

Sanolium AB interim report January - June 2025

- Cambio acquires Leapscribe a provider of Al-driven Ambient Scribe solutions
- Going live with Cambio COSMIC in Västerbotten (Sussa Samverkan)

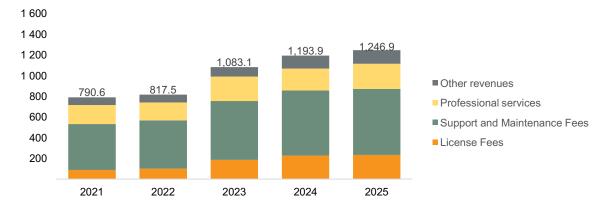
Q2, April - June 2025

- Revenue amounted to 310.1 (297.2) MSEK in the second quarter, representing growth of 4.3%
- Adjusted EBITDA amounted to 11.2 (44.0) MSEK, representing growth of -74.5%
- Income before tax amounted to -73.9 (-35.6) MSEK
- Net income per share was negative (neg)

January – June 2025

- Revenue during January June amounted to 630.7 (577.7) MSEK
- Adjusted EBITDA amounted to 52.4 (76.1)
- Income before tax amounted to -120.0 (-72.8) MSEK
- · Net income per share was negative (neg)

Pro forma revenue, MSEK (2025 LTM June)



Key figures

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
Revenue	310.1	297.2	630.7	577.7
Adjusted EBITDA	11.2	44.0	52.4	76.1
Adjusted EBITDA-margin	3.6%	14.8%	8.3%	13.2%
Financial net	-18.6	-25.1	-33.2	-39.7
Income before tax	-73.9	-35.6	-120.0	-72.8
Net income	-72.1	-36.3	-113.1	-73.1

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

CEO's Comments

During the second quarter we continued to execute on our strategy to enable tomorrow's health and social care, today. The team delivered against key milestones in our largest programmes while strengthening our offering through focused innovation.

Within the Sussa collaboration, Region Västerbotten went live with Cambio COSMIC. As one of Northern Europe's most important healthcare IT programmes, the implementation in the Sussa regions continues to demonstrate the scalability of our platform and the strength of our partnership model across regions.

Outside Sweden, we reached a planned milestone in Åland where the technical operating environment was delivered and accepted. This provides the foundation for the next phases of testing, training and deployment later in the year.

We also advanced our product strategy with the acquisition of Leapscribe, an ambient clinical documentation company whose AI assistant helps clinicians capture high-quality notes during patient consultations. Leapscribe will be woven into COSMIC and our broader portfolio over the coming quarters. Our focus is to embed AI, responsibly, into everyday workflows so clinicians spend more time with patients and less time on documentation. This includes ambient scribe and structured data capture that improves downstream analytics. Security, privacy and safety by design remain non-negotiable.

After the end of the quarter, on 1 July, the Administrative Court in Stockholm rejected the appeals regarding Region Stockholm's award decision for a new Electronic Health Record (EHR) system with Cambio. This was an important step forward in the process. The decision has been appealed to the Court of Appeal, and we will continue to support the region while the legal process runs its course.

Looking ahead, our priorities are clear. We will support additional Sussa go-lives and complete the Åland implementation. We will deepen product innovation, including AI capabilities that improve clinical productivity and data quality. We will also increase our focus on preparedness capabilities to help our customers navigate an ever-changing and uncertain macro environment. In parallel, we will continue to strengthen delivery and services, including managed services, so our customers achieve reliable outcomes at scale. Our long-term direction is intact, and our execution this quarter reinforces our confidence in the path we are on.



Rami Avidan, CEO



Second quarter

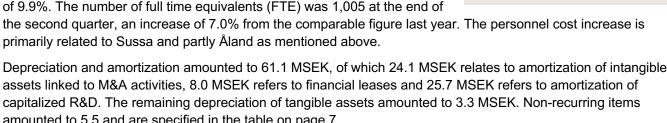
Revenue in the second quarter amounted to 310.1 (297.2) MSEK, representing an increase of 4.3%. Sales were positively affected by Professional Services sales to Sussa, implementation revenue to Aland, higher recurring license and maintenance revenue as well as additional third-party products. On the negative side, new functionality sales was down, which is related to the timing of sales cycles.

Adjusted EBITDA in the second quarter amounted to 11.2 (44.0) MSEK resulting in an adjusted EBITDA margin of 3.6% (14.8%). The declining profit during the quarter primarily stems from implementation-related costs for Sussa and Åland go-live.

Personnel cost amounted to 213.7 (194.5) MSEK, representing an increase of 9.9%. The number of full time equivalents (FTE) was 1,005 at the end of

the second quarter, an increase of 7.0% from the comparable figure last year. The personnel cost increase is

Depreciation and amortization amounted to 61.1 MSEK, of which 24.1 MSEK relates to amortization of intangible assets linked to M&A activities, 8.0 MSEK refers to financial leases and 25.7 MSEK refers to amortization of capitalized R&D. The remaining depreciation of tangible assets amounted to 3.3 MSEK. Non-recurring items amounted to 5.5 and are specified in the table on page 7.



Year-to-date

Revenue year-to-date amounted to 630.7 (577.7) MSEK, representing an increase of 9.1%. The main drivers of that growth is an increase from the recurring maintenance and support revenue, combined with revenues related to the implementation and go-live of Cambio COSMIC in Sussa and Åland.

Adjusted EBITDA year-to-date amounted to 52.4 (76.1) MSEK resulting in an adjusted EBITDA margin of 8.3% (13.2%). Positive EBITDA drop-through from higher volumes have been countered by cost increases to build up the organization for Sussa and partly Åland deliveries as well as to strengthen the IT and technology organizations. Those additional costs have been incurred to prepare for future growth and customer commitments.

Personnel cost amounted to 415.3 (375.2) MSEK, representing an increase of 10.7%.

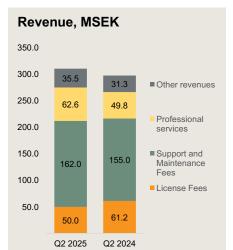
Depreciation and amortization amounted to 129.2 MSEK, of which 48.3 MSEK relates to amortization of intangible assets linked to M&A activities, 58.7 MSEK refers to amortization of capitalized R&D and 15.7 refers to financial leases. The remaining depreciation of tangible assets amounted to 6.5 MSEK.

Liquid funds and cash conversion

At the end of the second quarter, Cambio's cash amounted to 307.2 MSEK. Additionally, Cambio has a non-utilized credit facility amounting to 200.0 MSEK.

Cambio's cash conversion profile is driven by maintenance fees largely 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.

Sanolium AB issued in March 2024 a senior secured bond of a total amount of 1,000 MSEK within a framework of 1,500 MSEK and the former bond of 800 MSEK was amortized. The new bond is due in March 2029 and carry a floating interest rate of Stibor 3m + 4.00%.





Leverage

At the end of the second quarter the leverage amounted to $5.7 \times LTM$ Q2-25 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.

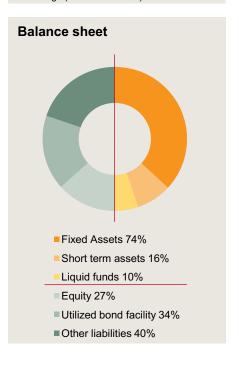
Balance sheet

Cambio's fixed assets amount to 73.7% of total assets and of which 95.4% 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 1,064.3 MSEK, of which 986.4 MSEK relates to the utilized bond facility and 77.9 MSEK relates to a financial lease liability under IFRS 16.

The Senior Secured bond rolls with a 3-months-STIBOR + 4.0%. 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 500 MSEK to a maximum of 3.5%. The termination date of this derivative is March 2029 and it is valued at fair market value according to a technique based on fully observable market information.

Leverage, MSEK	
Liability	1,064.3
Cash	307.2
70 percent of deferred income	281.5
Net debt (Liability-surplus cash)	1,038.6
Applicable LTM EBITDA	182.3
Leverage (Net debt/EBITDA)	5.7



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.

Since Sanolium AB in March 2024 issued a senior secured floating rate bond of a total amount of 1 000 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 2024.

Stockholm, 29 August 2025

Rami Avidan

CEO





Consolidated income statement

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
Net sales	274.6	266.0	561.0	513.8
Other revenue	35.5	31.2	69.7	63.9
Capitalized R&D	40.5	44.1	72.6	86.6
Total	350.6	341.3	703.3	664.3
Other external expenses	-131.1	-111.4	-245.6	-230.4
Personnel cost	-213.7	-194.5	-415.3	-375.2
Depreciation	-61.1	-45.9	-129.2	-91.8
Operation income	-55.3	-10.5	-86.8	-33.1
Finance income	5.2	6.1	6.5	14.9
Finance cost	-23.8	-31.2	-39.7	-54.6
Financial net	-18.6	-25.1	-33.2	-39.7
Income before tax	-73.9	-35.6	-120.0	-72.8
Tax	1.8	-0.7	6.9	-0.3
Net income	-72.1	-36.3	-113.1	-73.1

Consolidated statement of comprehensive income

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
Net income	-72.1	-36.2	-113.1	-73.1
Other comprehensive income				
Exchange differences in translating foreign operations	9.3	5.5	-0.2	9.6
Total comprehensive income for the period	-62.8	-30.7	-113.3	-63.5
Total comprehensive income attributable to:				
Equity holders of the parent company	-62.8	-30.7	-113.3	-63.5
Non controlling interest	N/A	N/A	N/A	N/A



Specification of revenue divided into categories

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
License revenue	50.0	61.2	111.1	105.9
Maintenance revenue	162.0	155.0	325.3	313.8
Professional Services	62.6	49.8	124.6	94.1
Other revenue	35.5	31.3	69.7	64.0
Total revenue	310.1	297.3	630.7	577.8

Reconciliation of operating income to Adjusted EBITDA

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
Operating income	-55.3	-10.5	-86.8	-33.1
Depreciation	61.1	45.9	129.2	91.8
Non recurring items	5.4	8.6	10.0	17.4
Adjusted EBITDA	11.2	44.0	52.4	76.1

Non recurring items relating to:

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
Non operational consultancy fee	-1.2	-4.3	-3.0	-10.7
Management fees	-1.0	-1.0	-1.0	-1.0
Organizational adjustments	-3.0	-3.1	-5.6	-5.3
Other	-0.3	-0.2	-0.5	-0.4
Total non recurring items	-5.5	-8.6	-10.1	-17.4



Cambio MittVaccin enables the inhabitant to find and book the vaccination they need as well as keep track on prior vaccinations.



Consolidated balance sheet

MSEK	2025-06-30	2024-12-31
Fixed Assets		
Intangible assets	2,061.0	2,073.9
Tangible assets	23.5	23.4
Right-of-use assets	75.0	72.0
Financial assets	1.8	3.9
Total Fixed Assets	2,161.3	2,173.2
Current Assets		
Inventory	0.5	0.3
Contract assets	210.0	215.0
Accounts receivables	150.2	315.4
Other receivables	7.4	10.0
Tax receivables	16.4	10.8
Prepaid expenses and accrued income	79.2	54.9
Cash and cash equivalents	307.2	591.4
Total Current Assets	770.9	1,197.8
Total Assets	2,932.2	3,371.0
Equity		
Share capital	1.7	1.7
Other equity including net income for the financial year	783.4	896.7
Total Equity	785.1	898.4
Non-current liabilities		
Pension obligations	6.2	6.6
Bond loan	986.4	980.0
Lease liabilities	52.1	50.2
Deferred tax liabilities Total non current liabilities	322.3 1,367.0	329.6 1,366.4
Other liabilities		
Advance payments		1.3
Accounts payable	65.8	39.5
Lease liabilities	25.8	24.8
Other liabilities	153.5	197.0
Accrued expenses	132.8	113.6
Deferred income	402.2	730.0
Total Other Liabilities	780.1	1,106.2
Total Equity and Liabilities	2,932.2	3,371.0
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Changes in group equity

	Jan-Jun	Jan-Jun
MSEK	2025	2024
Opening balance	898.4	1,008.8
Total comprehensive income for the period	-113.3	-63.4
Total change excluding owner transactions	785.1	945.4
Equity at the end of the period	785.1	945.4
Attributable to equity holders of the parent company	785.1	945.4
Non-controlling interest	N/A	N/A

Consolidated cashflow statement

	Jan-Jun	Jan-Jun
MSEK	2025	2024
Income after financial items	-120.0	-72.8
Adjusted for non-cash items	125.1	130.4
Taxes paid	-5.6	-7.9
Changes in working capital	-178.8	-63.8
Cash flow from operating activities	-179.3	-14.1
Investments in intangibles/tangibles	-82.0	-98.3
Investments in subsidiaries	-5.8	
Cashflow from investing activities	-87.8	-98.3
Bond issue less financing fees		977.0
Repayment of bond loans		-800.0
Acquisition of derivative and credit guarantee		-8.1
Lease payments	-17.1	-15.0
Cashflow from financing activities	-17.1	153.9
Changes in cash and cash equivalents	-284.2	41.5
Opening cash and cash equivalents balance	591.4	444.2
Cash and cash equivalents by end of the period	307.2	485.7



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	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
Timing of revenue recognition				
At a point in time	148.1	142.3	305.4	264.0
Over time	162.0	155.0	325.3	313.8
	310.1	297.3	630.7	577.8

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	Trademarks	Technology	Goodwill	Total
At 31 Dec 2024	547.3	375.5	89.0	599.2	462.8	2,073.8
Acquisitions for the period	72.7				20.8	93.5
Depreciation for the period	-58.7	-15.1		-33.2		-107.0
Exchange rate changes	0.6					0.6
At 30 Jun 2025	561.9	360.4	89.0	566.0	483.6	2,060.9

Fair value measurement of financial instruments

To provide an indication about the reliability of the inputs used in determining fair value, the group classifies its financial instruments into three levels prescribed under the accounting standards. No transfers between levels has been made during the period.

As per June 30 2025, the group had the following financial assets and liabilities at fair value.

At 30 June 2025	Level 1 Value of financial instruments traded in active markets	Level 2 Value based on observable market data	Level 3 Value based on other observable data
Financial assets			
Interest rate cap	-	1.8	-
Financial liabilities	-	-	-
At 31 Dec 2023			
Financial assets			
Interest rate cap	-	4.0	-
Financial liabilities	-	-	-



The calculation of fair value of the interest cap is based on level 2 input using observable market data through profit and loss.

The group's other financial assets and liabilities are valued at accrued acquisition cost and do not materially differ from fair value.

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 2024, except for the adoption of standard amendments effective as of January 1, 2025. 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 2024 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. Sanolium AB has no employees.

Income statement parent company

	Q2	Q2	Jan-Jun	Jan-Jun
MSEK	2025	2024	2025	2024
Other revenue		4.1	4.5	4.1
Other external expenses	-0.4	-5.0	-5.7	-5.3
Financial net	-19.7	-18.2	-37.3	-37.5
Net income	-20.1	-19.1	-38.5	-38.7

Balance sheet parent company

MSEK	2025-06-30	2024-12-31
Fixed Assets		
Financial assets	1,814.0	1,816.1
Total Fixed Assets	1,814.0	1,816.1
Current Assets		
Other receivables	4.2	4.2
Other receivables - group	33.8	28.2
Prepaid expenses and accrued income	4.1	3.7
Cash	349.1	384.6
Total Current Assets	391.2	420.7
Total Assets	2,205.2	2,236.8
Equity		
Share capital	1.7	1.7
Non-restricted equity	1,001.8	1,083.3
Net income for the year	-38.5	-81.5
Total Equity	965.0	1,003.5
Bond loan	982.4	980.0
Other liabilities		
Other liabilities	108.4	108.9
Other liabilities - group	147.0	141.6
Accrued expenses	2.4	2.8
Total Other Liabilities	257.8	253.3
Total Equity and Liabilities	2,205.2	2,236.8



Changes in parent company equity

	Jan-Jun	Jan-Jun
MSEK	2025	2024
Opening balance	1,003.5	1,085.0
Total comprehensive income for the period	-38.5	-38.7
Total change excluding owner transactions	965.0	1,046.3
Equity at the end of the period	965.0	1,046.3
Attributable to equity holders of the parent company	965.0	1.046.3
Non-controlling interest	N/A	N/A

Parent company cash flow

	Jan-Jun	Jan-Jun
MSEK	2025	2024
Income after financial items	-38.5	-38.7
Adjusted for non-cash items	4.5	-3.5
Changes in working capital	-1.5	-100.7
Cash flow from operating activities	-35.5	-142.9
Bond issue less financing fees		977.0
Bond amortization		-800.0
Cashflow from financing activities		177.0
Changes in cash and cash equivalents	-35.5	34.1
Opening cash and cash equivalents balance	384.6	389.7
Cash and cash equivalents by end of the period	349.1	423.8



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.



About Cambio

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. 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. Open systems with standardized data that enables an ecosystem approach and optimized utilization of data 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.

Products and technology

Cambio's vision is to create a healthier tomorrow by enabling tomorrow's healthcare today. We do this through delivering high quality, open and collaborative digital solutions.

Cambio offers a wide range of digital solutions supporting health and social care. 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, health 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 specialist services and solutions. Cambio is also preparing to deliver Managed Service offering in the future.

Customers

19 out of 21 regions and around 130 municipalities in Sweden are customers to Cambio. 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.

19 of 21 regions

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.



Financial calendar

Interim report Q2, April-June, 2025-08-29 Interim report Q3, July-September, 2025-11-28 Year end report 2025, 2026-02-27



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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This report has not been reviewed by the company's auditors.

