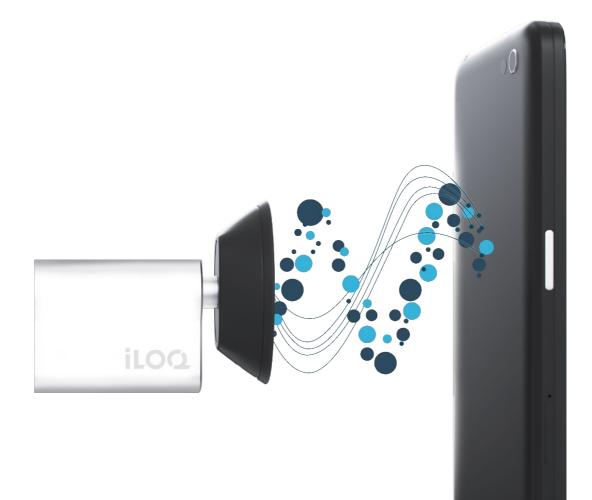
Capnor Weasel Bidco Oyj Half Year Financial Report January – June 2023

CAPNOR WEASEL BIDCO OYJ

Half Year Financial Report January – June 2023



Half Year Financial Report 2023

Second quarter highlights

- Revenue increased by 1% to MEUR 29.1 (28.8)
- EBITDA decreased to MEUR 2.8 (4.7), corresponding to a 10% (16%) EBITDA margin
- EBIT decreased to MEUR 0.3 (2.4), corresponding to a 1% (8%) EBIT margin
- Operational Cash Flow was negative at MEUR -6.9 (+0.4)

Significant events during the quarter

- Market entry to the US is on schedule and progressing as planned
- iLOQ to partner up with Genetec to create secure and streamlined access management solutions
- iLOQ announced that Tierps Energi och Miljö AB chose iLOQ's mobile-phone-based S50 system to increase critical infrastructure security and improve access management
- iLOQ announced that its mobile phone-based access management system is used for the first time in apartment buildings in Sweden
- Waveconn, a specialist developer and investor in telecommunications infrastructure in Australia, selected iLOQ as its smart-locking partner after the review period in July 2023

			Change			Change	
EUR thousand	Q2 2023	Q2 2022	in %	H1 2023	H1 2022	in %	FY 2022
Revenue	29,135	28,790	1 %	61,135	54,506	12 %	132,948
EBITDA	2,840	4,684	-39 %	8,900	10,052	-11 %	31,379
EBITDA margin	10 %	16 %		15 %	18 %		24 %
EBIT	305	2,405	-87 %	3,847	5,487	-30 %	21,853
EBIT margin	1 %	8 %		6 %	10 %		16 %
Operational Cash Flow	-6,893	442	-1659 %	861	3,893	-78 %	8,568
Operational Cash Flow %	-24 %	2 %		1 %	7 %		6 %
Adjusted EBITDA*	2,840	5,172	-45 %	9,278	10,540	-12 %	31,867
Adjusted EBITDA margin*	10 %	18 %		15 %	19 %		24 %
Adjusted EBIT	305	2,893	-89 %	4,225	5,976	-29 %	22,342
Adjusted EBIT margin	1 %	10 %		7 %	11 %		17 %
Adjusted Operational Cash Flow Adjusted Operational Cash Flow	-6,893	930	-841 %	1,239	4,381	-72 %	9,056
%	-24 %	3 %		2 %	8 %		7 %

* H1 2023, H1 2022 and Q2 2022 and year 2022 EBITDA, EBIT & Operational Cash Flow included an impact from a brand renewal project and a market study conducted with external companies, which have been treated as items affecting comparability. The adjustment related to brand renewal in Q1 2023 was 378 thousand euros and in FY 2022 market study 488 thousand euros. These costs have been excluded in the Adjusted EBITDA, EBIT and Operational Cash Flow figures above.

Management overview of the second quarter

Following a strong start of the year iLOQ Group's revenue growth slowed down due to very low activity in the multiresidential new construction and renovation market in the Nordics. Revenue growth was 1% compared to the same period in the previous year. Revenue declined 14% compared to Q2 2022 in the Nordics. Strong performance continued in the rest of the world with revenue growth of 33% compared to the same period in the previous year.

Prevailing geopolitical risks related to Russia's invasion of Ukraine and the resulting rise in energy prices, together with an increasing interest rate environment have had a negative impact on the real estate sector. Especially the new construction market has been affected, which constitutes only a small part of iLOQ's revenue base. However, postponement in decision making in the renovation market has also affected overall demand in the second quarter. Management is confident that the long-term growth potential and drivers in the market remain intact despite a short-term slowdown due to delayed investments by customers and that iLOQ is well positioned to continue to outgrow the market also during periods of softer market activity.

iLOQ continues to invest in future growth and the market entry to the US is on schedule and progressing as planned. iLOQ has a local sales organization in place which has already generated a solid pipeline and leads. Logistic channels and partner network are being built and final steps of the ANSI cylinder product development are being completed. Management expects the market entry for the US built environment market to take place during the fourth quarter of the year.

iLOQ has been able to successfully mitigate supply-chain disruptions in the market to be able to meet customer demand. As there are signs of improving availability of materials and electronic components, iLOQ destocked its electronic components inventory during the second quarter, which had a negative impact on the gross margin. However inventory levels remained high despite the destocking as the company is simultaneously preparing its end-product inventory for the normal seasonal volume growth and to meet delivery capability for the current strong pipeline in the critical infrastructure segment. The increase in working capital had a negative effect on the Group's cashflow in the second quarter.

Second quarter of 2023 included multiple significant events for iLOQ:

iLOQ announced in May a new partnership with Genetec to create secure and streamlined access management solutions. Genetec is a leading developer of open-platform software, hardware, and cloud-based services. Their access control system – SynergisTM – can now be integrated with iLOQ's solution to provide operational insights into security and to allow customers to make informed decisions and improve their operations.

iLOQ announced in June that Tierps Energi och Miljö AB chose iLOQ's mobile phone-based S50 system to increase critical infrastructure security and improve access management. Tierps Energi och Miljö AB replaces its mechanical locks with iLOQ's fully digital S50 system. Tierps Energi och Miljö has 120 locations for facilities with a total of about 180 cylinders and 150 padlocks. These will now be equipped with digital cylinders and padlocks from iLOQ, which allow access rights to be granted for each individual access point.

iLOQ announced in June that iLOQ's keyless locking system is used for the first time in an apartment building in Sweden. Property company Lindborg & Söner chose iLOQ's mobile phone-based access management system for the new apartment building in Salnecke Park in Örsundsbro outside Uppsala. Since the locking system is completely free of keys, cables and batteries, residents only need to use their smartphone to enter their properties.

iLOQ announced in June a new GPS functionality for iLOQ S50 audit trails. Real-time audit trail reports are an excellent tool to help prevent unauthorized access, or detect instances of misuse, by showing exactly who has accessed a site and when. Each time a lock is opened, or attempted to be opened, the iLOQ S50 app will send the GPS coordinates of the smartphone to the server. Administrators will be able see the coordinates on iLOQ Manager and pinpoint the exact event to provide even more information for site managers and administrators to further enhance site security.

Second quarter 2023

Total revenue grew 1% compared to Q2 2022. Revenue declined 14% compared to Q2 2022 in the Nordics. Strong performance continued in the rest of the world with revenue growth of 33% compared to the same period in the previous year.

EBITDA amounted to MEUR 2.8 (4.7), corresponding to a 10% (16%) EBITDA margin. EBITDA margin was negatively impacted by the destocking of the electronic components inventory, which had a negative impact on the gross margin. Gross margins in the ongoing operational business were unchanged at the historical healthy level. Continued investments in growth, including costs related to the US market entry also increased opex and impacted margins negatively in the quarter.

EBIT amounted to MEUR 0.3 (2.4), corresponding to a 1% (8%) EBIT margin.

Operational Cash Flow was MEUR -9.9 (0.4). As there are signs of improving availability of materials and electronic components, iLOQ destocked its electronic components inventory during the second quarter, decreasing net working capital. However inventory levels remained high despite the destocking as the company is simultaneously preparing its end product inventory for the normal seasonal volume growth and to meet delivery capability for the current strong pipeline in the critical infrastructure segment. This neutralized the positive impact of the destocking.

First half 2023

Total revenue grew 12% compared to H1 2022. Revenue declined 3% compared to H1 2022 in the Nordics. Strong performance continued in the rest of the world with revenue growth of 42% compared to the same period in the previous year.

EBITDA amounted to MEUR 8.9 (10.1), corresponding to a 15% (18%) EBITDA margin. EBITDA margin was negatively impacted by the destocking of the electronic components inventory. and continued opex investments in growth.

EBIT amounted to MEUR 3.8 (5.5), corresponding to a 6% (10%) EBIT margin.

Operational Cash Flow was MEUR -2.2 (3.9). As there are signs of improving availability of materials and electronic components, iLOQ destocked its electronic components inventory during the second quarter, decreasing net working capital. However inventory levels remained high despite the destocking as the company is simultaneously preparing its end product inventory for the normal seasonal volume growth and to meet delivery capability for the current strong pipeline in critical infrastructure segment. This neutralized the positive impact of the destocking

Events after the reporting period

Waveconn, a specialist developer and investor in telecommunications infrastructure in Australia, selected iLOQ as its smart-locking partner in July 2023.

QUARTERLY INFORMATION	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23
Revenue	23,172	21,282	39,424	25,716	28,790	27,439	51,003	32,000	29,135
EBITDA	4,291	3,986	11,818	5,368	4,684	4,701	16,625	6,060	2,840
EBITDA margin	19 %	19 %	30 %	21 %	16 %	17 %	33 %	19 %	10 %
EBIT	2,230	1,902	9,758	3,083	2,405	2,414	13,952	3,542	305
EBIT margin	10 %	9 %	25 %	12 %	8 %	9 %	27 %	11 %	1 %
Operational Cash Flow	1,277	-859	10,114	3,451	442	-2,372	7,048	7,753	-9,947
Operational Cash Flow %	6 %	-4 %	26 %	13 %	2 %	-9 %	14 %	24 %	-34 %
Adjusted EBITDA	4,291	3,986	11,818	5,368	5,172	4,701	16,625	6,438	2,840
Adjusted EBITDA margin	19 %	19 %	30 %	21 %	18 %	17 %	33 %	20 %	10 %

Quarterly Information

Declaration of the Board

We confirm that, to the best of our knowledge, the condensed financial statements give a true and fair view of the Group's assets, liabilities, financial position and results of operations for the period. We also confirm, to the best of our knowledge, that the management overview includes a fair review of important events that have occurred during the first six months of 2023.

Espoo August 14, 2023

Heikki Hiltunen

Karl Petersson

President and CEO

Member of the Board

INCOME STATEMENT

CONSOLIDATED INCOME STATEMENT, IFRS	00.0000	00.0000	114 0000	114 0000	57,0000
EUR Thousand	Q2 2023	Q2 2022	H1 2023	H1 2022	FY 2022
Revenue	29,135	28.790	61,135	54,506	132,948
Other income	0	0	0	0	0
	0				
Materials and services	-14,228	-12,345	-27,399	-23,479	-56,846
Employee benefit expenses	-6,299	-6,928	-13,847	-12,985	-26,191
Depreciation, amortisation and impairment losses	-2,536	-2,279	-5,054	-4,564	-9,525
Other operating expenses	-5,767	-4,833	-10,988	-7,990	-18,533
Operating profit	305	2,405	3,847	5,487	21,853
Finance income	4	5	84	10	122
Finance cost	-1,226	-1,089	-2,659	-2,162	-4,599
Net financial expenses	-1,221	-1,084	-2,575	-2,152	-4,478
Profit (-loss) before taxes	-916	1,321	1,271	3,335	17,376
Income taxes	12	-512	-467	-1,077	-3,648
Profit (loss) for the financial period	-905	809	804	2,258	13,728
Items that may be subsequently reclassified to profit or loss					
Translation differences	-1	15	9	12	12
Total comprehensive income	-906	824	813	2,270	13,740
Earnings per share, undiluted (EUR)	-9,049	8,089	8,041	22,581	137,280
Earnings per share, diluted (EUR)	-9,049	8,089	8,041	22,581	137,280

BALANCE SHEET

CONSOLIDATED BALANCE SHEET, IFRS EUR Thousand	June 2023	June 2022	Dec 2022
ASSETS			
Non-current assets			
Intangible assets	105,301	101,024	102,774
Goodwill	92,467	91,672	92,412
Property, plant and equipment	7,064	6,416	7,334
Deferred tax assets	409	411	447
Total non-current assets	205,241	199,523	202,967
Inventories	32,079	22,876	26,117
Trade and other receivables	21,103	17,240	30,022
Current tax receivables for the financial year	670		51
Cash and cash equivalents	2,350	6,297	4,087
Total current assets	56,202	46,413	60,277
Total assets	261,444	245,936	263,245
EQUITY & LIABILITIES			
Equity			
Share capital	80	80	80
Invested unrestricted equity fund	143,240	143,240	143,240
Translation difference	-2	8	7
Retained earnings	17,741	6,187	17,658
Total equity	161,060	149,515	160,986
LIABILITIES			
Non-current liabilities			
Financial liabilities	54,938	54,495	54,899
Non-current lease liabilities	847	1,469	1,499
Non-current provisions	1,057	263	574
Deferred tax liabilities	16,816	17,505	17,246
Total non-current liabilities	73,658	73,732	74,219
Current liabilities			
Short-term interest-bearing liabilities	4,003	0	C
Account payables and other liabilities	21,137	19,799	24,185
Current lease liabilities	1,447	1,398	1,559
Current provisions	100	920	704
Current tax liabilities	38	573	1,593
Total current liabilities	26,725	22,688	28,040
Total liabilities	100,384	96,421	102,259
Total equity and liabilities	261,444	245,936	263,245

STATEMENT OF CASH FLOWS

CONSOLIDATED STATEMENT OF CASH FLOWS, IFRS

IFRS			
EUR Thousand	H1 2023	H1 2022	FY2022
CASH FLOW FORM OPERATING ACTIVITIES	00.4	0.050	40 700
Profit (Loss) for the financial period	804	2,258	13,728
Adjustments:			
Depreciation and amortization	5,054	4,564	9,525
Unrealized exchange rate gains and losses	0	0	38
Financial Income	-84	-10	-122
Financial Expense	2,659	2,162	4,599
Taxes	467	1,077	3,648
Other adjustments	0	0	0
Change in Working Capital:			
Change in trade and other receivables	8,919	-316	-13,341
Change in inventory	-5,962	-3,072	-6,303
Change in trade and other payables	-3,634	1,681	6,057
Change in provisions	-121	-633	-537
Interest paid	-2,222	-1,525	-3,356
Interest received	0	0	0
Income tax paid	-3,025	-2,313	-4,341
Other financial items	-91	-106	-294
Net cash flow from operating activities (A)	2,765	3,767	9,302
Cash flow from investing activities			
Payments from tangible assets sales	18	0	31.4
Investments in intangible assets	-6,147	-3,075	-6,937
Investments in tangible assets	-1,113	-744	-1,750
Business acquisitions	0	0	-1,716
Net cash flow from investing activities (B)	-7,242	-3,819	-10,371
Cash flow from financing activities			
Common control merger	0	0	
Payments of lease liabilities	-880	-811	-1,697
Withdrawals of short-term loans	3,942	0	0
Proceeds from short-term liabilities	0	0	-6
Payments of short-tem liabilities	0	0	
Net cash flow from financing activities (C)	3,062	-811	-1,703
CHANGE IN CASH AND EQUIVALENTS (A+B+C)	-1,416	-863	.0 770
CHANCE IN CACH AND EQUIVALENTS (ATDTO)	-1,410	-003	-2,772
Cash and cash equivalents, in the beginning of			
period	4,087	7,536	7,536
Net effect of exchange rate changes on cash			-
and cash equivalents	-321	-376	-677
Cash and cash equivalents, at the end of period	2,350	6,297	4,087

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR thousand	Share capital	Share premium reserve	Reserve for invested non-restricted equity	Translation reserve	Retained earnings	Total
Equity on Jan 1, 2023	80	0	143,240	7	17,658	160,986
Adjustment for previous year's retained earnings	0	0	0	0	-722	-722
Comprehensive income						
Profit for the financial year	0	0	0	-9	804	795
Total comprehensive income	80	0	143,240	-2	17,741	161,060
Equity on Jun 30, 2023	80	0	143,240	-2	17,741	161,060

Adjustment for the previous year's retained earnings was related to the misstatement in the bonus and commission provision.

EUR thousand	Share capital	Share premium reserve	Reserve for invested non-restricted equity	Translation reserve	Retained earnings	Total
Equity on Jan 1, 2022	80	0	143,240	-4	3,949	147,265
Adjustment for previous year's retained earnings	0	0	0	0	-20	-20
Comprehensive income						
Profit for the financial year	0	0	0	12	2,258	2,270
Total comprehensive income	80	0	143,240	8	6,187	149,515
Equity on Jun 30, 2022	80	0	143,240	8	6,187	149,515

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

1. Reporting Entity

Capnor Weasel Bidco Oyj (the Company) is domiciled in Finland. These condensed interim financial statements for the quarter ended June 30, 2023 comprise the Company and its subsidiaries (together referred to as the 'Group')

2. Accounting Principles

The Group's Interim Report for January-June 2023 has been prepared in line with IAS 34, 'Interim Financial Reporting' and should be read in conjunction with the Group's financial statements for 2022, published on March 16, 2023. The Group has applied the same accounting principles in the preparation of this Interim Report as in its Financial Statements for 2022. The information presented in this Interim Report has not been audited.

3. Seasonality

The Group operates in an industry that sees seasonal changes in revenue. In a typical year, the first three quarters amount to approximately two thirds of the Group's full-year revenue while the last quarter sees the revenue rise to amount to one third of the full-year revenue. Therefore, in a normalized year, the financial results of the fourth quarter can be expected to be stronger than compared to the first three quarters.

4. Segment reporting

Capnor Weasel Bidco Group is a Finnish group of companies. In addition to the parent company Capnor Weasel Bidco Oyj, iLOQ Group belongs to the Group. Industrial operations are in the iLOQ Group that offers solutions for electronical locking. iLOQ Group operates with a network business model in the manufacture and distribution of products. iLOQ Group's products are sold through iLOQ's distribution channel providing professional installation and maintenance services. iLOQ Group has subsidiaries in Sweden, Denmark, Norway, Germany, the Netherlands, France, Spain, Poland, Great Britain, Canada and United States. The Group's business operations are managed and monitored as one entity. Subsidiaries are sales organizations and their turnover consists of commission charges from the iLOQ Group's parent company. Based on the similarity of business operations, products, services and production process, the Group has only one operating segment. The Executive Board is iLOQ Group's chief operative decision maker. The Executive Board evaluates the performance of the company and the use of resources as a whole. Composition of the Group's turnover and geographical distribution is presented with the notes related to turnover. The Group has no external customers with net sales over 10% of the Group's total net sales. The Group's most significant non-current assets are located at the domicile state of the parent company.

5. Revenue

The revenue of Capnor Weasel Bidco Group consists of digital locking and access management systems. The Group's products consist of supplied locks and software as well as lock operation and maintenance services. The Group's customers are retailers and partners of locking products. Revenue is recognized when control over the goods or the service is transferred to the customer. Lock deliveries are recognized as revenue when control is transferred on the basis of the delivery of the products, when the risks and benefits have been transferred to retailers. EX Works Incoterms delivery term is generally used on the delivery of products. For one significant customer, performance obligation is satisfied at the time of the delivery, and for these deliveries Delivered Duty Paid Incoterms are applied. Revenue from maintenance and repair services is recognized over time as the customer receives the benefits simultaneously as the service is provided. Sales contracts are made with the regular payment terms. A yearly discount can be granted to customers for products sold.

The Group's revenue by geographical area is presented below.

REVENUE BY GEOGRAPHY EUR thousand	Q2 2023	% of REV	Q2 2022	% of REV	H1 2023	% of REV	H1 2022	% of REV
Finland	8,910	31 %	10,195	35 %	18,640	30 %	19,759	36 %
Northern Europe excl Finland	7,548	26 %	9,037	31 %	16,365	27 %	16,360	30 %
Rest of the World	12,676	44 %	9,559	33 %	26,130	43 %	18,387	34 %
Total Sales	29,135	100 %	28,790	100 %	61,135	100 %	54,506	100 %

The classification of revenue according to the timing of product deliveries and service production is presented below.

REVENUE EUR thousand	Q2 2023	% of REV	Q2 2022	% of REV	H1 2023	% of REV	H1 2022	% of REV
Revenue is recognized at point in time	28,167	97 %	28,170	98 %	59,310	97.0 %	53,336	97.9 %
Revenue is recognized over time	968	3 %	620	2 %	1,824	3.0 %	1,170	2.1 %
Total Sales	29,135	100 %	28,790	100 %	61,135	100 %	54,506	100 %

INTANGIBLE ASSETS

EUR thousand	Technology	Intangible Rights	Brand	Goodwill	Other Intangible assets	Customer relations	Work in progress	Total
Acquisition cost, Jan 1, 2023	83,066	1,728	12,865	92,412	2,767	12,142	9,246	214,224
Adjustments for previous financial	periods			55				55
Transfer between items	1,470				687		-2,157	0
Additions	1,039	152			149		4,811	6,151
Acquisition cost, Jun 30, 2023	85,575	1,880	12,865	92,467	3,603	12,142	11,900	220,432
Accumulated depreciations and impairment Jan 1, 2023 Amortisation	12,634 2,361	461 119	2,622 429	0 0	849 312	2,472 405	0 0	19,039
	2,301	119	429	0	312	405	0	3,626
Accumulated depreciations and impairment Jun 30, 2023	14,995	580	3,051	0	1,161	2,877	0	22,664
Carrying amount Jan 1, 2023	70,433	1,267	10,243	92,412	1,918	9,670	9,246	195,186
Carrying amount Jun 30, 2023	70,580	1,300	9,814	92,467	2,442	9,265	11,900	197,768

EUR thousand	Technology	Intangible Rights	Brand	Goodwill	Other Intangible assets	Customer relations	Work in progress	Total
Acquisition cost, Jan 1, 2022	80,424	1,346	12,865	91,672	851	12,142	6,013	205,312
Transfer between items	42						-154	-112
Merger								0
Additions	631	40			372		2,032	3,075
Acquisition cost, Jun 30, 2022	81,097	1,386	12,865	91,672	1,223	12,142	7,891	208,276
Accumulated depreciations and				•		4 000		40.007
impairment Jan 1, 2022	8,330	209	1,764	0	361	1,663	0	12,327
Amortisation	2,166	36	429		218	404		3,253
Accumulated depreciations and impairment Jun 30, 2022	10,496	245	2,193	0	579	2,067	0	15,580
Carrying amount Jan 1, 2022	72,094	1,138	11,101	91,672	490	10,479	6,013	192,987
Carrying amount Jun 30, 2022	70,601	1,140	10,672	91,672	644	10,075	7,891	192,696

PROPERTY, PLANT AND EQUIPMENT

Owned property, plant and equipment				Right-	of-use a	assets
EUR thousand	Machinery and equipment	Work in progress	Other tangible assets	Cars	Premises	Total
Acquisition cost, Jan 1, 2023	5,862	811	438	2,587	4,325	14,022
Additions in acquisition						0
Transfer between items	245	-245				0
Additions	10	1,017	106	7	55	1,195
Deductions	0	-20	-15			-35
Acquisition cost, Jun 30, 2023	6,117	1,563	529	2,594	4,380	15,182
Accumulated depreciations and impairment Jan 1, 2023	2,591	0	188	1,650	2,260	6,688
Amortisation	490		110	263	566	1,428
Accumulated depreciations and impairment Jun 30, 2023	3,081	0	298	1,914	2,826	8,118
Carrying amount Jan 1, 2023	3,271	811	250	937	2,065	7,334
Carrying amount Jun 30, 2023	3,036	1,563	231	680	1,554	7,064
Owned property, plant and equipment				Right-	of-use a	assets
EUR thousand	Machinery and equipment	Work in progress	Other tangible assets	Cars	Premises	Total
Acquisition cost, Jan 1, 2022	4,194	586	195	1,869	2,012	8,857
Transfer between items	290	-354	0	0	0	-64
Additions	209	410	125	347	1,719	2,810
Acquisition cost, Jun 30, 2022	4,693	641	320	2,216	3,731	11,602
Accumulated depreciations and impairment Jan 1, 2022 Amortisation	1,482 430	0	85 64	1,041 305	1,267 513	0 3,875 1,311
Accumulated depreciations and impairment Jun 30, 2022	1,912	0	149	1,346	1,779	5,186
Accumulated depreciations and impairment Jun 30, 2022 Carrying amount Jan 1, 2022	1,912 2,712	0 586	149 110	1,346 828	1,779 745	5,186 0 4,983

RELATED PARTY TRANSACTIONS

The Group's related parties consist of parent company iLOQ Oy and its subsidiaries. In addition, related parties include iLOQ-Group's Board members as key management personnel, the CEO and members of the Group management, as well as entities that are under the control of key management personnel and their family members. There were no related party transactions during the reported period.

CONTINGENT LIABILITIES

COLLATERALS AND CONTINGENT LIABILITIES			
EUR thousand	H1 2023	H1 2022	FY 2022
Contingent liabilities			
Credit facility	15,000	15,000	15,000
Lease guarantee	235	281	249
Delivery guarantee	17	0	32
Corporate credit card	122	74	84
Total	15,374	15,355	15,365

Credit facility of EUR 5 000 000 has been used during period Jan 1 - Jun 30 2023.

EUR thousand	H1 2023	H1 2022	FY 2022
Collateral given for own commitments	155,000	155,000	155,000
Collateral given on behalf of others			
Collateral	0	0	0
Guarantee	0	890	0
Total	155,000	155,890	155,000

Definitions of alternative performance measures

- 1. **EBITDA** = EBIT before depreciation, amortization and impairments
- 2. **Operational Cash Flow** = EBITDA + Change in trade and other receivables + Change in inventory + Change in trade and other payables + Change in provisions + Investments in intangible assets + Investments and Payments in tangible assets. Operational Cash Flow is used internally by the group to follow EBITDA which takes into account investments and change in working capital
- 3. Operational Cash Flow % = Operational Cash Flow / Revenue
- 4. Adjusted EBITDA, Adjusted EBIT & Adjusted Operational Cash Flow = Same as above but excluding an impact from a brand renewal project and a market study conducted with external companies, which have been treated as items affecting comparability. The adjustment related to brand renewal in Q1 2023 was 378 thousand euros and in FY 2022 market study 488 thousand euros. These costs have been excluded in the Adjusted EBITDA, EBIT and Operational Cash Flow figures above.

CONTACT

Additional information about the company can be found on the corporate website <u>www.iloq.com</u>. The company can be contacted by e-mail, <u>info@iloq.com</u>

For questions concerning this report please contact:

Heikki Hiltunen CEO and President Heikki.Hiltunen@iloq.com

Timo Pirskanen CFO Timo.Pirskanen@ilog.com