

Press Release

July 20, 2023

Interim report for the period 1 January – 30 June 2023

April - June

- Net sales amounted to SEK 72.8 (68.9) million, an increase of 5.7% compared to the same period last year.
- EBITDA earnings amounted to SEK 19.4 (15.4) million, an increase of 26.1% compared to the same period last year.
- EBITDA margin amounted to 26.7% (22.3%).
- Profit after tax amounted to SEK 0.1 (-1.8) million.
- Earnings per share amounted to SEK 0.01 (-0.17).
- Total cash flow amounted to SEK -10.8 (-11.9) million.

January - June

- Net sales amounted to SEK 142.2 (131.9) million, an increase of 7.8% compared to the same period last year.
- EBITDA earnings amounted to SEK 33.2 (24.7) million, an increase of 34.5% compared to the same period last year.
- EBITDA margin amounted to 23.4% (18.7%).
- Profit after tax amounted to SEK -4.7 (-9.7) million.
- Earnings per share amounted to SEK -0.40 (-0.95).
- Total cash flow amounted to SEK -5.5 (-7.5) million.

CEO's comment

It has been 50 days since I joined Seamless and it has been extremely positive and full of learnings and challenges, but firstly I want to thank our customers for the opportunity to serve all of you and to show our commitment to continue delivering in the best possible way and I also want to express my gratitude for the warm welcome I have received and the incredible team support.

Before I move on to tell you more about me and my initial findings, I want to walk you through the Q2 numbers. We are continuing to follow our forecast for the second quarter. Revenue for the quarter landed at SEK 72.8 (68.9) million and an EBITDA of SEK 19.4 (15.4) million. This means that we close the first half of the year with a revenue of SEK 142.2 (131.9) million and EBITDA of SEK 33.2 (24.7) million.

I want to emphasize that my journey leading up to this point has been built upon a solid foundation of experience. Over the years, I have accumulated extensive knowledge and expertise in sales and the telecom industry. I have had the privilege of working in diverse global roles, allowing me to gain valuable insights into various aspects of our industry.

What sets me apart is my involvement in two remarkable exits, which have further enriched my understanding of business dynamics. These exits have strengthened my strategic thinking, and decision-making abilities, and have given me a deep appreciation for the value of teamwork and collaboration. I firmly believe that it is our combined efforts that will pave the way for our future triumphs.

As the CEO, my vision for our company is clear: to deliver exceptional results to our customers, drive growth in our actual markets, expand into new markets, and continue our innovation journey. I am committed to creating an environment that encourages creativity, accountability, rewards excellence, and nurtures professional development. Together, we will strive to exceed customer expectations, seize new opportunities, and stay ahead of the competition.

During my time here, I have had the opportunity to assess our current position and identify several key areas that require our immediate attention. It is crucial for us to defend and increase our recurring revenue. This means we must focus on enhancing customer satisfaction and retention, as well as exploring opportunities to expand our offerings to existing clients. By providing exceptional value and delivering outstanding service, we can solidify our position as a trusted partner and foster long-term relationships. Furthermore, I strongly believe that breaking into new markets is essential for our growth and sustainability.

One region that holds significant potential is Latin America. Having conducted business in this region for many years, I have witnessed firsthand the untapped opportunities and the immense appetite for our products/services. By carefully strategizing and adapting to the unique dynamics of this market, we can establish a strong foothold and capitalize on the demand.

Expanding into Latin America will require collaboration, dedication, and a thorough understanding of the local culture and business landscape. I encourage each and every one of you to contribute your insights, experiences, and expertise to help us navigate this exciting venture successfully. Together, we can unlock a world of possibilities and achieve remarkable results.

I firmly believe in the potential of this company and the extraordinary talent within our team. Together, we can surpass our goals and propel this organization to new heights.

We have all we need to achieve great results; we have passion, discipline, and creativity, with these ingredients I am confident that, we will achieve greatness.

Eddy Cojulun
CEO, Seamless Distribution Systems AB

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ABOUT 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 their telephone subscriptions, where SDS products and services handle up to 90% of the Telecom operator's sales. Today, SDS have implemented solutions in fintech, advanced analysis and retail value management, and where these solutions have succeeded, they are transformed into so-called SaaS solutions.

SDS has approximately 285 employees in Sweden, France, Belgium, Romania, South Africa, Ghana, Nigeria, Ivory Coast, United Arab Emirates, Pakistan, India, and Indonesia. SDS annually handles more than 15 billion transactions worth over USD 14 billion. Via over 3 million monthly active resellers of digital products, more than 1100 million consumers are served globally.

SDS share is listed on Nasdaq First North Premier.

The company's Certified Adviser is FNCA Sweden AB, info@fnca.se