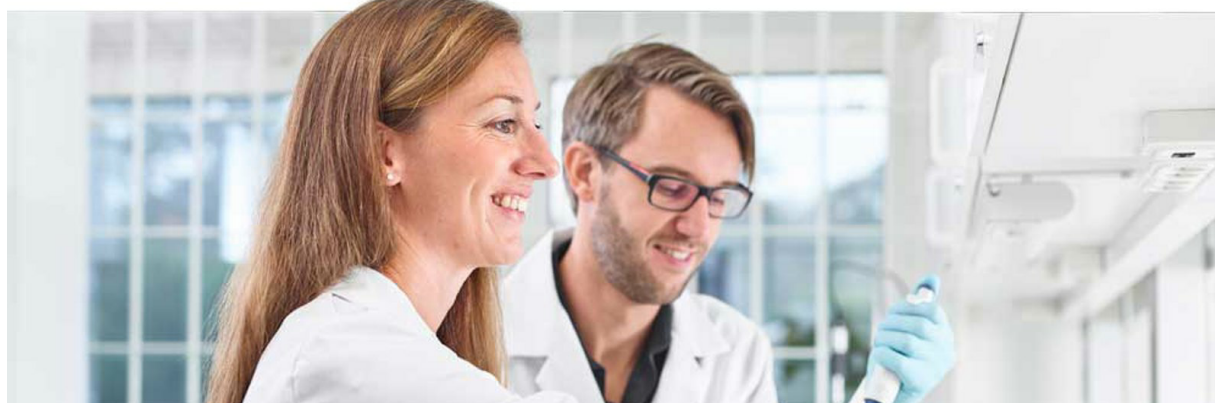


# Labtech

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

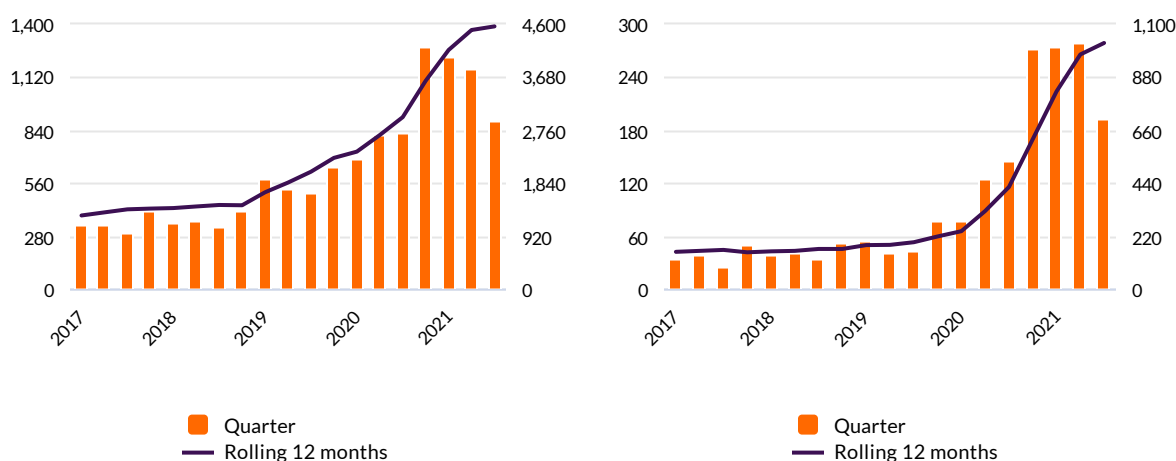
As of April 1, 2021, the Biomedica companies are included as a whole in the business area Labtech. The aim is that such an allocation is more consistent with how the companies are monitored internally and will better capture the growth opportunities in the companies. All key financial indicators have been recalculated in accordance with the new breakdown. Previously, the Biomedica companies were distributed with 60 percent in Labtech and 40 percent in Medtech.



MSEK	3 months ending			9 months ending			12 months ending	
	30 Sep 21	30 Sep 20	change	30 Sep 21	30 Sep 20	change	30 Sep 21	31 Dec 20
Net sales	890	827	8%	3,284	2,336	41%	4,567	3,619
EBITA	194	146	33%	750	349	115%	1,023	622
EBITA-margin, %	21.8%	17.7%		22.8%	14.9%		22.4%	17.2%

Labtech's net sales increased by 8 percent in the third quarter to SEK 890m (827), where of organic growth was 7 percent and acquired growth was 1 percent. Exchange rate changes had no impact on net sales. Net sales related to COVID-19 accounted for SEK 290m (304) and organic growth, excluding COVID-19 amounted to 14 percent. EBITA increased by 33 percent to SEK 194m (146), corresponding to an EBITA-margin of 21.8 percent (17.7).

Labtech's net sales increased by 41 percent in the interim period to SEK 3,284m (2,336), which is entirely organic growth, however exchange rate changes had a negative impact of 4 percent. Net sales related to COVID-19 accounted for SEK 1,400m (558) and organic growth, excluding COVID-19 amounted to 11 percent. EBITA increased by 115 percent to SEK 750m (349), corresponding to an EBITA-margin of 22.8 percent (14.9).



The positive growth in the Labtech business area continued in the third quarter. As expected, sales of COVID-19-related products decreased in the quarter compared with previous quarters. At the same time, it is very encouraging that customers are starting to engage in other activities, which has resulted in strong organic growth excluding COVID-19. In September, we saw a clear normalisation and the number of physical customer visits increased in all markets. We are now finally able to start introducing new products and solutions to customers for the future.

Sales in our diagnostics companies remained high with respect to PCR tests on previously installed instruments, especially in our companies in Sweden, Denmark and Norway. Future sales of COVID-19 tests are entirely dependent on how the pandemic evolves, new mutations and different testing requirements in society. What is clear, however, is that testing will continue for a long time and become more of a "routine test" in healthcare. Discussions are ongoing in many hospitals on how to diagnose influenza, RS virus and COVID-19 in the future. Sales in the quarter excluding COVID-19-related products have been strong, particularly in areas such as genetics and oncology.

Our research companies also had a strong quarter in terms of sales, with strong demand for products used in gene sequencing of new COVID-19 mutations. However, the focus on COVID-19 is gradually decreasing in several laboratories and demand has therefore increased for the rest of our range of products. Many customers postponed their investment decisions during the pandemic, but we are now seeing increased activity in the market again. Sales of our own advanced instruments continued to be strong in the third quarter, especially in the US, Europe and Asia outside China.

The acquisition of Bio-Connect Group was completed during the quarter. Bio-Connect has an annual net sales of approximately SEK 140m. The acquisition strengthens our presence in the Benelux countries and opens up opportunities for cooperation with our other companies in Labtech.

## Medtech

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

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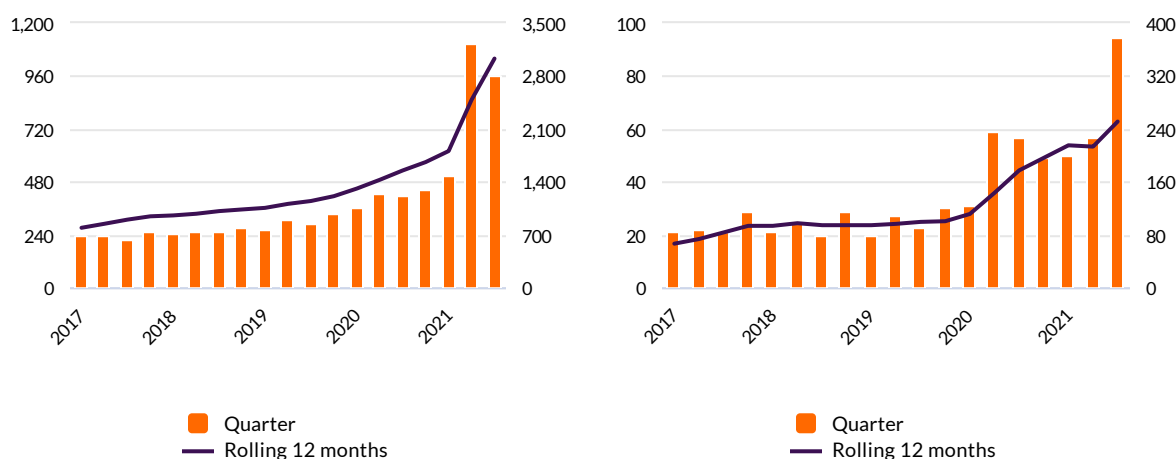


MSEK	3 months ending			9 months ending			12 months ending	
	30 Sep 21	30 Sep 20	change	30 Sep 21	30 Sep 20	change	30 Sep 21	31 Dec 20
Net sales	962	415	131%	2,582	1,210	113%	3,031	1,659
EBITA	95	57	67%	202	147	38%	251	196
EBITA-margin, %	9.9%	13.7%		7.8%	12.1%		8.3%	11.8%

For the quarter, Medtech's net sales increased by 131 percent to SEK 962m (415), of which organic sales decreased by 28 percent and acquired growth was 159 percent. Exchange rate fluctuations had no impact on net sales in the quarter. Net sales related to COVID-19 accounted for SEK 10m (116) and organic growth, excluding COVID-19 is unchanged. EBITA

increased by 67 percent to SEK 95m (57) and EBITA margin amounted to 9.9 percent (13.7).

For the interim period, Medtech's net sales increased by 113 percent to SEK 2,582m (1,210), of which organic sales decreased by 20 percent and acquired growth was 135 percent, while exchange rate fluctuations had a negative impact of 2 percent. Net sales related to COVID-19 accounted for SEK 230m (247) and organic sales, excluding COVID-19 decreased with 1 percent. EBITA rose 38 percent to SEK 202m (147) and EBITA margin amounted to 7.8 percent (12.1). Transaction costs of SEK 29m and stamp duty of SEK 24m related to the acquisitions of shares have been charged to the result. EBITA excluding acquisition-related costs amounted to SEK 255m, corresponding to an EBITA margin of 9.9 percent.



The strong sales growth in the Medtech business area is mainly driven by the acquisitions of Healthcare 21 Group and Vision Ophthalmology Group, which have developed according to plan. The integration process have continued during the quarter and through the network within the group, cooperation with other AddLife subsidiaries have started.

The transition in healthcare from focusing on COVID-19 patients to other treatments and elective surgery is taking longer than expected in all countries. The number of surgical procedures in the third quarter has remained at a significantly lower level than normal. In July and August, activity was low as usual due to holidays. The situation in Denmark has also been particularly challenging, as nurses went on strike for eight weeks until the end of August. Only in September did we see clear signs of a shift away from COVID-focused care beginning in most countries. We regained access to customers and saw a gradual increase in the number of procedures and surgeries, accompanied by a corresponding increase in sales.

Regarding homecare companies, we can clearly see that customers have, to a great extent, re-opened in the quarter and sales are starting to increase. Our companies get to meet customers again, try out products and install in homes or separate residential facilities. There have also been occasional fairs in Norway where our companies have had the opportunity to showcase their offerings.

## Net sales by business area

Quarterly data, SEKm	2021				2020		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Labtech	890	1,169	1,225	1,283	827	821	688
Medtech	962	1,108	512	449	415	428	367
Group items	-2	-1	-1	-1	-1	-1	-2
<b>AddLife Group</b>	<b>1,850</b>	<b>2,276</b>	<b>1,736</b>	<b>1,731</b>	<b>1,241</b>	<b>1,248</b>	<b>1,053</b>

## EBITA by business area

Quarterly data, SEKm	2021				2020		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Labtech	194	280	276	273	146	125	78
Medtech	95	57	50	49	57	59	31
Parent Company and Group items	-3	-5	0	-6	-4	-3	-3
<b>EBITA</b>	<b>286</b>	<b>332</b>	<b>326</b>	<b>316</b>	<b>199</b>	<b>181</b>	<b>106</b>
Depreciation intangible assets	-79	-79	-35	-38	-30	-30	-32
<b>Operating profit</b>	<b>207</b>	<b>253</b>	<b>291</b>	<b>278</b>	<b>169</b>	<b>151</b>	<b>74</b>
Finance income and expenses	-27	-16	-4	-2	-4	-2	-5
<b>Profit after financial items</b>	<b>180</b>	<b>237</b>	<b>287</b>	<b>276</b>	<b>165</b>	<b>149</b>	<b>69</b>

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## Net sales by business area

SEKm	3 months ending			9 months ending			12 months ending	
	30 Sep 21	%	30 Sep 20	30 Sep 21	%	30 Sep 20	30 Sep 21	31 Dec 20
Labtech	890	8	827	3,284	41	2,336	4,567	3,619
Medtech	962	131	415	2,582	113	1,210	3,031	1,659
Group items	-2		-1	-4		-4	-5	-5
<b>AddLife Group</b>	<b>1,850</b>	<b>49</b>	<b>1,241</b>	<b>5,862</b>	<b>65</b>	<b>3,542</b>	<b>7,593</b>	<b>5,273</b>

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

SEKm	3 months ending				9 months ending				12 months ending			
	30 Sep 21	%	30 Sep 20	%	30 Sep 21	%	30 Sep 20	%	30 Sep 21	%	31 Dec 20	%
Labtech	194	21.8	146	17.7	750	22.8	349	14.9	1,023	22.4	622	17.2
Medtech	95	9.9	57	13.7	202	7.8	147	12.1	251	8.3	196	11.8
Parent Company and Group items	-3		-4		-8		-10		-14		-16	
<b>EBITA</b>	<b>286</b>	<b>15.5</b>	<b>199</b>	<b>16.1</b>	<b>944</b>	<b>16.1</b>	<b>486</b>	<b>13.7</b>	<b>1,260</b>	<b>16.6</b>	<b>802</b>	<b>15.2</b>
Depreciation intangible assets	-79		-30		-193		-92		-231		-130	
<b>Operating profit</b>	<b>207</b>	<b>11.2</b>	<b>169</b>	<b>13.6</b>	<b>751</b>	<b>12.8</b>	<b>394</b>	<b>11.1</b>	<b>1,029</b>	<b>13.6</b>	<b>672</b>	<b>12.8</b>
Finance income and expenses	-27		-4		-47		-11		-49		-13	
<b>Profit after financial items</b>	<b>180</b>		<b>165</b>		<b>704</b>		<b>383</b>		<b>980</b>		<b>659</b>	

## Net sales by revenue type

SEKm	3 months ending		9 months ending		12 months ending	
	30 Sep 21	30 Sep 20	30 Sep 21	30 Sep 20	30 Sep 21	31 Dec 20
<i>Products</i>						
Labtech	687	619	2,678	1,750	3,590	2,662
Medtech	763	358	2,184	1,065	2,596	1,477
Group items	-2	-1	-4	-4	-5	-5
<b>The Group</b>	<b>1,448</b>	<b>976</b>	<b>4,858</b>	<b>2,811</b>	<b>6,181</b>	<b>4,134</b>
<i>Instruments</i>						
Labtech	161	162	473	439	790	756
Medtech	123	57	245	145	280	180
<b>The Group</b>	<b>284</b>	<b>219</b>	<b>718</b>	<b>584</b>	<b>1,070</b>	<b>936</b>
<i>Service</i>						
Labtech	42	46	133	147	187	201
Medtech	76	0	153	0	155	2
<b>The Group</b>	<b>118</b>	<b>46</b>	<b>286</b>	<b>147</b>	<b>342</b>	<b>203</b>
<b>Total</b>	<b>1,850</b>	<b>1,241</b>	<b>5,862</b>	<b>3,542</b>	<b>7,593</b>	<b>5,273</b>

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