

# **BoMill AB**

# Summary of the first quarter (Q1) 2023

BoMill AB, organization number 556556-4332

#### Net sales and income for the first quarter (January – March 2023)

- Net sales amounted to KSEK 55 (KSEK 452).
- Net income after financial items amounted to KSEK –5 681 (KSEK –5 286).
- Net income per net weighted average share amounted to SEK -0,12 (SEK -0,34).
- Cash flow during the first quarter amounted to KSEK –7 512 (KSEK –4 738).
- As of March 31, 2023, cash and cash equivalents in the Company amounted to KSEK 7 132 (KSEK 9 804).

#### Highlights during the first quarter

- From January 1, Cajsa Kapoor assumed the position of CFO
- On January 26, BoMill InSight™ was launched following successful industrial field test phase
- On March 1, Susana Morales was appointed Head of Sales
- On March 6, the Board of directors proposed a new share issue with preferential rights amounting to MSEK 21,9
- On March 6, there was a call for an extraordinary general meeting on April 6 with decisions regarding the proposed new share issue

#### Highlights after the end of the period

• On April 6, in accordance with the proposals from the Board of Directors, the extraordinary general meeting approved a reduction of the share equity to 9 305 814 SEK, new Articles of Association and a share issue of 21,9 MSEK with preferential rights. The subscription period starts April 19 and ends May 3. Trade in subscriptions rights will be made during April 19 and April 27.



# CEO COMMENT

# ON THE WAY TO GROWTH FOLLOWING LAUNCH OF BOMILL INSIGHT™

"The launch of BoMill InSight™ is a fantastic milestone for the company. The feedback received from key players in the grain industry has been extremely positive. Now we are looking forward to materializing this interest."



## Promising launch of BoMill InSight<sup>™</sup>

After the successful completion of its field test phase at the end of 2022, our new individual grain sorting equipment BoMill InSight<sup>™</sup> was officially launched in January this year. The feedback we received during the quarter from our prospect customers and commercial partners is very positive. The new modular design and high capacity of the equipment allow new projects and applications that would not have been considered with our previous technological platform. In conjunction with the launch, this quarter has been crucial to work on the assembling of the first two machines, which will be delivered and installed during the second quarter, at our customers GL. BUURHOLT in Denmark and GOODMILLS in Germany.

## Exploring potential in Americas

North and Latin America are seen as key markets for our technology. Over the last past few months, we have intensified our activities in these regions, visiting large grain producers and processors in different countries, including Argentina, Brazil, Mexico, and Uruguay. We are also further involving our partner, Bratney, in the US. BoMill InSight<sup>™</sup> will be showcased to the American flour milling industry at the leading event, IAOM (International Association of Operative Millers) Annual Conference and Expo, taking place on April 17-21. Other marketing activities, such as



product demonstrations, are also planned for the coming months, in collaboration with our partner.

#### Welcoming new colleagues

During the first quarter, two new employees joined our team. Cajsa Kapoor started on January I, as our new Chief Financial Officer (CFO). Cajsa knew already very well our company and the team through her previous assignment, and this has made the transition easy, in particular at a crucial time of a proposed share issue. On the commercial side, Susana Morales started March I as Head of Sales. Susana will drive BoMill´s sales activities and will be crucial to accelerate the company's revenue in conjunction with the launch of BoMill InSight.

#### New share issue to scale up commercialization

In March 2023, a new share issue of 21,9 MSEK was proposed to support the continuous operations of the company and scale up the commercialization of BoMill InSight<sup>™</sup>. Considering the positive signals that we get from the North and Latin American markets with the launch of our new equipment, this share issue will allow us to intensify our marketing and sales activities in this part of the world while further supporting our activities in Europe.

#### Moving forward

Looking ahead, we are excited to see our first two BoMill InSight<sup>™</sup> installed during the next quarter and will continue supporting our customers to ensure our technology brings the most value to their business. Following our business plan, now with BoMill InSight<sup>™</sup> available, our focus is to scale up commercialization and generate growth from our targeted markets in malting, flour milling, and commercial seed cleaning. The feedback and ongoing discussions with key players in those markets make us convinced that we are doing the right things to build a strong future for the company.

Andreas Jeppsson, CEO



# ABOUT BOMILL AB

BoMill develops and sells advanced sorting equipment for the grain and food industries. Its proprietary patented technology allows accurate grain sorting at an industrial scale, based on the internal properties of each individual kernel. In that way, every viable grain can be used for what it is best suited for. While reducing the waste of valuable resources, BoMill's single kernel sorting method also helps the food industry maximize the use and value of grain in a way that was not possible before.

## VISION

BoMill's vision is to become the world's leading provider and partner for commercial scale sorting solutions, based on the composition and structure of each individual kernel.

## MISSION

BoMill's mission is to improve food safety by removing toxic kernels from a grain lot and increasing food security by sorting according to quality parameters such as protein content.



# CHALLENGES IN THE GRAIN INDUSTRY

Today grain is the world's second most traded commodity, after oil and a critical staple food – facing a global challenge.

With a growing global population, there is a huge demand to maximize food volume, quality and yields from existing land. Factors such as climate change, the



prevalence of toxins, poor production conditions and geopolitical uncertainty increase the risk of food shortage, through fluctuations in crop volumes and quality. This may result in a deterioration of the global food supply in the future.

Additional challenges such as stricter regulations related to grain handling and consumers' demand for sustainable food products are creating changing conditions for the food industry.

The grain value chain must find new ways to maximize the value of harvests. BoMill's offering brings a unique opportunity to optimize processes and create value for the various stakeholders in the food chain.

# A SUSTAINABLE SOLUTION

Being organic materials, individual kernels of a grain load can have very different internal compositions. Traditional methods give an average quality for the load, based on a few samples, but do not consider variations within that load. Some of the grains produced today can thus be wasted or misused when processed.

BoMill's sorting system is a sustainable solution, taking advantage of quality variations to maximize the use of grain for the right type of food production, which means that each grain batch can find its appropriate place in the value chain and can be used for what it is most suitable for

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# PRODUCT OFFERING

BoMill's grain sorting technology has so far resulted in two commercial products, IQ for grain samples and TriQ for use on a smaller commercial scale. In 2023, the new sorting equipment BoMill InSight<sup>™</sup> was launched for commercial sorting up to 15 tons per hour.

# **BUSINESS MODEL**

BoMill generates revenue through B2B sales and offers the grain industry sorting equipment that can be integrated into either existing sorting facilities or mobile



units. BoMill has its own sales organization for the markets in Europe as well as distributors in the markets in North and South America. The company's business model is initially implemented through a feasibility study, leading to a sales agreement. In the aftermarket, BoMill offers service and maintenance of sold equipment.

# TECHNOLOGY AND PATENT

## A smart and unique technology

BoMill's technology for sorting grain is based on near-infrared technology in transmittance mode, or "NIR / T, near-infrared light analysis". Unlike today's optical sorting equipment, which only performs a visual analysis by assessing the surface area and shape of kernels, BoMill's equipment can analyze and sort each kernel based on its structural and chemical composition. This means an opportunity to create homogeneous fractions of grain that enable process optimization for food production.

## An active patent strategy

BoMill has a structured patent strategy in place and continuously submits new patent applications in markets around the world to develop a strong market position and competitive advantage.

The company currently has a large number of registered patents strategically spread around the world and ongoing patent applications.





# FINANCIAL OVERVIEW

## Results and financial position January – March 2023

Net sales during the first quarter amounted to KSEK 55 (KSEK 452). Other operating income during the first quarter amounted to KSEK 37 (KSEK 304). Capitalized income amounted to KSEK 309 (KSEK 161) during the period.

Net income after financial items during the first quarter amounted to KSEK -5 681 (KSEK -5 286), while net income per share amounted to SEK -0,12 (SEK -0,34).

Cash flow during the first quarter amounted to KSEK -7 512 (KSEK -4 738). At the end of March, BoMill had a cash position of KSEK 7 132 (KSEK 9 804).

The equity / assets ratio, calculated as equity's share of total assets, amounted to 69% (84%).

#### Investments

During the period, investments in intangible assets (patents) amounted to KSEK 549 (KSEK 283), and investments in tangible assets amounted to KSEK 36 (KSEK 33).

## Staff and organization

As of March 31, 2023, BoMill had 11 employees (11).

## The share

There is one class of shares in BoMill. The share was listed at Nasdaq First North Growth Market on October 20, 2020, under the ticker "BOMILL.

As of March 31, 2023, the number of shares in the Company amounted to 46 529 070 (15 509 960).



## Shareholders

The table below presents major shareholders in BoMill as per December 31, 2022

| Name                          | Shares     | Votes   |
|-------------------------------|------------|---------|
| Nordnet Pensionsförsäkring AB | 5 741 317  | 12,34%  |
| Henrik Hedlund                | 5 404 494  | 11,62%  |
| Sven Mattsson                 | 3 769 464  | 8,10%   |
| Theodor Jeansson              | 3 358 195  | 7,22%   |
| Ponderus Invest AB            | 2 986 843  | 6,42%   |
| Mosiki Svenska AB             | 2 693 994  | 5,79%   |
| Capagro SAS                   | 2 384 732  | 5,13%   |
| Largest shareholders          | 26 339 039 | 56,61%  |
| Others                        | 20 190 031 | 43,39%  |
| TOTAL                         | 46 529 070 | 100,00% |

## Net result per weighted average share 2022-2023

| Period                     | Q1 2023    | Q1 2023 Q1 2022 |            | 2021       |
|----------------------------|------------|-----------------|------------|------------|
| Weighted average of shares | 46 529 070 | 15 509 410      | 33 611 410 | 13 174 580 |
| Net result/share (SEK)     | -0,12      | -0,34           | -0,75      | -1,72      |

## Related party transactions during January-March 2023

No related party transactions have taken place during the period

## **Certified Adviser**

Svensk Kapitalmarknadsgranskning AB is appointed the Company's Certified Adviser.

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## Principles for the preparation of the quarterly report

This report has been established in accordance with Swedish Annual Accounts Act and BFNAR 2012:1 (K3). The same accounting policies and calculation methods have been applied for the Company as in the 2022 Annual Report.



## Information about risks and uncertainties

BoMill's business is exposed to several risks, including both operational and financial risks. The operational risks mainly comprise uncertainty concerning product development, supplier agreements, product liability and distribution. For a more detailed description of the risks and uncertainties to which BoMill is exposed, see the risk analysis in the 2022 memorandum, available on BoMill's website:

www.bomill.com/files/Share\_issue\_2022/BoMill\_AB-Memorandum\_share\_issue\_2022.pdf

#### Auditor's review

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

## Financial calendar

- AGM, May 11, 2023
- Q2 report, August 24, 2023
- Q3 report, November 17, 2023
- Year-end report, February 15, 2024

## **Company information**

BoMill AB (publ), organizational number 556556-4332, is a public company based in Malmö.

#### Contact person for further information

If you have any questions, please contact Andreas Jeppsson, CEO. E-mail: andreas.jeppsson@bomill.com Phone: +46 72 700 11 82





# INCOME STATEMENT

| KSEK  | 2023-01-01<br>2023-03-31 | 2022-01-01<br>2022-03-31 | 2022-01-01<br>2022-12-31 |
|---|--------------------------|--------------------------|--------------------------|
| Income  |                          |                          |                          |
| Net sales   | 55                       | 452                      | 560                      |
| Activated work for own account  | 309                      | 161                      | 1 4 4 3                  |
| Other operating income  | 37                       | 304                      | 390                      |
| Total Income  | 401                      | 916                      | 2 392                    |
| Operating expenses  |                          |                          |                          |
| Raw materials and consumables   | -55                      | -245                     | -2 669                   |
| Other external expenses   | -2 477                   | -2 229                   | -9 947                   |
| Staff costs   | -3 082                   | -3 179                   | -12 600                  |
| Depreciation and write-downs of<br>tangible and intangible fixed assets | -430                     | -546                     | -2 234                   |
| Other operating expenses  | -36                      | -13                      | -221                     |
| Total operating expenses  | -6 080                   | -6 212                   | -27 671                  |
| Operating profit/loss   | -5 680                   | -5 296                   | -25 278                  |
| Income from financial items   |                          |                          |                          |
| Income from other securities and receivables that are fixed assets      | 9                        | 9                        | 27                       |
| Interest expenses and similar items                                     | -11                      | 0                        | 0                        |
|   | -2                       | 9                        | 27                       |
| Income after financial items  | -5 681                   | -5 286                   | -25 251                  |
| Income for the period   | -5 681                   | -5 286                   | -25 251                  |





# BALANCE SHEET

| KSEK  |            |            |            |
|---|------------|------------|------------|
|   | 2023-03-31 | 2022-03-31 | 2022-12-31 |
| ASSETS  |            |            |            |
| FIXED ASSETS  |            |            |            |
| Intangible fixed assets                                 |            |            |            |
| Balanced expenses for development work and similar work | 4 339      | 4 055      | 4 264      |
| Patents and intellectual rights                         | 1 880      | 1 258      | 1 779      |
|   | 6 219      | 5 313      | 6 043      |
| Tangible fixed assets                                   |            |            |            |
| Invested costs in other property                        | 1 448      | 1 405      | 1 475      |
| Equipment, tools and installations                      | 276        | 510        | 271        |
|   | 1 724      | 1 915      | 1745       |
| Financial assets  |            |            |            |
| Shares in group companies                               | 8          | 8          | 8          |
| Receivables from group companies                        | 87         | 69         | 78         |
|   | 96         | 77         | 86         |
| Total fixed assets                                      | 8 039      | 7 305      | 7 875      |
| CURRENT ASSETS  |            |            |            |
| Inventories   |            |            |            |
| Raw materials   | 911        | 420        | 757        |
| Commercial goods  | 0          | 1 315      | 0          |
| Work in progress  | 772        | 0          | 0          |
|   | 1 683      | 1 735      | 757        |
| Receivables   |            |            |            |
| Accounts receivables                                    | 0          | 463        | 20         |
| Tax receivables   | 964        | 831        | 253        |
| Other receivables                                       | 88         | 141        | 453        |
| Prepaid expenses and accrued income                     | 1 313      | 713        | 726        |
|   | 2 365      | 2 147      | 1 452      |
| Cash and bank   |            |            |            |
| Cash and bank   | 7 132      | 9 804      | 14 644     |
| Total cash and bank                                     | 7 132      | 9 804      | 14 644     |
| Total current assets                                    | 11 179     | 13 686     | 16 853     |
| TOTAL ASSETS  | 19 218     | 20 991     | 24 728     |



# BALANCE SHEET

| KSEK                                 |            |            |            |
|--------------------------------------|------------|------------|------------|
|                                      | 2023-03-31 | 2022-03-31 | 2022-12-31 |
| EQUITY AND LIABILITIES               |            |            |            |
| EQUITY                               |            |            |            |
| Restricted equity                    |            |            |            |
| Share capital                        | 23 265     | 15 510     | 23 265     |
| Reserve fund                         | 20         | 20         | 20         |
| Development expenditure fund         | 4 339      | 4 055      | 4 264      |
|                                      | 27 623     | 19 585     | 27 549     |
| Non-restricted equity                |            |            |            |
| Capital surplus                      | 157 864    | 152 051    | 157 864    |
| Accumulated profit or loss           | -166 572   | -148 792   | -141 246   |
| Profit/loss for the year             | -5 681     | -5 286     | -25 251    |
|                                      | -14 389    | -2 027     | -8 633     |
| Total equity                         | 13 234     | 17 558     | 18 915     |
| LIABILITIES                          |            |            |            |
| Current liabilities                  |            |            |            |
| Pre-payments customer                | 2 042      | 0          | 1 659      |
| Accounts payable                     | 1 759      | 1 520      | 2 318      |
| Tax payable                          | 228        | 232        | 228        |
| Other payables                       | 481        | 429        | 383        |
| Accrued expenses and deferred income | 1 474      | 1 253      | 1 224      |
| Total current liabilities            | 5 984      | 3 434      | 5 812      |
| TOTAL EQUITY AND LIABILITIES         | 19 218     | 20 991     | 24 728     |



# CHANGE IN EQUITY

| JANUARY 1, 2023 – MARCH 31, 2023          | Restricted equity |                 | Unrestricted equity              |                          | Total                           |              |
|---|-------------------|-----------------|----------------------------------|--------------------------|---------------------------------|--------------|
| KSEK                                      | Share<br>capital  | Reserve<br>fund | Fund for<br>development<br>costs | Share<br>premium<br>fund | Other<br>unrestricted<br>equity | Total equity |
| Equity 2023-01-01                         | 23 265            | 20              | 4 264                            | 157 864                  | -166 497                        | 18 915       |
| The result of the period                  |                   |                 |                                  |                          | -5 681                          | -5 681       |
| Capitalization of development costs       |                   |                 | 309                              |                          | -309                            | 0            |
| Depreciation resolution during the period |                   |                 | -235                             |                          | 235                             | 0            |
| Equity at the end of the period           | 23 265            | 20              | 4 339                            | 157 864                  | -172 253                        | 13 234       |

| JANUARY 1, 2022 – MARCH 31, 2022          | Restricted equity |                 | Unrestricted equity              |                          | Total                           |              |
|---|-------------------|-----------------|----------------------------------|--------------------------|---------------------------------|--------------|
| KSEK                                      | Share<br>capital  | Reserve<br>fund | Fund for<br>development<br>costs | Share<br>premium<br>fund | Other<br>unrestricted<br>equity | Total equity |
| Equity 2022-01-01                         | 15 510            | 20              | 4 252                            | 152 051                  | -148 989                        | 22 844       |
| The result of the period                  |                   |                 |                                  |                          | -5 286                          | -5 286       |
| Capitalization of development costs       |                   |                 | 161                              |                          | -161                            | 0            |
| Depreciation resolution during the period |                   |                 | -357                             |                          | 357                             | 0            |
| Equity at the end of the period           | 15 510            | 20              | 4 055                            | 152 051                  | -154 078                        | 17 558       |

| JANUARY 1, 2022 – DECEMBER 31, 2022     | Re               | stricted e      | quity                            | Unrestric                | ted equity                      | Total        |
|---|------------------|-----------------|----------------------------------|--------------------------|---------------------------------|--------------|
| KSEK                                    | Share<br>capital | Reserve<br>fund | Fund for<br>development<br>costs | Share<br>premium<br>fund | Other<br>unrestricted<br>equity | Total equity |
| Equity 2022-01-01                       | 15 510           | 20              | 4 252                            | 152 051                  | -148 989                        | 22 844       |
| The result of the year                  |                  |                 |                                  |                          | -25 251                         | -25 251      |
| Capitalization of development costs     |                  |                 | 1 4 4 3                          |                          | -1 443                          | 0            |
| Depreciation resolution during the year |                  |                 | -1 431                           |                          | 1 431                           | 0            |
| Reduction of share capital              | -7 755           |                 |                                  |                          | 7 755                           | 0            |
| Share issue                             | 15 510           |                 |                                  | 7 755                    |                                 | 23 265       |
| Costs related to share issue            |                  |                 |                                  | -1941                    |                                 | -1 941       |
| Equity at year-end 2022                 | 23 265           | 20              | 4 264                            | 157 864                  | -166 497                        | 18 915       |



# CASH FLOW STATEMENT

| KSEK  | 2023-01-01<br>2023-03-31 | 2022-01-01<br>2022-03-31 | 2022-01-01<br>2022-12-31 |
|---|--------------------------|--------------------------|--------------------------|
| Operating activities                                  |                          |                          |                          |
| Income after financial items                          | -5 681                   | -5 286                   | -25 251                  |
| Adjustments for items not included in cash flow etc.  | 421                      | 536                      | 3 709                    |
| Cash flow from operating activities                   | -5 261                   | -4 750                   | -21 542                  |
| Cash flow from changes in<br>working capital          |                          |                          |                          |
| Increase (-)/decrease (+) in<br>inventory             | -925                     | -134                     | -471                     |
| Increase (-)/decrease (+) in<br>operating receivables | -913                     | -116                     | 580                      |
| Increase (+)/decrease (+) in<br>operating liabilities | 172                      | 577                      | 2 956                    |
| Cash flow from operating activities                   | -6 928                   | -4 422                   | -18 477                  |
| Investing activities                                  |                          |                          |                          |
| Acquisition of intangible fixed assets                | -549                     | -283                     | -2 460                   |
| Acquisition of property, plant,<br>and equipment      | -36                      | -33                      | -284                     |
| Cash flow from investing activities                   | -584                     | -316                     | -2 744                   |
| Financing activities                                  |                          |                          |                          |
| Issue of shares                                       | 0                        | 0                        | 21 323                   |
| Issue of warrants                                     | 0                        | 0                        | 0                        |
| Amortization of loans                                 | 0                        | 0                        | 0                        |
| Cash flow from financing activities                   | 0                        | 0                        | 21 323                   |
| Cash flow for the period                              | -7 512                   | -4 738                   | 102                      |
| Cash at the beginning of the<br>period                | 14 644                   | 14 542                   | 14 542                   |
| Cash at the end of the period                         | 7 132                    | 9 804                    | 14 644                   |





# **BOARD DECLARATION**

The Board of Directors and the CEO certify that these consolidated financial statements and the January – March report of 2023 have been prepared in accordance with Swedish Accounts Legislation and BFNAR 2012:1 (K3) and give a fair view of the Company's financial position and results of operations.

Malmö, April 12, 2023

Board of Directors



