

Annual Report

2023



ANNUAL REPORT



Key Events During the Financial Year

During the year, Crosskey continued its growth journey with both new business deals and an increased number of employees. In 2023, the number of full-time positions rose to 344, representing a net increase of 18 compared to the end of 2022.

During the year we have had a strong focus on delivering a new core banking system to POP Bank. The POP Bank Group is a Finnish financial group consisting of 21 cooperative member banks, Skadeförsäkring AB, the central credit institution Bonum Bank Plc, and the central institute Andelslaget POP Bankcentralen. POP Bank expects to implement the new banking system in 2025.

During the year, Crosskey also continued to deliver important components to the mortgage company Borgo. Both new system functionalities and transfers of existing mortgages to Borgo's system have been delivered very successfully by Crosskey.

In the capital markets area, the work to implement Crosskey's capital market system for Mangold Fondkommission was initiated and is expected to be completed in 2024.

OPERATIONAL REPORT FOR CROSSKEY BANKING SOLUTIONS AB LTD 2023

Within the payments area, major changes are taking place across Europe, particularly in Sweden. Crosskey continued its development for P27 in the beginning of the year, but this work had to be put on hold due to uncertainties regarding the continuation of the P27 collaboration.

Interest in Crosskey's solutions remains high, and several new customers were acquired during the year. As a provider of banking and credit card systems, Crosskey renewed its PCI-DSS certification for the eleventh consecutive year.

Outlook on Future Development

Crosskey operates in a highly competitive market with both local and international competitors. The fierce competition continued on the Nordic market in 2023; however, Crosskey succeeded in acquiring new customers.

Consequently, Crosskey's biggest challenges are to continue winning new customers and retaining existing ones. The trend, however, is clear: an increasing number of potential customers want to start a dialogue with Crosskey. This trend is seen as a result of increased awareness of Crosskey.

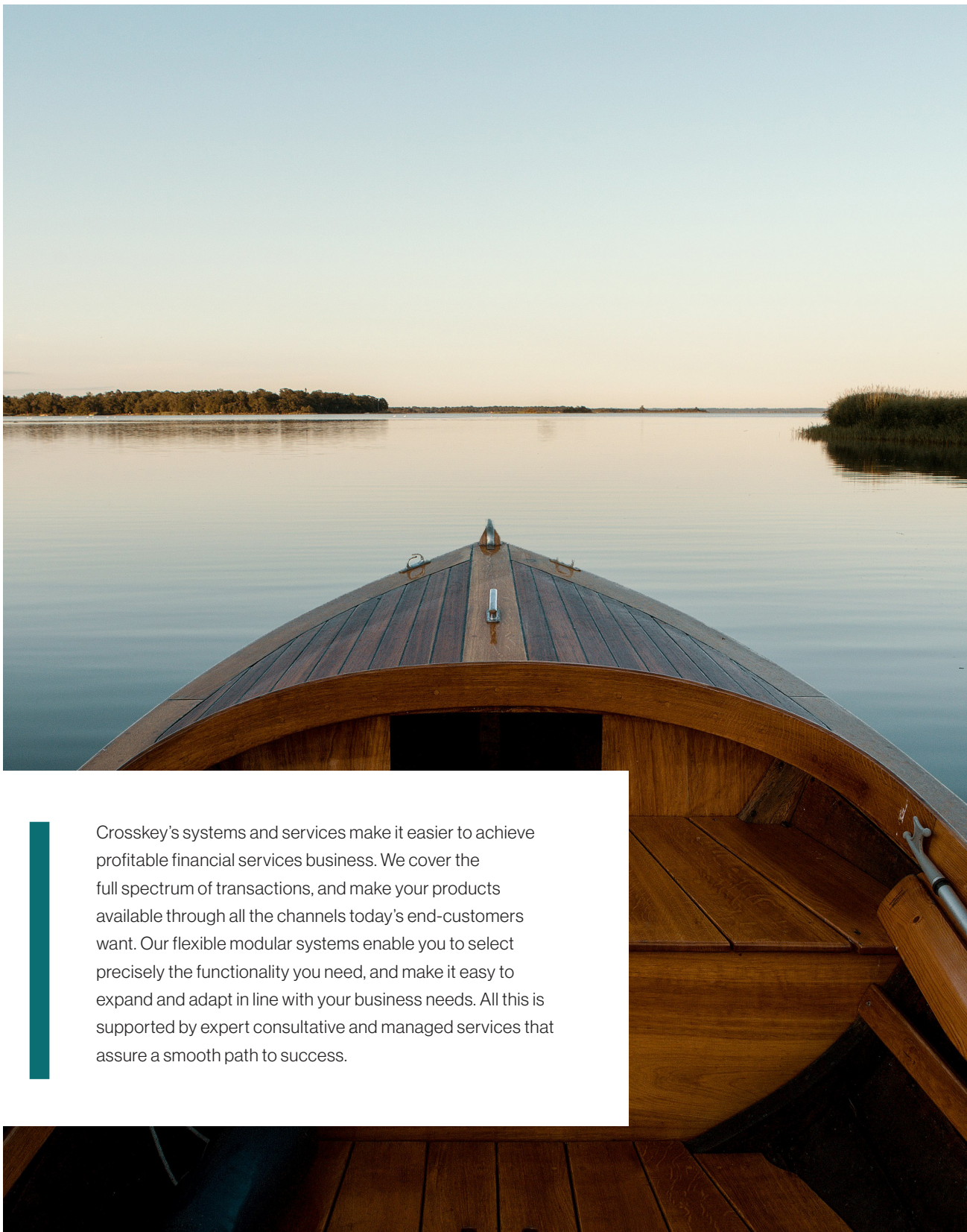
Crosskey considers its offering/brand to be strong and believes the company has established a position where it is considered a key player.

Crosskey will continue to focus on launching its systems in the Nordic region as its primary market.

Management expects revenue to increase in 2024 and profitability to improve compared to 2023, although profitability growth may not be as strong as revenue growth.

Niclas Södergård, CEO

ABOUT CROSSKEY



Crosskey's systems and services make it easier to achieve profitable financial services business. We cover the full spectrum of transactions, and make your products available through all the channels today's end-customers want. Our flexible modular systems enable you to select precisely the functionality you need, and make it easy to expand and adapt in line with your business needs. All this is supported by expert consultative and managed services that assure a smooth path to success.

CONSOLIDATED INCOME STATEMENT

CROSSKEY LTD.

EUR 000s	2023	2022
Sales	48 219	44 611
Other operating income	24	27
Total turnover	48 243	44 638
<u>Materials and services</u>		
Purchase of materials	-6 088	-5 519
Purchased services	-7 147	-7 938
Production for own use	3 077	2 394
Total materials and services	-10 158	-11 062
<u>Personnel costs</u>		
Salaries and other remuneration	-21 626	-19 564
<u>Payroll overheads</u>		
Pensions costs	-3 559	-3 352
Other payroll overheads	-1 604	-1 568
Total personnel costs	-26 789	-24 484
Depreciation	-4 047	-3 775
Total Depreciation and write-downs	-4 047	-3 775
Other operating expenses	-6 844	-6 126
Operating profit	405	-809
<u>Financial income and expenses</u>		
Other interest income and financial income	3	1
Interest and other financial expenses	-209	-301
Total financial income and expenses	-206	-300
Income before appropriations and taxes	199	-1 110
Extraordinary costs, group contribution	0	0
Profit before taxes	199	-1 110
Income tax	-116	73
Change in deferred tax	-21	96
Minority interest	-2	-1
PROFIT FOR FINANCIAL PERIOD	61	-941

CONSOLIDATED BALANCE SHEET

CROSSKEY LTD.

ASSETS	2023	2022
Fixed assets		
<u>Intangible assets</u>		
Intellectual property rights	6 637	6 134
Goodwill	3 163	3 685
Projects in progress	3 261	2 403
Total intangible assets	13 061	12 223
<u>Tangible assets</u>		
Machinery and inventories	3 113	2 787
Other assets	16	16
Total tangible assets	3 129	2 803
Total fixed assets	16 190	15 026
Fixed assets		
Current receivables	9 160	8 179
Cash and Bank	176	650
Total current assets	9 336	8 829
Total Assets	25 527	23 885
LIABILITIES	2023	2022
Equity	12 920	12 851
Other provisions	0	300
Minority interest	16	14
Total short-term liabilities	12 590	10 689
Total Liabilities	25 527	23 855

BOARD**PETER WIKLÖF**

CEO, Ålandsbanken

**LARS O ANDERSON**

Board member

**MAGNUS WEURLANDER**

Senior advisor

MANAGEMENT**NICLAS SÖDERGÅRD**

Managing director

**TOMMY GRÖNLUND**

Dep. Managing director

**MADELEINE LANG**Business Area Manager
Core & Credits**TOVE NISKALA-DAHLÉN**Strategic & Competence
HR Manager**HANNA MARA VIINIKAINEN**Business Area Manager
Payments & Cards**SEBASTIAN NUNEZ**Business Area Manager
Infrastructure & Operations**ANDREAS FREIMAN**Business Area Manager
Capital Markets**VILHELM ÖSTBERG**Business Area Manager
Channels

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