of the risk factors deemed to have significant importance for the Group's future development, please refer to the annual report for 2023, pages 35-36. Management's assessment is that there are no significant changes in the risk assessment made in the 2023 annual report.

ACCOUNTING PRINCIPLES

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, as presented in the Group's annual report for 2023. The functional currency of the Group is the Swedish Krona, which is also the reporting currency. This report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The financial summaries of the parent company have been prepared in accordance with the Swedish Annual Accounts Act and RFR 2 Accounting for Legal Entities. The IASB has published amendments to standards effective from January 1, 2024, or later. These amendments have not had any material impact on SDS's financial reports.

NOTE 2 - DISTRIBUTION OF NET SALES

KSEK	SDS	
	2024 JAN-MAR	2023 JAN-MAR
Projects	12,313	16,163
Analytics	9,810	6,451
Support	31,925	29,662
SDS total	53,418	52,277

KSEK	SDD	
	2024 JAN-MAR	2023 JAN-MAR
Etop-up	2,690	16,894
Bank systems	176	214
Other	5	12
SDD total	2,871	17,121

NOTE 3 - NET SALES BY GEOGRAPHIC AREA

KSEK	SDS	
	2024 JAN-MAR	2023 JAN-MAR
Africa	25,114	33,385
Middle East and Asia	27,412	18,019
Other	892	873
SDS total	53,418	52,277

KSEK	SDD	
	2024 JAN-MAR	2023 JAN-MAR
Sweden	1,317	14,231
Denmark	1,549	2,883
Other	5	7
SDD total	2,871	17,121

NOTE 4 - TRANSACTIONS WITH RELATED PARTIES

Martin Schedin, Sandipan Mukherjee, and Tommy Eriksson from the SDS management team have invoiced their fees from their own company to SDS. SDS has purchased services totaling 2,081 KSEK from related parties during the year.

OTHER INFORMATION

AUDIT

This report has been reviewed by the company's auditors.

DISTRIBUTION OF INFORMATION

All information is published on the company website, www.sds.seamless.se, immediately after it has been made public.

Financial reports can also be ordered from SDS AB, Hangövägen 29, 115 41 Stockholm, or by e-mail to sds.info@seamless.se.

FINANCIAL CALENDAR

Interim report Q2 2024	2024-07-25
Interim report Q3 2024	2024-10-24

Seamless Distribution Systems' interim report for January to March has been approved for publication according to the board's decision on May 2, 2024. The Board of Directors and the CEO of Seamless Distribution Systems AB (publ) assure that the interim report provides a true and fair overview of the parent company's and the Group's operations, financial position, and results, as well as describes the material risks and uncertainties faced by the company and the companies included in the Group.

Stockholm, May 2, 2024

Roland Wallman

Martin Roos
Chairman of the board

Tomas Klevbo

Eddy Cojulun
CEO

For further information, please contact:



Eddy Cojulun, CEO
eddy.cojulun@seamless.se
+46 (0) 725 969 143



Martin Schedin, CFO
martin.schedin@seamless.se
+46 (0) 704 381 442

ADDRESS (HEAD OFFICE)

Seamless Distribution Systems AB
Hangövägen 29, 115 41 Stockholm

Corporate ID number: 556979-4562

Telephone: +46 8 58 63 34 69

E-mail: sds.info@seamless.se

Website: www.sds.seamless.se

FINANCIAL DEFINITIONS AND ALTERNATIVE KEY RATIOS

Adjusted EBITDA margin, adjusted for acquisition costs	Operating profit before amortization of tangible and intangible assets and financial items as a percentage of income where acquisition costs for the period have been deducted.
Adjusted EBITDA result, adjusted for acquisition costs	Operating profit before amortization of tangible and intangible assets and financial items where acquisition costs for the period have been deducted.
Adjusted profit after tax, adjusted acquisition costs	Profit after financial items and tax where acquisition costs for the period have been deducted.
Analytics	Collective name for Smart Capex and Smart Sales & Distribution.
Average number of shares	Weighted average number of shares outstanding during the period.
Cash liquidity	Cash and cash equivalents including short-term investments and short-term receivables in relation to short-term liabilities.
Earnings per share	Profit after tax in relation to the average number of shares.
EBITDA	Operating profit/loss before depreciation and amortization of tangible and intangible assets and financial items.
EBITDA %	Operating profit/loss before depreciation and amortization of tangible and intangible assets and financial items as a percentage of revenue.
Equity per share	Equity in relation to the total number of outstanding shares.
MFS	Abbreviation for Mobile Financial Services. Refers to Microcredit and "Mobile wallet".
Microcredit	Mikrokredit is a value-added service that quickly and easily gives retailers and consumers access to talk time by the retailer borrowing talk time from SDS while waiting for the retailer's inventory balance to be replenished by the telecom operator.
Net sales growth	Sales for the period in relation to sales for the previous period.
Operating margin (EBIT)%	Profit before financial items and tax as a percentage of revenue.
Operating margin (EBIT)%, adjusted for acquisition costs	Profit before financial items and tax as a percentage of income where acquisition costs for the period have been deducted.
Operating profit (EBIT)	Profit before financial items and tax.
Operating profit (EBIT), adjusted for acquisition costs	Profit before financial items and tax where acquisition costs for the period have been deducted.
Profit after tax	Profit after financial items and tax.
Return on equity	Profit after tax in relation to average equity.
RVM	Retail Value Management is a suite of solutions all the way from planning and onboarding to solutions to ensure distribution, revenue streams, continuous growth and optimization.
Solidity	Equity including minority in relation to total assets.
Withholding tax	Local withholding tax on the sales of royalties, licenses and consulting services is charged in many of the countries where SDS has customers. Withholding tax varies between 10–20% depending on the country and is deducted from the invoiced amount before the customer pays the supplier. SDS reports net sales including withholding tax and books the withholding tax that can be deducted according to the double taxation agreements as a receivable from the tax authority. The withholding tax that cannot be deducted is booked as a tax expense in the income statement.