

Sanolium AB interim report, April - June 2022

Cambio constitutes the operating entities under Sanolium AB. All figures in () refer to the comparable figures from previous year. The pro forma for the full year 2019 includes operating activities from January 1st to February 20th.

In the report regarding Q3, 2021 there was a restatement of error. The amounts in the comparison columns are corrected numbers.

Revenue in the second quarter amounted to 219.5 MSEK, representing a growth of 12.1%

Q2, April - June 2022

- Revenue amounted to 219.5 (195.8) MSEK in the second quarter, representing a growth of 12.1%
- Adjusted EBITDA amounted to 61.0 (46.1) MSEK, representing an increase of 32.2%
- Income before tax amounted to 11.1 (-7.5) MSEK
- Net income per share amounted to 0.05 SEK

January - June 2022

- Revenue during January June amounted to 424.8 (402.5) MSEK
- Adjusted EBITDA amounted to 119.2 (120.7)
- Income before tax amounted to 38.8 (23.9) MSEK
- Net income per share amounted to 0.19 SEK



Pro forma revenue, MSEK



Key figures

MSEK	Q2 2022	Q2 2021	Jan-Jun 2022	Jan-Jun 2021
Revenue	219.5	195.8	424.8	402.5
Adjusted EBITDA	61.0	46.1	119.2	120.7
Adjusted EBITDA-margin	27.8%	23.5%	28.1%	30.0%
EBIT	15.0	-1.7	29.3	33.8
Financial net	-3.9	-5.8	9.5	-9.9
Income before tax	11.1	-7.5	38.8	23.9
Net income	7.9	-8.3	31.5	17.1

Sanolium AB is the parent company in the Cambio Group, since February 20, 2019. The largest operating subsidiary in that group is Cambio Healthcare Systems which was founded in 1993 to deliver comprehensive IT solutions for healthcare organizations. Today, Cambio is an e-health company providing smart, reliable and user-friendly solutions to improve healthcare and patient safety with a market leading position in the Nordics including more than 100 000 users. We are committed to improve healthcare and patient safety.

Q2, revenue

CEO's Comments

Growing demand for our solutions reflects the need for increased digitalization in health- and social care. The Nordic regions and municipalities need to invest more in IT than they have done historically. Cambio has the products and services to bridge the technical gap that the regions and municipalities face, and to enable tomorrow's health- and social care. Together with our customers, we contribute to a better and healthier society.

About Cambio

Cambio is well positioned to become the Nordic leader within eHealth. Today we principally serve Nordic regions and municipalities by delivering their core healthcare IT system.

The constantly growing and aging population creates a need for increased productivity and efficiency in health- and social care and in a world with limited resources this can be achieved by digitalization.

The growing gap between the available technologies and the technical solutions used by healthcare providers today can and will be bridged through Cambio's solutions.

About second quarter

We continue to make good progress across all parts of the organisation. We are now seeing the result of our new strategic focus, especially with regards to operational efficiency. Our new internal structure is driving transformation towards becoming a full stack eHealth Service Provider.

We are seeing increasing customer activities, both in our existing customer segments but also in potential new areas.

In Q2, we have performed extensive preparatory implementation work towards some larger customers. As we move into Q3 and Q4 a lot of our focus will be on delivering on our undertakings towards existing clients as we move into crucial parts of those engagements.

To meet our customers' needs in their pursuit of driving more efficiencies and higher patient safety, we have closed several new partnerships in order to broaden our offering.

We have been increasing our M&A activities during Q2 and on the July 21st, an indicative offer to acquire FRISQ was announced and that we have entered

into an exclusive process with the objective to reach a final and binding offer to acquire the operative business of FRISQ.

We are poised to continue to drive our transformation to even further reinforce Cambio's position as the leader in the Nordic eHealth eco system.



Rami Avidan, CEO



Second quarter

Revenue in the second quarter amounted to 219.5 (195.8) MSEK, representing an increase of 12.1%. Support and maintenance fees constitute the largest share of the revenue. License revenue and Professional Services revenue are attributable to the development of the existing product as well as the Sussa project.

Adjusted EBITDA in the second quarter amounted to 61.0 (46.1) MSEK resulting in an adjusted EBITDA margin of 27.8 (23.5) %.

Employee related expenses amounted to 123.1 (117.8) MSEK, representing an increase of 4.5 %. The number of full time equivalents (FTE) was 702 at the end of the second quarter, a decrease of 8.4 % from the comparable figure last year. Of these were 41 % women.

Depreciation and amortization amounted to 40.5 MSEK, of which 27.8 MSEK relates to amortization of intangible assets linked to M&A activities, 5.9 MSEK refers to financial leases and 6.5 MSEK refers to amortization of capitalized R&D. The remaining depreciation of tangible assets amounted to 0.3 MSEK.

Non-recurring items amounted to 5.5 MSEK, consisting of 3.0 MSEK relating to organizational adjustments, 0.6 to management fee and 2.0 to other.

Revenue, **MSEK**





Long-term outlook

The global trend of a constantly growing and aging population is driving the need to invest in health- and social care, especially in technologies that drives patient security, scalability and efficiencies to allow for a redistribution of funds towards value accretive areas within the social and healthcare

sectors. In a world with limited resources these areas of care face increasing pressure to become more productive and efficient, resulting in a greater demand for digitization. A key pillar of the digital transformation is communication and in particular the way in which health- and social care institutions interact. A solid flexible yet stable IT infrastructure is key to the development of a future-proof way of working.

Today there is a sizeable gap between the available technologies and the technical solutions used by health- and social care organizations. Cambio's solutions address that technology gap, resulting in a strong and sustainable demand for our offerings on a global scale.

Liquid funds and cash conversion

At the end of the second quarter, Cambio's cash amounted to 416.8 MSEK. Additionally, Cambio has a non-utilized credit facility amounting to 160.0 MSEK.

Cambio's strong cash conversion is driven by maintenance fees invoiced one year in advance. Since most of the invoices are issued in the fourth quarter of each year, a quarterly comparison of Cambio's cash conversion does not provide a fair comparison.

Beginning of May, Sanolium AB (publ) successfully issued subsequent senior secured bonds of a total amount of 300 MSEK under its existing framework of 1,000 MSEK. After the subsequent bond issue, bonds corresponding to a total of 800 MSEK are outstanding. The issue price was 101.25% of par amount. The subsequent bonds are due in September 2024 and carry a floating interest rate of STIBOR 3m + 4.25 per cent.



Leverage

At the end of the first quarter the leverage amounted to 2.4 x LTM Q2-22 EBITDA. The leverage is calculated according to the table on the right. This calculation is in line with the definitions agreed in the existing bond terms.

Balance sheet

Cambio's fixed assets amount to 75.3% of total assets and of which 93.4 % refer to intangible assets subject to impairment tests. Management believes that these assets provide for a solid foundation to drive future profitability and growth.

The external interest-bearing debts amounted to 907.8 MSEK, of which 798.5 MSEK relates to the utilized bond facility and 109.3 MSEK relates to a financial lease liability under IFRS 16.

The Senior Secured 800 MSEK bond rolls with a 3-months-STIBOR + 4.25%. In order to reduce that exposure Sanolium AB has entered into an Interest Rate Cap Transaction. In conjunction to that Sanolium AB has secured the floating part of the interest on bond value of 250 MSEK, to a maximum of 0.188%. The termination date of this derivative is March 2023.

Products and technology

Cambio's vision is to enable tomorrow's healthcare today. This will be achieved in close partnership and cooperation with the regions, municipalities and private companies and with continued investments in innovation and technology to further strengthen our product offering.

Cambio COSMIC, is a healthcare information system used in university hospitals, primary care clinics and community care homes. Cambio COSMIC is built on a modern proprietary platform with a wide range of associated subsystems and modules supporting various healthcare disciplines.

Cambio VIVA is used in municipalities. It is an operating system used to coordinate the activities and processes of social services, healthcare and care professionals. VIVA's proprietary platform enables a digital working environment supporting work processes and organizational developments and changes.

In addition to these two major product categories, Cambio offers other connected services and solutions. Cambio is also preparing and planning to deliver Managed Service offering in the future.

Leverage, MSEK

Liability	798.5
Financial lease K3	6.3
Cash	418.7
80 percent of deferred income	213.4
Net debt (Liability-surplus cash)	599.5
Applicable LTM EBITDA	246.7
Leverage (Net debt/EBITDA)	2.4

Balance sheet



Cambio COSMIC health care information system. Improving the efficiency of daily tasks and patient outcomes for users..



Customers

Following the newly agreed contract with the option regions within the Sussa customer group Cambio will now cover 17 out of 21 regions in Sweden. This means Cambio will cover 46% of the Swedish population and 51% of the end users.

Today, Cambio has active users in 8 out of 21 regions in Sweden. Cambio VIVA covers 39 out of the 290 municipalities in Sweden.

The ambition is to increase the number of customers and to increase the depth and breadth of our product offering so that end users benefit from as much support as possible. In Denmark and the UK, Cambio offers a wide range of products and our ambition is to reach more end users with relevant offerings over time.

Sustainability

Cambio's business model is built on accelerating sustainability in organizations within health- and social care. Cambio's sustainability report is published on www.cambiogroup.com under Investor Relations.

Market and legislation

The market for delivering e-Health software services is regulated by the Medical Device Directive MDD 93/42/EEC. This regulation will be replaced in 2024 by the Medical Device Regulation MDR 2017/45.

Almost all tenders ask for a certified Quality Management System, an active Environmental work, and an active Information Security Work. Cambio has the most relevant ISO certifications for the business, such as ISO 9001, 14001, 20000 and 27001.

Most of our customers are publicly financed organizations that are subject to rules and regulations regarding public tender processes. To comply, Cambio needs to be fully aware of those formal processes and act within those frameworks. Cambio is fully compliant with GDPR.

Risks

The group's operations are exposed to a number of financial risks such as market risks (currency risk and interest risk), credit risk and liquidity risk. The group aims to minimize potential adverse effects of these risks on the group's financial performance.

The group's exposure to currency risk consists primarily of transactions taking place in foreign currencies between subsidiaries of Cambio. The company does not use derivative instruments in order to reduce currency risks at present.

Since Sanolium AB in September 2019 have issued a senior secured bond for a total amount of 800 MSEK, the company is exposed to interest rate trends. The bond terms give the investors a yield of STIBOR 3M +4.25%.

To reduce interest exposure, Sanolium AB has entered into an Interest Rate Cap with DNB BANK ASA thereby securing the floating part of the interest on bond value of 250 MSEK, to a maximum of 0.188%. The termination date of the derivative is 26-03-2023.

On July 7th, an additional Interest Rate Cap was agreed, securing the floating part of the interest on bond value of an additional 400 MSEK, to a maximum of 4.0%. The termination date of the derivative is 26-09-2024.

The derivatives are valued at fair value according to a technique based on fully observable market information.

For a more detailed description of the risks mentioned above and other risks and uncertainties, please refer to the Annual Report 2021.



17 of 21 regions

Transactions with related parties

Sanolium AB is the senior parent company in the group. Related parties consist of all subsidiaries and senior executives in the group and their Related parties. Transactions take place on market terms.

The extent and nature of transactions with related parties in the period is consistent with previous year's transactions with related parties, as described in the 2021 annual report.

This interim report has not been subject to external audit.

Stockholm, 19 August 2020

Rami Avidan

CEO



Consolidated income statement

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2022	2021	2022	2021
License revenue	33.1	18.7	50.6	50.5
Maintenance revenue	119.1	111.0	236.4	223.8
Professional services	47.7	44.6	94.0	92.6
Other revenue	19.6	21.5	43.8	35.6
Revenue	219.5	195.8	424.8	402.5
Cost of services provided	-19.3	-21.7	-40.7	-38.8
Gross profit	200.2	174.1	384.1	363.7
Employee related expenses	-123.1	-117.8	-234.7	-223.1
Facilities	-2.4	-1.9	-4.6	-3.4
Marketing	-1.3	-0.2	-2.2	-0.7
Travel	-2.1	-0.5	-3.0	-0.7
Other expenses	-10.3	-7.6	-20.4	-15.1
Total operating expenses	-139.2	-128.0	-264.9	-243.0
Adjusted EBITDA	61.0	46.1	119.2	120.7
Depreciation	-40.5	-37.8	-78.9	-75.3
Adjusted EBIT	20.5	8.3	40.3	45.4
Non recurring items	-5.5	-10.0	-11.0	-11.6
EBIT	15.0	-1.7	29.3	33.8
Financial net	-3.9	-5.8	9.5	-9.9
Income before tax	11.1	-7.5	38.8	23.9
Тах	-3.1	-0.8	-7.3	-6.8
Net Income	7.9	-8.3	31.5	17.1

Consolidated statement of Comprehensive income

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2022	2021	2022	2021
Net Income/loss	7.9	-8.3	31.5	17.1
operations	-4.1	-0.3	-20.7	-1.2
Total comprehensive income for the period	3.8	-8.6	10.8	15.9
Total comprehensive income attributable to:				
Equity holders of the parent company	3.8	-8.6	10.8	15.9
Non controlling interest	NA	NA	NA	NA

Financial income during the first quarter 2022 contains an unrealized currency gain of 21,2 MSEK due to a substantial increase in the USD/LKR exchange rate.



Non-Recurring items relating to:

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2022	2021	2022	2021
Non Recurring items relating to:				
Management fees	-0.6	-1.0	-0.6	-1.0
New ERP system		-3.1	-1.2	-4.2
CEO change		-4.4		-4.4
Organizational adjustments	-3.0	-1.2	-4.1	-1.2
Other	-1.9	-0.3	-5.1	-0.8
Total non-recurring items	-5.5	-10.0	-11.0	-11.6



The app Min Hälsa contains all information a patient would need in relation with healthcare.



Consolidated Balance Sheet

MSEK	2022-06-30	2021-12-31
Fixed Assets		
Intangible assets	2,029.1	2,027.2
Tangible assets	32.7	23.4
Right-of-use assets	108.1	33.5
Financial assets	2.9	4.2
Total Fixed Assets	2,172.8	2,088.3
Current Assets		
Inventory	0.3	0.3
Contract assets	200.5	135.2
Accounts receivables	50.1	129.2
Other receivables	6.7	7.3
Tax receivables	4.7	1.4
Prepaid expenses and accrued income	35.4	23.7
Cash and cash equivalents	416.8	413.0
Total Current Assets	714.5	710.2
Total Assets	2,887.3	2,798.5
Equity		
Share capital	1.7	1.7
Other equity including net income for the financial year	1,125.2	1,114.4
Total Equity	1,126.8	1,116.1
Non-current liabilities		
Pension obligations	9.6	16.1
Bond loan	798.5	548.2
Lease liabilities	87.4	23.0
Deferred tax liabilities	334.9	334.2
Total non-current liabilities	1,230.4	921.5
Other liabilities		
Advance payments	6.3	3.7
Accounts payable	8.8	8.2
Lease liabilities	21.9	11.3
Other liabilities	129.4	186.8
Accrued expenses	96.9	78.2
Deferred income	266.8	472.7
Total Other Liabilities	530.1	760.9
Total Equity and Liabilities	2,887.3	2,798.5



Changes in group equity

	Jan-Jun	Jan-Jun
MSEK	2022	2021
Opening Balance	1,123.0	1,125.6
Total comprehensive income for the period	3.7	-8.6
Total change excluding owner transactions	1,126.8	1,117.0
Equity at the end of the period	1,126.8	1,117.0
Attributable to equity holders of the parent company	1,126.8	1,117.0
Non-controlling interest	N/A	N/A

Consolidated cashflow statement

	Jan-Jun	Jan-Jun
MSEK	2022	2021
Income after financial items	38.8	-21.8
Adjusted for non-cash items	62.9	85.8
Taxes paid	-13.4	-11.3
Changes in working capital	-238.7	-273.4
Cash flow from operating activities	-150.4	-220.7
Investments in intangibles/tangibles	-79.1	-24.5
Cashflow from investing activities	-79.1	-24.5
Bond issue	301.5	
Settled purchase consideration	-6.1	
Lease payments	-12.1	-6.0
Change in bank loans	-50.0	
Cashflow from financing activities	233.3	-6.0
Changes in cash and cash equivalents	3.8	-251.2
Opening cash and cash equivalents balance	413.0	398.5
Cash and cash equivalents by end of the period	416.8	147.3



Since the structure in the year end report differs from the annual report, in the table below the year to date consolidated income statement is shown in the annual report format.

Consolidated Income Statement – Annual report format

MSEK	! Jan-Jun 2022	Jan-Jun 2021
Net sales	381.1	366.9
Other revenue	43.7	35.6
Capitalized R&D	68.4	64.4
Total	493.2	466.9
Other external expenses	-117.3	-123.5
Personnel cost	-240.8	-234.3
Depreciation	-78.9	-75.3
Operating income	56.2	33.8
Financial net	-17.5	-9.9
Income before tax	38.7	23.9
Tax	-7.3	-6.8
Net Income	31.4	17.1

Segment reporting

The group recognizes only a single segment in accordance with the definition of operating segment in IFRS 8. The starting point for identifying operating segments on which separate information can be provided are the internal reports to and monitoring by the group management. The group management monitors operating income for the entire business as one operating segment.

Timing of revenue

	Q2	Q2
MSEK	2022	2021
Timing of revenue recognition		
At a point in time	100.4	84.8
Over time	119.1	111.0
	219.5	195.8

At a point in time is defined as revenue correlated to working hours while "over time" is not.

Intangible assets

MSEK	Capitalized development expenditure	Customer contracts/ accrued revenues	Trademarks	Technology	Goodwill	Total
At 31 Dec 2021	195.0	492.5	88.2	804.4	447.1	2,027.2
Acquisitions for the period	68.4					68.4
Depreciation for the period	-10.9	-22.0		-33.6		-66.5
At 30 Jun 2022	252.5	470.5	88.2	770.8	447.1	2,029.1



APPLICABLE ACCOUNTING RULES

Sanolium AB complies with IFRS standards and interpretations (IFRIC) as adopted by the EU. This Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting. The Parent Company's financial statements have been prepared in accordance with RFR 2. The accounting policies applied are consistent with those presented in the Annual Report for 2021, except for the adoption of standard amendments effective as of January 1, 2022. The amendments are not expected to have any material impact on the financial statements.

Detailed information about the Group's accounting and valuation principles can be found in the Annual Report for 2021 which is available on www.cambio.se.

This interim report refers to certain key performance indicators which Cambio and others use when evaluating the performance of Cambio. These are referred to as alternative performance measures (APMs) and are not defined under IFRS. The figures give management and investors important information and enable both to analyze Cambio's business and trends. The APMs are not meant to replace but to complement the performance measures defined under IFRS.





Parent company

Sanolium AB is a holding company that invests in fast-growing companies within the e-health industry. The company is one of the largest e-Health companies in Northern Europe and has the ambition to grow faster than the market through organic opportunities as well as acquisitions. This should be done in a profitable and sustainable manner. Sanolium AB's operational subsidiaries' vision is to enable tomorrow's healthcare today.

The operating entities mainly deliver products and services in Sweden under the names Cambio COSMIC and Cambio VIVA.

Sanolium AB has no employees.

Income Statement Parent Company

MSEK	Q2 2022	Q2 2021	Jan-Jun 2022	Jan-Jun 2021
Other revenue	4.9		4.9	2.5
Revenue	4.9		4.9	2.5
Employee related expenses	-4.4		-5.7	-2.4
Other expenses	-2.5	-1.0	-2.5	-1.0
Total operating expenses	-6.9	-1.0	-8.2	-3.4
Adjusted EBITDA	-2.0	-1.0	-3.3	-0.9
Non recurring items				-0.3
EBIT	-2.0	-1.0	-3.3	-1.2
Financial net	-4.4	-5.7	-9.5	-11.7
Net Income	-6.4	-6.7	-12.8	-12.9



Balance sheet Parent Company

MSEK	2022-06-30	2021-12-31
Fixed Assets		
Financial assets	1,813.7	1,814.1
Total Fixed Assets	1,813.7	1,814.1
Current Assets		
Other receivables	0.1	
Other receivables - Group	17.0	10.8
Prepaid expenses and accrued income	2.5	0.1
Cash	278.2	43.6
Total Current Assets	297.8	54.5
Total Assets	2,111.5	1,868.6
Equity		
Share capital	1.7	1.7
Non-restricted equity	1,165.6	1,187.4
Net income for the year	-12.8	-21.8
Total Equity	1,154.5	1,167.3
Total Financial Liabilities	798.5	548.2
Other liabilities		
Other liabilities	99.4	99.4
Other liabilities - Group	58.8	53.0
Accrued expenses	0.3	0.7
Total Other Liabilities	158.5	153.1
Total Equity and Liabilities	2,111.5	1,868.6

Changes in Parent company equity

MSEK	Jan-Jun 2022	Jan-Jun 2021
Opening Balance	1,167.3	1,189.1
Total comprehensive income for the period	-12.8	-12.9
Total change excluding owner transactions	1,154.5	1,176.2
Equity at the end of the period	1,154.5	1,176.2
Attributable to equity holders of the parent company Non-controlling interest	1,154.5 N/A	1,176.2 N/A



Parent company cash flow

MSEK	Jan-Jun 2022	Jan-Jun 2021
Income after financial items	-12.8	-12.9
Changes in working capital	-4.1	12.2
Cash flow from operating activities	-16.9	-0.7
Change in bank loans	-50.0	
Cashflow from financing activities	251.5	
Changes in cash and cash equivalents	234.6	-0.7
Opening cash and cash equivalents balance	43.6	6.1
Cash and cash equivalents by end of the period	278.2	5.4

Definitions

Adjusted EBIT

Income before non recurring items, financial net and tax.

Adjusted EBITDA

Income before depreciation, non-recurring items, financial net and tax.

Adjusted EBITDA margin

Adjusted EBITDA as a percentage of revenue.

Cash conversion

Operating cash flow divided by adjusted EBITDA.

EBIT

Income before financial net and tax.

Non-recurring items

Items excluded from the normal operating items e g restructuring costs, costs related to introduction of a new ERP system, M&A related costs and costs regarding refinancing or to set a financing structure (excluding interest on external debt).

Operating cash flow

Adjusted EBITDA minus capital expenditures, capitalized R&D and net working capital changes.



Financial calendar



Presentation of the interim report

Cambio's interim reports will be published at cambiogroup.com at each of the dates stipulated above.

Information

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