

# INTERIM REPORT Q1 JANUARY-MARCH 2018 SEDANA MEDICAL AB (PUBL)

# Q1 Q2 Q3 Q4

# SEDANA MEDICAL, INTERIM REPORT Q1, JANUARY – MARCH 2018

### Financial Summary January-March

- Net sales during the third quarter amounted to 15 487 (9 892) KSEK corresponding to an increase of 57% compared with the same period in 2017.
- Earnings before interest, taxes, depreciation and amortisation (EBITDA) amounted to -788 (408) KSEK. This corresponds to an EBITDA margin of -5,1% (4,1%).
- Earnings before interest and taxes (EBIT) amounted to -1 730 (270) KSEK, which corresponds to an EBIT margin of -11,2% (2,7%).
- Cash flow from operations before changes in working capital amounted to -821 (279) KSEK.
- Liquid funds at the end of the period amounted to 79 213 (12 624) KSEK.

# Significant events during the period

- The number of shares increased by 208,000 due to conversion of options, program 2014/2019.
- Peter Sackey took office as Medical Director on January 8, 2018.
- Sedana Medical AB (publ) started its own sales operations in Norway and Denmark.

# Significant events after the period

- Sedana Medical AB (publ) announced that the schedule for patient recruitment for the ongoing phase 3 study IsoConDa is likely to be prolonged.
- Sedana Medical AB (publ) announced record increase in sales in the first quarter of 2018.







# **CEO COMMENTS**

The first quarter of the year is now complete. We have reported a record sales increase of almost 60% in the first quarter of 2018 compared with the corresponding period in 2017, which is more than anticipated. The use of inhalation sedation with AnaConDa technology is spreading throughout Europe, which is in line with our strategy. However, our registration study IsoConDa has encountered certain challenges during the period, which we are confident we will be able to solve.

Our vision of developing inhalation sedation with IsoConDa and AnaConDa into a global standard method for sedation of mechanically ventilated patients in intensive care remains firm. In the first quarter of 2018, we delivered significantly better sales increases compared with our previously stated ambition of delivering an annual average sales growth of more than 20% until the registration of IsoConDa in Europe. We will also deliver an EBITDA result that will not be significantly negative, in parallel with building a larger sales and marketing organisation. It is our ambition to reach annual sales in excess of 500 MSEK and have an EBITDA margin of around 40% three years after the registration of IsoConDa in Europe.

#### SALES DEVELOPMENT

Germany is still the engine of our sales development. We are glad to see that there are not only new clinics taking up the therapy, but also that existing clinics, already using AnaConDa, extend the number of ICU beds where our therapy is used. In France, we have increased our sales resources which has shown results, as nearly 50 clinics use our product there now. Even in Spain, usage has increased during the first quarter of the year, albeit from low levels. The Nordic region, which recently was appointed a direct sales market, has also generated new clinics. In Norway, where we recently hired a Key Account Manager, we now have 6 clinics using AnaConDa regularly. In line with our plans, the operational costs increase as we develop the organisation and increase our market presence. This generated an EBITDA for the first quarter of -788 KSEK.

During the quarter, we conducted our first global Advisory Board during an international congress in Brussels. The interest was great among international medical specialists in the field, and we had participants from the US, Canada, Belgium, France and Germany. During the same congress, we made our largest marketing effort ever, with exhibitions and several symposia, attracting great interest from existing and future customers.

#### **REGULATORY AND MEDICAL DEVELOPMENTS**

The most important task we have for the next few years is to register inhalation sedation with our drug candidate IsoConDa (isoflurane) in Europe and then the US.

To succeed, we need to complete our clinical registration study which is currently in progress in Germany. Performing clinical studies in intensive care is challenging and complex and requires much effort from both sponsors and testers. Unfortunately, the inclusion rate of new patients has been temporarily

slowed down following an on-site inspection that raised questions about the inclusion procedure for some unconscious patients. We now have an ongoing dialogue with inspectors and authorities to solve the problem so that the study can return to normal as soon as possible, something that all parties are interested in. The impact of the situation is premature to estimate, but it is likely that the study schedule will be extended slightly. In the study an interim analysis will be made which ultimately determines how many patients need to participate in the study and thus when the study can be completed.



The use of inhalation sedation with AnaConDa technology is spreading throughout Europe."

Because of the situation we cannot yet communicate when the interim analysis is to be completed. We will communicate around this as soon as a new time schedule is established.

Work on preparing for a US registration of both pharmaceuticals and medical devices is ongoing, and we are confident that we will have a plan completed in 2018 how to register the therapy in the US.

In summary, I am very pleased with the sales development of our products and the fact that more clinics are starting to use the therapy more frequently as well as new ones are being added in several European countries. It shows that Sedana Medical is well placed to pioneer the process of offering the first commercial solution for inhalation sedation in intensive care, a market with a sales potential of SEK 10-20 billion annually.

Christer Ahlberg, President and CEO





# SEDANA MEDICAL IN BRIEF

**SEDANA MEDICAL** is a Swedish medical technology Group which develops, manufactures and sells the medical device AnaConDa and its associated accessories. AnaConDa is based on patented technology involving the vaporisation and reflection of anaesthetic gases. The device is sold to intensive care clinics in a number of countries for use in conjunction with inhalation sedation of patients, which has many medical benefits compared to intravenous sedation.

Sedana Medical operates from several countries in Europe via subsidiaries and branch offices of the parent company, Sedana Medical AB (publ). Germany is comfortably the Group's largest market, with more than 85% of total sales. Direct sales via in-house personnel also take place in France, Spain and the Nordic region.

A major clinical registration study is currently under way with the aim of having the pharmaceutical IsoConDa<sup>®</sup> (isoflurane) approved for inhalation sedation within intensive care in Europe, together with AnaConDa.

The company conducts research and development in Ireland and has its head office in Stockholm, Sweden. In June 2017, the company's share was listed on the Nasdaq First North stock exchange.

#### LARGEST SHAREHOLDERS AT THE END OF THE PERIOD

Shareholders in the company at the end of the period:

|                          | Antal aktier | Andel   |
|--------------------------|--------------|---------|
| Sten Gibeck              | 2 105 744    | 12,19%  |
| Linc AB                  | 1 821 901    | 10,54%  |
| Magiola Consulting       | 1 427 867    | 8,26%   |
| Michael Ryan             | 1 108 083    | 6,41%   |
| HealthInvest Partners AB | 1 037 182    | 6,00%   |
| Ron Farrell              | 898 897      | 5,20%   |
| Alto Invest SA           | 748 228      | 4,33%   |
| Brohuvudet AB            | 512 800      | 2,97%   |
| Zaragatero Ltd           | 503 404      | 2,91%   |
| Eklund Konsulting AB     | 474 156      | 2,74%   |
| Ten largest shareholders | 10 638 262   | 61,56%  |
| Others *                 | 6 642 276    | 38,44%  |
| Totalt **                | 17 280 538   | 100,00% |

\* CEO's number of shares, 260 000.

\*\* During February 2018 the total number of shares has increased with 208 000 as a consequence of excercise of conversion of options in program 2014/2019.



# BUSINESS DEVELOPMENTS DURING THE PERIOD

# Sales and Market

In connection with being listed, Sedana Medical announced an ambition to increase sales on average by 20% per year until the registration of the drug IsoConDa. For the full year of 2017, sales increased by 26% compared with 2016. Sales during the first quarter of 2018 showed an increase of 57% compared with the corresponding period in 2017 and, adjusting for a strong Euro, the increase was approximately 50%. Sales in Germany continue to increase sharply and represent 88% of total sales. The main reason for this increase is that many clinics have increased the use of inhalation sedation, but also that several new clinics have begun to apply the therapy. France has now begun to gain momentum from a low starting point.

With an expanded sales organisation in Germany, France, and the Nordic region, we see that demand is increasing for our products. Market presence is important for increasing product awareness and awareness of inhalation sedation therapy. Our strategy is to build a direct sales organisation in the major European countries prior to the registration of the drug candidate IsoConDa by 2020. This is what is happening now, resulting in positive sales trends.

Sales revenues, 12 months rolling



**With an expanded sales organisation** in Germany, France, and the Nordic region, we see that demand is increasing for our products.





### Research and development

#### REGISTRATION OF ISOCONDA® (ISOFLURANE) IN EUROPE

In order to register the drug candidate IsoConDa in Europe, the company has initiated a clinical registration study in Germany, which is currently under way. Once submitted, a registration application process usually takes around 10 to 16 months to be approved by the Medicines Agency, depending on the nature of any questions the Agency might have. The process of compiling a complete pharmaceutical dossier has therefore been started together with our partners within the area.

#### **REGISTRATION STUDY FOR ISOCONDA**

The clinical registration study, which is necessary for a complete dossier, is ongoing in Germany. Recruitment of patients is ongoing and we are working to increase the number of approved clinics that are able to recruit patients. Performing clinical studies in intensive care is challenging, as many patients are often in critical condition and are unconscious when being included in the study. The study protocol is approved, and the guidelines for how to apply in connection with the recruitment of these patients are followed strictly. In connection with an on-site inspection of the study, a local authority has raised questions about aspects of the approach for the inclusion of some unconscious patients who were unable to give their own consent before inclusion in the study. The company is conducting in-depth dialogue with inspectors and local authorities to resolve the situation and will provide new information as soon as it becomes available. An interim analysis is planned in order to determine the final number of patients to be included in the study. The company will come back with a time schedule when the interim analysis result is to be communicated.

#### **REGISTRATION IN THE US**

Work to establish a regulatory plan for the registration of inhalation sedation in the US, including AnaConDa and IsoConDa, is ongoing. The European IsoConDa study will also form an important part of the registration application in the US. Likely, a further study will be required in order to secure registration in the US. The company is striving for registration in the US by 2022 but will communicate the plans for the US later in 2018.



### Financial Summary, January – March 2018

| Financial summary - Consolidated                               | Q1          |            | Year        |
|--|-------------|------------|-------------|
| (SEK)  | 2 018       | 2017       | 2017        |
| Net sales  | 15 486 658  | 9 891 522  | 40 427 741  |
| Gross Profit   | 10 789 212  | 6 568 632  | 29 661 735  |
| Gross Margin (%)   | 69,7%       | 66,4%      | 73,4%       |
| Earnings before interest, taxes, depreciation and amortization |             |            |             |
| (EBITDA)   | -788 272    | 407 615    | -736 236    |
| Earnings Before Interest and Taxes (EBIT)                      | -1 729 911  | 269 786    | -3 487 833  |
| Income after financial items                                   | 10 885      | -117 072   | -4 601 153  |
| Net income   | -87 026     | -542 385   | -3 875 657  |
| EBITDA %   | -5,1%       | 4,1%       | -1,8%       |
| EBIT %   | -11,2%      | 2,7%       | -8,6%       |
| Net income % of net sales                                      | -0,6%       | -5,5%      | -0,6%       |
| Total assets   | 129 459 841 | 30 992 580 | 131 376 324 |
| Equity   | 116 603 916 | 748 691    | 116 403 288 |
| Equity ratio   | 90,1%       | 2,4%       | 88,6%       |
| Quick ratio  | 678,4%      | 74,2%      | 640,4%      |
| Average number of employees                                    | 24          | 16         | 16          |
| Average number of shares before dilution                       | 17 176 538  | 2 170      | 8 537 354   |
| Average number of shares after dilution                        | 18 422 687  | 2 430      | 9 212 559   |
| Number of shares at the end of the period before dilution      | 17 280 538  | 2 170      | 17 072 538  |
| Number of shares at the end of the period after dilution       | 18 422 687  | 2 430      | 18 422 687  |
| Earnings per share before dilution 1)                          | -0,01       | -249,95    | -0,45       |
| Earnings per share after dilution <sup>1)</sup>                | 0,00        | -223,20    | -0,42       |

<sup>1)</sup> Based on average number of shares for the period.

#### REVENUES

Total revenues for the Group during the first quarter amounted to 15 842 (10 509) KSEK which corresponds to an increase of 5 334 KSEK or 51 percent. The increase is mainly due to an increase in net sales of 5 595 (57%). The Group's sales are exclusively in EUR, and corresponding increase in sales compared to same period previous year cleared of exchange rate effects were 49%.

Revenues for the first quarter also contain other operating revenues of 355 (44) KSEK. The increase is mainly due to positive exchange rate differences. Revenues for quarter 1, 2017 contain include capitalized development expenses of 573 KSEK. The same item is also included in other operating expenses, and illustrates the capitalization of development expenses in accordance with a gross reporting principle. As of quarter three 2017, the Group has ceased to apply this gross reporting principle and now reports capitalized development expenses on a net basis under other operating expenses. Please see the note on accounting principles for more information.

#### COST OF GOODS SOLD

The cost of goods sold during the first quarter amounted to 4 697 (3 323) KSEK, which corresponds to an increase of 1 375 KSEK or 41 %. The increase is mainly due to increased sales.

#### **OTHER EXTERNAL EXPENSES**

Other external expenses amounted to 5 794 (3 523) KSEK, which corresponds to an increase of 2 001 KSEK or 64 %. The

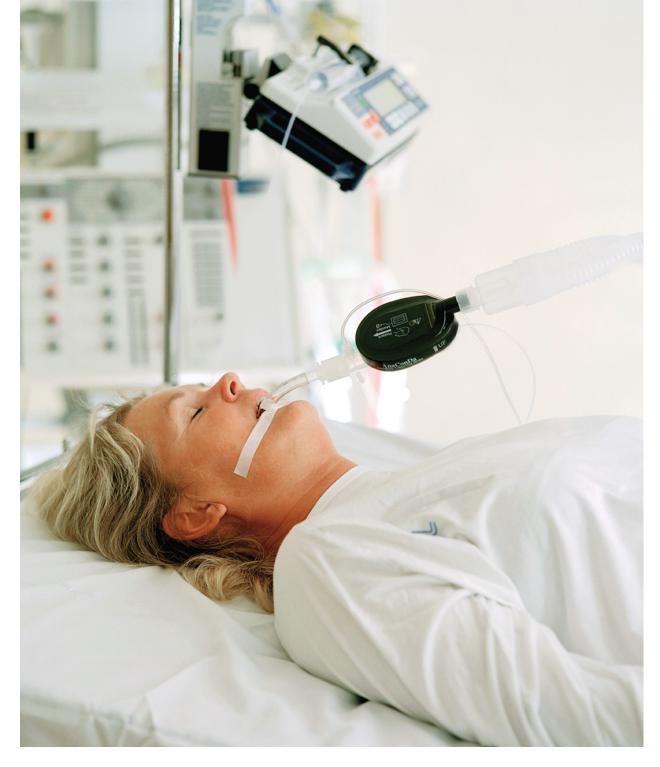
other external expenses item includes (among other things) consultancy fees, marketing and sales expenses, accounting expenses, travel expenses and patent costs. The increase is primarily attributable to an increase in marketing and sales expenses which is in line with the strategy of the Group.

#### PERSONNEL EXPENSES

Personnel expenses in the Group amounted to 6 055 (3 227) KSEK during the first quarter which corresponds to an increase of 2 829 KSEK or 88 %. During the first quarter there were 24 employees in the Group on average, which was an increase of 8 employees compared with the same period in 2017. The main reason for the increase in personnel expenses is more employees but also a different structure and new positions. The personnel expenses for quarter 1 includes restructuring expenses of 433 KSEK.

#### DEPRECIATION AND AMORTISATION

Depreciation and amortisation amounted to 942 (138) KSEK which corresponds to an increase of 804 KSEK or 583 percent. The increase is due to increased amortisation of intellectual property rights and a reclassification of assets. Amortisation of intangible assets increased as a result of the acquisition of remaining IP rights in relation to AnaConDa which took place in Q2. A reclassification between current assets and fixed assets was carried out in Q3 in relation to the gas monitors owned by the Group. The entire year's effect of the reclassification of the gas monitors has been reported in Q3. Please see the section on accounting principles for more information.



#### **OPERATING INCOME**

The operating income for the Group amounted to -1 730 (270) KSEK, during the first quarter, which corresponds to a decrease of 2 000 KSEK or 741%. The decrease is explained by increased expenses in connection with the strategy for the Group set in June 2017 as well as increased depreciations and amortisations.

#### FINANCIAL ITEMS

Net income from financial items amounted to 1 741 (-387) KSEK during the first quarter. The increase compared with same period previous year is explained by positive exchange rate differences.

#### TAXES

The Group reported taxes of -98 (-425) KSEK for the first quarter. The tax charges are primarily due to changes in deferred tax.

#### NET INCOME

The Group reported a net income after taxes of -87 (-542) KSEK for the first quarter. The improvement during the first quarter 2018 compared with the same period previous year is mainly due to a positive net income from financial items and lower taxes.

#### EQUITY AND LIABILITIES

Equity as of 31 March 2018 amounted to 116 604 (749) KSEK, which corresponds to an increase of 115 855 KSEK. The increase is due to the new share issue that was carried out in connection with the listing of the company's share on Nasdaq First North, and the overallotment option that was exercised in quarter three 2017.

Shareholders' equity in the Parent Company, Sedana Medical AB (publ), amounted to 123 234 (7 953) KSEK as of 31 March 2018, corresponding to an increase of 115 281 KSEK. The share capital increased during the first quarter of 2018 with 20 KSEK, as option holders in option program 2014/2019 chose to convert options into shares during the quarter.

Long-term liabilities at the end of the period amounted to 0 (6 590) KSEK.

Current liabilities at the end of the period amounted to 12 856 (23 654) KSEK and consisted mainly of accounts payable of 5 364 (4 209) KSEK and accrued expenses of 6 438 (2 173) KSEK.

#### CASH FLOW

Liquid funds at the end of the period amounted to 79 213 (12 624) KSEK. Cash flow from operations before changes in working capital amounted to -821 (279) KSEK for the first quarter.

Cash flow from operations after changes in working capital amounted to -2 372 (1 081) KSEK. The negative change in working capital is due to an increase in inventory and a decrease in operating liabilities.

Cash flow from investments amounted to -4 381 (-2 740) KSEK. The investments for the first quarter consist primarily of intangible fixed assets related in the most part to capitalized development expenses, the majority of which concern the clinical study for IsoConDa.

Cash flow from financing activities totalled a net of 474 (6 003) KSEK, which concern conversion of options to shares in option program 2014/2019.

The Group had a negative total cash flow for the first quarter of, -6 279 (4 344) KSEK.

#### PARENT COMPANY

Sedana Medical AB (publ), corporate identity number 556670–2519, is the parent company in the Group. Its operations consist of clinical development and sales as well as administrative and management functions. The parent company also has branch offices in Germany and Spain, where operations consist of sales and warehousing of products.

The parent company's total revenues amounted to 15 635 (10 147) KSEK for the first quarter. The operating income amounted to -2 992 (-1 089) KSEK, which corresponds to a decrease of 1 903 KSEK. The net income from financial items amounted to 1 947 (-273) KSEK during the first quarter. The increase in net income from financial items, compared with same period previous year, is due to positive exchange rate differences. Net income amounted to -1 052 (-1 362) KSEK for the first quarter.

Liquid funds at the end of the period amounted to 77 793 (12 005) KSEK, an increase of 65 788 KSEK. This increase is due to the new share issue that was carried out in connection with the listing of the company's share on Nasdaq First North in June 2017 and the exercise of the overallotment option that took place in quarter 3 same year.

### Other information

#### TRANSACTIONS WITH RELATED PARTIES

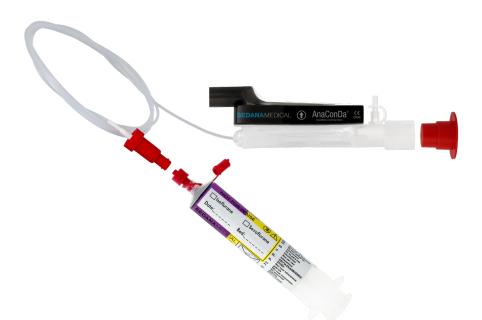
Transactions with related parties are conducted on market<sub>6</sub> terms. During the period, the subsidiary company Sedana Medical Ltd has purchased goods at a value of 1 421 KSEK from Lismed Ltd., a company related to the R&D Director and owner Ron Farrell.

The subsidiary company Sedana Medical Ltd has also purchased services at a value of 270 KSEK during the first quarter from Tecscan Ltd., a company related to the board member Michael Ryan.

Sedana Medical AB (publ) has purchased services at a value of 2 KSEK from Magiola Consulting AB, a company related to the board member Ola Magnusson.

# Consolidated Income Statement

|                                  | Q1         |            | Year        |
|----------------------------------|------------|------------|-------------|
| (SEK)                            | 2 018      | 2017       | 2017        |
| Revenues                         |            |            |             |
| Net sales                        | 15 486 658 | 9 891 522  | 40 427 741  |
| Capitalized development expenses | 0          | 573 220    | 1 290 937   |
| Other operating income           | 355 491    | 43 794     | 1 571 713   |
|                                  | 15 842 149 | 10 508 536 | 43 290 391  |
| Operating cost and expenses      |            |            |             |
| Cost of goods sold               | -4 697 446 | -3 322 890 | -10 766 006 |
| External expenses                | -5 794 100 | -3 523 029 | -16 825 431 |
| Personnel expenses               | -6 055 606 | -3 226 523 | -16 194 641 |
| Depreciation and amortisation    | -941 639   | -137 829   | -2 751 597  |
| Other operating expenses         | -83 269    | -28 479    | -240 549    |
| Operating income                 | -1 729 911 | 269 786    | -3 487 833  |
| Income from financial items      |            |            |             |
| Financial income                 | 2 107 691  | 411 701    | 2 749 890   |
| Financial expenses               | -366 895   | -798 559   | -3 863 210  |
| Income after financial items     | 10 885     | -117 072   | -4 601 153  |
| Income before taxes              | 10 885     | -117 072   | -4 601 153  |
| Taxes                            | -97 911    | -425 313   | 725 496     |
| Net Income                       | -87 026    | -542 385   | -3 875 657  |





# Consolidated Balance Sheet

|  | 31 Mar      | ch         | 31 December |
|--|-------------|------------|-------------|
| (SEK)                                      | 2 018       | 2017       | 2017        |
| ASSETS                                     |             |            |             |
| Fixed assets                               |             |            |             |
| Intangible assets                          |             |            |             |
| Capitalized development expenses           | 25 527 172  | 6 786 802  | 20 721 889  |
| Concessions, patents, licenses and similar | 5 839 872   | 0          | 5 743 685   |
|  | 31 367 044  | 6 786 802  | 26 465 574  |
| Tangible assets                            |             |            |             |
| Building and land                          | 122 388     | 0          | 94 587      |
| Machinery and equipment                    | 3 693 261   | 115 522    | 2 824 845   |
| Fixtures and tools                         | 464 645     | 1 435 752  | 1 432 644   |
|  | 4 280 294   | 1 551 274  | 4 352 076   |
| Financial assets                           |             |            |             |
| Deferred taxes                             | 1 388 929   | 295 903    | 1 459 648   |
|  | 1 388 929   | 295 903    | 1 459 648   |
| Total fixed assets                         | 37 036 267  | 8 633 979  | 32 277 298  |
| Current assets                             |             |            |             |
| Inventory                                  |             |            |             |
| Finished goods                             | 5 203 840   | 4 017 532  | 3 205 411   |
| Advances to suppliers                      |             | 789 936    |             |
|  | 5 203 840   | 4 807 468  | 3 205 411   |
| Receivables                                |             |            |             |
| Trade receivables                          | 4 869 450   | 2 611 275  | 3 481 210   |
| Tax receivables                            | 910 731     | 200 698    | 406 410     |
| Other current receivables                  | 953 476     | 614 709    | 2 672 633   |
| Prepaid expenses and accrued income        | 1 273 409   | 1 500 132  | 4 011 715   |
|  | 8 007 066   | 4 926 814  | 10 571 968  |
| Cash and cash equivalents                  | 79 212 668  | 12 624 319 | 85 321 647  |
| Total current assets                       | 92 423 574  | 22 358 601 | 99 099 026  |
| TOTAL ASSETS                               | 129 459 841 | 30 992 580 | 131 376 324 |

|   | 31 N        | /larch     | 31 December |
|---|-------------|------------|-------------|
| <u>(SEK)</u>  | 2 018       | 2017       | 2017        |
| EQUITY AND LIABILITIES                                |             |            |             |
| Equity  |             |            |             |
| Share capital   | 1 728 055   | 217 000    | 1 707 254   |
| Other equity including net income for the period      | 114 875 861 | 531 691    | 114 696 034 |
| Equity attributable to shareholders in parent company | 116 603 916 | 748 691    | 116 403 288 |
| Total equity  | 116 603 916 | 748 691    | 116 403 288 |
| Provisions  |             |            |             |
| Deferred taxes  | 0           | 0          | 0           |
| Other provisions                                      |             | 0          |             |
|   | 0           | 0          | 0           |
| Long-term liabilities                                 |             |            |             |
| Liabilities to credit institutions                    | 0           | 689 806    | 0           |
| Convertible loans                                     | 0           | 4 100 000  | 0           |
| Other long term liabilities                           | 0           | 1 800 000  | 0           |
|   | 0           | 6 589 806  | 0           |
| Current liabilities                                   |             |            |             |
| Liabilities to credit institutions                    | 57 456      | 6 040 964  | 3 644       |
| Accounts payables                                     | 5 363 593   | 4 208 632  | 7 873 127   |
| Tax liabilities                                       | 71 218      | 0          | 0           |
| Other current liabilites                              | 925 730     | 11 231 659 | 1 591 191   |
| Accrued expenses and prepaid income                   | 6 437 928   | 2 172 828  | 5 505 074   |
|   | 12 855 925  | 23 654 083 | 14 973 036  |
| TOTAL EQUITY AND LIABILITIES                          | 129 459 841 | 30 992 580 | 131 376 324 |

# Consolidated statement of changes in equity

|   |             | Q1        | Year        |
|---|-------------|-----------|-------------|
| (SEK)   | 2 018       | 2017      | 2017        |
| Opening balance according to balance sheet                    | 116 403 288 | 1 261 796 | 1 261 796   |
| Adjustments   |             |           | 0           |
| Adjusted opening balance                                      | 116 403 288 | 1 261 796 | 1 261 796   |
| Changes in the carrying amounts recognised directly in equity |             |           |             |
| Translation differences                                       | -186 346    | 29 280    | -340 911    |
| Transactions with the group's owners                          |             |           |             |
| New issue of shares   | 520 000     | 0         | 114 999 983 |
| Conversion of loans   |             |           | 16 668 867  |
| Issue expenses  | -46 000     | 0         | -12 310 790 |
| Net income  | -87 026     | -542 385  | -3 875 657  |
| Total Equity  | 116 603 916 | 748 691   | 116 403 288 |

# Consolidated statement of cash flow

|  | Q1         |            | Year        |
|--|------------|------------|-------------|
| (SEK)  | 2 018      | 2017       | 2017        |
| Operations   |            |            |             |
| Operating income   | -1 729 911 | 269 786    | -3 487 833  |
| Adjustment of non cash flow items                          |            |            |             |
| Depreciations and amortisations                            | 941 639    | 137 823    | 2 751 597   |
| Currency exchange rates differences                        | -30 625    | -66 322    | -875 125    |
| Provisions   | 0          | -13 784    | -13 872     |
| Other non cash flow items                                  | 0          | 0          | 195 417     |
|  | -818 897   | 327 503    | -1 429 816  |
| Received interest  | 0          | 1          | 654         |
| Paid interest  | -2 033     | -42 890    | -2 591 545  |
| Paid taxes   | 0          | -6 017     | -211 321    |
| Cash flow from operations before change in working capital | -820 930   | 278 597    | -4 232 028  |
| Cash flow from change in working capital                   |            |            |             |
| Increase (-)/Decrease (+) of inventory                     | -1 998 428 | -257 898   | 1 331 111   |
| Increase (-)/Decrease (+) of operating receivables         | 2 564 902  | -862 870   | -6 248 592  |
| Increase (+)/Decrease (-) of operating liabilities         | -2 117 111 | 1 923 491  | 9 645 159   |
| Cash flow from operations                                  | -2 371 567 | 1 081 320  | 495 650     |
| Investment activities                                      |            |            |             |
| Investment in intangible fixed assets                      | -3 857 894 | -1 871 212 | -22 105 618 |
| Investments in tangible fixed assets                       | -523 575   | -912 728   | -3 776 401  |
| Investments of financial assets                            | 0          | 43 660     | 0           |
| Cash flow from investment activities                       | -4 381 469 | -2 740 280 | -25 882 019 |
| Financing activities                                       |            |            |             |
| New issue of shares  | 520 001    | 0          | 117 430 268 |
| Issue expenses   | -46 000    | 0          | -12 310 790 |
| Received loans   | 0          | 6 002 763  | 0           |
| Amortisation of loans                                      | 0          | 0          | -2 779 779  |
| Cash flow from financing activities                        | 474 001    | 6 002 763  | 102 339 699 |
| Cash flow for the period                                   | -6 279 035 | 4 343 803  | 76 953 329  |
| Liquid funds at the beginning of the period                | 85 321 647 | 8 296 432  | 8 296 432   |
| Effects of exchange rate changes on cash                   |            | -12 675    | 0           |
| Translation difference in liquid funds                     | 170 057    | -3 241     | 71 886      |
| Liquid funds at the end of the period                      | 79 212 668 | 12 624 319 | 85 321 647  |

# Parent company income statement

|  | C          | 1          | Year        |
|--|------------|------------|-------------|
| (SEK)  | 2 018      | 2017       | 2017        |
| Revenues   |            |            |             |
| Net sales  | 15 279 513 | 9 530 398  | 43 129 325  |
| Capitalized development expenses                 | 0          | 573 220    | 1 290 937   |
| Other operating income                           | 355 491    | 43 794     | 121 232     |
|  | 15 635 004 | 10 147 412 | 44 541 494  |
| Operating cost and expenses                      |            |            |             |
| Cost of goods sold                               | -9 775 668 | -6 792 240 | -26 460 090 |
| External expenses                                | -4 810 951 | -2 515 414 | -11 595 358 |
| Personnel expenses                               | -3 596 038 | -1 884 205 | -10 523 197 |
| Depreciation and amortisation                    | -362 386   | -16 488    | -1 175 665  |
| Other operating expenses                         | -82 452    | -28 479    | -226 119    |
| Operating income                                 | -2 992 491 | -1 089 414 | -5 438 935  |
| Income from financial items                      |            |            |             |
| Result from securities and long term receivables | 0          | 96 115     | 578 191     |
| Financial income                                 | 2 312 827  | 411 696    | 2 749 048   |
| Financial expenses                               | -365 549   | -780 632   | -3 863 210  |
| Income after financial items                     | -1 045 213 | -1 362 235 | -5 974 906  |
| Group contribution                               | 0          | 0          | 1 348 246   |
| Income before taxes                              | -1 045 213 | -1 362 235 | -4 626 660  |
| Taxes  | -7 523     | 0          | 0           |
| Net Income                                       | -1 052 736 | -1 362 235 | -4 626 660  |







# Parent company balance sheet

|  | 31 Ma       | 31 March   |             |
|--|-------------|------------|-------------|
| (SEK)                                    | 2 018       | 2017       | 2017        |
| ASSETS                                   |             |            |             |
| Fixed assets                             |             |            |             |
| Intangible assets                        |             |            |             |
| Capitalized development expenses         | 9 067 221   | 2 041 936  | 6 402 769   |
| Tangible assets                          |             |            |             |
| Building and land                        | 29 750      | 0          | 0           |
| Machinery and equipment                  | 2 609 573   | 115 522    | 2 824 845   |
| Fixtures and tools                       | 62 576      | 81 872     | 64 196      |
|  | 2 701 899   | 197 394    | 2 889 041   |
| Financial fixed assets                   |             |            |             |
| Shares in group companies                | 50 009      | 9          | 50 009      |
| Long term receivables in group companies | 33 516 701  | 16 036 775 | 30 854 306  |
|  | 33 566 710  | 16 036 784 | 30 904 315  |
| Total fixed assets                       | 45 335 830  | 18 276 114 | 40 196 125  |
| Current assets                           |             |            |             |
| Inventory                                |             |            |             |
| Finished goods                           | 7 173 313   | 5 362 545  | 6 108 574   |
| Receivables                              |             |            |             |
| Trade receivables                        | 4 483 016   | 2 313 208  | 3 160 937   |
| Receivables in group companies           | 8 943 237   | 2 286 899  | 7 990 913   |
| Tax receivables                          | 826 513     | 3 546      | 332 537     |
| Other current receivables                | 154 677     | 377 786    | 1 314 862   |
| Prepaid expenses and accrued income      | 1 081 494   | 1 460 442  | 1 496 634   |
|  | 15 488 937  | 6 441 881  | 14 295 883  |
| Cash and cash equivalents                | 77 792 889  | 12 005 025 | 83 282 895  |
| Total current assets                     | 100 455 139 | 23 809 451 | 103 687 352 |
| TOTAL ASSETS                             | 145 790 969 | 42 085 565 | 143 883 477 |

|   | 31 M        | larch      | 31 December |
|---|-------------|------------|-------------|
| (SEK)                                     | 2 018       | 2017       | 2017        |
| EQUITY AND LIABILITIES                    |             |            |             |
| Equity                                    |             |            |             |
| Restricted equity                         |             |            |             |
| Share capital                             | 1 728 054   | 217 000    | 1 707 254   |
| Fund for capitalized development expenses | 18 081 189  | 1 591 462  | 6 402 769   |
| Non restricted equity                     |             |            |             |
| Share premium fund                        | 129 533 524 | 11 583 000 | 129 450 806 |
| Retained earnings                         | -17 782 662 | -457 368   | -8 987 681  |
| Profit or loss previous year              | -7 273 721  | -3 618 885 | 0           |
| Profit or loss for the period             | -1 052 736  | -1 362 235 | -4 626 660  |
| Total Equity                              | 123 233 648 | 7 952 974  | 123 946 488 |
| Long-term liabilities                     |             |            |             |
| Liabilities to credit institutions        | 0           | 689 806    | 0           |
| Convertible loans                         | 0           | 4 100 000  | 0           |
| Other long term liabilities               | 0           | 1 800 000  | 0           |
|   | 0           | 6 589 806  | 0           |
| Current liabilities                       |             |            |             |
| Liabilities to credit institutions        | 0           | 6 000 000  | 0           |
| Accounts payables                         | 2 986 852   | 2 283 037  | 5 045 386   |
| Liabilities to group companies            | 15 390 279  | 6 751 534  | 10 762 117  |
| Other current liabilites                  | 560 075     | 10 636 718 | 976 786     |
| Accrued expenses and prepaid income       | 3 620 115   | 1 871 496  | 3 152 700   |
|   | 22 557 321  | 27 542 785 | 19 936 989  |
| TOTAL EQUITY AND LIABILITIES              | 145 790 969 | 42 085 565 | 143 883 477 |

# Parent company statement of changes in equity

|   |             | Q1         | Year        |
|---|-------------|------------|-------------|
| (SEK)   | 2 018       | 2017       | 2017        |
| Opening balance according to balance sheet<br>Adjustments     | 123 946 488 | 9 309 943  | 9 309 943   |
| Adjusted opening balance                                      | 123 946 488 | 9 309 943  | 9 309 943   |
| Changes in the carrying amounts recognised directly in equity |             |            |             |
| Translation differences                                       | -134 104    | 5 266      | -94 855     |
| Transactions with the group's owners                          |             |            |             |
| New issue of shares   | 520 000     | 0          | 114 999 983 |
| Conversion of loans   |             | 0          | 16 668 867  |
| Issue expenses  | -46 000     | 0          | -12 310 790 |
| Reallocation between items in equity                          |             |            |             |
| Bonus issue   | 0           | 0          | 650 000     |
| Share capital   | 0           | 0          | -650 000    |
| Allocations to funds for capitalized development expenses     | 11 678 420  | 122 746    | 6 402 769   |
| Retained earnings   | -11 678 420 | -122 746   | -6 402 769  |
| -   | 0           | 0          | 0           |
| Net income  | -1 052 736  | -1 362 235 | -4 626 660  |
| Total Equity  | 123 233 648 | 7 952 974  | 123 946 488 |



# Parent company statement of cash flow

|  | Q1         |            | Year        |  |
|--|------------|------------|-------------|--|
| (SEK)  | 2 018      | 2017       | 2017        |  |
| Operations   |            |            |             |  |
| Operating income   | -2 992 491 | -1 089 414 | -5 438 935  |  |
| Adjustment of non cash flow items                          |            |            |             |  |
| Depreciations and amortisations                            | 362 386    | 16 479     | 1 175 665   |  |
| Currency exchange rates differences                        | -165 638   | -48 400    | -12 112     |  |
| Provisions   | 0          | 0          | 0           |  |
| Other non cash flow items                                  | 0          | 0          | 1 492 735   |  |
|  | -2 795 743 | -1 121 335 | -2 782 647  |  |
| Received interest  | 204 831    | 1          | 578 845     |  |
| Paid interest  | -687       | -42 890    | -2 591 545  |  |
| Paid taxes   | 0          | 0          | -332 537    |  |
| Cash flow from operations before change in working capital |            |            |             |  |
| cash now non operations before change in working capital   | -2 591 599 | -1 164 224 | -5 127 884  |  |
| Cash flow from change in working capital                   |            |            |             |  |
| Increase (-)/Decrease (+) of inventory                     | -1 064 739 | 2 209 821  | 1 433 719   |  |
| Increase (-)/Decrease (+) of operating receivables         | -1 193 054 | -917 020   | -8 481 835  |  |
| Increase (+)/Decrease (-) of operating liabilities         | 2 620 332  | -7 623 491 | 7 182 075   |  |
| Cash flow from operations                                  | -2 229 060 | -7 494 914 | -4 993 925  |  |
| Investment activities                                      |            |            |             |  |
| Investment in intangible fixed assets                      | -2 664 453 | -573 220   | -4 934 053  |  |
| Investments in tangible fixed assets                       | -313 161   | -327 157   | -2 688 881  |  |
| Investments of financial assets                            | -919 261   | -47 528    | -14 204 812 |  |
| Cash flow from investment activities                       | -3 896 875 | -947 905   | -21 827 746 |  |
| Finansieringsverksamheten                                  |            |            |             |  |
| New issue of shares  | 520 000    | 0          | 117 430 268 |  |
| Issue expenses   | -46 000    | 0          | -12 310 790 |  |
| Received loans   | 0          | 6 751 534  | 0           |  |
| Increase (+)/Decrease (-) of current financial liabilites  | 0          | 6 000 000  | 0           |  |
| Amortisation of loans                                      | 0          | 0          | -2 779 779  |  |
| Cash flow from financing activities                        | 474 000    | 12 751 534 | 102 339 699 |  |
| Cash flow for the period                                   | -5 651 935 | 4 308 715  | 75 518 027  |  |
| Liquid funds at the beginning of the period                | 83 282 895 | 7 711 119  | 7 711 119   |  |
| Effects of exchange rate changes on cash                   |            | -12 675    | 0           |  |
| Translation difference in liquid funds                     | 161 929    | -2 134     | 53 749      |  |
| Liquid funds at the end of the period                      | 77 792 889 | 12 005 025 | 83 282 895  |  |

### Share information

| Q1          |  | Year  |
|-------------|--|---|
| 2 018       | 2017   | 2017  |
| -87 026     | -542 385   | -3 875 657  |
| -6 279 035  | 4 343 803  | 76 953 329  |
| 17 072 538  | 2170   | 2 170   |
| 17 280 538  | 2170   | 17 072 538  |
| 17 176 538  | 2 170  | 8 537 354   |
| 1 350 149   | 260  | 260   |
| 1 142 149   | 260  | 1 350 149   |
| 1 246 149   | 260  | 675 205   |
| 1 728 055   | 217 000  | 1 707 254   |
| 116 603 916 | 320 446  | 116 403 288   |
|             |  |   |
| -0,01       | -249,95  | -0,45   |
| 0,00        | -223,20  | -0,42   |
| 6,75        | 147,67   | 6,82  |
| -0,37       | 2 001,75   | 9,01  |
|             | 2 018<br>-87 026<br>-6 279 035<br>17 072 538<br>17 280 538<br>17 176 538<br>1 350 149<br>1 142 149<br>1 246 149<br>1 728 055<br>116 603 916<br>-0,01<br>0,00<br>6,75 | 2 018 2017   -87 026 -542 385   -6 279 035 4 343 803   17 072 538 2170   17 280 538 2170   13 50 149 260   1142 149 260   17280 55 217 000   116 603 916 320 446   -0,01 -249,95   0,00 -223,20   6,75 147,67 |

### Notes to the financial information

#### NOTE 1 ACCOUNTING PRINCIPLES

Sedana Medical AB (publ) and the Group applies the Swedish Accounting Standard Board's (BFN's) general guidelines BFNAR 2012:1 Annual report and consolidated accounts (K3). Significant accounting and valuation principles are set out on pages 13-17 of the Group annual report 2016.

A departure from the K3 regulation has occurred in the third quarter when it comes to the gross reporting of capitalized development expenses. As of Q3 2017, Sedana Medical reports development costs on a net basis under personnel expenses and other operating expenses.

#### **NOTE 2 DEFINITION OF RATIOS**

EBITDA margin: Operating income before depreciation and amortisation/net sales

**EBIT margin:** Operating income/net sales

Net profit in % of net sales: Net profit/net sales

Balance sheet total: Total assets

Equity ratio: (Total equity + 78% of untaxed reserves)/Total assets

**Quick ratio:** Current assets excluding inventory/Current liabilities

Average number of full-time employees during the period: Average number of full-time employees during the period.

#### AUDITOR'S REVIEW

The Group's auditor has not reviewed the accounts in this interim report.

#### **CERTIFIED ADVISER**

Erik Penser Bank is the certified adviser for Sedana Medical AB (Publ).

#### FOR FURTHER INFORMATION PLEASE CONTACT

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Maria Engström, CFO +46 (0)8-124 05 200

#### DATES FOR UPCOMING INFORMATION

Interim report Q2 2018: 30 August 2018

Interim report Q3 2018: 22 November 2018

Year-end report 2018: 21 March 2019



### Certification from the Board of Directors and the CEO

The Board of Directors certifies that this interim report provides a true and fair view of the Group's operations, financial position and results. For a description of Sedana Medical's risks, please refer to the Group's prospectus that was prepared for the listing on Nasdaq First North as well as the annual report for 2017.

Danderyd 22 May 2018

**Thomas Eklund** Chairman of the Board

> **Ola Magnusson** Board member

Sten Gibeck Board member

**Michael Ryan** Board member Bengt Julander Board member

Christer Ahlberg President and CEO



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# **SEDANA**MEDICAL

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