

# QUARTERLY REPORT JULY TO SEPTEMBER 2023

## RECURRING REVENUES +50% YoY AND DEEPENED PARTNERSHIPS WITH AMAZON AND GOOGLE

### JULY TO SEPTEMBER 2023

- Recurring revenues amounted to 16.2 MSEK (10.9), + 50%
- Total ARR amounted to 62.7 MSEK (45.1), +39%
- SaaS ARR amounted to 31.0 MSEK (23.6), +32%
- SaaS API Call Volumes 18.2 million (11.4), +59 %
- Net sales amounted to 16.4 MSEK (12.4), + 32%
- Gross margin amounted to 63% (51)
- EBITDA adjusted amounted to -13.0 MSEK (-20.8)
- Earnings per share amounted to -0.3 SEK (-3.3)

### JANUARY TO SEPTEMBER 2023

- Recurring revenues amounted to 44.2 MSEK (28.7), + 54%
- Total ARR amounted to 62.7 MSEK (45.1), +39%
- SaaS ARR amounted to 31.0 MSEK (23.6), +32%
- SaaS API Call Volumes 18.2 million (11.4), +59 %
- Net sales amounted to 44.8 MSEK (32.7), + 37%
- Gross margin amounted to 64% (55)
- EBITDA adjusted amounted to -44.9 MSEK (-58.3)
- Earnings per share amounted to -0.4 SEK (-9.6)

### EVENTS DURING THE QUARTER

- Teneo.ai launched Conversational IVR Plugin for Amazon Connect
- Teneo.ai launched Connector to GCP Google Dialog Flow
- Telefónica launched an integrated Teneo powered LLM pilot
- OpenQuestion 1.1 released - IVR implementation time cut to 60 days
- Renewal of license agreement with a major Swedish Food Retailer
- Renewal of license agreement with HRSA
- HelloFresh expands Teneo to handle voice in partnership with Google, which is expected to increase API call volumes in 2023 and 2024
- Partnership agreement signed with iSolutions, the largest dedicated Microsoft one-stop shop in Switzerland
- Confidential computing security in our SaaS offering

### EVENTS AFTER THE QUARTER

- Board of directors initiates a review of strategic alternatives to maximize shareholder value
- Way of measuring ARR will change with start from fourth quarter 2023. ARR metric to be reported as an average over a quarter instead of end of month in order to avoid monthly fluctuations
- Telefónica presented an integrated Teneo powered LLM pilot
- HRSA launched a live Generative AI use case in Teneo

### KEY FIGURES (FOR DEFINITIONS PLEASE SEE PAGE 21)

	JUL-SEP 2023	JUL-SEP 2022	JAN-SEP 2023	JAN-SEP 2022	JAN-DEC 2022
Net sales (MSEK)	16.4	12.4	44.8	32.7	45.7
Recurring revenues (MSEK)	16.2	10.9	44.2	28.7	40.7
SaaS ARR (MSEK)	31.0	23.6	31.0	23.6	25.1
SaaS API Call Volumes (Million)	18.2	11.4	18.2	11.4	13.8
Gross margin (*) %	63%	51%	64%	55%	55%
EBITDA adjusted (MSEK) (**)	-13.0	-20.8	-44.9	-58.3	-76.6
Earnings per share, SEK	-0.3	-3.3	-0.4	-9.6	-13.0
Cash flow from operating activities before changes in working capital	-16.2	-19.2	-45.2	-62.4	-81.5

(\*) The company has changed gross margin calculation and restated previous year figures for comparative purposes. Sales commission plan has been updated and is now linked to SaaS ARR growth. See Definitions on page 21.

(\*\*) The company has identified extraordinary costs reported as ordinary in 2022. 2022 EBITDA adjusted has been restated to make figures comparable.

## CEO STATEMENT



**Per Ottosson**  
CEO

Dear shareholders, colleagues, customers, and partners:

We continue to show a strong growth momentum with our combined (non-SaaS and SaaS) recurring software revenues amounting to 16.2 MSEK which is a Y-o-Y growth of 50% in the third quarter 2023.

### FIRST DEAL WITH GOOGLE AND DEEPENED RELATIONSHIP WITH AMAZON

We are thrilled to announce some significant successes in our partnerships with tech giants like Google and Amazon. We have not only deepened our relationship with these industry leaders but have also closed our first deal with Google in the HelloFresh Contact Center. These developments represent a step forward in our growth strategy and our commitment to diversifying our customer base.

Amazon is the clear leader in new customers in the Contact Center space tightly followed by Google. Microsoft has not been able to convert the large pipeline of such transformations that we saw built up in 2022 and the beginning of 2023 which is why getting the two new partnerships is key to our continued growth.

The partnership with Microsoft has proven to be very valuable to us in a different and somewhat unexpected way in that they are the leader in AI, and we are part of their AI Inner Circle. Partially thanks to this, one of our customers presented the first OpenAI powered solution in the beginning of October.

### DISRUPTION BY ROBOT CALLERS

Over the past month, we have encountered a unique situation in our US market as WhatsApp robot callers have caused a disruption to our customers processes, forcing many to suspend their WhatsApp channels fully. This unexpected disruption has had an impact on our Annual Recurring Revenue (ARR), which has fluctuated significantly on a month-to-month basis.

In light of these events, we have made the decision to adjust how we calculate ARR going forward. Instead of relying solely on the last month's recurring revenues, which can be heavily influenced by such external factors, we will from the beginning of the fourth quarter 2023 compute ARR as the average monthly recurring revenue over the quarter multiplied by 12. This change will provide us with a more accurate representation of our revenues over time and better mirror situations like the one described above.

As we navigate through the effects of the WhatsApp robot caller situation, we expect a gradual recovery in our revenues. The change in revenues from August to September for the customers affected was substantial, and it may take a month or two for these accounts to return to the same level as August 2023. We are actively working with our partners and customers to resolve these WhatsApp robot caller issues, and we are confident that we will overcome this challenge.

## STRATEGIC REVIEW INITIATED BY THE BOARD OF DIRECTORS

The board of directors has initiated a review of strategic alternatives to maximize shareholder value, as a consequence of the rapidly evolving market landscape in the field where Artificial Solutions is present.

Our company has a strong market position as a clear leader in our niche, using AI to provide voice-based services. Teneo is built on patented technology and has during 2022 and 2023 shown very strong growth in recurring software revenues (+50% in the third quarter 2023 YoY) - in a market that is estimated by leading industry analysts to grow by 48% per year until 2031.

As part of this strategic review process, the board of directors will consider all potential alternatives that can deliver value to the company's shareholders. Such options may include a sale of the company (in whole or in part), other strategic transactions or the company continuing to operate as it does today with its shares traded on Nasdaq First North Growth Market.

The board of directors has mandated Pareto Securities AS, as financial advisor and to assist the company in its review of strategic alternatives. There is no timetable for completion of its review. For further information, please review separate press release.

## STRONG OPERATIONAL PERFORMANCE AND INTERESTING TIME AHEAD

In conclusion, despite a temporary setback in the US market, recurring revenues grow strongly, and we remain resilient and focused on our long-term growth and meeting our four Financial Targets. The adjustment in our ARR calculation will ensure a more accurate representation of our performance over time, and our strategic partnerships are opening new opportunities for our business.

I want to express my gratitude to our team for the hard work that the last 12 months have brought with the integration of Teneo in two more Ecosystems while developing leading integration and use of Generative AI technology. A stellar achievement. And to you - our shareholders – your trust in us is what drives us.

**Per Ottosson, CEO**

## Sales Development

### REVENUE MODEL, KPI'S AND FINANCIAL TARGETS

The company introduced the SaaS business and delivery model in the fourth quarter 2020 and our financial targets were announced in the third quarter 2022 and are:

- >1 billion API calls during 2024
- >200 MSEK in ARR during 2025
- Cash flow positive from operations during 2024
- A long-term EBITA margin exceeding 30% in a mature state

In our SaaS business model, revenue recognition happens at the actual usage/consumption of the product/services and any increases/decreases in the monthly recurring revenues are instantly captured in the SaaS ARR metric.

The revenue streams in the SaaS business and delivery model are primarily:

1. Subscription revenues from **Teneo Studio** – based on number of users.
2. API calls generated in **Teneo Engine** – based on number of API calls.
3. **Teneo Data** – analytics platform to review users' conversations and enhance the conversational AI solutions. Revenues based on searchable data.

The subscription revenues in 1. above are to some extent linked to what the company previously has reported as License revenue. API call revenues in 2. are to some extent linked to what the company has reported as Usage revenues but going forward will be directly linked to the actual usage. The Teneo Data revenues in 3. are based on searchable data. On top of 1-3, revenues can also be generated from providing of Expert services.

Professional services are no longer in focus for us as a company as we prefer our partners to provide the professional services to customers. Subscription revenues in 1. are part of License & Support, API call revenues in 2. and Teneo Data revenues in 3. are part of Usage, and Expert Services are part of Other. Recurring revenues consist of License & Support, and Usage revenues, where 1-3 above in the SaaS model are also included.

### RECURRING REVENUES AND ARR

As the company has a mix of customers on the SaaS and the non-SaaS payment model, the recurring revenues are measured on historical actual revenues from our existing customer contracts while the ARR is more forward-looking (based on monthly recurring revenues from SaaS x 12 months). The ARR metric is more accurately highlighting the value in our customer contracts and our high growth rate. The recurring revenues metric coupled with our annual recurring revenues (ARR) metric highlight the strength in our installed base of customers, the underlying value of customer contracts as well as the increase /decrease in them.

### NEW WAY OF MEASURING ARR FROM BEGINNING OF THE FOURTH QUARTER

With start from the fourth quarter 2023, the company will change the computation and reporting of the ARR metric. Going forward, the ARR metric will be computed as the average monthly recurring revenues over the quarter multiplied by 12. This change will provide us with a more accurate representation of our annual recurring revenues and avoid monthly fluctuations similar to what the company experienced during the third quarter 2023.

The SaaS business model is growing in importance. The recurring revenues derived from SaaS customers for the third quarter 2023 amounted to 8.6 MSEK and constituted 53% of total recurring revenues, 16.2 MSEK, and 48% of net sales. This number will grow as we: add more customers to the SaaS model, ramp up existing customers in terms of API call volumes, continue to convert existing customers to the SaaS model. Our Expert Services revenues are and will be lower than historically due to our focus on recurring revenues.

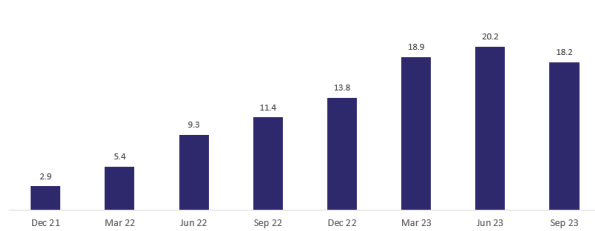
An important KPI to follow is the API call volumes development on the SaaS model as this metric is linked to the API call revenues generated by SaaS customers. This metric coupled with the SaaS ARR are also part of our new financial targets. The reported API call volumes from SaaS customers are the last month API call volumes in the quarter. As for the ARR metric, API call volumes also will be computed as the average monthly recurring revenues over a quarter. All in order to avoid monthly fluctuations.

The monthly SaaS API call volumes in active customers, increased from 20.2 million in June 2023 to 27.5 million in August 2023, but reduced to 18.2 million in September 2023. The reduction of API call volumes in September is a unique situation in our US market as WhatsApp robot callers have caused disruptions to our customers' processes, forcing many to suspend their WhatsApp channels fully. This unexpected disruption has had a negative impact on API call volumes and our monthly ARR metric. The average quarterly SaaS API call volumes are also recorded in separate graph to provide comparability into the fourth quarter 2023.

Despite this reduction August to September 2023, the company grows its recurring revenues quarter over quarter. See the graph below from December 2021 for graphical details. The monthly SaaS API call volumes in active customers, increased from 11.4 million in September 2022 to 18.2 million in September 2023, equivalent to a growth of 59%. The existing non-SaaS customers experienced 15% API call volume growth between September 2022 and September 2023.

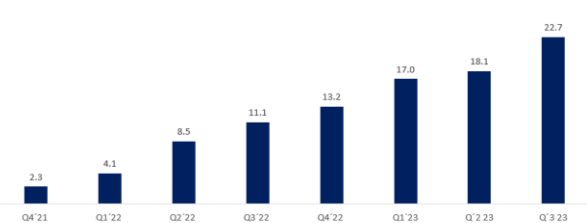
The higher usage volumes on non-SaaS customers are also driving the increase in recurring revenues and total ARR. The API calls generated by non-SaaS customers are not always directly linked to the Usage revenues and for that reason we are not disclosing the volumes.

**SaaS API Calls September 2023\* (million) + 59% YoY**



\*API Calls Active Customers

**SaaS API Calls Quarterly Average \* (million) + 72% YoY**



\*API Calls Active Customers

A SaaS customer is a subscription base customer that reports on API calls generated. If we add one customer end of a quarter, the actual revenues generated may be limited or even zero. As per 30<sup>th</sup> of September, there are 11 SaaS customers.

The company strategy is to focus on partnership. The distribution channels of the company through its partners, means that one subscription would entitle the partner to have multiple customers, representing one customer for Artificial Solutions even revenues would be multiplied. For that reason, SaaS API call volumes is the key operational metric to track.

**September 2023 SaaS ARR (MSEK) + 32% YoY**



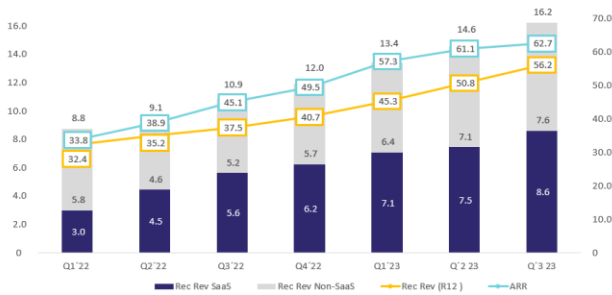
SaaS ARR (annual recurring revenues) is defined as the monthly (end of quarter month) recurring revenues generated in the SaaS model multiplied by 12 (months). In the previous graph the company shows the reported SaaS ARR.

The SaaS ARR in September 2023 amounted to 31.0 MSEK, an increase from 23.6 MSEK in September 2022, equivalent to a growth of 32%. ARR for total business amounted to 62.7 MSEK in September 2023, an increase from 45.1 MSEK in September 2022, equivalent to a growth of 39%.

**SaaS ARR Quarterly Average (MSEK) + 53% YoY**



If the SaaS ARR instead was calculated as the average monthly recurring revenue over the quarter multiplied by 12, the SaaS ARR in September 2023 amounted to 34.4 MSEK, an increase from 22.5 MSEK in September 2022, equivalent to a growth of 53%. ARR for total business amounted to 65.0 MSEK in September 2023, an increase from 43.4 MSEK in September 2022, a 50% growth.



The recurring revenues (Usage, License and Support) for the third quarter 2023 amounted to 16.2 MSEK (10.9), equivalent to 99% (88) of net sales and an increase of 50% compared with the same period last year. The usage revenues (Usage) for the third quarter 2023 amounted to 9.9 MSEK (4.9), equivalent to 60% (39) of total net sales and an increase of 102% compared with the same period last year. In the right column is a table showing the quarterly revenues from the third quarter 2022 to the third quarter 2023 split by License & Support, Usage and Other and the combined recurring revenues.

MSEK	JUL - SEP	OCT - DEC	JAN - MAR	APR - JUN	JUL - SEP
	2022	2022	2023	2023	2023
License & Support	6.0	6.2	6.3	6.2	6.4
Usage	4.9	5.7	7.1	8.4	9.9
Other	1.5	1.0	0.2	0.2	0.1
<b>Total Net Sales</b>	<b>12.4</b>	<b>13.0</b>	<b>13.6</b>	<b>14.8</b>	<b>16.4</b>
<i>(*) Of which Recurring Revenues</i>	10.9	12.0	13.4	14.6	16.2

On a rolling 12-month basis the recurring revenues (Usage, License and Support) in the third quarter 2023 amounted to 56.2 MSEK (37.5), equivalent to 97% (88) of total net sales and an increase of 50% compared with the same period last year. The SaaS recurring revenues on a rolling 12-month basis in the third quarter amounted to 29.3 MSEK (14.5), a growth of 101% compared with same period last year.

## JULY TO SEPTEMBER 2023

Net sales for the third quarter 2023 amounted to 16.4 MSEK (12.4), equivalent to an increase of 32% compared to the same period last year. The recurring revenues (Usage+License+Support) in the third quarter 2023 amounted to 16.2 MSEK (10.9), equivalent to 99% (88) of total net sales and an increase of 50% compared with the same period last year. A high percentage of recurring revenues of total net sales provides stability and visibility and is the foundation of our SaaS model.

Personnel costs in the third quarter 2023 amounted to -23.6 MSEK (-21.1). The increase compared with the third quarter 2022 is due to the sales team's commission plan which is based on the SaaS ARR growth and the SaaS ARR growth in July and August was very high. Commission in the third quarter 2023 amounted to -2.2 MSEK (-0.4). Headcount at the end of the third quarter amounted to 63 (80) employees. The impact from the reduction in number of employees in the third quarter will be fully visible in the last quarter of the year.

Depreciation and amortization in the third quarter 2023 amounted to -3.2 MSEK (-2.7). Capitalized R&D for the same period amounted to 4.0 MSEK (2.6). The increase is due to a higher capitalization rate.

Total operating expenses, including depreciation and amortization, in the third quarter 2023 amounted to -38.7 MSEK (-38.0). The increase in operating expenses is mainly due to commission to sales employees together with exit costs of employees. Sales commission together with exit costs amounted to -2.9 MSEK in the third quarter 2023.

The company has a large focus on growing existing customers and this is paying off, they grow rapidly as evident by the SaaS ARR growth in August 2023. The sales team's commission plan is based on the SaaS ARR growth – higher growth will mean higher commission. The SaaS ARR growth is measured based on the baseline SaaS ARR, which means that a growth below 10% per quarter in SaaS ARR will not yield any commission. The growth and thus impact in the August 2023 was significant and the gross margin – if the same commission level in the third quarter 2022 had been applied in 2023 – would have improved the reported gross margin with 12%. From reported 63% to 75%.

The annual operating expenses run rate in the third quarter, excluding depreciation and amortization, non-recurring items of -3.4 MSEK and cost of sales of -6.0 MSEK have decreased from -113 MSEK in the second quarter 2023 to -109 MSEK in the third quarter 2023. The average monthly operating expenses in the third quarter 2023, excluding depreciation and amortization, non-recurring cost items and cost of sales amounted to -9.1 MSEK.

## JANUARY TO SEPTEMBER 2023

Net sales for the first nine months 2023 amounted to 44.8 MSEK (32.7), equivalent to an increase of 37% compared to the same period last year. The recurring revenues (Usage+License+Support) for the first nine months of the year 2023 amounted to 44.2 MSEK (28.7), equivalent to 99% (88) of total net sales. A high percentage of recurring revenues of total net sales provides stability and visibility and is the foundation of our SaaS model.

Personnel costs for the first nine months 2023 amounted to -70.6 MSEK (-62.1), an increase of 14% compared to the same period last year. Headcount at the end of the second quarter is 63 (80) employees. The increase in personnel costs is due to the higher number of headcounts during the first quarter of 2023, 76, compared to the first quarter of 2022, 64, together with the higher amount on sales commissions. Without considering commissions, exit costs and other variable personnel costs, personnel costs in the third quarter amounted to -20.0 MSEK. In the second quarter of 2023 the same costs amounted to -21.2 MSEK, showing the costs in the third quarter 2023 have continued to decrease.

Depreciation and amortization in the first nine months of the year 2023 amounted to -10.7 MSEK (-9.7). Capitalized R&D for the same period amounted to 11.8 MSEK (8.8). The increase of 3.0 MSEK is due to a higher capitalization rate.

The annual operating expenses run rate in the first nine months of the year, excluding depreciation and amortization, non-recurring items of -7.2 MSEK and cost of sales of -16.2 MSEK have decreased from -113 MSEK in second quarter 2023 to -109 MSEK in the third quarter 2023.



## FINANCIAL ITEMS AND TAX

Net financial items for the third quarter 2023 amounted to -7.7 MSEK (1.3), and to 24.4 MSEK (8.5) for the first nine months of 2023.

The interest income and costs for the first nine months of 2023 amounted to 16.8 MSEK (-22.9). The positive net impacted interest costs are the result of the renegotiation of the existing facility agreement, effective date March 2, 2023. The reversal of the written off interest of 28 MSEK has been materialized accounting wise, without any cash impact and only with a positive P&L impact, in the first quarter 2023. The actual interest cost for the credit facility in the third quarter 2023 amounted to -3.5 MSEK, and in the first nine months of the year -11.0 MSEK (of which -0.9 MSEK correspond to December 2022 and -2.2 MSEK to the capitalized costs related to the transaction). The new interest rate is a 4.00% fixed interest rate and is not payable until maturity in December 2026. The positive net financial items for the first nine months of the year were impacted with 7.5 MSEK by currency exchange rate differences, while the third quarter 2023 recorded -4.1 MSEK in currency exchange rate differences.

Due to the value of accumulated tax losses carried forward there is no tax payable in relation to 2022 and 2023.

## CASH FLOW, WORKING CAPITAL AND FINANCIAL POSITION

Cash flow from operating activities before changes in working capital in the third quarter of 2023 amounted to -16.2 MSEK (-19.3) and to -45.2 MSEK (-62.4) for the first nine months of 2023.

In the third quarter 2023, total amount for adjustments of items not affecting cash flow amounted to 3.2 MSEK (4.0), mainly corresponding to depreciation and amortization.

In January 2023, the company received a cash payment of 5.7 MSEK (6.4) from the Spanish Tax Authority following completed R&D review of R&D investments.

Cash flow from operating activities for the third quarter 2023 amounted to -14.0 MSEK (-21.8) and to -42.9 MSEK (-64.0) for the first nine months 2023.

Cash flow from investing activities in the third quarter 2023 amounted to -4.0 MSEK (-2.6) and relate mainly to capitalized R&D expenditures and amounted to -11.9 MSEK (-9.0) for the first nine months 2023.

Cash flow from financing activities for the first nine months 2023 amounted to 74.0 MSEK (-0.1). In February 2023, the company received the proceeds from the rights issue of 95.9 MSEK before transactional costs. Costs associated to the transaction amounted to -22.1 MSEK (-). During the third quarter the company received 0.2 MSEK from allocation of warrant programs to Swedish employees.

The company's cash and bank position as of September 30, 2023, amounted to 37.3 MSEK (39.1).

With the before mentioned steps, it is the board of directors' expectation that the Group cash requirements have been adequately addressed.



## Other Information

### ACCOUNTING POLICIES

The interim report for the group and the parent company have been prepared using the accounting policies, formats, etc. as stated by the Swedish Annual Accounts Act and BFNAR 2012:1 Annual Reporting and Consolidated reports (K3).

The parent company applies the same accounting principles as the group, if not otherwise indicated. The accounting principles remain unchanged as compared to previous year.

### PARENT COMPANY

The parent company is Artificial Solutions International AB (publ).

In the third quarter 2023 net sales amounted to 0.4 MSEK (0.3), all of them recurring revenues, and to 1.2 MSEK (1.0) for the first nine months 2023. These are revenues from a single customer agreement entered into with the parent company. For the third quarter 2023 operating expenses amounted to -5.6 MSEK (-5.7), and to -17.0 MSEK (-16.7) for the first nine months 2023. The parent company centralizes the contract with the group supplier of cloud services.

Net financial items for the third quarter of 2023 amounted to -3.6 MSEK (-2.5) of which -2.6 MSEK relate to interest costs and -0.9 MSEK to capitalized transaction costs. Net financial items for the first nine months of the year amounted to 18.7 MSEK (-1.2) of which -11.0 MSEK is interest costs, and the remainder is related to reversal of written off interest and positive exchange rate differences. The positively impacted interest costs are the result of the renegotiation of the existing facility agreement. Effective date of the new agreement was March 2, 2023. The reversal of the written off interest of 28 MSEK has been materialized accounting wise, without any cash impact and only with a positive P&L impact, in the first quarter 2023.

### FINANCING

In February 2023, the company received SEK 95.9 million in proceeds before deduction of costs related to the partially guaranteed rights issue, announced in December 2022. The total number of shares following completion of the rights issue is 102,429,090.

On December 2022, the company and the lender of the 250 MSEK facility agreement, Capital Four, signed a binding amendment and restatement agreement regarding the facility agreement. In February 2023, the renegotiation of the amendment of the credit facility, which was done in connection with the rights issue, was completed. The restated facility agreement became effective on March 2, 2023. According to the new terms for the facility agreement, all accrued interest, corresponding to approximately SEK 28 million, have been written off and the yearly interest rate onwards is adjusted down to a fixed 4.00 % interest rate. These amendments to the facility agreement have resulted in a debt reduction at the maturity of the facility agreement corresponding to approximately SEK 145 million in total.

In January 2023, the company received 5.7 MSEK in cash tax refund for performed R&D work in 2020, further strengthening the cash position of the company.

### SIGNIFICANT RISKS AND UNCERTAINTIES

The Ukraine-Russia conflict started in February 2022 and is unfortunately still very much active. Our company has no operations nor customers in Ukraine or Russia and has not experienced any direct negative impact during 2023 due to this event. The impact on business activity in general and for our industry cannot be ruled out, but the company does not expect any major negative impact from the conflict.

For further information about risks and uncertainties, see page 27 and 28 in the 2022 Annual report, which you can find on <https://www.investors.artificial-solutions.com>.

## RELATED-PARTY TRANSACTIONS

The company had a consulting services agreement with ASH&Partners AB, a company owned by Chair of board Åsa Hedin. This agreement was terminated after the Annual General Meeting held on June 27, 2023.

## EMPLOYEES

The headcount end of September 2023 amounted to 63 (80). The number of full-time equivalent employees in the group on September 30, 2023, amounted to 62 (69). In addition to the employed staff, the company also has commitments with specialized contractors, 4 consultants in total at the end of September 2023.

## EVENTS DURING THE QUARTER

### ORGANIZATION

In the third quarters 2023, the company has continued simplifying its internal procedures resulting in a reduction of employees and contractors and costs. The impact of the measures is visible in the third quarter 2023 and will also be recognized in the remaining quarter of 2023.

### CUSTOMERS

In July 2023, the company signed a License renewal agreement with HRSA.

HelloFresh, a global meal-kit and delivery company, went live with a new use case, which is expected to increase its API call volumes. HelloFresh has chosen OpenQuestion as their advanced Conversational IVR Solution to revolutionize their voice channel customer support. This new initiative promises a host of benefits for the company's valued customers. The additional use case is done in partnership with Google, and an entry deal with one of the key players in the Contact Center market.

Since launching their Teneo-powered virtual assistant, HelloFresh has experienced a transformative uplift in online client interactions. The impressive outcome, which includes automating 30% of chat interactions and expedited development, has propelled the company to innovate further in customer support. With OpenQuestion, a state-of-the-art cloud IVR technology, they are set to revolutionize voice-based customer assistance, automating and enhancing the customer support journey.

By transitioning away from traditional IVR and touch-tone support, they now offer a warm and welcoming experience through their phone channel, providing customers with an intuitive and efficient interaction that minimizes wait times and ensures an instant seamless service journey. The integration of OpenQuestion into the company's voice channel enables the seamless interaction that underpins their chatbot, creating a comprehensive and seamless customer support for their millions of customers.

HelloFresh's primary goal with the implementation of OpenQuestion is to elevate their voice channel customer support to unparalleled levels of efficiency and satisfaction. By automating and refining the customer support experience, they aim to offer a more engaging and intuitive interaction for their customers, reducing wait times and streamlining service delivery. Through this cutting-edge technology integration, our client is poised to set new industry benchmarks for exceptional customer interactions.

During the first and second quarter 2023, the company experimented with an outbound calling solution where Teneo.ai would power a solution that would call and qualify leads in the US. We found that this area had risks that were both reputational and financial and have discontinued this development. For this reason, our customer AVH which we presented as new customer in the first quarter 2023, has been discontinued as active customer. As part of its ongoing digitalization journey, a major Swedish food retailer has extended its license contract for yet another year with the objective to continue expanding the Teneo capabilities, including exploring the Teneo Generative AI capabilities.

### PARTNERSHIP KEY TO OUR STRATEGY

Artificial Solutions operational model is built on partnering with different partners, mainly system integration partners, who sell, develop, and deliver different types of IT/CX projects to end corporate customers.

During the third quarter 2023, Artificial Solutions signed a partnership agreement with iSolutions, the largest dedicated Microsoft one-stop shop in Switzerland. [isolutions.ch](https://www.isolutions.ch), Switzerland's largest dedicated Microsoft partner, to deliver innovative AI and technology solutions, leveraging Teneo's AI capabilities and OpenQuestion. This collaboration offers advanced AI integration, industry-leading expertise, and innovative end-to-end solutions for clients.

Combining their expertise to deliver innovative solutions in the AI and technology landscape with the power of the Teneo platform, guiding the customer's digital journey, it is a good match and a strong mutual value proposition. This collaboration aims to harness the strengths of both organizations, driving excellence and creating transformative opportunities for clients and industries.

### **OPENQUESTION 1.1 RELEASED**

Teneo.ai released OpenQuestion 1.1 after the end of the second quarter. This version of our IVR solution is set to revolutionize the way Contact Centers interact with their customers. Furthermore, it can be implemented in less than 60 days, offering a more responsive and efficient customer service experience through enhanced integration with Generative Pretrained Transformer (GPT).

OpenQuestion 1.1, available at <https://www.teneo.ai/>, comes with a host of new features and improvements, all designed to enhance the customer experience and provide businesses with more control and customization options.

### **TENEO.AI LAUNCHES CONVERSATIONAL IVR PLUGIN FOR AMAZON CONNECT**

Teneo.ai announced the launch of its latest plugin that seamlessly integrates the Conversational IVR solution, OpenQuestion, with Amazon Connect.

This integration is truly groundbreaking, and it enables Amazon Connect clients to boost efficiency. It also enhances the customer experience and simplifies call routing. The result is a substantial reduction in costs.

The IVR plugin opens an interesting market for Teneo and Artificial Solutions.

### **TELEFÓNICA LAUNCHED AN INTEGRATED TENEO POWERED LLM PILOT**

In their constant strive to use AI technologies to bring the most business value, Telefónica has launched a pilot to explore how LLM capabilities can produce tangible business value in the customer service area. They have already proven two productive use cases and seen the cost benefits of bringing LLM orchestration under Teneo control.

### **CONFIDENTIAL COMPUTING OFFERED WITH TENEO**

Confidential computing is a security technology that focuses on protecting sensitive data while it's in use by applications. Modern systems have significantly bolstered security measures by encrypting data in transit and at rest, which means that any malicious attempt to access logs or intercept internet traffic will prove futile, as the data remains unreadable without the necessary encryption key. However, it's important to note that in many products, the memory of the server or container hosting an application is left unencrypted, which leaves a potential vulnerability, as a malicious actor who gains access to the server could readily access and decipher the data stored within memory. Confidential Computing solves it.

Teneo is now offering Confidential Computing for those companies that want to put yet another layer of security on our SaaS offering.

### **EVENTS AFTER THE QUARTER**

#### **BOARD OF DIRECTORS INITIATES STRATEGIC REVIEW**

The Board of Directors of Artificial Solutions on October 26, 2023, announced that it initiates a review of strategic alternatives to maximize shareholder value, as a consequence of the rapidly evolving market landscape in the field where Artificial Solutions is present.

Artificial Solutions is a world-leading company within AI. Artificial Solutions is at the forefront of AI-driven conversations with Teneo®, an innovative platform that transforms customer service. Teneo enables companies to use customized virtual assistants and smooth interactions based on advanced NLU, ML, GPT and TLML. With the entry-level solution OpenQuestion, the benefits of AI and Large Language Models can be experienced in just 60 days.

Teneo offers cloud-based design, security and reliability. With a diverse portfolio and significant partnerships, Teneo creates business value and customer satisfaction. Its scalable, secure, and transparent SaaS solution with integrations of LLMs ensures availability and high security. Teneo offers a competitive advantage in the AI landscape with a focus on collaboration and outstanding user experiences.



The company has a strong market position as a clear leader in its niche, a Cloud-based platform, Teneo, built on patented technology and has during 2022 and 2023 shown very strong growth in recurring software revenues (+50% in Q3 2023 YoY) - in a market that is estimated by leading industry analysts to grow by 48% per year until 2031. In light of this, the Board of Directors of Artificial Solutions has decided to initiate a process to explore strategic alternatives for the company. As part of this process, the Board of Directors will consider all potential alternatives that can deliver value to the company's shareholders. Such options may include a sale of the company (in whole or in part), other strategic transactions or the company continuing to operate as it does today with its shares traded on Nasdaq First North Growth Market.

The Board of Directors has mandated Pareto Securities AS, as financial advisors and to assist the Company in its review of strategic alternatives. Law firm Schjodt has been appointed as legal advisor in connection with the review process.

The Board of Directors has not set a timetable for completion of its review. There can be no assurance regarding the results or outcome of Artificial Solutions' review of strategic alternatives. Subject to compliance with its ongoing disclosure obligations pursuant to applicable laws and regulations, Artificial Solutions undertakes no obligation to make any further announcements regarding the exploration of strategic alternatives unless and until final decisions are made by the company's Board of Directors.

## SHARE-RELATED INCENTIVE PROGRAM

### INCENTIVE PROGRAMS SUMMARY

There are currently four existing warrant programs available. As part of subscribing for warrants in the new 2023/2026 warrant program, existing employees have agreed to surrender their prior warrants. As a consequence, the company has during October 2023 cancelled all surrendered or unvested warrants in programs established 2019 to 2021. Following cancellation, the company has the following outstanding warrants:

Programs	Number of warrants	Strike Price (SEK)
2019/2024	601,392	31.3
2020/2025:1	3,900	16.8
2021/2024:1	239,950	8.3
2023/2026	11,381,010	3.2

### THE COMPANY'S MAJOR SHAREHOLDERS

Artificial Solutions' share is listed on Nasdaq First North Growth Market Stockholm under the ticker "ASAI".

Number of shares as of September 30, 2023, was 102,429,090.

	30 SEP 2023	30 SEP 2022
Number of shares at the end of the period	102,429,090	6,570,538
Average number of shares before dilution	102,429,090	6,570,538
Average number of shares after dilution	102,429,090	6,570,538

The 10 largest shareholders on September 30, 2023, are listed below:

Shareholder	Capital %
SEB-Stiftelsen	11.0%
Arpeggio AB	9.2%
Theodor Jeansson Jr.	5.9%
Avanza Pension	5.5%
Johan A. Gustavsson	4.5%
Johan Hernmarck through company	3.9%
Ulf Johansson	3.7%
Sunhold B.V.	2.9%
Niclas Nyström	2.5%
Staffan Bohman	2.5%

### AUDIT REVIEW REPORT

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

### FINANCIAL CALENDAR

- Interim report for the fourth quarter of 2023: February 23, 2024.
- Interim report for the first quarter of 2024: April 26, 2024s

Stockholm, October 26, 2023

Per Ottosson, CEO

Artificial Solutions financial reports are available at the corporate website: [www.investors.artificial-solutions.com/financial-reports](http://www.investors.artificial-solutions.com/financial-reports).

This information is such that Artificial Solutions International AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out below, at 07:30 CET on October 26, 2023.

Artificial Solutions International is listed on Nasdaq First North Growth Market in Stockholm with short name ASAI. Redeye Certified Adviser is the Company's Certified Adviser ([Redeye - Nordic Growth](http://Redeye-Nordic Growth)), tel. +46 (0)8 121 576 90, e-mail [certifiedadviser@redeye.se](mailto:certifiedadviser@redeye.se)).

## GROUP FINANCIAL STATEMENTS

### GROUP CONSOLIDATED INCOME STATEMENTS

MSEK	JUL-SEP 2023	JUL-SEP 2022	JAN-SEP 2023	JAN-SEP 2022	JAN-DEC 2022
Net Sales	16.4	12.4	44.8	32.7	45.7
Capitalized amount for own accounts	4.0	2.6	11.8	8.8	13.2
Other operating income	-1.2	0.0	-1.2	0.0	5.8
<b>Total operating income</b>	<b>19.2</b>	<b>15.0</b>	<b>55.4</b>	<b>41.6</b>	<b>64.7</b>
Personnel costs	-23.6	-21.1	-70.6	-62.1	-85.5
Other external costs	-11.9	-14.1	-37.0	-41.1	-55.4
Depreciation and amortization on fixed assets	-3.2	-2.7	-10.7	-9.7	-12.7
Other operating expenses	-0.0	-	-0.0	-	0.0
<b>Total operating expenses</b>	<b>-38.7</b>	<b>-38.0</b>	<b>-118.2</b>	<b>-112.9</b>	<b>-153.6</b>
<b>Operating loss</b>	<b>-19.5</b>	<b>-23.0</b>	<b>-62.8</b>	<b>-71.4</b>	<b>-88.9</b>
Net financial items	-7.7	1.3	24.4	8.5	3.8
<b>Loss after financial items</b>	<b>-27.2</b>	<b>-21.7</b>	<b>-38.5</b>	<b>-62.8</b>	<b>-85.1</b>
Tax on result for the period	0.0	0.0	0.0	-0.0	-0.2
<b>NET RESULT FOR THE PERIOD</b>	<b>-27.2</b>	<b>-21.7</b>	<b>-38.5</b>	<b>-62.9</b>	<b>-85.4</b>

## GROUP CONSOLIDATED BALANCE SHEET

MSEK	30 SEP 2023	30 SEP 2022	31 DEC 2022
<b>ASSETS</b>			
<b>Non-current assets</b>			
Capitalized expenditure for licensed software and development	34.6	29.8	31.9
Equipment, furniture, and fitting	0.7	1.0	0.9
Other non-current receivables	1.2	2.0	1.8
<b>Total non-current assets</b>	<b>36.5</b>	<b>32.8</b>	<b>34.6</b>
<b>Current assets</b>			
Current receivables	18.4	23.7	35.8
Cash and bank balances	37.3	39.1	18.2
<b>Total current assets</b>	<b>55.7</b>	<b>62.8</b>	<b>54.0</b>
<b>TOTAL ASSETS</b>	<b>92.2</b>	<b>95.5</b>	<b>88.7</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	119.1	118.3	118.3
Share premium reserve	1,376.1	1,311.0	1,311.0
Other equity including result for the period	-1,700.2	-1,639.1	-1,663.0
<b>Total Equity</b>	<b>-205.0</b>	<b>-209.8</b>	<b>-233.7</b>
<b>Non-current liabilities</b>			
Liabilities to other lenders	246.9	257.0	263.8
<b>Total non-current liabilities</b>	<b>246.9</b>	<b>257.0</b>	<b>263.8</b>
<b>Current liabilities</b>			
Current liabilities	17.5	9.9	17.2
Accrued expenses and deferred income	32.8	38.4	41.2
<b>Total current liabilities</b>	<b>50.3</b>	<b>48.3</b>	<b>58.5</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>92.2</b>	<b>95.5</b>	<b>88.7</b>



## GROUP CONSOLIDATED CASH FLOW STATEMENT

MSEK	JUL-SEP 2023	JUL-SEP 2022	JAN-SEP 2023	JAN-SEP 2022	JAN-DEC 2022
<b>Operating Activities</b>					
Operating Loss	-19.5	-23.0	-62.8	-71.4	-88.9
<i>Items not affecting Cash Flows</i>					
Depreciation/amortization on assets	3.2	2.7	10.7	9.7	12.7
Other Adjustments	0.0	1.3	0.8	1.2	-1.7
<i>Items affecting Cash Flows</i>					
Interest Paid and received	0.1	-0.3	1.0	-8.0	-9.8
Taxation paid and received	0.1	-0.0	5.2	6.2	6.1
<b>Cash flow from operating activities before changes in working capital</b>	<b>-16.2</b>	<b>-19.3</b>	<b>-45.2</b>	<b>-62.4</b>	<b>-81.5</b>
Changes in working capital	2.1	-2.5	2.2	-1.6	3.5
<b>Cash flow from operating activities</b>	<b>-14.0</b>	<b>-21.8</b>	<b>-42.9</b>	<b>-64.0</b>	<b>-78.0</b>
Cash flow from investing activities	-4.0	-2.6	-11.9	-9.0	-14.5
Cash flow from financing activities	0.2	-0.1	74.0	-0.1	-1.4
<b>Net change in cash and cash equivalents</b>	<b>-17.8</b>	<b>-24.5</b>	<b>19.1</b>	<b>-73.0</b>	<b>-93.9</b>
Cash and cash equivalents beginning of the period	55.1	63.6	18.2	112.1	112.1
<b>Cash and cash equivalents end of the period</b>	<b>37.3</b>	<b>39.1</b>	<b>37.3</b>	<b>39.1</b>	<b>18.2</b>

## GROUP CONSOLIDATED CHANGE IN EQUITY

MSEK	30 SEP 2023	30 SEP 2022	31 DEC 2022
<b>Amount Brought Forward</b>	<b>-233.7</b>	<b>-119.3</b>	<b>-119.3</b>
New Issue of Shares	95.9	-	-
Transaction costs	-23.5	-0.1	-0.1
Warrant premiums	1.1	0.3	1.6
Results for the period	-38.5	-62.9	-85.4
Translation difference	-6.4	-27.9	-30.5
<b>Amount Carried Forward</b>	<b>-205.0</b>	<b>-209.8</b>	<b>-233.7</b>

## KEY RATIOS

MSEK	JUL-SEP 2023	JUL-SEP 2022	JAN-SEP 2023	JAN-SEP 2022	JAN-DEC 2022
Net Sales	16.4	12.4	44.8	32.7	45.7
Recurring Revenues	16.2	10.9	44.2	28.7	40.7
Recurring Revenues %	99%	88%	99%	88%	89%
SaaS ARR	31.0	23.6	31.0	23.6	25.1
SaaS API Call Volume (Million)	18.2	11.4	18.2	11.4	13.8
Gross Margin	10.4	6.3	28.6	18.1	25.3
Gross Margin %	63%	51%	64%	55%	55%
EBITDA Adjusted	-13.0	-20.8	-44.9	-58.3	-76.6
Equity ratio	-2.22	-2.20	-2.22	-2.20	-2.6

## FINANCIAL STATEMENTS PARENT COMPANY

### PARENT COMPANY INCOME STATEMENT

MSEK	JUL-SEP 2023	JUL-SEP 2022	JAN-SEP 2023	JAN-SEP 2022	JAN-DEC 2022
Net Sales	0.4	0.3	1.2	1.0	1.4
Other operating income	-	-	-	-	4.4
<b>Total operating income</b>	<b>0.4</b>	<b>0.3</b>	<b>1.2</b>	<b>1.0</b>	<b>5.7</b>
Other external costs	-5.6	-5.7	-17.0	-16.7	-15.5
Other expenses	-	-	-	-	-
<b>Total operating expenses</b>	<b>-5.6</b>	<b>-5.7</b>	<b>-17.0</b>	<b>-16.7</b>	<b>-15.5</b>
<b>Operating loss</b>	<b>-5.2</b>	<b>-5.4</b>	<b>-15.8</b>	<b>-15.7</b>	<b>-9.7</b>
Net financial items	-3.6	-2.5	18.7	-1.2	-310.8
<b>Result after financial items</b>	<b>-8.8</b>	<b>-7.9</b>	<b>2.9</b>	<b>-16.9</b>	<b>-320.5</b>
Tax on result for the period	-	-	-	-	-
<b>NET RESULT FOR THE PERIOD</b>	<b>-8.8</b>	<b>-7.9</b>	<b>2.9</b>	<b>-16.9</b>	<b>-320.5</b>

## PARENT COMPANY BALANCE SHEET

MSEK	30 SEP 2023	30 SEP 2022	31 DEC 2022
<b>ASSETS</b>			
<b>Non-current assets</b>			
Receivable from Group companies	145.0	383.3	102.5
Financial assets	283.6	282.2	283.4
Other non-current receivables	0.3	0.5	0.4
<b>Total non-current assets</b>	<b>428.9</b>	<b>665.9</b>	<b>386.3</b>
<b>Current assets</b>			
Current receivables	1.9	1.5	6.8
Cash and bank balances	25.6	23.8	10.3
<b>Total current assets</b>	<b>27.5</b>	<b>25.3</b>	<b>17.1</b>
<b>TOTAL ASSETS</b>	<b>456.4</b>	<b>691.2</b>	<b>403.4</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	119.1	118.3	118.3
Share premium reserve	1,376.1	1,311.0	1,311.0
Other equity including result for the period	-1,292.3	-998.8	-1,301.5
<b>Total Equity</b>	<b>202.9</b>	<b>430.5</b>	<b>127.8</b>
<b>Non-current Liabilities</b>			
Liabilities to other lenders	246.9	255.1	263.8
<b>Total non-current liabilities</b>	<b>246.9</b>	<b>255.1</b>	<b>263.8</b>
<b>Current liabilities</b>			
Liabilities to Group companies	-	-	1.0
Current liabilities	3.6	1.6	8.0
Accrued expenses and deferred income	2.9	4.0	2.8
<b>Total current liabilities</b>	<b>6.6</b>	<b>5.6</b>	<b>11.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>456.4</b>	<b>691.2</b>	<b>403.4</b>

## PARENT COMPANY CASH FLOW STATEMENT

MSEK	JUL-SEP 2023	JUL-SEP 2022	JAN-SEP 2023	JAN-SEP 2022	JAN-DEC 2022
<b>Operating Activities</b>					
Operating loss	-5.2	-5.4	-15.8	-15.7	-9.7
<i>Items not affecting Cash Flows</i>					
Depreciation/amortization on assets	-	0.0	0.0	0.0	-
Other Adjustments	-	-0.1	-0.1	-2.3	-
<i>Other items affecting Cash Flows</i>					
Interest paid and received	-0.0	-0.2	-0.0	-8.8	-10.3
Taxation paid and received	-	-	-	-	-
<b>Cash flow from operating activities before changes in working capital</b>	<b>-5.2</b>	<b>-5.5</b>	<b>-15.9</b>	<b>-26.8</b>	<b>-20.1</b>
Changes in working capital	-11.0	-10.3	-42.6	-47.3	-66.1
<b>Cash flow from operating activities</b>	<b>-16.2</b>	<b>-15.7</b>	<b>-58.5</b>	<b>-74.1</b>	<b>-86.2</b>
Cash flow from investing activities	-	-	-	-	-
Cash flow from financing activities	0.0	-0.1	73.7	-0.1	-1.4
<b>Net change in cash and cash equivalents</b>	<b>-16.1</b>	<b>-15.8</b>	<b>15.2</b>	<b>-74.2</b>	<b>-87.6</b>
Cash and cash equivalents beginning of the period	41.7	39.6	10.3	97.9	97.9
<b>Cash and cash equivalents end of the period</b>	<b>25.6</b>	<b>23.8</b>	<b>25.6</b>	<b>23.8</b>	<b>10.3</b>

## PARENT COMPANY CHANGE IN EQUITY

MSEK	30 SEP 2023	30 SEP 2022	31 DEC 2022
<b>Amount Brought Forward</b>	<b>127.8</b>	<b>448.4</b>	<b>448.4</b>
New Issue of Shares	95.9	0.0	-
Transaction Costs	-23.5	-0.1	-0.1
Warrants	-0.1	-0.9	-
Results for the period	2.9	-16.9	-320.5
<b>Amount Carried Forward</b>	<b>202.9</b>	<b>430.5</b>	<b>127.8</b>

## DEFINITIONS OF KEY PERFORMANCE INDICATORS NOT DEFINED IN ACCORDANCE WITH BFNAR

FINANCIAL MEASURES	DESCRIPTION
<b>Net Sales</b>	Reported net sales.
<b>Usage Revenues</b>	The amount of revenues derived solely from the usage of the Teneo Platform.
<b>Recurring Revenues</b>	Combined amount of revenues derived from Usage, License and Support revenues. This also includes SaaS recurring revenues.
<b>SaaS Recurring Revenues</b>	Recurring revenues derived from SaaS revenue model customers, based on the revenues coming from Subscription, API Calls and Searchable Data.
<b>SaaS ARR</b>	Annual recurring revenues based on last month in quarter SaaS Recurring Revenues (Monthly Recurring Revenues from SaaS x 12 months).
<b>Gross Margin</b>	Is calculated as the total net sales subtracted with the total cost of sales (for providing expert services, sales commission and total cost of staff related to Customer Success department). From Jan 1, 2023, and for comparative periods in the report, the company uses this methodology.
<b>Gross Margin %</b>	Is calculated as the total Gross Margin expressed as a per cent of total revenue in the period.
<b>EBITDA</b>	Earnings before interest, tax, depreciation, and amortization.
<b>EBITDA Adjusted</b>	Earnings before interest, tax, depreciation, and amortization adjusted for non-recurring items and restructuring costs.
<b>Average number of shares before dilution</b>	Average number of shares during the period.
<b>Average number of shares after dilution</b>	Average number of shares during the period including number of shares at full dilution.
<b>API</b>	Application Programming Interface (API) that allows interaction between two applications.
<b>API Calls</b>	Making an API Call correspond to the request sent through an endpoint to the server. Volumes are disclosed in millions.
<b>SaaS API Calls</b>	Specific API calls solely for SaaS customers. Volumes are disclosed in millions.

## CONFERENCE CALL

The report will be presented by Per Ottosson, CEO, and Fredrik Törgren, CFO, via Microsoft Teams Meeting on October 26, 2023, at 09:00 a.m. CET.

Please connect using this [link](#).

## CONTACT INFORMATION

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Corp. ID no 556256-4657



## ABOUT ARTIFICIAL SOLUTIONS

### DIVERSE WORKFORCE

**29%**

Percentage of **female** employees in managing positions; 37% in the whole company.



**63**

Employees and 4 consultants from more than 25 different **nationalities**.

**22**

**Languages** spoken in-house.



### PATENTS & IP

**1.6 BSEK**



Amazon, Apple, Baidu, Google, Microsoft, Nuance, and IBM all have made forward citations of our pioneering **patents**.

### PARTNERSHIPS



Artificial Solutions & Microsoft enable the most advanced conversational technology for large enterprise and global contact centers. Teneo scales with high efficiency across Azure infrastructure and is deeply integrated with Azure Cognitive, OpenAI, Communication, and Analytics services.

### MULTILINGUAL

**86**



Teneo, allows companies to build multilingual solutions in **86 official languages covering close to 40% of the world's population**.

### SUSTAINABILITY

**82%**

By enabling our customers to move from server-based to cloud deployments, we can achieve an average of **82% reduction in CO2**.



Artificial Solutions® (SSME: ASAI) is a leader in AI. Our platform, Teneo®, is used by millions of people across hundreds of private and public sector SaaS deployments worldwide. Our solution OpenQuestion® optimizes routing for Contact Centers to better serve customers and reduce costs.

Teneo runs 86 languages and dialects and is fully integrated with call center and contact center systems. Teneo.ai, Teneo and OpenQuestion are registered brands by Artificial Solutions.

Artificial Solutions International is listed on Nasdaq First North Growth Market in Stockholm with short name ASAI. Redeye Certified Adviser is the Company's Certified Adviser (**Redeye - Nordic Growth**, tel. +46 (0)8 121 576 90, e-mail [certifiedadviser@redeye.se](mailto:certifiedadviser@redeye.se)).

Learn more at [www.investors.artificial-solutions.com](http://www.investors.artificial-solutions.com).