# Interim report Q2 2022

**Qred Holding AB (publ)** 





## Interim report 2nd quarter 2022

Qred continues to grow in line with expectations, but increased credit losses burdened the quarter's results. Qred both issued new common shares, and refinanced a senior secured bond during the quarter. Qred is thus in a good position to deliver continued growth and develop new services in the coming years. The operating income increased by 55% to SEK 137.0m during the interim period and the period's net income amounted to SEK -9.2m.

Values for the same period the previous year are stated within brackets.

### April - June 2022

- Operating income increased by 55% to SEK 137.0m (88.3)
- Commission income increased by 41% to SEK 74.3m (52.8)
- Interest income increased by 49% to SEK 67.6m (45.2)
- Operating profit amounted to SEK -12.2m (2.7)
- Net income for the period amounted to SEK -9.2m(2.1)

### January - June 2022

- The number of active monthly users increased by 35% to 15,568 (11,545)
- Income increased by 51% to SEK 254.8m (168.4)
- Commission income increased by 49% to SEK 145.5m (97.5)
- Interest income increased by 41% to SEK 125.8m (89.0)
- Operating profit amounted to SEK -11.1m (1.5)
- Net income for the period amounted to SEK -8.4m (0.7)
- The loan portfolio increased by 74% to SEK 1029.7m (590.9)

### Significant events April - June 2022

- Qred launched a new B2B payment service in April 2022, which allows companies to pay invoices using Qred VISA.
- As part of the previous agreement with the Nordic Capital Evolution Fund, the general meeting of Qred Holding AB (publ) on 19 April 2022 decided to increase the Company's share capital by SEK 1,106,899 through a directed new issue of 758,150 common shares series B to Cidron Gallo 2 S.à .rl
- Qred issued a senior secured bond of EUR 40m on 13 April 2022 and has redeemed the bond issued in 2019.

## Significant events after the end of the interim period

No significant events have occurred after the end of the interim period.



### **KPIs**

	Q2	Q2		H1	H1		Full year
	2022	2021	Δ%	2022	2021	Δ%	2021
Total operating income (SEKm)	137.0	88.3	55.2	254.8	168.4	51.4	372.6
Net commission income (SEKm)	71.3	50.2	41 .9	138.9	92.4	50.4	214.1
Net interest income (SEKm)	56.4	37.4	50.9	105.0	74.6	40.7	156.2
Operating profit margin	-6.7%	2.4%	- 9.1	-3.3%	0.4%	-3.7	4.6%
Active users	15,568	11,545	34.8				13,483
Average number of employees	150	106	41.5	144	101	42.6	111

Net interest income: Interest income for the period less interest expenses

Net commission income: commission income for the period less commission expenses

Operating profit margin: Operating profit for the period divided by operating income

Active users: Number of companies that at the end of the period actively used Qred for financing through business loans, credit cards or factoring.

### Other information

#### **Risks and uncertainties**

For a description of risks and uncertainties, refer to the annual report for 2021 which can be found on the company's website gred.com.

#### Other

This report has not been subject to review by the company's auditors. The board and the managing director assure that the interim report provides a fair overview of the parent company's and the group's operations, position and results, and describes essential risks and uncertainty factors that the parent company and the group face.



## **Comments by the CEO**

Qred has delivered a strong second quarter despite a challenging macro environment. Income has continued to increase, as operating income grew by 55% compared to the same period last year. The number of monthly active users (MAU) increased by 35%. The result for the period ended at SEK -9.2m, mainly as a result of augmented credit losses.

Few have missed the fact that the second quarter of 2022 has been marked by major market changes, such as the socioeconomic effects of the war in Ukraine and rising inflation. A contributing factor to increased payment difficulties is also presumed to be that small businesses are distressed as governmental pandemic subsidies are wound down, and, in some cases, need to be suddenly repaid.

In general – not least in the tech sector – the market has experienced a dramatic shift. We see how many industry peers are laying off employees, cutting costs and repositioning their focus from growth to targeting profitability; investors are in turn raising the hurdle to justify further growth investments. Against this backdrop, Qred has been able to demonstrate strong growth, expand product portfolio and strengthen its staff base.

Since our founding, Qred's goal has been to grow with profitability, which we have been able to deliver year after year. Achieving this goal in 2022 will be a challenge that will put the entire organization to the test.

Qred's ambition is to help as many small businesses as possible. Given the uncertain global situation, we will adapt our lending practices to prevailing market conditions.

We are convinced that our digitized services in combination with advanced risk and scoring algorithms will mean that Qred will continue to do well - even in a tougher market climate.

With last year's investment from Nordic Capital and this spring's refinancing of Qred's corporate bond, we strengthened the balance sheet and increased the solvency to 47% and have a solid foundation to build from despite the quarter's deteriorated bottom line.

We are very proud to have helped tens of thousands of small businesses during the pandemic that otherwise might not have survived during this stressful period. On that point, nothing will change and we are determined to continue serving this underserved and deprioritized segment. With strong faith in the future, we will continue to support small businesses, even in stormy weather, and when the old banks turn their backs to entrepreneurs in need.

Emil Sunvisson

CEO



## **Qred in brief**

### This is what we do

Qred helps small businesses with simple and flexible financing services; business loans, invoice purchases and credit cards. Through digitization, the process has become easier, faster and safer both for our customers and for us at Qred. Therefore, many customers have chosen Qred instead of traditional bank financing. Today we help customers in Sweden, Finland, Denmark, the Netherlands, Belgium, Norway and Brazil. We currently have over 15,000 small companies that use Qred to gain access to the financing needed to be able to create growth.

### This is what we offer

Financing is a highly sought-after service among small businesses. Our own, automated credit system enables us to quickly provide entrepreneurs with what is needed to be able to create growth in their businesses. With Qred, small businesses get access to simple, fast and transparent financing, regardless of whether it concerns business loans, invoice purchases or payments.

### These are our products

Qred offers simple and flexible business loans to small businesses. The loan amounts are relatively small (up to approximately SEK 2 million) and the maturities are normally 6-36 months with straight amortization. The loans have no set-up fee, no hidden costs and no lock-in period. Qred's loan has a fixed monthly fee and as a customer you only pay for the months you use the loan.

With the Qred VISA credit card, small businesses are given the opportunity to handle daily purchases in a simple way, and also receive up to 45 days of free credit. The card is used together with an app that gives entrepreneurs control over costs.

With factoring, entrepreneurs easily release capital through our digital platform. The system is integrated with all standard accounting systems, so that you as an entrepreneur can easily choose whether you want to sell invoices and which invoices you want to sell. We make sure that they are paid and that you have an overview of your finances.

With Qred Pay, we enable entrepreneurs to pay invoices using their credit card. Through Qred Pay, companies get the opportunity to divide larger payments into smaller parts in order to optimize their liquidity. Additional services within the Qred Pay family for partial payment of purchases and invoices are under development and will be released shortly.

### This is our team

Qred's employees are the single most important success factor. Today we are around 150 people with headquarters in Stockholm and regional offices in Helsinki, Malmö and Sao Paulo. With a focus on leading technology and data processing, international expansion and strong growth, Qred is an attractive employer. This gives us the opportunity to recruit many talented people and expand our team with the right skills.



## **Group Income statement**

ksek	Note	Q2 2022	Q2 2021	H1 2022	H1 2021	FY 2021
Interest income		67 587	45 235	125 848	88 991	187 641
Interest expenses		-11 175	-7 850	-20 849	-14 383	-31 467
Commission income		74 304	52 809	145 515	97 464	224 867
Commission expenses		-3 006	-2 563	-6 586	-5 080	-10 813
Net income from financial transactions		8 701	66	9 699	159	- 21
Other income		600	600	1 200	1 200	2 400
Total operating income	3	137 011	88 298	254 827	168 351	372 607
Operating expenses						
Credit losses, net	4	-76 911	-37 644	-132 558	-79 092	-163 898
Personnel costs		-23 886	-17 148	-45 829	-33 021	-70 346
Other costs		-46 321	-29 622	-83 770	-52 436	-117 495
Depreciation and amortization		-2 134	-1 197	-3 788	-2 254	-5 111
Total operating expenses		-149 252	-85 611	-265 945	-166 803	-356 850
Operating profit		-12 241	2 687	-11 118	1548	15 757
Other financial costs		- 15	- 2	- 53	- 21	- 212
Profit from shares in associated		732	30	677	- 595	6 114
companies						
Profit from financial transactions		717	28	624	- 616	5 902
Profit before tax		-11 524	2 715	-10 494	932	21 659
Income tax		2 306	- 624	2 046	- 271	-4 635
Net income for the period		-9 218	2 091	-8 448	661	17 024
Profit for the period attributable to						
Parent Company's shareholders		-9 218	1 984	-8 448	704	17 024
Holdings without controlling influence		-	107	-	- 43	_

## Group statement of comprehensive income

ksek	Q2 2022	Q2 2021	H1 2022	H1 2021	FY 2021
Net profit for the period	-9 218	2 091	-8 448	661	17 024
Translation differences when translating foreign operations	3 861	-1 084	4 267	523	2 438
Tax on translation differences when translating foreign operations	- 879	224	- 879	-107	- 502
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	-6 236	1 231	-5 061	1 077	18 960



## **Group Balance sheet**

ksek	Note	2022-06-30	2021-12-31
ASSETS			
Fixed assets			
Right of use assets		3 726	4 436
Deferred tax		7 796	7 992
Left depositions		1 737	1 665
Long-term loan receivables	5	48 773	35 739
Shares in associated companies		21 149	20 472
Intangible fixed assets		25 253	15 010
Tangible fixed assets		417	134
Total fixed assets		108 851	85 448
Current assets			
Loan receivables	5	641 961	436 016
Other receivables		157 921	194 712
Cash and cash equivalents		89 867	105 180
Total current assets		889 749	735 908
TOTAL ASSETS		998 600	821 356
EQUITY			
Equity attributable to the parent company's shareholders			
Share capital		17 676	15 462
Other contributed capital		368 426	268 184
Reserves		5 405	1589
Retained earnings including profit for the year		77 731	88 336
Total equity		469 238	373 571
Provisions			
Other provisions		62 687	52 639
Deferred tax		2 675	2 535
Total provisions		65 362	55 174
LIABILITIES			
Long-term liabilities		07.701	00.400
Liabilities to credit institutions		37 761	23 420
Bond Other lang tarm lightlities		387 310 569	- 571
Other long-term liabilities		425 640	23 991
Total long-term liabilities		425 640	23 991
Short-term liabilities		10 400	0.010
Accounts payable		13 438	6 219
Bond Other lightities		- 13 819	342 880 10 983
Other liabilities		13 819	8 538
Accrued expenses and prepaid income  Total short-term liabilities		38 360	368 620
Total Short-term habilities		30 300	308 020
TOTAL LIABILITIES AND EQUITY		998 600	821 356



## Change in equity Group

	Share capital	Other contributed capital	Reserves	Retained earning including profit for the year	Holding without controlling interest	Total equity
Equity 2021-01-01	15 421	167 392	-830	79 032	-112	260 903
Profit for the year				17 243		17 024
Exchange rate differences			2 437			2 437
Tax on exchange rate differences			-502			-502
Total comprehensive income for the period (net after tax)	0	0	1936	17 024	0	18 960
Transaction costs for new share issue		-2 087				-2 087
Tax effect transaction costs for new share issue			430			430
Redemption preference shares, registered	-1	-4 969				-4 970
Issued warrants		1 426				1 426
Subscribed, unregistered ordinary shares		103 313				103 313
Dividend preference shares				-4 458		-4 458
New issue of ordinary shares	42	3 109				3 151
Acquisition of minority interest				-3 263	112	-3 151
Share-based payments - value of employee service			53			53
Equity 2021-12-31	15 462	268 184	1 589	88 336	0	373 571

	Share capital	Other contributed capital	Reserves	Retained earnings including profit for the year	Total equity
Equity 2022-01-01	15 462	268 184	1 589	88 336	373 571
Profit for the period				-8 448	-8 448
Exchange rate differences			4 267		4 267
Tax on exchange rate differences			-879		-879
Total comprehensive income for the period (net after tax)	0	o	3 388	-8 448	-5 061
Transaction costs for new share issue		-2 081			-2 081
Tax effect transaction costs for new share issue			429		429
Redemption of preference shares, registered	0	-1 460			-1 460
Redemption of preference shares, not registered		-100			-100
Issued warrants		2 072			2 072
Redeemed warrants		-30			-30
Subscribed, not registered ordinary shares		1 500			1 500
New issue of ordinary shares	1 107	101 448			102 555
Dividend preference shares				-2 156	-2 156
Registration of previously unregistered ordinary shares	1 107	-1 107			0
Equity 2022-06-30	17 676	368 426	5 405	77 731	469 238



## **Group Cash flow analysis**

ksek	Note	H1 2022	H1 2021	FY 2021
Cash flow from operating activities				
Operating profit incl. operating interest expenses		-11 118	1 548	15 757
Of which received interest		118 538	88 683	174 923
Of which interest paid		-23 396	-14 453	-34 969
Adjustments for non-cash items				
-Depreciation and amortization		3 788	2 254	5 111
-Capitalized interest		5 195	106	451
-Change in credit loss reserve		91 909	48 136	119 519
-Other		-2 493	-389	803
Other interest paid		-53	-20	-211
Tax paid		-1 460	-11 736	-20 035
Cash flow from operating activities before		85 768	39 899	121 395
change in working capital				
Cash flow from changes in working capital				
Change in loan receivables		-281 660	-34 411	-155 089
Change in other operating receivables		45 696	-22 011	-107 681
Change in accounts payable		6 987	2 638	1 666
Change in other operating liabilities		5 998	4 725	5 558
Cash flow from changes in working capital		-222 979	-49 059	-255 546
Cash flow from operating activities		-137 211	9 160	-134 151
Cash flow from investment activities				
Change in other financial fixed assets		-12	-1 651	-1 648
Investments in associated companies		_	_	-7 966
Change in other intangible fixed assets		-12 313	-5 198	-12 353
Change in other tangible fixed assets		-319	-	
Cash flow from investment activities		-12 644	-6 849	-21 967
Cash flow from financing activities				
_		101.074		101.000
New issue ordinary shares	0	101 974	2.700	101 226
Redemption of preference shares	6	-1 560	-3 780	-4 970
Dividend preference shares	6	-2 156	-2 266	-4 458
Warrants		2 042	1 365	1 426
New loans		379 669	63 734	147 133
Repayment of loans		-345 633	-3 904	-2 841
Cash flow from financing activities		134 336	55 149	237 516
Cash flow for the period		-15 519	39 140	Q1 200
<u> </u>				81 398
Cash at beginning of period		105 180	23 477	23 477
Exchange rate differences in cash		206	183	305
Cash at the end of the period		89 867	62 800	105 180



## Income statement, Parent company

ksek	Q2 2022	Q2 2021	H1 2022	H1 2021	FY 2021
Interest income and similar items	11 598	10 703	22 342	20 284	41 325
Interest expenses and similar items	-11 598	-10 703	-22 342	-20 284	-41 325
Net result from financial transactions	900	3 261	955	-2 774	-6 977
Total operating income	900	3 261	955	-2774	-6 977
Other external expenses	-245	-1 065	-491	-1 392	-1747
Total operating expenses	-245	-1065	-491	-1 392	-1747
Operating profit	655	2 196	464	-4166	-8 724
Other financial expenses	-	-	-1	-	-16
Result from financial items	0	0	-1	0	-16
Appropriations					
Group contributions received	-	-	-	-	10 900
Earnings before tax	655	2 196	463	-4 166	2 160
Tax on profit for the period	-135	-452	-95	858	-445
Net income for the period	520	1744	368	-3 308	1 715
The parent company's report on other comprehensive income					
Net income	520	1744	368	-3 308	1 715
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	520	1744	368	-3 308	1 715



## Balance sheet, Parent company

ksek	2022-06-30	2021-12-31
ASSETS		
Fixed assets		
Shares in group companies	59 347	59 347
Shares in associated companies	8 166	8 166
Receivables from group companies	543 496	537 530
Total Financial fixed assets	611 009	605 043
Total fixed assets	611 009	605 043
Current assets		
claims at Group Companies	122 924	13 888
Other receivables	1 795	683
Prepaid expenses and accrued income	106	93
Cash and cash equivalents	38 511	76 438
Total current assets	163 336	91 102
TOTAL ASSETS	774 345	696 145
EQUITY		
Restricted equity		
Share capital	17 676	15 462
Reserve fund	7	/
Total restricted equity	17 683	15 469
Non-restricted equity	4 868	104 739
Other contributed capital		
Share premium	365 199	164 657
Retained earnings	-1 627	-1 186
Profit for the year	367	1 716
Total non-restricted equity	368 807	269 926
Total equity	386 490	285 395
<u>LIABILITIES</u>		
Long-term liabilities	207.210	
Bond Total long-term liabilities	387 310 <b>387 310</b>	<u>-</u> _
rotaliong-term labilities	30/310	_
Short-term liabilities		
Accounts payable	-	16
Liabilities to group companies	-	68 242
Bond Accrued expenses and prepaid income	- 545	341 949 543
Total short-term liabilities	545 545	410 750
Total liabilities	387 855	410 750
TOTAL LIABILITIES AND EQUITY	744 345	696 145



## **Comments and notes**

Amounts in thousands of kronor (kSEK)

#### Note 1 - General information

Qred Holding AB (publ), with registration number 559031-0685, conducts business through its subsidiaries. The head office is located in Stockholm. The address of the head office is Tulegatan 15, 113 53 Stockholm. The business consists of financing services in the form of business loans, factoring and credit cards, aimed at companies in Sweden, Finland, Denmark, Belgium, the Netherlands and Norway.

Subsidiary	Org. no.	%
Qred AB	559008-9800	100
<b>Qred Factoring AB</b>	559221-0180	100

Branches Qred AB	Org. no.
Finland	2868615-5
Denmark	38972294
Netherlands	72603372
Norway	928148793

#### Note 2 - Summary of important accounting principles

Consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and the Annual Accounts Act. For further information on accounting principles, please refer to the Company's annual report.

The parent company's accounts have been prepared in accordance with the Annual Accounts Act and RFR 2 Accounting for legal entities.

The group's and the Parent Company's accounting principles, basis of calculation and presentation are essentially unchanged compared to the annual report 2021.



### Note 3 - Operating income

		Other	Central	
Operating income 2022 Q2	Sweden	countries	functions	Group
Interest income	8 627	58 960	-	67 587
Interest expenses	-2 554	-8 620	_	-11 175
Of which internal financing costs	-1 785	-8 568	10 353	-
Net interest income	6 073	50 340	_	56 413
Commission income	29 242	45 062	_	74 304
Commission expenses	-979	-2 027	_	-3 006
Net commission income	28 263	43 035	_	71 298
Net income from financial transactions	_	_	8 701	8 701
which income sales bond	_	_	_	-
Other operating income	600		_	600
Total operating income	34 936	93 375	8 701	137 011

Operating income 2021 Q2	Sweden	Other countries	Central functions	Group
Interest income	10 824	34 411	_	45 235
Interest expenses	-3 286	-4 564	_	-7850
Of which internal financing costs	-1 654	-4 123	5 777	-
Net interest income	7 538	29 847	_	37 385
Commission income	23 683	29 127	_	52 810
Commission expenses	-1 060	-1 503	_	-2 563
Net commission income	22 623	27 624	_	50 246
Net income from financial transactions	_	_	66	66
which income sales bond	_	_	408	408
Other operating income	600	-	-	600
Total operating income	30 761	57 470	66	88 298

		Other	Central	
Operating income 2022 H1	Sweden	countries	functions	Group
Interest income	16 674	109 174	-	125 848
Interest expenses	-5 114	-15 735	_	-20 849
Of which internal financing costs	-3 232	-15 517	18 749	-
Net interest income	11 560	93 439	_	105 000
Commission income	58 440	87 074	_	145 514
Commission expenses	-2 569	-4 016	_	-6 586
Net commission income	55 871	83 058	_	138 929
Net income from financial transactions	_	-	9 699	9 699
which income sales bond	_	-	_	-
Other operating income	1 200	-	-	1200
Total operating income	68 632	176 497	9 699	254 827



		Other	Central	Group
Operating income 2021 H1	Sweden	countries	functions	
Interest income	23 252	65 739	-	88 991
Interest expenses	-5 840	-8 543	-	-14 383
Of which internal financing costs	-3 108	-7 281	10 388	-
Net interest income	17 412	57 196	-	74 608
Commission income	45 256	52 207	-	97 463
Commission expenses	-1 879	-3 200	-	-5 079
Net commission income	43 377	49 006	-	92 384
Net income from financial transactions	-	-	159	159
which income sales bond	_	_	1 019	1 019
Other operating income	1 200	-	-	1200
Total operating income	61 989	106 203	159	168 351

		Other	Central	
Operating income full year 2021	Sweden	countries	functions	Group
Interest income	41 909	145 732	-	187 641
Interest expenses	-9 462	-22 005	_	-31 467
Of which internal financing costs	-4 123	-20 392	24 515	-
Net interest income	32 448	123 726	_	156 174
Commission income	99 471	125 396	_	224 867
Commission expenses	-3 975	-6 838	_	-10 813
Net commission income	95 496	118 558	_	214 053
Net income from financial transactions	-	-	-21	-21
which income sales bond	-	-	1 019	1 019
Other operating income	2 400	_	_	2 400
Total operating income	130 343	242 284	-21	372 607

### Note 4 - Credit losses, net

Group	Q2 2022	Q2 2021	H1 2022	H1 2021	FY 2021
Realized credit losses	38 562	30 769	41 568	30 945	44 511
Change in reserves, net	35 278	4 810	82 038	36 764	102 054
Provision for guarantee commitment	3 071	2 065	8 952	11 383	17 333
Total	76 911	37 644	132 558	79 092	163 898



#### Note 5 - Loan receivables

Group	2022-06-30	2021-12-36
Loan receivables, gross	960 649	635 498
Of which long-term	68 766	52 034
Of which short-term	835 335	557 633
Of which acquired receivables in default	56 549	25 831
Reservation for doubtful loan receivables	-269 915	-163 743
Of which long-term loans	-19 993	-16 295
Of which short-term	-237 821	-141 023
Of which acquired receivables in default	-12 102	-6 <b>42</b> 5
Loan receivables, net	690 734	471 755
Overdue loan receivables	171 300	91 765
Loans due in 0 to 3 months	290 789	192 515
Loans due in 3 to 12 months	429 794	299 184
Loans due in more than 12 months	68 766	52 034
Total	960 649	635 498

Reported amounts, per currency, for the Group's loan

receivables	2022-06-30	2021-12-31	
SEK '000	143 560	119 269	
EUR '000	52 879	37 148	
DKK '000	186 416	157 969	

The provision for credit losses amounted to SEK 338,987k (178,965). Qred makes ongoing assessments of loan receivables. The provisions are calculated on the expected cash flow with regards to an age analysis. There is no further need for impairment at the end of the quarter output. The provision for the doubtful loan receivables and the reversal are expensed under Credit losses, net in the Group's income statement.



#### Note 6 - Dividends and new share issue

#### Information about the company's shares

The company's shares are issued in three series, ordinary shares, ordinary shares B and preference shares. Both ordinary shares as well as preference shares carry one vote per share. Ordinary shares B carry 1.5 votes per share. The number of registered ordinary shares as of 30th of June 2022 amounted to 10,584,311 and the number of not registered amounted to 30,000. Registered ordinary shares B amounted to 1,516,300. The number of preference shares amounted to 6,059 of which 10 not yet registered redeemed. The nominal value per share is SEK 1.46. See the annual report for further information regarding the company's shares.

#### Dividends and new share issue

Until the end of June 2022, dividends have taken place with SEK 0 to common shares and common shares B and SEK 2,156,000 to preference shares. During the same period, 156 preference shares have been redeemed.

As part of the previous agreement with the Nordic Capital Evolution Fund, the general meeting of Qred Holding AB (publ) on 19 April 2022 decided to increase the Company's share capital by SEK 1,106,899 through a directed new issue of 758,150 common shares series B to Cidron Gallo 2 S.à.rl

According to the decision at the general meeting on May 30, an issue from options has taken place at a value of 30,000 in respect of common shares.

### Note 7 - Significant events after the end of the interim period

No significant events have occurred after the end of the interim period.

### **Contact**

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