

**INTERIM REPORT
CLAVISTER HOLDING AB (PUBL)
JULY – SEPTEMBER 2021**



SUMMARY OF PERIOD JULY - SEPTEMBER 2021

FINANCIAL SUMMARY JULY – SEPTEMBER 2021

- Order Intake amounted to 26.5 (35.1) MSEK.
- Net Sales amounted to 33.1 (39.4) MSEK. FX adjusted Net Sales amounted to 33.5 (40.2), a decrease of 6.7 MSEK.
- Gross Profit amounted to 29.6 (37.7) MSEK, corresponding to a gross margin of 86.7 (90.6) %.
- EBITDA amounted to 2.6 (9.1) MSEK.
- EBIT amounted to -6.5 (1.3) MSEK.
- Net Profit amounted to -16.6 (-10.0) MSEK and earnings per share to -0.30 (-0.39) SEK.
- Operating Cash Flow amounted to -23.6 (-14.3) MSEK.



FINANCIAL SUMMARY JANUARY – SEPTEMBER 2021

- Order Intake amounted to 147.3 (122.1) MSEK.
- Net Sales amounted to 93.3 (97.2) MSEK. FX adjusted Net Sales amounted to 95.2 (97.4), a decrease of 2.2 MSEK.
- Gross Profit amounted to 83.4 (90.2) MSEK, corresponding to a gross margin of 85.9 (86.9) %.
- EBITDA amounted to -9.2 (-4.6) MSEK.
- EBIT amounted to -36.6 (-33.2) MSEK.
- Net Profit amounted to -61.9 (-61.8) MSEK and earnings per share to -1.16 (-2.41) SEK.
- Operating Cash Flow amounted to -49.8 (16.0) MSEK.

” We continue to grow our recurring revenues, up by 24% year-on-year in the third quarter. This is in line with our strategic direction of shifting to a pre-dominantly recurring revenue business model.



John Vestberg,
President and CEO, Clavister

Comparative figures are according to the adopted Annual Accounts of 2020. Numbers within parentheses refer to the corresponding period or date of last year, unless otherwise specified.

*Change in net sales refers to FX adjusted net sales.

COMMENTS BY THE CEO

We continue to grow our recurring revenues, up by 24% year-on-year in the third quarter. This is in line with our strategic direction of shifting to a pre-dominantly recurring revenue business model. Strong gross margin of 87% combined with controlled OPEX provided for positive EBITDA in the quarter.

FINANCIAL DEVELOPMENT

Our third quarter provided an order intake of 27 (35) MSEK. While the third quarter of last year saw substantial perpetual (one-time) license deals with non-recurring positive topline and EBITDA impact, the third quarter this year was driven by longer-term subscription agreements, implying that the underlying business is developing positively and according to the strategy of gaining more stable and predictable recurring income.

The order book balance at the end of the quarter amounted to 82 MSEK, an increase of 60 MSEK from Q3 2020.

Net Sales, adjusted for FX, amounted to 34 (40) MSEK in the third quarter. The year-on-year decrease is mainly attributable to larger, non-recurring perpetual license deals in Q3 2020.

Recurring revenues in the third quarter grew by 24% year-on-year. For the first nine months, recurring revenues grew by 20%. This is in line with our strategic direction of shifting to a pre-dominantly subscription licensing model, with an anticipated increase of life-time value (LTV) of recurring software revenues in our customer contracts in the excess of 40%, lower renewal sales cost and higher predictability, which all-in-all drive shareholder value. The shift comes with a temporary negative impact on recorded upfront revenues, visible already in the third quarter. We expect to mitigate the impact by an uptake in sales supported by a more competitive business model and the strengthened commercial team.

Gross margin for the third quarter amounted to 87% (91%), attributed to a high proportion of software sales in the period. The year-on-year change is due to nominal variations in product mix.

Operating expenses for the period were slightly lower than the same period last year, at 34 (35) MSEK.

The quarter delivered positive EBITDA, amounting to 2.6 (9.1) MSEK. The year-on-year decrease is mainly attributable to the non-recurring impact of significant perpetual license deals in Q3 2020.

BUSINESS DEVELOPING IN DEFENCE AND SERVICE PROVIDERS

We continue driving our growth agenda through our strategic focus on our key markets and selected industries.

In the third quarter, we secured a new customer engagement in the defence sector, for which Clavister will be providing cybersecurity to a project related to national security of an EU member state. The initial order of 3 MSEK marks the start of the engagement, which is expected to grow to at least 10 MSEK per year after the ramp-up period.

Within the service provider space, we are pleased to see the wins of two new 5G security projects in the quarter; one delivering a full suite of cybersecurity solutions to a private mobile network deployed for railway infrastructure in Australia, and the second for a new 5G standalone core network in Southeast Asia.

We are making structural commercial improvements through introducing subscription pricing models to deliver long-term commercial viability for the company.

GO-TO-MARKET FORMING AND YIELDING RESULTS

We are pleased to announce that critical enhancements to our go-to-market team leadership, product marketing staff and lead generation capabilities, are now in place as per the third quarter. These aspects are critical for driving and accelerating further growth in the coming quarters.

The investments we have made in go-to-market team since the start of the year are yielding results, specifically in terms of our business opportunity pipeline, which has grown substantially during the year and now holds significant opportunities across all of our focus verticals.

ADDING EXCITING AI CAPABILITIES

After the quarter ended, we announced the acquisition of Omen Technologies – a Sweden-based provider of AI-driven cybersecurity technology.

The acquisition of Omen immediately strengthens Clavister's offering in Defence with significant identified upsell potential into the Clavister defence customer base who have voiced a clear demand for the combined Clavister-Omen solution. We also see opportunities to grow amongst Omen's attractive pipeline of customers.

OUTLOOK

Our ambition in the short to mid-term is to out-perform the global cybersecurity market growth, translating to improved net sales growth in 2021 (over 2020) and organic net sales growth of at least 20% per year on average over the years 2022-2024.

In the short term, we anticipate a negative impact on recognized revenues and consequently EBITDA and cash flow because of the shift to a subscription-based business model. The majority of the total contract value (TCV) of a contract is moved to a recurring revenue element distributed over the length of the contract. Nonetheless, we continue to work hard to still reach sustainable EBITDA profitability during 2021, and to demonstrate positive Free Cash Flow (FCF) by 2022.

I would like to thank all Clavister colleagues, partners, and our shareholders for their commitment to building a European cybersecurity leader!

*John Vestberg, President and CEO
Örnsköldsvik, Sweden, 11 November 2021*

COMMENTS ON CLAVISTER'S INTERIM FINANCIAL STATEMENTS

ORDER INTAKE

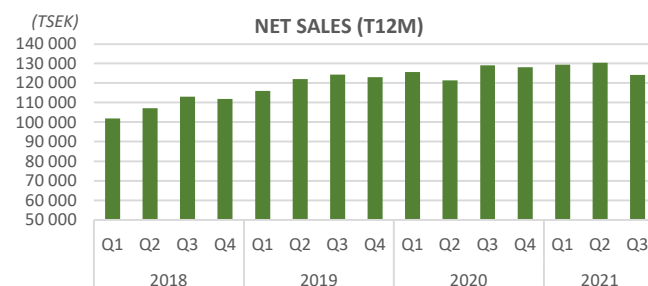
Total Order Intake for the quarter amounted to 26.5 (35.1) MSEK, a year-on-year decrease of 24.5%. The decrease concerns an order for a one-time license that was sold in the corresponding quarter previous year.



The order book balance on 30 September 2021 amounted to 81.7 (22.2) MSEK.

NET SALES

Net Sales for the quarter amounted to 33.1 (39.4) MSEK, a year-on-year decrease of 16%. Most of the decrease relates to a one-time license sold in the corresponding quarter previous year. Adjusted for currency effects Net Sales amounted to 33.5 (40.2) MSEK, a decrease of 17%.



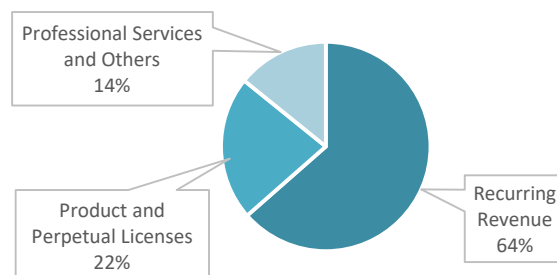
Recurring revenue from software subscriptions and other term-based contracts grew with 24% in the quarter and represented 64% of the total revenue.

Deferred revenue from pre-paid contracts amounted to 52.4 (60.7) MSEK on 30 September 2021.

REVENUE BY TYPE

(TSEK)	2021 Jul - Sep	2020 Jul - Sep	Y/Y (%)	2020 Jan - Dec
Recurring Revenue from Subscriptions	21 033	16 895	24%	70 042
Product and Perpetual License Revenue	7 379	17 699	-58%	38 504
Professional Services and Others	4 700	4 759	-1%	20 118
Total Net Sales	33 112	39 353	-16%	128 664

NET REVENUE BY TYPE



GROSS MARGIN AND GROSS PROFIT

Gross margin amounted to 86.7% (90.6)%. The year-on-year change is due to nominal variations in product mix.



Gross profit for the quarter amounted to 29.6 (37.7) MSEK, a decrease by 21%, mainly attributable to a one-time license sold in the corresponding quarter previous year.

OPERATING EXPENSES AND OPERATIONAL RESULT

Total operating expenses amounted to -34.4 (-34.7) MSEK.

Personnel expenses amounted to -27.8 (-27.5) MSEK. Other external expenses amounted to -6.6 (-7.2) MSEK and consist mainly of marketing, IT and communication and external consultants.

EBITDA amounted to 2.6 (9.1) MSEK.

Depreciation amounted to -9.1 (-7.8) MSEK, whereof -1.6 (-1.6) MSEK is attributed to IFRS 16.

EBIT amounted to -6.5 (1.3) MSEK.

FINANCIAL NET

Financial income and expenses amounted to -10.1 (-10.4) MSEK, whereof currency revaluations for long-term liabilities -1.5 (-1.2) MSEK, costs for warrants and costs related to long-term liabilities -4.7 (-4.4) MSEK, and long-term interest to lenders -3.1 (-2.1) MSEK. These items are non-cash.

The Financial net consists of the following items impacting cash-flow; interest on factoring, short-term interest to lenders and interest income -0.7 (-2.5) MSEK, interest on leasing contracts under IFRS 16 -0.1 (-0.2) MSEK.

RESULT AFTER TAXES

Result after taxes amounted to -16.6 (-10.0) MSEK.

INVESTMENTS IN INTANGIBLE ASSETS

No investments in intangible assets during the third quarter, other than capitalized costs for development work amounting to 8.2 (6.1) MSEK, whereof 7.4 (6.1) MSEK refers to capitalized hourly costs.

CAPITALIZED DEVELOPMENT

(TSEK)	2021 Jul - Sep	2020 Jul - Sep	Y/Y (%)	2020 Jan - Dec
Capitalization of Development Costs	8 153	6 122	21%	33 078
Amortization of Capitalized Development Costs	-6 386	-5 678	12%	-28 266
Change in Capitalization of Development Costs	1 767	444		4 812

BALANCE SHEET AND FINANCIAL POSITION**Shareholders' Equity and Liabilities**

Equity amounted to -36.3 (-151.4) MSEK. The increase compared to last year is related to the new share issue during 2020. Negative group equity is not an issue from a Companies Act perspective. Equity for the parent company Clavister Holding AB amounted to 460.1 (303.7) MSEK.

Interest-bearing Liabilities

On 30 September 2021, interest-bearing liabilities amounted to 221.9 (238.4) MSEK, distributed between long-term debt of 208.8 (232.8) MSEK and short-term debt of 13.1 (5.6) MSEK. The decrease of interest-bearing liabilities is attributed to a repayment of a loan of 50 MSEK during the third quarter of 2020.

Financial Net Debt

On 30 September 2021, the financial net debt amounted to -146.8 (-241.9) MSEK.

CASH-FLOW

Cash flow from operating activities amounted to -23.6 (-14.3) MSEK. The weaker cash-flow is primarily driven by a decrease in operating liabilities in the period. The main drivers are decreased prepaid revenues of 5.5 MSEK, reduced vacation debt of 5.4 MSEK and a final down payment of 4.1 MSEK related to a third-party license bought in 2020 with the purpose to reduce royalty costs.

During the nine-month period the cash flow is burdened with non-recurring payments totalling at 29 MSEK. The total sum constitutes of fees related to the capital raise in 2020 of 12.4 MSEK, 12.5 MSEK of Covid-19 support received in 2020 in the form of deferred tax payments have been repaid. The final down payment of 4.1 MSEK related to a third-party license bought in 2020 have also been made in the period.

Cash flow from investing activities amounted to -8.2 (-6.1) MSEK and is attributed to capitalization of development costs.

Cash flow from financing activities amounted to -0.1 (-16.4) MSEK. The change refers to repayment of leasing liabilities, payment of warrants and a repayment of a loan that was made in the corresponding quarter previous year.

Change in cash position was -32.6 (-36.9) MSEK. Cash balance amounted to 75.1 (31.5) MSEK on 30 September 2021.

IMPAIRMENT TESTING

No impairment need with impact on the Group's consolidated results has been identified during the quarter.

MARKET

For market information, please refer to the latest annual report on Clavister's website.

PERSONNEL AND ORGANIZATION

On 30 September 2021, the number of full-time equivalent employees (FTE) amounted to 134 (119). Clavister also engaged external consultants corresponding to 14 (6) persons at the end of the period.

DISPUTES AND LITIGATIONS

There were no disputes or legal proceedings of significant financial impact during the reporting period.

TRANSACTIONS WITH RELATED PARTIES

No significant business transactions between related parties and Clavister have occurred during the reporting period.

RISKS AND UNCERTAINTIES

Kindly see the Annual Report 2020, where an extensive summary is provided of risks and uncertainties in the business that could significantly affect the results and share performance.

MATERIAL POST-CLOSING EVENTS

Clavister has in October completed the strategic acquisition of Omen Technologies AB – a provider of a highly innovative AI-driven cybersecurity technology – to enhance the company's portfolio and to tap into the fast-growing AI market. A purchase price of 15 MSEK will be paid with MSEK 3.15 in cash and with MSEK 11.85 in newly issued shares in Clavister. Clavister has earlier in a separate press release announced preliminary financial information for the third quarter to enable the execution of the acquisition.

AMBITIONS AND PLANNING ASSUMPTIONS

Clavister's ambition in the short to mid-term is to out-perform the underlying cybersecurity market growth. This translates into an improved net sales growth in 2021 over 2020 and an organic net sales growth of at least 20% on average over the next three years.

Assuming the component shortage situation gets mitigated, and no additional severe Covid-related impacts to our business, Clavister's ambition is further to reach a sustainable EBITDA profitability level during 2021, and to demonstrate positive Free Cash Flow (FCF) by 2022.

The ongoing Covid-19 pandemic contributes to higher uncertainty in assessing the development of the global cyber security industry.

The FY2021 ambition is based on the following assumptions:

- Increased net sales growth in FY 2021 over FY 2020
- 80%+ gross margin; variations over quarters due to product mix and transition to recurring revenue business model
- Operating expenses on same levels as for FY 2020
- Controlled mid-term impact by the COVID-19 pandemic

Clavister's long-term ambition is to provide industry-leading profitability and Free Cash Flow.

CONDENSED CONSOLIDATED INCOME STATEMENT

<i>(TSEK)</i>	2021	2020	2021	2020	2020
	Jul - Sep	Jul - Sep	Jan - Sep	Jan - Sep	Jan-Dec
Net sales	33 112	39 353	93 280	97 227	128 664
Other revenue	996	2 192	3 744	6 558	11 495
Total revenue	34 108	41 545	97 024	103 785	140 159
COGS	-4 537	-3 891	-13 662	-13 548	-17 800
Gross profit	29 571	37 654	83 362	90 237	122 359
Cap. Dev. Expenses	7 413	6 122	26 585	24 124	33 078
Staff costs	-27 790	-27 523	-99 662	-97 016	-136 015
Other external costs	-6 608	-7 154	-19 507	-21 976	-38 856
EBITDA	2 587	9 099	-9 221	-4 631	-19 434
Depreciation and amortization	-9 085	-7 839	-27 336	-28 573	-36 979
EBIT	-6 498	1 260	-36 557	-33 204	-56 413
Financial items	-10 099	-10 382	-25 398	-27 744	-24 456
Result after financial items	-16 597	-9 122	-61 956	-60 948	-80 869
Taxes	-14	-842	73	-868	-367
Net profit - loss	-16 611	-9 964	-61 883	-61 816	-81 237
<i>Average number of shares before dilution</i>	<i>54 826 571</i>	<i>25 659 550</i>	<i>53 564 792</i>	<i>25 659 550</i>	<i>38 981 281</i>
<i>Average number of shares after dilution</i>	<i>60 665 124</i>	<i>30 578 729</i>	<i>59 187 459</i>	<i>30 750 327</i>	<i>45 319 713</i>
<i>Earnings per share before dilution, SEK</i>	<i>-0,30</i>	<i>-0,39</i>	<i>-1,16</i>	<i>-2,41</i>	<i>-2,08</i>
<i>Earnings per share after dilution, SEK</i>	<i>-0,30</i>	<i>-0,39</i>	<i>-1,16</i>	<i>-2,41</i>	<i>-2,08</i>
Net profit relating to					
Shareholders of the Parent Company	-16 611	-9 964	-61 883	-61 816	-81 237
<i>Consolidated statement of comprehensive income:</i>					
Net profit (loss) end of the period	-16 611	-9 964	-61 883	-61 816	-81 237
Translation differences on foreign operations	4	105	26	-509	-35
Total comprehensive income (loss) for the period	-16 607	-9 859	-61 857	-62 325	-81 272

CONDENSED CONSOLIDATED BALANCE SHEET

<i>(TSEK)</i>	2021-09-30	2020-09-30	2020-12-31
Assets			
<i>Subscribed but unpaid share capital</i>	0	0	17 665
Non-current assets			
Goodwill	51 875	51 875	51 875
Intangible assets	106 499	89 587	102 073
Right of use assets	8 104	16 567	15 517
Other long-term receivables	226	18 093	226
Total non-current assets	166 704	176 122	169 691
Current assets			
Inventories	5 849	5 519	7 240
Current receivables	33 994	50 424	45 098
Cash and bank balances	75 104	31 496	143 189
Total current assets	114 946	87 439	195 527
Total assets	281 650	263 561	382 883
Equity and liabilities			
Equity			
Equity	-36 349	-151 419	12 069
Total equity	-36 349	-151 419	12 069
Liabilities			
Long-term liabilities			
Convertible debentures	0	8 973	9 116
Liabilities to credit institutions	214 585	240 571	204 523
Lease liabilities	5 852	13 024	11 372
Deferred tax liabilities	555	1 178	681
Total long-term liabilities	220 992	263 746	225 692
Current liabilities			
Liabilities to credit institutions	9 575	0	0
Lease liabilities	3 550	5 602	6 117
Accounts payable	6 703	6 764	17 640
Other liabilities	7 079	54 217	30 702
Deferred revenues	52 371	60 651	62 936
Accrued expenses	17 730	24 000	27 727
Total current liabilities	97 007	151 234	145 122
Total liabilities	317 999	414 980	370 814
Total equity and liabilities	281 650	263 561	382 883

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

(TSEK)	2021	2020	2021	2020	2020
	Jul - Sep	Jul - Sep	Jan - Sep	Jan - Sep	Jan - Dec
Equity, beginning of period	-20 267	-141 162	12 069	-89 283	-89 283
Cash issue	0	3	17 665	3	186 318
Issue expenses	0	-400	-139	-400	-21 947
Non-registered issue	0	0	-17 665	0	17 665
Due, not redeemed warrants	0	0	0	-940	-940
Non-registered issue	525	0	538	0	0
Share-based compensation	0	0	13 040	1 527	1 527
Other total income for the period	4	105	26	-509	-35
Result for the period	-16 611	-9 964	-61 883	-61 816	-81 237
Equity, end of period	-36 349	-151 419	-36 349	-151 419	12 069

* Comparative figures are according to the adopted Annual Accounts of 2020

CONDENSED CONSOLIDATED CASH FLOW STATEMENT

(TSEK)	2021	2020	2021	2020	2020
	Jul - Sep	Jul - Sep	Jan - Sep	Jan - Sep	Jan - Dec
Profit (loss) before taxes	-16 597	-9 123	-61 956	-60 949	-80 869
Reversal of depreciation and write-downs	9 085	7 839	27 336	28 573	36 980
Other adjustments for non-cash items, etc *	9 302	7 664	23 767	21 208	16 074
Paid taxes	-555	-444	-1 642	-1 349	371
Cash flow from operating activities before working capital changes	1 235	5 936	-12 495	-12 516	-27 444
Changes in inventories	-398	909	1 391	2 481	760
Changes in operating receivables	-8 148	-16 330	12 658	-3 121	-1 041
Changes in operating liabilities	-16 315	-4 820	-51 328	29 175	51 874
Cash flow from operating activities	-23 626	-14 305	-49 774	16 018	24 149
Acquisition of tangible/intangible assets	0	0	0	-10 976	-21 224
Investment of capitalized development work	-8 153	-6 122	-27 325	-24 125	-33 078
Cash flow from investing activities	-8 153	-6 122	-27 325	-35 101	-54 302
Borrowings	0	-15 000	0	-15 000	-54 774
Amortization of leasing liabilities	-1 242	-1 049	-4 999	-4 962	-6 259
New share issue, incl transaction cost	538	-400	18 064	-400	163 432
Other changes in financing activities	-105	0	-4 051	0	0
Cash flow from financing activities	-809	-16 449	9 014	-20 362	102 399
Change in Cash Position	-32 588	-36 876	-68 085	-39 446	72 248
Cash, beginning of period	107 693	68 372	143 189	70 942	70 942
Cash, end of period	75 104	31 496	75 104	31 496	143 189

* "Other adjustments for non-cash items, etc " consist of exchange rate gains/loss for loans in other currencies, capitalized expenses associated with loans and interest convertible loans.

Principles for recording non-cash items related to free of charge warrants to lenders and long-term interests that do not expire in the period have been updated and excluded from the cash-flow as these items are non-cash. Comparative figures have been restated to reflect the updated principle.

CONDENSEDN INCOME STATEMENT FOR PARENT COMPANY CLAVISTER HOLDING AB

(TSEK)	2021	2020	2021	2020	2020
	Jul- Sep	Jul- Sep	Jan - Sep	Jan - Sep	Jan - Dec
Net sales	1 500	780	4 500	3 285	8 685
Other Revenue	0	0	1	9	221
Total revenue	1 500	780	4 501	3 294	8 906
Staff costs	-2 823	-1 172	-11 906	-4 936	-6 218
Other external costs	-1 066	-1 833	-4 573	-4 974	-7 005
EBITDA	-2 389	-2 225	-11 978	-6 616	-4 317
Financial items	-153	-3 743	-441	-7 121	-8 679
Result after financial items	-2 542	-5 968	-12 419	-13 737	-12 996
Group contribution paid	0	0	0	0	-30 000
Taxes	0	-842	126	-842	-842
Net result	-2 542	-6 810	-12 293	-14 579	-43 838

CONDENSED BALANCE SHEET FOR PARENT COMPANY CLAVISTER HOLDING AB

(TSEK)	2021-09-30	2020-09-30	2020-12-31
Assets			
<i>Subscribed but unpaid share capital</i>	0	0	17 665
Fixed assets			
Shares in group companies	573 379	558 295	559 822
Total fixed assets	573 379	558 295	559 822
Current assets			
Current receivables	403	340	635
Cash and bank balances	29 654	3 671	32 282
Total current assets	30 056	4 011	32 917
Total assets	603 435	562 306	610 405
Equity and liabilities			
Equity			
Equity	460 096	303 733	458 434
Total equity	460 096	303 733	458 434
Liabilities			
Long-term liabilities			
Convertible debentures	0	8 973	9 116
Liabilities to Group companies	129 462	209 006	126 100
Deferred tax	238	364	364
Total long-term liabilities	129 701	218 343	135 579
Current liabilities			
Convertible debentures	9 575	0	0
Accounts payable	353	1 478	13 320
Other liabilities	752	36 020	1 748
Accrued expenses and deferred income	2 959	2 732	1 324
Total current liabilities	13 639	40 230	16 392
Total liabilities	143 339	258 573	151 971
Total equity and liabilities	603 435	562 306	610 405

NOTES

NOTE 1 ACCOUNTING POLICIES

The consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB) and interpretations of the IFRS Interpretations Committee (IFRS IC) as adopted by European Union (EU).

This report has been prepared in accordance with IAS 34, Interim Financial Reporting, ÅRL (the Swedish Annual Accounts Act) and RFR 2, Accounting for legal entities, issued by the Swedish Financial Reporting Board. The same accounting principles and methods of computation are followed in this interim financial statement, as in the most recent annual financial statements 2020.

NOTE 2 SEGMENT REPORTING

A business segment is a part of the Group which operates independently and can generate revenue and incur costs and the operating result is reviewed by the Group's chief operating decisionmaker and for which there is separate and individual financial information available.

Management reviews the Group's business performance from a net sales perspective, totally and broken down into separate geographical markets. Costs are not reviewed on a geographical market instead from a total and functional cost base breakdown. Management does not review the operating result from a segment perspective and hence, no segment reporting is reported in the interim report.

NOTE 3 SHAREHOLDERS AND SHARES

The share capital amounts to 5,482,657 SEK, with a par value of 0.1 SEK per share.

Clavister Holding's shares are listed on Nasdaq First North. There is only one type of share in existence. Each share represents one vote at the General Meeting.

On 30 September 2021, the number of shareholders amounted to 5,592 and the number of registered shares were 54,826,571.

	Number of shares	% of total number
THE 10 LARGEST SHAREHOLDERS	2021-09-30	
HSBC Trinkhaus and Burkhardt AG	6 221 148	11,3%
Försäkringsaktiebolaget, Avanza Pension	4 232 122	7,7%
Goldman Sachs International	3 391 968	6,2%
Nordnet Pensionsförsäkring AB	2 440 325	4,5%
Stena Finans	1 756 462	3,2%
Swedbank Försäkring	1 751 605	3,2%
RBC Investor Services Bank	1 466 666	2,7%
Danske Bank International	1 334 634	2,4%
RGG ADM-Gruppen AB	1 180 000	2,2%
Futur Pension	1 122 183	2,0%
Other Shareholders	29 929 458	54,6%

**Shares registered under the
Companies Registration Office
as of 2021-09-30**

54 826 571 100,0%

Additional shares potentially issued in
2021 through 2038, due to warrants
and convertible loan

5 838 553

Number of shares after full dilution

60 665 124

NOTE 4 SHARE-RELATED PROGRAMS (WARRANTS) AND CONVERTIBLE LOAN

WARRANTS

There is one current incentive program addressed to key employees with a total of 2,100,000 warrants. Pricing is based on the Black & Scholes option-pricing model. Payment of the warrant options has been made in accordance with the extrapolated price according to the Black & Scholes model and has therefore not affected the Group's Income statement by any charges.

There are additionally five warrant programs with a total amount of warrants of 3,533,719 related to loan financing. 19,801 warrants mature in 2026, 1,770,079 warrants mature in 2037 and 1,743,839 warrants mature in 2038.

Holders of warrants will be entitled to subscribe for one new share in the company for each warrant. The total number of issued warrants amounts to 5,633,719.

Warrants				
	Number issued	Redeemed /Due	Open	Share Price, SEK
TO 2016-2026	19 801	0	19 801	0.1
TO 2017 - 2037	1 770 079	0	1 770 079	0.1
TO 2018 - 2038-04-30	36 703	0	36 703	0.1
TO 2021 - 2024-06-30	2 100 000	0	2 100 000	15.93
TO 2020 - 2038-04-30	101 805	0	101 805	0.1
TO 2021 - 2038-04-30	1 605 331	0	1 605 331	0.1
	5 633 719	0	5 633 719	

CONVERTIBLE LOAN

Norrlandsfonden currently has a convertible debenture of 10 MSEK, with a conversion price of 48.82 SEK and a maturity date in 2022. At potential conversion there will be an additional 204,834 stocks. The interest rate is based on STIBOR 90 with a floor of 0%.

Convertible loan				
	Number issued	Redeemed/ Due	Open	Share Price, SEK
Conv loan				
2022-05-31	204 834	0	204 834	48.82
Total	204 834	0	204 834	48.82

NOTE 5 KEY DATA AND FIGURES

	2021	2020	2021	2020	2020
	Jul - Sep	Jul - Sep	Jan - Sep	Jan - Sep	Jan - Dec
Net sales (TSEK)	33 112	39 353	93 280	97 227	128 664
Total revenue (TSEK)	34 108	41 545	97 024	103 785	140 159
Gross profit (TSEK)	29 571	37 654	83 362	90 237	122 359
Gross margin (%)	86.7%	90.6%	85.9%	86.9%	87.3%
EBITDA (TSEK)	2 587	9 099	-9 221	-4 631	-19 434
Operating profit (TSEK)	-6 498	1 260	-36 557	-33 204	-56 413
Net profit (loss) (TSEK)	-16 611	-9 964	-61 883	-61 816	-81 237
Earnings per share (SEK) before dilution	-0.30	-0.39	-1.16	-2.41	-2.08
Earnings per share (SEK) after dilution	-0.30	-0.39	-1.16	-2.41	-2.08
Price per earnings (SEK)	N/A	N/A	N/A	N/A	-3.33
Equity per share (SEK)	-0.66	-5.90	-0.66	-5.90	0.22
Number of shares before dilution at the end of the period	54 826 571	25 659 550	54 826 571	25 659 550	52 303 012
Number of shares after dilution at the end of the period	60 665 124	28 571 020	60 665 124	28 571 020	57 709 793
Average number of shares before dilution	54 826 571	25 659 550	53 564 792	25 659 550	38 981 281
Average number of shares after dilution	60 665 124	30 578 729	59 187 459	30 750 327	45 319 713
Number of employees at the end of period (FTE)	134	119	134	119	132
Average number of employees (FTE)	134	126	133	135	141
Number of employees and external resources at end of period	148	125	148	125	138
Equity/assets ratio (%)	Negativ	Negativ	Negativ	Negativ	6%
Quick ratio (%)	125%	54%	146%	73%	130%
Net debt (-), Net cash (+) (TSEK)	-146 829	-241 923	-146 829	-241 923	-143 587

NOTE 6 PLEDGED ASSETS

GROUP			
<i>(TSEK)</i>	2021-09-30	9/30/2020	12/31/2020
Pledged accounts receivable	695	0	2 954
Pledged shares in subsidiaries	0	61 394	0
Cash and cash equivalent	0	0	32 282
Other pledged assets	121	0	121
Total	816	61 394	35 357

PARENT COMPANY			
<i>(TSEK)</i>	9/30/2021	9/30/2020	12/31/2020
Pledged shares in Group companies	0	85 500	0
Cash and cash equivalent	0	0	32 282
Total	0	85 500	32 282

NOTE 7 CONTINGENT LIABILITIES

GROUP			
<i>(TSEK)</i>	9/30/2021	9/30/2020	12/31/2020
Contribution for short term working	0	0	1 854
Total	0	0	1 854

PARENT COMPANY			
<i>(TSEK)</i>	9/30/2021	9/30/2020	12/31/2020
No Contingent liabilities	0	0	0
Total	0	0	0

NOTE 8 ALTERNATIVE PERFORMANCE MEASURES

Clavister uses various key figures, including alternative performance measures (APMs), for internal analysis purposes and for external communication of the operations' results, performance and financial position.

The aim of these APMs is to illustrate the performance measures tailored to operations that, in addition to the other key figures, enable various stakeholders to more accurately assess and value Clavister's historical, current, and future performance and position.

ALTERNATIVE PERFORMANCE MEASURES

<i>(TSEK)</i>	2021 Jul - Sep	2020 Jul - Sep	2020 Jan - Dec
Order Intake	26 547	35 126	153 586
Invoiced Sales (Billings)	26 559	40 467	143 039
Recurring Revenue	21 033	16 895	70 042

NOTE 9 DEFINITIONS

Invoiced Sales (Billings) – Total recognized revenue plus the change in deferred revenue during the period. We consider Invoiced Sales to be a useful metric for management and investors because it drives current and future revenue.

Order Intake – Total net sum of all legally binding customer orders in the period.

Order book balance – The net value of orders recorded and not recognized as revenue. Recording of orders is only done for orders that meet certain criteria and the order book balance is monitored continuously. Revenue is recognized in accordance with the revenue recognition principles (as described in the annual report 2020). Adjustments of the net order book value may occur from time to time due to for instance currency fluctuations, cancellations, or other minor adjustments of previously recorded orders.

Recurring Revenue – The portion of revenues that is expected to continue in the future. Unlike one-off sales, these revenues are predictable, stable and can be counted on to occur at regular intervals going forward with a relatively high degree of certainty and with relatively low cost of sales.

TCV (Total contract Value) – The entire revenue generated by one single customer contract.

LTV (Life-time Value) – The total value of a customer contract during the total lifespan of the contract.

SHAREHOLDER INFORMATION

ABOUT CLAVISTER

Clavister is a leading European cybersecurity vendor with over 20 years of experience. Seated in Sweden, the company has customers in more than 150 countries; Communication Service Providers, Governments, Enterprises and Managed security service providers (MSSPs).

FINANCIAL CALENDER

Clavister intends to distribute financial reports on the dates below:

EVENT	DATE
Interim report October-December 2021	February 17, 2022
Interim report January-March 2022	May 12, 2022

Financial reports, press releases, and other business information is available from the date of publication on Clavister's website.

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THE SHARE

Exchange: Nasdaq First North
 Symbol: CLAV
 ISIN-code: SE0005308558

Any forward-looking statements in this report are based on Clavister's best assessment at the time of the report. Actual result may materially different. Clavister does not publish any forecasts.

The CEO ensures that the interim report gives a true and fair view of the Group's and the Parent Company's business, position and results and describes significant risks and uncertainties faced by the company and the companies included in the Group.

This interim report has not been subject to special review by the Company's auditor.

Örnsköldsvik, Sweden, 11th of November 2021

John Vestberg
 CEO and President