

Q3 2024

Interim report

Aixia Group AB (publ)



aixia

Group financial overview

All amounts in kSEK	2024	2023	2024	2023	2023
Financial overview (Consolidated)	Third quarter	Third quarter	First nine months	First nine months	Full year
Net sales	40 201	35 207	312 612	80 417	107 809
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	2 427	1 740	24 552	900	935
Earnings Before Interest and Taxes (EBIT)	1 198	777	20 492	-2 008	-4 047
Profit/loss for the period	914	676	15 910	-2 288	-3 901
Earnings per share (SEK)	0,58	0,43	10,10	-1,45	-2,48
Number of shares	1 576 000	1 576 000	1 576 000	1 576 000	1 576 000

- Aixia achieved a turnover of 312 MSEK during the first three quarters!**
 This is 100% more than we have ever accomplished in a full year before. Aixia delivered an EBITDA of 2.4 MSEK in Q3, which is 39% higher (1.7 MSEK) than the same period the previous year, and 160% higher than the entire year of 2023 (0,9 MSEK).
- Annual Recurring Revenue (ARR) from ongoing operations increased by 14.8% in Q3, reaching 8.3 MSEK (7.3 MSEK in the same period last year).**
- The gross margin for ongoing operations has steadily increased quarter by quarter.** Due to the significant deal in Q1, comparison figures with the previous year are not representative. As a result, they are not presented in this report, but we intend to highlight the development in figures and percentages in future reports.
- The group's earnings per share for Q3 2024 stand at SEK 0.58, which is 35% higher than SEK 0.43 in the same period last year.** For the first three quarters of this year, earnings per share are SEK 10.10, compared to SEK -1.45 in the same period last year.



In Q3 2024, we organized the Aixia Innovation Day, which has significantly impacted our future business prospects and market.

- **Our cash/bank balance has increased significantly, to 16.6 MSEK, which clearly shows our strong financial position and stable liquidity.** Compared to the same period last year, this represents an impressive increase. The slightly lower cash balance compared to Q2 is primarily due to an increase in accounts receivable, reflecting heightened business activity. This development is a natural part of our growth, and we view it as positive and without risks to our overall financial stability.
- **Capitalized work for own account in Q3 (1.6 MSEK) includes adjustments for Q1 and Q2, and is YTD 0.9 MSEK lower than what was capitalized in the same period last year.**

CALENDAR

YEAR-END REPORT (Q4):
2025/02/20

Improving today for a better tomorrow.

At Aixia, we believe in constantly challenging the status quo, simplifying the complex, all while inspiring and driving positive change. Our forward-thinking approach ensures we provide innovative, smart and simple solutions. Solutions that boost our clients' competitiveness – bringing them one step ahead of the competition.

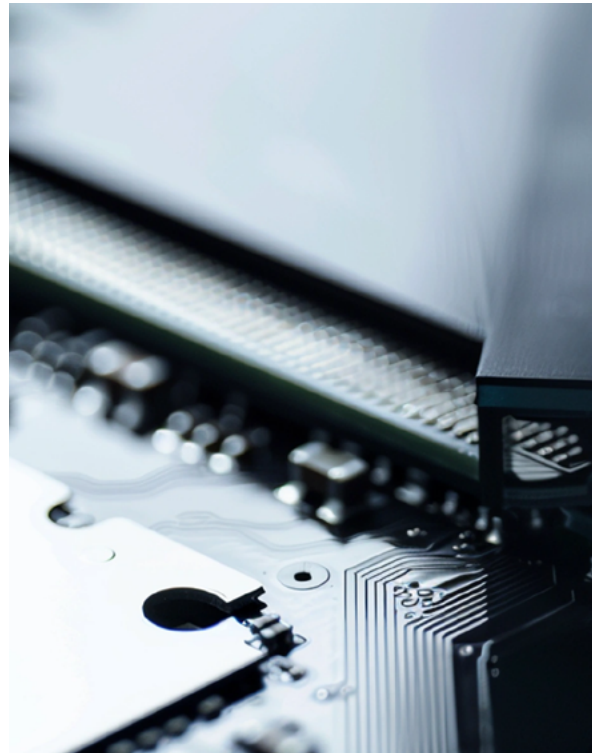
Mission statement

By challenging with innovative, smart and simple solutions, we increase the competitiveness of our Clients.

Our Offer

Aixia was founded in 2007, with the vision to transform IT by constantly challenging the status quo, doing what we do today better tomorrow. Since then, we have transformed from IT pioneers to industry leaders, harnessing new technologies, successfully expanding our offer to AI solutions. Our journey from IT to AI to seamless and integrated solutions makes us unique.

Listed on Spotlight in 2018 and OTCQX since 2024, we now offer a comprehensive range of services, with unique combined expertise in the IT/AI fields, including AI/Deep Learning platforms, data centers, cybersecurity, consultancy, and more. With over 120 unique clients across various industries, the clever minds of Aixia transform complex business problems into simple solutions, shaping the future of IT and AI.



A MESSAGE FROM THE CEO

A historic milestone and our path forward!

It is with great pride that I announce that Aixia, for the first time in the company's history, has surpassed a 300 MSEK revenue. Already during Q3, with one quarter left of the year, we have achieved a revenue of 312 MSEK. That represents a 100% increase compared to what we have ever accomplished in a full year before. Additionally, we report an EBITDA of SEK 2.4 million for the third quarter (compared to SEK 1.7 million in the same period last year), which represents a 39% increase over Q3 last year and 160% of the entire 2023 result of SEK 0.9 million. This is clear evidence that our growth and innovation strategy is yielding results.



Strengthened financial goals

Building on this success, we have also clarified our long-term financial targets. We aim to achieve a revenue of 620 MSEK by 2026 and 987 MSEK by 2028. These forecasts include 1–2 major deals per year, similar to the one we completed during Q1 this year. This signals strength to the market and establishes a clear direction for Aixia as a company, for our employees, owners, customers, and other stakeholders.

An example that underscores our goals is IDG's Worldwide Artificial Intelligence System Spending Guide, which forecasts an annual growth rate (CAGR) of 26.9% for AI investments until 2027 at least. This is more than five times higher than the global annual CAGR for IT investments, which is estimated at 5.7% over the same period.

The market position

We are in the midst of a transformative shift and have entered a new era where AI and digital innovation are not just opportunities but necessities for companies and organizations that want to stay ahead. At Aixia, we are convinced that AI is the primary driving force for reshaping products, services, and work methods, and we recognize the immense potential this technology has to address the challenges and opportunities the market faces.

Technological advances like AI play a crucial role in how we will navigate the economic and technological landscapes of today and tomorrow. AI is not just a tool for improving efficiency – it is a key to creating long-term value and sustainable growth. We see this shift happening globally, and I believe that the time is right for Swedish companies and the public sector to take a step into the future.

The increasing demand for digitalization across sectors, from manufacturing to services, is driving investments in AI solutions. Aixia has taken a leading role in this transformation by offering both technological architecture and specialized expertise to companies looking to scale up their AI development and leverage the benefits that applied AI can offer. We are seeing a significant rise in concrete decisions and investments moving forward. Organizations that can adapt and harness the full potential of AI will not only survive but also thrive and lead in their respective industries.

At Aixia, we continue to invest in technologies that help our customers transform their operations and strengthen their competitiveness through AI. Thanks to our ongoing market activities, such as our initiative Aixia Innovation Day, we are creating a platform to deepen the understanding of how AI can lead to real change and value-driven solutions in our customers' businesses.

Aixia will continue to shape the future, ensuring that we keep up with technological advancements and lead the way!

A continuously strong market position

In Q3 2024, we organized the Aixia Innovation Day, which has significantly impacted our future business prospects and market. The event facilitated direct contact with potential customers and partners by creating a platform where new technologies and solutions are showcased, raising awareness of Aixia's expertise in AI and its technological architecture. This has reinforced Aixia's position as the leading player in these areas and opened doors to new business opportunities. It has also helped deepen relationships with existing customers and suppliers and expand Aixia's market presence. Customers, suppliers, and media representatives alike have agreed that the event was a success, exceeding all expectations.

In the past quarter, we have seen a marked improvement in the business climate, with more companies recognizing the value of investing in AI technology. This trend is reflected in increased activity across all our business areas. Demand for our solution has grown steadily, particularly



evident in the growth of our ARR business (Annual Recurring Revenue) and service revenues. As we move into Q4, we see that this interest continues to rise, confirming that the market is ready for the AI-driven solutions we offer – whether in AI solutions for the industry, our AlaaS offerings, or AI integrations with SaaS platforms.

With sustained trends in both growth and profitability, we approach Q4 with energy, enthusiasm, and confidence! We remain strong in our vision and look forward to meeting our customers' growing needs.

A handwritten signature in black ink, appearing to read 'Mattias Bergkvist'.

Mattias Bergkvist
CEO, Aixia Group AB (publ)

Significant events Q3 2024

2024/07/04

Mölnadal, Sweden

Aixia AB has received a significant order valued at 5.1 million SEK from a leading global telecommunications company. This order, in collaboration with Nvidia, will support the next generation of mobile communications technology.

2024/07/10

Mölnadal, Sweden

Aixia, a premier provider of innovative network solutions, is pleased to announce a significant investment in its advanced network solutions from a current customer, one of Sweden's leading hospitality companies. This substantial deal, valued at 5.3 million SEK, underscores the hospitality company's commitment to upgrading its aging network infrastructure with a Next Generation networking platform, including state-of-the-art WiFi from Arista Networks.

As part of this transformative project, Aixia will be responsible for the design, installation, and ongoing support of the expansive new network. This partnership aims to elevate the customer experience within the hospitality sector by providing seamless, high-speed, and reliable connectivity throughout their facilities.

2024/07/31

Mölnadal, Sweden

Aixia, a pioneer in AI infrastructure solutions, proudly announces that it has received the first order in Scandinavia for the cutting-edge Nvidia DGX B200 system from an existing customer in the automotive industry. This groundbreaking order, valued at 6.4 million SEK, underscores Aixia's leadership in delivering advanced AI development solutions.

The Nvidia DGX B200 system represents a significant leap forward in AI technology, offering three times the training performance and fifteen times the inference performance compared to the previous generation DGX H100. This powerful system is poised to accelerate AI-driven innovation and efficiency within the automotive sector.

2024/08/06

Mölnadal, Sweden

Aixia secures an order regarding a communication solution for datacenter architecture with a European energy company and its Swedish division. The solution is based on Arista and ensures that the company can continue to grow and develop around AI in a safe way. The value of the order amounts to SEK 2.1 million

Significant events after the end of the period

2024/10/07

Mölnadal, Sweden

Aixia announces that it has taken an order for the next generation high-performance storage system from VAST Data. The order, which is worth approximately SEK 10.2 million, comes from an important existing customer in the automotive sector and is part of their continued investment in scalable and high-performance AI-focused data center infrastructure.

The advanced storage system from VAST Data will be integrated into the customer's existing data center to meet the increasing demands for data management and performance. The storage solution is designed to support the customer's growing need for data capacity and ensure optimal availability and efficiency in their business.

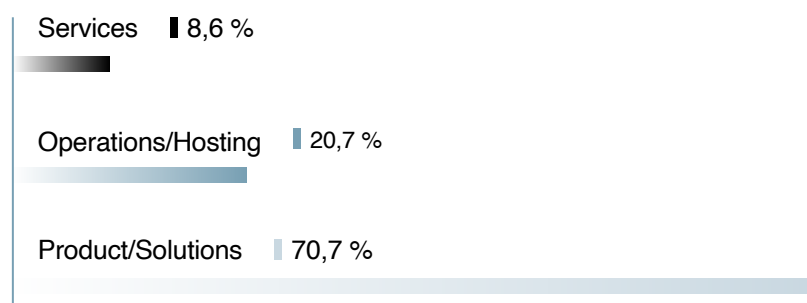
2024/10/21

Mölnadal, Sweden

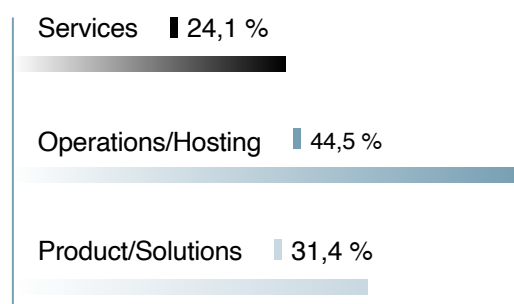
Aixia, a leading player in AI and technological innovation, announces its long-term financial goal that extends until 2028. With its sights set on steady growth in the coming years, Aixia aims to achieve a turnover of SEK 620 million by 2026 and further to SEK 987 million in 2028.

This growth plan is based on strategic decisions and includes the ambition to complete 1-2 major deals annually, similar to the successful deal completed in the first quarter of 2024. Aixia has continuously developed its portfolio of advanced AI solutions, which has laid the foundation for this robust growth strategy.

Total revenue 2024 Q3



Total Gross Profit 2024 Q3



Basic Group Facts

The share

The Company's share is available for trading on Spotlight Stock Market under the ticker AIXIA B, ISIN-kod är SE0010636837. Spotlight Stock Market is a subsidiary of ATS Finans AB, an investment firm under the supervision of the Swedish Financial Supervisory Authority. Spotlight operates a trading platform that is not a regulated market.

The share capital of Aixia Group AB (publ) amounts to SEK 788 000 divided into 1 576 000 shares with a quota value of SEK 0.50 per share. All are issued and fully paid. The Company has two class shares: 100 000 are class A shares, and 1 476 000 are class B shares. Each A share carries ten (10) votes per share, while each B share carries one (1) vote per share. They all have equal rights to a portion of the assets and profits of the Company.

Accounting and valuation policies

We have prepared the report in accordance with the Annual Accounts Act and the Swedish Accounting Standards Board's general guidelines BFNAR 2012:1 (K3), which are unchanged from the previous year. Please refer to the Company's most recent annual report for further information

The consolidated accounts combine the activities of the Parent Company and all its subsidiaries. Subsidiaries are all entities in which the Group has the power to govern the financial and operating policies to obtain economic benefits. The Group achieves and exercises control by holding more than half of the votes. Intra-group transactions and balance sheet items are eliminated in full on consolidation, including unrealized profits and losses on transactions between Group companies.

Auditor's statement on the interim report

The report has not been subject to review by the Company's auditor.

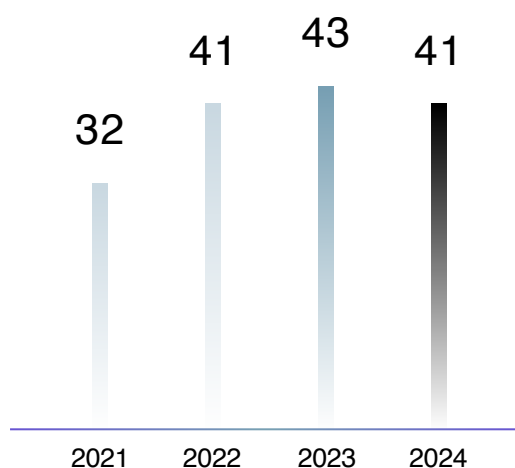
Staff

As of 2024/10/24 the Group has 41 employees.

Important dates

Year-end report (Q4): 2025/02/20

Number of employees



FOR FURTHER INFORMATION,
PLEASE CONTACT /

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Consolidated Income Statement

All amounts in kSEK	Third quarter		First nine months		Full year
INCOME STATEMENT (consolidated)	2024	2023	2024	2023	2023
Operating income etc.					
Net turnover	40 201	35 207	312 612	80 417	107 809
Own work capitalised	1 631	819	1 967	2 880	3 558
Other operating income	52	950	3 709	2 370	3 492
Total operating income etc.	41 884	36 976	318 288	85 667	114 859
Operating expenses					
Goods and Consumables	-27 488	-23 830	-254 129	-47 901	-64 667
Other external expenses	-4 128	-3 234	-9 819	-10 227	-12 977
Personnel costs	-7 784	-8 123	-29 343	-26 046	-35 299
Other operating expenses	-58	-49	-446	-593	-981
Total operating expenses	-39 458	-35 236	-293 737	-84 767	-113 924
Earnings before interest, taxes, depreciation and amortisation (EBITDA)					
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	2 427	1 740	24 552	900	935
Depreciation and write-down of tangible and intangible assets	-1 228	-963	-4 059	-2 908	-4 982
Operating profit/loss	1 198	777	20 492	-2 008	-4 047
Profit/loss from financial items					
Other interest income and similar profit/loss items	1	0	1	0	13
Interest expense and similar profit/loss items	-126	-101	-455	-280	-652
Profit/loss before tax	1 073	676	20 038	-2 288	-4 686
Tax on profit for the period	-159	0	-4 128	0	785
Profit/loss for the period	914	676	15 910	-2 288	-3 901
Earnings per share (SEK)	0,58	0,43	10,10	-1,45	-2,48

Consolidated Balance Sheet

All amounts in kSEK

BALANCE SHEET (Consolidated)	2024 Q3	2023 Q3	2023 FYR
ASSETS			
Fixed assets			
Intangible assets			
Capitalised expenditure for development and similar work	10 585	9 081	9 703
Tangible fixed assets			
Plant and machinery	177	141	170
Equipment, tools, fixtures and fittings	11 931	11 829	15 526
Financial assets			
Deferred tax asset		0	785
Total fixed assets	22 694	21 051	26 184
Current assets			
Inventories, etc.			
Finished products and goods for resale	91	18	18
Current receivables			
Trade receivables	20 344	23 068	20 277
Current tax asset	0	717	1 107
Other receivables	1 424	322	9
Prepaid expenses and accrued income	4 150	2 192	2 807
Total current receivables	26 009	26 317	24 218
Cash and bank			
Cash and bank	16 574	572	1 276
Total current assets	42 583	26 889	25 494
TOTAL ASSETS	65 277	47 940	51 678

Consolidated Balance Sheet

All amounts in kSEK

BALANCE SHEET (Consolidated)	2024 Q3	2023 Q3	2023 FYR
EQUITY AND LIABILITIES			
Equity			
Share capital	788	788	788
Other contributed capital	5 460	5 460	5 460
Other capital incl profit/loss for the year	20 456	6 159	4 546
Total equity	26 704	12 407	10 794
Long-term liabilities			
Liabilities to credit institutions	7 708	7 842	11 224
Total long-term liabilities	7 708	7 842	11 224
Current liabilities			
Liabilities to credit institutions	3 809	3 170	3 600
Advance payments from customers	135	69	65
Trade payables	8 012	13 344	14 652
Overdraft facility	0	38	3 465
Current tax liability	1 509	0	0
Other liabilities	5 446	4 579	3 678
Accrued expenses and deferred income	11 954	6 491	4 200
Total current liabilities	30 865	27 691	29 660
TOTAL EQUITY AND LIABILITIES	65 277	47 940	51 678

Parent Company Income Statement

All amounts in kSEK	Third quarter		First nine months		Full year
INCOME STATEMENT (Parent company)	2024	2023	2024	2023	2023
Operating income etc.					
Net turnover	960	841	2 640	2 520	3 360
Other operating income	0		16		
Total operating income etc.	960	841	2 656	2 520	3 360
Operating expenses					
Other external expenses	-411	-278	-1 196	-799	-1 453
Personnel costs	-580	-553	-1 762	-1 748	-2 374
Total operating expenses	-991	-831	-2 958	-2 547	-3 827
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	-31	10	-302	-27	-467
Profit/loss from financial items					
Interest expense and similar profit/loss items	0	-1	-2	-1	-1
Summa från finansiella poster	0	-1	-2	-1	-1
Profit/loss before tax	-31	9	-304	-28	-468
Tax on profit for the period	0	0	0	0	0
Profit/loss for the period	-31	9	-304	-28	-468

Parent Company Balance Sheet

All amounts in kSEK

BALANCE SHEET (Parent company)	2024 Q3	2023 Q3	2023 FYR
ASSETS			
Fixed assets			
Financial assets			
Participations in group companies	1 790	1 790	1 790
Total fixed assets	1 790	1 790	1 790
Current assets			
Current receivables			
Trade receivables	0	0	0
Receivables from group companies	4 683	5 336	5 333
Current tax asset	157	253	185
Other receivables	0	11	0
Prepaid expenses and accrued income	297	190	182
Total current receivables	5 137	5 790	5 700
Cash and bank			
Cash and bank	210	552	253
Total current assets	5 347	6 342	5 953
TOTAL ASSETS	7 137	8 132	7 743

Parent Company Balance Sheet

All amounts in kSEK

BALANCE SHEET (Parent company)	2024 Q3	2023 Q3	2023 FYR
EQUITY AND LIABILITIES			
Equity			
Restricted equity			
Share capital	788	788	788
Non-restricted equity			
Share premium reserve	5 460	5 460	5 460
Profit or loss carried forward	494	962	962
Profit/loss for the period	-304	-28	-468
Total equity	6 438	7 182	6 742
Long-term liabilities			
Liabilities to credit institutions	0	0	0
Total long-term liabilities	0	0	0
Current liabilities			
Trade payables	97	287	334
Current tax liability	0	0	0
Other liabilities	362	472	378
Accrued expenses and deferred income	240	191	289
Total current liabilities	699	950	1001
TOTAL EQUITY AND LIABILITIES	7 137	8 132	7 743

AIXIA /

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FOR MORE INFORMATION /

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This information is information that Aixia Group AB (publ) is required to make public pursuant to the EU Market Abuse Regulation. The information was provided by the above contact, for publication 2024/10/24.