

## CONTINUED GROWTH WITH STRONG PROFITABILITY

**Net sales for the period January – September total SEK 1,199.0 (1,098.9) million. Operating profit (EBIT) for the first nine months is SEK 151.4 (128.3) million, which is equivalent to a margin of 12.6 per cent. Liquid assets total SEK 159.4 million. Net sales for the third quarter total SEK 352.1 (316.6) million. Operating profit (EBIT) for the quarter is SEK 46.9 (38.7) million, with a margin of 13.3 per cent.**

“We continue the year the way we started it – growing, setting records, and creating winning results. That feels amazing and has a simple explanation: all our great employees work every day to create value for our clients and for our clients’ customers. Net sales increase by 11 per cent to SEK 352.1 million, our strongest ever in a third quarter,” says CEO Lars Stugemo.

As digitalisation enters all industries, there is an increased need for expertise and experience within the entire chain from concept to complete solution. We at HiQ have that range. We see proof of this with the nominations in both the Swedish Design Awards and the Swedish Publishing Awards – for the digital CarPay service that moves the Volvo card into your mobile, and the new communications platforms for the municipalities of Kungälv and Enköping.

“The common denominator is to create value for the users and customers. Using technology to make people’s everyday life simpler, safer and more fun. Exactly what we at HiQ are passionate about. We master the advanced technology and understand both the users and the business. All aspects are essential which makes our range and offer more relevant than ever.”

During the quarter, HiQ strengthens its overall offer even more with the acquisition of Great Apes Oy in Finland, a design- and digital agency with 15 employees.

“Together we can take on even bigger assignments, in which we use technology to make a difference. Great Apes share HiQ’s values and we are happy to welcome them to the team.”

HiQ also recruits successfully on all sites and the number of employees is higher than ever.

“I see this as evidence that we at HiQ enjoy our work, and I’m happy and proud that so many driven, skilled, and great people want to work here. We have never been more relevant, and together with brave and forward-thinking clients we look forward to continue contributing to a better and more joyful world,” Lars Stugemo concludes.

HiQ’s President and CEO, Lars Stugemo, presents the report today, Wednesday 19 October at 09:00 CET, at HiQ’s head office (Regeringsgatan 20) in Stockholm. The report can be ordered by phone (+46 8 588 90 000) or downloaded from [www.hiq.se](http://www.hiq.se).

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*HiQ helps to make the world a better place by making people’s lives simpler through technology and communication. We are the perfect partner for everyone eager to achieve results that make a difference in a digital world. Founded in 1995, HiQ has more than 1,500 specialists in four countries and is listed on the Nasdaq Stockholm Mid Cap list. For more information and inspiration, please visit [www.hiq.se](http://www.hiq.se)*