



Interim Report Q3 2026

“Profitable growth through our partner network”



Safeture

Q3 Highlights

- Annual Recurring Revenue (ARR) increased by +11% to 63,5 MSEK.
- Operating Revenue increased with +10% to 15,6 MSEK.
- Quarterly churn was reported at 6,1%.
- Yearly NRR was reported at 100%.
- Operating Result (EBIT) reached a positive +1,1 MSEK with an Operating Margin of +7%. This is an increase with +0,8 MSEK vs last year.
- Cashflow was negative at -5,6 MSEK in Q3, driven mainly by seasonality.
- Cash equivalents amounted to 30,3 MSEK in Q3, to be compared with 29,5 MSEK last year.

Comparison period is the corresponding quarter last year = Q3 2025



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Summary of Interim Report

Classics

Third quarter (2026-07-01 to 2026-09-30)

- Operating Revenue amounted to 15 601 (14 123) KSEK (+10%).
- EBIT amounted to +1 090 (+244) KSEK.
- Result after financial items amounted to +1 208 (+374) KSEK.
- Earnings per share before dilution amounted to 0,03 (0,01) SEK.
- Earnings per share after dilution amounted to 0,03 (0,01) SEK.

First nine months (2026-01-01 to 2026-09-30)

- Operating Revenue amounted to 45 836 (42 664) KSEK (+7%).
- EBIT amounted to +2 218 (-1) KSEK.
- Result after financial items amounted to + 2 587 (+386) KSEK.
- Earnings per share before dilution amounted to 0,07 (0,01) SEK.
- Earnings per share after dilution amounted to 0,07 (0,01) SEK.

SaaS Traction

Third quarter (2026-07-01 to 2026-09-30)

- Annual Recurring Revenue (ARR) at the end of Q3 2026 reached 63 483 (57 341) KSEK, a year-on-year increase of +11%.
- Recurring Revenue represented 99% (100%) of the Operating Revenue in Q3 2026.
- Churn in the third quarter 2026 was 6,1% (0,6%).
- Yearly Net Revenue Retention (NRR) was 100% (96%).



Message from the CEO

“Profitable growth through our partner network”

The third quarter of the year was very positive. Order intake, particularly in upsell, was strong. Gross margin held at 83%, and profitability improved, with EBIT of SEK 1,1 MSEK and an EBIT margin of 7%.

The third quarter was a strong sales quarter and the combined effort from our sales and client development teams made a difference more than mitigating that we had higher than usual churn. Churn was 6,1% in the quarter, mainly driven by the loss of one legacy client on an older custom-built point solution. However, new partners, new direct end-clients and a surge in upsell activity mitigated much of the effect. We have a strong, continuously developing partner network, and we support it with all the resources we have. Despite the higher churn, ARR grew 11% year over year, and net revenue retention (NRR) was 100% over the last twelve months, as upselling fully offset churn.

I would also like to emphasize our EBIT margin of 7 %. With a combination of revenue growth, a strong gross margin, a favourable foreign exchange tailwind and operating expenses where Q3 is a lighter quarter due to seasonality effects, resulted in our strongest operating result to date.

As a final note on the financials: We are approaching our midterm targets, although the weaker Swedish krona over the last two quarters provided some tailwind. Sustainable profitability remains our overall objective, regardless of short-term currency effects.



The busy season

The autumn is an intense season for Safeture. We are all back from vacation with high spirits, plans to be made and executed, trade fairs in the US and Europe, partners back and setting their sights on new customers, and a roadmap to be updated and rolled out.

At this time of the year, we are also hosting our own invite-only, paid event in Tübingen, Germany. The event is featuring thought leaders in our space as speakers and participants from across Europe, predominantly from Germany, one of our largest markets. We will continue hosting this event since we see a good return on investment with many new business opportunities created for us and our partner network.

Magnus Hultman, CEO at Safeture
Lund - October 22nd, 2026

Key Figures - Quarterly Trend

	26Q3	26Q2	26Q1	25Q4	25Q3	25Q2	25Q1	24Q4	24Q3	24Q2	24Q1
Operating Revenue	15 601	15 491	14 743	14 288	14 123	13 975	14 565	14 571	14 308	13 898	13 627
Cost of Sales	-2 663	-2 654	-2 783	-2 746	-2 894	-3 034	-3 086	-3 129	-3 014	-2 831	-2 726
Gross Margin	12 939	12 838	11 960	11 543	11 229	10 941	11 479	11 441	11 294	11 067	10 901
Gross Margin %	83%	83%	81%	81%	80%	78%	79%	79%	79%	80%	80%
OPEX & Other Revenue	-11 810	-12 129	-11 656	-12 419	-10 580	-11 865	-12 174	-11 436	-11 142	-11 495	-11 608
Capitalization own work	1 848	1 864	1 954	2 563	1 819	2 372	2 569	2 066	1 665	1 917	1 872
Depreciation	-1 887	-1 857	-1 846	-1 468	-2 223	-1 825	-1 743	-1 794	-1 691	-1 640	-1 584
EBIT	1 090	716	412	218	244	-376	131	278	125	-152	-419
EBIT%	+7%	+5%	+3%	+2%	+2%	-3%	+1%	+2%	+1%	-1%	-3%
Result after financial items	1 208	848	531	399	374	-249	261	909	175	-157	-419
Cashflow - Operating Activities	-3 839	5 840	2 737	4 138	5 526	-518	7 381	4 008	2 433	2 478	3 097
Cashflow - Investing Activities	-1 760	-1 864	-1 828	-2 563	-1 819	-2 372	-2 569	-2 144	-1 665	-1 917	-1 872
Cashflow - Financing Activities	0	0	0	0	0	68	0	0	0	216	10
Cashflow	-5 598	3 977	909	1 576	3 707	-2 823	4 812	1 864	768	778	1 235
Cash	30 345	35 944	31 967	31 058	29 482	25 775	28 598	23 786	21 922	21 154	20 376
ARR	63 483	63 045	61 759	58 255	57 341	55 754	57 011	58 020	58 300	57 001	54 174
Quarterly Churn	6,1%	1,1%	3,0%	2,1%	0,6%	2,2%	2,3%	5,0%	0,8%	0,8%	4,1%
Yearly NRR	100%	102%	100%	101%	96%	97%	100%	98%	104%	103%	108%
Operating Revenue YoY	10%	11%	1%	-2%	-1%	1%	7%	-1%	15%	25%	28%
ARR YoY	11%	13%	8%	0%	-2%	-2%	5%	8%	16%	17%	23%



Highlights & Significant Events

Significant events during Q3 2026

- There were no significant events during the period.

Business Highlights during Q3 2026

- Safeture has together with its Australian partner Global 24, signed an agreement with a Major Australian Banking Group.
- Safeture AB has entered into a partner agreement with Aries Risk, an Italian company specializing in security risk management.

Significant events after the period close

- There were no significant events after the period close.



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About Safeture

About Safeture AB

Safeture is a Swedish Software as a Service (SaaS) company that offers an advanced open platform within the area of People Risk Management. We offer medical assistance-, security assistance- and insurance providers the ability to effectively automate medical, safety and security processes by collecting risk information, employee location and facilitate communication - all in the same platform.

History & Vision

The Company was founded in 2009, triggered by the experience of the global SARS epidemic, the Indian Ocean tsunami and the Mumbai terror attacks, where lives could have been saved if people had been warned earlier and received more information. The company was listed in 2014.

Our vision is to be the leading independent technology platform for security- and medical assistance providers and their customers, and, together with them, enhance personal safety and security for individuals, companies and organizations. We make risk, safety and security information available to users at the right time, no matter where they are.

Mid-term Financial Targets

- Average (year-on-year) revenue growth of 15%
- Continuously improved gross margins to above 80%
- Sustainable profitability at an ARR equal to 65 MSEK

Sales & Strategy

Safetures global sales strategy is to target assistance providers and offer them a best-in-class open platform for employee safety. The business model is SaaS, Software as a Service, where close to 100% of our operating revenue is recurring revenue. Approximately 81% of our revenue originates from customers in EMEA (Europe, the Middle East & Africa), 13% from customers in the Americas and 6% from Southeast Asia & Oceania.

Research & Development

Our vision is realized by providing a leading platform and high-quality content that enable the implementation of risk, safety and security processes, as well as the distribution of reliable information to individuals and organizations.

Research and development are key priorities for Safeture, and we continuously invest in these areas to maintain our technological leadership. We continuously develop and refine our products through close collaboration with our partners. The cutting-edge insights gained from these collaborations are integrated into our technological development to drive innovation and strengthen our competitive position.

Risks & Uncertainties

Safeture is exposed to general business-related as well as financially-related risks. These risks are described more in detail in the Annual Report 2025, available on the company's website.

Organization & People

The average total workforce (full time equivalents including on-site consultants) in the company during the third quarter of 2026 amounted to 34 (34). The average number of employees (full time equivalents) in the company during the third quarter of 2026 amounted to 31 (31).



Safeture Financial Review

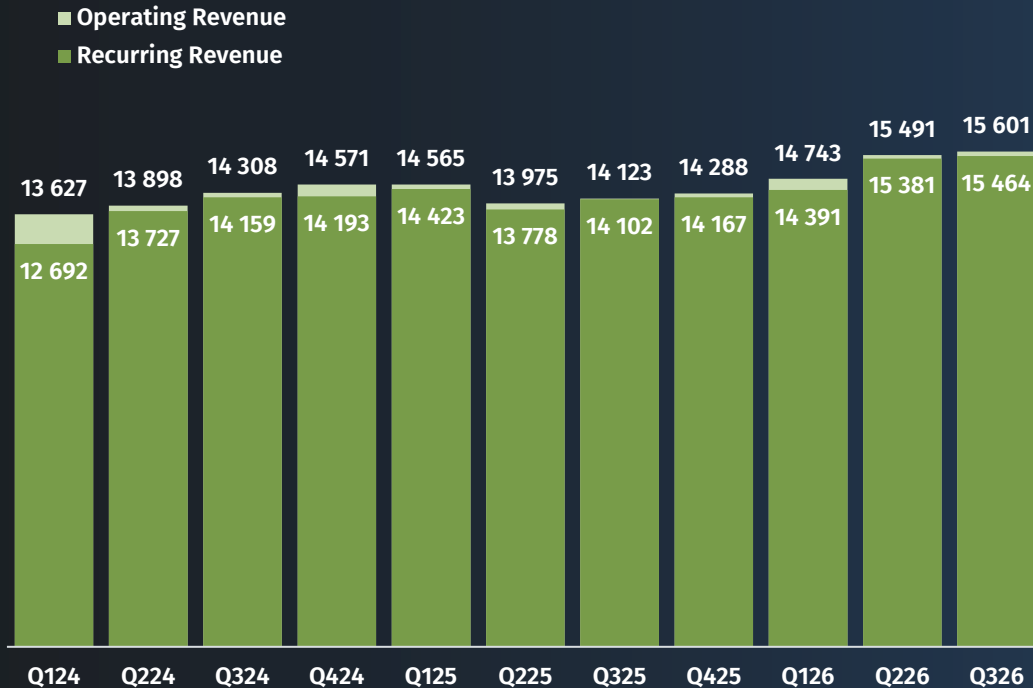
Revenue

Operating Revenue in Q3 reached 15 601 (14 123) KSEK, an increase with +10% YoY.

During the quarter we have enjoyed a weakening of the Swedish krona, creating a tailwind for reported revenue.

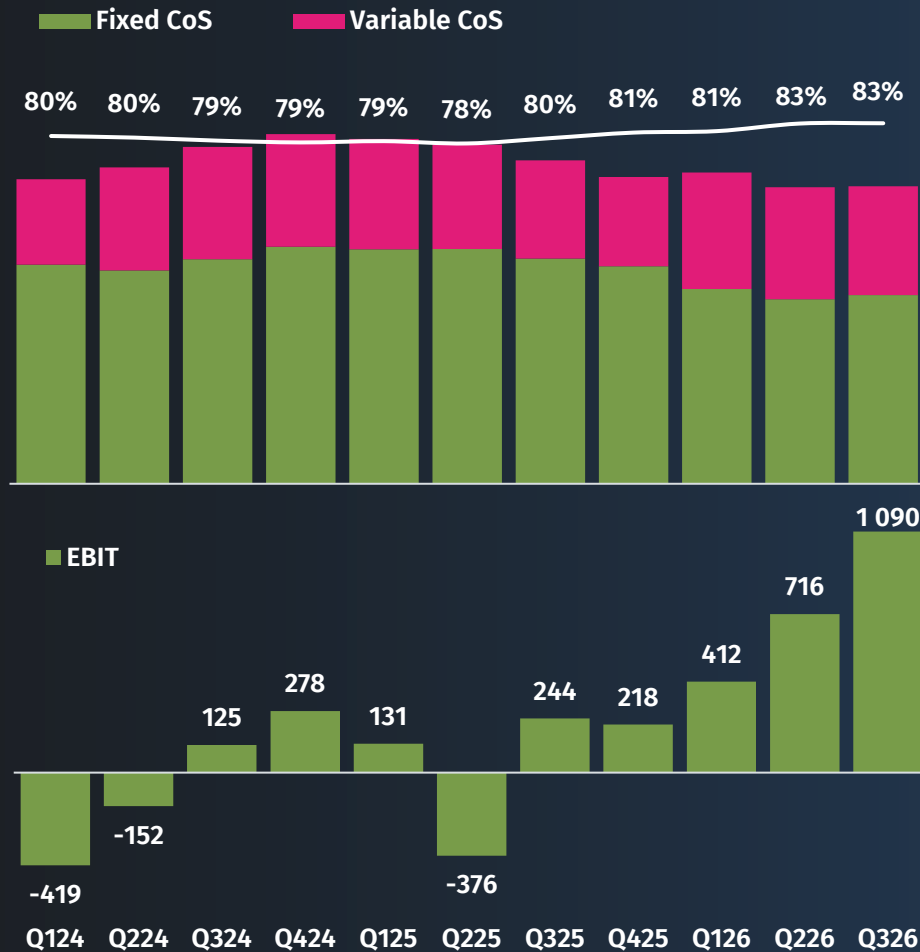
Year-to-date, our analysis still shows a negative weighted FX impact with -3% versus the same period last year. As previously stated, as an exporting company with a total foreign currency exposure of 94%, we are naturally sensitive to currency fluctuations.

The Recurring Revenue represented 99% (100%) of the quarterly operating revenue in Q3 2026, reflecting a continued strong resilience of our revenue model.



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Financial Review



Margins & Result

Gross margin remained strong during the quarter. We believe we have reached a new plateau of 82-83%, driven partly by scale effects: with a relatively low variable cost and a largely fixed platform cost, higher volumes improve the margin. An equally important driver is deliberate cost savings on the platform. These savings help us stay flexible and make room to add new capabilities, or absorb unexpected supplier price increases, in the future.

A combination of strong revenue growth, a strong gross margin, a favourable foreign exchange tailwind and operating expenses where Q3 is a lighter quarter due to seasonality effects, resulted in our strongest operating result to date. EBIT amounted to 1,1 MSEK in Q3, corresponding to an operating margin of 7%.

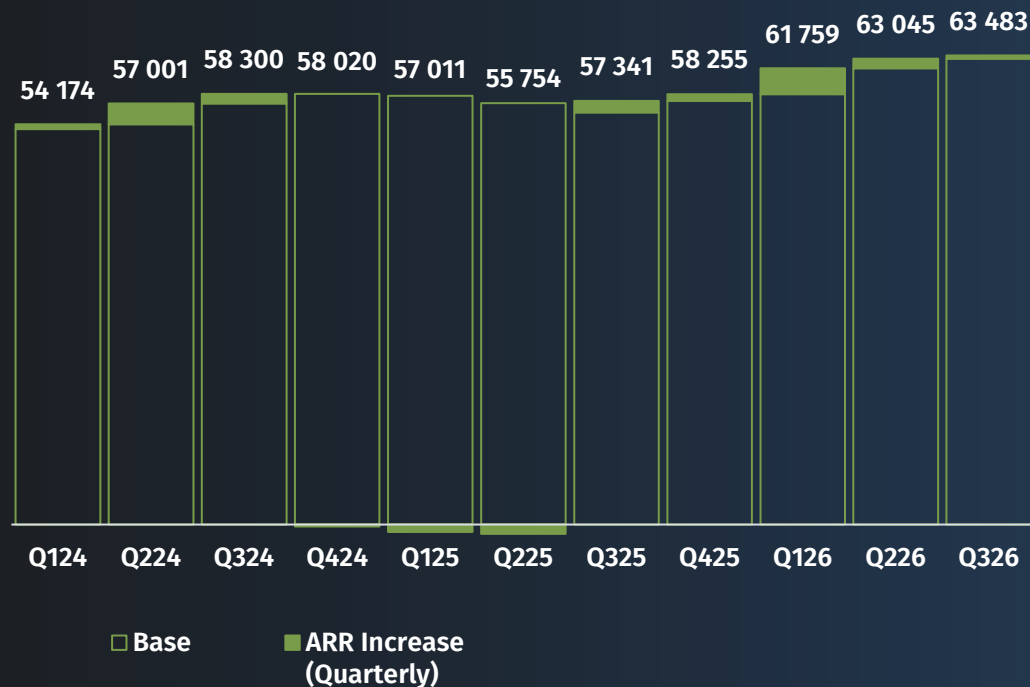
As previously communicated, we expect profit to fluctuate until we reach our target of sustainable profitability at an ARR of 65 MSEK. Currency fluctuations are a significant factor in these swings.



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SaaS Metrics

Annual Recurring Revenue (ARR) Trend
Quarterly Development (KSEK)



Annual Recurring Revenue (ARR)

ARR reached 63 483 KSEK in Q3, an increase of 11% (+6 142 KSEK compared with the same quarter last year and +438 KSEK compared with Q2). This is the fifth consecutive quarter of sequential growth.

The strong year-over-year improvement mainly reflects the major contracts signed in Q1. Order intake, and specifically upsell, in Q3 was strong, but it was largely offset by high churn. Safeture's partner network is strong and continues to expand, but our partners occasionally lose end customers in tenders, and in some cases Safeture loses the end customer as well. In addition, our shift towards a partner-focused model led some former direct customers to see less value and churn. Despite this, ARR continued to grow sequentially.

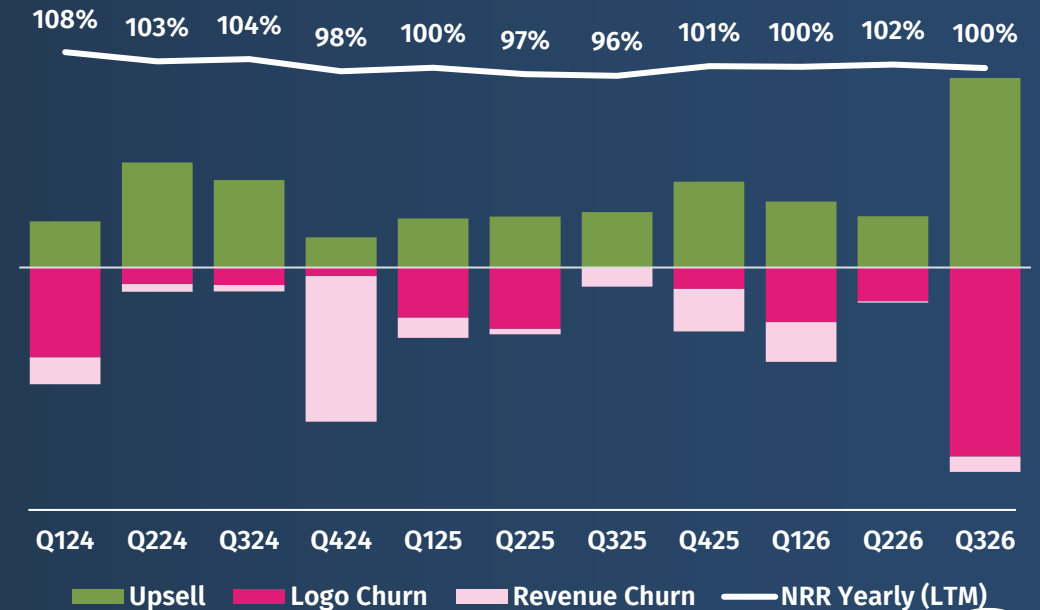
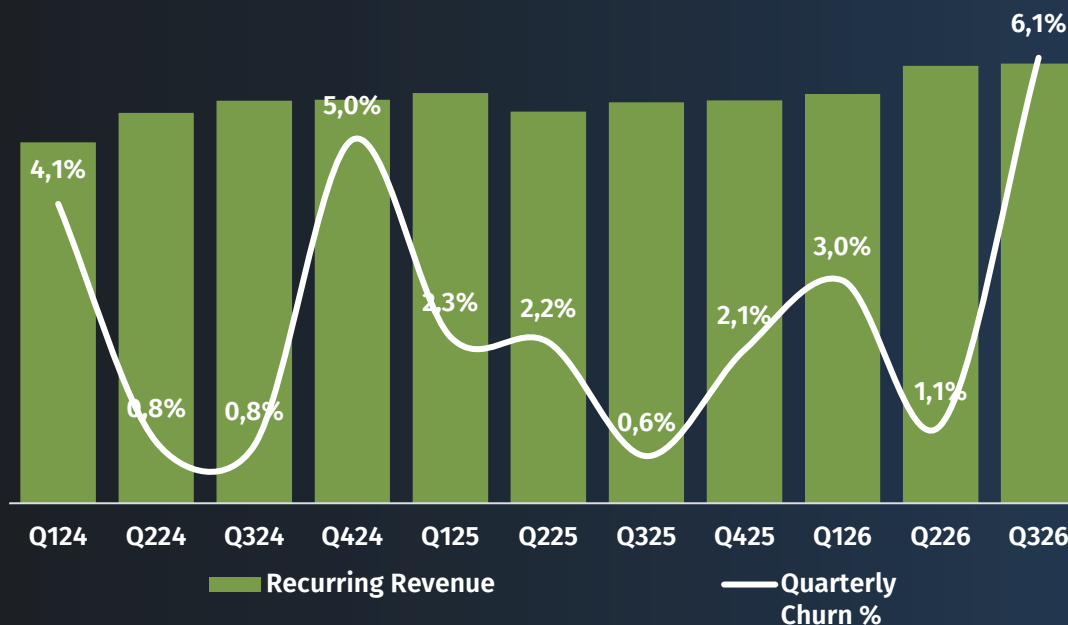


Safeture SaaS Metrics

KSEK	Q124	Q224	Q324	Q424	Q125	Q225	Q325	Q425	Q126	Q226	Q326
Recurring Revenue	12 692	13 727	14 159	14 193	14 423	13 778	14 102	14 167	14 391	15 381	15 464
Recurring Revenue/ Total Operating Revenue	93%	99%	99%	97%	99%	99%	100%	99%	98%	99%	99%
Annual Recurring Revenue (ARR)	54 174	57 001	58 300	58 020	57 011	55 754	57 341	58 255	61 759	63 045	63 483
Quarterly Churn *	4,1%	0,8%	0,8%	5,0%	2,3%	2,2%	0,6%	2,1%	3,0%	1,1%	6,1%
Yearly NRR **	108%	103%	104%	98%	100%	97%	96%	101%	100%	102%	100%

* Quarterly Churn represents both cancellations (Logo churn) and downgrading (Revenue churn) within the quarter in relation to Annual Recurring Revenue (ARR).

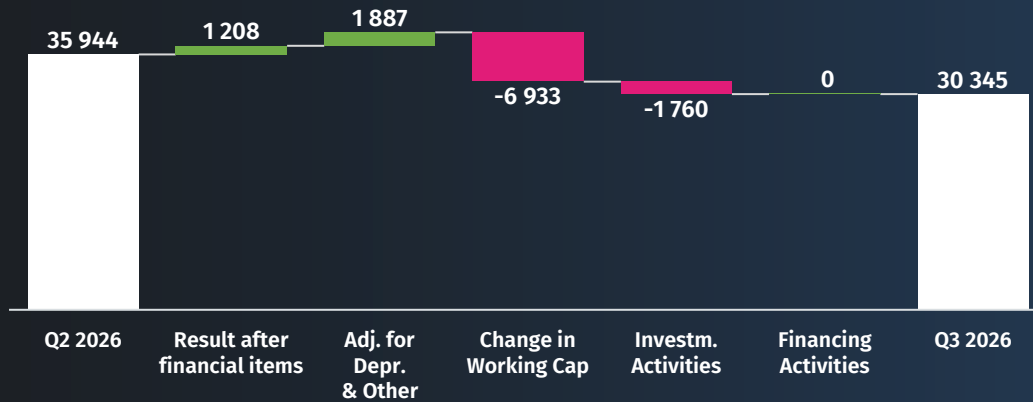
** NRR recalculated to reflect sales via partner network as upsell. Safeture is invoicing the partner and the partner is doing the reselling to new end clients, i.e. upgrading the partner account.



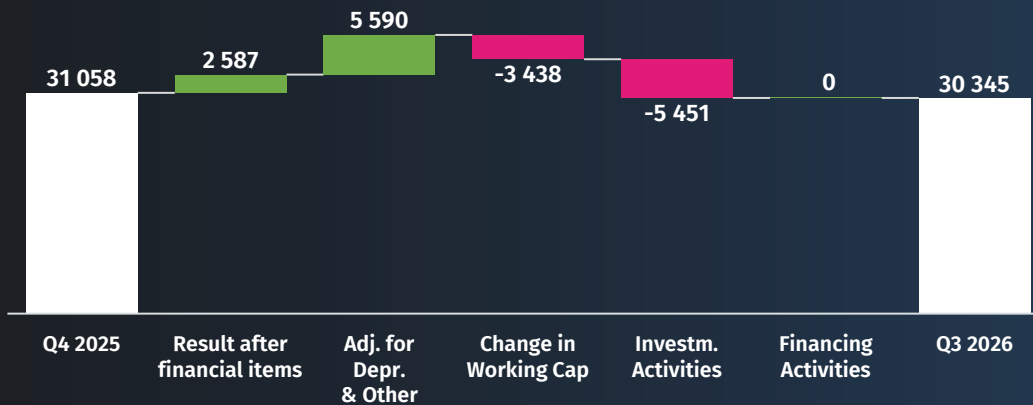
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Cashflow

Q3 2026 Cash Development



2026 YTD Cash Development



Liquidity

Cash and cash equivalents amounted to 30,3 MSEK on Sept 30th 2026, which is 0,9 MSEK higher than a year ago. Cash flow for Q3 was negative -5,6 MSEK, mainly due to seasonality and, to a lesser extent, a temporary increase in customer receivables.

The seasonality follows from our billing model. Most customers pay annually in advance, and many larger contracts renew in Q1 and Q2, so cash arrives early in the year. As prepayments are consumed in the second half, deferred revenue decreases and cash flow weakens. Q2 is typically our strongest cash-generating quarter and Q3 reflects the opposite effect. This is a natural, recurring pattern.

Investments

Q3 investments amounted to 1 760 (1 819) KSEK. The investment consists of capitalized platform development costs.

Solidity

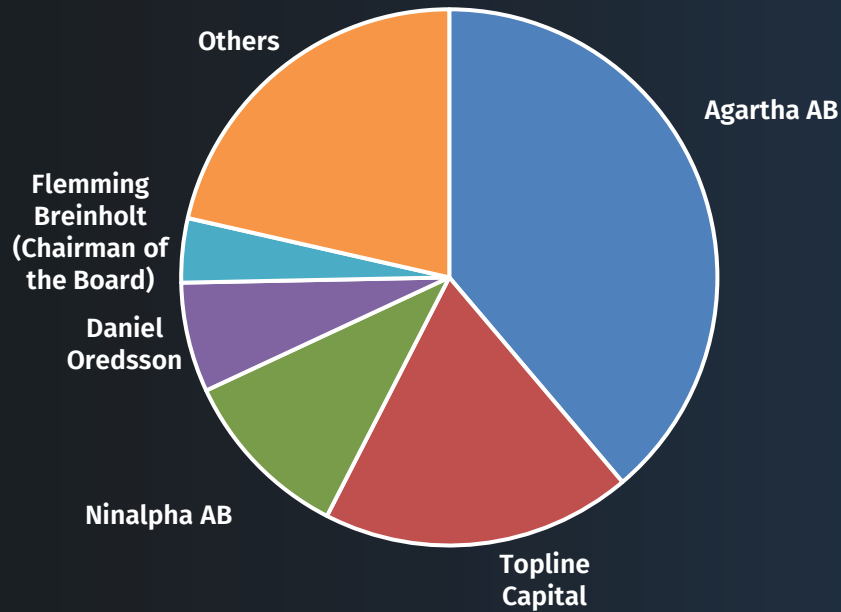
The Equity ratio of the Company as of Sept 30th 2026, compared to last year corresponding quarter, was 52% (51%).



The Safeture Share

The Company is listed on Nasdaq First North Growth Market in Stockholm under the ticker “SFTR”. As of September 30th 2026, the Company had 39 289 392 (39 289 392) shares outstanding. The average number of shares during the third quarter of 2026 amounted to 39 289 392 (39 289 392).

The table below shows the ten largest shareholders and the number of shares held in Safeture AB as of September 30th, 2026.



	Amount of shares	%
Agartha AB	15 252 704	38,8%
Topline Capital	7 354 611	18,7%
Ninalpha AB	4 136 484	10,5%
Daniel Oredsson	2 600 000	6,6%
Flemming Breinholt (Chairman of the Board)	1 520 163	3,9%
Semmy Rulf	1 228 380	3,1%
Försäkringsbolaget Skandia	751 820	1,9%
ES Aktiehandel	742 611	1,9%
Magnus Hultman (CEO)	558 822	1,4%
Joseph Aroyan	535 549	1,4%
Others	4 608 248	11,7%
TOTAL	39 289 392	100%



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Share Options

Share Option Program 2024/2027

On May 28th, 2024, a general meeting was held and decided on a directed issue of share options of series 2024/2027 to board members and employees at Safeture AB. 141 333 share options were subscribed in total. The share options were issued at the price of 1,53 SEK per option. The subscription price for exercising the share options amounts to 11,80 SEK per option. The share options may be exercised during the period of May 31st – June 11th, 2027. One (1) share option gives the right to subscribe for one (1) new share.

Share Option Program 2025/2028

On May 28th, 2025, a general meeting was held and decided on a directed issue of share options of series 2025/2028 to board members and employees at Safeture AB. 75 000 share options were subscribed in total. The share options were issued at the price of 0,905 SEK per option. The subscription price for exercising the share options amounts to 9,59 SEK per option. The share options may be exercised during the period of May 29th – June 9th, 2028. One (1) share option gives the right to subscribe for one (1) new share.



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Other

Related Party Transactions

During the third quarter of 2026, Flemming Breinholt, chairman of the board of Safeture AB, is entitled to 50 KSEK as remuneration for management services, which has been recognized in the income statement. Additionally, Agarth AB, has received a compensation of 400 KSEK for services.

The Company

All financial statements, including the income statement, balance sheet, cash flow statement and statement of changes in equity, refer to Safeture AB. The Company does not have any subsidiaries

General accounting principles

The Interim Report has been established in accordance with Årsredovisningslagen (1995:1554) and BFNAR 2012:1, Årsredovisning och koncernredovisning (K3). General accounting principles applied is coherent with the accounting principles used when establishing the 2025 Annual Report.

Audit

The Interim Report has not been audited by the Company's auditors.

Financial calendar

The company establishes and publishes a financial report every quarter.

Reports are available on the company web page:

<https://investor.safeture.com/financial-reports-presentations/>

Upcoming Annual General Meeting and reports are planned according to below:

Q4 Year-End Report 2026	2027-02-19
Annual Report 2026	2027-03-31
Q1 Interim Report 2027	2027-04-23
Annual General Meeting 2027	2027-05-27
Q2 Interim Report 2027	2027-07-16
Q3 Interim Report 2027	2027-10-22

Certified Adviser

Redeye Nordic Growth AB is the Certified Adviser of Safeture.



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Income Statement

KSEK	2026-07-01 2026-09-30	2025-07-01 2025-09-30	2026-01-01 2026-09-30	2025-01-01 2025-09-30
Operating Revenue	15 601	14 123	45 836	42 664
Own work capitalised	1 848	1 819	5 665	6 760
Other operating revenue	393	252	1 280	805
Total Revenue	17 842	16 194	52 781	50 229
Operating Expenses	-14 729	-13 286	-44 379	-42 656
Other operating expenses	-137	-441	-595	-1 782
Depreciation	-1 887	-2 223	-5 590	-5 791
Total Expenses	-16 752	-15 950	-50 564	-50 229
Operating Result	+1 090	+244	+2 218	-1
Net financial items	118	129	369	387
Result after financial items	+1 208	+374	+2 587	+386
Tax	0	0	0	0
Result after tax	+1 208	+374	+2 587	+386



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Balance Sheet

Assets			Equity & Liabilities		
KSEK	2026-09-30	2025-12-31	KSEK	2026-09-30	2025-12-31
Fixed Assets			Restricted Equity		
Intangible Assets	20 215	20 354	Share Capital	3 143	3 143
			Fund for Dev. cost	20 151	20 283
Fixed Assets	20 215	20 354	Non-restricted Equity		
			Share Premium	189 942	189 942
			Retained Earnings	-183 986	-184 904
			Result for the period	2 587	785
Current Assets			Equity	31 837	29 250
Short-term Receivables	10 938	5 569			
Cash & Bank	30 345	31 058	Short-term Liabilities	29 662	27 729
Current Assets	41 284	36 627	Long-term Liabilities	0	0
Assets	61 499	56 980	Equity & Liabilities	61 499	56 980



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Cash flow

KSEK	2026-01-01 2026-09-30	2025-01-01 2025-09-30
Operating Result	2 218	-1
Adjustment for Depreciation & Other items	5 590	5 791
Interest Received /Paid	369	387
Cash flow from Operating Activities before changes in Working Capital	8 177	6 177
Cash flow from changes in Working Capital	-3 438	6 200
Cash flow from Operating Activities	4 739	12 378
Cash flow from Investing Activities	-5 451	-6 749
Cash flow from Financing Activities	0	68
Cash flow of the period	-712	5 696
Cash at the beginning of the period	31 058	23 786
Cash at the end of the period	30 345	29 482



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Changes in Equity

KSEK	Share Capital	Fund for development costs	Share Premium	Ret. Earnings incl. Result for the period	Total Equity
2025-01-01	3 132	18 095	189 085	-181 916	28 397
Issue of new share options	11		56		68
Reposting		1 446		-1 446	0
Revaluation				1	1
Result after financial items for the period				386	386
2025-09-30	3 143	19 541	189 142	-182 975	28 851
2026-01-01	3 143	20 283	189 942	-184 119	29 250
Reposting		-132		133	0
Result after financial items for the period				2 587	2 587
2026-09-30	3 143	20 151	189 942	-181 399	31 837



Safeture

Data per Share

	2026-07-01 2026-09-30	2025-07-01 2025-09-30	2026-01-01 2026-09-30
Number of shares before dilution (at period end)	39 289 392	39 289 392	39 289 392
Number of shares after dilution* (at period end)	39 289 392	39 289 392	39 289 392
Average number of shares before dilution	39 289 392	39 289 392	39 289 392
Average number of shares after dilution*	39 289 392	39 289 392	39 289 392
Number of shares at period end	39 289 392	39 289 392	39 289 392
Earnings per share before dilution (calculated on average number of shares)	0,03	0,01	0,07
Earnings per share after dilution* (calculated on average number of shares)	0,03	0,01	0,07

* The dilution effect is calculated based on all outstanding warrants that were in the money as of the balance sheet date, Sept 30th 2026, i.e. where the exercise price was below the closing share price.



Definitions and Key Metrics

Operating Revenue

Revenue related to the core business activities of our company, i.e. earnings from selling the Safeture core platform.

Other operating revenue

Revenue related to the non-core business activities such as positive FX revaluations and rent from property.

Recurring (Operating) Revenue

The portion of operating revenue that is expected to continue in the future.

Recurring (operating) Revenue %

The recurring revenue share of total operating revenue.

Annual Recurring Revenue (ARR)

The recurring operating revenue expected for the coming 12 months, including contracted orders affecting coming quarters.

Revenue growth

The difference in revenue between two periods in relation to revenue for the earlier period.

Revenue growth at Constant Exchange Rates

The difference in revenue between two periods in relation to revenue for the earlier period, adjusted for the average and weighted foreign exchange rate development. Approximately 94% of our revenue is exposed to foreign currencies, whereof majority is in EUR, USD and GBP.

Quarterly Churn %

Percentage of recurring revenue related to both cancellations (Logo churn) and downgrading (Revenue churn) within the quarter in relation to Annual Recurring Revenue (ARR).

Net Revenue Retention (NRR)

The percentage of recurring revenue retained from existing customers over a given time, including upgrades, downgrades, and cancellations.

Gross Margin

Revenue generated minus the cost to run the platform.

Gross Margin %

Gross Margin in relation to Operating Revenue.



Definitions and Key Metrics

Other operating expenses

Expenses related to non-core business activities such as negative FX revaluations and or asset disposals.

Operating Result

Earnings before Interest and Tax = EBIT.

Net Financial items

Interest earnings from cash at the bank and interest expenses on borrowing or payables.

Result after financial items

Operating Result plus Net Financial items.



Submission of Interim Report

The Board of Directors, through the Chief Executive Officer, certify that the Interim Report provides a true and fair view of the company's business, financial position, and performance and describes material risks and uncertainties, to which the company is exposed.

Lund - October 22nd, 2026

Flemming Breinholt (Chairman of the Board)

Sofia Kinberg

Pontus Kristiansson

Thomas Wandahl

Catharina Skommevik

Magnus Hultman (CEO)

Link to all financial reports:

<https://investor.safeture.com/financial-reports-presentations/>

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