

## ISO certification, financing and commercialization

The past few months have been a period of intense activity, both internally and externally. In June, we participated in Mobile World Congress China with our partner Ericsson, meeting a range of new potential partners for the Asian market. During the quarter, we also participated in state visits and panel discussions, ramped up investment in our Pioneers social platform, and continued preparing and planning for our future.

Perhaps most pleasing to me personally was the news that Brighter is now certified under ISO 13485. This is an important stamp of approval that we have been working on for a long time, in parallel with the CE-certification of Actiste. The fact that we have now obtained ISO certification is clear independent proof that the organization – from the Notified Body's perspective – has what it takes to develop, manufacture and market CE-labeled medical technology products. The Notified Body handling these two processes was very pleased with our quality management system, clearly expressing this during a mandatory on-site audit this spring.

Once the CE-certification is in place, we will enter into a completely new phase. For the company, this is a historic shift that has already largely started. We are recruiting to fill a large number of new key positions in several areas, including HR, sales & marketing, R&D, data management, data security, and operations. Our intended global expansion, the initial rollout of Actiste, several new pilot projects, our sales efforts and further product development initiatives all require additional resources and a larger organization.

To secure space to grow and move forward in the commercialization of Actiste in the UAE, we secured EUR 15 million in the spring from a single-family office in Dubai. New board members also contributed approximately SEK 10 million. Furthermore, a directed new share issue was recently carried out (on June 24<sup>th</sup>) in order to offset loans that the company raised in the past. This transaction was requested by the lenders under conditions that are described in the company's financial reporting. For technical reasons, the transaction was divided into both set-off and cash, but in practice it was a straightforward set-off. The fact that the subscription price was low relative to the then current share price, is due to the fact that the price rose a lot during a short period.

We have also received many questions about the start period for trading with TO 5 warrants. The matter took longer than we expected, but the warrants are now being actively traded. The first subscription period for these begins on 21 November 2019.

We deeply appreciate our shareholders' commitment, and we aim to answer as many of your questions as we can through e-mails, our CEO letters, and our podcasts. So please be sure to follow our different channels. Sometimes we receive a lot of questions in a short period, and so it may take us some time to provide answers.

Finally, we would like to ask all our followers for your support to vote for Brighter in Norrsken Impact 100 [here](#).

Henrik Norström, CEO