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edgewartel

2016

YEAR-END REPORT JANUARY-DECEMBER 2016

OCTOBER-DECEMBER 2016

**SEK 84,6
MILLION**
NET SALES

30.6%
INCREASE
NET SALES

**SEK 17.9
MILLION**
ADJUSTED
OPERATING PROFIT

JANUARY-DECEMBER 2016

**SEK 252.3
MILLION**
NET SALES

23.9%
INCREASE IN NET
SALES

**SEK 34.3
MILLION**
ADJUSTED
OPERATING PROFIT

2016

YEAR-END REPORT JANUARY-DECEMBER

“Q4 marked a strong finish to a historic 2016”

Joachim Roos,
CEO Edgeware

FOURTH QUARTER 2016: (OCTOBER-DECEMBER)

- Net sales amounted to SEK 84.6 million (64.8), up 30.6 percent.
- Gross income was SEK 59.8 million (45.5), or a gross margin of 70.7 percent (70.2).
- Operating income (EBIT) was SEK 10.0 million (4.6), or an operating margin of 11.8 percent (7.0).
- Adjusted operating income (adjusted EBIT) was SEK 17.9 million (4.6), or an operating margin of 21.1 percent (7.0).
- Profit for the period amounted to SEK 7.4 million (5.5).
- Cash flow from operating activities before changes in working capital was SEK 12.8 million (8.0).
- Profit for the period, before dilution was SEK 0.3 per share (0.2).
- Profit for the period, after dilution was SEK 0.3 per share (0.2).

JANUARY-DECEMBER 2016:

- Net sales amounted to SEK 252.3 million (203.6), up 23.9 percent.
- Gross income was SEK 175.6 million (140.9), or a gross margin of 69.6 percent (69.2).
- Operating income (EBIT) was SEK 19.1 million (13.3), or an operating margin of 7.6 percent (6.5).
- Adjusted operating income (adjusted EBIT) was SEK 34,3 million (13.3), or an operating margin of 13.6 percent (6.5).
- Profit for the year amounted to SEK 15.7 million (10.8).
- Cash flow from operating activities before changes in working capital was SEK 30.8 million (18.5).
- Profit for the period, before dilution was SEK 0.6 per share (0.5).
- Profit for the period, before dilution was SEK 0.6 per share (0.4).

SIGNIFICANT EVENTS IN THE FOURTH QUARTER AND AFTER THE REPORTING PERIOD

- Board of Directors decided on long-term financial targets at a Board meeting 26 October 2016.
- On 9 December, Edgeware was listed on main list NASDAQ Stockholm at SEK 29 per share. Ahead of the listing a share split of 1:20 was carried out, a bonus issue of 11 093 855 shares with a par value of 0.05 increasing share capital by SEK 554 692.75, a new issue of 5 172 413 shares with a par value of 0.05 increasing share capital by SEK 258 620.65.
- On 17th of February the appointment of the nomination committee in Edgeware was announced, which consists of representatives of the three largest shareholders as of 31 January, Amadeus Capital Partners (23.1%), Creandum (18.8%) and Swedbank Robur Fonder (8.7%). The owners are represented by Kent Sander, Daniel Blomquist and Annika Andersson.

(SEK million unless otherwise indicated)	2016 Oct-Dec	2015 Oct-Dec	2016 Jan-Dec	2015 Jan-Dec
Net sales	84.6	64.8	252.3	203.6
Gross income	59.8	45.5	175.6	140.9
Gross margin (%)	70.7%	70.2%	69.6%	69.2%
Operating income (EBIT)	10.0	4.6	19.1	13.3
EBIT margin (%)	11.8%	7.0%	7.6%	6.5%
Profit for the period	7.4	5.5	15.7	10.8
Adjusted EBIT	17.9	4.6	34.3	13.3
Adjusted EBIT margin (%)	21.1%	7.0%	13.6%	6.5%
Cash flow from operating activities	38.0	7.3	45.1	15.3
No. of employees at the end of the period*	92	89	92	89
Profit for the period, before dilution	0.3	0.2	0.6	0.5
Profit for the period, after dilution	0.3	0.2	0.6	0.4

* Included 31 December are employees hired through Business Sweden 9 (7) and consultants with employment-like agreements.

CEO COMMENTS

2016 was a historic year for Edgeware. Strong growth, international customer successes, important product launches, a stronger organisation and a listing on Nasdaq Stockholm. The listing gave us new shareholders and provides us with valuable support in our continued growth journey, in a TV industry undergoing rapid transformation. Thanks to the Internet, viewers not only have much more content to choose from, they also have an opportunity to choose how and when they want to watch this content. From traditional linear TV viewing based on TV schedules to the TV of the future. In pace with this market transformation, Edgeware has grown ever stronger internationally. With a better and more complete product range, we offer attractive products and services that are in demand among telco and cable operators, as well as content providers. All with the aim of supplying an amazing TV experience to consumers worldwide.

366 eventful days

2016 started with large-scale orders from customers in Central America. This was followed in the second and third quarter by smaller and larger orders from international customers. For example, solutions were supplied to TVB of Hong Kong that enabled this company to broadcast the Olympic Games over the Internet. This was an initiative that subsequently will lead to TVB abandoning its licence to broadcast traditionally TV in favour of focusing solely on high-resolution Internet-based TV. A similar trend within OTT/Broadcasters is continuing at a rapid pace, and represents a development that should benefit Edgeware's streaming technology. During 2016, our technological know-how and products attracted considerable attention at several trade fairs. We received a number of industry awards for our innovativeness and we were contacted by multiple potential partners and customers.

A strong fourth quarter

The fourth quarter was strong in many ways. Sales and profitability grew powerfully at all levels, but it is even more important that this is not down to just one or two customers. We noted a distinct reduction in our customer concentration during the year, whereby we now have several major customers and the numbers are increasing as we grow, thus providing stability and security. It is also invigorating to note that a number of our multi-year customers are returning to us to upgrade their capacity, install new functions and request more services. Existing customers account for two thirds of our business. This provides stability. It is also positive

About Edgeware

Edgeware offers leading operators and content owners the tools to deliver modern TV services on a huge scale and at a low cost. Edgeware's unique technology gives control and insight back to the content provider as well as an outstanding viewing experience. In recent years Edgeware has experienced rapid growth, reaching sales of SEK 252 million in 2016. Edgeware is headquartered in Stockholm, Sweden, with a subsidiary in the US and offices in Hong Kong and Mexico. Edgeware also has sales and technical sales support staff in Belgium, Brazil, Germany, the Netherlands, Singapore, Spain and the UK. For more information, visit www.edgeware.tv.

that our Service business is continuing to grow in pace with the company's total sales.



During the fourth quarter, we also presented a new transaction in Australia, the first in that country. While not being a particularly large transaction, it marked an important step into a new and significant market. The transaction could also lead to future orders, since the operator is part of a larger corporate constellation in the region.

Historical date - IPO on 9 December

Our listing on NASDAQ Stockholm was a milestone for the company and the employees. The ownership spread provides us with key resources for continued growth and valuable room for manoeuvre. Being able to create our own future as a listed company makes us attractive for the skilled employees that we are now recruiting. We have already made considerable progress in a number of highly important recruitments. Although the IPO entailed intensive effort, the listing was implemented smoothly thanks to my skilled co-workers, the Board, the owners, banks and advisors. As a direct result of the market listing, the company has honed the efficiency of all internal functions, while also ensuring that the Board and corporate governance are stronger and more professional. I also want to take the opportunity to welcome all new shareholders.

We look forward to 2017 with confidence

We believe strongly in the financial targets we have set for Edgeware in connection with our IPO and we see every day that the estimated market growth becomes a reality.

I personally am very proud of our company and all of our employees. Although we are still a small company, we have a diversity and global direction that is fascinating and generates considerable energy. I look forward with confidence to 2017, which will be an exciting year with new advances in the development of the TV of the future for the company, the employees and our customers.

Joachim Roos
CEO, Edgeware

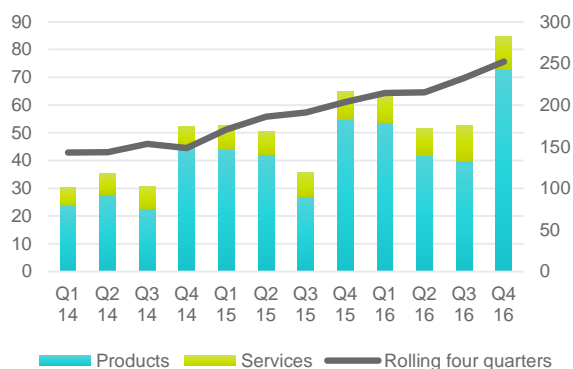
Net sales

The Group's net sales for the fourth quarter totalled SEK 84.6 million (64.8), up 30.6 percent compared with the same quarter in 2015. Net sales in EMEA (Europe, Middle East and Africa) rose to SEK 67.5 million (31.4), up 114.7 percent. Net sales in AMERICAS (North and South America) declined to SEK 8.7 million (30.4), while in APAC (Asia-Pacific) net sales rose to SEK 8.4 million (3.0). Adjusted for FX effects, net sales rose by 26.2 percent.

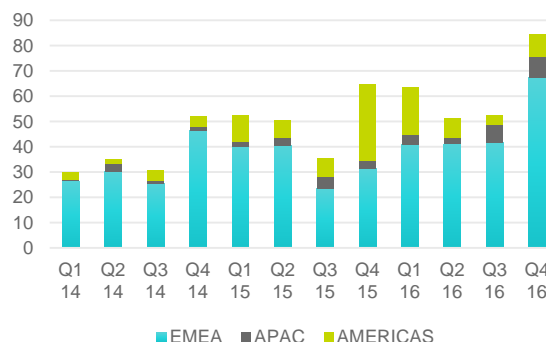
The sharp increase in net sales in EMEA derived mainly from larger purchases by existing customers in the quarter. The decline in AMERICAS is an effect of the company's largest customer in the region implementing a large-scale new installation in the fourth quarter of 2015, which was subsequently finalised in the first quarter of 2016. The EMEA region accounted for 79.7 percent (48.5) of the Group's fourth-quarter sales, AMERICAS for 10.3 percent (46.9) and APAC for 10.0 percent (4.6).

Of total net sales in the fourth quarter, the Products business stream (hardware, software and licences) accounted for 86.1 percent (84.4), while the remaining 13.9 percent (15.6) was in Services (maintenance, support and other services). Recurring support revenue from existing customers amounted to SEK 10.2 million (8.7), corresponding to 87.0 percent (86.6) of Services' net sales. During the quarter, Edgeware continued to note high demand from both existing and new customers for its product and service offering.

Net Revenue per quarter and rolling four quarters



Net Revenue per Region



Profit

Gross income in the fourth quarter was SEK 59.8 million (45.5), up SEK 14.3 million year-on-year, and the gross margin was 70.7 percent (70.2).

Operating expenses amounted to SEK 49.8 million (40.9), up SEK 9.9 million year-on-year. The increase was mainly due to higher research and development (R&D) expenses after several consultants were added to the outsourced team based in Vietnam.

Development expenses of SEK 2.5 million (3.5) were capitalised in the fourth quarter, accounting for 13.2 percent (23.6) of the company's total R&D expenses. Amortisation of previously capitalised development costs amounted to SEK 1.9 million (1.2). Amortisation is part of cost of goods sold and therefore affects the gross profit while development costs and capitalisation of these are part of the company's operating expenses. Overall, this improves the operating income with SEK 0.5 million (2.3).

In addition, administrative expenses increased due to the listing on Nasdaq Stockholm. In total, these expenses amounted to about SEK 7.9 million (0) in the quarter. All these expenses are considered nonrecurring.

Operating income before depreciation and amortisation (EBITDA) was SEK 12.9 million (6.3). Adjusted EBITDA, adjusted for nonrecurring items related to the IPO, was SEK 20.8 million (6.3).

Operating income (EBIT) for the quarter was SEK 10.0 million (4.6), up SEK 5.4 million year-on-year. The operating income corresponds to an operating margin of 11.8 percent (7.0). Adjusted EBIT, adjusted for items affecting comparability related to the IPO, was SEK 17.9 million (4.6), equal to an adjusted operating margin of 21.1 percent (7.0).

Net financial items for the period amounted to income of SEK 0.8 million (1.8) and comprised FX effects on cash and cash equivalents and a revaluation of receivables from subsidiaries. Profit

for the fourth quarter was SEK 7.4 million (5.5), up SEK 1.9 million year-on-year. The effective tax rate for 2016 is higher compared to 2015 due to subsidiary that is not activating deferred tax assets made a relatively larger loss in 2016.

Financial position

The equity/assets ratio was 75.5 percent (50.2) on 31 December 2016 and equity amounted to SEK 234.1 million (68.3). The increase in equity is attributable to shares that were newly issued in connection with the market listing in the fourth quarter, and to profit for the year.

Total assets on 31 December 2016 amounted to SEK 309.9 million (136.0). MSEK 142.6 of the change is coming from net pay in new share issue. At the end of the period, inventories amounted to SEK 6.1 million (13.7) and capitalised development expenses to SEK 14.7 million (12.6). The decrease in inventories was attributable to substantial year-end deliveries of hardware to customers and also to the company having two hardware generations in inventory for a transitional period during the fourth quarter of 2015. During 2016 the old hardware generations is written down.

Liquidity and cash flows

Cash flow from operating activities amounted to SEK 38.0 million (7.3). The year-on-year improvement was mainly attributable to a reduction in working capital, as a result of increased current liabilities and reduced accounts receivable.

Cash flow from investing activities amounted to SEK -3.8 million (-2.0), due to the capitalisation of development work as well as investments in tangible non-current assets.

Cash flow for the period amounted to SEK 172.1 million (5.3).

In total, a net amount of SEK 142.6 million was contributed to the company from the new issue in connection with the IPO.

At the end of the period, the Group's cash and bank balances totalled SEK 194.6 million (21.1).

Parent company

The parent company's net sales in the fourth quarter totalled SEK 83.7 million (63.7) and profit for the period was SEK 8.9 million (-15.7). Since the Group's business and net sales are predominantly generated in the parent company, reference is made to the Group for additional comments in the quarterly report. Q4 2015 was effected with a write down on the intercompany receivables against the subsidiary Edgware Inc.

Significant events during the quarter

The company was listed on NASDAQ Stockholm's main list and trading in the share commenced on 9 December. The initial trading price was set at SEK

29. Following the new issue, Edgware has 30,043,008 shares. Ahead of the listing a share split of 1:20 was carried out, a bonus issue of 11 093 855 shares with a par value of 0.05 increasing share capital by SEK 554 692.75, a new issue of 5 172 413 shares with a par value of 0.05 increasing share capital by SEK 258 620.65.

Outlook

The Board reaffirms its assessment of the outlook compared to the previous quarter. In October, the Board adopted new targets for sales growth. The outlook for the markets in which the company operates is expected to remain positive. The Company continuously follows the macro-economic events and the currency fluctuations where the Company operates, for instance Mexico. Policy of not issuing a forecast stands.

Financial targets

Edgware has the following financial targets:

- Edgware's goal is to achieve organic annual sales growth exceeding 20%.
- Edgware's goal is a long-term operating margin (EBIT margin) in exceeding 15%.
- Edgware's capital structure will enable a high degree of financial flexibility and allow for acquisitions. The company's goal is that net debt should not exceed two times EBITDA for the last twelve months.
- Edgware's cash flow should in the coming years finance the continued development, expansion and acquisition, hence why no dividend will be paid.

Net sales

The Group's net sales for full-year 2016 totalled SEK 252.3 million (203.6), up 23.9 percent compared with 2015. Net sales in EMEA (Europe, the Middle East and Africa) increased to SEK 188.8 million (135.8) and in APAC (Asia-Pacific) to SEK 22.1 million (12.5). Net sales in AMERICAS (North and South America) decreased to SEK 41.4 million (55.3).

Adjusted for FX effects, the Group's net sales rose by 22.5 percent.

Compared with the preceding year, growth in net sales is being driven by both new and existing customers, although existing customers accounted for most of the 2016 increase in net sales. In addition, both EMEA and APAC are showing strong growth and the decline in AMERICAS is mainly due to the largest customer in the region implementing a substantial new installation of Edgware products at the end of 2015. The installation was finalised in the first quarter of 2016.

EMEA accounted for 74.8 percent (66.7) of the Group's net sales during 2016, AMERICAS for 16.4 percent (27.2) and APAC for 8.8 percent (6.1). A couple of important key customers were added during the year and it is positive that customer concentration has been reduced compared with 2015. The largest customer accounted for 23.0 percent (29.0) of Edgware's total net sales, the three largest for 41.9 percent (51.0) and the five largest for 55.4 percent (62.0).

In 2016, net sales rose year-on-year in all three customer categories: telco operators, OTTs/broadcasters and cable operators. Telco operators were the largest customer category during the year, while OTTs/broadcasters were the customer category that showed the highest growth rate.

Of total net sales in 2016, the Products business stream (hardware, software and licences) accounted for 82.5 percent (82.4), while the remaining 17.5 percent (17.6) was in Services (maintenance, support and other services). Recurring support revenue from existing customers amounted to SEK 37.2 million (32.6), corresponding to 84.3 percent (91.1) of Services' net sales.

Profit

Gross income during 2016 was SEK 175.6 million (141.0), up SEK 34.6 million year-on-year, and the gross margin was 69.6 percent (69.2).

Operating expenses amounted to SEK 156.5 million, an increase of SEK 28.9 million year-on-year. This was mainly due to higher research and development (R&D) expenses, due to the recruitment of more employees and consultants within this function. For example, we started two development teams in Vietnam during 2016.

Development expenses of SEK 8.8 million (9.3) were capitalised in 2016, accounting for 14.2 percent (18.9) of the company's total R&D expenses. Amortisation of previously capitalised development costs amounted to SEK 6.6 million (3.7). Amortisation is part of cost of goods sold and therefore affects the gross income while development costs and capitalisation of these are part of the company's operating expenses. Overall, this improves the operating income with SEK 2.1 million (5.6). The past four years Edgware in average activated 15% of the total costs of research and development. 2016 was a more normal year in terms of new development projects, unlike 2015 when a larger number of projects in both software and hardware was going on simultaneously.

Administrative expenses also rose, due to nonrecurring items connected to the company's IPO. These costs totalled SEK 28.2 million (0) in 2016, of which SEK 13.0 million (0) was booked against equity and SEK 15.2 million (0) under administration.

Operating income before depreciation and amortisation (EBITDA) was SEK 29.0 million (19.3), up SEK 9.7 million compared with 2015. Adjusted EBITDA, adjusted for items affecting comparability related to the IPO, was SEK 44.2 million (19.3).

Operating income (EBIT) for 2016 was SEK 19.1 million (13.3), up SEK 5.8 million year-on-year. Adjusted for nonrecurring items related to IPO preparations, adjusted EBIT was SEK 34.3 million (13.3). Adjusted for items affecting comparability, operating income corresponds to an adjusted operating margin of 13.6 percent (6.5).

Profit for 2016 amounted to SEK 15.7 million (10.8), up SEK 4.9 million year-on-year. The effective tax rate for 2016 is higher compared to 2015 due to subsidiary that is not activating deferred tax assets made a relatively larger loss in 2016.

Financial position

The equity/assets ratio was 75.5 percent (50.2) on 31 December 2016 and equity amounted to SEK 234.1 million (68.3). The increase in equity is attributable to shares that were newly issued in connection with the market listing in the fourth quarter, and to profit for the year. Total assets on 31 December 2016 amounted to SEK 309.9 million (136.0). At the end of the period, inventories totalled SEK 6.1 million (13.7) and capitalised development expenses SEK 14.7 million (12.6). The decrease in inventories was attributable to substantial year-end deliveries of hardware to customers and also to the company having two hardware generations in inventory for a transitional period during the fourth quarter of 2015.

Liquidity and cash flows

Cash flow from operating activities amounted to SEK 45.1 million (15.3). The strong upswing compared with 2015 resulted from a combination of improved cash flow from operating activities and a decrease in tied-up working capital.

Cash flow from investing activities amounted to SEK -12.4 million (-10.1), due to the capitalisation of development work as well as investments in tangible non-current assets.

Cash flow for the year was SEK 171.3 million (5.3). In total, the new issue in connection with the IPO contributed a net amount of SEK 142.6 million to the company.

At the end of the period, the Group's cash and bank balances totalled SEK 194.6 million (21.1).

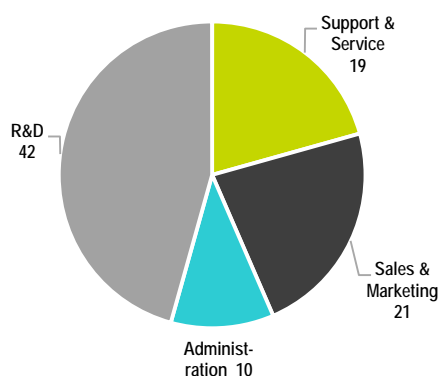
Parent company

The parent company's net sales in 2016 totalled SEK 249.5 million (196.0) and profit for the year was SEK 22.9 million (-5.3). Since the Group's business and net sales is predominantly generated in the parent company, reference is made to the Group for additional comments in the quarterly report.

Employees

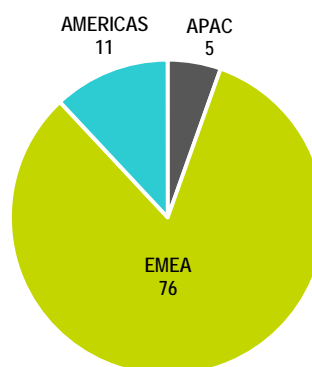
The number of employees in the Group at the end of the period was 92 (89), equal to a year-on-year increase of three employees. The number of employees in R&D is 42 (41), service and support 19 (17), sales and marketing 21 (21) and administration 10 (10). Included in the number of employees at 31 December are employees hired through Business Sweden 9 (7) and consultants with employment-like agreements 8 (4). In addition, Edgeware also has a number of temporary consultants hired, among these an outsourcing team of 10 people in Vietnam, which supports the research and development function.

Number of employees by function



At the end of the period, there were 66 (63) employees in Sweden, 10 (11) in EMEA, 5 (4) in APAC and 11 (11) in AMERICAS.

Number of employees per region



Risks and uncertainties

Edgeware's operations, sales and results are affected by a number of internal and external risk factors. The company has a continuous process to identify and assess how each risk should be managed. The main risks facing the company are delivery risk, technical development risk and financial risk.

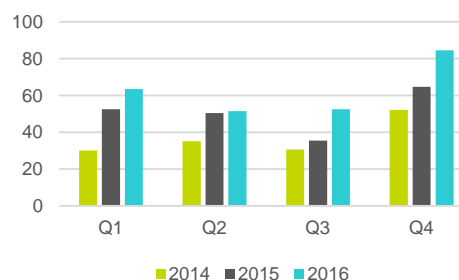
No significant risks and uncertainties beyond those described in the 2015 annual report and the prospect arose in 2016.

Seasonal variations

Over the past three calendar years the seasonal variations between quarters have been fairly similar. Net sales have normally been highest in the fourth quarter and lowest in the third quarter, which is consistent with Edgeware's market and the seasonal variations that come from having a majority of customers in EMEA.

Over the past three calendar years, the first quarter has accounted for an average of 23.8 percent, the second quarter for 23.0 percent, the third quarter for 19.7 percent and the fourth quarter for 33.5 percent of annual net sales.

Net Revenue per Qtr



Significant events after the end of the period

On 17th of February the appointment of the nomination committee in Edgeware was announced, which consists of representatives of the three largest shareholders as of 31 January, Amadeus Capital Partners (23.1%), Creandum (18.8%) and Swedbank Robur Fonder (8.7%). The owners are represented by Kent Sander, Daniel Blomquist and Annika Andersson. The chairman of the board Michael Ruffolo will convene the first meeting.

Press releases during the fourth quarter

- 29 November: Edgeware publishes the Prospectus and price range in connection with the market listing on Nasdaq Stockholm.
- 9 December: Edgeware shares are listed on Nasdaq Stockholm – price SEK 29/share.
- 19 December: Edgeware expands to Australia – secures initial order from a leading operator.
- 22 December: Release on stabilisation measures.
- 30 December: New total number of shares and votes in Edgeware.

For more information, please visit:
www.edgeware.tv

CONSOLIDATED INCOME STATEMENT

	2016 OCT-DEC Q4	2015 OCT-DEC Q4	2016 JAN-DEC FULL-YEAR	2015 JAN-DEC FULL-YEAR
(AMOUNTS IN SEK MILLION)				
Net sales	84.6	64.8	252.3	203.6
Cost of goods sold	-24.8	-19.3	-76.7	-62.6
Gross income	59.8	45.5	175.6	141.0
Selling expenses	-17.6	-19.2	-58.6	-58.2
Administrative expenses	-17.2	-8.3	-45.3	-28.8
Research and development expenses	-15.2	-11.3	-51.9	-40.0
Other operating income/expenses	0.2	-2.1	-0.7	-0.7
Operating income (EBIT)	10,0	4.6	19,1	13.3
Financial items				
Financial income	1.8	0.0	5.2	1.5
Financial expense	-1.0	1.8	-2.0	-0.8
Pre-tax profit	10,8	6.4	22,3	14.0
Tax	-3.4	-0.9	-6.6	-3.2
Profit for the period	7,4	5.5	15,7	10.8
Attributable to:				
Owners of the parent	7,4	5.5	15,7	10.8
Earnings per share, before dilution, SEK	Note 6	0.3	0.2	0.6
Earnings per share, after dilution, SEK	Note 6	0.3	0.2	0.4

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

PROFIT FOR THE PERIOD	7,4	5.5	15.7	10.8
Other comprehensive income				
Items that can be reversed to profit or loss:				
Translation differences for the year, investment in subsidiary	-0.2	-2.0	-0.1	-3.8
Tax effect from hedge of net investment	-	2.1	-	0.7
Other comprehensive income, net after tax	-0.2	0.1	-0.1	-3.1
Comprehensive income for the period	7.2	5.6	15.6	7.7
Attributable to:				
Owners of the parent	7.2	5.6	15.6	7.7
Other comprehensive income, net after tax				

CONSOLIDATED BALANCE SHEET

(SEK MILLION)	2016-12-31	2015-12-31
ASSETS		
Non-current assets		
Intangible assets		
Capitalized expenditure on development work	14.7	12.6
Property, plant and equipment		
Equipment	4.4	4.0
Financial non-current assets		
Deferred tax assets	11.7	17.8
Other non-current liabilities	3.6	3.2
Total non-current assets	34.4	37.6
Current assets		
Inventories	6.1	13.7
Trade accounts receivable	66.5	55.9
Other receivables	2.5	3.0
Prepaid expenses and accrued income	5.8	4.7
Cash and cash equivalents	194.6	21.1
Total current assets	275.5	98.4
TOTAL ASSETS	309,9	136,0
EQUITY AND LIABILITIES		
Equity		
Share capital	1.5	0.6
Other paid-in capital	231.4	82.0
Translation reserve	-2.7	-2.5
Retained earnings including profit for the period	3,9	-11.8
Equity attributable to owners of the parent	234.1	68.3
Total equity	234,1	68,3
Provisions		
Other provisions	0.6	0.5
Total provisions	0.6	0.5
Current liabilities		
Trade accounts payable	16.9	8.4
Current tax liabilities	0.7	0
Other current liabilities	2.3	12.6
Accrued expenses and deferred income	55,3	46,2
Total current liabilities	75,2	67,2
TOTAL EQUITY AND LIABILITIES	309,9	136,0

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

(AMOUNTS IN SEK MILLION)	2016-12-31	2015-12-31
Opening balance, equity	68.3	60.3
Profit for the year	15,7	10.8
Other comprehensive income	-0.1	-3.1
Total comprehensive income	15,6	7.7
Transactions with owners:		
Share-based transactions	-	0.3
New share issue	162.7	-
Issuance costs	-13.0	-
Warrants	0.5	-
Total transactions with owners	150.2	0.3
Closing balance, equity	234,1	68.3

CONSOLIDATED STATEMENT OF CASH FLOWS

	2016	2015	2016	2015
(AMOUNTS IN SEK MILLION)	OCT-DEC Q4	OCT-DEC Q4	JAN-DEC FULL-YEAR	JAN-DEC FULL-YEAR
Operating activities				
Operating income	10,0	4.6	19,1	13.3
Adjustments for non-cash items:				
Depreciation/amortisation	2.9	1.8	9.9	6.0
Warrant costs	-	0.1	-	0.3
Revised assessment of provision for guarantee reserve	0,1	-0.7	0,1	-0.7
Exchange-rate effects	-0.2	2.2	1.7	-0.2
Interest paid	-	-	-	-0.2
Cash flow from operating activities before changes in working capital	12,8	8.0	30,8	18.5
Cash flow from changes in working capital				
Decrease/Increase in inventories	5.8	0.8	7.6	-9.0
Decrease/Increase in accounts receivable	-8.5	-12.1	-10.6	-12.1
Decrease/Increase in other current receivables	1.5	-2.5	-0.7	-3.3
Decrease/Increase in trade payables	6.3	1.3	8.5	1.8
Decrease/Increase in other current liabilities	20,1	11.8	9,5	19.5
Cash flow from operating activities	38.0	7.3	45.1	15.3
Investing activities				
Acquisition of intangible non-current assets	-2.5	-3.5	-8.8	-9.3
Acquisition of property, plant and equipment	-1.4	1.5	-3.6	-0.8
Cash flow from investing activities	-3.9	-2.0	-12.4	-10.1
Financing activities				
New share issue	150.4	-	151.1	-
Issuance costs	-13.0	-	-13.0	-
Warrant expenses	0.5	-	0.5	-
Cash flow from financing activities	137.9	-	138.6	-
Cash flow for the period	172.0	5.3	171.3	5.3
Cash and bank balances at the beginning of the period	22.6	16.0	21.1	17.2
Exchange-rate differences in cash and cash equivalents	0	-0.2	2.2	-1.4
Cash and bank balances at the end of the period	194.6	21.1	194.6	21.1

KEY FINANCIAL FIGURES

	2016 OCT-DEC	2016 JAN-DEC	2016 JUL-SEP	2016 APR-JUN	2016 JAN-MAR	2015 OCT-DEC	2015 JAN-DEC
(AMOUNTS IN SEK MILLION)	Q4	FULL-YEAR	Q3	Q2	Q1	Q4	FULL-YEAR
Net sales by region							
EMEA	67.5	188.8	41.5	39.2	40.5	31.4	135.8
AMERICAS	8.7	41.4	4.0	9.5	19.2	30.4	55.3
APAC	8.4	22.1	7.1	2.8	3.9	3.0	12.5
Net sales	84.6	252.3	52.6	51.5	63.6	64.8	203.6
Net sales by sales category							
Products	72.9	208.2	39.8	41.9	53.5	54.7	167.9
Services	11.7	44.1	12.8	9.6	10.1	10.1	35.7
Net sales	84.6	252.3	52.6	51.5	63.6	64.8	203.6
Gross income	59.8	175.6	35.9	33.8	46.1	45.5	141.0
Gross margin, %	70.7%	69.6%	68.2%	65.6%	72.6%	70.2%	69.2%
Operating expenses	-49.8	-156.5	-33.5	-37.3	-35.5	-40.9	-127.6
Operating expenses/Net sales, %	-58.9%	-62.0%	-63.6%	-72.4%	-55.8%	-63.1%	-62.7%
Operating income	10.0	19.1	2.4	-3.9	10.6	4.6	13.3
Operating margin, % (EBIT)	11.8%	7.6%	4.6%	-7.6%	16.7%	7.1%	6.5%
EBITDA	12.9	29.0	4.8	-1.4	12.7	6.3	19.3
EBITDA margin (%)	15.2%	11.5%	9.2%	-2.7%	19.9%	9.7%	9.5%
Adjusted EBIT	17.9	34.3	4.9	-0.6	12.2	4.6	13.3
Adjusted EBIT margin (%)	21.1%	13.6%	9.3%	-1.2%	19.1%	7.0%	6.5%
Adjusted EBITDA	20.8	44.2	7.3	1.9	14.2	6.3	19.3
Adjusted EBITDA margin (%)	24.5%	17.5%	13.9%	3.8%	22.2%	9.7%	9.5%
Profit for the period	7.4	15.7	2.2	-2.2	8.3	5.5	10.8
Net margin, profit for the period, %	8.8%	6.2%	4.2%	-4.3%	13.1%	8.5%	5.3%
Equity/assets ratio, %	75.5%	75.5%	64.5%	64.7%	59.5%	50.2%	50.2%
Cash flow from operating activities	38.0	45.1	-2.7	12	-2.0	7.3	15.3
Return on equity (ROE)	4.6%	10.4%	2.5%	-2.5%	10.7%	8.4%	16.8%
Equity attributable to parent company owners	234.1	234.1	89.4	86.3	87.1	68.3	68.3
Equity per share before dilution	9.1	9.4	3.6	3.5	3.6	2.8	2.8
Equity per share after dilution	9.1	9.4	3.6	3.5	3.6	2.6	2.6
Average number of shares before dilution	25,776,932	24,854,312	24,865,275	24,688,987	24,077,275	24,077,275	24,077,275
Average number of shares after dilution	25,776,932	24,854,312	24,865,275	24,708,636	24,230,644	24,350,278	24,350,278
Profit per share before dilution	0.3	0.6	0.1	-0.1	0.4	0.2	0.5
Profit per share after dilution	0.3	0.6	0.1	-0.1	0.3	0.2	0.4
No. of employees at the end of the period*	92*	92*	92*	96	96	89	89
Of whom women	11	11	13	13	13	12	12

Definitions

EMEA (Europe, Middle Europe and Africa).

APAC Asia and Pacific region.

AMERICAS (North and South America).

Gross income Net sales less cost of goods sold.

Gross margin Gross income as a percentage of net sales.

Operating income EBIT Operating income before financial items and taxes.

Operating margin % (EBIT) Operating income before financial items and tax in relation to net sales.

EBITDA Operating income before depreciation/amortisation and impairment losses.

EBITDA margin EBITDA as a percentage of net sales.

Return on equity (ROE) Profit for the period as a percentage of adjusted equity (equity plus the equity portion of untaxed reserves).

Equity/assets ratio Adjusted equity in relation to total assets.

Number of shares after dilution has been restated to account for new share issues and the historical effect of warrants.

Profit per share Profit for the period in relation to the number of shares.

Equity per share Equity in relation to number of shares.

*) **Employees:** Included 31 December are employees hired through Business Sweden 9 (7) and consultants with employment-like agreements.

Financial measures not defined according to IFRS

The company presents certain financial measures in the interim report that are not defined according to IFRS. The company is of the opinion that these measures provide valuable additional information for investors and the company's management, since they facilitate an evaluation of the company's presentation. Since not all companies calculate financial measures in the same way, these measures are not always comparable to those used by other companies. Consequently, they should not be regarded as a substitute for the measures defined according to IFRS. The tables below present the measures not defined according to IFRS and a reconciliation of the two sets of measures.

EBITDA and Adjusted EBITDA

The company has chosen to report the key ratio EBITDA, since it shows the underlying result adjusted for the effect of depreciation/amortisation, which provides a more comparable profit measure over time, since depreciation/amortisation refers to historical investments. The company has also chosen to report the key ratio Adjusted EBITDA to show the underlying result adjusted for the nonrecurring expenses that arose in connection with the preparations for a possible IPO. Expenses related to IPO preparations include expenses for the transition to IFRS reporting, internal risk projects, IR expenses, additional review expenses from auditors, exchange auditors' review expenses, attorneys' expenses to qualify the company for a stock market listing, Nasdaq expenses, recruiting expenses for IR and new board members.

(AMOUNTS IN SEK MILLION)	2016 OCT-DEC Q4	2016 JAN-DEC FULL-YEAR	2016 JUL-SEP Q3	2016 APR-JUN Q2	2016 JAN-MAR Q1	2015 OCT-DEC Q4	2015 JAN-DEC FULL-YEAR
EBITDA bridge							
Operating income	10.0	19.1	2.4	-3.9	10.6	4.6	13.3
Amortisation of capitalized development expenses	-1.9	-6.6	-1.6	-1.8	-1.3	-1.2	-3.7
Other depreciation/amortisation	-1.0	-3.3	-0.8	-0.7	-0.8	-0.5	-2.2
EBITDA	12.9	29.0	4.8	-1.4	12.7	6.3	19.3
EBITDA margin (%)	15.2%	11.8%	9.2%	-2.7%	19.9%	9.7%	9.5%
Items affecting comparability							
Expenses related to IPO preparations	7.9	15.2	2.5	3.3	1.5	-	-
Adjusted EBITDA	20.8	44.2	7.3	1.9	14.2	6.3	19.3
Adjusted EBITDA margin (%)	24.5%	17.5%	13.9%	3.8%	22.2%	9.7%	9.5%

Operating income (EBIT) and Adjusted EBIT

The company has chosen to report the key ratio Adjusted EBIT, since it shows the underlying result adjusted for nonrecurring expenses that arose in connection with the preparations for a possible IPO, which provides a more comparable profit measure over time. Expenses related to IPO preparations include expenses for the transition to IFRS reporting, internal risk projects, IR expenses, additional review expenses from auditors, exchange auditors' review expenses, attorneys' expenses to qualify the company for a stock market listing, Nasdaq expenses, recruiting expenses for IR and new board members.

(AMOUNTS IN SEK MILLION)	2016 OCT-DEC Q4	2016 JAN-DEC FULL-YEAR	2016 JUL-SEP Q3	2016 APR-JUN Q2	2016 JAN-MAR Q1	2015 OCT-DEC Q4	2015 JAN-DEC FULL-YEAR
EBIT bridge							
Operating income	10.0	19.1	2.4	-3.9	10.6	4.6	13.3
Items affecting comparability							
Expenses related to IPO preparations	7.9	15.2	2.5	3.3	1.6	-	-
Adjusted EBIT	17.9	34.3	4.9	-0.6	12.2	4.6	13.3
Adjusted EBIT margin (%)	21.1%	13.6%	9.3%	-1.2%	19.1%	7.0%	6.5%

Equity/assets ratio

The company has chosen to report the key ratio Equity/assets ratio, since it reflects the company's long-term solvency.

	2016 OCT-DEC	2016 JAN-DEC FULL- YEAR	2016 JUL-SEP	2016 APR-JUN	2016 JAN-MAR	2015 OCT-DEC	2015 JAN-DEC FULL- YEAR
(AMOUNTS IN SEK MILLION)	Q4		Q3	Q2	Q1	Q4	
Total assets	309.9	309.9	138.7	133.5	146.2	136.0	136.0
Equity	234.1	234.1	89.4	86.3	87.1	68.3	68.3
Equity/assets ratio (%)	75.5%	75.5%	64.5%	64.7%	59.5%	50.2%	50.2%

Return on equity (ROE)

The company has chosen to report the key ratio Return on equity (ROE), since it shows how effectively the company uses its assets to generate profits.

	2016 OCT-DEC	2016 JAN-DEC FULL- YEAR	2016 JUL-SEP	2016 APR-JUN	2016 JAN-MAR	2015 OCT-DEC	2015 JAN-DEC FULL- YEAR
(AMOUNTS IN SEK MILLION)	Q4		Q3	Q2	Q1	Q4	
Equity	234.1	234.1	89.5	86.3	87.1	68.3	68.3
Average adjusted equity	161.8	151.2	87.9	86.7	77.7	65.4	64.3
Profit for the period	7.4	15.7	2.2	-2.2	8.3	5.5	10.8
Return on equity (ROE)	4.6%	10.4%	2.5%	-2.5%	10.7%	8.4%	16.8%

1. Accounting policies

The Group applies the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as adopted by the EU. The Group also applies the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 1 Supplementary Accounting Rules for Groups. This report has been prepared in accordance with IAS 34 Interim Financial Reporting and in compliance with the applicable provisions in the Swedish Annual Accounts Act. Disclosures according to IAS 34 Interim Financial Reporting are provided in the notes and elsewhere in this interim report.

The parent company applies RFR 2 Accounting for Legal Entities as well as the Swedish Annual Accounts Act.

New and amended IFRS and interpretations that apply for the 2016 financial year have not had a material impact on the consolidated financial statements.

The Group and the parent company have applied the same accounting policies and measurement methods as used in the most recent annual report.

2. Estimates and judgments

Preparation of the report requires management to make judgments and estimates, and to make assumptions that affect the application of the accounting policies and the recognized amounts for assets, liabilities, revenue and expenses. Actual outcomes may deviate from these estimates and judgments.

3. Share capital

At period-end, there were 30,043,008 shares (649,171) with a quota value of SEK 0.05. The share capital at period-end was SEK 1,502,150.40.

A shareholders' meeting held on 14 November 2016 resolved to increase the share capital so that 266 shares would amount to SEK 1. The shareholders' meeting also resolved that all of the shares in the company would be divided so that each current share amounted to 20 shares (1 for 20).

A shareholders' meeting held on 28 November 2016 resolved to adopt new articles of association, whereby clauses such as the post-sale purchase rights clause for class B common shares and preference shares was removed. The meeting also resolved that all class A and class B common shares and all preference shares of classes P1, P2, P3, P4, P5, P6 and P7 would be converted to class

C common shares, whereby class C common shares would account for all of the shares in the company and would entitle the holder to equal rights to the company's assets and profits. It was also resolved to implement a targeted bonus issue, whereby the company's share capital would be increased by SEK 554,692.75, through the transfer of distributable funds to share capital. Following the bonus issue, the company's share capital amounted to SEK 1,243,529.75. Finally, the meeting authorised the Board to decide on one or several occasions up to the next annual shareholders' meeting, applying or disapplying the preferential rights of the shareholders, on an issue of not more than 10,000,000 shares in the company.

4. Transactions with related parties

The extraordinary shareholders' meeting held on 28 November 2016 resolved to issue not more than 130,000 warrants, with a term of three years, as part of a long-term incentive program for five senior executives of the company. Transfers to the participants are to take place at the market value of the option and each warrant is to entitle the holder to subscribe for one new share at a subscription price for the warrants corresponding to 120 percent of the offering price in connection with the company's listing on Nasdaq Stockholm representing a price of SEK 34.80. Fair value per warrant has been calculated using the Black and Scholes model. 130 000 of the warrants were signed.

5. Segment information

Operating segments are reported in compliance with the internal reports submitted to the highest executive decision-maker.

Since the Group's regions and the business areas utilise the same sales, development and administrative resources, the company's expenses are distributed by allocating them proportionately. The same applies to assets and liabilities. Group management does not feel that an allocation of income statement and balance sheet items would provide a fairer view of operations and therefore monitors results for the Group as a whole. Consequently, the Group has not identified any operating segments.

The Group's sales are monitored by region - EMEA, APAC and AMERICAS - based on two business areas: Products and Services.

The outcomes by region and business area consist of the sum of invoices for products and services sold by various parts of the Group. These are not, however, reflected in separate income statements and balance sheets.

NOTE 6

EARNINGS PER SHARE

The following earnings and weighted average number of ordinary shares is used in the calculation of earnings per share before dilution:

	2016 OKT-DEC	2015 OKT-DEC	2016 JAN-DEC	2015 JAN-DEC
EARNINGS PER SHARE BEFORE DILUTION	Q4	Q4	FULL-YEAR	FULL-YEAR
Profit for the period attributable to owners of the parent, MSEK	7,4	5,5	15,7	10,8
Average number of shares, before dilution	25 776 932	24 077 275	24 854 312	24 077 275
Earnings per share, before dilution, SEK	0,3	0,2	0,6	0,5

The following earnings and weighted average number of ordinary shares used in calculating earnings per share after dilution:

	2016 OKT-DEC	2015 OKT-DEC	2016 JAN-DEC	2015 JAN-DEC
EARNINGS PER SHARE AFTER DILUTION	Q4	Q4	FULL-YEAR	FULL-YEAR
Profit for the period attributable to owners of the parent, MSEK	7,4	5,5	15,7	10,8
Average number of shares, before dilution	25 776 932	24 077 275	24 854 312	24 077 275
Warrants	-	273 003	-	273 003
Average number of shares, after dilution	25 776 932	24 350 278	24 854 312	24 350 278
Earnings per share, after dilution, SEK	0,3	0,2	0,6	0,4

LIST OF SHAREHOLDERS

SHAREHOLDER	NUMBER OF SHARES	NUMBER OF SHARES AND VOTES
1. Amadeus	6,937,205	23.1%
2. Creandum	5,635,975	18.8%
3. Swedbank Robur funds	2,598,720	8.6%
4. Grenspecialisten	1,724,138	5.7%
5. Catella funds	1,431,491	4.8%
6. LMK forward and foundation	1,431,491	4.8%
7. OST/VÄST	1,021,462	3.4%
8. AMF small cap fund	1,000,000	3.3%
9. Cliens	560,000	1.9%
10. Lukas Holm	518,249	1.7%
11. Joachim Roos	518,226	1.7%
12. Kalle Henriksson	518,226	1.7%
Total 12 largest shareholders	23,895,183	79.5%
Others	6,147,825	20.5%
Total	30,043,008	100%

SHARE CAPITAL DEVELOPMENT

TIME	EVENT	CHANGE IN NUMBER OF SHARES	NUMBER OF SHARES AFTER THE TRANSACTION	CHANGE IN WORKING CAPITAL	TOTAL SHARE CAPITAL
1 Jan 2013		-	649,171	-	649,171.00
14 Jul 2016	New share issue	500	649,671	500.00	649,671.00
14 Jul 2016	Issue against set off Share subscription, warrants	30,221	679,892	30,221.00	679,892.00
14 Jul 2016		7,679	687,571	7,679.00	687,571.00
14 Jul 2016	New share issue	1,000	688,571	1,000.00	688,571.00
23 Nov 2016	New share issue	266	688,837	266.00	688,837.00
23 Nov 2016	Share split	13,087,903	13,776,740	-	688,837.00
09 Dec 2016	Share conversion	-	13,776,740	-	688,837.00
09 Dec 2016	Bonus issue	11,093,855	24,870,595	554,692.75	1,243,529.75
15 Dec 2016	New share issue	5,172,413	30,043,008	258,620.65	1,502,150.40

For more details see Note 3.

THE EDGEWARE SHARE

The Edgeware share was listed on NASDAQ on 9 December 2016 at the initial listing price of SEK 29 per share. During the period from the listing until 31 December 2016, the share price fluctuated between SEK 29 and SEK 30.90. The closing price on last trading day of 2016 was SEK 29. Edgeware's market capitalization on 31 December 2016 amounted to SEK 871.2 million. On 31 December 2016, Edgeware had 2,609 shareholders, of whom 337 held more than 1,000 shares. Foreign shareholders accounted for 31% of the votes. Edgeware's share capital on 31 December 2016 totaled SEK 1,502,150.40, represented by 30,043,008 shares, all of which were of Class B.

CONDENSED PARENT COMPANY INCOME STATEMENT

(SEK MILLION)	2016 OCT-DEC Q4	2015 OCT-DEC Q4	2016 JAN-DEC FULL-YEAR	2015 JAN-DEC FULL-YEAR
Net sales	83.7	63.7	249.5	196.0
Cost of goods sold	-23.9	-18.7	-74.8	-61.2
Gross income	59.8	45.0	174.7	134.8
Selling expenses	-16.6	-13.7	-54.0	-44.0
Administrative expenses	-16.8	-15.4	-42.9	-34.9
Research and development expenses	-15.2	-10.9	-52.0	-38.4
Other operating income/expenses	0.2	-2.0	-0.7	-0.7
Operating income	11.4	3.0	25.1	16.8
Financial income and expenses				
Financial income	1.8	0.3	6.0	1.5
Financial expense	-0.9	-18.1	-1.7	-20.4
Profit/loss after financial items	12.3	-14.8	29.4	-2.1
Tax on profit for the period	-3.4	-0.9	-6.5	-3.2
Profit/loss for the period	8.9	-15.7	22.9	-5.3

CONDENSED PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME

(AMOUNTS IN SEK MILLION)	2016 OCT-DEC Q4	2015 OCT-DEC Q4	2016 JAN-DEC FULL-YEAR	2015 JAN-DEC FULL-YEAR
Profit/loss for the period	8.9	-15.7	22.9	-5.3
Other comprehensive income:				
Items that can be reversed to profit or loss:				
Hedge of net investment	-	-2.5	-	-3.0
Tax effect from hedge of net investment	-	0.6	-	0.7
Comprehensive income/loss for the period	8.9	-17.6	22.9	-7.6

PARENT COMPANY BALANCE SHEET

(AMOUNTS IN SEK MILLION)	2016-12-31	2015-12-31
ASSETS		
Non-current assets		
Intangible assets		
Capitalized expenditure on development work	14.7	12.6
Property, plant and equipment		
Equipment	4.4	4.0
Financial non-current assets		
Deferred tax assets	11.7	17.8
Other non-current liabilities	3.6	3.2
Total non-current assets	34.4	37.6
Current assets		
Inventories	6.1	13.7
Trade accounts receivable	63.5	49.9
Current receivables	8.2	6.4
Receivables from Group companies	6.5	5.0
Total current assets	84.3	75.0
Cash and bank balances	193.2	14.4
Total current assets	277.5	89.4
TOTAL ASSETS	311.9	127.0
Equity		
Restricted equity		
Share capital	1.5	0.6
Reserve for development expenses	7.6	-
Total restricted equity	9.1	0.6
Unrestricted equity		
Share premium reserve	231.4	82.0
Retained earnings including net profit of the year	-26.3	-29.5
Profit for the period	22.9	10.8
Total equity	237.1	63.9
Provisions		
Other provisions	0.6	0.5
Total provisions	0.6	0.5
Current liabilities		
Trade accounts payable	16.7	8.2
Current tax liabilities	0.7	0.4
Other current liabilities	2.3	11.6
Accrued expenses and deferred income	54.5	42.4
Total current liabilities	74.2	62.6
TOTAL EQUITY AND LIABILITIES	311.9	127.0

The Board of Directors and the Chief Executive Officer hereby confirm that this report provides a true and fair overview of the parent company's and the Group's operations, financial position and results, and describes material risks and factors of uncertainty faced by the parent company and the companies in the Group.

Stockholm, February 19, 2017

Michael Ruffolo
Chairman of the Board

Joachim Roos
CEO

Jason Pinto
Board member

Staffan Helgesson
Board member

Lukas Holm
Board member

Karl Thedéen
Board member

Sigrun Hjelmquist
Board member

Kent Sander
Board member

FINANCIAL CALENDER

- Annual report 2016, 21 March 2017.
- Annual shareholders meeting 2017, 12 April 2017, 10:00 Bygget Konferens, Norrlandsgatan 11, Stockholm.
- Interim report for the period January-March 2017, Q1, 4 May 2017.
- Interim report for the period January-June 2017, Q2, 3 August 2017.
- Interim report for the period January-September 2017, Q3, 2 November 2017.

ABOUT EDGWARE – LET'S MAKE TV AMAZING AGAIN

Business concept

Edgware offers leading operators and content providers the tools to deliver modern TV services on a huge scale and a low cost. Edgware's unique technology gives control and insight back to the content provider as well as an outstanding viewing experience. In recent years Edgware has experienced rapid growth, reaching sales of SEK 252 million in 2016. Founded in 2006, Edgware is headquartered in Stockholm, Sweden.

Edgware provides proprietary infrastructure that helps network operators to achieve a growing range of TV and video services. With Edgware's products, operators can increase their income and gain loyal customers.

The product range comprises hardware and cloud-based software for building a Content Delivery Network optimised for TV/video distribution. The solution supports both traditional pay-TV services and advanced web TV and video services. Edgware's offering also directly targets content owners and broadcasters that want to exploit the

open Internet to reach viewers, known as Over-The-Top providers. As the broadcasting landscape continues to transform and TV/video traffic volumes rise, the segment is expected to grow.

Regardless of which product solution they choose, customers receive an easily scalable, cost-effective and reliable TV/video experience.

Sales channels

Edgware has its own sales and delivery organisation in the Americas, the Asia-Pacific region and Europe, the Middle East and Africa. With its own sales support and service, Edgware can help its customers' expansion in local markets. In addition to a subsidiary in the US and offices in Hong Kong, Edgware has sales and technical sales support staff in Belgium, Brazil, Germany, Mexico, the Netherlands, Singapore, Spain, Sweden and the UK.

CONTACT INFORMATION

This report has not been subject to review by the auditors.

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Information about Edgeware, press releases, press photos, etc. are available in our newsroom at Cision.

Read more at www.edgeware.tv

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Let's make tv amazing again.

edgeware