

INTERIM REPORT JAN - JUN 2022 - SLEEP CYCLE AB

STABLE GROWTH AND STRONG OPERATING MARGIN

The positive development from the start of the year continued in the second quarter. Net sales increased by 19.0%, equivalent to an increase of 16.1% adjusted for currency effects. The operating margin increased to 24.4% thanks to effective cost control and growth in revenue. The total number of users increased but was impacted by seasonal variations and price adjustments. As anticipated, new customer acquisition was only partially affected by the price adjustments, resulting in an overall higher sales value.

SIGNIFICANT EVENTS

- As part of Sleep Cycle's product investments, the company entered into a more in-depth collaboration with Mike Gradisar in April. With a teaching background at Flinders University in Australia, Mike is a globally recognized sleep scientist whose work is frequently cited. Mike will be taking on the role of Head of Sleep Science and leading Sleep Cycle's team of sleep experts.
- Analysis of coughs captured in Sleep Cycle's
 data analysis and comparison of these
 with Covid outbreaks in various locations
 around the world revealed clear correlations,
 indicating Covid outbreaks several weeks
 before they were officially recorded. This
 analysis demonstrates the power of Sleep
 Cycle's data and sets the stage for bringing
 out new products and features in the future.

 In late June, Sleep Cycle applied for a patent involving attribution of individual snores in situations where multiple people are sleeping in the same environment.

SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

- The first part of Sleep Cycle's new platform for sleep training was launched in early July.
 Several different sleep programs based on the user's individual needs and sleep patterns will be launched on the platform.
- Sleep Cycle established a partnership with US-based Gympass, one of the world's largest fitness and wellness platforms. The partnership gives Gympass members access to Sleep Cycle, which is Gympass' select partner for the health area of sleep.

GROUP KEY PERFORMACNE INDICATORS

| | Apr - | - Jun | Jan - | Jun | Jan – Dec |
|--|--------|---------|---------|--------|-----------|
| SEK (thousands) | 2022 | 2021 | 2022 | 2021 | 2021 |
| Net sales | 52,503 | 44,128 | 102,593 | 86,138 | 182,937 |
| Net sales growth (%) | 19.0% | 12.5% | 19.1% | 11.4% | 14.7% |
| Currency-adjusted net sales growth (%) | 16.1% | 20.3% | 18.6% | 17.3% | 21.6% |
| Operating profit | 12,793 | -11,414 | 25,536 | -6,729 | 10,325 |
| Operating margin (%) | 24.4% | -25.9% | 24.9% | -7.8% | 5.6% |
| Adjusted operating profit | 12,793 | 4,533 | 25,536 | 16,352 | 36,386 |
| Adjusted operating margin (%) | 24.4% | 10.3% | 24.9% | 19.0% | 19.9% |
| Profit/loss for the period | 10,102 | -9,110 | 20,196 | -5,404 | 8,110 |
| Adjusted operating cash flow | 15,755 | 16,369 | 42,670 | 20,730 | 36,791 |
| Adjusted cash conversion (%) | 111.3% | 350.1% | 151.6% | 124.6% | 95.7% |
| Operational key performance indicators | | | | | |
| Total subscriptions (Thousands) | 921 | 852 | 921 | 852 | 901 |
| ARPU (SEK) | 228 | 211 | 225 | 210 | 212 |
| Average number of employees (#) | 46 | 31 | 45 | 28 | 33 |

For definitions, justifications, and deductions see page 17.

SECOND QUARTER APRIL - JUNE 2022

- Net sales increased by 19.0% (12.5)% and totaled tSEK 52,503 (44,128). Currency-adjusted net sales growth totaled 16.1 (20.3)%. The increase is the result of product investments that generated new paying subscribers and also had a positive impact on the renewal rate.
- Operating profit totaled tSEK 12,793 (-11,414) and the operating margin was 24.4% (-25.9%).
 The second quarter of 2021 was strongly affected by expenditures related to strategic projects related to the IPO.
- Adjusted operating profit totaled tSEK 12,793 (4,533) and adjusted operating margin was 24.4% (10.3%). In 2022, no expenses affecting comparability have been expensed. The improved margin is due to good cost control together with growth in net sales. Investments in marketing were lower in the

- second quarter when compared to last year, but with earlier investments combined with greater efficiencies, this has had a positive impact on net sales and operating margin.
- The total number of paying subscribers at the end of the period was 921,000 (852,000), an increase of 8.1% compared with the previous year. The rate of increase tapered slightly in the second quarter as a result of seasonal causes and price changes on select markets.
- ARPU in the quarter totaled SEK 228 (211). The improvement is a result of changed price mix and adjusted prices on select markets and currency effects.
- Earnings per share before dilution in the quarter totaled SEK 0.52 (-0.50). Earnings per share after dilution totaled SEK 0.51 (-0.50).

FIRST HALF YEAR JANUARY - JUNE 2022

- Net sales increased by 19.1% (11.4%) and totaled tSEK 102,593 (86,138). Currencyadjusted net sales growth totaled 18.6 (17.3)%. The increase is primarily due to growth in the number of subscriptions. Net sales in the first half of 2021 were negatively impacted by exchange rate fluctuations, which was a contributing factor to the increase in subscriptions not having the same impact on net sales.
- Operating profit totaled tSEK 25,536 (-6,729) and the operating margin was 24.9% (-7.8%).

- The first quarter of 2021 was strongly affected by expenditures related to strategic projects related to the IPO.
- Adjusted operating profit totaled tSEK 25,536 (16,352) and adjusted operating margin was 24.9% (19.0%). In 2022, no expenses affecting comparability have been expensed.
- ARPU for the first two quarters totaled SEK 225 (210).
- Earnings per share before dilution in the quarter totaled SEK 1.04 (-0.30). Earnings per share after dilution totaled SEK 1.01 (-0.30).

LETTER FROM THE CEO

The positive development from the start of the year continued in the second quarter. Revenues grew by 19.0% and profitability measured as operating margin was 24.4%, still above our long-term goal of 20%. The number of users grew by 8.1% during the quarter. The second quarter is normally weaker due to seasonality effects, and this year, as anticipated, new customer acquisition was impacted by price adjustments implemented during the quarter and by an overall lower market activity within our segment. However, the value of subscriptions sold outweighed lower volumes, which will be reflected in revenues further out as sales are accrued.

During the quarter price tests for a twelve-month subscription were carried out on select markets. We are still evaluating the full impact on revenue per user along with the greater marketing opportunities that come with the extended lifetime value. We can conclude that, as anticipated, the conversion rate was only partially affected by the price change and that overall we can see an increase in sales value with the adjusted prices.

The greatest impact on new customer acquisition for the quarter is related to fewer downloads, which is a general trend for the industry and largely linked to seasonal effects. Our belief is that as we enter the third and fourth quarters, the market will have adjusted to changing prices while we know at the same time that demand for products in the sleep and health segment will increase during that period. The low costs we have had for SAC (Subscriber Acquisition Cost) during the first half of 2022 also provides us a path to increase our investments in marketing to drive growth.

It bears repeating that we are following our strategy where growth is driven by product development. We have gradually ramped up our investments in product development, but we are doing so with a continued good operating margin of above 20% and positive cash flows. Together with accumulated profits, Sleep Cycle's cash

amounted to SEK 203 million as of June 30. I see the strong cash position not only as proof that we have a healthy business, but also as a means to act on opportunities that can accelerate our growth.

Considering the environment and how rising inflation and interest rates have hit many companies in our industry, stable profitability and good cost control offer reassurance that, in practical terms, we can continue to invest in our product and offering. We will be increasing investments once we move into the autumn, focusing on more target groups and their specific needs. In parallel with investments in product development, I also see acquisition opportunities to broaden our offering or add technology that can accelerate our growth.

With over half a billion nights of sleep data, we have one of the world's largest databases in this area. In the second quarter we analyzed a lot of the sound that occurs when we sleep. For example, we have analyzed snoring and coughing, which can both in their own ways indicate various health conditions. When our data teams analyzed coughing frequencies and correlated these with Covid outbreaks in select locations around the world, we could clearly see an increase in coughing followed by confirmed Covid cases a few weeks later. These are very promising results that, with continued development, will lead to products and services by which we can provide new insights into the health status of our users. Insights that Sleep Cycle, with its data, technology, and reach is unmatched anywhere in being able to offer.

As we leave the first six months of the year behind us, I can once again conclude that Sleep Cycle's business is in a very strong position. With a higher pace of investment, more employees and very exciting advances in our data analytics, we have many pieces in place for continued success.



Carl Johan Hederoth CEO Sleep Cycle AB



Sleep Cycle is a leader in the development of AI-based sleep analysis. The application is central to our product portfolio, which, together with our offer to the corporate market, 'Sleep Cycle Boot Camp,' constitutes our offer of sleep-related products and services.

SLEEP CYCLE MOBILE APPLICATION

Sleep Cycle is largely an autonomous sleep tool. Turn on the application before bedtime and put down the phone, and Sleep Cycle will take care of the rest. Since its launch in 2009, Sleep Cycle has developed from an application with a focus on waking the user in a light sleep phase into a comprehensive holistic sleep service. Over the years, a strong focus on value for the user has resulted in a consistent 4.5+ ranking in our distribution channels. The technology has evolved from the use of accelerometers in measuring sleep to patented sound analysis and machine learning in data collection and analysis.

Sleep Cycle offers an extensive audio library of relaxing music, meditations, and stories to help you fall asleep more easily. Using patented sound analysis, Sleep Cycle reads the body's movement patterns during the night, analyzes sleep, and correlates its results with external factors and daily activities. Sleep Cycle wakes you up in a light sleep phase, allowing you to wake up feeling rested without an alarm. The results of the sleep analysis are presented in the form of easy-to-follow insights and graphs that provide

personal guidance on how you can learn more about your sleep and how to improve it.

SLEEP CYCLE BOOT CAMP FOR BUSINESS CLIENTS

The fact that we have developed and launched an offer to companies is completely in keeping with our growth strategy and an important step in providing employers what they need to promote sleep hygiene among employees.

"Sleep Cycle Boot Camp" is sleep training for companies, tailored to function in everyday life, with the goal of improving sleep and health among employees. The training session is four weeks long and was developed in collaboration with Frida Rångtell, PhD, and sleep researcher, as well as Li Åslund, PhD and psychologist. Each week offers a new theme and presents educational material in the form of videos and articles, coaching, exercises, and challenges. Throughout the program, participants use the Sleep Cycle application to get to know their personal sleep habits, check status reports, and see how exercises and challenges affect their sleep.



FINANCIAL OVERVIEW

As all significant operations in the Group are conducted in the Parent Company, the comments below refer to both the Parent Company and the Group. For profit and cash flow, comparative figures refer to the corresponding period for prior year. For financial position, comparative figures refer to the balance sheet item as of December 31, 2021.

SECOND QUARTER APRIL - JUNE 2022

NET SALES AND PROFIT

The Group's net sales during the second quarter totaled tSEK 52,503 (44,128), which is an increase of 19.0% (12.5%) compared with prior year. The total currency effect total approximately 1.5 MSEK. The increase in net sales was driven partly by growth in the number of subscriptions, which stood at 921k at the end of the period, thus an increase of 8.1% over the previous year, and partly by higher ARPU. The total number of users increased but was Impacted by seasonal variations and price adjustments. As anticipated, the conversion rate was only partially affected by the price adjustments, resulting in an overall higher sales value. Product investments and the launch of new features had a positive impact on the renewal rate, this contributing to the increase. Average revenue per user (ARPU) increased, totaling SEK 228 (211) as a result of an adjusted price mix, primarily as a result of price changes on select markets and currency effects.

Operating profit totaled tSEK 12,793 (-11,414) and the margin to 24.4% (25.9%) in the second quarter. Adjusted operating profit totaled tSEK 12,793 (4,533) and the adjusted margin was 24.4% (10.3%). The improved results and margin are mainly linked to high costs related to the IPO in June 2021. Additionally, marketing costs were lower during the second quarter of 2022,

tSEK 7,264 (13,264). In 2022 investments in marketing have been concentrated on activities to drive conversion. Efficiency measured in terms of average cost per new user from paid channels has increased, while lower overall marketing costs primarily reflect a lower level of investment in brand-building campaigns compared to the previous year.

EBITDA was tSEK 14,156 (-11,271). Adjusted EBITDA for the second quarter totaled tSEK 14,156 (4,676).

Net financial items for the quarter totaled tSEK -45 (-39) and taxes on the profit for the quarter totaled tSEK -2,646 (-2,343). Profits totaled tSEK 10,102 (-9,110). Earnings per share before dilution totaled SEK 0.52 (-0.50) and after dilution to SEK 0.51 (-0.50).

CASH FLOW AND FINANCIAL POSITION

Cash flow from operating activities in the second quarter totaled tSEK 14,736 (-1,283). The change is due to the improved results. Working capital in the previous year was positively impacted, as a large part of the costs were invoiced in connection with the IPO in June but paid in the third quarter. This explains why cash flow from operating activities does not differ more between the years. Cash conversion for the quarter totaled 111.3% (350.1%).

Cash flow from investment activities totaled tSEK -2,019 (-1,025) related to capitalized development expenses and acquisitions of tangible fixed assets. As the company's workforce has grown, and in keeping with its strategy to invest in product development, capitalized development expenditures have increased over the quarter compared to last year. Adjusted for items affecting comparability (in the second quarter of 2021), the adjusted operating cash flow totaled tSEK 15,755 (16,369).

Cash flow from financing activities in the quarter totaled tSEK -376 (98,638) and mainly pertains to amortization of leasing liabilities and received option premiums. This change is due to the new

issue of tSEK 100,000 which was carried out in conjunction with the IPO in 2021 and injected tSEK 95,350 after deduction for transaction costs. In addition to this, the company took in tSEK 3,415 in premiums from an options program for employees in 2021.

Cash flow for the quarter totaled tSEK 12,340 (96,330). The Group's cash and cash equivalents at the end of the period totaled tSEK 202,515 (140,990).

Consolidated equity totaled tSEK 129,462 as of June 30. Opening balance on 1 January was tSEK 108,898.

7

FIRST HALF YEAR JANUARY - JUNE 2022

NET SALES AND PROFIT

Changes in net sales, profit, cash flow and financial position for the six-month period of 2022 compared to the previous year are largely explained by the same reasons as for the second quarter. Development over a 6-month period is indicated below, with comments in cases where there are causes for development other than for the second quarter.

The Group's net sales during the first and second quarters totaled tSEK 102,593 (86,138), which is an increase of 19.1% (11.4%) compared with prior year. The total currency effect totaled approximately tSEK 500. In addition to subscription income, a small number of Sleep Boot Camps were held, which generated income of tSEK 249.

Operating profit totaled tSEK 25,536 (-6,729) and the margin to 24.9% (-7.8%) for the first and second quarters. Adjusted operating profit totaled tSEK 25,536 (16,352) and adjusted margin was 24.9 (19.0)%. Marketing expenses for the period totaled tSEK 13,782 (20,961). High expenses related to the IPO in 2021 are the principal factor behind the improved profits, while the adjusted results were improved primarily through reduced marketing costs.

EBITDA was tSEK 28,139 (-6,443). Adjusted EBITDA for the first and second quarter totaled tSEK 28,139 (16,637).

Net financial items for the period totaled tSEK -59 (-45) and taxes on the profit for the

period totaled tSEK -5,281 (1,371). Profit for the period totaled tSEK 20,196 (-5,404). Earnings per share before dilution totaled SEK 1.04 (-0.30) and after dilution to SEK 1.01 (-0.30).

CASH FLOW AND FINANCIAL POSITION

Cash flow from operating activities for the period totaled tSEK 41,664 (-9,528).

Cash conversion over the first two quarters amounted to 151.6% (124.6%).

Cash flow from investment activities totaled tSEK -3,101 (-1,871) related to capitalized development expenses and acquisitions of tangible fixed assets. Adjusted for items affecting comparability (in the first six months of 2021), the adjusted operating cash flow totaled tSEK 42,670 (20,730).

Cash flow from financing activities totaled tSEK -1,145 (99,253).

Cash flow for the period totaled tSEK 37,418 (87,854). The Group's cash and cash equivalents at the end of the period totaled tSEK 202,515 (140,990).

Consolidated equity totaled tSEK 129,462 as of June 30. Opening balance on 1 January was tSEK 108,898.

OTHER INFORMATION

EMPLOYEES

The average number of employees in the Group for the quarter from April to June 2022 was 46 (31) and for the six months from January to June 2022 was 45 (28).

INFORMATION ON RISKS AND UNCERTAINTIES

The group's over-arching risk management aims to minimize negative effects on profit and position. Significant risks and uncertainties are described in the annual report for 2021. No significant events have occurred during the period that affect or change the descriptions of the Group's risks and their management.

PARENT COMPANY

The Group's operations are essentially conducted in the parent company, which is why reference is made to the information above for the Group.

RELATED PARTY TRANSACTIONS

There have been no related-party transactions aside from transactions with senior executives in their capacity as such.

UPCOMING REPORTING DATES

- Interim report Jul-Sep 2022 on October 28, 2022
- Year-end report 2022 February 9, 2023

OTHER INFORMATION

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

A presentation of Sleep Cycle's interim report for April-June 2022 for shareholders, media, and other stakeholders will be held on July 29 at 9:30 a.m. Participants will be able to follow the presentation via a webcast.

THE SHARE

The company's share has been listed on Nasdaq Stockholm since June 8, 2021. Share capital on the balance sheet date totaled SEK 540,000.

OUTSTANDING OPTION PROGRAM

| Option program | Number of options | Corresponding number of shares | Percentage of total number of shares | Exercise price | Redemption period |
|------------------|-------------------|--------------------------------|--------------------------------------|-------------------|----------------------|
| TO 2019 | 6,624 | 848,998 | 4.4% | 19.8 | 2022 |
| TO 2020 | 1,225 | 147,000 | 0.8% | 88.9 | 2023 |
| TO 2021 series 1 | 190,076 | 190,076 | 1.0% | 94.5 | 2024 |
| TO 2021 series 2 | 18,595 | 18,595 | 0.1% | 94.5 | 2025 |
| TO 2022 | 90,000 | 90,000 | 0.5% | 71.2 | 2025 |
| CEO LTIP | 340,909 | 340,909 | 1.8% | 241.2 | 2026 |
| Total | 647,429 | 1,635,578 | 8.4% | | |

MAIN SHAREHOLDERS IN SLEEP CYCLE AB (PUBL) AS OF JUNE 30, 2022

| Owner | Number of shares | Votes and capital |
|-------------------------------|------------------|-------------------|
| Maciek Drejak through company | 8,527,190 | 44% |
| Pierre Siri through company | 4,609,291 | 24% |
| Handelsbanken Microcap | 1,250,347 | 6% |
| Skandia Fonder | 714,285 | 4% |
| Petter Wallin | 691,394 | 4% |
| Nordnet Pensionsförsäkring | 585,714 | 3% |
| Avanza Pension | 534,257 | 3% |
| SEB Nanocap | 430,000 | 2% |
| Lancelot Avalon | 305,000 | 2% |
| Second AP fund | 170,000 | 1% |
| Others | 1,611,093 | 8% |
| Total | 19,428,571 | 100% |
| | | |

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| | | Apr- | - Jun | Jan | – Jun | Jan - Dec |
|---|------|------------|------------|------------|------------|------------|
| SEK (thousands) | Note | 2022 | 2021 | 2022 | 2021 | 2021 |
| OPERATING INCOME | | | | | | |
| Net sales | 4 | 52,503 | 44,128 | 102,593 | 86,138 | 182,937 |
| Other operating income | | 208 | 114 | 398 | 107 | 394 |
| OPERATING EXPENSES | | | | | | |
| Capitalized work for own account | | 1,123 | 843 | 1,801 | 1,462 | 2,838 |
| Platform fees | | -12,367 | -10,900 | -24,264 | -21,203 | -43,991 |
| Other external expenses | | -13,572 | -33,050 | -25,445 | -52,449 | -89,094 |
| Personnel expenses | | -13,652 | -12,407 | -26,858 | -20,433 | -40,578 |
| Depreciation and write-downs of tangible and intangible assets | | -1,362 | -143 | -2,603 | -286 | -2,047 |
| Other operating expenses | | -86 | - | -86 | -65 | -134 |
| Operating profit | | 12,793 | -11,414 | 25,536 | -6,729 | 10,325 |
| FINANCIAL ITEMS | | | | | | |
| Financial income | | - | - | 1 | - | - |
| Financial expenses | | -45 | -39 | -60 | -45 | -78 |
| Profit before tax | | 12,748 | -11,453 | 25,477 | -6,774 | 10,247 |
| Tax on profit for the period | | -2,646 | 2,343 | -5,281 | 1,371 | -2,137 |
| Profit for the period attributable to the parent company's shareholders | | 10,102 | -9,110 | 20,196 | -5,404 | 8,110 |
| Other comprehensive income | | - | - | - | - | - |
| Comprehensive income for the period attributable to the parent company's sharehol | ders | 10,102 | -9,110 | 20,196 | -5,404 | 8,110 |
| | | | | | | |
| Earnings per share before dilution, SEK | | 0.52 | -0.50 | 1.04 | -0.30 | 0.43 |
| Earnings per share after dilution, SEK* | | 0.51 | -0.50 | 1.01 | -0.30 | 0.42 |
| Average number of shares outstanding for the period before dilution | | 19,427,535 | 18,360,806 | 19,427,535 | 18,181,399 | 18,685,592 |
| Average number of shares outstanding for the period after dilution | | 19,919,146 | 19,016,744 | 19,948,780 | 18,839,208 | 19,327,109 |

 $[\]ensuremath{^*}$ No dilution effect on negative results.

CONSOLIDATED STATEMENT ON FINANCIAL POSITION

| SEK (thousands) | Note | 06/30/2022 | 06/30/2021 | 12/31/2021 |
|---|------|------------|------------|------------|
| ASSETS | | | | |
| Fixed assets | | | | |
| Intangible fixed assets | | | | |
| Capitalized expenses for development work | | 6,476 | 1,871 | 4,638 |
| Patent | | 0,470 | 1,071 | 4,038 |
| Total intangible fixed assets | | 6,476 | 1,871 | 4,638 |
| Tangible fixed assets | | | | |
| Right-of-use assets | | 5,215 | 2,572 | 2,452 |
| Equipment and computers | | 1,173 | 171 | 996 |
| Total tangible fixed assets | | 6,388 | 2,743 | 3,449 |
| Financial fixed assets | | | | |
| Deferred tax assets | | 49 | 2,514 | 48 |
| Other long-term receivables | | 411 | - | - |
| Total financial fixed assets | | 460 | 2,514 | 48 |
| Total fixed assets | | 13,324 | 7,127 | 8,134 |
| | | | | |
| Current assets | | 1 / 707 | 0/.0// | 01 (0) |
| Accounts receivable | | 16,793 | 26,246 | 21,626 |
| Other receivables | | 668 | 2,051 | 1,944 |
| Current tax assets | | 3,780 | 18,561 | 5,015 |
| Prepaid expenses and accrued income | | 28,509 | 24,906 | 25,537 |
| Cash and cash equivalents Total current assets | | 202,515 | 140,990 | 165,508 |
| | | 252,265 | 212,754 | 219,629 |
| TOTALASSETS | | 265,589 | 219,882 | 227,763 |
| EQUITY AND HABILITIES | | | | |
| EQUITY AND LIABILITIES | | | | |
| Equity Share capital | | 540 | 540 | 540 |
| Other contributed capital | | 102,660 | 102,169 | 102,292 |
| Retained profits, including profit for the year | | 26,262 | -7,448 | 6,066 |
| Total equity attributable to the | | 20,202 | 7,440 | 0,000 |
| parent company's shareholders | | 129,462 | 95,261 | 108,898 |
| Long-term liabilities | | | | |
| Leasing liabilities | | 3,251 | 753 | - |
| Total long-term liabilities | | 3,251 | 753 | - |
| Current liabilities | | | | |
| Leasing liabilities | | 2,010 | 1,730 | 2,494 |
| Accounts payable | | 11,155 | 18,696 | 9,755 |
| Other liabilities | | 1,121 | 3,287 | 874 |
| Accrued expenses and deferred income | | 118,590 | 100,155 | 105,741 |
| Total short-term liabilities | | 132,876 | 123,868 | 118,865 |
| | | | · | |
| TOTAL EQUITY AND LIABILITIES | | 265,589 | 219,882 | 227,763 |

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Attributable to the parent company's shareholders

| SEK (thousands) | 06/30/2022 | 06/30/2021 | 12/31/2021 |
|---------------------------------------|------------|------------|------------|
| Opening balance | 108,898 | 127 | 127 |
| Profit/loss for the period | 20,196 | -5,404 | 8,110 |
| Option premiums | 368 | 4,158 | 4,281 |
| New share issues after issue expenses | - | 96,380 | 96,380 |
| Closing balance | 129,462 | 95,261 | 108,898 |

CONSOLIDATED CASH FLOW STATEMENT

| | Apr | - Jun | Jan | – Jun | Jan - Dec |
|--|---------|---------|---------|---------|-----------|
| SEK (thousands) Note | 2022 | 2021 | 2022 | 2021 | 2021 |
| Cash flow from operating activities | | | | | |
| Operating profit | 12,793 | -11,414 | 25,536 | - 6,729 | 10,325 |
| Adjustments for items not included in cash flow: | | | | | |
| Depreciation and write-downs | 1,362 | 143 | 2,603 | 286 | 2,047 |
| Interest received | - | - | 1 | - | - |
| Interest paid | -45 | -39 | -60 | -45 | -78 |
| Tax paid | -2,994 | -2,692 | -4,048 | - 9,004 | 3,501 |
| Cash flow from operating activities before changes in working capital | 11,117 | -14,001 | 24,032 | -15,492 | 15,796 |
| Change in working capital | | | | | |
| Change in operating receivables | 5,983 | 3,803 | 3,136 | -12,468 | -8,372 |
| Change in operating liabilities | -2,364 | 8,915 | 14,496 | 18,432 | 12,665 |
| Cash flow from operating activities | 14,736 | -1,283 | 41,664 | -9,528 | 20,089 |
| Investment activities | | | | | |
| Capitalization of development expenses | -1,800 | -1,025 | -2,766 | -1,871 | -5,013 |
| Acquisition of tangible fixed assets | -219 | - | -335 | - | -922 |
| Cash flow from investment activities | -2,019 | -1,025 | -3,101 | -1,871 | -5,935 |
| Financing activities | | | | | |
| Amortization of lease liabilities | -754 | -128 | -1,512 | -255 | -1,413 |
| Refunded option premiums | - | - | -11 | - | - |
| Option premiums received | 378 | 3,415 | 378 | 4,158 | 4,281 |
| New share issues | - | 95,350 | - | 95,350 | 95,350 |
| Cash flow from financing activities | -376 | 98,638 | -1,145 | 99,253 | 98,218 |
| Cash flow for the period | 12,340 | 96,330 | 37,418 | 87,854 | 112,372 |
| Cash and cash equivalents at the beginning of the period | 190,174 | 44,660 | 165,508 | 53,136 | 53,136 |
| Reclassification of cash and cash equivalents | - | - | -411 | - | - |
| Cash and cash equivalents at the end of the period | 202,515 | 140,990 | 202,515 | 140,990 | 165,508 |

INCOME STATEMENT - PARENT COMPANY

| | | Apr | – Jun | Jan | – Jun | Jan - Dec |
|--|------|---------|---------|---------|---------|-----------|
| SEK (thousands) | Note | 2022 | 2021 | 2022 | 2021 | 2021 |
| OPERATING INCOME | | | | | | |
| Net sales | | 52,503 | 44,128 | 102,593 | 86,138 | 182,937 |
| Other operating income | | 208 | 114 | 398 | 107 | 394 |
| Capitalized work for own account | | 1,123 | 843 | 1,801 | 1,462 | 2,838 |
| OPERATING EXPENSES | | | | | | |
| Platform fees | | -12,367 | -10,900 | -24,264 | -21,203 | -43,991 |
| Other external expenses | | -14,370 | -33,182 | -27,011 | -52,712 | -90,686 |
| Personnel expenses | | -13,652 | -12,407 | -26,858 | -20,433 | -40,578 |
| Depreciation and write-downs of tangible and intangible assets | | -598 | -19 | -1,086 | -37 | -509 |
| Other operating expenses | | -86 | - | -86 | -65 | -134 |
| Operating profit | | 12,760 | -11,421 | 25,486 | -6,743 | 10,271 |
| PROFIT FROM FINANCIAL ITEMS | | | | | | |
| Profit from participation in group companies | | - | - | - | - | -100 |
| Interest income and similar income | | - | - | 1 | - | - |
| Interest expenses and similar expenses | | - | -32 | - | -32 | -29 |
| Profit before tax | | 12,760 | -11,453 | 25,487 | -6,774 | 10,142 |
| Tax on profit for the period | | -2,649 | 2,344 | -5,282 | 1,372 | -2,135 |
| Profit/loss for the period | | 10,111 | -9,110 | 20,205 | -5,402 | 8,007 |
| COMPREHENSIVE INCOME FOR THE PERIOD | | 10,111 | -9,110 | 20,205 | -5,402 | 8,007 |

Since the parent company has no items recognized as other comprehensive income, total comprehensive income for the period is equal to profit for the period.

PARENT COMPANY BALANCE SHEET

| SEK (thousands) Note | 06/30/2022 | 06/30/2021 | 12/31/2021 |
|--|-----------------|-------------------------|--------------------|
| ASSETS | | | |
| Fixed assets | | | |
| Intervalled Construction | | | |
| Intangible fixed assets Capitalized expenses for development work | 6 4.76 | 1 071 | /, 470 |
| Patent | 6,476 | 1,871 | 4,638 |
| Total intangible fixed assets | 6,476 | 1,871 | 4,638 |
| Tangible fixed assets | | | |
| Equipment and computers | 1,173 | 171 | 996 |
| Total tangible fixed assets | 1,173 | 171 | 996 |
| Financial fixed assets | | | |
| Participations in group companies | 50 | 150 | 50 |
| Deferred tax assets | 39 | 2,504 | 39 |
| Other long-term receivables | 411 | - | - |
| Total financial fixed assets | 500 | 2,654 | 89 |
| Total fixed assets | 8,149 | 4,695 | 5,723 |
| | , | • | • |
| Current assets | | | |
| Accounts receivable | 16,793 | 26,246 | 21,626 |
| Other receivables | 668 | 2,051 | 1,944 |
| Current tax assets | 3,780 | 18,561 | 5,015 |
| Prepaid expenses and accrued income | 28,509 | 25,041 | 25,537 |
| Total current receivables | 49,751 | 71,899 | 54,121 |
| Cash and bank balances | 202,398 | 140,854 | 165,379 |
| Total current assets | 252,148 | 212,753 | 219,500 |
| TOTAL ASSETS | 260,297 | 217,449 | 225,222 |
| EQUITY AND LIABILITIES | | | |
| Equity | | | |
| Restricted equity | | | |
| Share capital | 540 | 540 | 540 |
| Fund for development expenditures | 6,476 | 1,871 | 4,638 |
| Total restricted equity | 7,015 | 2,411 | 5,177 |
| | , | , | • |
| Unrestricted equity | 100 //0 | 100 1 / 0 | 100.000 |
| Share premium fund Profit carried forward | 102,660 -449 | 102,169 | 102,292 |
| | | -3,851 | -6,618 |
| Profit/loss for the period Total unrestricted equity | 20,205 | -5,402 | 8,007 |
| Total equity | 122,416 | 92,916 95,326 | 103,682 108,859 |
| Total equity | 129,431 | 93,326 | 100,039 |
| Current liabilities | | | |
| Accounts payable | 11,155 | 18,693 | 9,754 |
| Other liabilities | 1,121 | 3,287 | 874 |
| Accrued expenses and deferred income | 118,590 | 100,142 | 105,736 |
| Total short-term liabilities | 130,866 | 122,122 | 116,363 |
| TOTAL EQUITY AND LIABILITIES | 260,297 | 217,449 | 225,222 |

NOTES

Note 1 General information

The address of the head office is Gårdatorget 1, 412 50 Gothenburg, Sweden. Sleep Cycle drives the development of one of the world's most used sleep platforms. Sleep Cycle sleep solutions help users fall asleep more easily, measure sleep habits, and improve sleep; the extensive sleep database contributes to improved sleep habits and increased sleep awareness worldwide. The business is essentially conducted in the parent company. The parent company's holding of shares in group companies as of June 30, 2022 consists of the wholly owned subsidiary Sleep Cycle Sverige AB (559278–9688).

Sleep Cycle's interim report for January-June 2022 was approved for publication on July 29 per Board decision on July 28, 2022.

Note 2 Accounting principles

The consolidated financial statement for Sleep Cycle AB has been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, the Swedish Annual Accounts Act (ÅRL) and the Swedish Financial Reporting Board's RFR 1 "Supplementary accounting rules for groups". The parent company's financial reports have been prepared in accordance

with the Annual Accounts Act and RFR 2, "Accounting for Legal Entities."

This interim report has been prepared in accordance with IAS 34 "Interim Financial Reporting." Disclosures in accordance with IAS 34 are provided in notes as well as elsewhere in the interim report.

The accounting principles and calculation methods applied are in accordance with those described in the annual report for 2021. New standards and interpretations that came into force on 1 January 2022 have not had any effect on the group's or the parent company's financial reports for the interim period.

Note 3 Segment information

Sleep Cycle's CEO, as the highest executive decision-maker, follows up and analyzes results and financial position for the Group as a whole. The CEO does not track results at a level lower than the Group as a whole. The CEO thereby also decides on allocation of resources and makes strategic decisions based on the Group as a whole. Based on the above analysis following IFRS 8, it can be seen that the Sleep Cycle Group consists of only one reporting segment.

Note 4 Distribution of net sales

| | Apr – Jun | | Jan - Jun | | Jan - Dec | |
|---------------------|-----------|--------|-----------|--------|-----------|--|
| SEK (thousands) | 2022 | 2021 | 2022 | 2021 | 2021 | |
| Subscription income | 52,459 | 44,107 | 102,330 | 86,090 | 179,251 | |
| Other income | 45 | 22 | 262 | 48 | 3,686 | |
| Total | 52,503 | 44,128 | 102,593 | 86,138 | 182,937 | |

Note 5 Financial instruments

| SEK (thousands) | 06/30/2022 | 06/30/2021 | 12/31/2021 |
|--|------------|------------|------------|
| Financial assets valued at amortized cost | | | |
| Accounts receivable | 16,793 | 26,246 | 21,626 |
| Other receivables | 1,079 | 2,051 | 1,944 |
| Accrued income | - | - | 170 |
| Cash and cash equivalents | 202,515 | 140,990 | 165,508 |
| Total financial assets | 220,387 | 169,287 | 189,247 |
| | | | |
| Financial liabilities valued at amortized cost | | | |
| Accounts payable | 11,155 | 18,696 | 9,755 |
| Other current liabilities | 2,645 | 3,891 | 2,646 |
| Total financial liabilities | 13,800 | 22,587 | 12,401 |

Sleep Cycle does not hold any financial instruments that are valued and reported at fair value. For all financial assets and liabilities, the carrying amount is considered as above to be a reasonable approximation of fair value.

DEFINITIONS OF KEY PERFORMANCE INDICATORS AND CALCULATIONS

Sleep Cycle applies the guidelines for alternative key performance indicators issued by ESMA. This report presents certain financial key performance ratios, including alternative key performance indicators which are not defined under IFRS. The Company considers these key performance indicators an important complement, as they facilitate a better evaluation of the Company's financial trends. These financial key performance indicators should not be assessed independently or considered replacements for performance indicators that have been calculated in accordance with IFRS. In addition, such key performance indicators, as defined by Sleep Cycle, should not be

compared with other key performance indicators with similar names utilized by other companies. This is because the key performance indicators below are not always defined in the same way, and other companies may calculate them differently than Sleep Cycle.

Previously, Adjusted operating margin excluding marketing expenses, EBITDA and Adjusted EBITDA were presented. ESMA recommends that alternative key performance indicators be used with caution. Sleep Cycle no longer monitors operations on these key performance indicators and therefore does not disclose them below.

| Key performance indicators | Definition | Background of the use of the key performance indicator |
|---------------------------------------|---|---|
| Net sales growth | Change in net sales compared with the same period of prior year. | The measure shows the company's growth in net sales compared with the same period of prior year. |
| Currency-adjusted net sales growth | Defined as the year's net sales divided by prior year's net sales adjusted to the year's average exchange rates for the company's main currency exposures (USD, EUR, JPY, GBP, AUD, and CAD). | Used to measure the company's underlying net sales growth adjusted for currency effects. |
| Operating profit | Operating profit before interest and tax | Operating profit is used to understand the company's earning capacity |
| Operating margin | Operating profit as a percentage of the company's net sales. | Operating margin is an indication of the company's earning capacity in relation to net sales. |
| Items affecting comparability | Items of a non-recurring nature that are not part of normal business and therefore affect comparison between different periods. | The measure is used to understand the company's development and comparison between the years. |
| Adjusted operating profit | Operating profit adjusted for items affecting comparability. | Adjusted operating profit is used to understand the company's earning capacity adjusted for items affecting comparability. |
| Adjusted operating margin | Adjusted operating profit as a percentage of the company's net sales. | Adjusted operating margin is used to understand the company's earning capacity adjusted for items affecting comparability. |
| Adjusted operating cash flow | Adjusted EBITDA plus change in net working capital minus investments in tangible and intangible assets. | The measure shows the amount of cash and cash equivalents generated by the company's operating activities, adjusted for items affecting comparability. |
| Adjusted cash conversion | Adjusted operating cash flow in relation to the company's Adjusted EBITDA. | The measure is used to measure the proportion of the company's profit that is converted into cash and cash equivalents and describes to what extent the operating activities are cash-generating. |
| Total subscriptions | Total number of subscriptions at the end of the period (closing balance). | The measure indicates how many subscribers the company has at the end of the period. |
| ARPU | Average subscription revenue per subscriber during the period. | The measure indicates the company's subscription income per subscription on average during the period |

RECONCILIATION OF ALTERNATIVE KEY PERFORMANCE INDICATORS

The table below derives from the calculation of alternative key performance indicators not defined in accordance with IFRS or where the calculation is not shown in another table in this report.

Net sales growth and currency-adjusted

| net sales growth | ales growth Apr - Jun | | Jan – Jun | | Jan - Dec |
|---|-----------------------|--------|-----------|--------|-----------|
| SEK (thousands) | 2022 | 2021 | 2022 | 2021 | 2021 |
| Net sales previous period | 44,128 | 39,240 | 86,138 | 77,353 | 159,448 |
| Net sales current period | 52,503 | 44,128 | 102,593 | 86,138 | 182,937 |
| Net sales growth | 19.0% | 12.5% | 19.1% | 11.4% | 14.7% |
| | | | | | |
| Currency-adjusted net sales previous period | 45,206 | 36,695 | 86,482 | 73,409 | 150,399 |
| Net sales current period | 52,503 | 44,128 | 102,593 | 86,138 | 182,937 |
| Currency-adjusted net sales growth | 16.1% | 20.3% | 18.6% | 17.3% | 21.6% |

Operating profit and operating margin

| | Apr – Jun | | Jan – Jun | | Jan - Dec |
|--|-----------|---------|-----------|---------|-----------|
| SEK (thousands) | 2022 | 2021 | 2022 | 2021 | 2021 |
| Net sales | 52,503 | 44,128 | 102,593 | 86,138 | 182,937 |
| Other operating income | 208 | 114 | 398 | 107 | 394 |
| Capitalized work for own account | 1,123 | 843 | 1,801 | 1,462 | 2,838 |
| Platform fees | -12,367 | -10,900 | -24,264 | -21,203 | -43,991 |
| Other external expenses | -13,572 | -33,050 | -25,445 | -52,449 | -89,094 |
| Personnel expenses | -13,652 | -12,407 | -26,858 | -20,433 | -40,578 |
| Depreciation and write-downs of tangible and intangible assets | -1,362 | -143 | -2,603 | -286 | -2,047 |
| Other operating expenses | -86 | - | -86 | -65 | -134 |
| Operating profit | 12,793 | -11,414 | 25,536 | -6,729 | 10,325 |
| Operating margin | 24.4% | -25.9% | 24.9% | -7.8% | 5.6% |

Adjusted operating profit and adjusted operating margin

| | Apr - Jun | | Jan – Jun | | Jan - Dec |
|-------------------------------|-----------|---------|-----------|---------|-----------|
| SEK (thousands) | 2022 | 2021 | 2022 | 2021 | 2021 |
| Operating profit | 12,793 | -11,414 | 25,536 | -6,729 | 10,325 |
| | | | | | |
| Items affecting comparability | | | | | |
| External consultants | - | -13,194 | - | -20,328 | -23,309 |
| Personnel expenses | - | -2,752 | - | -2,752 | -2,752 |
| Items affecting comparability | - | -15,947 | - | -23,080 | -26,061 |
| | | | | | |
| Adjusted operating profit | 12,793 | 4,533 | 25,536 | 16,352 | 36,386 |
| Adjusted operating margin | 24.4% | 10.3% | 24.9% | 19.0% | 19.9% |

Adjusted operating cash flow and Adjusted cash conversion

| | Apr – Jun | | Jan – Jun | | Jan - Dec |
|--|-----------|--------|-----------|--------|-----------|
| SEK (thousands) | 2022 | 2021 | 2022 | 2021 | 2021 |
| Adjusted EBITDA | 14,156 | 4,676 | 28,139 | 16,637 | 38,434 |
| Change in working capital | 3,619 | 12,718 | 17,632 | 5,964 | 4,293 |
| Acquisition of tangible fixed assets | -219 | - | -335 | - | -922 |
| Capitalization of development expenses | -1,800 | -1,025 | -2,766 | -1,871 | -5,013 |
| Adjusted operating cash flow | 15,755 | 16,369 | 42,670 | 20,730 | 36,791 |
| Adjusted cash conversion | 111.3% | 350.1% | 151.6% | 124.6% | 95.7% |

ARPU

| | Apr – Jun | | Jan – Jun | | Jan - Dec |
|---|-----------|--------|-----------|--------|-----------|
| SEK (thousands) | 2022 | 2021 | 2022 | 2021 | 2021 |
| Subscription income | 52,459 | 44,107 | 102,330 | 86,090 | 179,251 |
| Number of subscriptions previous period (thousands) | 920 | 820 | 901 | 788 | 788 |
| Number of subscriptions current period (thousands) | 921 | 852 | 921 | 852 | 901 |
| ARPU (SEK) | 228 | 211 | 225 | 210 | 212 |

SUBMISSION OF INTERIM REPORT JAN - JUN 2022

The Board of Directors and CEO assure that the interim report provides a fair and accurate overview of the operations, financial position and earnings of the parent company and group and describes significant risks and uncertainties that the parent company and the companies included in the group face.

Gothenburg, July 28, 2022

Lars Berg Olof Nilsson
Chairman of the Board Board member

Rasmus Järborg Anne Broeng
Board member Board member

Board member

CEO

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