

Year-end report 2023

Solid organic growth and strong operational cash flow

Quarter October-December 2023

- ▶ Net sales amounted to SEK 148.1 million (149.2), corresponding to a decrease of 0.7 percent. Adjusted for changes in exchange rates, an increase of 4.3 percent.
- ▶ The number of instruments sold amounted to 1,133 (794), which is an increase of 42.7 percent.
- ▶ The gross profit amounted to SEK 65.9 million (66.7), resulting in a gross margin of 44.5 percent (44.7).
- ▶ The operating profit amounted to SEK 10.5 million (10.0), which corresponds to an operating margin of 7.1 percent (6.7).
- ▶ The period's result amounted to SEK 8.4 million (2.9).
- ▶ Earnings per share before dilution amounted to SEK 0.22 (0.09) and after dilution to SEK 0.22 (0.09).*
- ▶ Cash flow from operating activities amounted to SEK 29.2 million (13.3).
- ▶ Net cash as of December 31 amounted to SEK 12.9 million (32.1).
- ▶ Non-recurring write-downs of equipment affected the operating profit by SEK -4.6 million, without this write-down the operating profit would have been SEK 15.1 million.

Full Year January-December 2023

- ▶ The net sales amounted to SEK 571.3 million (548.1), representing an increase of 4.2 percent. Adjusted for changes in exchange rates, there was an increase of 0.8 percent.
- ▶ The number of instruments sold amounted to 4,203 (3,990), which is an increase of 5.3 percent.
- ▶ The gross profit amounted to SEK 249.7 million (227.9), which corresponds to a gross margin of 43.7 percent (41.6).
- ▶ The operating profit amounted to SEK 39.3 million (29.0), with an operating margin of 6.9 percent (5.3).
- ▶ The period's result amounted to SEK 25.0 million (12.7).
- ▶ Earnings per share before dilution amounted to SEK 0.64 (0.46) and after dilution to SEK 0.64 (0.45).*
- ▶ The cash flow from operating activities amounted to SEK 51.4 million (-11.4).
- ▶ The board proposes that no dividend be distributed for the fiscal year 2023.

Key figures	Oct-Dec 2023	Oct-Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Sales growth, %	-0.7	6.4	4.2	18.3
Net sales, SEK million	148.1	149.2	571.3	548.1
Gross margin, %	44.5	44.7	43.7	41.6
Operating profit (EBIT), SEK million	10.5	10.0	39.3	29.0
Operating margin (EBIT), %	7.1	6.7	6.9	5.3
Profit after tax, SEK million	8.4	2.9	25.0	12.7
Net cash (+) net debt (-), SEK million	12.9	32.1	12.9	32.1
Return on equity, %	1.8	0.8	5.2	3.6
Net cash (+) net debt (-)/EBIT (R12), times	0.3	1.1	0.3	1.1
Diluted earnings per share, SEK*	0.22	0.09	0.64	0.45
Cash flow from operating activities, SEK million	29.2	13.3	51.5	-11.4

* Fund issue elements from the new share issue in Q4 2022 has been taken into account in the calculation of earnings per share before and after dilution, which is why the comparative figures have been recalculated.