

# Interim Report

## Q4 2017

- Cybersecurity Economy Predictions
- Financial Update
- Business Update
- Funding
- Q & A





# Cybersecurity Economy Predictions.

**CLAVISTER**

CYBERCRIME COSTS

**\$6 trillion**

cybercrime damage costs  
annually by 2021

SECURITY SPENDING

**\$1 trillion**

on cybersecurity products and  
services (2017-2021)

CYBERSECURITY JOBS

**1.5 million**

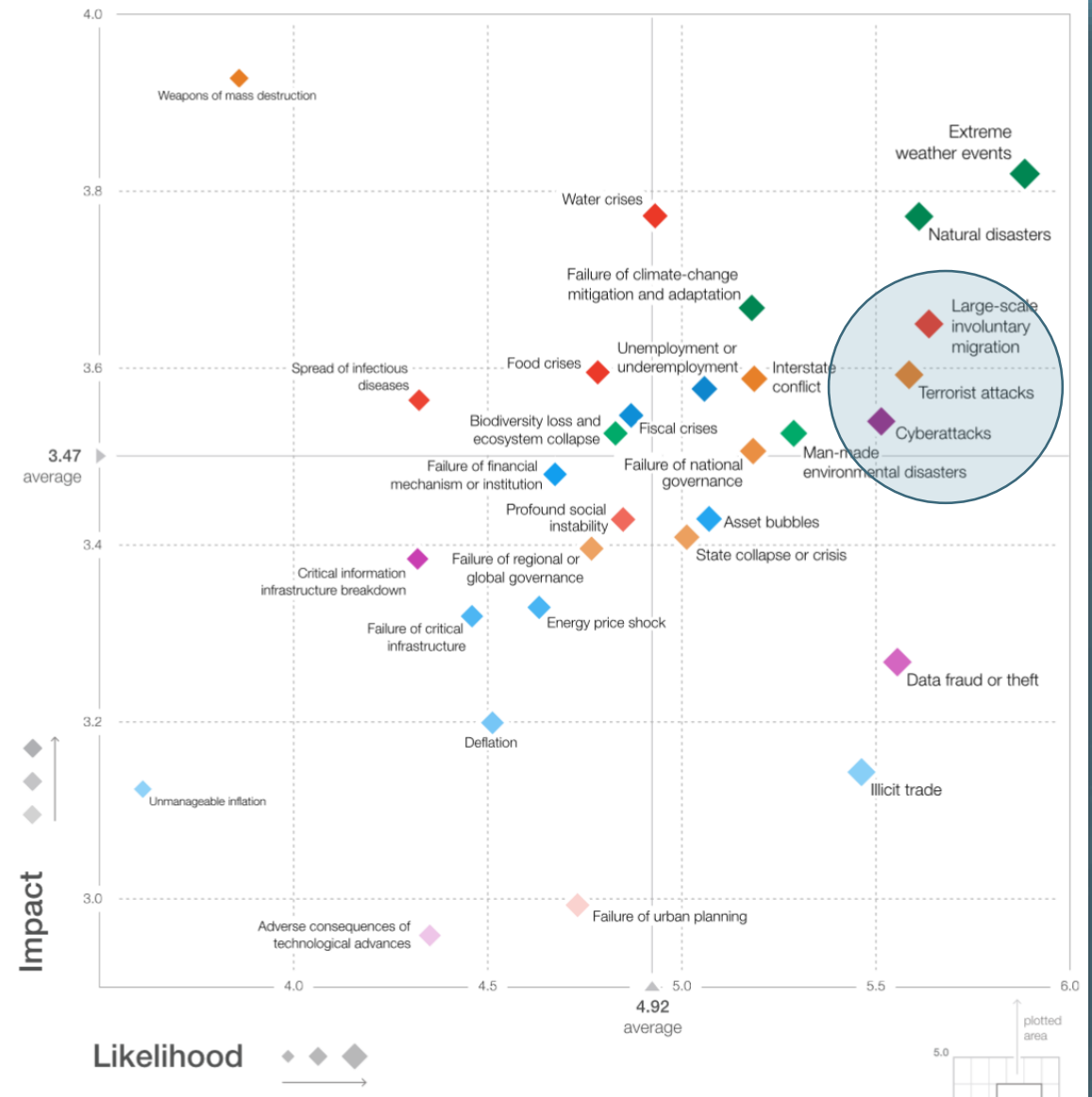
shortfall of jobs by 2019

*Source: Cybersecurity Ventures*



# Cybersecurity Economy Predictions.

CLAVISTER®



Source: World Economic Forum

## Innovate

- Attracting high-profile customers
- High customer satisfaction rate
- 250% better price / performance than the competition



## Replicate

- Standardized products at thousands of customers
- Break-through in Communication Service Provider segment: 12 mobile operator contracts in 2017
- High customer retention with solid recurring revenue



## Scale

- Five year business plan and long-term funding in place
- Team and structure to execute in place
- Market is booming and offering is disruptive
- Several quarters of continued strong growth

**IN PROGRESS**



# All-time High Quarter and Full Year Revenues.

CLAVISTER®

Q4 2017

34.4 MSEK

(+27% Y/Y)

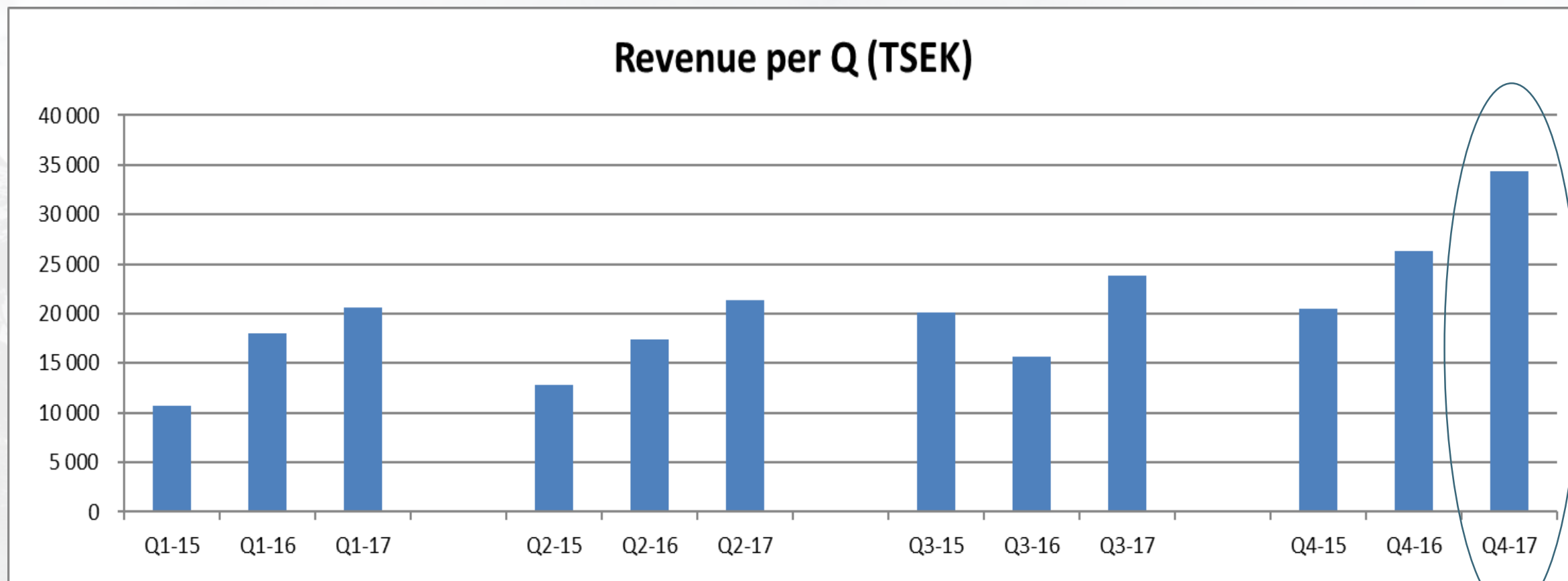
FY 2017

100.2 MSEK

(+28% Y/Y)

- Revenues amounted to 34.4 (27.1) MSEK, an organic increase of 27% compared to the same quarter last year
- Gross profit amounted to 26.6 (20.3) MSEK, an increase of 31%.
- Gross margin amounted to 77 (75) %.
- EBIT amounted to -18.7 (-20.4) MSEK.
- Result after financial items for the period amounted to -21.1 (-21.7) MSEK.
- Cash by the end of the period was 26.5 (75.3) MSEK. In addition, Clavister has own shares at a value of 7.9 MSEK at the end of the quarter, which-together with cash and cash equivalents--yielded a total of 34.4 MSEK.
- Earnings per share amounted to -0.73 (-0.24) SEK.

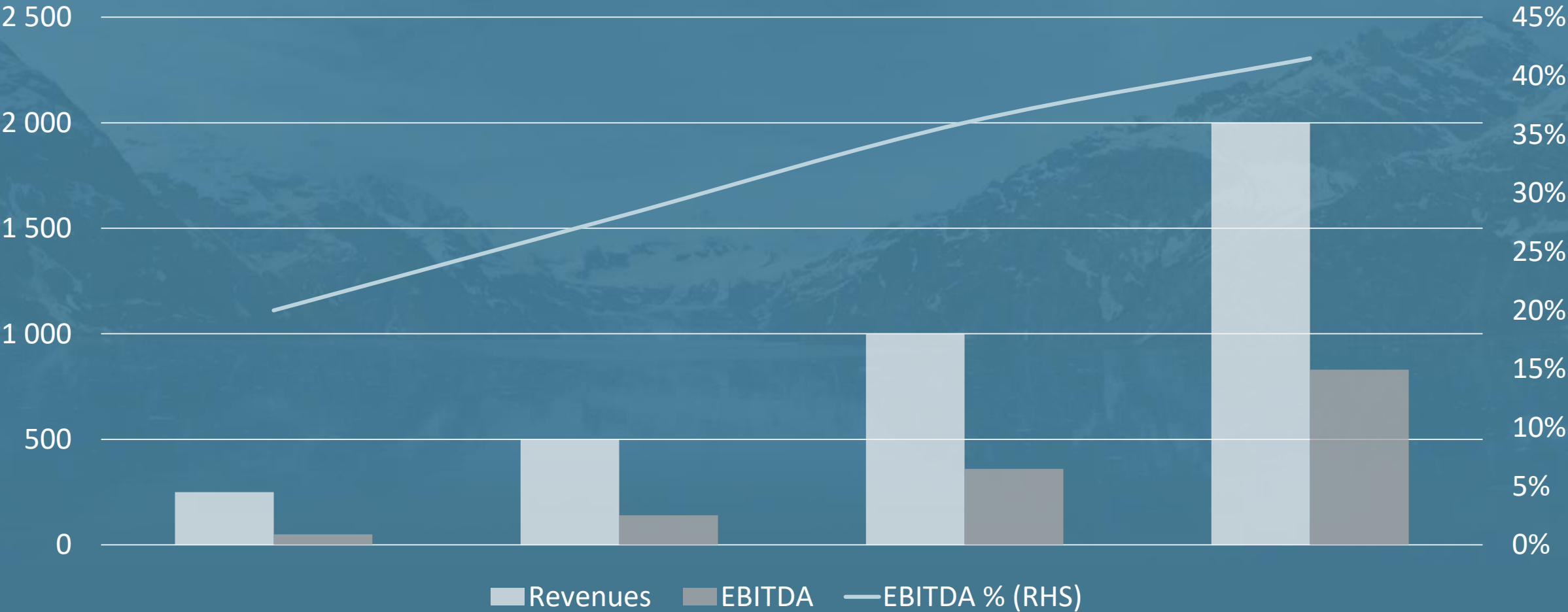
## Financials Q4 2017 – Quarterly Revenues (Year over Year).



34.4 MSEK



Business Model Elasticity  
EBITDA Projection at Different Revenue Levels (MSEK)



*Note: Above projection is not to be read as a Clavister forecast, but based on peer OPEX benchmarking.*

- Funding structure completed and signed by December 2017.



**Tagehus Holding AB**, ([www.tagehus.se](http://www.tagehus.se))

Tagehus Holding AB is a family office of the Ljungberg & Holmström family.

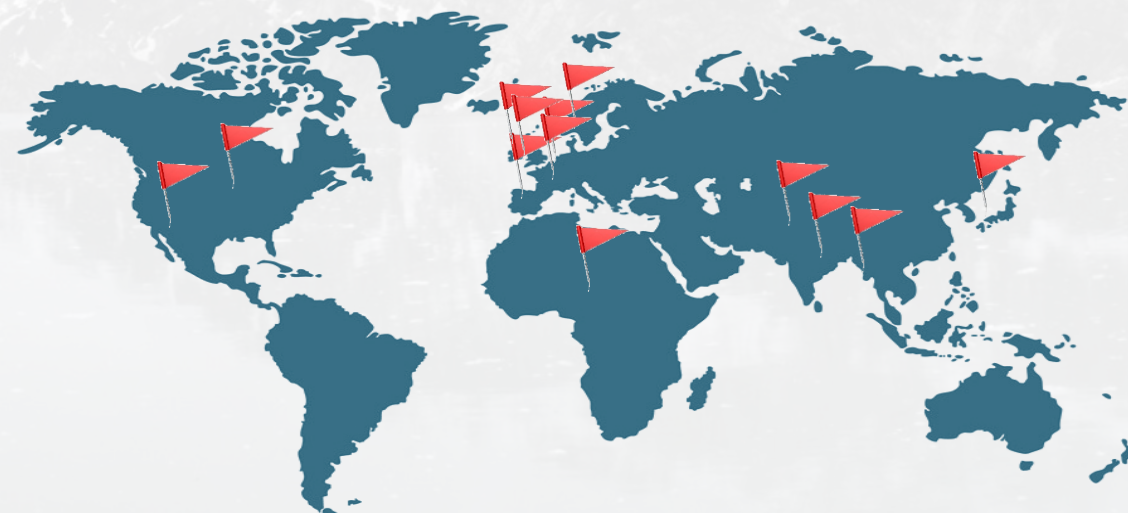


**EIB - the European Investment Bank**, ([www.eib.org](http://www.eib.org))

The world's largest multilateral borrower and lender, with +€240b in base capital.

- SEK 250m debt financing facility for a fully funded business plan.
- First EUR 10m from EIB withdrawn 5th of February 2018.
- Long-term financial backing to execute and capitalize on the business opportunity.
- Investments will be made into:
  - **Sales and Marketing** – Sales headcount to drive growth
  - **Product Development** – Broadening and deepening the product portfolio
  - **Innovation** – Staying at the technology forefront

- Expanding sales and marketing headcount to drive growth
  - Tripled the size of Nordics sales team (from mid 2017)
  - Executing on scaling plan for Germany, Japan and Global Key Accounts
  - Global Sales Support organization in place to drive “rest-of-world” sales
- Strengthening the executive management team
  - Przemek Sienkiewicz (former Google, IBM) recruited as Chief Strategy Officer
  - Håkan Mattisson (former CGI, DGC) new Chief Financial Officer
- Enterprise: base business expanding in volume and size
  - Frequency and average order size increasing
  - Slight shift towards higher-margin products
  - Attracting larger enterprise customers (recent example is Danieli, Italy)
- Telecom: sales continues according to plan
  - Four new mobile operator wins in Q4 (two significant operators in Europe and Asia, two proof-of-concept)
  - First African operator win in January





# Q & A