

# Interim report 1 January – 30 September 2023

## Continued strong organic growth in both business areas



*"AddLife's growth plan is working well and, after a period of COVID-19 and acquisition-driven growth, we are now seeing robust organic growth. Profitability has improved and we have implemented a number of measures that are expected to support a positive profitability trend moving forward. The activities to improve cash flow have been successful and we are excited that we have completed an add-on acquisition in the quarter."*

Fredrik Dalborg, President and CEO

### 1 JULY – 30 SEPTEMBER 2023 (3 MONTHS)

- Net sales increased by 10% to SEK 2,319 m (2,100). The COVID-19 related sales decreased to 0 m (151) and the organic growth, excluding COVID-19 related sales and exchange rate changes, was 10%.
- EBITA decreased to SEK 244 m (288), corresponding to an EBITA-margin of 10.5% (13.7). Adjusted for reversed contingent considerations, EBITA increased by 12% and amounted to SEK 227 m (203), corresponding to an EBITA margin of 9.8% (9.7).
- Financial income and costs amounted to -71 m (-41)
- Profit after tax amounted to SEK 26 m (120).
- Earnings per share amounted to SEK 0.20 (0.99).
- Cash flow from operating activities amounted to SEK 138 m (20).
- During the quarter an acquisition, Emmat Medical Ltd, was completed. The acquisition is estimated to contribute an annual net turnover of approximately SEK 28 m.

**10 %**  
ORGANIC GROWTH  
Q3 2023

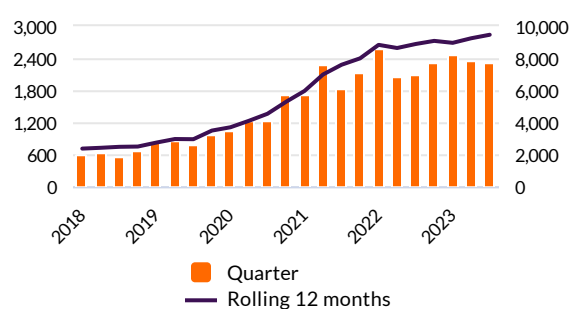
### 1 JANUARY – 30 SEPTEMBER 2023 (9 MONTHS)

- Net sales increased by 6% to SEK 7,141 m (6,758), whereof the acquired growth amounted to 1%. The COVID-19 related sales decreased to 0 m (696) and the organic growth excluding, COVID-19 related sales and exchange rate changes, was 10%.
- EBITA decreased by 11% to SEK 857 m (963), corresponding to an EBITA-margin of 12.0% (14.3). EBITA include reversed contingent considerations amounting to 101 m (85), adjusted for this the EBITA-margin amounts to 10.6% (13.0).
- Profit after tax amounted to SEK 233 m (421).
- Earnings per share amounted to SEK 1.90 (3.46). Earnings per share for the last 12 months amounted to SEK 2.40 (4.92).
- Cash flow from operating activities amounted to SEK 325 m (558).
- The equity ratio was 39% (38).
- Return on working capital (P/WC) amounted to 49% (61).

**10 %**  
ORGANIC GROWTH  
9m 2023

SEKm	3 months ending			9 months ending			12 months ending	
	30 Sep 23	30 Sep 22	change	30 Sep 23	30 Sep 22	change	30 Sep 23	31 Dec 22
Net sales	2,319	2,100	10%	7,141	6,758	6%	9,467	9,084
EBIT	132	183	-28%	526	659	-20%	675	808
EBITA	244	288	-15%	857	963	-11%	1,115	1,221
EBITA-margin, %	10.5%	13.7%		12.0%	14.3%		11.8%	13.4%
Profit before tax	61	142	-57%	337	525	-36%	414	602
Profit for the period	26	120	-78%	233	421	-45%	295	483
Earnings per share before dilution, SEK	0.20	0.99	-80%	1.90	3.46	-45%	2.40	3.96
Earnings per share after dilution, SEK	0.20	0.98	-80%	1.90	3.45	-45%	2.40	3.95

NET SALES (SEKM)



EBITA (SEKM)

