

Labtech

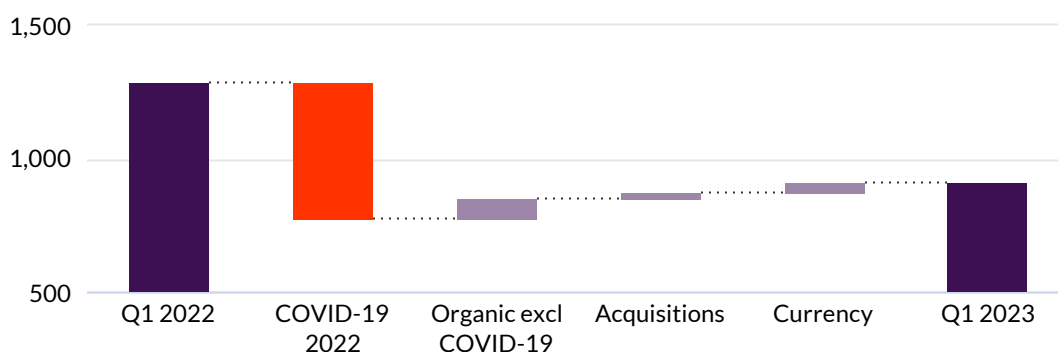
Companies in the Labtech business are active in the market areas diagnostics, biomedical research and laboratory equipment.



MSEK	3 months ending			12 months ending	
	31 Mar 23	31 Mar 22	change	31 Mar 23	31 Dec 22
Net sales	905	1,280	-29%	3,505	3,880
EBITA	115	296	-61%	486	667
EBITA-margin	12.7%	23.2%		13.9%	17.2%

Labtech's net sales in the quarter amounted to SEK 905m (1,280). The organic sales growth, excluding COVID-19 related sales, amounted to 10 percent and acquired growth was 2 percent. Net sales related to COVID-19 has now ceased and is reported as SEK 0m (510). Exchange rate changes had positive impact of 3 percent on net sales. EBITA amounted to SEK 115m (296), corresponding to an EBITA-margin of 12.7 percent (23.2).

NET SALES 3 MONTHS



As expected, sales decreased in the first quarter compared with the corresponding quarter the previous year, which was the last quarter with significant COVID-19-related sales. Testing is now mainly performed in conjunction with tests for other respiratory diseases and we have therefore decided not to continue to report COVID-19 related sales separately moving forward. However, the underlying business developed strongly, with organic growth of 10 percent for the quarter.

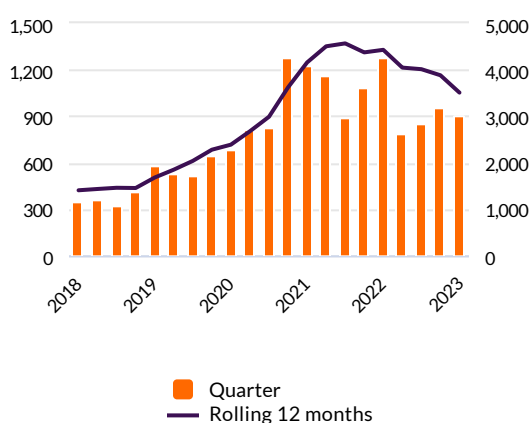
The gross margin for COVID-19 related sales, which have now ended, was roughly in line with other Labtech products and as expected, this reduced volume resulted in a lower operating margin. Nevertheless, as a result of robust organic growth, good cost controls, a favourable product mix and active price management, the operating margin for the first quarter was 12.7 percent, which is higher than the 10-12 percent level that prevailed before COVID-19.

In diagnostics, operations have normalised and sample volumes are stable. The healthcare staff shortage also impacts the diagnostics business and is driving a transition to more efficient processes and a stronger need for service, which benefits AddLife's companies that have a strong service offering. At the same time, in some cases staff shortages have led to delays in procurement processes.

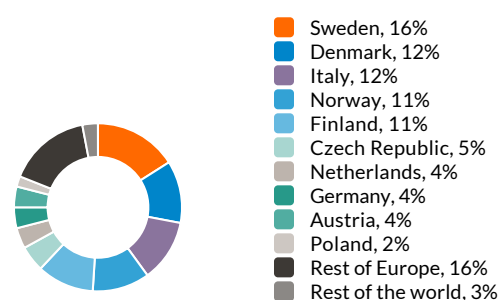
Efforts to manage price increases from suppliers continue, and in general the companies have been successful in defending gross margins through price increases and changes in product mix.

The macroeconomic situation has caused some markets to experience increased uncertainty regarding government-funded and academic research budgets. We see a continued positive and strong trend in demand for products and services related to biomedicine and drug discovery and development. In this area there is also increasing demand for new technologies such as Next Generation Sequencing (NGS), cell therapies and cancer immunology, which is positive for both margins and growth. The quarter also saw the launch of a new proprietary product in the area of advanced surface analysis.

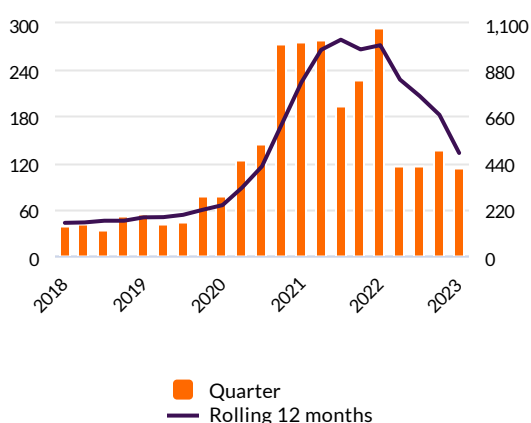
NET SALES (SEKM)



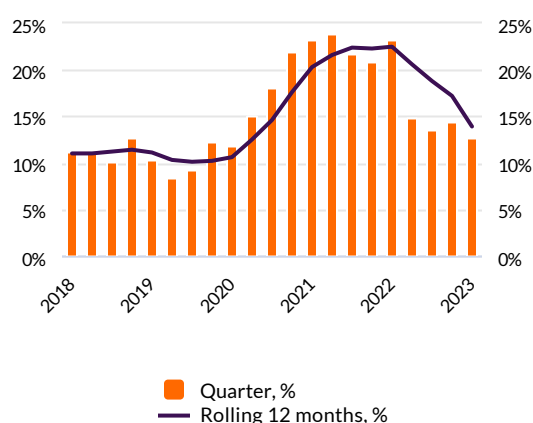
NET SALES PER MARKET 2023



EBITA (SEKM)



EBITA MARGIN (%)



Medtech

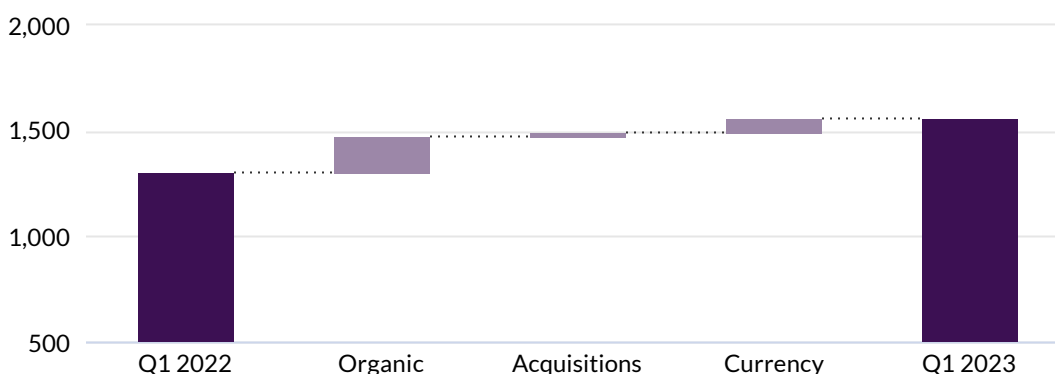
Companies in the Medtech business provides medical device products within the medtech market and assistive equipment within home healthcare.



MSEK	3 months ending			12 months ending	
	31 Mar 23	31 Mar 22	change	31 Mar 23	31 Dec 22
Net sales	1,554	1,301	19%	5,463	5,210
EBITA	256	144	78%	685	573
EBITA-margin	16.5%	11.1%		12.6%	11.0%

For the quarter, Medtech's net sales increased by 19 percent to SEK 1,554m (1,301), of which organic growth was 13 percent and acquired growth was 2 percent. Exchange rate fluctuations had a positive impact of 5 percent on net sales. EBITA increased to SEK 256m (144) and EBITA margin amounted to 16.5 percent (11.1). The reversal of the contingent consideration, primarily linked to the acquisition of Addvision, has had a positive impact on the result of SEK 83m and adjusted for this EBITA amounted to 11.1 percent. The investment in digital solutions for remote patient monitoring and healthcare solutions has had a negative impact on the result of SEK 15m.

NET SALES 3 MONTHS



In recent years, Medtech companies have positioned themselves for the recovery in planned (elective) surgery that is expected after the pandemic. During the first quarter we saw a clear recovery and a noticeable increase in the number of surgical procedures performed in all markets where AddLife's companies are active. Demand has increased in product areas such as orthopaedic surgery, anaesthesia, laparoscopy and general surgery, which has led to strong organic growth of 13 percent during the quarter.

While staff shortages remain a challenge in health care, partly holding back the number of operations performed, this

challenge also creates opportunities for productivity-enhancing products, solutions and services.

The significant increase in volume has also positively impacted margin development. Efforts to manage price increases from suppliers continue, and in general the companies are able to defend gross margins through price increases and changes in product mix.

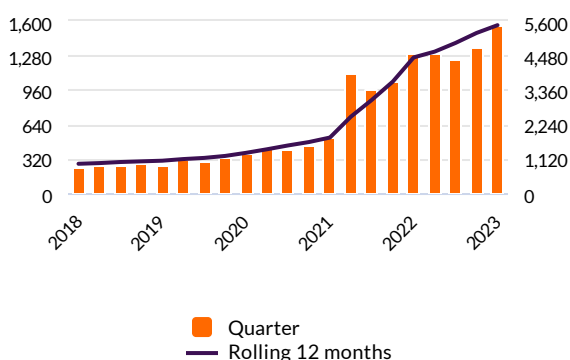
In eye surgery, sales developed positively, while margins remained low mainly due to an unfavourable product mix. The launch of new products with higher margins has started, but has not yet had an impact. At the same time, some high-margin products have been replaced by lower margin products as a temporary measure to deal with supply problems at suppliers. These lower margin products will gradually be replaced by products from other suppliers and a return to existing suppliers once the supply problems have been resolved.

In home care, demand is developing well for products that enable care at home. This includes home adaptation products, as well as mobility solutions and the recently launched digital security alarm solutions.

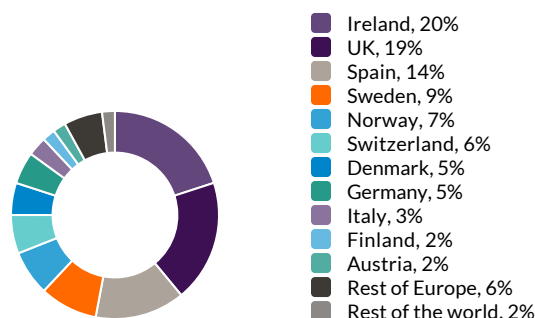
Preparations for the new Medical Device Regulation (MDR) are ongoing for our own products. This is a major undertaking and the companies are generally well prepared. The deadline has now been postponed out by a number of years after the European Commission adopted a proposal to extend the transition period.

The portfolio is being expanded with new and supplementary products and there is also increased intra-company cooperation to identify suitable products and suppliers.

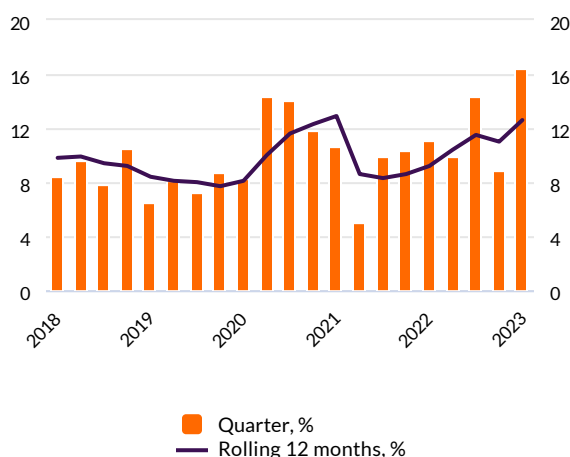
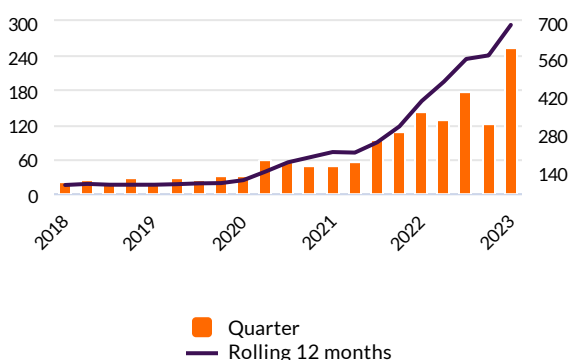
NET SALES (SEKM)



NET SALES PER MARKET 2023



EBITA (SEKM)



Net sales by business area

Quarterly data, SEKm	2023				2022
	Q1	Q4	Q3	Q2	Q1
Labtech	905	958	856	786	1,280
Medtech	1,554	1,367	1,246	1,296	1,301
Group items	-2	1	-2	-3	-2
AddLife Group	2,457	2,326	2,100	2,079	2,579

EBITA by business area

Quarterly data, SEKm	2023				2022
	Q1	Q4	Q3	Q2	Q1
Labtech	115	138	116	117	296
Medtech	256	121	179	129	144
Parent Company and Group items	-5	-1	-7	-6	-5
EBITA	366	258	288	240	435
Depreciation intangible assets	-108	-109	-105	-102	-97
Operating profit	258	149	183	138	338
Finance income and expenses	-52	-72	-41	-44	-49
Profit after financial items	206	77	142	94	289

Net sales by business area

SEKm	3 months ending			12 months ending	
	31 Mar 23	%	31 Mar 22	31 Mar 23	31 Dec 22
Labtech	905	-29	1,280	3,505	3,880
Medtech	1,554	19	1,301	5,463	5,210
Group items	-2		-2	-6	-6
AddLife Group	2,457	-5	2,579	8,962	9,084

EBITA and EBITA-margin by business area and operating profit for the group

SEKm	3 months ending				12 months ending			
	31 Mar 23	%	31 Mar 22	%	31 Mar 23	%	31 Dec 22	%
Labtech	115	12.7	296	23.2	486	13.9	667	17.2
Medtech	256	16.5	144	11.1	685	12.6	573	11.0
Parent Company and Group items	-5		-5		-19		-19	
EBITA	366	14.9	435	16.9	1,152	12.9	1,221	13.4
Depreciation intangible assets	-108		-97		-424		-413	
Operating profit	258	10.5	338	13.1	728	8.1	808	8.9
Finance income and expenses	-52		-49		-209		-206	
Profit after financial items	206		289		519		602	

Net sales by revenue type

SEKm	3 months ending		12 months ending	
	31 Mar 23	31 Mar 22	31 Mar 23	31 Dec 22
<i>Products</i>				
Labtech	653	1,045	2,562	2,954
Medtech	1,265	1,085	4,366	4,186
Group items	-2	-2	-6	-6
The Group	1,916	2,128	6,922	7,134
<i>Instruments</i>				
Labtech	181	156	717	692
Medtech	157	113	573	529
The Group	338	269	1,290	1,221
<i>Service</i>				
Labtech	71	79	226	234
Medtech	132	103	524	495
The Group	203	182	750	729
Total	2,457	2,579	8,962	9,084