



Interim Report

January - March 2023

SignUp Software AB (publ)
556570-9721



The period in summary

January – March 2023

- Annual recurring revenue (ARR) grew to SEK 261.1m, 4.4%, during the quarter.
- At the end of Q1, ARR amounted to SEK 261.1m (208.3), a growth of 25% during the last twelve months.
- Net sales for the period amounted to SEK 74.1m (55.9) which correspond to a growth of 33% compared to Q1 2022.
- EBITA amounted to SEK 7.7m (4.8), a margin of 10.4% (8.6) of net sales.
- Net Profit SEK 4.7m (0.4).
- Earnings per share SEK 0.20.
- Earnings per share after dilution SEK 0.20.

ARR growth

25%

LTM

EBITA %

9.3%

LTM

Key Figures	2023 Jan-Mar	2022 Oct-Dec	2022 Jan-Mar	LTM Apr-Mar	2022 Jan-Dec
ARR, end of period (SEKm)	261.1	250.1	208.3	261.1	250.1
Net sales (SEKm)	74.1	67.7	55.9	263.2	244.9
<i>Subscription revenue</i>	61.6	57.5	46.7	221.4	206.5
<i>Consulting revenue</i>	12.5	10.2	9.2	41.7	38.4
EBITDA (SEKm)	8.4	4.1	5.5	27.1	24.2
EBITDA (%)	11.3	6.0	9.8	10.3	9.9
EBITA (SEKm)	7.7	3.4	4.8	24.4	21.5
EBITA (%)	10.4	5.0	8.6	9.3	8.8
Net cash+/-debt- end of period (SEKm)	295.7*	277.6*	255.9	295.7*	277.6*

* Of which SEK 90m is placed in short-term fixed interest rate accounts



CEO's comments



SignUp has started the year in a good way, and we can see that the investments made during 2022 in our subsidiaries in Benelux and North America are paying off. These subsidiaries are now well functional units that can sell, implement, and support our customers by themselves. This is reflected in the improved EBITA margin, which was 10.4% during the quarter.

From a growth perspective the quarter was in line with our expectations and revenue and ARR growth was 33% and 25% respectively, compared to same period previous year.

The APAC and North America markets have been the strongest growing markets during the quarter and had at the end of the quarter a 42% share of SignUp's total ARR.

On the 17th of April Insight Partners through SUS Intermediate Company AB (pending name change from Goldcup 33000 AB) (the "Bidder") announced a public cash offer, recommended by an independent bid committee, to the shareholders of SignUp Software AB (publ) to tender all their shares in SignUp to the Bidder at a price of SEK 104 per share.

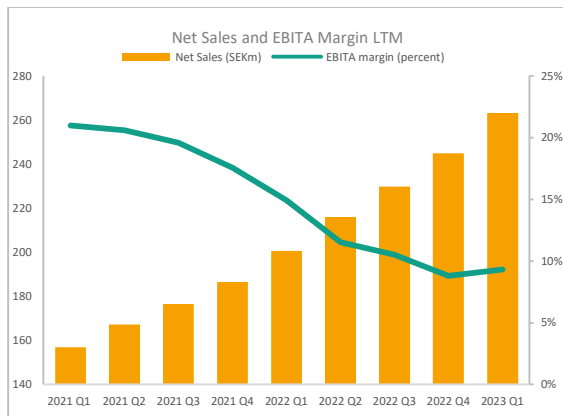
Olof Hedin, CEO

Group Development

Turnover and result

Net sales amounted to SEK 74.1m (55.9), a 33 percent growth compared to the same period last year. The increased net sales derived from both new and existing customers (upsell) in all markets.

Compared to previous quarter, net sales increased with SEK 6.4m, of which SEK 4.2m is a result of increased subscription revenue. The North American market was the largest contributor to the growth of both subscription and consulting revenue.

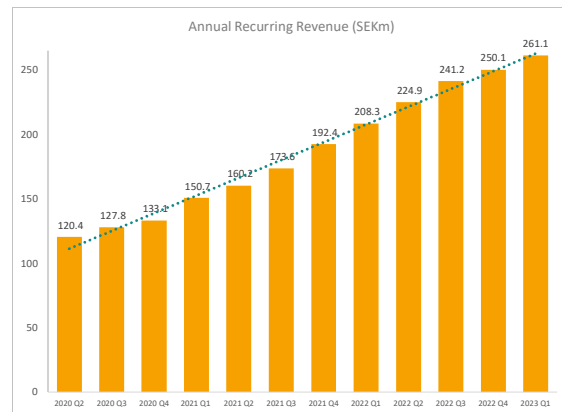


The EBITA was SEK 7.7m (4.8), an increase with SEK 4.3m, compared the previous quarter. The personnel cost has increased due to new employees joining SignUp and increased salaries after a general salary review, effective January.

During the last 18 months, investments have been made to secure further growth which increased both the personnel cost and other external cost. The result from these investments can now be seen in the form of revenue growth and with that increased margin.

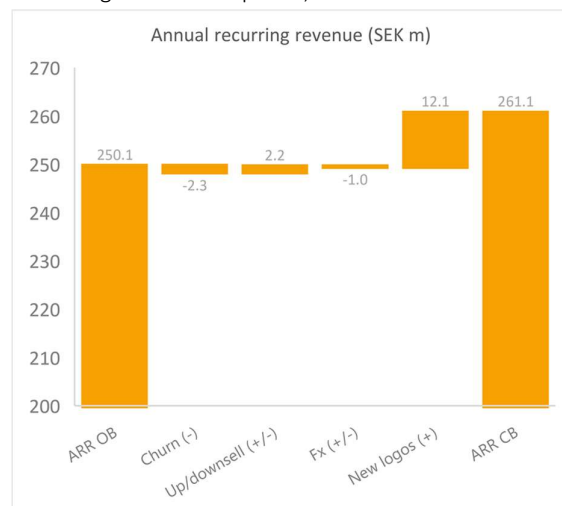
ARR at end of quarter

Annual Recurring Revenue (ARR) at the end of the first quarter 2023 amounted to SEK 261.1m. The growth in ARR in the last twelve months was SEK 52.8m, a growth of 25 percent.



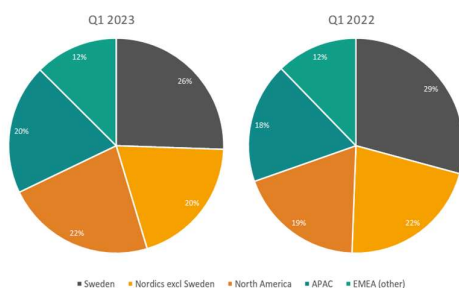
Build-up of new ARR

The total growth in ARR for Q1 2023 was SEK 11.0m primarily resulting from an inflow of new customers (SEK 12.1m). During the quarter the churn, customers cancelling their subscriptions, was 0.9%.



ARR by region

The ARR has increased in all regions during the quarter, especially in North America and APAC. The markets outside Sweden are taking a larger share of total ARR due to strong growth in these regions.



Financial Position, Cash Flow and Liquidity

At the end of the quarter SignUp had a cash position of SEK 295.7m, including SEK 90.0m that is placed in short-term fixed interest rate accounts, and no interest-bearing debt, excluding debt related to leasing obligations.

No overdraft facilities exist, and the solidity was 52 percent. Cash flow from the operations before changes in working capital and after changes in working capital was SEK 8.3m and SEK 10.3 respectively.

Employees

The average number of full-time equivalents during the first quarter was 117. At the end of the period the number of employees within the group was 119, an increase with 4 employees during the quarter.

Significant events during and after the end of the period

On 17 April 2023, Insight Partners through SUS Intermediate Company AB (pending name change from Goldcup 33000 AB) (the “Bidder”) announced a public cash offer, recommended by an independent bid committee, to the shareholders of SignUp Software AB (publ) to tender all their shares in SignUp to the Bidder at a price of SEK 104 per share. More information is available at [Information public takeover offer – SignUp Investor relations \(signupsoftware.com\)](https://www.signupsoftware.com/investor-relations)

Group income statement in summary

SEKt	2023 Jan-Mar	2022 Oct-Dec	2022 Jan-Mar	LTM Apr-Mar	2022 Jan-Dec
Total Revenue					
Subscription revenue	61 644	57 461	46 665	221 435	206 456
Consulting revenue	12 489	10 249	9 184	41 730	38 426
Net sales	74 134	67 710	55 849	263 166	244 881
Other operating income	525	508	1 074	1 820	2 368
	74 658	68 218	56 923	264 985	247 249
Operating expenses					
Sales costs	-17 348	-17 107	-12 957	-62 044	-57 654
Other external costs	-11 762	-13 022	-10 575	-44 965	-43 731
Personnel cost	-36 419	-33 344	-27 418	-128 863	-119 863
Depreciation/amortisation	-2 991	-3 054	-3 169	-12 282	-12 461
Other operating expenses	-754	-656	-544	-1 997	-1 787
	-69 274	-67 183	-54 663	-250 152	-235 495
Operating profit	5 385	1 035	2 260	14 834	11 755
Profit/loss from financial items	1 477	-684	21	5 129	3 627
Profit after financial items	6 861	351	2 281	19 962	15 382
Pre-tax profit	6 861	351	2 281	19 962	15 382
Tax on profit	-2 553	-421	-1 477	-7 847	-6 770
Deferred tax	371	-1 071	-371	783	41
Net profit	4 680	-1 141	433	12 900	8 653
Attributable to owners of the parent	4 580	-1 067	331	12 547	8 160
Attribute to non-controlling interests	100	-74	92	353	493
Earnings per share prior dilution (SEK)	0.20	-0.05	0.02	0.55	0.36
Earnings per share after dilution (SEK)	0.20	-0.05	0.02	0.55	0.36

Group balance sheet in summary

SEKt	2023 31-Mar	2022 31-Mar	2022 31-Dec
ASSETS			
Fixed assets			
<i>Intangible fixed assets</i>			
Franchise, patents, licenses, trademarks, and other similar rights	533	1 570	730
Software assets ExFlow	12 701	20 316	14 605
Goodwill	6 580	7 543	6 820
	19 814	29 429	22 156
<i>Tangible fixed assets</i>			
Equipment, tools, and installations	6 542	8 140	7 068
	6 542	8 140	7 068
<i>Financial fixed assets</i>			
Participations in associated companies and jointly controlled companies	4 000	4 000	4 000
Other long-term receivables	2 433	2 190	2 333
	6 433	6 190	6 333
Total fixed assets	32 788	43 759	35 556
Current assets			
<i>Current receivables</i>			
Accounts receivables	54 706	28 499	37 704
Current tax receivables	0	333	0
Other receivables	1 158	3 159	1 869
Prepaid expenses and accrued income	27 370	7 886	14 435
	82 235	39 877	54 008
Short-term Investments			
Other short-term investments	90 000	0	90 000
<i>Cash on hand and in bank</i>	205 749	255 859	187 576
Total current assets	378 983	295 736	331 584
TOTAL ASSETS	411 772	339 495	367 140

Group balance sheet in summary, cont.

SEKt	2023 31-Mar	2022 31-Mar	2022 31-Dec
EQUITY AND LIABILITIES			
Equity			
<i>Equity attributable to owners of the parent</i>			
Share capital	568	563	568
Other capital contributions	195 944	186 601	195 944
Reserves	1 759	1 759	1 759
Other equity incl. this year's profit	16 665	20 327	12 173
	214 936	209 250	210 444
<i>Equity attributable to non-controlling interests</i>			
Equity attributable to non-controlling interests	361	0	260
Total equity	215 297	209 250	210 704
<i>Provisions</i>			
Provisions for deferred tax	7 014	7 796	7 384
	7 014	7 796	7 384
<i>Long-term liabilities</i>			
Other liabilities	137	209	154
	137	209	154
<i>Current liabilities</i>			
Accounts payable	9 930	8 757	6 330
Current tax liabilities	3 093	0	2 460
Other liabilities	10 456	5 458	6 178
Accrued expenses and deferred income	165 845	108 025	133 930
	189 324	122 240	148 898
TOTAL EQUITY AND LIABILITIES	411 772	339 495	367 140

Changes in Equity

SEKt				Retained earnings incl. profit for the period		
Consolidated	Share capital	Other contributed equity	Reserves		Minority	Total
Opening balance 2022-01-01	563	187 016	1 759	19 943	0	209 281
New share issue	5	8 928				8 933
Changes in group structure				-14 833	-184	-15 017
Translation difference				-1 163	17	-1 146
Profit/loss for the year				8 208	444	8 653
Closing Balance 2022-12-31	568	195 944	1 759	12 156	277	210 704
Opening balance 2023-01-01	568	195 944	1 759	12 156	277	210 704
Translation difference				- 87		-87
Profit/loss for the period				4 580	100	4 680
Closing Balance 2023-03-31	568	195 944	1 759	16 649	377	215 297

Group cash flow analysis

SEKt	2023 Jan-Mar	2022 Jan-Mar	2022 Jan-Dec
<i>Current activities</i>			
Profit after financial items	6 861	2 281	15 382
Adjustments for items not included in the cash flow	2 991	3 169	12 454
Tax paid	-1 597	-1 596	-6 389
Cash flow from operating activities before change in working capital	8 256	3 854	21 447
<i>Cash flow from change in working capital</i>			
Change in accounts receivable	-17 003	6 345	-2 859
Change in current receivables	-12 222	-1 262	-6 545
Change in accounts payable	-3 600	-5 561	-7 988
Change in current liabilities	35 920	2 436	31 312
Cash flow from operating activities	10 296	5 812	35 367
Cash flow from investment activities	-235	-1 155	-107 292
Cash flow from financing activities	-16	-421	8 872
Cash flow	18 301	4 236	-63 053
Liquid assets, opening balance	187 576	251 623	251 623
Translation differences	-128	0	-993
Liquid assets, closing balance	205 749	251 623	187 576

Parent company income statement

SEKt	2023 Jan-Mar	2022 Oct-Dec	2022 Jan-Mar	LTM Apr-Mar	2022 Jan-Dec
Net sales	53 699	51 879	45 540	198 624	190 464
Other operating income	348	453	975	1 358	1 986
	54 047	52 332	46 515	199 981	192 450
Operating expenses					
Sales costs	-15 336	-14 592	-10 831	-53 023	-48 518
Other external costs	-8 952	-11 696	-8 646	-36 770	-36 465
Personnel cost	-22 684	-21 761	-19 651	-82 687	-79 654
Depreciation/amortisation	-2 671	-2 742	-2 891	-11 072	-11 292
Other operating expenses	-505	-456	-425	-1 136	-1 056
	-50 149	-51 247	-42 444	-184 690	-176 986
Operating profit	3 898	1 085	4 071	15 290	15 464
<i>Profit/loss from financial items</i>	1 688	-675	259	5 696	4 267
Profit after financial items	5 586	410	4 330	20 987	19 731
Appropriations	0	-7 000	0	-7 000	-7 000
Pre-tax profit	5 586	-6 590	4 330	13 987	12 731
Tax on profit	-1 644	-291	-1 022	-5 016	-4 394
Deferred tax	371	371	-371	2 225	1 483
Net profit	4 312	-6 510	2 937	11 195	9 820

Parent company balance sheet

SEKt	2023 31-Mar	2022 31-Mar	2022 31-Dec
ASSETS			
Fixed assets			
<i>Intangible fixed assets</i>			
Franchise, patents, licenses, trademarks and other similar rights	533	1 570	730
Software assets ExFlow	12 701	20 316	14 605
	13 234	21 886	15 335
<i>Tangible fixed assets</i>			
Equipment, tools and installations	5 709	7 668	6 195
	5 709	7 668	6 195
<i>Financial fixed assets</i>			
Participations in group companies	24 969	9 968	24 969
Receivables from group companies	20 202	10 474	20 757
Participations in associated companies and jointly controlled companies	4 000	4 000	4 000
Other long-term receivables	1 127	1 116	1 127
	50 298	25 558	50 854
Total fixed assets	69 241	55 112	72 384
Current assets			
<i>Current receivables</i>			
Accounts receivables	26 297	15 013	20 555
Receivables from group companies	5 311	2 094	2 378
Current tax receivables	82	778	130
Other receivables	987	3 088	1 443
Deferred expenses and accrued income	21 402	6 540	11 026
	54 079	27 513	35 532
Short-term investments			
Other short-term investments	90 000	0	90 000
Cash on hand and in bank	161 567	229 750	153 453
Total current assets	305 646	257 263	278 984
TOTAL ASSETS	374 887	312 375	351 368

Parent company balance sheet cont.

SEKt	2023 31-Mar	2022 31-Mar	2022 31-Dec
EQUITY AND LIABILITIES			
Equity			
<i>Restricted reserves</i>			
Share capital	568	563	568
Statutory reserve	2 040	2 040	2 040
	2 608	2 603	2 608
<i>Non-restricted equity</i>			
Shares premium fund	195 944	186 601	195 944
Retained earnings or losses	25 410	14 215	21 098
	221 354	200 816	217 042
Total Equity	223 962	203 419	219 650
Untaxed reserves	21 445	14 445	21 445
<i>Provisions</i>			
Provisions for deferred tax	2 596	4 821	2 967
	2 596	4 821	2 967
<i>Current liabilities</i>			
Accounts payable	9 447	6 887	5 883
Liabilities to group companies	840	78	169
Current tax liabilities	0	0	0
Other liabilities	5 805	3 009	2 993
Accrued expenses and deferred income	110 792	79 716	98 262
	126 884	89 690	107 306
TOTAL EQUITY AND LIABILITIES	374 887	312 375	351 368



Notes

Accounting and valuation principles

The interim report is prepared in accordance with the Swedish Annual Accounts Act and BFNAR 2012:1 Annual Reporting and consolidated reports (K3). The accounting principles remain unchanged as compared to the previous year.

Number of shares

The number of shares March 31, 2023 was 22 715 625 (22 515 625). Average number of shares during Q1 2023 was 22 715 625 (22 515 625) and average number of shares full year 2022 was 22 594 529 (11 524 673).

Earnings per share

The calculation of earnings per share has been made by dividing the net result attributable to owners of the parent divided with the number of outstanding shares at the end of the period.

Earnings per share after dilution

The calculation of earnings per share has been made in accordance with the International Accounting Standards number, IAS, 33.

Risks and uncertainty factors

The risk and uncertainty factors for the group and the parent company, including business and financial risks, are described in the annual report for the last financial year. There have not been any changes in the risk and uncertainty factors for the group and the parent company since the publication of the last annual report.

Definitions

Annual Recurring Revenue (ARR)

Total value of contracted annual recurring fees at a given time

EBITDA

Earnings Before Interest, Tax, Depreciation and Amortization

EBITDA % or EBITDA margin

EBITDA expressed as a percentage of Net Sales

EBITA

Earnings Before Interest, Tax and Amortization

EBITA % or EBITA margin

EBITDA expressed as a percentage of Net Sales



About

SignUp

SignUp is a profitable growing software company offering an end-to-end solution, ExFlow, for electronic accounts payable (AP) and invoice process automation, built into Microsoft Dynamics ERP. The company has established itself as a global player with several large companies as clients and several partnerships with resellers of Microsoft's ERP. SignUp was founded in 1999 and is a global company with approximately 120 employees, headquarter in Stockholm and with additional subsidiaries in Denmark, Australia, the Netherlands, USA, Singapore, and UK

Legal structure

SignUp Software AB (publ) with corporate identity number 556570-9721 is the parent company within the group.

The Parent Company is incorporated in Sweden. Since the 24 November 2021, the company is listed on Nasdaq First North Growth Market.



Other information

Financial Calendar

Interim Report Q2 2023

July 14, 2023

Interim Report Q3 2023

October 20, 2023

Contact Information

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The CEO's assurance

The CEO hereby confirm that the interim report gives a true and fair view of the development of the company's activity, position and result and describes materiality and risk and uncertainties faced by the Company.

Solna 27 April 2023

Olof Hedin

CEO

Auditing

The interim report has not been reviewed by auditor.

After publication, the report is available on the company's website:

<https://ir.signupsoftware.com/reports-and-presentations/>



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