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## 2021 SUMMARY

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### Financial development during the period April - June 2021 (equiv. quarter pr. year)

- Net Sales for Urb-it AB (publ), mentioned below as "the Company" or "Urb-it", amounted to KSEK 5 930 (KSEK 4 168) during the period.
- Operating loss was KSEK -17 837 (KSEK -16 290).
- Loss before tax totalled KSEK -18 112 (KSEK -22 044).
- Loss per share attributable to owners of the Parent Company amounted to SEK-0,09 (SEK-0,17).

During Q2 2021 growth of Net Sales was 42%. Excluding the decommissioned Swedish operations the growth was 65%. The increased loss compared to previous year was mainly due to, increased cost for infrastructure and strengthening of organization to support growth in Net Sales in France & UK.

## Significant events during the second quarter of 2021

- In May, Urb-it expands with Colis Privé to offer zero-emission deliveries in the City of Lyon.
- Urb-it continues UK growth with the latest expansion into Manchester.
- Urb-it launches its sustainable delivery service in Bordeaux in June.
- In June, Urb-it and Amazon Logistics enter a partnership to deliver their products in Paris.
- Urb-it and Alibaba Group enter a partnership to bolster AliExpress' delivery capability in France.

# Significant events after the end of the second quarter

- B Corps Urb-it and Freestar are partnering to bring zero-emission non-alcoholic beer deliveries to London.
- Lyreco chooses Urb-it for green deliveries in France.





## **CEO'S OVERVIEW**



## Continued strong growth momentum

The year continued like it started with strong operational and financial performance. The second quarter saw record growth for Urb-it with Net Sales up by +65 % year on year (excluding our decommissioned Swedish operation). We have provided a solid foundation for the next half of the year, and in particular, peak season uplift of deliveries in Q4. Urb-it have also signed several large, global accounts which will go live in Q3. As previously stated, we have completed on our smart investment program to increase our delivery capacity. Examples of this include recruitment and our green vehicle fleet: both of which will benefit our sustainable route management practices throughout our city-wide operations in key markets. Our performance during the quarter and the ability to attract some of the most prominent names in logistics and e-tail gives me great confidence in our growth prospects as we approach Q3 and especially peak season in Q4.

During the pandemic, e-commerce growth has broken records and has resulted in lasting changes to consumer behavior and the need for innovative delivery solutions. Both retailers and consumers, and in fact societies at large, are demanding delivery platforms that are green, ethical, and convenient in mature e-commerce markets such as the UK and France. Urb-it is ideally positioned to benefit from these tailwinds by aiming to reduce air pollution, noise pollution, and congestion in urban areas. During the second quarter alone, we announced additional expansion into several new cities such as Bordeaux and Manchester.

Our capital expenditure program and company focus continue to strengthen our position in our two key markets, the UK and France, to ensure our ability to deliver at large scale. This strategy has proven the right fit for carriers and our Urb-it teams and has resulted in agreements and onboarding with two of the largest e-commerce players in the world. In addition, we have strengthened our relationships with our existing global partners and expanded our service to the eight largest cities across the UK and France.

Major brands are increasingly seeking partners who can work with them on a national and international basis. The ability to deliver these capabilities at scale is a true differentiator and one that Urb-it now has:



demonstrated by our agreements with Amazon and Alibaba Group. There are a small set of companies who have this first mover advantage in the complex, sizeable, and mature markets that Urb-it operates in. Our consecutive, record quarters of growth and ability to work with major brands demonstrate the significant potential for Urb-it and our compelling investment proposition.

To summarize, we are continuing to deliver according to our communicated strategy and by doing so ensuring strong results. I am proud of what the Urb-it team has accomplished during the first half of the year in difficult, and rapidly changing circumstances. We are excited to continue to build on this momentum as we step into the second half of 2021.

Thanks for being part of that journey with us!

Kevin Kviblad

Kevin Kviblad

CEO



## ABOUT THE URB-IT GROUP

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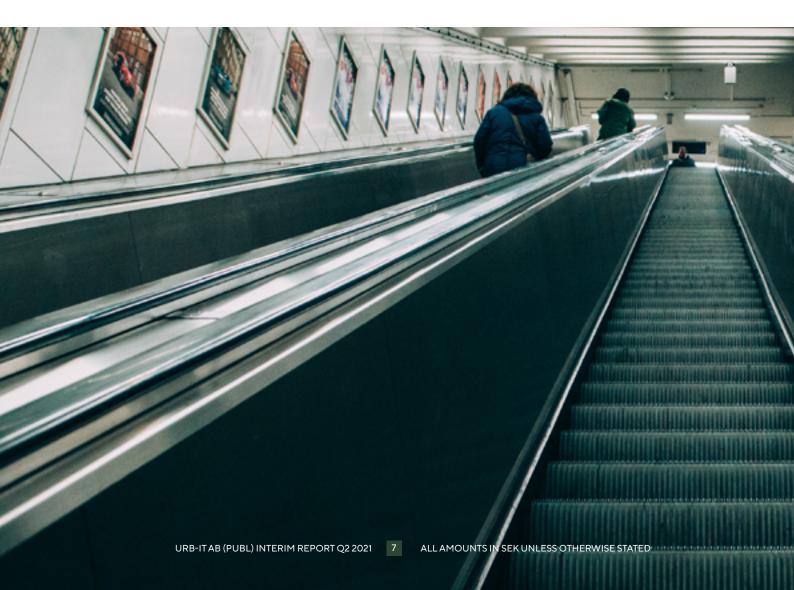
Urb-it is a Swedish logistics company and Certified B Corporation™. Powered by a robust technical platform, and its community of couriers, Urb-it offers a customercentric end-to-end fulfilment service for e-commerce, retail and the on-demand market. The company today operates in the UK and France and works with leading European brands.

The company's mission is to transform logistics with a human service that fights for the health of our cities. Delivering the last-mile exclusively on foot, bike or with cargo-bikes, Urb-it aims to reduce air pollution, noise pollution and congestion in Urban areas, while providing a delivery service that exceeds customer expectations. Our couriers are carefully recruited and trained by Urb-it to provide excellent service.

The solution is available to merchants via direct API-integration as well as through a range of leading transport management systems. Services include delivering the same-day, next-day, nominated day and returns, and can be fulfilled both from the merchant's online store and physical store network.

The logistic market is a mature volume business where price per delivery is predictable and under the company's own control.

Urb-it's community platform enables Urb-it to scale up volume rapidly and benefiting from economies of scale. This leads to a higher operational efficiency in terms of lower courier cost and hub cost per delivery resulting in a higher Gross Margin.



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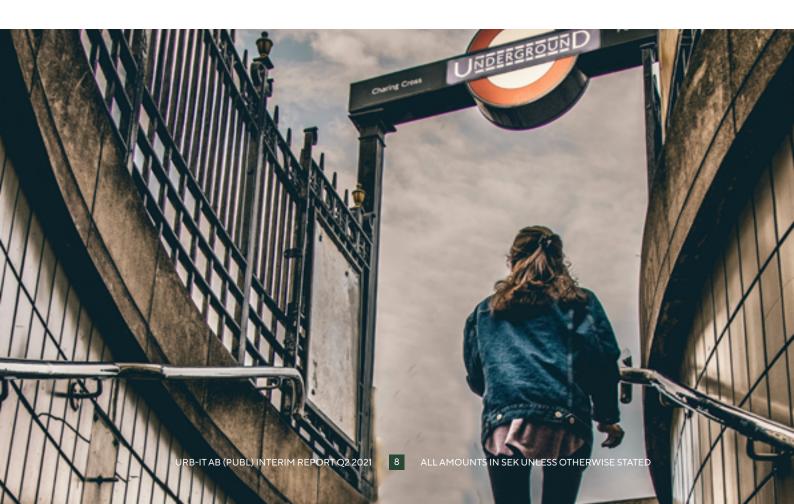
## Key measurements:

- Proportion of successful deliveries on the first attempt of 97,84%
- On average, a global customer satisfaction of 4.89 out of 5.00
- On average, a global courier satisfaction of 4.99 out of 5.00

## Economies of scale and highly predictable







## FINANCIAL INFORMATION

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### Net Sales and Earnings Quarter 2 2021

The company's net sales during the period April 1–June 30, 2021 amounted to KSEK 5 930, which corresponds to an increase of KSEK 1762 compared to the period April 1–June 30, 2020 when net sales amounted to KSEK 4 168. The increase is primarily due to continued increased market establishment and the development of the DHL, La Poste & Colis Privé partnerships in France. During the period April 1–June 30, 2021, the Company's operating loss amounted to KSEK –17 837, which is an increase of KSEK –1546 compared with the period April 1–June 30, 2020 when the operating loss amounted to KSEK –16 290. The increased loss is mainly due to increased cost for infrastructure and strengthening of organization to support growth in Net Sales in France & UK.

### Liquidity & Financing

Cash and cash equivalents amounted to KSEK 24 814 as of June 30, compared with KSEK 10 578 for the same period last year. The Group's current liabilities amounted to KSEK 21 128. At the same time last year, current liabilities amounted to KSEK 29 760. Equity amounted to KSEK 28 844 on the reporting day, compared with KSEK -26 342 for the same period in 2020. During the first quarter, non-current assets accumulated to KSEK 21771 compared with KSEK 23 289 at the same time last year.

### Personnel & Organization

As of June 30, 2021, the Urb-it Group had a total of 76 full-time employees, 7 of whom worked in Sweden and 57 in Paris and 12 in London. Previous year, the number

of employees was 11 in Stockholm and 11 in Paris and 8 in London.

The increase compared to previous year is primarily due to employed couriers in France to handle predictable volumes from carriers The number of employed couriers amounted to 37 per June 30, 2021.

### **Intercompany Transactions**

No intercompany transactions to report for the 2nd  $\,$  Quarter.

## **Related Party Transactions**

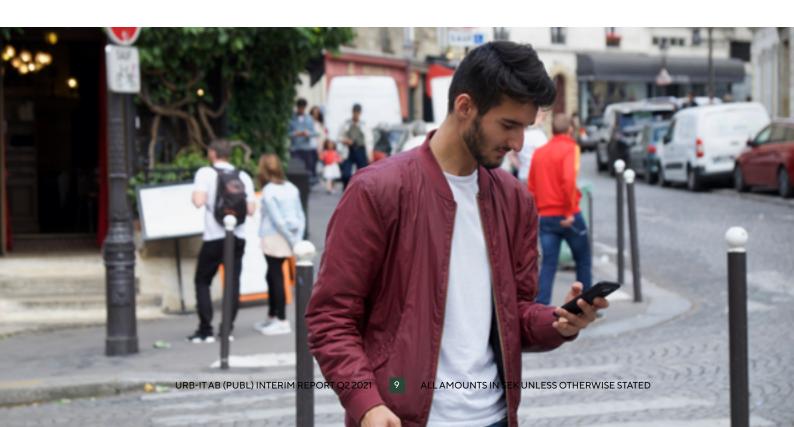
No related party transactions to report for the 2nd  $\,$  Quarter.

### Significant Risks & Uncertainties

Until the business generates a positive cash flow, it is the task of the Board of Directors and the management team to continuously examine the issue of the conditions for continued operation. The Board's assessment is that the required liquidity will be provided to the business through ongoing income, borrowing and increase in equity.

### Financing & Going Concern

In January, the EGM approved the directed issue of 41 million shares totalling 82 MSEK previously decided by the board. The issue was fully subscribed and the total new shares amounts to 194 229 O84 registered on the 21st of January 2021.



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## **THE STOCK**

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Summary	2021	2020	2020 FY
Number of oustanding shares as of 30 June 2021	194 229 084	132 603 282	153 229 084
Outstanding shares as of 30 June after utilization of SO / convertibles	198 454 203	136 828 401	157 454 203
Average number of shares April - June	194 229 084	132 603 282	142 462 869
Average number of shares April - June after utilization of SO / Convertibles	198 454 203	135 672 401	146 687 988

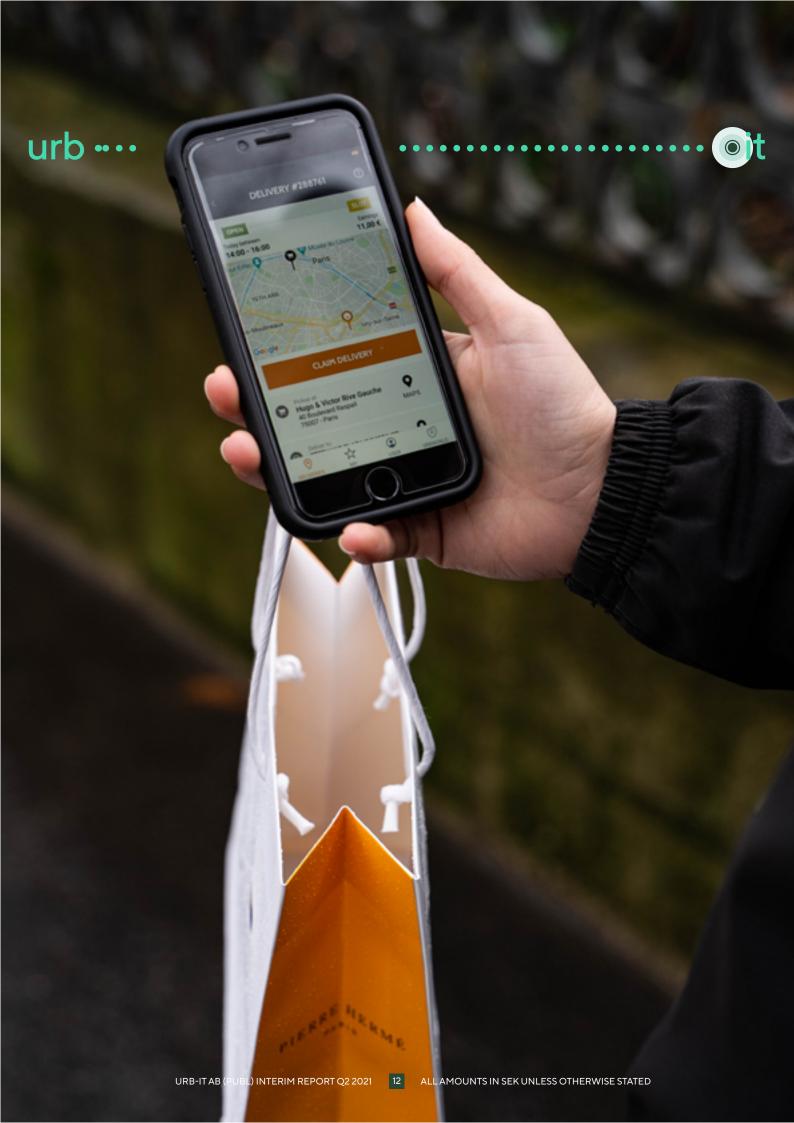
Shareholders as of 30 June 2021	Shares	Capital %	Votes %
Lage Jonason <sup>[1]</sup>	77 486 413	39,89%	39,89%
Astrid Jonason	17 674 144	9,10%	9,10%
Erik Mitteregger förvaltning AB	13 608 611	7,01%	7,01%
Fjärde AP fonden	13 180 000	6,79%	6,79%
Concensus Småbolag	10 000 000	5,15%	5,15%
Fiducian technology fund	9 020 000	4,64%	4,64%
Handelsbanken Microcap	7800000	4,02%	4,02%
Gerald Engström	7 613 952	3,92%	3,92%
Adrigo Small & Midcap	7 486 105	3,85%	3,85%
Swedbank Robur Fonder AB	4200000	2,16%	2,16%
Other shareholders	26 159 859	13,47%	13,47%
Total	194 229 084	100%	100%

 $<sup>^{[1]}</sup> Board\ member\ Lage\ Jonason\ privately\ owns\ 45\ 115\ 769\ shares\ and\ 32\ 370\ 644\ shares\ through\ his\ company\ Lage\ Jonason\ AB.$ 

# CONSOLIDATED INCOME STATEMENT



Amounts in KSEK	Apr-Jun 2021	Apr-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Dec 2020
Operating income, stock changes etc.					
Net sales	5 930	4168	10 804	6 173	12 558
Capitalized work for own account	1 412	1293	2 5 5 3	2 619	5 223
Other operating income	44	-	95	-	67
Sum operating income, stock changes etc.	7386	5 462	13 452	8 792	17 848
Operating expenses					
Other external expenses	-12 387	-13 003	-22 874	-21 318	-40 138
Personnel costs	-10 110	-5 402	-17 814	-10 895	-21 833
Depreciation and impairment of tan-	0.700	2247	F F20	/ 707	1074/
gible and intangible non-current assets	-2722	-3 347	-5 538	-6 707	-12 746
Other operating expenses	-3	-1	-16	-1	-79
Sum operating expenses	-25 223	-21752	-46 241	-38 921	-74 796
Operating income/loss	-17 837	-16 290	-32 789	-30 130	-56 949
Financial items					
Other interest income and similiar items	85	-21	253	3 3 3 3 0	3 787
Interest costs and similar items	-360	-5733	-892	-6365	-11780
Sum financial items	-275	-5754	-640	-3 035	-7 993
Income/loss after financial items	-18 112	-22 044	-33 429	-33 164	-64 942
Income before tax	-18 112	-22 044	-33 429	-33 164	-64 942
Tax	0	0	0	0	0
Net income/loss	-18 112	-22 044	-33 429	-33164	-64 942
Income of the Parent Company's shareholders	-18 112	-22 044	-33 429	-33164	-64 942
Income per share before utilization	-0,09	-0,17	-0,18	-0,25	-0,46
Income per share after utilization	-0,09	-0,16	-0,17	-0,25	-0,44
Average number of shares	194 229 084	132 603 282	189 673 528	113 228 868	142 462 869
Average number of shares after utilization	198 454 203	135 672 401	193 898 647	113 228 868	146 687 988



# **CONSOLIDATED BALANCE SHEET**

Amounts in KSEK	30 Jun 2021	30 Jun 2020	31 Dec 2020
ASSETS			
Subscribed but unpaid share capital	-	-	75 643
Non-current assets			
Intangible non-current assets			
Capitalized development and other similar expenses	16 110	22 325	18 915
Intellectual property rights, brands and other			
intangible assets	489	489	489
	16 600	22 815	19 404
Tangible non-current assets			
Property, plant, and equipment	4 2 5 9	114	234
Troperty, plant, and equipment	4 2 5 9	114	234
Financial non-current assets			
Other long-term receivables	913	360	218
Other long-term receivables	913	360	218
Sum non-current assets	21 771	23 289	19 856
Current assets			
Short-term receivables			
Trade receivables	4 671	2729	3 983
Other short-tern receivables	1 574	1526	541
Deferrred expenses and accrued income	891	226	277
	7137	4 482	4801
Cash and cash equivalents			
Cash	24 814	10 578	10 897
Sum current assets	31 950	15 060	15 698
SUMASSETS	53 722	38 349	111 197

# CONSOLIDATED BALANCE SHEET (CONT.)

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Amounts in KSEK	30 Jun 2021	30 Jun 2020	31 Dec 2020
EQUITY AND LIABILITIES			
EQUITY			
Stockholders' equity	23 813	16 258	18 787
Ongoing new share issue	-	0	82 000
Other contributed capital	445 348	337 258	366 185
Other equity incl. net income	-440 317	-379 858	-405 202
Equity attributable to Parent Company's shareholders	28 844	-26 342	61769
SUM EQUITY	28 844	-26 342	61 769
Provisions			
Deferred tax liability	-	-	-
Sum provisions	0	0	0
Other long-term liabilities	3750	34 931	3750
Sum long-term liabilities	3750	34 931	3750
Short-term liabilities			
Debt to credit institutions	-	-	-
Advances from customers	-	-	-
Tax Debt	5	1110	90
Trade payables	3 840	2758	3 133
Other short term liabilities	14 178	23 415	39 883
Accrued expenses and deferred income	3104	2 477	2 572
Sum short-term liabilities	21128	29 760	45 678
SUM EQUITY AND LIABILITIES	53 722	38 349	111 197
SOLIDITY	54%	-69%	56%

# **GROUP CASH FLOW STATEMENT**

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Amounts in KSEK	Apr-Jun 2021	Apr-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Dec 2020
Operating activities					
Operating loss	-17 837	-16 290	-32789	-30 130	-56 949
Adjustment for non-cash items	2807	3 3 4 7	5790	6 707	7119
Interest received	0	-21	0	3 3 3 3 0	0
Interest paid	-360	-5733	-892	-6365	-2367
Cash flow from operating activities before changes in working capital	-15 390	-18 698	-27 891	-26 457	-52 196
Changes in trade receivables	635	-669	-574	-908	-2 311
Change in other operating receivables	-159	1033	-822	134	1033
Change in trade payables	763	-2 127	660	-1507	-952
Change in other operating payables	290	17 764	-1 127	13 463	12 899
Cash flow from operating activities	-13 860	-2 696	-29 755	-15 275	-41 528
Investing activities					
Investment in intangible non-current assets	-1 412	-1293	-2 553	-2 619	-5 223
Investment in tangible non-current assets	-3 219	-14	-4135	-40	-193
Investment in financial non-current assets	-319	144	-681	176	310
Divestiture/amortization of other financial non-current assets	-	-	-	-	-
Cash flow from investing activities	-4950	-1163	-7368	-2 483	-5 107
Financing activities					
New share issue	0	0	82 000	0	393
Loan cleared in share issue	0	0	-6357	0	-
Stock options	250	0	310	393	-
Costs related to new share issue	0	0	0	0	-
Subscribed but unpaid share capital	0	0	0	0	_
Borrowings	0	29 467	-25 000	43 572	57 422
Change in interest-bearing liabilities	0	-16 550	0	-16 550	-1000
Cash flow from financing activities	250	12 917	50 953	27 415	56 815
Cash flow for the period	-18 559	9 058	13 830	9 658	10 181
Cash and Cash equivalents at beginning of period	43 356	1548	10 897	930	930
Cash and cash equivalents at end of period	24 814	10 578	24 814	10 578	10 897
Exchange rate differences in cash and cash equivalents	18	-27	87	-10	-214

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# CONSOLIDATED GROUP CHANGES IN EQUITY

Amounts in KSEK	Share- holder equity	Ongoing newshare issue	Other contri- buted capital	Retained earnings	Total equity
Opening balance 2021-01-01	18 787	82 000	366 185	-405 202	61769
New share issue	5 027		76 973		82 000
Ongoing new share issue		-82 000			-82 000
Costs related to new share issue					
Exchange rate difference when converting foreign operations				-332	-332
Restricted equity regarding capitalised development costs			2 5 5 5	-2 555	0
Depreciation capitalised development cost			-5 110	5 110	0
Stock Options				837	837
Adjustment					
Net income for the year				-33 429	-33 429
Closing balance 2021-06-30	23 813	0	440 603	-435 572	28 844

## INCOME STATEMENT PARENT COMPANY

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Amounts in KSEK	Apr-Jun 2021	Jan-Mar 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Dec 2020
Operating income, stock changes etc.					
Net sales	0	575	0	997	1089
Capitalized work for own account	1 412	1293	2 5 5 3	2 619	5 223
Other operating income	44	0	95	0	-
Sum operating income, stock changes etc.	1456	1868	2 648	3 616	6 312
Operating expenses					
Other external expenses	-3 961	-6 171	-7184	-11 108	-19 294
Personnel costs	-2 253	-2 635	-4318	-5 334	-9 996
Depreciation and impairment of tangible					
and intangible non-current assets	-2 591	-3 325	-5 357	-6 659	-12 674
Other operating expenses	-3	0	-16	0	-78
Sum operating expenses	-8809	-12 130	-16 875	-23 101	-42 042
Operating Loss	-7 353	-10 262	-14 227	-19 485	-35 730
Financial items					
Write down intercompany loans	-	-	-	-	-
Other interest income and similiar items	602	1191	892	5 647	8 537
Interest costs and similar items	-391	-5 744	-923	-6365	-11780
Sum financial items	211	-4 553	-30	-718	-3 243
Income/loss after financial items	-7 143	-14 814	-14 258	-20 203	-38 973
Income before tax	-7143	-14 814	-14 258	-20 203	-38 973
Тах	0	0	0	0	0
Net income/loss	-7143	-14 814	-14 258	-20 203	-38 973
Income of the Parent Company's shareholders	-7143	-14 814	-14 258	-20 203	-38 973

## **BALANCE SHEET PARENT COMPANY**

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Amounts in KSEK	30 Jun 2021	30 Jun 2020	31 Dec 2020
ASSETS			
Subscribed but unpaid share capital	0	0	75 643
Non-current assets			
Intangible non-current assets			
Capitalized development and other similar expenses	16110	22 325	18 915
Intellectual property rights, brands and other intangible assets	489	489	489
	16 600	22 815	19 404
Financial non-current assets			
Participations in Group Companies	62 50 6	4742	62 506
Receivables from Group Companies	25 814	47 333	3752
Other long-term receivables	25	159	25
	88 345	52 234	66 282
Sum non-current assets	104 945	75 049	85 686
Current assets			
Short term receivables			
Trade receivables	95	268	98
Receivables from Group Companies	0	0	-
Other short-term receivables	952	1070	243
Deferred expenses and accrued income	368	170	48
	1415	1508	388
Cash and cash equivalent			
Cash	22 095	9 984	6 181
Sum current assets	23 510	11 492	6 5 6 9
SUMASSETS	128 455	86 541	167 899

# BALANCE SHEET PARENT COMPANY (CONT.)

# urb ——

Amounts in KSEK	30 Jun 2021	30 Jun 2020	31 Dec 2020
Equity and liabilities			
Equity			
Restricted equity			
Stockholders' equity	23 813	16 258	18 787
Ongoing new share issue	-	-	82 000
Restricted equity regarding capitalised development costs	16 613	21868	19 168
	40 426	38126	119 954
Unrestricted equity			
Share premiun reserve	424 441	315 672	347 468
Retained earnings	-341716	-308 836	-306 135
Net loss	-14 258	-20 203	-38 973
	68 467	-13 366	2 3 5 9
Sum equity	108 893	24760	122 314
Long-term liabilities			
Other liabilities	3750	34 931	3750
Sum long-term liabilities	3 750	34 931	3750
Short-term liabilities			
Advances from customers	-	-	-
Tax debt	5	1110	90
Trade payables	1577	1 516	1715
Other short-term liabilities	11 546	21864	37 622
Accrued expenses and deferred income	2 683	2360	2409
Sum short-term liabilities	15 812	26 850	41 835
SUM EQUITY AND LIABILITIES	128 455	86 541	167 899
SOLIDITY	85%	29%	73%

## PARENT COMPANY CASH FLOW STATEMENT

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	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	Jan-Dec
Amounts in KSEK	2021	2020	2021	2020	2020
Operating activities					
Operating loss	-7353	-10 262	-14 227	-19 485	-35730
Adjustment for non-cash items	2 676	3 3 2 5	5 610	6 659	7048
Interest received	517	1191	640	5 647	4750
Interest paid	-391	-5744	-923	-6365	-2 367
Cash flow from operating activities					
before changes in working capital	-4 551	-11 490	-8 900	-13 544	-26 298
Changes in trade receivables	-	37	3	25	195
Change in other operating receivables	217	778	-253	-18	932
Change in trade payables	-415	-1 537	-137	-936	-738
Change in other operating payables	-95	12 432	-1135	10 963	5 749
Cash flow from operating activities	-4845	220	-10 424	-3 511	-20160
Investing activities					
Investment in intangible non-current assets	-1 412	-1293	-2 553	-2 619	-5 223
Investment in Group Companies	-12 724	-3 201	-22 063	-11 865	-52
Investment in financial non-current assets	-	-	-	-	-25 861
Cash flow from investing activities	-14 136	-4 494	-24 616	-14 484	-31137
Financing activities					
New share issue	0	0	82 000	0	393
Loan cleared in share issue	0	0	-6 357	0	-
Stockoptions	250	0	310	393	-
Issue costs	0	0	0	0	-
Subscribed but unpaid share capital	0	0	0	0	
Borrowings	0	29 467	-25 000	43 572	57 422
Change in interest-bearing liabilities	0	-16 550	0	-16 550	-1000
Cash flow from financing activities	250	12 917	50 953	27 415	56 815
Cash flow for the period	-18 731	8 642	15 914	9 420	5 518
Cash and Cash equivalents at beginning of period	40 825	1342	6 181	564	564
Cash and cash equivalents at end of period	22 095	9 984	22 095	9 984	6 082

# PARENT COMPANY CHANGES IN EQUITY

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Amounts in KSEK	Share- holder equity	Ongoing newshare issue	Other contri- buted capital	Share premium reserve	Retained earnings	Total equity
Opening balance 2021-01-01	18 787	82 000	19 168	347 467	-345 108	122 314
New share issue	5 027			76 973		82 000
Ongoing new share issue		-82 000				-82 000
Costs related to new share issue						0
Development fund			2 5 5 5		-2 555	0
Amortization of development fund fees			-5 110		5 110	0
Stock Options					837	837
Net income for the year					-14 258	-14 258
Closing balance 2020-06-30	23 813	0	16 613	424 441	-355 974	108 893

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### Accounting and valuation principles

Urb-it AB's annual report and consolidated accounts have been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Accounting Standards Board's general advice BFNAR 2012:1 (K3). The accounting principles are unchanged compared to previous reports.

### **Consolidated Accounts**

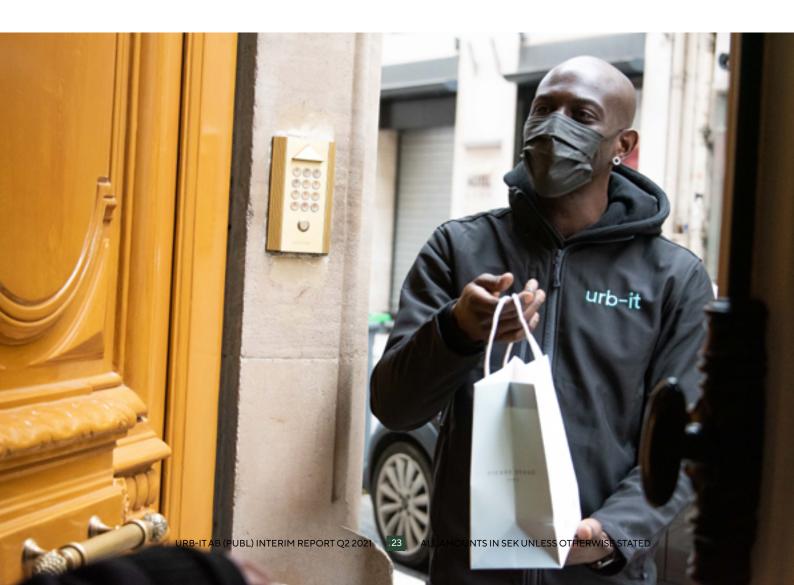
Urb-it AB prepares consolidated accounts. The subsidiaries are included in the consolidated financial statements from the date the controlling influence is transferred to the group. They are excluded from the consolidated financial statements from the date on which the controlling influence ceases.

The consolidated financial statements have been prepared in accordance with the acquisition method. The acquisition date is the time when the controlling influence is obtained. Identifiable assets and liabilities

are initially valued at fair value at the time of acquisition. The minority's share of the net assets acquired is measured at fair value. Goodwill is the difference between the identifiable net assets acquired at the time of acquisition and the acquisition value, including the value of the minority interest, and is initially valued at the acquisition value. All transactions between group companies are eliminated in their entirety.

Subsidiaries in other countries prepare their annual accounts in foreign currency. Translation of the items in these companies' balance sheets and income statements is made at the closing day rate and spot rate, respectively, for the day and business event respectively. The translation differences that arise are reported in the Group's equity.

This report has not been subject to an audit or review by the auditors.





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The Board of Directors and the CEO ensure that the interim report provides a true and fair view of the Group's and the Parent Company's operations, position and earnings.

Stockholm 27 July 2021



Lage Jonason Chairman of the Board



Fredrik Warstedt **Board Member** 



Andrea Rosengren **Board Member** 



Anna Wikner **Board Member** 



Johan Englund **Board Member** 



Kevin Kviblad CEO



