

heliospectra

Heliospectra AB (publ)

Interim Management Statement January-March 2016

Heliospectra AB (publ)
Company No. 556695-2205
Box 5401
SE-402 29 Gothenburg
Phone: +46 (0)31 - 40 67 10
www.heliospectra.com

Heliospectra AB (publ)
Interim Management Statement January – March 2016

CEO's comments:
Dear Shareholders,

The positive trend continues and net turnover increased to SEK 4.7 million in Q1-2016 compared to SEK 2.1 million in Q1-2015. As mentioned in the Year End Report for 2015, we increased the turnover from SEK 3.1 million to SEK 13.7 million (340%) from 2014 to 2015. For us, sales are usually more intense in the second half of the year.

Typically, we have one or two large orders per quarter and a number of smaller orders. We are usually in direct contact with major customers, in particular in periods when they test our products. We also use existing customers as references for new clients, so that they can discuss on a grower-to-grower basis as well as visit our reference installations. We recently organised a visit to our customer "The Grove", who purchased products for SEK 5.7 million in 2015, where thirty or so new potential customers were able to participate www.hortidaily.com/article/25476/US-Touring-The-Groves-MMJ-facility Our customers operate in a rapidly expanding industry, which means there is potential for us to grow with them.

Satisfied customers and references are extremely important in our industry. Therefore, we provide them with advice and information on how best to achieve results with our products. In the future, we may be able to charge for the information and the support we provide both before and after sales.

It is encouraging that we are receiving increasing numbers of orders both directly via our own website as well as via our distributors, such as e.g. GrowersHouse in the US. We are still getting many inquiries and orders via email, in particular from universities and ag tech companies, which have sometimes been worth several hundreds of thousands of SEK and led to even larger orders. We are also seeing a clear trend that researchers are increasingly including equipment from Heliospectra already at the stage of applying for research grants.

All our three markets in research/ag tech, greenhouse and medical cannabis are experiencing strong growth and changing with new technology. Heliospectra is an active participant in this process and participates in the most important fairs and conferences such as the ones referred to below.

MMJ Annual Marijuana Business Conference and Expo
Orlando, May 9-11
Visit us in booth **#816**



8th International Symposium on Light in Horticulture
Michigan, May 22-26



Greentech, Amsterdam
Amsterdam, June 14-16
Visit us in booth #11.500 & 411F



In Michigan at http://www.lightsym16.com/, Heliospectra's innovative and patented biofeedback system is presented by our staff, together with collaborators from Chalmers University of Technology. This project is partly financed by Mistra, and Heliospectra owns all of the results.

We are building an international industrial company by combining the latest in hardware and software with biology. As a consequence of population growth, urbanisation, global warming and demand in relation to organic/healthy cultivation, the future of food security will face new challenges. At Heliospectra we are proud to be able to participate and deliver effective solutions that mead the needs of rapidly expanding markets.

Staffan Hillberg, CEO
Heliospectra AB

Important events

January-March

- Redeye launches a company analysis of Heliospectra with the title "LED Lightning Strikes Growers"
- Heliospectra (publ) receives a grant of SEK 500,000 to develop energy and water efficient cultivation of plants in the Middle East.
- Heliospectra carries out high-level recruitment of leading industry manager in the USA, Caroline N Wells
- Heliospectra wins big order worth SEK 2.2 million from cultivators in Washington State
- Heliospectra wins new order in Canada worth SEK 650,000

Financial Report January – March

Turnover and profit/loss

Net turnover was KSEK 4,753 (2,126) Operating profit/loss was KSEK -9,362 (-6,066), involving a negative operating margin (neg). Profit/loss after tax was, SEK-9,403 (-6,149) or SEK -1 (0) per share.

Cash flow

Operating cash flow was KSEK -10,634 (-8,990). Total cash flow was KSEK -11,734 (8,307).

Significant risks and uncertainties

For a comprehensive, though not exhaustive summary of risks, please refer to Heliospectra's prospectus April/May 2014, pages 9–12,http://ir.heliospectra.com/aktien/prospekt and the Annual Report 2014, pages 19-20, http://ir.heliospectra.com/finansiella-rapporter/

Events after the period

- Scandinavian algae producer chooses Heliospectra LX60 LED-lighting, order valued at SEK 1.4 million
- Heliospectra announces water-cooled LED lamp for commercial use - first application will be in space

Future prospects

The company is now starting to reap the rewards of the extensive sales campaign which began at the launch of The LX60 series The sales work will be intensified further. The board does not present a qualified forecast for 2016 but overall, the company is well positioned for accelerated sales as well as deliveries.

Upcoming reporting dates

• Annual General meeting	14/06/2016
• Half-year report January–June	26/08/2016
• Interim management statement January–September	28/10/2016
• Year End Report 2016	24/02/2017

Gothenburg, 29 April 2016,

Staffan Hillberg, CEO
Heliospectra AB

Consolidated profit and loss account *Amounts in thousands of kronor (SEK)*	2016 Jan-March	2015 Jan-March	2015 Jan-Dec
Net turnover	4,753	2,126	13,686
Other operating income	483	934	2,244
	5,236	**3,060**	**15,930**
Operating expenses			
Commodities	-3,375	-1,508	-12,109
Other external costs	-6,228	-3,744	-19,856
Staffing costs	-3,935	-2,952	-12,438
Depreciation and amortisation	-1,060	-922	-3,887
Earnings before interest and taxes	**-9,362**	**-6,066**	**-32,360**
Operating margin	**neg**	**neg**	**neg**
Total financial items	-41	-83	-1,594
Profit/loss before tax	**-9,403**	**-6,149**	**-33,954**
Tax			
Profit/loss after tax	**-9,403**	**-6,149**	**-33,954**

Consolidated cash flow analysis *Amounts in thousands of kronor (SEK)*	2016 Jan-March	2015 Jan-March	2015 Jan-Dec
Cash flow before changes in operating capital	-8,343	-5,227	-30,067
Changes in operating capital	-2,291	-3,763	-809
Consolidated cash flow	-10,634	-8,990	-30,876
Cash flow from investment activities	-1,050	-703	-4,103
Cash flow from financing activities	-50	18,000	47,700
Cash flow for the period	**-11,734**	**8,307**	**12,721**
Cash and cash equivalents at beginning of period	**18,848**	**6,127**	**6,127**
Cash and cash equivalents at end of period	**7,114**	**14,434**	**18,848**

Ratios	2016 Jan-March	2015 Jan-March	2015 Jan-Dec
Turnover per share, SEK	0.3	0.2	0.9
Profit/loss per share after tax, SEK	-1	0	-2
Operating margin, %	neg	neg	neg
EBITDA, KSEK	-8,302	-5,144	-28,473
EBITDA margin, %	neg	neg	neg

Consolidated balance sheet *Amounts in thousands of kronor (SEK)*	31/03/2016	31/03/2015	31/12/2015
Assets			
Intangible assets	16,106	15,081	16,083
Tangible assets	1,622	1,805	1,239
Financial assets	0	0	0
Total fixed assets	17,728	16,886	17,322
Stock held	6,282	5,084	6,846
Current receivables	7,352	4,738	6,930
Cash and bank	7,114	14,434	18,848
Total current assets	20,748	24,256	32,624
Total assets	**38,476**	**41,142**	**49,946**
Equity and liabilities			
Equity	19,068	9,950	28,147
Long-term liabilities	12,455	27,728	11,400
Short-term liabilities	6,953	3,464	10,399
Total equity and liabilities	**38,476**	**41,142**	**49,946**

Changes in consolidated equity *Amounts in thousands of kronor (SEK)*	2016 Jan-March	2015 Jan-March	2015 Jan-Dec
Opening equity	28,471	16,099	16,099
Net profit for period after tax	-9,403	-6,149	-33,954
New share issue	0	0	483
Share Premium Reserve	0	0	45,519
Closing equity	**19,068**	**9,950**	**28,147**

Ratios	31/03/2016	31/03/2015	31/12/2015
Number of shares, thousands	18,622	13,791	18,622
Equity/share, SEK	1	1	2
Solidity	50%	24%	56%
Liquidity	208%	553%	248%

Accounting principles and notes

This interim management statement has been prepared in accordance with NASDAQ OMX Stockholm's "Guidelines for preparing interim management statements". The accounting principles are unchanged from those applied in the annual report for 2014 and described in the annual report. All amounts are reported in thousands of Swedish kronor (SEK) unless otherwise stated.

Definitions

Turnover per share	Profit/loss per share after tax
Total turnover in relation to number of shares	Profit/loss after tax in relation to number of shares
Operating margin	EBITDA
Operating profit in relation to total turnover	Operating profit excl. depreciation and amortization
EBITDA margin	Equity/share
EBITDA in relation to total turnover	Equity in relation to number of shares
Solidity	Liquidity
Equity in relation to total assets	Current receivables plus cash and cash equivalents in relation to current liabilities

Certified Adviser

G&W Fondkommission
111 43 Stockholm

Heliospectra in brief

Heliospectra (publ - listed on NASDAQ OMX First North) was founded in 2006 and specializes in intelligent lighting technology for plant research and greenhouse cultivation. Heliospectra products are based on in-depth knowledge of plant physiology and photosynthesis together with a unique method of assimilating modern LED technology. After six years of development in Sweden, the company has now begun to expand on the international market. The company has raised approximately 21 MUSD in equity and has received over 2.6 MUSD through academic scholarships. Heliospectra has also received numerous awards for its forward thinking technology. For further information, please refer to Heliospectra's prospectus April/May 2014, http://ir.heliospectra.com/aktien/prospekt/ and the Annual Report 2014, http://ir.heliospectra.com/finansiella-rapporter/

This report has not been reviewed by the company's auditors.

For further information, please contact

CEO Staffan Hillberg, +46 (0)708-365944, staffan@heliospectra.com

Chairman Jan Tufvesson, +46 (0)706-442460, jan.tuf@telia.com

CFO Håkan Bengtsson, +46 (0)705-558902, hakan.bengtsson@heliospectra.com