Q3

Sanolium AB interim report, July - September 2023

Cambio constitutes the operating entities under Sanolium AB. All figures in () refer to the comparable figures from previous year. FY 2019 up until February 20th includes operating activities pro forma, as that is prior to the establishment of Sanolium AB.

Revenue in the third quarter amounted to 256.4 MSEK, representing a growth of 28.8%

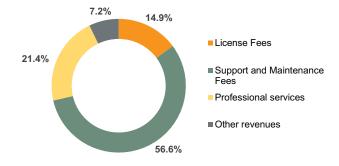
Q3, July - September 2023

- Revenue amounted to 256.4 (199.1) MSEK in the third quarter, representing a growth of 28.8%
- Adjusted EBITDA amounted to 70.8 (63.6) MSEK, representing a growth of 11.3%
- Income before tax amounted to 2.8 (4.1) MSEK
- Net income per share amounted to 0.02 (0.03) SEK

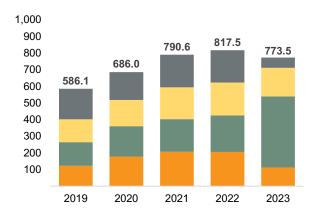
January - September 2023

- Revenue during January September amounted to 773.5 (623.9) MSEK
- Adjusted EBITDA amounted to 159.2 (182.8)
- Income before tax amounted to -62.6 (42.9) MSEK
- Net income per share was negative (0.22) SEK

Q3, revenue



Pro forma revenue, MSEK



Key figures

	Q3	Q3	Jan-Sep	Jan-Sep
MSEK	2023	2022	2023	2022
Revenue	256.4	199.1	773.5	623.9
Adjusted EBITDA	70.8	63.6	159.2	182.8
Adjusted EBITDA-margin	27.6%	31.9%	20.6%	29.3%
EBIT	17.6	20.3	-8.1	49.6
Financial net	-14.8	-16.2	-54.5	-6.7
Income before tax	2.8	4.1	-62.6	42.9
Net income	2.7	5.3	-62.2	36.8

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 health tech. Today we deliver core product and services to Nordic regions and municipalities, that enables them to provide patients and inhabitants with qualitative and efficient health and social care.

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, digitalization is key.

Cambios solutions enables tomorrow's health and social care today by delivering high quality, open and collaborative solutions for social and health care professionals as well as for patients and inhabitants.

About third quarter

We continue to move ahead strongly while implementing our strategy. A major undertaking has been the preparation for going live with the Sussa regions, starting H1 next year. For Sussa, we will provide the health record solutions as a managed service. That requires us to build new capabilities. While major projects like this are complex and always have challenges, we are confident that the solutions we provide will allow the regions to improve healthcare for its citizens substantially over time and generate the desired societal values.

For Customer Group KGC (Kundgrupp Cosmic), the main news came after the close of the period with the signing of a continuation agreement from January 2024 with the KGC Regions. That agreement is a 5 years (+3 years option) agreement, which is then equivalent to the previous one in time dimensions.

This continuation is a testament to the strong relations we have with KGC, and our mutual commitment to enable the development of healthcare in Sweden.

In addition to the large customer groups of Sussa and KGC, we continue to gain ground on several fronts. We have secured an agreement with Praktikertjänst to use MittVaccin, and we have won a public procurement with the Critical Information System (CIS) product in Region Syddanmark (South Denmark).

With our clear strategy, with recent successes and with the dedication of all the hard-working, skilled and capable employees in Cambio, we are confident that we stand strong for the future!



Rami Avidan, CEO



Third quarter

Revenue in the third quarter amounted to 256.4 (199.1) MSEK, representing an increase of 28.8%. Support and maintenance fees constitute the largest share of the revenue, where a majority of the increase comes from Sussa as a consequence of the successful Acceptance Tests. On the other hand, Professional Services related to Sussa customers has declined, due to moving phases after Acceptance Tests, but has grown overall despite this. License revenues are primarily attributable to the development of the existing solution, where we add functionality in order to continuously improve the offering.

Adjusted EBITDA in the third quarter amounted to 70.8 (63.6) MSEK resulting in an adjusted EBITDA margin of 27.6% (31.9%). The margin has been negatively affected by the build-up of the organization to deliver on our strategic journey.

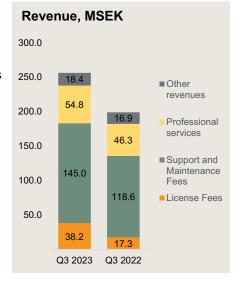
Employee related expenses amounted to 136.4 (105.6) MSEK, representing an increase of 29.2%. The number of full time equivalents (FTE) was 835 at the end of the third quarter, an increase of 15% from the comparable figure last year. Of these 43% were women. The cost increase comes as we build the service delivery organization, while we are also investing in quality, product management and technological development.

Depreciation and amortization amounted to 48.0 MSEK, of which 28.5 MSEK relates to amortization of intangible assets linked to M&A activities, 7.7 MSEK refers to financial leases and 8.2 MSEK refers to amortization of capitalized R&D. The remaining depreciation of tangible assets amounted to 3.6 MSEK. Non-recurring items amounted to 5.2 and are specified in the table on page 8.

During summer 2023 the Swedish Competition Authority initiated a supervisory case against the Sussa regions regarding alterations in the SUSSA-agreement. A procurement damage fee (Upphandlingsskadeavgift) of minimum 10 KSEK and a maximum of 10 000 KSEK per region may apply if the outcome is negative, which under certain circumstances, may involve a financial effect for Cambio. The case is still open and awaiting response, therefor an assessment of a possible outcome is uncertain.

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.

Liquid funds and cash conversion

At the end of the third quarter, Cambio's cash amounted to 235.7 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 2022, 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 third quarter the leverage amounted to 5.6 x LTM Q3-23 EBITDA. The leverage is calculated according to the table on the right and is in line with the definitions agreed in the existing bond terms. The increase of the leverage ratio is primarily due to the 30 MSEK revenue deduction in Q4 2022 (see page 12 for details).

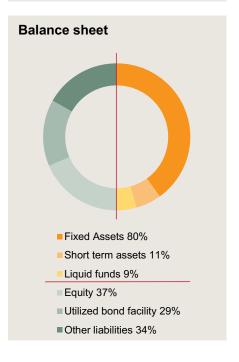
Balance sheet

Cambio's fixed assets amount to 80.1% of total assets and of which 94.2% 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 894.0 MSEK, of which 799.4 MSEK relates to the utilized bond facility and 94.6 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 400 MSEK, to a maximum of 4%. The termination date of this derivative is September 2024. The derivative is valued at fair market value according to a technique based on fully observable market information.

Leverage, MSEK	
Liability	799.4
Financial lease K3	3.3
Cash	235.7
80 percent of deferred income	166.5
Net debt (Liability-surplus cash)	733.5
Applicable LTM EBITDA	130.9
Leverage (Net debt/EBITDA)	5.6





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.



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 19 out of 21 regions in Sweden.

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

19 of 21 regions

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 issued a senior secured bond for a total amount of 800 MSEK, the Group is exposed to interest rate trends. In order to reduce this exposure Sanolium AB has entered into an Interest Rate Cap Transaction with DNB Bank ASA. More details are stated on page 4, section Balance sheet. For a more detailed description of the risks facing the Group please refer to the Annual Report 2022.

Events after the close of the period

Cambio signed a 5 years (+3 optional years) continuation agreement with the regions within KGC that is valid from 1 January 2024.

In the second half of November the Sussa regions announce that they are postponing their implementation process of Cambio COSMIC. From a Cambio perspective we welcome the decision from Sussa, and are currently working together with Sussa to formulate a new plan to make sure that the nine regions can implement COSMIC as soon as possible.

Stockholm, 30 November 2023

Rami Avidan

CEO



Consolidated income statement

	Q3	Q3	Jan-Sep	Jan-Sep
MSEK	2023	2022	2023	2022
License revenue	38.2	17.3	112.8	67.9
Maintenance revenue	145.0	118.6	426.9	355.0
Professional services	54.8	46.3	172.0	140.3
Other revenue	18.4	16.9	61.8	60.7
Revenue	256.4	199.1	773.5	623.9
Cost of services provided	-33.0	-16.1	-98.9	-56.8
Gross profit	223.4	183.0	674.6	567.1
Employee related expenses	-136.4	-105.6	-460.0	-340.3
Facilities	-1.1	-2.1	-6.9	-6.7
Marketing	-1.0	-0.6	-5.2	-2.8
Travel	-2.4	-1.7	-9.0	-4.7
Other expenses	-11.7	-9.4	-34.3	-29.8
Total operating expenses	-152.6	-119.4	-515.4	-384.3
Adjusted EBITDA	70.8	63.6	159.2	182.8
Depreciation	-48.0	-40.5	-143.3	-119.4
Adjusted EBIT	22.8	23.1	15.9	63.4
Non recurring items	-5.2	-2.8	-24.0	-13.8
EBIT	17.6	20.3	-8.1	49.6
Financial net	-14.8	-16.2	-54.5	-6.7
Income before tax	2.8	4.1	-62.6	42.9
Tax	-0.1	1.2	0.4	-6.1
Net Income	2.7	5.3	-62.2	36.8

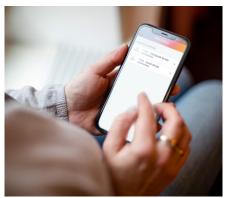
Consolidated statement of Comprehensive income

	Q3	Q3	Jan-Sep	Jan-Sep
MSEK	2023	2022	2023	2022
Net Income	2.7	5.3	-62.2	36.8
Exchange differences in translating foreign operations	-4.7	3.5	7.6	-17.2
Total comprehensive income for the period	-2.0	8.8	-54.6	19.6
Total comprehensive income attributable to:				
Equity holders of the parent company	-2.0	8.8	-54.6	19.6
Non controlling interest	N/A	N/A	N/A	N/A



Non-Recurring items relating to:

	Q3	Q3	Jan-Sep	Jan-Sep
MSEK	2023	2022	2023	2022
Non operational consultancy fee	-4.5	-1.5	-15.8	-4.7
Management fees		-0.5	-1.0	-1.1
New ERP system				-1.2
Organizational adjustments	-0.5	-0.3	-6.6	-4.4
Other	-0.2	-0.5	-0.6	-2.4
Total non-recurring items	-5.2	-2.8	-24.0	-13.8



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



Consolidated Balance Sheet

MSEK	2023-09-30	2022-12-31
Fixed Assets		
Intangible assets	2,060.4	2,072.6
Tangible assets	33.5	31.3
Right-of-use assets	92.0	94.8
Financial assets	1.9	2.4
Total Fixed Assets	2,187.8	2,201.1
Current Assets		
Inventory	0.4	0.3
Contract assets	152.3	155.8
Accounts receivables	66.3	250.8
Other receivables	5.5	7.0
Tax receivables	35.2	19.1
Prepaid expenses and accrued income	49.1	43.6
Cash and cash equivalents	235.7	490.0
Total Current Assets	544.5	966.6
Total Assets	2,732.3	3,167.7
Equity		
Share capital	1.7	1.7
Other equity including net income for the financial year	1,019.3	1,074.1
Total Equity	1,021.0	1,075.7
Non-current liabilities		
Pension obligations	13.1	7.8
Bond loan	799.4	798.9
Lease liabilities Deferred tax liabilities	70.5 331.2	73.0 330.9
Total non-current liabilities	1,214.2	1,210.6
Other liabilities		
Accounts payable	31.2	20.4
Lease liabilities	24.1	23.7
Other liabilities	137.6	164.6
Accrued expenses	96.1	92.1
Deferred income	208.1	580.6
Total Other Liabilities	497.1	881.4
Total Equity and Liabilities	2,732.3	3,167.7



Changes in group equity

	Jan-Sep	Jan-Sep
MSEK	2023	2022
Opening Balance	1,075.7	1,116.1
Total comprehensive income for the period	-54.7	19.5
Equity at the end of the period	1,021.0	1,135.6
Attributable to equity holders of the parent company	1,021.0	1,135.6
Non-controlling interest	N/A	N/A

Consolidated cashflow statement

	Jan-Sep	Jan-Sep
MSEK	2023	2022
Income after financial items	-62.6	42.9
Adjusted for non-cash items	161.5	106.8
Taxes paid	-15.9	-19.2
Changes in working capital	-192.5	-409.0
Cash flow from operating activities	-109.5	-278.6
Investments in intangibles/tangibles	-115.4	-110.7
Cashflow from investing activities	-115.4	-110.7
Bond issue		301.5
Settled purchase consideration	-8.3	-6.1
Lease payments	-21.1	-16.7
Change in bank loans		-50.0
Cashflow from financing activities	-29.4	228.7
Changes in cash and cash equivalents	-254.3	-160.6
Opening cash and cash equivalents balance	490.0	413.0
Cash and cash equivalents by end of the period	235.7	252.5



Since the structure in the interim 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

,	Jan-Sep	Jan-Sep
MSEK	2023	2022
Net sales	730.5	563.3
Other revenue	43.0	60.6
Capitalized R&D	103.5	97.9
Total	877.0	721.8
Other external expenses	-279.2	-205.1
Personnel cost	-462.6	-347.9
Depreciation	-143.3	-119.4
Operating income	-8.1	49.4
Financial net	-54.5	-6.5
Income before tax	-62.6	42.9
Tax	0.4	-6.1
Net Income	-62.2	36.8

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

	Q3	Q3	Jan-Sep	Jan-Sep
MSEK	2023	2022	2023	2022
Timing of revenue recognition				
At a point in time	111.5	80.5	346.7	268.9
Over time	144.9	118.6	426.8	355.0
	256.4	199.1	773.5	623.9

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

Intangible assets

	Capitalized					
	development	Customer				
MSEK	expenditure	contracts	Trademarks	Technology	Goodwill	Total
At 31 Dec 2022	319.8	453.7	89.0	742.8	467.3	2,072.6
Acquisitions for the period	103.6					103.6
Depreciation for the period	-27.7	-33.9		-51.6		-113.2
Reclassification, acquisition						
analysis					-3.8	-3.8
Exchange rate changes	0.7			0.5		1.2
At 30 Sep 2023	396.4	419.8	89.0	691.7	463.5	2,060.4



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 2022, except for the adoption of standard amendments effective as of January 1, 2023. 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 2022 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.

ADJUSTMENT OF PRIOR PERIOD

In 2023 Cambio made a payment that was accounted for in the Interim Report April – June 2023 as a non recurring item and as an other external expenses in the annual report format. Further analysis has shown the effect of this payment to be attributable to the previous year and the cost is now reclassified into a revenue deduction regarding 2022. The impact of this adjustment of prior period is shown in the table below. The year-to-date accounts 2022 and 2023 in this report are adjusted to reflect this.

MSEK

Impact, Consolidated Income Statement	Q2,	Q1-Q2, 2023	Q4, 2022	FY 2022
Revenue, reported			223.6	847.5
Revenue, after adjustment of prior period			193.6	817.5
Adjusted EBITDA, reported			<i>38.4</i>	221.2
Adjusted EBITDA, after adjustment of prior period			8.4	191.2
Non recurring items, reported	-43.0	-48.9		
Non recurring items, after adjustment of prior period	-13.0	-18.9		
Tax, reported			6.2	0.1
Tax, after adjustment of prior period			12.4	6.3
Net income, reported	-64.3	-95.0	- 30.7	6.0
Net income, after adjustment of prior period	-34.3	-65.0	-54.5	-17.8
Impact, Consolidated Balance Sheet		2023-06-30		2022-12-31
Total equity, reported		1,016.8		1,099.5
Total equity, after adjustment of prior period		1,023.0		1,075.7
Deferred tax liabilities, reported		337.6		337.1
Deferred tax liabilities, after adjustment of prior		331.4		330.9
Deferred income, reported				550.6
Deferred income, after adjustment of prior period				580.6





Parent company

Sanolium AB is a holding company that invests in fast-growing companies within the e-health industry. Sanolium AB Group is one of the largest e-Health groups 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

	Q3	Q3	Jan-Sep	Jan-Sep
MSEK	2023	2022	2023	2022
Other revenue			3.6	4.9
Revenue				4.9
Employee related expenses		-1.0	-4.9	-6.7
Other expenses	-0.1	2.4	-0.2	-0.1
Total operating expenses	-0.1	1.4	-5.1	-6.8
Financial net	-17.3	-12.1	-44.2	-21.6
Net Income	-17.4	-10.7	-45.7	-23.5



Balance sheet Parent Company

MSEK	2023-09-30	2022-12-31
Fixed Assets		
Financial assets	1,812.8	1,813.4
Total Fixed Assets	1,812.8	1,813.4
Current Assets		
Other receivables	2.1	2.2
Other receivables - Group	21.9	17.4
Prepaid expenses and accrued income	1.7	3.2
Cash	407.4	450.6
Total Current Assets	433.1	473.4
Total Assets	2,245.9	2,286.8
Equity		
Share capital	1.7	1.7
Non-restricted equity	1,158.2	1,165.6
Net income for the year	-45.7	-7.4
Total Equity	1,114.2	1,159.9
Total Financial Liabilities	799.4	798.9
Other liabilities		
Other liabilities	102.1	102.3
Other liabilities - Group	229.4	225.1
Accrued expenses	0.8	0.6
Total Other Liabilities	332.3	328.0
Total Equity and Liabilities	2,245.9	2,286.8

Changes in Parent company equity

	Jan-Sep	Jan-Sep
MSEK	2023	2022
Opening Balance	1,159.9	1,167.3
Total comprehensive income for the period	-45.7	-23.5
Total change excluding owner transactions	1,114.2	1,143.8
Equity at the end of the period	1,114.2	1,143.8
Attributable to equity holders of the parent company	1,114.2	1,143.8
Non-controlling interest	N/A	N/A



Parent company cash flow

	Jan-Sep	Jan-Sep
MSEK	2023	2022
Income after financial items	-45.7	-23.5
Changes in working capital	2.4	-8.7
Cash flow from operating activities	-43.3	-32.2
Bond issue		301.5
Change in bank loans		-50.0
Cashflow from financing activities		251.5
Changes in cash and cash equivalents	-43.3	219.3
Opening cash and cash equivalents balance	450.6	43.6
Cash and cash equivalents by end of the period	407.4	262.9

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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