



# Interim Report

Extenda Retail Holding 1 AB (publ)

Org Nr: 559167-1507

Q1 2025



## January – March in brief

	2025	2024	2024
SEK thousands	Jan – Mar	Jan – Mar	Jan – Dec
Net sales*	171,529	169,824	686,910
<i>of which Annual software agreements continually renewed (%)</i>	<i>87.0%</i>	<i>84.7%</i>	<i>86.0%</i>
EBITDA	45,406	41,789	156,458
Adjusted EBITDA**	55,418	33,442	175,346
<i>Adjusted EBITDA-margin (%)</i>	<i>32.3%</i>	<i>19.7%</i>	<i>25.5%</i>

\*Please see Note G2, \*\*Adjusted EBITDA consists of EBITDA excluding items affecting comparability. Please see the details in Note G4. Please find definitions of KPIs and alternative performance measures on page 20.

## The first quarter 2025

Net sales were SEK 171,529 thousand in the quarter. Software-related revenue, including our Hii Retail and Warehouse Management solutions, amounted to SEK 149,175 thousand and grew by 3.7%, reaching a share of continuously renewed annual agreements (i.e., recurring revenue) of 87.0% of Net sales. Some customers are still more cautious with new spending commitments, hampering the pace of recurring revenue growth.

Service revenues amounted to SEK 21,386 thousand, SEK 3,526 thousand lower than the same period the previous year due to our shift away from large implementation projects. Our new products require fewer services than the classic products, allowing significantly faster deployment.

The Adjusted EBITDA margin increased to 32.3%, compared to 19.7% during the same period last year. Adjusted EBITDA amounts to SEK 55,418 thousand, an increase of SEK 21,976 thousand, mainly thanks to efficiency measures that lowered costs for consultants and employees and increased the share of recurring revenue, as commented above.

## Comments from CEO Leendert Venema

As we conclude the first quarter of 2025, I am pleased to report that Extenda Retail continues to build on the strong momentum established in 2024. We have achieved margins exceeding 30% and recorded a year-over-year increase of both total and recurring revenue. These results underscore the strength of our retail solutions portfolio, particularly our cutting-edge Hii Retail and NYCE.Logic cloud platforms which remain key drivers of our profitable growth.

The rollout of our latest HiiRetail innovation, Hii Checkout Mobile, has commenced at Sweden's largest retailer, and there have been a number of inquiries from customers and prospects interested in learning more. Designed to boost shop-floor productivity and customer service across numerous retailer verticals, this solution streamlines the checkout process, cuts queue and wait times, and with its ability to operate on devices connected to the cellular network, ensures operational resilience during main POS outages. As a native Google Cloud solution, Hii Checkout Mobile has demonstrated its ability to handle exceptionally high transaction volume, reinforcing its position as a reliable and scalable technology partner for the most demanding retail environments.

Our Warehouse Management System (WMS) platform, NYCE.Logic has also delivered outstanding performance this quarter, securing several key deals and expanding our client base. We are witnessing increased demand for new projects and investments, driven by favorable economic conditions, including declining interest rates, easing inflation, and the growing need for advanced technology solutions amid the complexities of global trade. With a resilient business model and a strong footprint across Northern Europe, Extenda Retail is well-positioned to capitalize on emerging opportunities and expand market share.

Our strategic priorities align with our commitment to innovation, market expansion, and customer satisfaction. Anchored by our core values, Trust, Innovation, and Care, we are confident in sustaining our recurring revenue growth trajectory. Our agile approach and continued investment in cloud-based solutions enable us to drive recurring revenue expansion and further enhance margins in the coming quarters.

## Summary of financial information

The table below summarizes Extenda Retail's financial information. Please see the definitions on page 20.

### Net Sales Q1

	2025	2024	2024
SEK thousands	Jan - Mar	Jan - Mar	Jan - Dec
Software revenue	149,175	143,888	590,759
Service revenue	21,386	24,912	91,587
Hosting and infrastructure*	682	778	3,133
Hardware and technical services*	286	245	1,432
<b>Total Net sales</b>	<b>171,529</b>	<b>169,824</b>	<b>686,910</b>

\*Offerings being phased out over time.

Software-related revenues grew during the period, with SEK 5,287 thousand or 3.7% to SEK 149,175 thousand. The growth and modernization of core technology for retail and warehouse spaces drive demand for our Hii Retail suite and WMS software, respectively. These are our primary contributors to our product growth. Our software-related annual agreements continually renewed, now account for 87.0% of net sales, up from 84.7% last year. Extenda Retail is well-positioned to capitalize on this anticipated growth by accelerating recurring software-related revenue and enhancing revenue and profitability.

Service revenue for the current period amounts to SEK 21,386, which is SEK 3,526 thousand less than during the same period last year. The decrease in service revenue for Q1 2025 continues our strategic shift away from large implementation projects, as the Hii Retail solution requires shorter implementation lead times than the classic products.

Hosting and infrastructure, together with hardware and technical services, remain at a low level, which aligns with our plan to discontinue these offerings.

The strengthening of the Swedish krona against other currencies negatively impacted the Group's revenue by SEK (1,1)m in Q1 2025 compared to Q1 2024.

### Result Q1

	2025	2024	2024
SEK thousands	Jan - Mar	Jan - Mar	Jan - Dec
Operating profit	22,033	18,056	55,511
Add back amortization, depreciation and write-downs	23,373	23,733	100,948
Add back items affecting comparability	10,012	(8,347)	18,888
<b>Adjusted EBITDA</b>	<b>55,418</b>	<b>33,442</b>	<b>175,347</b>
<b>Adjusted EBITDA-margin (%)</b>	<b>32.3%</b>	<b>19.7%</b>	<b>25.5%</b>

\*Adjusted EBITDA is EBITDA less items affecting comparability (please see Note G4 for details).

The operating profit for the period was SEK 22,033 thousand, vs. SEK 18,056 thousand last year. This included one-off items of SEK (10,012) thousand vs. last year's SEK 8,347 thousand and depreciation and amortization of SEK (23,373) thousand vs. SEK (23,733) thousand the previous year. Net profit for the period was SEK (9,846) thousand, including net financial items of SEK (33,355) thousand and income tax of SEK 1,476 thousand. In the previous year, net profit for the period amounted to SEK 2,194 thousand, which includes net financial items of SEK (12,336) thousand and income tax of SEK (3,526) thousand.

Adjusted EBITDA increased by SEK 21,976 thousand to SEK 55,418 thousand. The corresponding margin increased from 19.7% to 32.3%, primarily driven by improved revenue mix, increased effectiveness and efficiency leading to reduced costs. This aligns with our strategy to enhance scalability in our operations to ensure sustainable and profitable growth and continued market leadership.

## Total cost Q1

	2025	2024	2024
SEK thousands	Jan - Mar	Jan - Mar	Jan - Dec
Project costs and operating costs	(21,451)	(25,414)	(97,013)
Other external costs	(43,538)	(48,947)	(189,611)
Other costs for employee compensation	(76,355)	(83,131)	(322,879)
Amortizations, depreciations and write downs	(23,373)	(23,733)	(100,948)
Other operating expenses	(1,434)	(1,589)	(4,054)
<b>Total cost</b>	<b>(166,150)</b>	<b>(182,814)</b>	<b>(714,505)</b>

Efficient partnerships in cost-effective locations enable the Group to adapt easily to changes in the revenue mix. Thus, the corresponding cost reduction of SEK 3,963 thousand, directly related to the anticipated decrease in service revenue, allows us to maintain a high service margin in Q1 2025 compared to the same quarter last year.

Other external costs include a range of consulting fees, mainly for maintaining our product suite and developing new products, and spending on IT infrastructure, marketing, and office-related expenses. Other external costs decreased by SEK 5,409 thousand compared to the same period last year, leveraging efficiencies in the cost of maintaining our product suite and customers migrating to new technology.

Other costs for employee compensation for this quarter totaled SEK 76,355 thousand, a decrease of SEK 6,776 thousand compared to the same period last year. Adjusted for items affecting comparability, the decrease amounts to SEK 16,788 thousand, mainly driven by cost-effectiveness projects and the restructuring of own resources. The items affecting comparability, totaling SEK (10,012) thousand in Q1 2025, include provisions for restructuring, following the shift in revenue mix and cost of maintaining our product suite.

The amortization and depreciation in Q1 2025 are in line with those of the comparable period last year. We continue to invest in our cloud-native product. The capitalized work for our own account (i.e., work performed by our own employees and consultants) decreased by SEK 3,076 thousand compared to the same period last year, as the cloud-native is live and incremental investments are lower than the initial build investment. It amounted to SEK 15,671 thousand, compared to SEK 18,747 thousand in the same period last year.

## Financial position and cash flow in brief

	2025	2024	2024
SEK thousands	Mar 31	Mar 31	Dec 31
Non-current assets	950,547	997,586	975,328
Other current assets	119,059	143,780	129,883
Cash and cash equivalents	44,909	39,312	20,909
<b>Total assets</b>	<b>1,114,515</b>	<b>1,180,678</b>	<b>1,126,119</b>
Total equity	209,575	200,082	219,806
Non-current liabilities	576,593	652,080	590,746
Current liabilities	328,347	328,516	315,567
<b>Total equity and liabilities</b>	<b>1,114,515</b>	<b>1,180,678</b>	<b>1,126,119</b>

Total assets at the end of the period amounted to SEK 1,114,515 thousand compared to year-end 2024 of SEK 1,126,119 thousand, of which SEK 861,044 thousand consisted of intangible assets, primarily goodwill and other intangible assets arising in connection with STG's acquisitions of Visma Retail and Extenda and the acquisition of Re-Vision group. As of December 31, 2024, the intangible assets amounted to SEK 881,076 thousand. Investments in intangible fixed assets consist of capitalized development for internally developed software. The investments in intangible fixed assets from January to March 2025 totaled SEK 15,671 thousand, and during the same period last year, SEK 18,651 thousand.

Cash and cash equivalents by March 31, 2025, amounted to SEK 44,909 thousand and increased by SEK 24,000 thousand during the period from January to March 2025. The net working capital change includes SEK 10,578 thousand repayments of deferred taxes from the Corona pandemic and a decrease in salary accruals related to paid bonuses and commissions from last year. Cash Flow from current activities amounted to SEK 34,484 thousand. Investment in financial, intangible, and tangible assets was SEK (15,700) thousand, and lease payments were SEK (5,561) thousand. New borrowings of SEK 10,000 thousand from the revolving credit facility were made to manage swings in customer payments in March 2025, which were fully repaid at the beginning of April 2025; no such borrowings existed in Q1 2024.

Total equity amounted to SEK 209,575 thousand, compared to SEK 219,806 thousand at year-end 2024. The change derives from the net profit of SEK (9,846) thousand, currency differences in equity of SEK (385) thousand. The equity/assets ratio at the end of the period was 18.8%, compared to 16.9% in the same period last year.

Non-current liabilities decreased by SEK 14,593 thousand compared to year-end 2024 and by SEK 75,487 thousand compared to March 2024, mainly due to loan repayments and the reclassification of long-term lease liabilities to short-term lease liabilities.

In Q1 2025, current liabilities of SEK 328,347 thousand include SEK 28,144 thousand of deferred payments of taxes for social charges and withholding taxes to support companies through the Corona pandemic.

## Investments

The group's total cash flow for investments (intangible, tangible, and financial) has come down as a percentage of revenue as the Hii Retail platform has become more feature-complete. It amounts to SEK (15,700) thousand for January-March 2025, compared to SEK (18,997) thousand in Q1 2024.

## Seasonal variations

The business is somewhat seasonal in terms of Service revenue, with less service revenue in June-August due to the summer holidays in the Nordics.

## Financing

The group's cash and cash equivalents consist of bank balances. At the end of the period, they amounted to SEK 44,909 thousand.

The current financing consists of a bond loan with a framework of SEK 1,000,000 thousand, of which SEK 550,000 thousand has been used. The bond was issued at the end of March 2022 and runs for five years with an interest rate of 3M STIBOR plus a 6.75% margin. There are no ongoing covenants attached to the bond loan. The Group had a shareholder loan from Extenda Retail S.å.r.l. with a fixed interest rate of 5.0% payable on demand and a five-year maturity. As of September 30, 2024, the loan was contributed by Extenda Retail S.å.r.l. as a shareholder contribution, improving the Group's equity and the equity/asset ratio (%).

In Q1 2025, Extenda Retail extended its super senior revolving facility agreement to January 31, 2027. As of March 31, 2025, the facility was drawn with SEK 35,000 thousand, no such facility existed in the comparison period 2024. The total credit facility amounts to SEK 75,000 thousand.

## Significant risks and uncertainties

Risks and uncertainty affect Extenda Retail's operations, financial position, and results. Managing these risks is necessary for Extenda Retail to meet its short-term goals. These risks can be divided into three main categories: market-related, operational, and financial. The group's 2024 annual report describes these risks in greater detail.

### Market and Technological Development

Macroeconomic and cyclical developments and trends affecting specific customer segments influence the Extenda Retail market. The financial climate influences demand from individuals and businesses and changes customers' buying patterns, influencing investment plans and strategic initiatives. The market in 2024 was volatile, with higher-than-usual inflation and higher-than-recent benchmark interest rates. In 2024, the interest rates started to decrease. However, recent global trade events bring new uncertainty and influence our customers' investment decisions.

Global change in retail continues, with digitalization and new ways of delivering customer service, creating powerful forces of change that affect the entire retail and distribution industries, including our customers. The changes brought about by digitalization, increased demand for customization, dynamic pricing, AI, and mobile-first strategies require continued investment in research and development to ensure Extenda Retail can remain at the forefront of developing next-generation solutions for retailers and distributors.

This rapid industry change can lead to longer sales cycles because customers must make strategic choices with long-term implications for their businesses. Nevertheless, these developments offer a strong and growing potential for new and additional sales of our market-leading, cloud-native offerings.

### Operational risk

A prerequisite for additional sales and maintaining our long-term customer relationships is the delivery of successful customer projects. Extenda Retail's business depends on continued strong renewals by its existing customer base, and the loss of key customers may significantly negatively impact Extenda Retail's financial results. It is of the utmost importance that we continue to put the customer at the center of everything we do, as quality issues in customer projects or not meeting customer expectations can lead to long-term damage to our good reputation in the market.

### Financial risk

Extenda Group is exposed to financial risks in its operations. Financial risks mainly pertain to currency, interest rate, credit, and counterparty risks. Risk management is regulated by the finance policy adopted by the Board. The ultimate responsibility for managing the Group's financial risks and developing methods and principles of financial risk management lies with the Extenda Retail management team. The group has a bond loan and a credit facility. The bond loan matures in March 2027, and the credit facility matures in January 2027. For more information concerning these risks, refer to Note G29, Financial Risk Management, and Financial Instruments of the Extenda Retail 2024 Annual Report.

## Other information

The ongoing conflicts in Ukraine and the Middle East are deeply concerning. While the conflicts may have financially impacted our business, Extenda Retail has no direct operations in either Russia or the Middle East. We have partners in Ukraine and are closely monitoring the situation, ready to adapt our strategies to navigate these evolving geopolitical challenges. Due to the unpredictable nature of these events, it is challenging to quantify their long-term impact on our operations accurately. However, we remain committed to our core business and customer service globally.

## Current market situation

Globally, inflation and interest rates seem to be stabilizing or declining while the heightened geopolitical tensions persist. The market situation affects the Group with high interest costs and some revenue delays.

## Events after the end of the reporting period

There are no other significant events after the reporting period to be reported.

## Parent company

The Parent Company Extenda Retail Holding 1 AB (publ.) (559167-1507) was established in 2018 and was registered with the Swedish Companies Registration Office for the first time on July 5, 2018. The company is owned by Extenda Retail S.á.r.l, which is ultimately owned by STG Fund V and the management.

Net financial items for Q1 2025 totaled SEK (2,311) thousand, and income after tax amounted to SEK (2,312) thousand. Net financial items for Q1 2024 totaled SEK (1,746) thousand, and income after tax amounted to SEK (1,747) thousand.

Investments in property, plant, and equipment, and intangible assets for the period amounted to SEK - (-).

On March 31, 2025, the Parent Company had SEK 539,821 thousand in long-term liabilities consisting of the Bond Loan of SEK 550,000 thousand offset by prepaid loan fees of SEK 15,268 thousand and a Long-term receivable of SEK 530,390 thousand to Extenda Retail Holding 3 AB. In comparison to March 31, 2024, the Parent Company had SEK 534,732 thousand in Long-term liabilities consisting of the Bond Loan of 550,000 SEK thousand offset by prepaid loan fees of SEK 10,179 thousand and a long-term receivable of SEK 540,638 thousand to Extenda Retail Holding 3 AB.

Extenda Retail Holding 1 AB has no significant related party transactions other than transactions with group companies. All related party transactions are carried out on market-based terms. The nature and scope of related party transactions during the period are essentially the same as in 2024.

## Statement of Assurance

The Board of Directors assures that the interim report provides an accurate and fair review of the Parent Company and the Group's operations, position, and earnings and describes the material risks and uncertainties faced by the Parent Company and the Group.

Stockholm, May 29, 2025

Leendert Venema  
CEO  
Stockholm

Johnie Tristan Treadwell  
Chairman of the Board  
Menlo Park

Adam Hendricks  
Board Member  
Menlo Park

Edoardo Bounous  
Board Member  
London

Stephen Henkenmeier  
Board Member  
Menlo Park

Laura Shesgreen  
Board Member  
Dublin

Håkan Valberg  
Board Member  
Lissabon

*This interim report is unaudited.*



## Condensed consolidated statement of profit and loss and other comprehensive income

SEK thousands	Note	2025 Jan - Mar	2024 Jan - Mar	2024 Jan - Dec
Net Sales	G2	171,529	169,824	686,910
Work performed by the group and capitalized		15,671	18,747	67,329
Other operating income		983	12,300	15,777
<b>Total revenue</b>		<b>188,183</b>	<b>200,870</b>	<b>770,016</b>
Project costs and operating costs		(21,451)	(25,414)	(97,013)
Other external costs		(43,538)	(48,947)	(189,611)
Other costs for employee compensation		(76,355)	(83,131)	(322,879)
Amortizations, depreciations and write downs		(23,373)	(23,733)	(100,948)
Other operating expenses		(1,434)	(1,589)	(4,054)
<b>Total cost</b>		<b>(166,150)</b>	<b>(182,814)</b>	<b>(714,505)</b>
<b>Operating profit</b>		<b>22,033</b>	<b>18,056</b>	<b>55,511</b>
Financial income		106	7,728	6,040
Financial costs		(33,461)	(20,064)	(77,289)
<b>Net financial items</b>		<b>(33,355)</b>	<b>(12,336)</b>	<b>(71,249)</b>
<b>Profit before tax</b>		<b>(11,322)</b>	<b>5,720</b>	<b>(15,738)</b>
Income tax		1,476	(3,526)	(7,661)
<b>Net profit for the period</b>		<b>(9,846)</b>	<b>2,194</b>	<b>(23,400)</b>
<b>Other comprehensive income</b>				
<b>Items that can be reclassified to profit or loss</b>				
Translation differences from operations abroad		(385)	(2,268)	(5,537)
<b>Total other comprehensive income</b>		<b>(385)</b>	<b>(2,268)</b>	<b>(5,537)</b>
<b>Total comprehensive income for the period</b>		<b>(10,231)</b>	<b>(73)</b>	<b>(28,936)</b>
<b>Profit for the period attributable to:</b>				
Parent Company shareholders		(9,846)	2,194	(23,400)
<b>Total comprehensive income attributable to:</b>				
Parent Company shareholders		(10,231)	(73)	(28,936)

## Condensed report on the financial position of the Group

SEK thousands	Note	2025 Mar 31	2024 Mar 31	2024 Dec 31
<b>Non-current assets</b>				
Intangible assets and goodwill		861,044	895,648	881,076
Property, plant, and equipment		4,572	7,222	5,520
Right-of-use assets		40,309	55,086	44,741
Deferred tax assets		42,282	38,959	43,339
Other non-current assets		2,340	670	652
<b>Total non-current assets</b>		<b>950,547</b>	<b>997,586</b>	<b>975,328</b>
<b>Current assets</b>				
Trade receivables		95,256	110,331	105,456
Current tax assets		5,505	8,697	5,498
Contract assets		7,500	11,030	8,473
Other current assets		10,798	13,723	10,455
Cash and cash equivalents		44,909	39,312	20,909
<b>Total current assets</b>		<b>163,968</b>	<b>183,092</b>	<b>150,792</b>
<b>Total assets</b>		<b>1,114,515</b>	<b>1,180,678</b>	<b>1,126,119</b>
<b>Equity</b>				
Share capital		500	500	500
Other contributed capital		917,028	868,441	917,028
Reserves		(33,423)	(29,769)	(33,038)
Retained earnings including profit for the period		(674,530)	(639,090)	(664,684)
<b>Total equity</b>		<b>209,575</b>	<b>200,082</b>	<b>219,806</b>
<b>Non-current liabilities</b>				
Provisions		1,987	1,523	1,805
Loan liabilities		539,325	582,481	537,991
Non-current lease liabilities		27,323	42,487	30,838
Deferred tax liabilities		7,958	-	9,581
Other interest-bearing non-current liabilities		-	25,589	10,531
<b>Total non-current liabilities</b>		<b>576,593</b>	<b>652,080</b>	<b>590,746</b>
<b>Current liabilities</b>				
Trade payables		51,477	60,338	47,974
Other interest-bearing current liabilities		63,296	36,356	53,526
Current tax liabilities		-	174	68
Current lease liabilities		19,623	20,556	21,966
Contract liabilities		84,849	101,959	85,896
Other current liabilities		109,102	109,133	106,136
<b>Total current liabilities</b>		<b>328,347</b>	<b>328,516</b>	<b>315,567</b>
<b>Total equity and liabilities</b>		<b>1,114,515</b>	<b>1,180,678</b>	<b>1,126,119</b>

## Condensed consolidated statement of changes in equity

### Equity attributable to the Parent Company's shareholders

SEK thousands	Note	2025 Mar 31	2024 Mar 31	2024 Dec 31
<b>Equity</b>				
<b>Opening balances</b>		<b>219,806</b>	<b>200,155</b>	<b>200,155</b>
<b>Changes in equity</b>				
Profit for the period		(9,846)	2,194	(23,400)
Shareholders Contribution		-	-	48,587
Translation differences		(385)	(2,268)	(5,537)
<b>Total comprehensive income</b>		<b>(10,231)</b>	<b>(73)</b>	<b>19,650</b>
<b>Ending balance</b>		<b>209,575</b>	<b>200,082</b>	<b>219,806</b>

## Condensed consolidated cash flow Statement

SEK thousands	Note	2025	2024	2024
		Jan - Mar	Jan - Mar	Jan - Dec
<b>Operating profit</b>		22,033	18,056	55,511
Adjustment for non-cash items, etc.		21,839	21,041	98,329
Interest received		106	201	964
Interest and financial items paid		(15,655)	(14,778)	(67,692)
Income tax paid		283	-	(167)
<b>Cash flow from operations before to changes in working capital</b>		<b>28,606</b>	<b>24,521</b>	<b>86,943</b>
<b>Cash flow from changes to working capital</b>				
Change in current receivables		8,686	21,524	36,760
Change in current liabilities		(2,808)	(6,939)	(64,370)
<b>Cash flow from current activities</b>		<b>34,484</b>	<b>39,106</b>	<b>59,333</b>
<b>Investing activities</b>				
Acquisitions of intangible assets		(15,700)	(18,651)	(65,815)
Acquisitions of property, plant and equipment		-	(346)	(1,121)
<b>Cash flow from investing activities</b>		<b>(15,700)</b>	<b>(18,997)</b>	<b>(66,936)</b>
<b>Financing activities</b>				
Lease liability payments		(5,561)	(5,272)	(21,541)
New borrowings		10,000	-	25,000
<b>Cash flow from financing activities</b>		<b>4,439</b>	<b>(5,272)</b>	<b>3,459</b>
<b>Cash flow for the period</b>		<b>23,223</b>	<b>14,837</b>	<b>(4,144)</b>
<b>Cash and cash equivalents at start of period</b>		<b>20,909</b>	<b>23,833</b>	<b>23,833</b>
Translation difference on cash and cash equivalents		777	643	1,220
<b>Cash and cash equivalents at end of period</b>		<b>44,909</b>	<b>39,312</b>	<b>20,909</b>

## Parent company income statement

SEK thousands	Note	2025	2024	2024
		Jan – Mar	Jan – Mar	Jan – Dec
Other external costs		(1)	(1)	(2)
<b>Total cost</b>		<b>(1)</b>	<b>(1)</b>	<b>(2)</b>
<b>Operating profit</b>		<b>(1)</b>	<b>(1)</b>	<b>(2)</b>
Financial income		12,766	14,737	57,652
Financial costs		(15,077)	(16,484)	(66,459)
<b>Profit before tax</b>		<b>(2,312)</b>	<b>(1,747)</b>	<b>(8,810)</b>
Appropriations		-	-	8,812
Income tax		-	-	(1,270)
<b>Net profit for the period</b>		<b>(2,312)</b>	<b>(1,747)</b>	<b>(1,268)</b>
<b>Total comprehensive income for the period</b>		<b>(2,312)</b>	<b>(1,747)</b>	<b>(1,268)</b>

## Parent company balance sheet

		2025	2024	2024
	Not			
SEK thousands	e	Mar 31	Mar 31	Dec 31
<b>Long-term assets</b>				
Deferred tax assets		1,271	2,541	1,271
Shares in group companies		919,519	870,932	919,519
Long-term receivables from group companies		530,390	540,638	583,553
<b>Total long-term assets</b>		<b>1,451,179</b>	<b>1,414,111</b>	<b>1,504,343</b>
<b>Short-term assets</b>				
Trade receivables		-	-	8,973
Current tax assets		372	-	68
<b>Total current assets</b>		<b>372</b>	<b>-</b>	<b>9,042</b>
<b>Total assets</b>		<b>1,451,551</b>	<b>1,414,111</b>	<b>1,513,385</b>
<b>Equity</b>				
<i>Restricted equity</i>				
Share capital (50,000 shares)		500	500	500
<b>Total restricted equity</b>		<b>500</b>	<b>500</b>	<b>500</b>
<i>Unrestricted equity</i>				
Retained earnings		894,372	847,053	895,640
Profit for the period		(2,312)	(1,747)	(1,268)
<b>Total unrestricted equity</b>		<b>892,060</b>	<b>845,305</b>	<b>894,372</b>
<b>Total equity</b>		<b>892,560</b>	<b>845,805</b>	<b>894,872</b>
<b>Long-term liabilities</b>				
Loan liabilities		539,821	534,732	538,549
<b>Total long-term liabilities</b>		<b>539,821</b>	<b>534,732</b>	<b>538,549</b>
<b>Short-term liabilities</b>				
Accounts payable		408	-	-
Short-term liabilities to group companies		18,762	33,574	79,964
<b>Total current liabilities</b>		<b>19,170</b>	<b>33,574</b>	<b>79,964</b>
<b>Total equity and liabilities</b>		<b>1,451,551</b>	<b>1,414,111</b>	<b>1,513,385</b>

## Statement of changes in equity

Equity attributable to the Parent Company's shareholders

SEK thousands	Note	2025 Mar 31	2024 Mar 31	2024 Dec 31
<b>Equity</b>				
<b>Opening balances</b>		<b>894,872</b>	<b>847,553</b>	<b>847,553</b>
<b><i>Changes in equity</i></b>				
Earnings for the period		(2,312)	(1,747)	(1,268)
Shareholders Contribution		-	-	48,587
<b>Total comprehensive income</b>		<b>(2,312)</b>	<b>(1,747)</b>	<b>47,319</b>
<b>Ending balance</b>		<b>892,560</b>	<b>845,805</b>	<b>894,872</b>

## Notes

### Note G1, Accounting Policies

The Group's interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. For the Parent Company, the report has been prepared in accordance with the Swedish Annual Accounts Act and RFR 2. The Accounting policies adopted are consistent with those applied for in the 2024 Annual Report and should be read in conjunction with that Annual Report.

Preparing financial statements in conformity with IFRS requires the use of certain critical accounting estimates and judgments. The notes in the 2024 Annual Report describe those that are significant to the consolidated financial statements.

For practical reasons, the figures in this interim report have not been rounded off, which is why notes and tables may not total the correct amounts. Unless otherwise specified, all figures pertain to SEK thousands (k). The interim report provides alternative performance measures for monitoring the Group's operations.

### New and changed accounting standards in 2024

Companies have previously been required to provide information about significant disclosures and accounting principles in IAS 1 – information about accounting principles, which has now been replaced by material information about accounting principles. The purpose is to ensure more company-specific information, less standardized and irrelevant information and that material information is not obscured by other information. None of the other standards and statements that have been published by the IASB and are effective for annual periods beginning on or after January 1, 2024, have had any significant impact on the financial statements of the Group.

### Note G2, Net Sales

Total revenue is divided into the following lines of operations:

	2025	2024	2024
SEK thousands	Jan – Mar	Jan – Mar	Jan – Dec
Software Revenue	149,175	143,888	590,759
Service Revenue	21,386	24,912	91,587
Hosting and infrastructure*	682	778	3,133
Hardware and technical services*	286	245	1,432
<b>Total Net Sales</b>	<b>171,529</b>	<b>169,824</b>	<b>686,910</b>

\*Offerings that will be phased out over time

### Note G3, Recognition of financial instruments at fair value

Extenda Retail's financial assets are essentially non-interest-bearing and interest-bearing receivables, in which cash flows represent only payment for the initial investment and, where applicable, interest. Their value is intended to be held to maturity and is carried at amortized cost, which is a reasonable estimate of fair value. Financial liabilities are, for the most part, recognized at amortized cost. Financial instruments measured at fair value on the balance sheet are contingent considerations consisting of current liabilities with a value of SEK 0k. Contingent consideration liabilities are recognized at fair value based on management's best estimate of the most likely outcome (level 3, as defined in IFRS 13). Other assets and liabilities are recognized at amortized cost.



## Note G4, Items affecting comparability

### Accounting and Valuation Principles

Items affecting comparability refer to material items and events related to changes in the Group's structure or industry, which are relevant to understanding the Group's performance on a like-for-like basis. Group EBITDA is adjusted for items affecting comparability to enable the reader to monitor and analyze underlying profitability adjusted for items that affect comparability between periods.

SEK thousands	2025 Jan – Mar	2024 Jan – Mar	2024 Jan – Dec
<b>Items affecting Other operating income</b>			
Settlement fee	-	9,157	9,208
<b>Total items affecting Other operating income</b>	<b>0</b>	<b>9,157</b>	<b>9,208</b>
<b>Items affecting Direct costs</b>			
Integration costs Re-vision	-	-	0
Onerous contracts and license fees (M&A insurance-related)	-	-	0
<b>Total items affecting Direct costs</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Items affecting Other external costs</b>			
Legal and other services (M&A, M&A insurance, carve-out)	(40)	-	(153)
Outsourcing and offshoring of functions to India and Moldova	(728)	-	-
IT security & IT restructuring of the IT environment	(19)	(5)	(518)
Integration costs Re-Vision	-	-	-
Office restructuring	(38)	-	(623)
Redundancies (associated external cost)	-	-	(861)
Other	27	(38)	7
<b>Total items affecting Other external costs</b>	<b>(797)</b>	<b>(43)</b>	<b>(2,148)</b>
<b>Items affecting Other costs for employee compensation</b>			
Redundancies	(9 215)	-	(25,948)
Outsourcing and offshoring of functions to India and Moldova	-	(767)	-
<b>Total items affecting Other costs for employee compensation</b>	<b>(9 215)</b>	<b>(767)</b>	<b>(25,948)</b>
<b>Total items affecting comparability in EBITDA</b>	<b>(10 012)</b>	<b>8,347</b>	<b>(18,888)</b>

## Note G5, Events after the end of the reporting period

There are no significant events after the reporting period to be reported.

## Note G6, Transactions with related parties

Extenda Group conducts normal commercial transactions with its subsidiaries. No other significant transactions with related parties occurred.

## Note G7, Summary of financial information

Please find definitions of KPIs and alternative performance measures on page 20.

SEK thousands	2025	2024	2024
	Jan - Mar	Jan - Mar	Jan - Dec
Net Sales	171,529	169,824	686,910
Total revenue*	188,183	200,870	770,016
Annual software agreements that are continually renewed	149,175	143,888	590,759
Share of annual software agreements continually renewed	87.00%	84.70%	86.00%
Operating profit	22,033	18,056	55,511
Operating profit margin, %	11.7%	9.0%	7.2%
EBITDA	45,406	41,789	156,458
Items affecting comparability**	10,012	(8,347)	18,888
Adj. EBITDA	55,418	33,442	175,346
Adj. EBITDA margin, %	32.3%	19.7%	25.5%
Net financial items	(33,354)	(12,336)	(71,249)
Net profit for the period	(9,846)	2,194	(23,400)
Profit margin, %	neg	1.2%	neg
Total assets	1,114,515	1,180,678	1,126,119
Cash and cash equivalents	44,909	39,312	20,909
Loan liabilities***	649,567	707,469	654,852
Equity	209,575	200,082	219,806
Net debt	604,659	543,169	633,943
Equity/assets ratio, %	18.8%	16.9%	19.5%

\*recalculated to be comparable with 2024 (whole year) and Q1 2025

\*\*Items affecting comparability (please see Note G4 for details)

\*\*\* Q1 2024 adjusted with Lease liabilities

## About Extenda Retail

Extenda Retail simplifies innovation for leading retailers and 3PLs. With Extenda Retail's frictionless, game-changing software, retailers and logistics providers can grow their business and optimize their customers' experience.

The extensive portfolio includes the Hii Retail cloud platform, POS (point-of-sale) and checkout, WMS, Customer Intelligence and loyalty, and Pharmacy software. With over 40 years as an industry leader in retail software development, hundreds of retail chains with a presence in over 37 countries worldwide utilize Extenda Retail's solutions.

Since the fall of 2018, STG Partners, a US-based private equity firm with a proven track record of successful investments in technology companies, has backed Extenda Retail. Extenda Retail has a strong Nordic and European presence, with several European offices. Its headquarters are in Stockholm, Sweden.

Learn more at [www.extendaretail.com](http://www.extendaretail.com) or follow the company on LinkedIn.

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### All financial information is posted on

[extendaretail.com](http://extendaretail.com) immediately after publication.

### Financial calendar

August 29, 2025: Q2 2025 Interim report

## Definitions of KPIs and alternative performance measures

The Interim Report includes key financial ratios based on IFRS. In addition, other key ratios (Alternative Performance Measures – APMs) are used by the Company and other interests to describe the Group's operations, which cannot be discerned or derived from the financial statements. These APMs are to be regarded as complements to the financial reporting presented in accordance with IFRS. It should be noted that the APMs defined below may differ somewhat from other companies' definitions of the same terms.

### Net Sales

Net sales are the sum of gross sales minus any discounts.

### Total revenue

Total revenue is the total revenue from recurring and nonrecurring revenue streams.

### Annual agreements that are continually renewed

Annual software-related agreements that are continually renewed (i.e., recurring revenue), is an APM that is defined as revenue from customers for the provision of goods or services during the term of a contract where the customer cannot continue to benefit from the full functionality of the goods or services without ongoing payments and revenue streams that are expected to recur for more than 12 months. Recurring revenues are mainly from software, support, and maintenance contracts and also include recurring services related to software. For example, revenue from, e.g., system implementation and migration, is not recognized as recurring revenue.

*The APM is used to follow the group's sales and the trend of converting nonrecurring revenue to recurring revenue.*

### Share of annual agreements that are continually renewed (%)

Annual software-related agreements that are continually renewed (i.e., recurring revenue) as a percentage of Net Sales.

*The APM is used to track the group's sales increase and the trend of converting nonrecurring revenue to recurring revenue in percentage.*

### Operating profit

Result before financial items and tax.

### Operating margin (%)

Result before financial items and tax as a percentage of total revenue.

### EBITDA

Result before interest, taxes, depreciation, amortization, and write-downs (Earnings before Interest, Tax, Depreciation, and Amortization).

*The APM tracks the company's results generated by ongoing operations and enables profitability comparisons between companies and industries.*

### Items affecting comparability

Significant events and transactions that are relevant to pay attention to when a period's results are compared with another. Items affecting comparability refer to restructuring costs (consulting costs, costs related to staff reductions, loss agreements, and write-downs, acquisition costs, legal costs, and advisory costs in connection with the establishment of new subsidiaries, integration costs (consulting costs, fees, and write-downs)) in connection with acquisitions or mergers, write-downs of any additional purchase price, write-downs, and transactions from strategic decisions, such as capital gains and losses from the sale of businesses that are essential individually or in the aggregate, material customer losses, disputes, and insurance matters as well as severance pay or similar to members of the group's management team or in its subsidiaries.

*Items affecting comparability are excluded to make it easier to compare results between periods.*

### **Adjusted EBITDA**

Result before interest, taxes, depreciation, amortization, and write-downs (Earnings before Interest, Tax, Depreciation, and Amortization) with items affecting comparability added back.

*The APM is used to follow up on the company's results generated by ongoing operations. The APM enables profitability comparisons between companies and industries.*

### **Adjusted EBITDA-margin (%)**

Result before interest, taxes, depreciation, amortization, and write-downs (Earnings before Interest, Tax, Depreciation, and Amortization) with items affecting comparability added back as a percentage of Net Sales.

*The APM reflects the business's operational profitability before amortization and write-downs of acquisition-related intangible assets. Along with sales growth, the APM is one important component of monitoring the company's profitability.*

### **Net financial items**

Interest income and similar items less interest expense and similar items.

### **Net profit for the period**

Results after financial items, tax, and end-of-year appropriations.

*The APM is used to track the company's results after tax.*

### **Total Assets**

The group's total assets

### **Cash and cash equivalents**

Cash and bank equivalents are assets held in bank accounts.

### **Loan liabilities**

Loan liabilities are the current and noncurrent parts of interest-bearing loans.

### **Net debt**

Loan liabilities less cash and cash equivalents.

### **Equity/assets ratio (%)**

Equity as a percentage (%) of total assets.

*The APM shows the percentage of the assets financed with equity capital. The aim is to assess the group's ability to pay in the long term.*