



AddLife presentation

Kristina Willgård CEO

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AddLife in brief

A leading, independent player in the European Life Science market

- Provide equipment, consumables and related services mainly to the healthcare sector – from research to homecare
- Develop and acquire market-leading companies
- Labtech and Medtech

1,800
EMPLOYEES

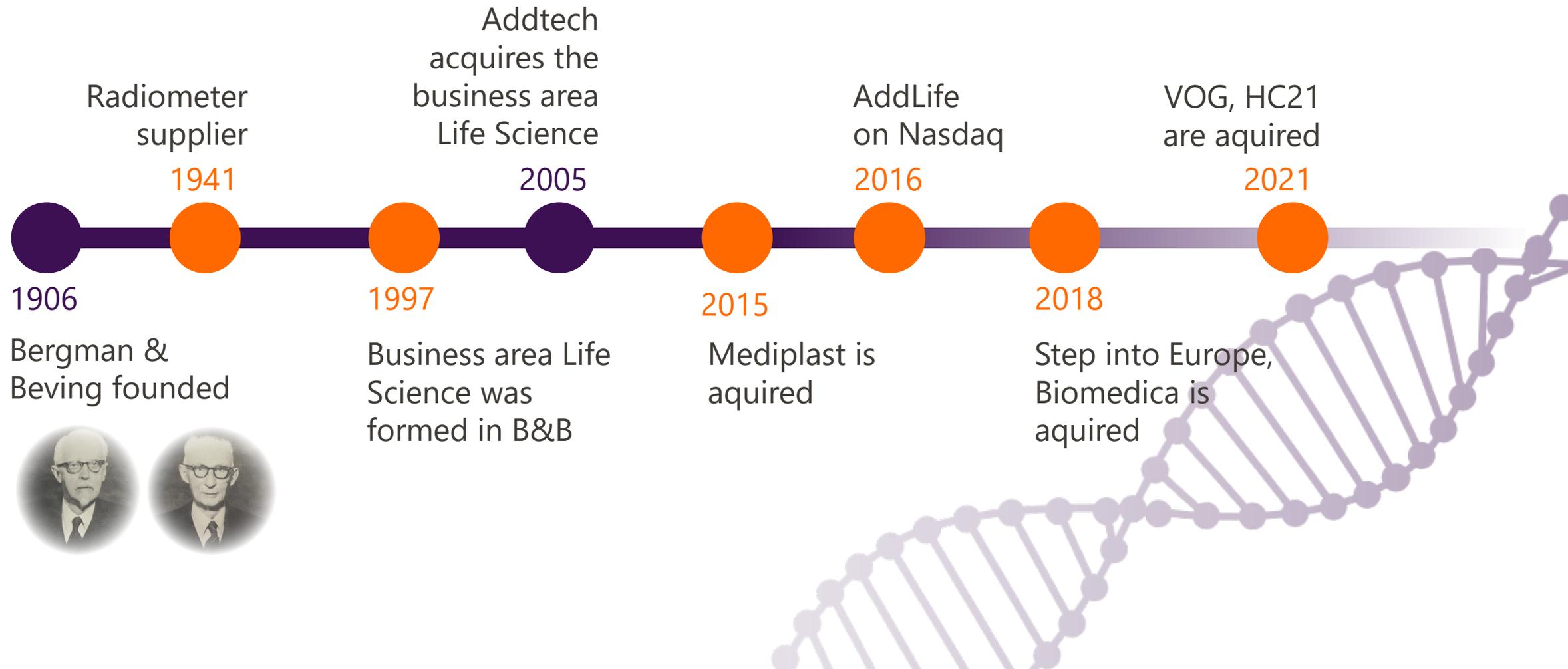
70
SUBSIDIARIES

7,600
NET SALES, SEK
PROFORMA 2020

1,120
EBITA, SEK
PROFORMA 2020

14.7%
EBITA, %
PROFORMA 2020

A long, successful company history



AddLife strives to improve people's lives by being a leading and value adding player within Life Science



Market Trends

- Population growing & aging
- Diagnostics
- Digitalization
- Sustainability
- Regulations MDR / IVDR
- Fragmented market



Continued strong growth - Q2

- Strong sales & EBITA growth
- Organic growth 22%, ex COVID -19 7%
- Labtech is "the driver"
- Two strategic acquisitions adding yearly Net sales of 2,400 SEKm
- Transaction costs of 53 SEKm

2,276

NET SALES SEKm
(+82%)

332

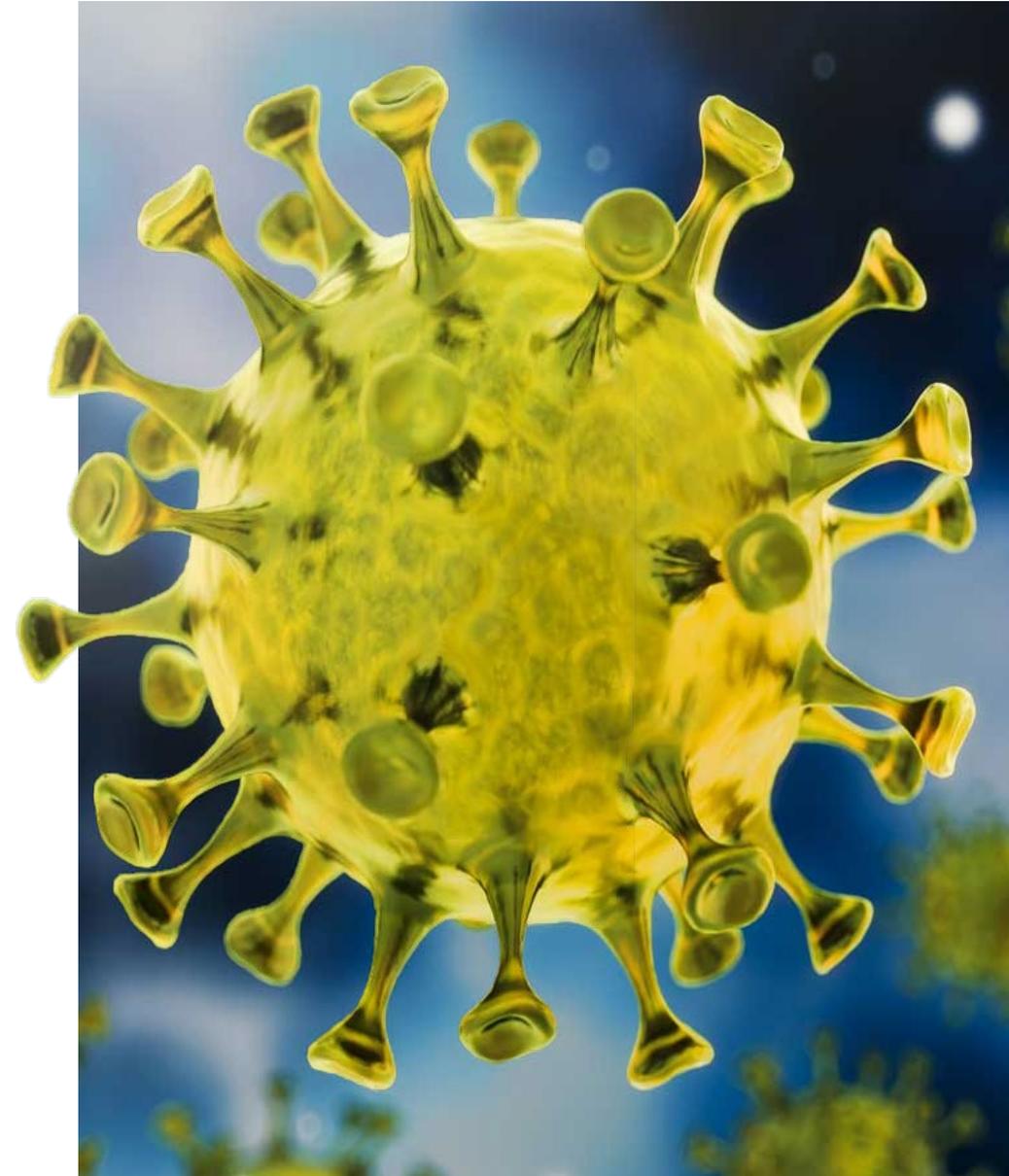
EBITA SEKm
(+83%)

14.6

EBITA MARGIN %
(14.5%)

COVID-19 in Q2

- The virus is still impacting our society
- Fewer critically ill covid-patients in Intensive care
- Vaccinations increasing
- Intensive COVID-19 testing continued but has gradually decreased in the quarter following the infection rates
- High activity within virus research
- COVID-19 related sales in Q2 was 710 (355) SEKm and YTD 1,330 SEKm (385)





Labtech Q2

- Sales growth 43 %, all organic
- Intensive COVID-19 testing
- Growth excl COVID-19 sales, 10%
- Strong demand within research
- Includes Biomedica 100%

1,169

Net Sales SEKm
(+43%)

280

EBITA SEKm
(+123%)

23.9

EBITA margin %
(15.3%)



Medtech Q2

- Sales growth 159%, organic -24%
- Two acquisitions; VOG and HC21
- Organic growth excl COVID-19, 1%
- Elective surgery still weak demand
- Home care business opening up
- EBITA is affected by transaction costs, 53 SEKm

1,108

NET SALES SEKm
(+159%)

57

EBITA SEKm
(-3%)

5.1

EBITA MARGIN %
(13.8%)

Long term financial goals

- EBITA growth 158 %
- Profitability, P/WC 115 %

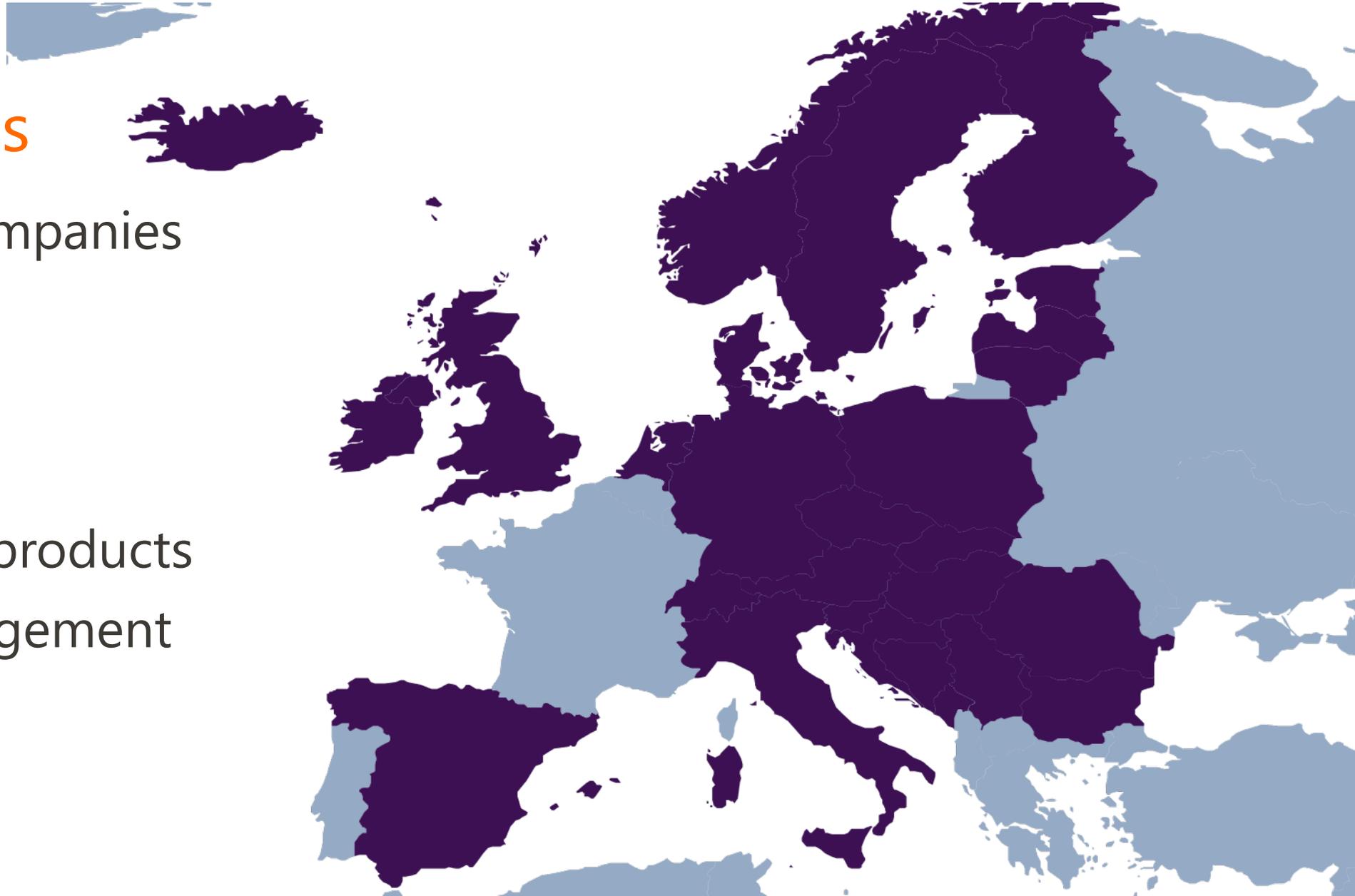
51%
AVERAGE PROFIT
GROWTH*



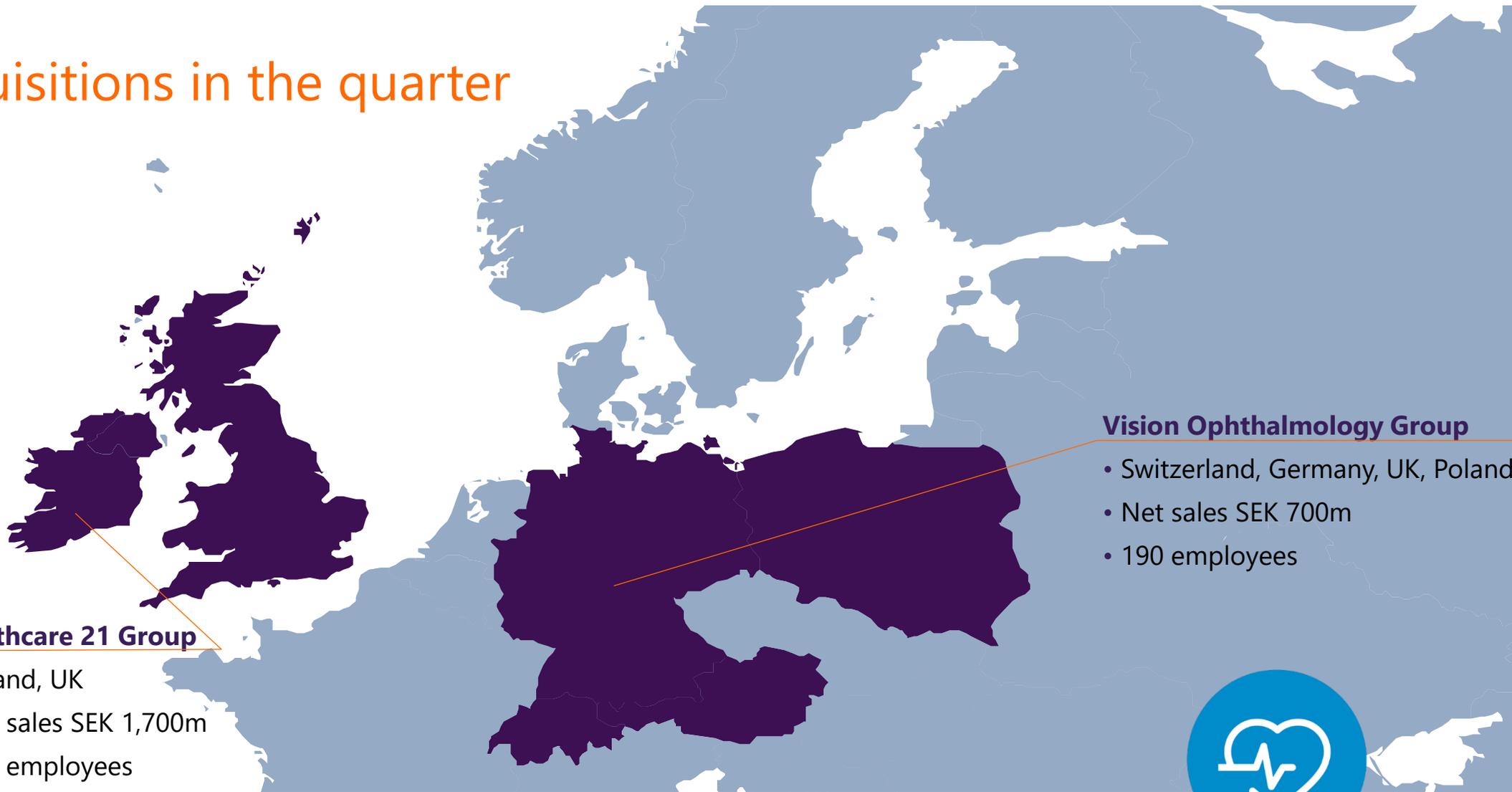
*Average profit growth since listing March 2016

Acquisitions

- Profitable companies
- New markets
- New niches
- Distribution
- Niche own products
- Strong management



Acquisitions in the quarter



Healthcare 21 Group

- Ireland, UK
- Net sales SEK 1,700m
- 450 employees

Vision Ophthalmology Group

- Switzerland, Germany, UK, Poland
- Net sales SEK 700m
- 190 employees



Acquisitions

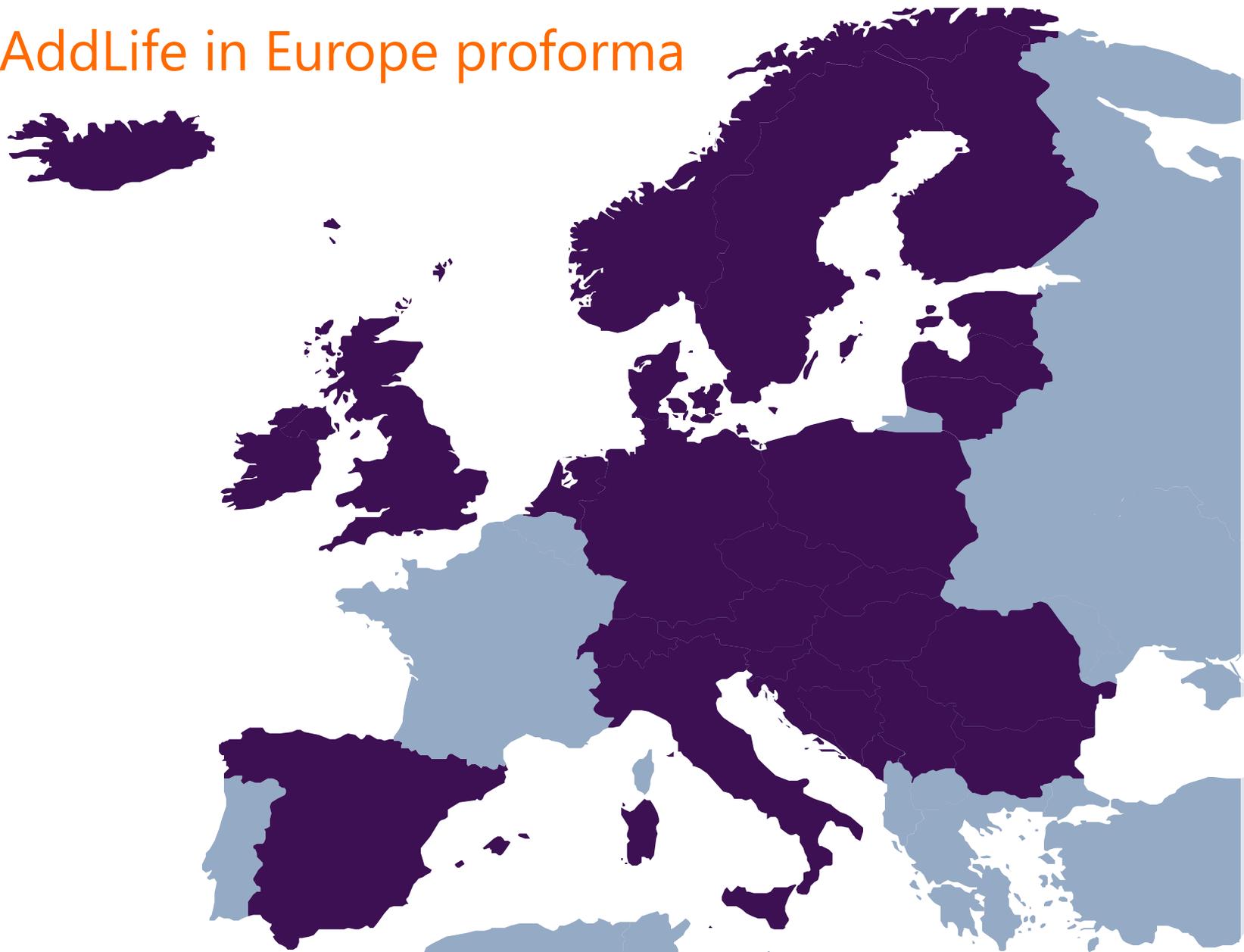
2021	Country	Date	Net Sales, SEKm	No. of employees	Business Area
Vision Ophthalmology Group	Germany	April	700	190	Medtech
Healthcare 21 Group	Ireland	April	1,700	450	Medtech
2020			2,400	640	
Euroclone	Italy	January	280	58	Labtech
TechniPro PulmoMed	Australia	September	13	5	Medtech
Ropox	Denmark	October	95	73	Medtech
DACH Medical Group	Austria	October	145	23	Medtech
Zafe Care Systems	Sweden	October	35	21	Medtech
BioMedica Italia (SIAD)	Italy	December	80	17	Medtech
			648	197	

3,048
ADDED
NET SALES
SEKM (2020-2021)

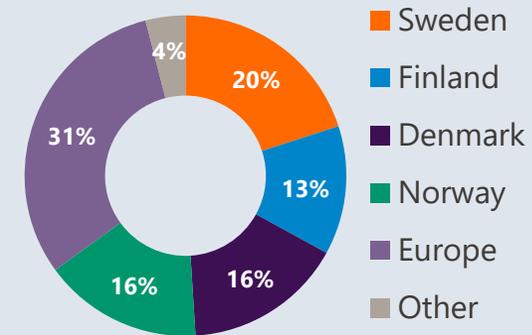
837
NEW
EMPLOYEES
(2020-2021)



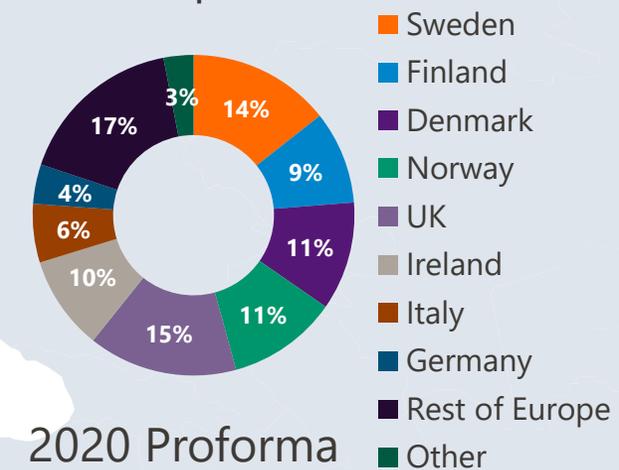
AddLife in Europe proforma



Net Sales per market



2020 Reported



The New AddLife

- European player in Life Science
 - Decentralized organization, “Small scale business – large scale wise”
 - Focus on our “Vision & Corporate Philosophy” & AddLife Academy
 - Access to larger markets, more customers and more niches
 - Broaden internal network
 - Stronger supplier relationships
 - Increased internal opportunities to sell our own products in new markets
 - Strong financials to continue our growth strategies
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Q&A

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