

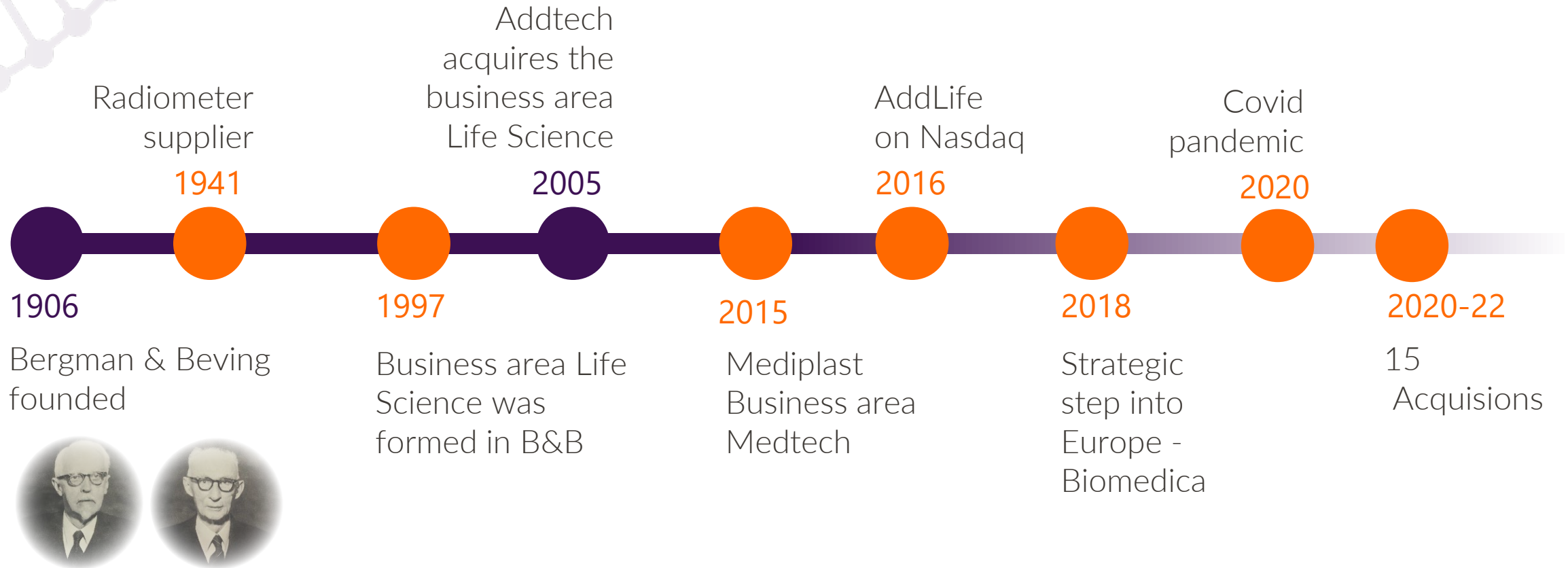


AddLife August 2022

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



A long & successful history



Entrepreneurial business acumen

Decentralized organization

Combine the small company's...



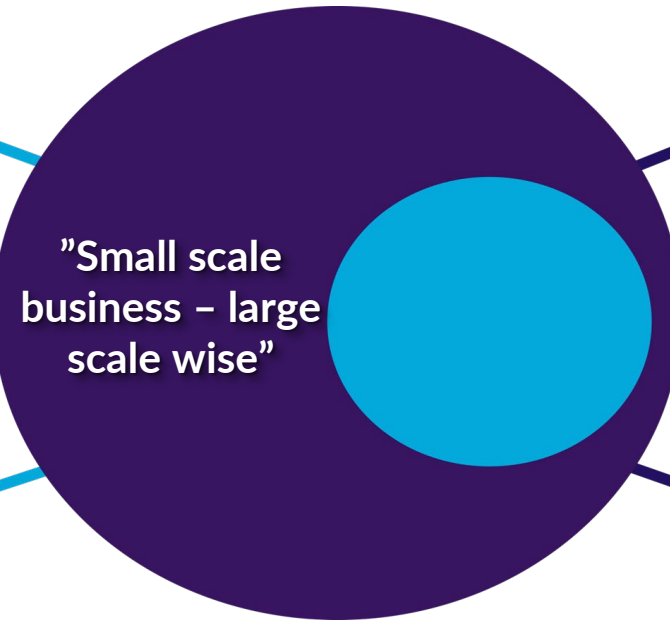
Flexibility



Personality



Effectiveness



With the large company's...



Resources



Network



Sustainability



LABTECH

4,400



MEDTECH

4,400

Culture and values



“Responsibility and freedom go together. Without one, the other is impossible.

Responsibility and freedom can only work in a **decentralised** organisation.”

An attractive Group

2,100 Employees

AddLife Academy

Long term
sustainable
business

Culture &
Core Values





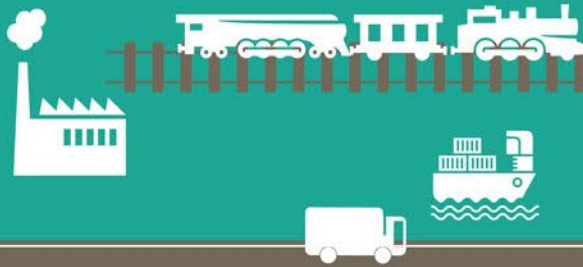
2016 - 2021

- Vision & Corporate Philosophy
- Leadership
- Sales
- Marketing
- Finance



Long term profitable and sustainable growth!

Responsible producer
and distributor



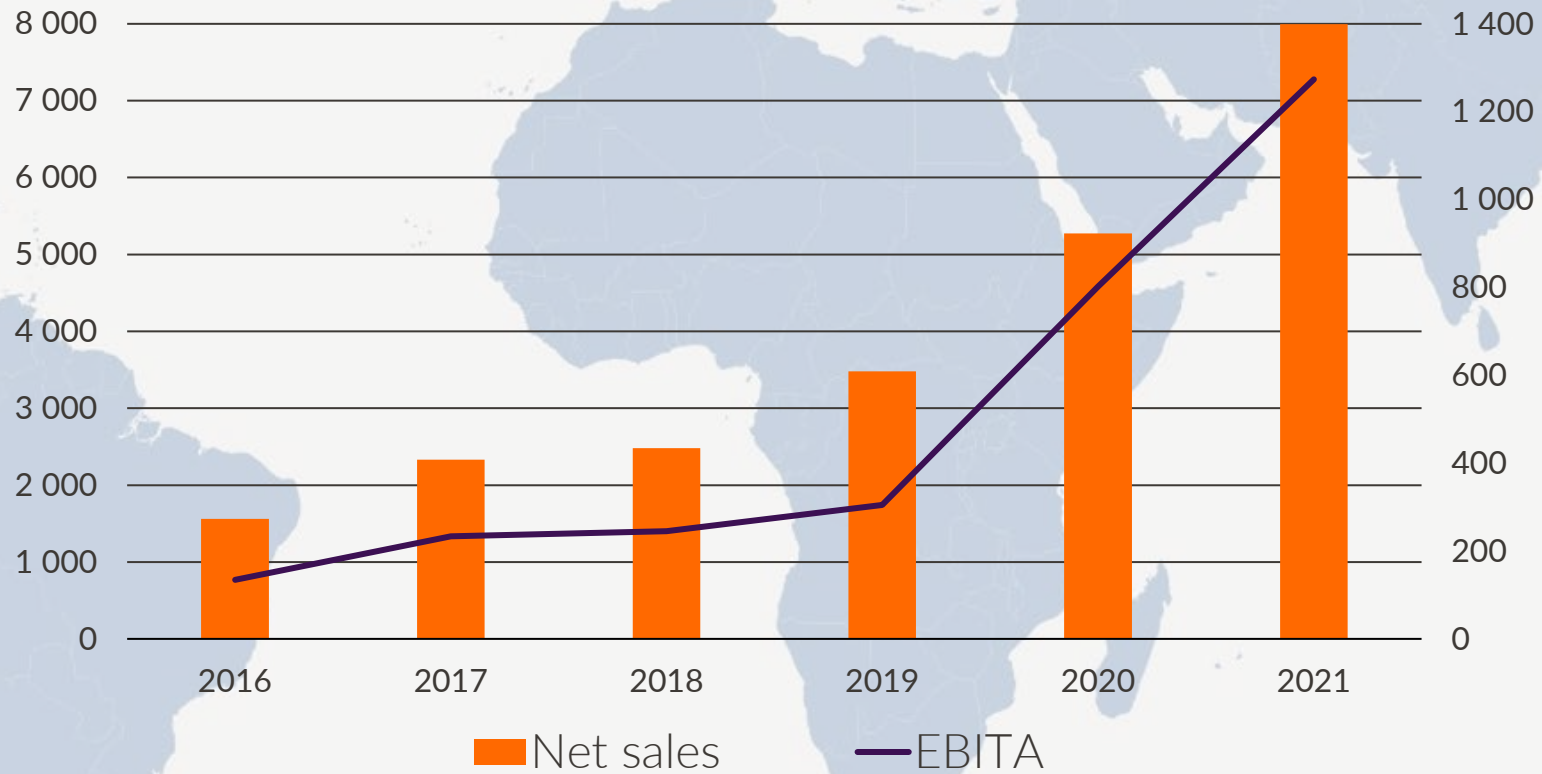
Responsible
employer



Responsible market
participant



A successful growth journey!



1,562

SEKm, NET SALES

20

OPERATING
SUBSIDIARIES

420

EMPLOYEES



2015-16

2,480

SEKm, NET SALES

35

OPERATING
SUBSIDIARIES

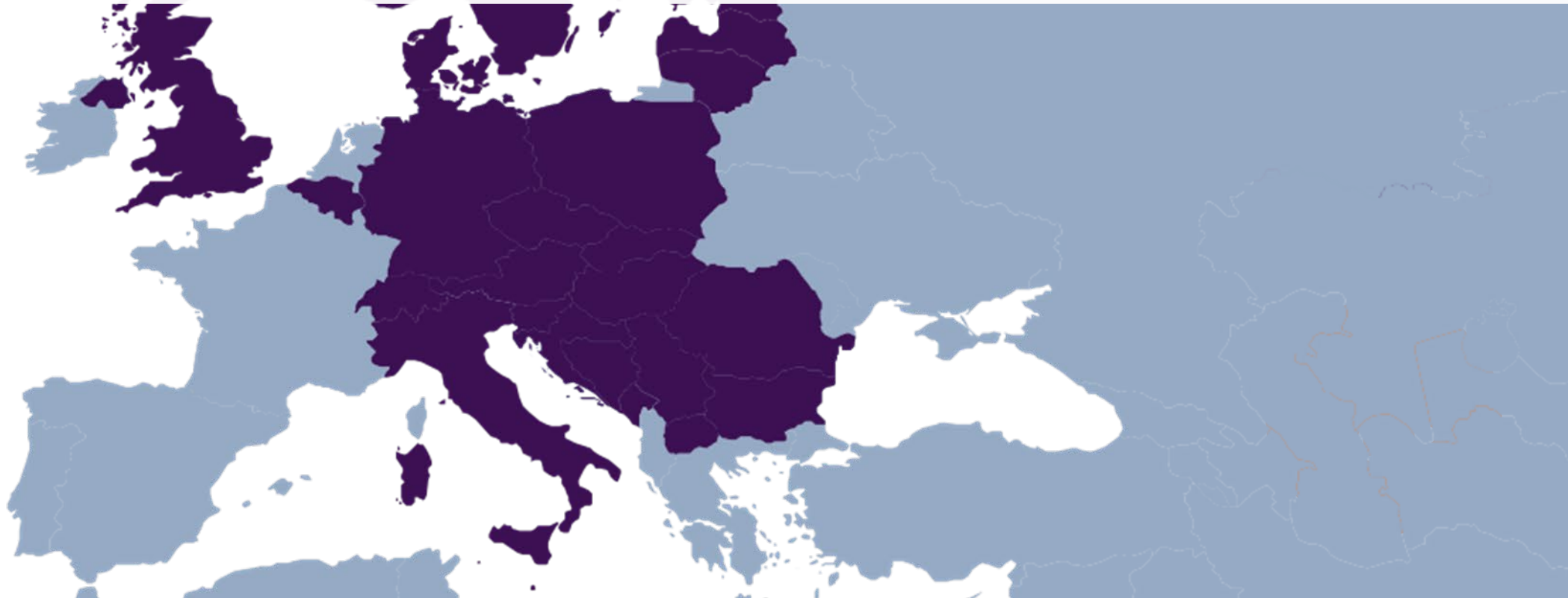
600

EMPLOYEES



2018

”The acquisition of  was a game changer!”



8,800

SEKm, NET SALES

85

OPERATING
SUBSIDIARIES

2,175

EMPLOYEES



Acquisitions 2021

Bio-Connect

- Net sales 140 SEKm
- 31 employees

Healthcare 21 Group

- Net sales 1,700 SEKm
- 450 employees

MBA Incorporado S.L

- Net sales 670 SEKm
- 285 employees

Closed January 2022

Camanio AB

- Net sales 13 SEKm
- 18 employees

Telia Health Monitoring

- Net sales 4 SEKm
- 8 employees

Will be closed Q1 2022

Fischer Medical ApS

- Net sales 60 SEKm
- 12 employees

AddVision

(Vision Ophthalmology Group)

- Net sales 700 SEKm
- 190 employees

3,287
ADDED
NET SALES
SEKM (2021)

994
NEW
EMPLOYEES
(2021)



Acquisitions 2022

O'Flynn Medical Ltd

- Net sales 64 SEKm
- 36 employees

MBA Incorporado S.L

- Net sales 670 SEKm
- 285 employees

Telia Health Monitoring

- Net sales 4 SEKm
- 8 employees

JK Lab Nordic

- Net sales 25 SEKm
- 6 employees

BioCat GmbH

- Net sales 90 SEKm
- 20 employees

180

ADDED
NET SALES
SEKM (2022)

62

NEW
EMPLOYEES
(2022)

European provider within Life Science

- > 60% sales outside the Nordics
 - Decentralized organization
 - Access to larger markets, more customers and more niches
 - Broaden internal collaborations
 - Increased internal opportunities to sell our own products in new markets
 - Stronger supplier relationships
- 

Q2 – A Quarter in change!

- Acquisitions and increased activity in our markets driving sales
- Significant drop in COVID-19 related sales - 88 percent
- Organic growth excluding COVID-19 was 4 percent
- Two acquisitions completed in the quarter and one after end of the quarter

2,079

NET SALES SEKm
(-9%)

240

EBITA SEKm
(-28%)

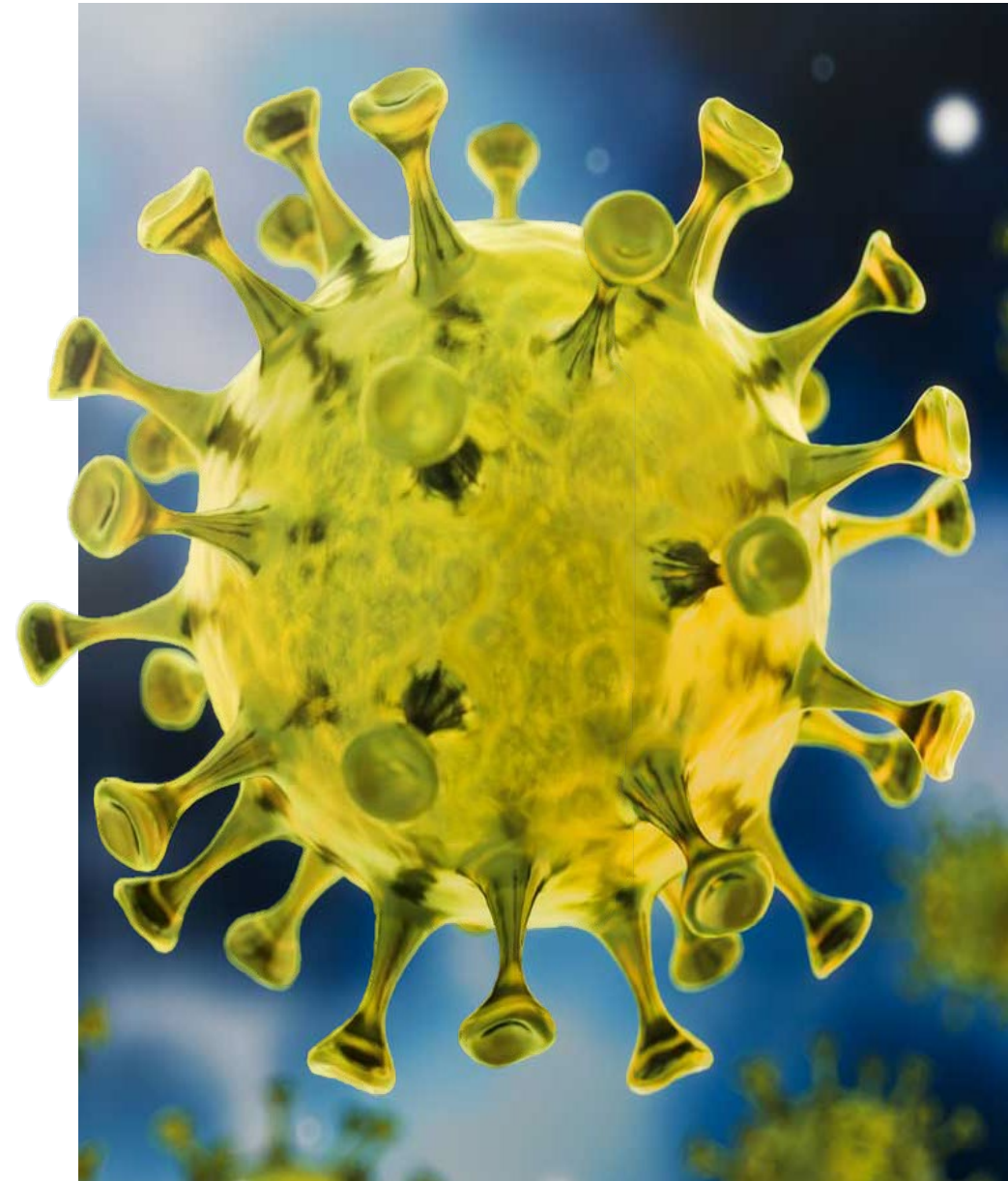
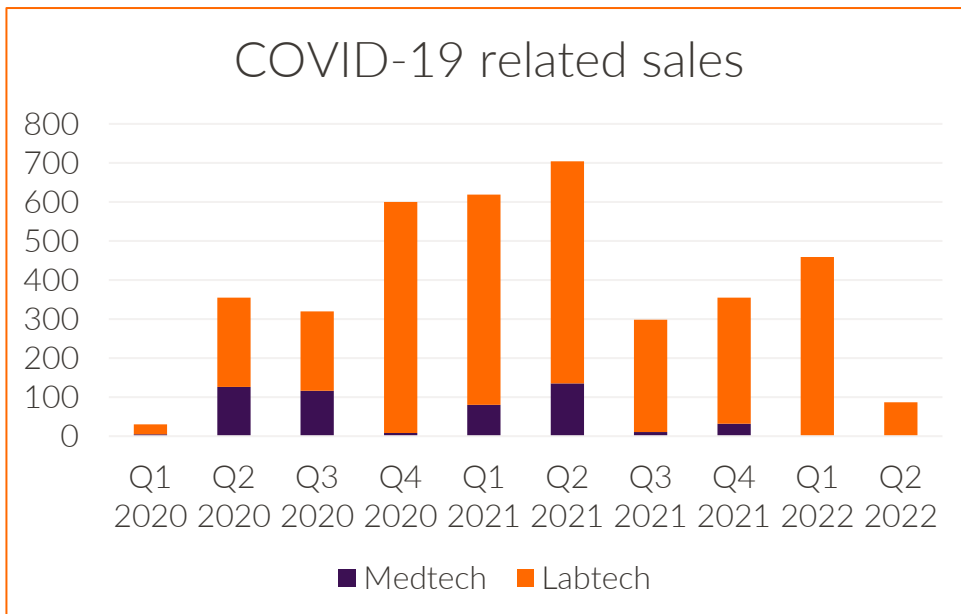
11.6

EBITA MARGIN %
(14.6%)



COVID-19

- Significant drop in COVID-19 related sales in the quarter, - 88%
- COVID-19 related sales amounted to 87 (704)
- Infection rates increases again in the end of Q





Labtech Q2

- Significant drop in COVID-19 related sales SEK -482m, -85%
- Organic growth, non-COVID, SEK 22m, 4%
- One acquisition during the quarter, BioCat GmbH and one after the quarter, JK Lab Nordic

786

Net Sales SEKm
(-33%)

117

EBITA SEKm
(-58%)

14.9

EBITA margin %
(23.9%)



Segments



Labtech – Diagnostics

- Instruments and products used for IVD diagnostic tests to laboratories
- Food & veterinary diagnostics
- 85% is subject to public procurement, average length of contract:
4-6 years in Nordics
2-3 years in Europe
- Instruments **20% of sales**
Reagents **80% of sales**



Labtech – Biomedical & Research

- Instruments and reagents used for research at laboratories
- 70% is subject to public procurement
- 10% of sales own products; advanced instruments and immuno assays
- Instruments **75% of sales**
Reagents **25% of sales**





Medtech Q2

- Acquisitions driving strong sales growth
- Organic growth 5% driven by increased number of surgeries
- One add-on acquisition during the quarter, O'Flynn Medical

1,296

NET SALES SEKm
(17%)

129

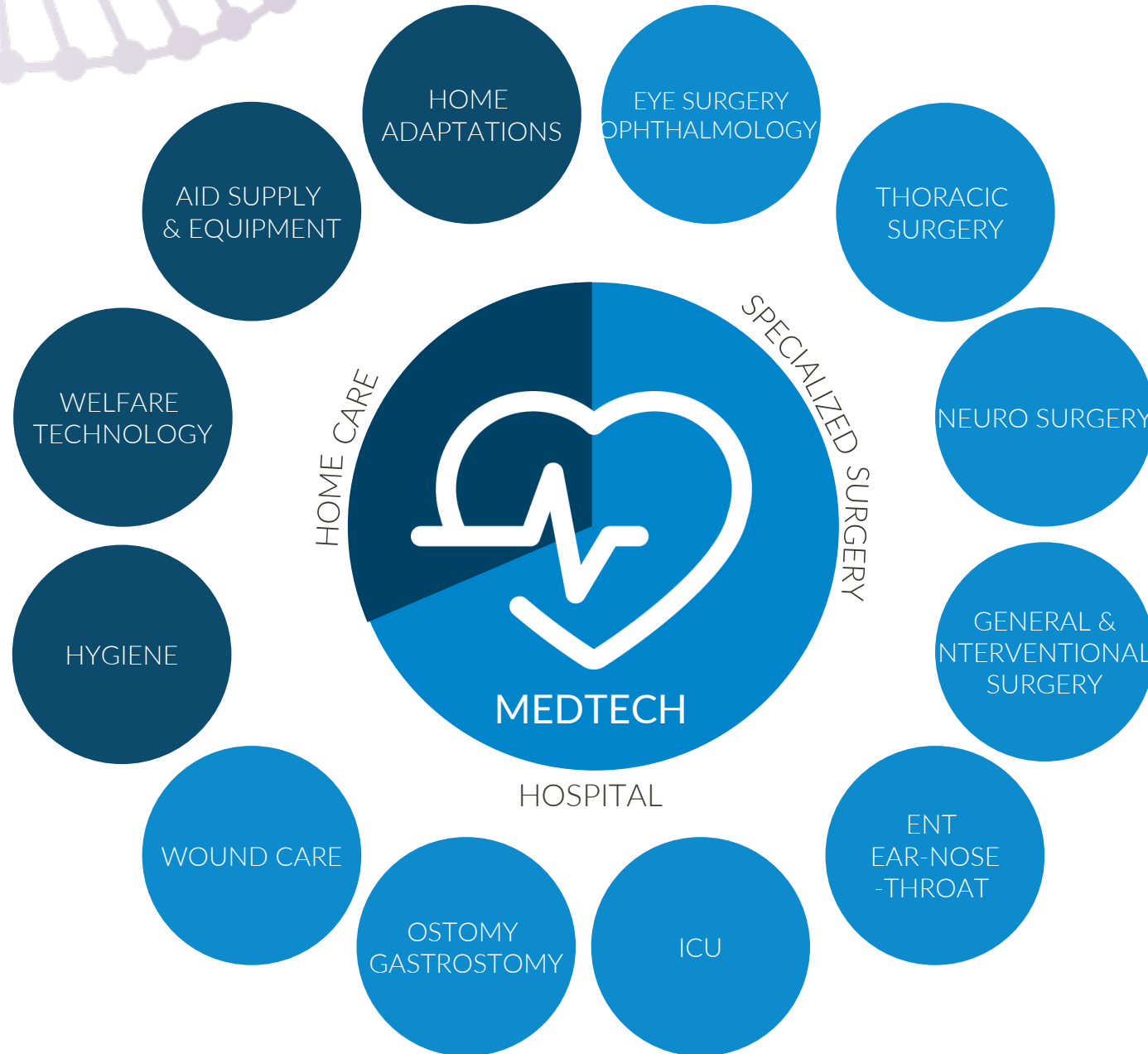
EBITA SEKm
(127%)

10.0

EBITA MARGIN %
(5.1%)



Segments



Medtech - Hospital

- Medical devices and equipment to hospitals, mainly disposables
- Clinical IT solutions in Europe
- 80% is subject to public procurement, average length of contract:
2- 4 years in Nordics
1-2 years in Europe
- 40% of sales own products, i.e. PVC-free products, Wellspect product portfolio



Medtech - Specialized surgery

- Highly Specialized Hospital Care
- Neuro-, Thoracic-, Interventional- and Orthopedic Surgery, Ophthalmology
- Distribution of equipment and disposables
- 80% is subject to public procurement, average length of contract:
2- 4 years in Nordics
1-2 years in Europe



Medtech - Home Care

- Home adaptations, welfare technology, aid supplies and equipment, preventive care
- 75% is subject to public procurement, average length of contract is 2-4 years
- 75% of sales own products
- 1/3 cost compared to institutional care



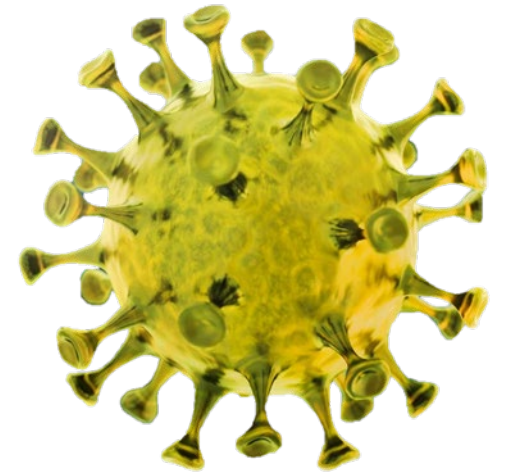




AddLife donates medical devices to Ukraine for SEK 7m

2022

Integration
Collaboration
Consolidation
Sustainability



**ORGANIC
GROWTH**



Macro trends



Macro trends in Healthcare market!





Strategy

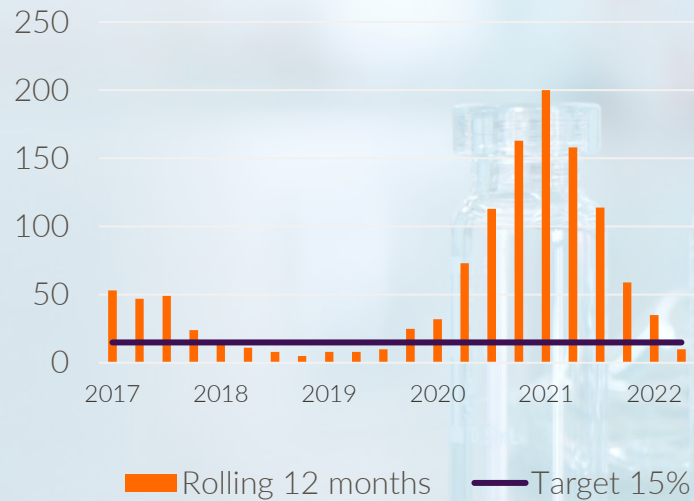
- Market-leading positions in selected niches
- Operational mobility with an agile approach
- Acquisitions adds growth and knowledge

Long term financial goals

- EBITA growth 10 %
- Profitability, P/WC 74 %

43 %
AVERAGE PROFIT GROWTH*

Profit growth, EBITA (%)

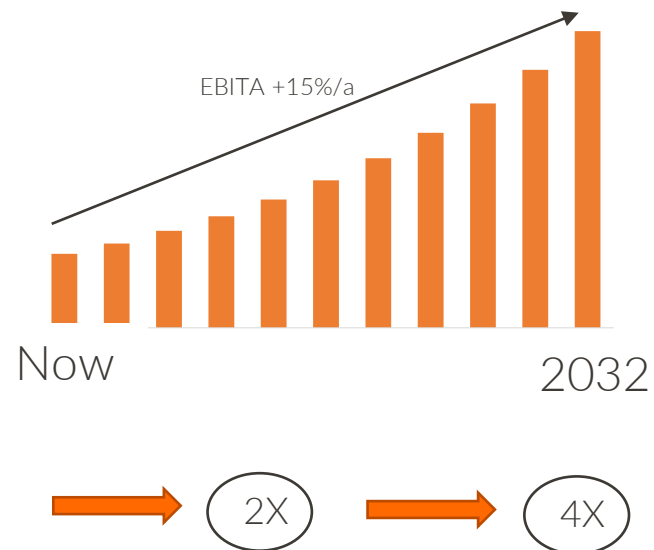


Profitability, P/WC (%)



*Average profit growth since listing March 2016

Our focus - Long term profitable growth!



Health budgets

Demographic trends

Innovations

Sustainability

Digitalization

Competition

Geopolitical instability

Energy prices

Inflation/ Higher interest rates

MDR/IVDR



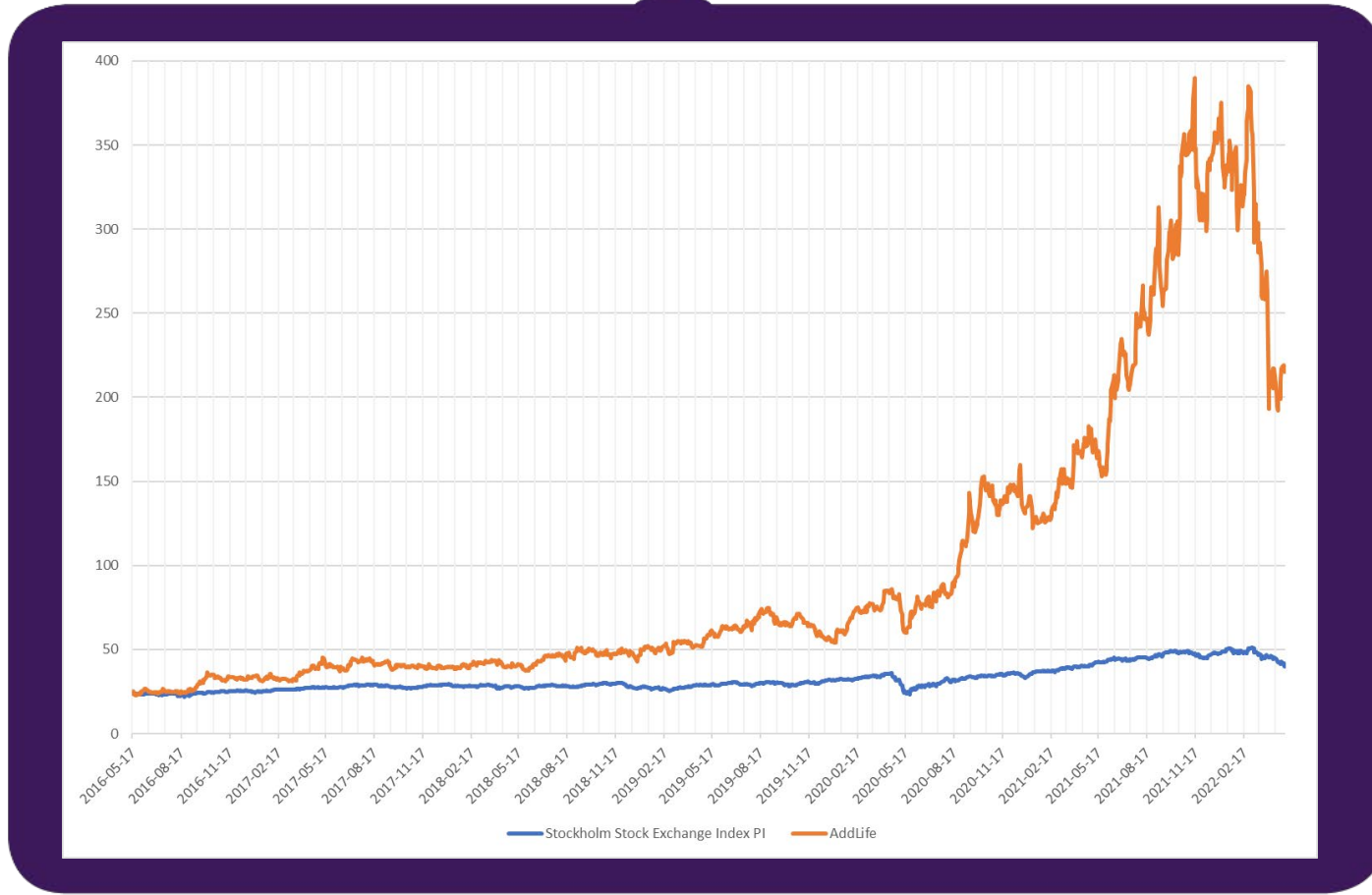
Four reasons to own AddLife shares

- Attractive non-cyclical emerging market
- Cash flow finances growth
- Clear strategy to create additional growth
- Strong market position and long contract terms





The Share



Q&A



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