

2025

Interim Report

1 January – 30 June

Second quarter 2025

- » Sales increased to MSEK 228.9 (MSEK 206.8)
- » EBITDA increased to MSEK 24.8 (MSEK 21.5)
- » Profit before tax increased to MSEK 19.5 (MSEK 18.7)
- » Profit margin before tax amounted to 8.5 % (9.0 %)
- » Profit for the period after tax increased to MSEK 15.5 (MSEK 14.6)
- » Profit for the period after tax per share, before and after dilution, increased to SEK 0.29 (SEK 0.28)
- » Cash flow from operating activities amounted to MSEK 7.1 (MSEK 26.9)
- » Softronic acquired Innofactor's member system MMS on April 1.

First six months of 2025

- » Sales increased to MSEK 464.1 (MSEK 436.9)
- » EBITDA increased to MSEK 48.5 (MSEK 47.0)
- » Profit before tax totalled MSEK 39.7 (MSEK 41.7)
- » Profit margin before tax amounted to 8.6 % (9.5 %)
- » Profit for the period after tax amounted to MSEK 31.4 (MSEK 32.6)
- » Profit for the period after tax per share, before and after dilution, amounted to SEK 0.60 (SEK 0.62)
- » Cash flow from operating activities amounted to MSEK 34.9 (MSEK 42.6)
- » Total liquidity amounted to MSEK 105.3



A word from the CEO

I took over as CEO during the second quarter. It has been pleasing to see that Softronic is delivering stable growth and a stable performance even in a challenging world. We are continuing to develop the operations, in part with the acquisition of MMS from Innofactor.

I was warmly welcomed and quickly assimilated after I took over as Softronic's CEO at the end of May. I had the opportunity already during the first week to meet both customers and partners at the same time as I started to familiarise myself with the organisation and colleagues. My already positive impression was further strengthened during this initial period by our employees' commitment, our high level of competence, our strong customer relationships, and, not least, the opportunities within our operations.

Market in change

The market continued to be challenging during the second quarter. Many businesses and organisations have needed to prioritise profitability, security and cost control before innovation and expansion due to a continued challenging economic situation. This has continued to influence even the IT consulting market, where prices continued to be at low levels and the availability of competence continued to be good.

During the quarter we also followed with great interest the debate regarding and awareness surrounding the risks related to cloud solutions in Swedish IT given the current security situation.

In several customer dialogues, cloud solutions have not been presented as much as a given as they were before and could open new opportunities for Softronic's IT operations on the market. We will therefore direct extra focus to the opportunities in this area during the autumn.

Another given is that we also need to be clear internally about our priorities and costs, focus on areas where we create the most value, and work smarter with our resources. We have started this during the quarter.

Softronic invests in development

During the second quarter, we continued to develop several important customer relationships with both existing and new customers, such as the Swedish Environmental Protection Agency. This assignment is fully aligned with our ambition to contribute to a sustainable society. One positive example is Softronic's involvement as a contributor as Fora, Collectum and Kollektivavtalsinformation merge into Avtalat, and we are tasked with consolidating IT environments and delivering IT workplace services to the new office.

Despite the market conditions, our turn-key solutions from in-house IT operations in Sweden to application management, system development and ready-made solutions are relevant and successful and have created security and continuity for our customers.

There is also growing interest in our ready-made SaaS services, i.e., standard solutions that reduce customers' need to invest in management and own IT projects. Among our SaaS solutions, CM1 has continued to grow in sales at the same time as Softronic Pay has obtained its first paying customers, if still at low volumes.

Acquisition of MMS from Innofactor presents opportunities

Softronic acquired Innofactor's member system MMS on April 1. Through the acquisition of MMS, we have obtained a solution and 24 new employees who have further strengthened our presence in member management. Our solutions currently support seven million members at unions, unemployment insurance funds, and fund-raising organisations, and there continues to be potential for development and improvement.

Implemented AI

During the quarter we also started new AI initiatives internally and at a customer: from automations for bots, support in development to analyses of abilities in generative AI. It will be exciting in coming quarters and years to see how this area will be formed and develop.

Acquisition raises growth and stable earnings

As a result of the joint work being performed throughout the entire organisation, Softronic is reporting a second quarter with good growth and profit. Sales increased by just under 11 % to MSEK 229 (MSEK 207). Growth is driven in part by the Innofactor acquisition (6 %), and the remaining growth is organic (5 %).

The operating profit (EBITDA) amounted to MSEK 48.5 (MSEK 47), which corresponds to growth of 6 %. The EBITDA margin for the second quarter was stable at 10.8 % (10.4 %) due to net sales per employee being slightly better than in the previous year, and otherwise total costs have been stable.

Opportunities before us

Our stable business and our engaged, competent employees prepare us well for the future. The increasing volume of opportunities for IT operating services on the ground and SaaS services further strengthen our position. With a continued focus on proximity to the customer and quality, we see good conditions for continued growth.

Stockholm, 17 July 2025

Mattias Flock, Chief Executive Officer, Softronic AB (Publ)

The Board of Directors and Chief Executive Officer certify that this interim report gives a true and fair view of the development of the Group's operations, financial position and results, and describes the significant risks and uncertainty factors facing the company and the companies within the Group.

Stockholm, 17 July 2025

Mattias Flock, CEO

Per Adolfsson, Chair of the Board of Directors

Petter Stillström

Andreas Eriksson

Victoria Bohlin

Eola Ånggård Runsten

Johan Strid

Mikael Filén, (employee representative)

Anna Hammarberg, (employee representative)

Business events

Second quarter

Softronic has won contracts for our cloud-based ERP solution for Mitsubishi Logisnext Europe.

Softronic won a procurement for IT workplace services for the selection centres Collectum and Fora as well as Kollektivavtalsinformation in the new company structure under the brand Avtalat.

Softronic won the IT operating agreement with the Swedish Union of Journalists.

Softronic signed an agreement for a new communication solution with SD-WAN for Kommunal's unemployment insurance fund.

First quarter

Softronic signed an agreement for the acquisition of Innofactor's member system MMS. The acquisition further strengthens Softronic's market-leading position in society.

Softronic became the turnkey supplier and IT partner for Forena for operations.

Softronic was awarded the framework agreement for IT consulting services for the Swedish Prosecution Authority within the area Management and Governance.

Softronic won the bid to build the Swedish Sports Confederation's new operating system, Idrottsarenan.

Other events

Mattias Flock took over as CEO in May, and Johan Ahlgren took over as CFO in March.

Liquidity and cash flow

The Group had MSEK 82.3 in cash and cash equivalents as at 30 June 2025. The total liquidity comprising cash and cash equivalents, as well as granted unutilised credit lines, amounted to MSEK 105.3.

Cash flow in the quarter compared to the previous year was impacted by a one-time payment of MSEK 8.7 for the MMS acquisition and VAT allocation effects between Q1 and Q2. During the second quarter, a dividend of MSEK 71.1 (MSEK 71.1) was paid.

Events after the end of the period

There have been no other significant events after the end of the period.

Risks and uncertainties

The risks and uncertainties that the Parent Company and the Group may face are primarily related to changes in employee capacity utilisation, average invoicing, employee turnover, salary costs and material security-related threats, all of which may have had a decisive impact on profitability. In addition to the financial risks described in the most recent annual report, factors also include uncertainties in economic assessments, changes to markets and competitors.

About Softronic

GoodTech – leading technology that does good in society. We offer innovative digital solutions that help businesses and organisations create real social benefits. Our services in IT and management range from advice and new development to administration and operations.

Our customers are primarily medium and large Swedish companies and organisations. Softronic was formed in 1984 and is listed on the Stockholm Stock Exchange, Nasdaq OMX. It has approximately 470 employees in Stockholm, Gothenburg, Malmö, Sundsvall, Arjeplog, Karlstad and Visby. Website: www.softronic.se

Reports 2025

- Interim Report (July–Sept), 23 October

Auditors' examination

This report has not been examined by the auditors.

Information about the interim report

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Condensed consolidated profit and loss statement and other comprehensive income, MSEK

	2025 April–June	2024 April–June	2025 Jan–June	2024 Jan–June	2024 full year
Revenue	228.9	206.8	464.1	436.9	842.4
Goods for resale and other invoiced expenses	-73.7	-66.3	-158.7	-150.9	-279.1
Other external expenses	-11.4	-10.0	-23.4	-19.9	-39.5
Staff costs	-119.0	-109.0	-233.5	-219.1	-409.2
Depreciation, non-current assets ¹	-5.4	-3.6	-9.3	-7.1	-14.6
Operating income	19.4	17.9	39.2	39.9	100.0
Net financial income/expense <u>note 2</u>	0.1	0.8	0.5	1.8	2.9
Profit/loss before tax	19.5	18.7	39.7	41.7	102.9
Taxes	-4.0	-4.1	-8.3	-9.1	-20.6
Profit/loss for the period	15.5	14.6	31.4	32.6	82.3
Other comprehensive income					
<i>Items that will be reclassified to profit or loss</i>					
Translation differences	-	-	-	-	-
Comprehensive income for the period	15.5	14.6	31.4	32.6	82.3
Profit/loss for the period attributable to the Parent Company's shareholders	15.5	14.6	31.4	32.6	82.3
Comprehensive income attributable to the Parent Company's shareholders	15.5	14.6	31.4	32.6	82.3
Earnings per share for the period, basic, SEK <u>note 1</u>	0.29	0.28	0.60	0.62	1.56
Earnings per share for the period, diluted, SEK <u>note 1</u>	0.29	0.28	0.60	0.62	1.56

¹of which depreciation for leasing for Q2 2025 is MSEK -3.0 (MSEK -2.9), MSEK -6.1 (MSEK -5.8) for accumulated 2025, MSEK -11.8 for full year 2024

Condensed Consolidated Balance Sheet, MSEK

	30 June 2025	30 June 2024	31 December 2024
ASSETS			
Goodwill	109.3	109.3	109.3
Other intangible assets <u>note 4</u>	25.6	2.4	2.0
Other non-current receivables	1.7	3.3	1.8
Right-of-use asset	22.9	30.7	27.0
Property, plant and equipment	7.1	6.1	6.5
Total non-current assets	166.6	151.8	146.6
Receivables, etc.	196.2	196.1	168.8
Cash and cash equivalents	82.3	71.2	135.4
Total current assets	278.5	267.3	304.2
Total assets	445.1	419.1	450.8
EQUITY AND LIABILITIES			
Equity	256.5	246.5	296.2
Deferred tax liabilities	5.8	2.6	0.8
Other provision	2.0	2.5	2.3
Other non-current liabilities, leasing <u>note 4</u>	11.2	14.4	11.0
Current liabilities ¹ <u>note 4</u>	169.6	153.1	140.5
Total equity and liabilities	445.1	419.1	450.8

¹of which the current part of lease liabilities (IFRS 16) amounts to MSEK 13.3 (MSEK 12.5) on 30 June 2025

Condensed Consolidated Total Equity, MSEK	2025 Jan–June	2024 Jan–June	2024 full year
TOTAL EQUITY			
Opening balance	296.2	285.0	285.0
Comprehensive income for the period	31.4	32.6	82.3
Dividend	-71.1	-71.1	-71.1
Closing balance	256.5	246.5	296.2

All equity is attributable to the Parent Company's shareholders, as there are no non-controlling interests.

Condensed Cash Flow Statement, MSEK, Note 3	2025 April–June	2024 April–June	2025 Jan–June	2024 Jan–June	2024 full year
Cash flow from operating activities before changes in working capital	12.5	11.4	25.8	39.3	93.5
Changes in working capital	-5.4	15.5	9.1	3.3	20.9
Cash flow from operating activities	7.1	26.9	34.9	42.6	114.4
Cash flow from investing activities	-10.4	-2.2	-10.9	-2.4	-4.0
Cash flow from financing activities	-74.0	-73.9	-77.1	-76.9	-82.9
Cash flow for the year/period	-77.3	-49.2	-53.1	-36.7	27.5
Cash and cash equivalents at the start of the year/period	159.6	120.4	135.4	107.9	107.9
Cash and cash equivalents at the end of the year/period	82.3	71.2	82.3	71.2	135.4
Cash flow from operating activities per share, basic, SEK. Note 1	0.13	0.51	0.66	0.81	2.17
Cash flow from operating activities per share, diluted, SEK. Note 1	0.13	0.51	0.66	0.81	2.17

Key performance indicators for the Group, Note 5

		2025	2024	2025	2024	2024
Net profit/loss		April–June	April–June	Jan–June	Jan–June	full year
Earnings per share, basic/diluted, SEK	note 1	0.29	0.28	0.60	0.62	1.56
EBITDA, MSEK		24.8	21.5	48.5	47.0	114.6
EBITDA margin, %		10.8	10.4	10.5	10.8	13.6
Operating margin, %		8.5	8.7	8.4	9.1	11.9
Profit margin, %		8.5	9.0	8.6	9.5	12.2
Return on equity, %		29.3	31.3	29.3	31.3	29.3

		2025	2024	2025	2024	2024
Sales		April–June	April–June	Jan–June	Jan–June	full year
Net sales, MSEK		229	207	464	437	842
Sales of consultancy services, MSEK		89	76	175	155	303
Sales of agreements, MSEK		93	93	189	184	361
Invoiced to third parties, services, MSEK		33	20	58	42	80
Invoiced to third parties, other, MSEK		10	9	22	20	39
Sales of licenses, MSEK		2	6	17	30	49
Sales of hardware, MSEK		2	3	3	6	10
Sales per employee, TSEK		487	480	1,013	1,014	1,955

Financial position		30 June 2025	30 June 2024	31 December 2024
Equity, MSEK		257	247	296
Equity/assets ratio, %		58	59	66
Cash and cash equivalents, MSEK		82	71	135
Unutilised credit lines, MSEK		23	23	23

		2025	2024	2025	2024	2024
Employees		April–June	April–June	Jan–June	Jan–June	full year
Average number during the period		470	431	458	431	431
Number at the end of the period		472	430	472	430	438
Number of structural dismissals for the period		0	5	1	7	10

Development per quarter	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25	Q2/25
Net sales, MSEK	202.3	183.8	218.2	230.1	206.8	193.4	212.1	235.2	228.9
Profit/loss for the period before tax, MSEK	17.3	29.1	34.9	23.0	18.7	32.4	28.8	20.2	19.5
Profit margin before tax, %	8.6	15.8	16.0	10.0	9.0	16.8	13.6	8.6	8.5

Condensed Parent Company Profit and Loss Statement, MSEK	2025	2024	2024
	Jan–June	Jan–June	full year
Revenue	441	437	842
Costs	-402	-397	-828
Operating income	39	40	14
Net financial income/expense	1	2	3
Appropriations*	-	-	85
Profit/loss before tax	40	42	102
Taxes	-9	-9	-21
Net profit/loss	31	33	81

*net Group contributions paid/received

Condensed Parent Company Balance Sheet, MSEK	30 June 2025	30 June 2024	31 December 2024
	ASSETS		
Non-current assets	43	18	19
Non-current receivables	2	2	2
Current assets	256	255	283
Total assets	301	275	304
EQUITY AND LIABILITIES			
Equity	145	136	185
Non-current liabilities	12	2	2
Current liabilities, non-interest-bearing	144	137	117
Total equity and liabilities	301	275	304

Condensed Parent Company Cash Flow Statement, MSEK	2025	2024	2024
	Jan–June	Jan–June	full year
Cash flow from operating activities	30	36	102
Cash flow from investing activities	-11	-2	-5
Cash flow from financing activities	-71	-71	-71
Cash flow for the year/period	-52	-37	26
Cash and cash equivalents at the start of the year/period	134	108	108
Cash and cash equivalents at the end of the year/period	82	71	134

Notes

Accounting principles and supplementary information

Softronic AB (publ) applies the IFRS standards (International Financial Reporting Standards) as adopted by the EU.

The interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, and the Swedish Annual Accounts Act. The report for the Parent Company has been prepared in accordance with the Swedish Annual Accounts Act and RFR 2, Accounting for Legal Entities.

Group operations are wide-ranging and are therefore reported as a segment.

The Group applies the same accounting principles and uses the same bases for calculation as in the 2024 Annual Report.

The estimates follow the same principles as in the Annual Accounts of 2024.

Comprehensive income is reported as an extended profit and loss account, including items previously recognised in equity.

The Group's financial assets and liabilities comprise accounts receivable, other non-current receivables, other current receivables, prepaid expenses, accrued income, cash and cash equivalents, other provisions, accounts payable, other current liabilities, accrued expenses, deferred income, and where the carrying amounts are the same as fair value.

New and amended IFRS that have become applicable from 2025 are not considered to have any material effect on the financial statements. In terms of IFRS 16 as at 30 June 2025, the right-of-use asset amounted to MSEK 22.9 (MSEK 30.7) and the leasing liability was MSEK 19.5 (MSEK 27.0) (recognised under other non-current liabilities as MSEK 6.2 and current liabilities as MSEK 13.3). Depreciation/amortisation of MSEK 3.0 was carried out in the second quarter of 2025, and the interest expense was MSEK 0.2. Softronic has opted to adopt the relief rules regarding short-term leases and agreements where the underlying asset is of a low value.

Capitalised development costs are in balance and are subject to capitalisation if the costs are sizeable and considered to lead to future income or cost reductions. For the Parent Company, research and development costs are expensed as they are incurred.

Commercial transactions were carried out with the Hifab Group according to the IT partner agreement signed in March 2022. Petter Stillström is a Board member and indirect major owner of both Hifab and Softronic.

In this report there is only an overview of the Parent Company's profit and loss statement and balance sheet, as the Group's sales and balance sheet items are mostly in the Parent Company.

Note 1

Earnings per share

The number of shares (basic and diluted) when calculating earnings and cash flow per share amounted to 52,632,803.

Note 2

Net financial income/expense

This item includes interest income and interest expense.

Note 3

Cash flow statements

Allocation of investments, MSEK	2025 Jan–June	2024 Jan–June	2024 full year
Net investments in equipment	-2.2	-2.4	-4.0
Capitalised development costs	-	-	-
Liquidity flows from previous years' acquisitions	-	-	-
Total invested	-2.2	-2.4	-4.0

Note 4

Acquisition of business combinations

Softronic acquired on 1 April 2025 assets and liabilities from Innofactor AB's member system MMS consisting of customer agreement and system code. Transaction costs amounted to MSEK 0.5, which burdened profit.

Specification of business combinations, MSEK	2025 Jan–June	2024 Jan–June	2024 full year
CONSIDERATION			
Cash and cash equivalents	8.7	-	-
Conditional consideration ¹	10.0	-	-
Total consideration	18.7	0.0	0.0
ACQUIRED ASSETS AND LIABILITIES			
Customer agreements and system code	25.2	-	-
Deferred tax liabilities	-5.2	-	-
Holiday pay liability	-1.3	-	-
Total acquired	18.7	0.0	0.0
CONSIDERATION - CASH OUTFLOW			
Cash consideration	8.7	-	-
Acquired bank balances	0.0	-	-
Net outflow of cash and cash equivalents - investing activities	8.7	0.0	0.0

¹ Final settlement of the conditional consideration falls due in the first quarter of 2027

Note 5

Key performance indicators

Softronic's financial statements contain alternative key performance indicators that supplement the measures defined in applicable regulations for financial reporting such as income, profit or loss, or earnings per share. Alternative key performance indicators are given as they provide more in-depth information than the measures defined in the regulations. The alternative key performance indicators are disclosed below because they are used by management to evaluate the financial performance and are thereby believed to give analysts and other stakeholders valuable information in order to evaluate Softronic's financial position and results. In the section below, we have defined how the alternative performance measures are calculated by Softronic.

Definitions of performance measures may deviate from the definitions given by other companies, even though the measures have the same names. The alternative key performance indicators originate from the consolidated financial statements and are not measures of Softronic's financial performance or liquidity in accordance with IFRS, which is why they should not be considered to be alternatives to net profit, operating profit or other IFRS key performance indicators, or as an alternative to cash flow as a measure of Softronic's liquidity.



Key performance indicators	Definition/explanation of information value and purpose	Calculation Jan–June 2025
Net profit/loss		
	Provides a more nuanced and in-depth understanding of profit development	
Operating margin, %	Operating profit/income	$(39.2/464.1)*100=8.4$
Profit margin, %	Profit/loss before tax/income	$(39.7/464.1)*100=8.6$
EBITDA margin, %	Operating profit before depreciation and amortisation/income	$(48.5/464.1)*100=10.5$
Return on equity, %	Profit for the 12-month period/average equity over 5 quarters	$(81132/(1383578/5))*100=29.3$
EBITDA, MSEK	Operating profit before depreciation and amortisation	$39.2+9.3=48.5$
Sales, MSEK		
	Provides a more in-depth insight into the distribution of sales	
Sales of consultancy services	Income from consultancy services	175
Sales of agreement services	Income from agreement services	189
Sales of services invoiced to third parties	Income from services invoiced to third parties	58
Sales of invoices to third parties, other	Income from invoices to third parties, other	22
Sale of licences	Income from licences	17
Sales of hardware	Income from hardware	3
Sales per employee, TSEK	Income/number of employees on average	$(464.1/458)*1,000=1,013$
Financial position		
	Provides a good overview of total liquidity and solvency	
Equity/assets ratio, %	Total equity/total equity and liabilities	$(256.5/445.1)*100=58$
Unutilised credit lines, MSEK	Available but unutilised overdraft facilities	23
Total liquidity, MSEK	Cash and cash equivalents plus unutilised credit lines	$82.3+23=105.3$
Employees		
	Provides a summary of changes in staff	
Average number during the period	Number of employees on average	458
Number at the end of the period	Number of employees	472
Number of structural dismissals during the period	Number of structural dismissals	1

The information in this interim report is the information that Softronic AB (publ) must publish in accordance with Regulation (EU) No 596/2014 of the European Parliament and of the Council on market abuse (MAR) and the Swedish Securities Market Act. This information was submitted for publication through the offices of CEO Mattias Flock on 17 July 2025 at 8:00 a.m. (CET). This report along with other information about Softronic AB is available at www.softronic.se.

GoodTech – leading technology that does good in society

Softronic's ambition is to be a leader when it comes to providing innovative digital solutions that help companies and organisations create real social benefits.

Together with our customers, we work for the digitalisation of society and thereby contribute to a more sustainable future. That's what we call GoodTech.

A horizontal dotted line consisting of small red dots, positioned above the contact information.

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