



Urb-it AB (publ)

Interim Report Q1

January – March 2022

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TABLE OF CONTENT

Q1 2022 SUMMARY	3
CEO'S OVERVIEW	4
ABOUT THE URB-IT GROUP	7
FINANCIAL INFORMATION	9
THE STOCK	10
CONSOLIDATED INCOME STATEMENT	11
CONSOLIDATED BALANCE SHEET	13
GROUP CASH FLOW STATEMENT	15
CONSOLIDATED GROUP CHANGES IN EQUITY	17
INCOME STATEMENT PARENT COMPANY	18
PARENT COMPANY BALANCE SHEET	19
PARENT COMPANY CASH FLOW STATEMENT	21
PARENT COMPANY CHANGES IN EQUITY	22
NOTES	23
THE BOARD	25
FINANCIAL CALENDER	26

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2022 SUMMARY

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Financial development during the period January - March 2022

- Net Sales for Urb-it AB (publ), amounted to KSEK10 931 (KSEK 4 873) during the period.
- Operating loss was KSEK -43 746 (KSEK -14 953).
- Loss before tax totalled KSEK -39 063 (KSEK -15 317).
- Loss per share attributable to owners of the Parent Company amounted to SEK -0,16 (SEK -0,08).

During the 1st quarter 2022, Urb-it has consolidated its effort by focusing on strategic large clients and exiting loss making contracts. The growth in Net Sales compared to 1st quarter 2021 is attributable to the large clients Alibaba, Amazon and Yodel. Urb-it has continued to invest in hubs, infrastructure and systems to support future growth and improved operational efficiency which will lead to lower cost per delivery going forward.

Cash flow has continued to be affected by investments in cargo bikes to ensure the ramp up of delivery capacity. During the 1st quarter KSEK 5 889 has been spent in strengthening this capacity.

Significant events during the first quarter of 2022

- Urb-it announced the launch of its sustainable delivery services in Spain. This is the next step in Urb-it's ambitious growth strategy to expand across Europe with Spain as the third market, alongside France and the UK.
- Urb-it expanded in the UK by launching in Birmingham

Significant events after the end of the first quarter

- Urb-it continues UK expansion by launching in Liverpool
- Urb-it delivery services integrated with leading commerce platform Linnworks



CEO'S OVERVIEW



Continued strong European growth momentum during first quarter and successful implementation of our growth strategy

The first quarter saw continued strong growth momentum, delivering revenue growth of 124% and handling a volume increase of six times year-on-year. Our sustained high growth rate is a testament to the strength of our offering, as Q1 is a seasonally low volume quarter for e-commerce.

We continued to invest across our operations to support our scaling, aligned to our view that delivering rapid volume growth drives unit economic improvements. We supported this by implementing systems to drive operational efficiencies in the quarter. We continued to execute our operational growth strategy and are pleased to report progress delivered under the four pillars of this.

1. Scale through partnerships

In the quarter we increased our volume share with our key clients, including Alibaba, Amazon and Yodel. In addition, we executed our partnership focus by streamlining our customer base and exited contracts that were not delivering volume or margin growth. Removing these customers had a limited impact on growth during the quarter, however it will position us for further cost-efficient growth going forward.

We remain focused on scaling with carriers and e-commerce partners that provide high delivery volumes, high densities and expansion opportunities in existing and new cities and markets. We are convinced that this is how we can create the greatest impact through our sustainable last mile delivery services in urban locations across Europe.

We announced our integration with Linnworks post period end, a global software-as-a-service (SAAS) total commerce platform. This provides Urb-it with reach to Linnworks 4,500+ companies with access to Urb-it's sustainable last mile delivery solutions.

2. Superior customer experience

We invested across all areas of our customer experience to continue to differentiate our superior offering. We improved our delivery performance through implementing measures to strengthen our already market leading first attempt success rate and on-time delivery rates, which has consequently improved our customer satisfaction rates. This is a fundamental focus for us as we not only form part of our clients' sustainability commitments to reduce emissions & pollution in their supply



chains but are also representing their brands through our last mile delivery experience.

Our couriers are integral to creating our customer experience. We employ our couriers and provide them with benefits, which enables us to train, coach and develop them to provide a superior customer experience. This also future proofs our business model, securing capacity and efficiencies as we scale.

We were delighted in March to win the 2022 Best Supply Chain Solution Award at The Retail Supply Chain & Logistics Expo, which specifically recognised our mission and the value we bring through making our partners supply chains more sustainable.

3. Infrastructure optimisation

We continued to invest across our operations and infrastructure to strengthen our growth platform to support our scaling volumes. We grew our e-cargo bike fleet across our markets, established new hubs and implemented processes and systems across our operations to drive efficiencies and unit economic improvements as our volumes grow.

We have been operating e-cargo bikes for over a year in the UK & France and have in-depth insights on requirements and capabilities to enhance performance. We are therefore investing in our bespoke supply chain of e-cargo bikes that will perform optimally and maximise our efficiency in our urban sustainable deliveries in city centres.

4. Geographic expansion

In January we launched in Spain, our third market and the fastest growing e-commerce market in Europe. We invested in establishing our operations in Barcelona and Madrid during the period and expect to be operational at the beginning of Q3.

We further expanded our hyper local hubs within Paris and launched in the UK's second largest city, Birmingham. Post Q1 period end, we launched in Liverpool, UK, and now have our couriers on our e-cargo bike fleet operating across UK's major cities. We will continue to focus on achieving scale in our existing cities and launching in new cities and markets to deliver our positive impact across Europe.

Summary & outlook

In 2022, the regulatory, investor, corporate and consumer demand and drivers for sustainable urban deliveries remains stronger than ever across our existing and new European markets.

We have a solid platform for growth established and remain firmly focused on investing in and executing our strategy. We will deliver this through growing our partnerships & volumes, optimising our infrastructure and driving operational efficiencies, differentiating our superior customer experience, building our brand and growing our reach across cities and markets in Europe.

I am truly excited about our growth and expansion opportunities – and as always am grateful for the hard work and contribution of our colleagues and investors for their support on our growth journey.

Kevin Kviblad

Kevin Kviblad
CEO





ABOUT URB-IT GROUP | B CORP CERTIFIED

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Urb-it is a rapidly growing sustainable logistics platform with a vision to transform urban logistics, one delivery at a time. We deliver urban logistics services that create a positive impact on society and the environment. We partner with brands to deliver the last mile sustainably and efficiently in urban areas across Europe.

Our customer-centric last mile delivery services are conducted by our couriers on foot, bike and our e-car-go fleet. This reduces noise pollution, air pollution and congestion - creating healthier cities.

We are a B Corp certified business, meaning we meet and have committed to the highest verified standards

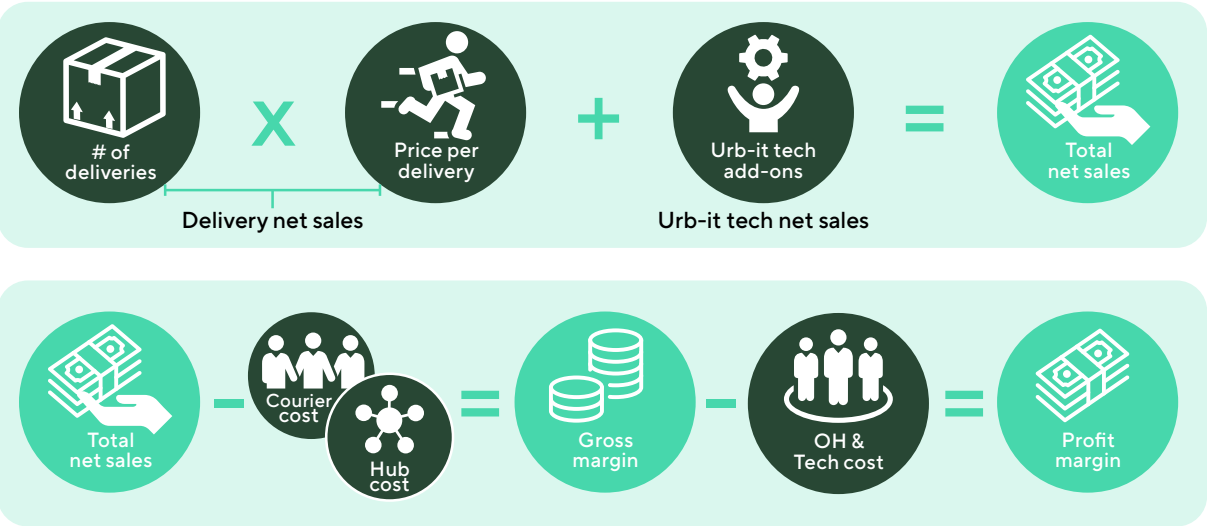
of social and environmental performance. We are currently operating in urban areas in Europe's largest e-commerce markets - France, the UK and Spain. Our ambition is to expand into other major e-commerce markets across Europe in the coming years.

In 2022, Urb-it won Best Supply Chain Solution Award at The Retail Supply Chain & Logistics Expo.

Founded in 2014, Urb-it is a Swedish entrepreneurial company headquartered in Stockholm and listed on Nasdaq First North Growth Market. Find out more at urb-it.com.



Economies of scale and highly predictable



FINANCIAL INFORMATION

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Net Sales and Earnings Quarter 1 2022

The company's net sales during the period January 1 - March 31, 2022 amounted to KSEK 10 931, which corresponds to an increase of KSEK 6 057 compared to the period January 1 - March 31, 2021 when net sales amounted to KSEK 4 873. During the period January 1 - March 31, 2022, the Company's operating loss amounted to KSEK -43 746, which is an increase of KSEK -28 794 compared with the period January 1 - March 31, 2021 when the operating loss amounted to KSEK -14 953.

During the 1st quarter 2022, Urb-it has consolidated its effort by focusing on strategic large clients and exiting loss making contracts. The growth in Net Sales compared to 1st quarter 2021 is attributable to the large clients Alibaba, Amazon and Yodel. Urb-it has continued to invest in hubs, infrastructure, and systems and to support future growth and improved operational efficiency which will lead to lower cost per delivery.

Liquidity & Financing

Cash and cash equivalents amounted to KSEK 51 344 as of March 31, compared with KSEK 43 356 for the same period last year. The Group's current liabilities amounted to KSEK 21 102. At the same time last year, current liabilities amounted to KSEK 19 363. Equity amounted to KSEK 90 248 on the reporting day, compared with KSEK 47 300 for the same period in 2021. During the first quarter, non-current assets accumulated to KSEK 35 694 compared with KSEK 19 474 at the same time last year, driven by the investments of e-cargo bikes.

Cash flow has continued to be affected by investments in cargo bikes to ensure the ramp up of delivery capa-

city. During the 1st quarter KSEK 5 889 has been spent in strengthening capacity.

Personnel & Organization

As of March 31, 2022, the Urb-it Group had a total of 176 full-time employees, 7 of whom worked in Sweden and 133 in France and 35 in the UK. Previous year, the number of employees was 7 in Stockholm and 30 in Paris and 10 in London.

The increase compared to previous year is primarily due to employed couriers & hub personnel in France & UK to handle predictable volumes from carriers. The number of employed couriers & hub personnel amounted to 101 per March 31, 2022.

Intercompany Transactions

No intercompany transactions to report during the first quarter.

Related Party Transactions

During the first quarter of the year, the lease agreement for the Stockholm office was transferred from Lage Jonason to the Company.

Significant Risks & Uncertainties

Until the business generates a positive cash flow, it is the task of the Board of Directors and the management team to continuously examine the issue of the conditions for continued operation. The Board's assessment is that the required liquidity will be provided to the business through ongoing income, borrowing and increase in equity.



THE STOCK

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Summary	2022	2021
Number of outstanding shares as of 31 March 2022	234 469 993	194 229 084
Outstanding shares as of 31 March after utilization of SO / convertibles	243 405 112	198 454 203
Average number of shares January - March	234 469 993	185 117 973
Average number of shares Jan - Mar after utilization of SO / Convertibles	242 724 779	189 343 092

Shareholders as of 31 March 2022	Shares	Capital %	Votes %
Lage Jonason ^[1]	79 236 413	33,79%	33,79%
INGKA	21 590 909	9,21%	9,21%
Fjärde AP fonden	17 500 000	7,46%	7,46%
Erik Mittregger förvaltning AB	12 792 952	5,46%	5,46%
Handelsbanken Microcap	13 020 000	5,55%	5,55%
Skandia	11 055 000	4,71%	4,71%
Concensus Småbolag	10 000 000	4,26%	4,26%
Fiducian technology fund	9 919 441	4,23%	4,23%
Adrigo Small & Midcap	9 419 148	4,02%	4,02%
Ålandsbanken	6 966 610	2,97%	2,97%
Other shareholders	42 969 520	18,33%	18,33%
Total	234 469 993	100%	100%

^[1] Board member Lage Jonason privately owns 45 215 769 shares and 32 370 644 shares through his company Lage Jonason AB.

CONSOLIDATED INCOME STATEMENT



Amounts in KSEK	Jan-Mar 2022	Jan-Mar 2021	Jan-Dec 2021
Operating income, stock changes etc.			
Net sales	10 931	4 873	34 270
Capitalized work for own account	1 755	1 141	5 571
Other operating income	44	51	199
Sum operating income, stock changes etc.	12 729	6 066	40 040
Operating expenses			
Other external expenses	-30 790	-10 486	-72 447
Personnel costs	-22 597	-7 704	-56 408
Depreciation and impairment of tangible and intangible non-current assets	-2 981	-2 815	-10 768
Other operating expenses	-107	-12	-45
Sum operating expenses	-56 475	-21 018	-139 668
Operating income/loss	-43 746	-14 953	-99 628
Financial items			
Other interest income and similar items	4 697	168	888
Interest costs and similar items	-13	-532	-2 199
Sum financial items	4 684	-364	-1 311
Income/loss after financial items	-39 063	-15 317	-100 940
Income before tax	-39 063	-15 317	-100 940
Tax	-	-	0
Net income/loss	-39 063	-15 317	-100 940
Income of the Parent Company's shareholders	-39 063	-15 317	-100 940
Income per share before utilization	-0,17	-0,08	-0,51
Income per share after utilization	-0,16	-0,08	-0,49



CONSOLIDATED BALANCE SHEET

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Amounts in KSEK	31 Mar 2022	31 Mar 2021	31 Dec 2021
ASSETS			
Non-current assets			
<i>Intangible non-current assets</i>			
Capitalized development and other similar expenses	14 115	17 290	14 484
Intellectual property rights, brands and other intangible assets	489	489	489
	14 604	17 779	14 974
<i>Tangible non-current assets</i>			
Property, plant, and equipment	18 190	1 110	12 301
	18 190	1 110	12 301
<i>Financial non-current assets</i>			
Other long-term receivables	2 900	585	3 427
Other long-term receivables	2 900	585	3 427
Sum non-current assets	35 694	19 474	30 701
Current assets			
<i>Short-term receivables</i>			
Trade receivables	15 061	5 293	12 998
Other short-term receivables	6 447	1 949	3 110
Deferred expenses and accrued income	2 805	341	2 648
	24 313	7 583	18 757
<i>Cash and cash equivalents</i>			
Cash	51 344	43 356	112 304
Sum current assets	75 657	50 939	131 061
SUM ASSETS	111 350	70 413	161 762

CONSOLIDATED BALANCE SHEET (CONT.)

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Amounts in KSEK	31 Mar 2022	31 Mar 2021	31 Dec 2021
EQUITY AND LIABILITIES			
EQUITY			
Stockholders' equity	28 747	23 813	28 747
Other contributed capital	606 869	446 213	605 999
Other equity incl. net income	-545 368	-422 726	-502 077
Equity attributable to Parent Company's shareholders	90 248	47 300	132 669
SUM EQUITY	90 248	47 300	132 669
Provisions			
Deferred tax liability	-	-	-
Sum provisions	0	0	0
Other long-term liabilities	-	3 750	-
Sum long-term liabilities	0	3 750	0
Short-term liabilities			
Debt to credit institutions	-	-	-
Advances from customers	-	-	-
Tax Debt	6 696	26	28
Trade payables	9 829	3 052	16 211
Other short term liabilities	2 582	13 906	10 255
Accrued expenses and deferred income	1 996	2 379	2 600
Sum short-term liabilities	21 102	19 363	29 093
SUM EQUITY AND LIABILITIES	111 350	70 413	161 762
SOLIDITY	81%	67%	82%

GROUP CASH FLOW STATEMENT

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Amounts in KSEK	Jan-Mar 2022	Jan-Mar 2021	Jan-Dec 2021
<i>Operating activities</i>			
Operating loss	-43 746	-14 953	-99 628
Adjustment for non-cash items	7 678	2 815	11 730
Interest received	0	168	0
Interest paid	-13	-532	-2 199
Cash flow from operating activities before changes in working capital	-36 082	-12 501	-90 098
Changes in trade receivables	-1 500	-1 210	-8 988
Change in other operating receivables	-3 151	-663	-4 034
Change in trade payables	-6 634	-104	12 914
Change in other operating payables	-7 152	-1 417	4 494
Cash flow from operating activities	-54 519	-15 896	-85 712
<i>Investing activities</i>			
Investment in intangible non-current assets	-1 873	-1 141	-5 571
Investment in tangible non-current assets	-5 585	-916	-12 287
Investment in financial non-current assets	676	-361	-3 137
Divestiture/amortization of other financial non-current assets	-	-	-
Cash flow from investing activities	-6 782	-2 419	-20 995
<i>Financing activities</i>			
New share issue	-	82 000	257 195
Loan cleared in share issue	-	-6 357	-6 357
Stock options	233	60	60
Costs related to new share issue	-218	-	-2 989
Subscribed but unpaid share capital	-	-	-
Borrowings	-	-25 000	-40 000
Change in interest-bearing liabilities	-	-	-
Cash flow from financing activities	15	50 703	207 909
Cash flow for the period	-61 285	32 389	101 201
Cash and Cash equivalents at beginning of period	112 304	10 897	10 897
Cash and cash equivalents at end of period	50 694	43 356	112 304
Exchange rate differences in cash and cash equivalents	-325	70	206

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CONSOLIDATED GROUP CHANGES IN EQUITY

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Amounts in KSEK	Shareholder equity	Ongoing new share issue	Other contributed capital	Retained earnings	Total equity
Opening balance 2022-01-01	28 747	-	605 999	-502 077	132 669
New share issue	-	-	-	-	0
Ongoing new share issue	-	-	-	-	0
Costs related to new share issue	-	-	-	-218	-218
Exchange rate difference when converting foreign operations	-	-	-	-3 468	-3 468
Restricted equity regarding capitalised development costs	-	-	1 755	-1 755	0
Depreciation capitalised development costs	-	-	-2 186	2 186	0
Stock Options	-	-	-	328	328
Adjustment	-	-	1 301	-1 301	0
Net income for the year	-	-	-	-39 063	-39 063
Closing balance 2022-03-31	28 747	-	606 869	-545 368	90 248

INCOME STATEMENT PARENT COMPANY

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Amounts in KSEK	Jan-Mar 2022	Jan-Mar 2021	Jan-Dec 2021
Operating income, stock changes etc.			
Net sales	-	-	-
Capitalized work for own account	1 755	1 141	5 571
Other operating income	44	51	103
Sum operating income, stock changes etc.	1 798	1 192	5 673
Operating expenses			
Other external expenses	-6 971	-3 223	-18 705
Personnel costs	-3 319	-2 065	-9 802
Depreciation and impairment of tangible and intangible non-current assets	-2 242	-2 766	-10 001
Other operating expenses	-107	-12	-45
Sum operating expenses	-12 640	-8 066	-38 553
Operating Loss	-10 841	-6 874	-32 879
Financial items			
Write down intercompany loans	-	-	-
Other interest income and similar items	5 892	291	2 791
Interest costs and similar items	-1	-532	-2 204
Sum financial items	5 891	-241	587
Income/loss after financial items	-4 951	-7 115	-32 293
Income before tax	-4 951	-7 115	-32 293
Tax	-	-	-
Net income/loss	-4 951	-7 115	-32 293
Income of the Parent Company's shareholders	-4 951	-7 115	-32 293

BALANCE SHEET PARENT COMPANY

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Amounts in KSEK	31 Mar 2022	31 Mar 2021	31 Dec 2021
ASSETS			
Non-current assets			
<i>Intangible non-current assets</i>			
Capitalized development and other similar expenses	15 127	17 290	14 484
Intellectual property rights, brands and other intangible assets	489	489	489
	15 617	17 779	14 974
<i>Financial non-current assets</i>			
Participations in Group Companies	89 986	62 506	89 954
Receivables from Group Companies	106 950	13 091	60 899
Other long-term receivables	25	25	25
	196 961	75 621	150 879
Sum non-current assets	212 577	93 400	165 852
Current assets			
<i>Short term receivables</i>			
Trade receivables	19	95	19
Receivables from Group Companies	317	0	317
Other short-term receivables	1 340	1 367	825
Deferred expenses and accrued income	2 579	170	995
	4 254	1 632	2 156
<i>Cash and cash equivalent</i>			
Cash	46 363	40 825	106 075
Sum current assets	50 617	42 457	108 231
SUM ASSETS	263 195	135 858	274 084

BALANCE SHEET PARENT COMPANY (CONT.)

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Amounts in KSEK	31 Mar 2022	31 Mar 2021	31 Dec 2021
Equity and liabilities			
Equity			
<i>Restricted equity</i>			
Stockholders' equity	28 747	23 813	28 747
Ongoing new share issue	-	-	-
Restricted equity regarding capitalised development costs	14 307	18 025	14 738
	43 054	41 838	43 485
<i>Unrestricted equity</i>			
Share premium reserve	591 494	424 441	592 459
Retained earnings	-371 356	-343 128	-340 569
Net loss	-4 951	-7 115	-32 293
	215 188	74 198	219 597
Sum equity	258 241	116 036	263 082
Long-term liabilities			
Other liabilities	-	3 750	-
Sum long-term liabilities	0	3 750	0
Short-term liabilities			
Advances from customers	-	-	-
Tax debt	0	26	28
Trade payables	3 035	1 992	6 464
Other short-term liabilities	-77	11 846	1 910
Accrued expenses and deferred income	1 996	2 207	2 600
Sum short-term liabilities	4 953	16 072	11 001
SUM EQUITY AND LIABILITIES	263 195	135 858	274 084
SOLIDITY	98%	85%	96%

PARENT COMPANY CASH FLOW STATEMENT

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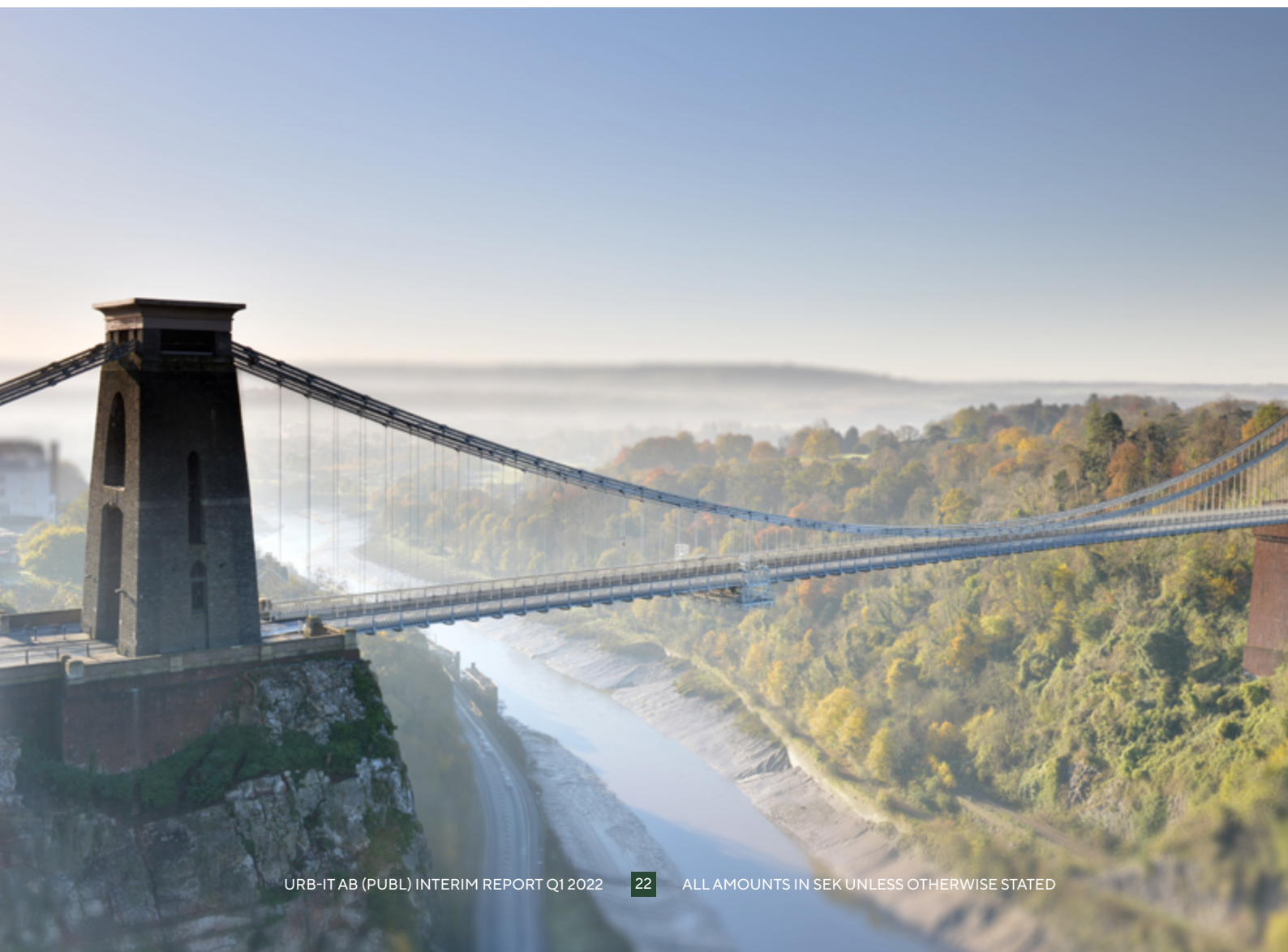
Amounts in KSEK	Jan-Mar 2022	Jan-Mar 2021	Jan-Dec 2021
<i>Operating activities</i>			
Operating loss	-10 841	-6 874	-32 879
Adjustment for non-cash items	6 883	2 934	10 965
Interest received	1 195	122	1 901
Interest paid	-1	-532	-2 203
Cash flow from operating activities before changes in working capital	-2 765	-4 349	-22 216
Changes in trade receivables	-	3	3
Change in other operating receivables	-2 003	-470	-1 051
Change in trade payables	-3 430	278	4 750
Change in other operating payables	-2 619	-1 041	667
Cash flow from operating activities	-10 816	-5 579	-17 847
<i>Investing activities</i>			
Investment in intangible non-current assets	-2 829	-1 141	-5 571
Investment in Group Companies	-46 082	-9 339	-84 597
Investment in financial non-current assets	-	-	-
Cash flow from investing activities	-48 911	-10 480	-90 167
<i>Financing activities</i>			
New share issue	0	82 000	257 195
Loan cleared in share issue	0	-6 357	-6 357
Stock options	233	60	60
Issue costs	-218	0	-2 989
Subscribed but unpaid share capital	0	0	-
Borrowings	0	-25 000	-40 000
Change in interest-bearing liabilities	0	0	-
Cash flow from financing activities	15	50 703	207 909
Cash flow for the period	-59 712	34 644	99 894
Cash and Cash equivalents at beginning of period	106 075	6 181	6 181
Cash and cash equivalents at end of period	46 363	40 825	106 075

PARENT COMPANY CHANGES IN EQUITY

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Amounts in KSEK	Shareholder equity	Ongoing new share issue	Other contributed capital	Share premium reserve	Retained earnings	Total equity
Opening balance 2022-01-01	28 747	-	14 738	591 712	-372 115	263 082
New share issue	-	-	-	-	-	0
Ongoing new share issue	-	-	-	-	-	0
Costs related to new share issue	-	-	-	-218	-	-218
Development fund	-	-	1 755	-	-1 755	0
Amortization of development fund fees	-	-	-2 186	-	2 186	0
Adjustment	-	-	-	-	-	0
Stock Options	-	-	-	-	328	328
Net income for the year	-	-	-	-	-4 951	-4 951
Closing balance 2022-03-31	28 747	0	14 307	591 494	-376 307	258 241



Accounting and valuation principles

Urb-it AB's annual report and consolidated accounts have been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Accounting Standards Board's general advice BFNAR 2012: 1 (K3). The accounting principles are unchanged compared to previous reports.

Consolidated Accounts

Urb-it AB prepares consolidated accounts. The subsidiaries are included in the consolidated financial statements from the date the controlling influence is transferred to the group. They are excluded from the consolidated financial statements from the date on which the controlling influence ceases.

The consolidated financial statements have been prepared in accordance with the acquisition method. The acquisition date is the time when the controlling influence is obtained. Identifiable assets and liabilities are initially valued at fair value at the time of acquisition.

The minority's share of the net assets acquired is measured at fair value. Goodwill is the difference between the identifiable net assets acquired at the time of acquisition and the acquisition value, including the value of the minority interest, and is initially valued at the acquisition value. All transactions between group companies are eliminated in their entirety.

Subsidiaries in other countries prepare their annual accounts in foreign currency. Translation of the items in these companies' balance sheets and income statements is made at the closing day rate and spot rate, respectively, for the day and business event respectively. The translation differences that arise are reported in the Group's equity.

This report has not been subject to an audit or review by the auditors.

The Board of Directors and the CEO ensure that the interim report provides a true and fair view of the Group's and the Parent Company's operations, position and earnings.

Stockholm 28 April 2022

Lage Jonason
Chairman of the Board

Andrea Rosengren
Board Member

Fredrik Warstedt
Board Member

Anna Wikner
Board Member

Johan Englund
Board Member

Kevin Kviblad
CEO

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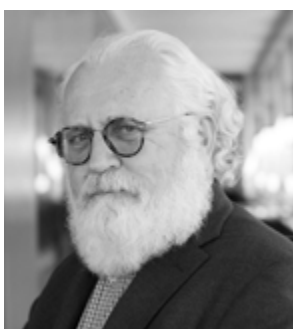


THE BOARD

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The Board of Directors and the CEO ensure that the interim report provides a true and fair view of the Group's and the Parent Company's operations, position and earnings.

Stockholm 28 April 2022



Lage Jonason
Chairman of the Board



Fredrik Warstedt
Board Member



Andrea Rosengren
Board Member



Anna Wikner
Board Member



Johan Englund
Board Member



Kevin Kviblad
CEO

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FINANCIAL CALENDER

AGM	13 May 2022
Q2 Report 2022	18 Aug 2022
Q3 Report 2022	28 Oct 2022
Q4 Report 2022	22 Feb 2023

CERTIFIED ADVISOR

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