ZAPLOX



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INTERIM REPORT JANUARY – JUNE, 2022

# Zaplox enters new markets in Europe and continues to strengthen its position in the American casino segment.

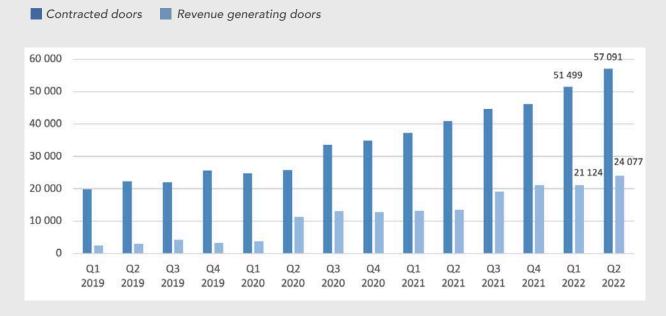
#### Second quarter for the group (2022-04-01 till 2022-06-30)

- Net sales amounted to 1 225 (879) KSEK.
- Result after financial income and expense amounted to -8 408 (-10 711) KSEK.
- Earnings per share\* amounted to -0,02 (-0,06) SEK.
- Cash flow from ongoing operations amounted to -7 745 (-9 208) KSEK.
- Cash and cash equivalents amounted to 26 069 (14 291) KSEK at the end of the period.
- Solidity\*\* equaled to 73 (59) %.

#### First half of the year for the group (2022-01-01 till 2022-06-30)

- Net sales amounted to 2 193 (1 450) KSEK.
- Result after financial income and expense amounted to -16 017 (-19 494) KSEK.
- Earnings per share\* amounted to -0,04 (-0,11) SEK.
- \* Earnings per share: Profit for the period divided by the average number of shares
- \*\* Solidity: Equity divided by total capital

### Cumulative growth of contracted and revenue generating doors (2019-2022)



- +40% growth in contracted doors at the end of Q2 2022 (57 091) compared to the end of Q2 2021 (40 911).
- +78% growth in revenue generating doors at the end of Q2 2022 (24 077) compared to the end of Q2 2021 (13 507).

## Events during the second quarter of the year

#### Zaplox's collaboration with Aristocrat Technologies and Agilysys results in an agreement with Boyd Gaming Corporation, one of America's leading casino operators

Boyd Gaming Corporation, one of the leading casino operators in the U.S. with approximately 28 casinos and 11 000 rooms in the U.S., selects Zaplox mobile keys for integration with the Aristocrat gaming app and Agilysys PMS. The Gold Coast Hotel & Casino in Las Vegas with 711 rooms is the first hotel in the group to go live. After the end of the second quarter, additional orders from Boyd Gaming have been placed for Valley Forge Casino & Resort, Par-a-Dice Hotel & Casino, Fremont Hotel & Casino and Ameristar Casino St Charles with a total of 1 457 doors, adding up to five hotels and 2 168 doors in total.

# PREM Group selects Zaplox mobile guest journey for 25 hotels in Europe

In April, Zaplox signed an agreement with PREM Group, a leading hotel and serviced apartment company, headquartered in Ireland. The agreement includes Zaplox mobile guest journey for 25 of PREM Group's hotels located in the UK, Ireland, Belgium, and the Netherlands, with a total of 1 602 rooms. The collaboration with PREM Group is a result of Zaplox's strategic focus on growing the company's presence in Europe, expanding Zaplox

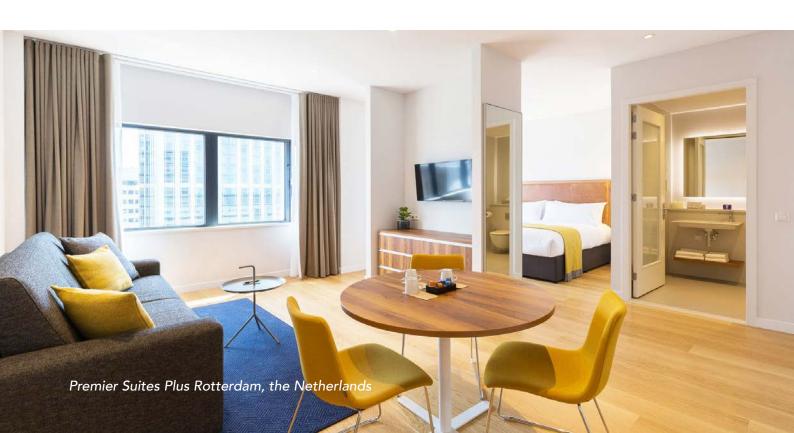
into two new markets; Ireland and Belgium. Premier Suites Rotterdam in the Netherlands and Premier Suites Sandyford in Ireland are the first hotels to go live with PREM Group's new guest app.

# Zaplox introduces mobile key app for web check-in at HITEC in the U.S.

Hotels offering web-based check-in to their guests can now provide the convenience of mobile keys with no need for guests to stop at the front desk. At HITEC in Orlando, Zaplox introduced a new mobile key app, which was first installed at Google Bay View Suites at Bay View Campus in Silicon Valley and Myrtle Beach Seaside Resorts. The new key app integrates with the hotel's web-based online check-in system and seamlessly delivers a mobile key to the guest's mobile phone when the check-in is completed. The app can be integrated with most property management systems (PMS) that offer online check-in.

# Positive guest response and roll out of new customer agreements

Hotel Tylösand in Halmstad launched its guest app during the second quarter, as did Turtle Bay Resort in Hawaii and Grand Life Hotels with SOHO Grand Hotel and Roxy Hotel in New York. In Maastricht, the Netherlands, Vaeshartelt Castle, built in 1739, went live with Zaplox Kiosk. For this property, Zaplox's new integration to





Oracle's cloud platform OHIP and lock integration to ASSA ABLOY's cloud-based access management platform, Vostio, is utilized. This is the first installation that combines both platforms, and as Oracle and ASSA ABLOY are both market leaders, it is expected that more hotels will choose the same solution in the future. In Florida, Guy Harvey Resort's guest app, launched in the first quarter, has already generated a very positive response from resort guests. The hotel's objective to receive 10 percent direct bookings via the guest app, is expected to be met and an expansion of the digital guest journey is already discussed.

#### Zaplox rights issue subscribed to 100 percent

On April 1, an extra shareholder's meeting was held by Zaplox. In this meeting, it was decided to increase the company's share capital by a rights issue by a maximum of SEK 17 170 069,14 through a new share issue of a maximum of 286 167 819 shares. In this shareholder's meeting it was also decided to carry out a directed issue of a maximum of 5 850 000 warrants, which were fully subscribed by the company's newly appointed CEO Tess Mattisson. The rights issue, which ended on April 25, 2022, was 100 percent subscribed, of which approximately 67,3 percent was subscribed with the support of subscription rights and approximately 1,3 percent without the support of subscription rights. The issue guarantors were thereby allocated approximately 31,5 percent of the rights issue.



#### CFO COMMENTS

# Finally, the hotel industry is regaining confidence in the future



At the time of writing this report, the long-awaited peak season in the hotel industry has finally arrived, and with that many excited travelers, and the hotels are working hard to deliver exceptional service while maximizing profitability. When looking at the trends during the past quarter, the outlook is positive to say the least and the recovery is in full swing. Several hotel markets are already back at or ahead of 2019 occupancy level and in some cases the average room rate is back at the 2019 level as well.

#### Hotels dare to broaden their planning horizon

When Zaplox exhibited at HITEC, the world's largest hospitality technology conference and unofficial "get-together", it was clear that the hotel industry now has a positive view of the future. This year's conference was held in Orlando in June, and as always, HITEC was a wonderful mix of inspiring companies and exciting innovations – with a common passion for digital development and the guest experience.

After a long and challenging time, it was very inspiring to finally meet with our partners and plan for the exciting future that is ahead of us. The faith in the future is once again strong and the planning horizon, which since the beginning of the pandemic, often only extended over months or quarters, now includes the entire year of 2023.

# Zaplox is growing - Ireland and Belgium new markets in Europe

It is gratifying to see that our commercial efforts continue to generate results. The number of contracted doors during the second quarter shows strong growth and we continue to deliver according to plan. Through the agreement with the hotel operator PREM Group, Zaplox has further expanded its presence in Europe by entering two new markets – Ireland and Belgium.

As previously communicated, Zaplox's installations are affected by the current market situation, which continues to delay the deployment of incomegenerating doors. This is of course not a desired situation, but we are planning several targeted efforts, including both internal improvements and initiatives together with our partners – all with the goal to speed up the installation process as much as possible.

Despite not achieving our ambitiously set goal for the number of installed doors for the second quarter, our installation rate has increased significantly. We installed a whopping 372 percent more doors in the first half of 2022 compared to the same period last year. In comparison with 2019, which was not affected by the pandemic, the corresponding number is 311 percent. Considering this, I am very proud of the Zaplox team and how we have worked closely with our partners to make it easier for our hotel customers to go live with Zaplox digital services.

# The guest's digital maturity continues to place demands on the hotel industry

In recent months, we have seen more demand for our digital guest journey, particularly from casinos and resorts which are increasingly prioritizing investments in digital solutions for their hotel operations. It is no coincidence that the step to a full-scale digital guest journey is closer for this segment. We know that digitization of the hotel industry is largely driven by the guests' expectations and the gaming industry has already reached widespread digital maturity with frequent use of both online services and gaming apps.

One of the challenges for casino operators is how to combine the needs of both the casino visitor and the hotel guest – in one digital solution. Therefore, it is important for Zaplox to offer an SDK that makes it possible for casinos to offer a fully integrated digital solution for all guests.

In April, our casino portfolio was expanded when Boyd Gaming Corporation, a leading U.S. casino operator, selected mobile keys from Zaplox through our partnership with Aristocrat Technologies and Agilysys. After installing the solution at the first hotel, Boyd Gaming contracted four more hotels, which confirms that the joint solution with Aristocrat Technologies and Agilysys is appreciated and meets the customer's high expectations.

#### Existing customers choose Zaplox - again!

For me, returning guests have always been an important confirmation of a value-creating experience. That's why I am especially excited that SkiStar, one of our first customers, at the end of the second quarter, once again trusted Zaplox and will test our mobile keys at their ski resort in Åre, a completely new destination for Zaplox's solution. City Hotel Wood in the Netherlands has also shown continued trust in Zaplox by adding more doors during the second quarter. The scalability of Zaplox's solutions makes it easy to connect more hotels in the same chain or add more doors in the same hotel. This is an attractive and smart feature that improves the efficiency for both the hotel and Zaplox.

#### An exciting quarter ahead

We are now entering the third quarter of 2022, which for the hotel industry means hope for continued strong demand and increased market stability for the rest of the year, but it is also the start of the 2023 planning and budgeting season. I have a feeling of great anticipation about the next two quarters and I am excited about the opportunities that are ahead of us.



#### **INTEGRATIONS**

## Zaplox integration landscape

Zaplox's strategic partnerships with global market leaders of property management systems (PMS), lock systems, payment systems, and guest platforms for the hotel industry strengthen our position in the market place. Zaplox guest journey includes booking, check-in and checkout, mobile keys, payment and offers & promotions. The mobile guest journey retrieves information from and sends information to the hotel's various systems and is therefore a natural extension that seamlessly connects different technology solutions in a digital or mobile guest journey.



## Zaplox partners

ADYEN • AGILYSYS • AKIA • ALICE • ARISTOCRAT • ASSA ABLOY • dormakaba • ELAVON FETCH • INFOR • JOINGO • MAESTRO • MEWS • NETS • ONITY • ORACLE HOSPITALITY PLANET • PROTEL • SALTO Systems • SHIFT 4 • STAYNTOUCH • VISBOOK

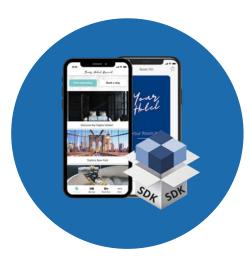
#### ZAPLOX PRODUCT OFFER

## A digital guest journey offers advantages for both guest and hotel



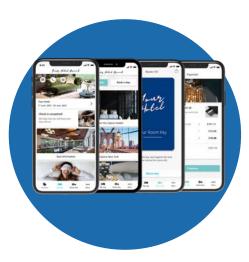
## Zaplox Mobile Key App (Premium 1)

The Mobile Key App enables hotels to offer a digital room key that is integrated with the hotel's electronic lock system. Guests can use their phone to unlock the hotel room door and do not have to handle physical key cards.



## Zaplox SDK

Zaplox SDK makes it easier for hotels and partners to add contactless check-in/checkout and mobile room key functionality to their own proprietary apps - with seamless integration to leading PMS and lock systems.



## Zaplox Mobile Guest App (Premium 2 & 3)

Zaplox Mobile Guest App is a turnkey guest app that enables hotels to tailor a contactless mobile guest journey with mobile check-in/checkout and mobile room key – with full PMS and lock integration. Premium 3 includes mobile payment and integration with the hotel's payment solution.



## Zaplox Kiosk

Zaplox Kiosk is a great complement to Zaplox's mobile guest apps and an excellent option for hotels that have not yet implemented BLE locks/digital locks. Guests can use the kiosk to check in by themselves as well as issue a key card and pay for the stay.

#### **EARNINGS & RESULT**

#### Sales and earnings for the quarter

The group net sales amounted to 1,225 (879) KSEK during the second quarter and for the parent company 1,366 (987) KSEK. Revenues for subscriptions have increased with 130 percent, while the start-up fees (on-time income) have decreased by 36 percent compared to the corresponding period last year. The increased subscription revenue is a result of the growing number of revenue-generating doors.

#### Result

Operating result for the quarter amounted to -8,377 (-10,665) KSEK for the group and -8,567 (-10,630) KSEK for the parent company.

Other external costs for the group amounted to -3,405 (-4,282) KSEK and for the parent company to -4,744 (-5,296) KSEK, during the second quarter. A decrease of the consulting costs results in a positive deviation from the previous year.

The group's personnel costs for the first quarter amounted to -5,588 (-5,761) KSEK. Corresponding figures for the parent company amounted to -4,580 (-4,820) KSEK.

During the quarter, expenses for development work were capitalized with 0 (0) KSEK. Depreciation of capitalized expenses for development work during the second quarter amounted to -663 (-1,503) KSEK. In 2017, the Company began a scheduled depreciation of completed development projects and until 2021-03-31, the Company has capitalized costs for ongoing new development projects (there are no ongoing projects).

#### Financial standing

The solidity for the group amounted to 73 (59) percent on 30 June 2022 and the total equity to 26,253 (16,967) KSEK. The corresponding figures for the parent company were 72 (59) percent and 25,454 (16,837) KSEK. The group's cash and cash equivalents amounted to 26,069 (14,291) KSEK as of June 30, 2022. The total assets for the group on June 30, 2022 amounted to 35,920 (28,664) KSEK.

During the period, Zaplox has communicated a fully secured rights issue, which was completed in April 2022 and brought the Company 37,2 MSEK before issue costs. The Company thus has working capital for the next 12 months and thereby also strengthens equity.

#### Cash flow and investments

At the end of the second quarter the group's cash flow amounted to 11,442,000 (6,055) KSEK. Cash flow for the parent company amounted to 10,751 (6,220) KSEK. Investments for the period amounted to 0 (-32) KSEK for the group and 0 (-32) KSEK for the parent company. The completed rights issue has positively affected the cash flow by 21,186 KSEK during the period.

## Financial reporting in accordance with BFNAR 2012:1

Zaplox prepares its financial statements in accordance with the Annual accounts act and BFNAR 2012:1, Annual accounts and consolidated accounts.

#### Auditor's review

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

#### Upcoming financial reports & company events

•	Interim report Q3 2022	2022-10-26
•	Year-end report 2022	2023-02-23
•	Interim report Q1 2023	2023-05-24
•	Annual General Meeting 2023	2023-05-24

#### Staff

The average number of employees in the group for the period April to June 2022 was 14 (14), of which 5 (4) are women. The number of consultants was 2 (8). The total number of full-time resources in the period was 16 (22). Zaplox has phased out consultants over the past year in order to invest in permanent staff who want to work in the Company for a longer period. This is to get continuity and stability in the development department.

#### Risks and uncertainties

The Company's operations are affected by a number of risks that can affect results or the financial position to varying degrees. When assessing the development, it is important to take relevant risk factors into account in addition to the possibilities for profit growth. All risk factors cannot be described in this section, but should be evaluated together with other information in this interim report and a general assessment of the environment.

#### **EARNINGS & RESULTS**

#### Market growth and future expansion

A lower growth rate than expected may have negative effects on the Company's growth and results. A delay or aggravation of the Company's expansion plans may have a negative effect on the Company's growth, financial position and results.

#### Funding ability and future capital needs

There is a risk that in the future the Company will not generate sufficient funds to finance the business. This may lead to the Company in the future having to seek new external capital, and that this may have to take place on terms that are disadvantageous (at the time of the capital acquisition) taking into account dilution for existing shareholders. If the Company fails to acquire any necessary capital, it may have a significant negative impact on the Company's operations, results and financial position.

#### Currency risks

Through the subscription process, long-term relationships are created that mean scalable and predictable income. Such a subscription procedure also means that Zaplox is exposed to currency risks over time, for example when selling in USD in North America. The Company currently does not use any currency hedging methods. A negative change in the exchange rate for foreign currencies may therefore negatively affect the Company's results and financial position.

#### Suppliers/manufacturers/partnerships

Zaplox has important collaborations with both manufacturers of door locks and property management systems for hotels, such as ASSA ABLOY, dormakaba, Agilysys, Oracle and Stayntouch. These have set the tone for Zaplox's success, especially in the US market. There is a risk that existing or new collaboration partners do not fully meet the quality requirements set by the Company and/or that the establishment will be more costly or take longer than the Company estimates. In the worst case, partnerships may not exist. If the risk occurs, the Company's assessment is that this could result in a significant negative impact on the Company's growth, operations, results and financial position.

#### COVID-19 impact

The Covid-19 restrictions have largely been lifted, even if the infection in some parts of the world is increasing again. The introduction of new restrictions could lead to a reduction in demand and thus cost-saving programs, reprioritization of investments and a reduced staff strength at the hotels. As previously mentioned, the Company believes that the revenue model based on subscriptions is attractive for individual hotels and hotel chains even in financially challenging markets.

#### The war in Ukraine

The war in Ukraine has and will affect the world situation in many areas. In addition to changing travel patterns, the rest of the world's restrictions on Russia have negatively affected the world economy and thus also the hotel industry, which is very sensitive to economic conditions. An uncertain security situation in Europe and the world could negatively affect the Company's future prospects, operating income and cash flow.

#### **Disputes**

To the Company's knowledge, there are no significant demands or claims for damages directed against the Company.

#### Certified Adviser

Svensk Kapitalmarknadsgranskning AB is the Company's Certified Adviser.

#### Related party transactions

No transactions with related parties have taken place during the period.

#### THE STOCK

#### The stock

Zaplox AB was listed on First North on June 8, 2017. As of June 30, 2022, the number of shares amounted to 572,335,638. There is one share class. Each share carries an equal right to share in the Company's assets and results and entitles to a vote at the general meeting.

#### Warrants

On April 1, the Annual Meeting decided on a directed issue of warrants of series 2022/2025. The right to sign the warrants was granted to the company's newly appointed CEO, Tess Mattisson. A total of 5,850,000 options were subscribed. Each warrant entitles the holder to subscribe for 1.10 shares in the company during the period 1 July 2025 to 31 December 2025 at a price of 0.33 SEK per share.

The company has 8,650,000 outstanding warrants of series 2021/2023 which were subscribed by employees within

the group. Each warrant entitles the holder to subscribe for 1.10 shares in the company during the period from 1 July 2023 to 31 December 2023 at a price of 0.49 SEK per share. At the extraordinary general meeting on April 1, 2022, the board's decision to carry out a fully secured rights issue of a maximum of 286,167,819 shares with preferential rights for the Company's shareholders as of the record date of April 7, 2022 was approved. The subscription price was 0.13 SEK per share. Through the issue, 37.2 MSEK was added to the Company (before issue costs), which ensures continued operation of the Company as well as financing of increased sales rate and product development.

After the completed rights issue, the subscription price and number of shares for which the warrants entitle subscription have been recalculated in accordance with the terms of the warrants.

#### Dilution of the share

THE SHARE	2022 Q2	2021 Q2	2021 Year	2020 Year
Number of shares before full dilution	572 335 638	238 357 632	286 167 819	119 178 816
Number of shares after full dilution	572 335 638	238 357 632	286 167 819	119 178 816
Earnings per share before full dilution	-0,02	-0,06	-0,18	-0,34
Earnings per share after full dilution	-0,02	-0,06	-0,18	-0,34
Average number of shares before full dilution*	429 251 729	178 768 224	214 568 089	79 452 544
Average number of shares after full dilution*	429 251 729	178 768 224	214 568 089	79 452 544

<sup>\*</sup> When calculating earnings per share, the period's earnings are divided by the average number of shares before full dilution, as this is a negative result.

The 10 largest share holders per June 30, 2022

SHAREHOLDERS	Shares	Percentage %
Marknadspotential AB	152 999 999	26,73
LMK Forward AB	83 591 539	14,61
Försäkringsbolaget Avanza Pension*	26 877 874	4,70
Rothesay Limited	20 459 227	3,57
SEB Life International*	15 350 910	2,68
Yalla U2 AB	11 000 000	1,92
Gryningkust Holding AB	8 183 691	1,43
JP Morgan Chase Bank*	8 183 690	1,43
Six SIS AG*	6 942 892	1,21
David Keiller	5 000 000	0,87
Other shareholders	233 745 816	40,84
Total	572 335 638	100

<sup>\*</sup>Refers to holdings on behalf of underlying customers

## **GROUP INCOME STATEMENT**

Group income statement (KSEK)	2022 Q2	2021 Q2	2022 Jan-Jun	2021 Jan-Jun	2021 Year
Operating income					
Net sales	1225	879	2 193	1 450	2 989
Own work capitalized	0	0	0	750	750
Other operating income	217	20	370	116	432
Total operating income	1442	899	2 563	2 316	4 171
Operating expenses					
Other external expenses	-3 405	-4 282	-6 699	-8 181	-15 284
Personell expenses	-5 588	-5 761	-10 144	-10 459	-20 827
Depreciation of tangible and intangible fixed asset	-663	-1 503	-1 325	-3 000	-6 010
Other operating expenses	-163	-18	-368	-79	-400
Total operating expenses	-9 819	-11 564	-18 536	-21 719	-42 521
OPERATING RESULT	-8 377	-10 665	-15 973	-19 403	-38 350
Financial income and expense					
Interest expenses and similar profit and					
loss items	-31	-46	-44	-91	-132
Total financial income and expense	-31	-46	-44	-91	-132
Result after financial income and expense	-8 408	-10 711	-16 017	-19 494	-38 482
Result before tax	-8 408	-10 711	-16 017	-19 494	-38 482
NET RESULT	-8 408	-10 711	-16 017	-19 494	-38 482
EARNINGS PER SHARE (SEK)	-0,02	-0,06	-0,04	-0,11	-0,18

## **GROUP BALANCE SHEET**

Group balance sheet (KSEK)	2022/06/30	2021/06/30	2021/12/31
ASSETS			
Fixed assets			
Intangible assets	6 966	11 265	8 273
Tangible assets	106	125	109
Total fixed assets	7 072	11 390	8 382
Current assets			
Accounts receivable	1 511	929	702
Deferred tax	141	0	0
Other receivables	468	1 220	455
Deferred income	659	834	837
Cash and cash equivalents	26 069	14 291	21 762
Total current assets	28 848	17 274	23 756
TOTAL ASSETS	35 920	28 664	32 138
EQUITY AND LIABILITIES			
Equity			
Share capital	34 340	14 301	17 170
Other contributed capital	202 151	178 237	198 799
Other capital including profit or loss for the period	-210 238	-175 571	-194 512
Total equity	26 253	16 967	21 457
Long-term liabilities			
Other liabilities to credit institutes	0	357	0
Total long-term liabilities	0	357	0
Current liabilities			
Liabilities to credit institutions	357	1 429	1 072
Accounts payable	1 274	1 745	1 631
Tax liabilities	0	149	84
Other liabilities	4 511	4 601	4 398
Accrued costs and prepaid income	3 525	3 416	3 496
Total short-term liabilities	9 667	11 340	10 681
Total liabilities	9 667	11 697	10 681
TOTAL EQUITY AND LIABILITIES	35 920	28 664	32 138
Solidity	73%	59%	67%

## **GROUP CASH FLOW STATEMENT**

Group cash flow statement (KSEK)	2022 Q2	2021 Q2	2022 Jan-Jun	2021 Jan-Jun	2021 Year
Operating activities					
Operating profit or loss	-8 408	-10 711	-16 017	-19 494	-38 482
Adjustments for non-cash items	663	1 503	1 325	3 000	6 010
Cash flow from operating activities before changes in working capital	-7 745	-9 208	-14 692	-16 494	-32 472
Cash flow from changes in working capital					
Increase (-) / decrease (+) in receivables	114	-1 225	-785	-1 376	-387
Increase (-) / decrease (+) in current liabilities	-2 113	619	-1 014	2 082	1 421
Change in working capital	-1 999	-606	-1 799	706	1 034
Cash flow from operating activities	-9 744	-9 814	-16 491	-15 788	-31 438
Investment activites					
Acquisition/divestment of intangible assets	0	0	0	-750	-750
Acquisition/disposition of material assets	0	-32	0	-32	-31
Cash flow from investment operations	0	-32	0	-782	-781
Financing activities					
Rights issue	37 377	29 062	37 377	29 062	40 536
Issue cost	-4 191	-2 804	-4 680	-3 194	-2 237
Reverse convertibles	-12 000	-10 000	-12 000	0	12 000
Increase/decrease long-term liabilities	0	-357	0	-357	-714
Cash flow from financing activities	21 186	15 901	20 697	25 511	48 585
Change in cash and cash equivalents	11 442	6 055	4 206	8 941	16 366
Cash and cash equivalents at beginning of period/year	14 567	8 263	21 762	5 322	5 322
Exchange rate difference in cash and cash equivalents	60	-27	101	28	74
Cash and cash equivalents at end of period/year	26 069	14 291	26 069	14 291	21 762

## **GROUP CHANGES IN EQUITY**

Changes in the group equity (KSEK)	Equity Capital	Other capital contribution	Other shareholders' equity incl. the year's results
Opening balance 2022-01-01	17 170	198 799	-194 512
Translation difference	0	0	116
Decrease in share capital	0	0	0
Reverse convertibles	0	-12 000	0
Warrants	0	0	176
Rights issue	17 170	20 032	0
Issue cost	0	-4 680	0
Results for the period	0	0	-16 017
Equity 2022-06-30	34 340	202 151	-210 238
Opening balance 2021-01-01	11 918	159 978	-161 331
Conversion difference	0	0	75
Decrease in share capital	-4 767	0	4 767
Warrants	0	0	459
Reverse convertibles	0	12 000	0
Rights issue	7 151	21 452	0
Subscription shares through options	2 869	8 606	0
Issue cost	0	-3 237	0
Results for the period	0	0	-38 482
Equity 2021-12-31	17 170	198 799	-194 512

## PARENT COMPANY INCOME STATEMENT

Parent company Income statement (KSEK)	2022 Q2	2021 Q2	2022 Jan-Jun	2021 Jan-Jun	2021 Year
Operating income					
Net sales	1 366	987	2 442	1 660	3 399
Own work capitalized	0	0	0	750	750
Other operating income	217	20	370	116	432
Total operating income	1 583	1 007	2 812	2 526	4 581
Operating expenses					
Other external expenses	-4 744	-5 296	-9 364	-10 077	-19 756
Personell expenses	-4 580	-4 820	-7 984	-8 781	-17 043
Depreciation of tangible and intangible fixed asset	-663	-1 503	-1 325	-3 000	-6 010
Other operating expenses	-163	-18	-368	-79	-400
Total operating expenses	-10 150	-11 637	-19 041	-21 937	-43 209
Operating result	-8 567	-10 630	-16 229	-19 411	-38 628
Financial income and expense					
Other interest income and similar profit items	4	2	6	5	19
Impairment loss of financial fixed assets and short-term investments	0	0	0	0	0
Interest expenses and similar profit and loss items	-32	-46	-44	-91	-132
Total financial income and expense	-28	-44	-38	-86	-113
Result after financial income and expense	-8 595	-10 674	-16 267	-19 497	-38 741
Result before tax	-8 595	-10 674	-16 267	-19 497	-38 741
Net result	-8 595	-10 674	-16 267	-19 497	-38 741
Earnings per share (SEK)	-0,02	-0,06	-0,04	-0,11	-0,18

## PARENT COMPANY BALANCE SHEET

Parent company balance sheet (KSEK)	2022/06/30	2021/06/30	2021/12/31
ASSETS			
Fixed assets			
Intangible assets	6 966	11 265	8 273
Tangible assets	80	115	97
Financial fixed assets	640	640	640
Total fixed assets	7 686	12 020	9 010
Current assets			
Accounts receivable	1 511	929	702
Deferred tax	141	0	0
Other receivables	468	1 220	455
Deferred income	659	498	480
Cash and cash equivalents	25 116	14 014	21 639
Total current assets	27 895	16 661	23 276
TOTAL ASSETS	35 581	28 681	32 286
EQUITY AND LIABILITIES			
Equity			
Share capital	34 340	14 301	17 170
Fund for development expenses	6 961	10 615	8 269
Premium fund	202 151	178 237	198 799
Cash and bank balances	-201 731	-166 820	-164 474
Profit or loss for the period/year	-16 267	-19 496	-38 741
Total equity	25 454	16 837	21 023
Long-term liabilities			
Other liabilities to credit institutes	0	357	0
Total long-term liabilities	0	357	0
Current liabilities			
Liabilities to credit institutions	357	1 429	1 072
Accounts payable	1 231	1 667	1 574
Liabilities to group company	1 272	521	1 107
Tax liabilities	0	149	84
Other liabilities	3 867	4 410	4 041
Accrued costs and prepaid income	3 400	3 311	3 385
Total short-term liabilities	10 127	11 487	11 263
Total liabilities	10 127	11 844	11 263
TOTAL EQUITY AND LIABILITIES	35 581	28 681	32 286
Solidity	72%	59%	65%

## PARENT COMPANY CASH FLOW STATEMENT

Parent company cash flow statement (KSEK)	2022 Q2	2021 Q2	2022 Jan-Jun	2021 Jan-Jun	2021 Year
Operating activities					
Operating profit or loss	-8 595	-10 674	-16 267	-19 497	-38 741
Adjustments for non-cash items	663	1 503	1 325	3 000	6 010
Cash flow from operating activities before changes in working capital	-7 932	-9 171	-14 942	-16 497	-32 731
Cash flow from changes in working capital					
Increase (-)/ decrease (+) of receivables	-252	-888	-1 142	-1 039	-29
Increase (-)/ decrease (+) of current liabilities	-2 251	410	-1 136	1 968	1 742
Change in working capital	-2 503	-478	-2 278	929	1 713
Cash flow from operating activities	-10 435	-9 649	-17 220	-15 568	-31 018
Investment activites					
Acquisition/divestment of intangible assets	0	0	0	-750	-750
Acquisition/disposition of material assets	0	-32	0	-32	-31
Cash flow from investment operations	0	-32	0	-782	-781
Financing activities					
Rights issue	37 377	29 062	37 377	29 062	40 536
Issue cost	-4 191	-2 804	-4 680	-3 194	-3 237
Bridging loan from owners*	0	10 000	0	0	0
Reverse convertibles	-12 000	0	-12 000	0	12 000
Amortization of debts	0	-357	0	-357	-714
Cash flow from financing activities	21 186	15 901	20 697	25 511	48 585
Change in cash and cash equivalents	10 751	6 220	3 477	9 161	16 786
Cash and cash equivalents at beginning of period/year	14 365	7 794	21 639	4 853	4 853
Cash and cash equivalents at end of period/year	25 116	14 014	25 116	14 014	21 639

 $<sup>^{\</sup>star}$  Bridging loan from principal owners that was repaid after completed rights issue 2022.

## PARENT COMPANY CHANGES IN EQUITY

Parent company changes in equity (KSEK)	Equity capital	Fund for development expenses	Premium fund	Retained earnings incl. year's result
Opening balance 2022-01-01	17 170	8 269	198 799	-203 214
Results for the period	0	0	0	-16 267
Transfer of development fund	0	0	0	0
Decrease of development fund	0	-1 308	0	1 308
Decrease in share capital	0	0	0	0
Warrants	0	0	0	176
Reverse convertibles	0	0	-12 000	0
Rights issue	17 170	0	20 032	0
Issue cost	0	0	-4 680	0
Equity 2022-06-30	34 340	6 961	202 151	-217 998
Opening balance 2021-01-01	11 918	12 049	159 978	-173 479
Results for the period	0	0	0	-38 741
Fund for development expenses	0	750	0	-750
Decrease of development fund	0	-4 530	0	4 530
Decrease in share capital	-4 767	0	0	4 767
Warrants	0	0	0	459
Reverse convertibles	0	0	12 000	0
Rights issue	7 151	0	21 452	0
Subscription shares through options	2 869	0	8 606	0
Issue cost	0	0	-3 237	0

## A market innovator of the mobile guest journey

Zaplox AB is a Swedish company based in Lund that develops, markets and sells a software platform for delivering a digital and mobile guest journey that includes check-in and check-out, mobile keys, offers and payment, to the hospitality industry. Helping hotels and vacation rentals create a modern and profitable digital guest experience, Zaplox is a market innovator of the mobile guest journey and mobile key services for the global hotel market.

Zaplox solutions provide benefits and increased value for both the guest and the hotel, as it saves time and costs and offers a communication channel with the guest and the opportunity to generate additional revenue. Zaplox solutions respond to guests' new security requirements for contactless solutions, post COVID-19 and to the hotel's need to provide digital and mobile solutions for a safer stay.

Zaplox works with all major smartphone platforms, can support locks and hotel systems, and replace or coexist with key cards and physical keys.

Zaplox's product portfolio is sold globally, both directly and indirectly via partners, and thus addresses a total market of approx. 20 million hotel rooms worldwide. Zaplox's current partner agreements with providers of property management systems (PMS) represent more than 40 percent of the total PMS market. The partnerships with global market-leading suppliers of lock systems represent over 70 percent of the total market for hotel locks. Zaplox's ready integrations with the most used PMS, lock and payment systems in Europe and North America, give the Company faster and better opportunities to sell to the hotel industry in these markets.

The Zaplox platform is a Software as a Service (SaaS) solution that has attracted a lot of attention from the hotel industry. The business model essentially means monthly subscription revenue based on how many hotels and rooms are implemented with Zaplox solutions. In addition, certain start-up and configuration income of a one-off nature and sometimes consulting income are added.

The sales activities for the European market are managed from the head office in Lund, while the American market is processed via a wholly owned subsidiary in the USA.



#### A SELECTION OF ZAPLOX CUSTOMERS

















































































# **Zaplox AB Board**

Lund, August 3, 2022

Jonas Edelswärd Chairman of the board

**Even Frydenberg** Vice chairman of the board

**Svante Nilo Bengtsson Board** member

> **Carson Booth Board** member

#### **Certified Advisor:**

Svensk Kapitalmarknadsgranskning AB Email: ca@skmg.se Phone: +46 11 32 30 732

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