Fiscal report 2026

Gothenburg Artificial Intelligence Alliance

The fiscal year

The fiscal year from 2025-10-01 to 2026-09-30 was dominated by GAIA Conference 2026, which sold out with 1,250 attendees. For the first time, an agency handled the conference's money. Meetx sold tickets and partnerships in its own name, paid the venue and suppliers, and transferred the surplus of 409,399 SEK to GAIA. In GAIA's books, the conference is therefore one line of revenue.

The year closed with a result of 324,868.25 SEK, compared with 179,482.81 SEK in 2025. Aside from the conference, financial activity was limited, and we made no significant investments. The association's margin was 79%, while the margin on the conference's full revenue was 13.0%, up from 10.5% in 2025.

Equity is now 1,030,051.59 SEK, which is close to the board's target of a buffer equal to the conference's fixed costs, about 1.2 MSEK. The buffer lets us commit to the venue and suppliers months before we sell tickets and secure partnerships. The appendix shows the conference's full revenue and costs, which matter most for understanding our finances and our future.

Statement of income for 2026

		[SEK]
Revenue		
	Meetx surplus	409,399.00
	Membership fees	2,900.00
	Currency rounding	0.00
	Total revenue	**412,299.00**
Expenses		
	Conference costs outside Meetx: storage and LinkedIn marketing	34,037.65
	Speaker costs	26,981.43
	Association costs	13,635.44
	Meeting costs	9,679.25
	Bank fees	3,096.98
	Total expenses	**87,430.75**
Result		**324,868.25**

Balance sheet for 2026

[SEK]		Incoming 2026	Outgoing 2026
Assets	Account Handelsbanken	703,037.34	1,030,051.59
	Partnerships outstanding[1]	1,500.00	0.00
	Tickets outstanding[2]	646.00	0.00
	Total assets	**705,183.34**	**1,030,051.59**
Liabilities	Accounts payable	0.00	0.00
	Total liabilities	**0.00**	**0.00**
Equity	Retained earnings	525,700.53	705,183.34
	Result for the year	179,482.81	324,868.25
	Total equity	**705,183.34**	**1,030,051.59**
Total liabilities and equity		**705,183.34**	**1,030,051.59**

Notes

Accounting basis. GAIA is not registered for VAT, so its own costs include VAT. Meetx ran the conference in its own name and is registered for VAT, so Meetx figures exclude VAT. GAIA invoiced Meetx for the surplus in August, and the payment arrived in September. GAIA received the partnership and ticket payments outstanding a year ago during the year.

Commitments. For GAIA Conference 2027, GAIA has signed agreements with Svenska Mässan for the venue and with Way Sweden AB for event delivery. Their costs fall in the next fiscal year.

Proposed appropriation of the result

The board proposes carrying forward the result of 324,868.25 SEK to the next fiscal year.

[1] Iterplanetary Speices' startup package from GAIA Conference 2025 was paid in October 2025 during the fiscal year of 2026.
[2] The last tickets of the GAIA Conference 2025 were paid in October, during the fiscal year of 2026.

Gothenburg, 2026-11-07

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Jakob Andersson Chair	Josefin Scott Treasurer	Danila Petrelli Secretary
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Matteo Molteni Board Member	Daryna Pesina Board Member	Christian Thelin Board Member

Appendix: Behind the conference numbers

This section is not part of GAIA's formal accounts. It combines the conference's revenue and costs as Meetx reported them with the conference costs GAIA paid directly, because together they explain our finances far better than the single line in the income statement. Amounts through Meetx exclude VAT; costs GAIA paid directly include it.

		[SEK]	Share
Revenue			
	Tickets	1,513,650.00	61%
	Partnerships	936,000.00	37%
	Workshops	49,500.00	2%
	Total revenue	**2,499,150.00**	**100%**
Expenses			
	Fixed costs		
	Svenska Mässan: rooms, technology, exhibition, and decoration	811,636.00	38%
	Marketing, print, photography, and storage; of which GAIA paid 34,038	140,359.65	6%
	Meetx: project management, exhibition, and staff on the day	121,150.00	6%
	Organising committee	42,637.00	2%
	Speaker costs; of which GAIA paid 26,981	40,816.43	2%
	Total fixed costs	**1,156,599.08**	**54%**
	Variable costs		
	Svenska Mässan: food, drinks, and wardrobe	696,701.00	32%
	Meetx: ticketing, attendee handling, and badge printing	242,760.00	11%
	Card and bank fees	54,710.00	3%
	Total variable costs	**994,171.00**	**46%**
	Total expenses	**2,150,770.08**	**100%**
Conference result		**348,379.92**	

Fixed costs were 1,156,599 SEK and do not change with the number of attendees. The largest parts are the venue's rooms (335,850 SEK), technology (250,692 SEK), and the build for the exhibition and registration (153,185 SEK). Partnership revenue covered 81% of the fixed costs.

Variable costs were 994,171 SEK, about 795 SEK per attendee. Catering is 66% of that total and is ordered in advance based on the expected number of attendees, so late ticket sales make it the hardest cost to plan.

The conference result is the 409,399 SEK Meetx transferred to GAIA, minus the 61,019 SEK of conference costs GAIA paid directly.

The agency fee and VAT

Meetx's fee of 336,660 SEK was 13.5% of the conference's revenue. Most of it, 206,415 SEK, was a fee of 165 SEK per attendee for ticketing and attendee handling; the rest covered project management, the exhibition, day staff, and workshop registration.

A major reason to use an agency is VAT. As a non-profit association, GAIA cannot deduct VAT, and almost all conference costs carry 12–25% VAT. Through a VAT-registered agency, the conference can deduct that VAT and charge VAT on tickets and partnerships instead, which most buyers can then deduct.