## Aerocrine

Solna February 20, 2015

## Year-end Report 2014

## Aerocrine Achieves Record Sales for the $4^{\text {th }}$ Quarter and Full Year

## January - December 2014

- Net sales increased by $22 \%$ to SEK 166.2m (136.2)*. Adjusted for exchange rates, net sales increased by 16\%.
- Clinical sales were SEK 129.3m, an increase of 26\%.
- Global Researcht sales were SEK 32.7 m , an increase of $20 \%$.
- Total tests sold (repeat and initial) were 2.5 m (2.0)* tests, an increase of $24 \%$. Total repeat test volume increased by $25 \%$.
- The Gross Margin for the period was $67 \%(72 \%)^{*}$. The reduction as compared to prior year was driven primarily by a change in channel mix as well as the write-down in Q4 of spare part inventory for the Company's NIOX FLEX product, which is no longer being supported and of short-dated product, also during the fourth quarter.
- The operating loss improved to SEK 168.2m (205.7)*.
- The loss after tax was SEK $228.2 \mathrm{~m}(225.6)^{*}$, corresponding to a loss per share before and after dilution of SEK 0.7 (0.7) $\ddagger$.
- Cash flow from operations was negative in the amount of SEK 174.9m (-212.1)*.


## October - December 2014

- Net sales increased by $41 \%$ to SEK $50.2 \mathrm{~m}(35.6)^{\star}$. Adjusted for exchange rates, net sales increased by $31 \%$.
- Clinical sales were SEK 36.0m (25.9)*, an increase of $39 \%$.
- Global Research sales ${ }^{\dagger}$ were SEK 13.2m (8.4)*, an increase of $58 \%$.
- Total tests sold (repeat and initial) were 666k (508)* tests, an increase of $31 \%$. Total repeat test volume increased by $22 \%$.
- Gross Margin was $63 \%(69 \%)^{\star}$. The reduction as compared to prior year was driven primarily by a change in channel mix as well as the write-down in Q4 of spare part inventory for the Company's NIOX FLEX product, which is no longer being supported and of short-dated product, also during the fourth quarter.
- The operating loss improved to SEK 38.1m (51.6)*.
- The loss after tax was SEK $60.5 \mathrm{~m}(59.1)^{\star}$, corresponding to a loss per share before and after dilution of SEK 0.2 (0.2) $\ddagger$.
- Cash flow from operations was negative in the amount of SEK $20.2 \mathrm{~m}(-43.1)^{*}$.


## Significant Events October - December 2014

- On November 6, 2014, the United States Food and Drug Administration (FDA) granted market clearance for NIOX VERO, the Company's next generation device for measuring Fractional exhaled


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Nitric Oxide (FeNO) levels in the clinical setting. NIOX VERO will add significant functionalities such as new User Interface, extended capacity and mobility (battery operated) which has been very well received in Europe during the launch 2014.

- On November 8, 2014, A position paper from the French Speaking Respiratory Society was made available in "Revue des Maladies Respiratoires (2014)". The French guidelines for FeNO are an important step towards submitting for reimbursement in France. The guidelines are summarized as "Measuring FeNO is the only noninvasive pulmonary function test allowing (1) detecting, (2) quantifying and (3) monitoring changes in inflammatory processes during the course of various respiratory disorders, including corticosensitive asthma".
- On November 26, 2014, Thomas Eklund resigned from the Board of Directors.
- On November 27, 2014, the Board of Directors resolved to secure financing of approximately SEK 445 m , before transaction costs. The financing is structured as a rights offering with $67 \%$ of the financing guaranteed by inter alia Aerocrine's largest shareholder Novo A/S and the largest Danish public pension fund, Arbejdsmarkedets Tillægspension (ATP).
- On December 12, 2014, the Company announced the resignation of board member Staffan Lindstrand.
- On December 12, 2014, the Company announced that a non-binding expression of strategic interest was turned down by the companys Board of Directors in order to secure full focus on the announced financing.
- On December 15, the Company announced that its handheld airway inflammation monitoring device, NIOX MINO®, had been re-registered for marketing and sales by the China Food and Drug Administration (CFDA). The approval means that Aerocrine and its partners can now resume its sales and marketing activities of NIOX MINO and grow the deployed base in the Chinese market.


## Significant Events, After the Period

- On January 7, 2015, the Extraordinary General Meeting resolved to approve the Board of Directors' resolution to increase the Company's share capital through a rights issue of shares with preemptive rights for the shareholders.
- On January 29, 2015, the Company announced that Japanese health authorities have cleared the use of the Company's FeNO-measuring device NIOX VERO® as a tool for assessing patients with allergic airway inflammation such as asthma. NIOX VERO® ${ }^{\circledR}$ will be introduced on the Japanese market in the beginning of the second quarter 2015.
- On February 6, 2015 the Company announced the completion of the rights offering, which was over-subscribed. The Company received approximately SEK 445m, before transaction costs.


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## Summary of Financial Information

| (SEK m) | Aerocrine Group |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Oct 1, 2014 Dec 31, 2014 | Oct 1, 2013 Dec 31, 2013 | $\begin{aligned} & \text { Jan 1, } 2014- \\ & \text { Dec 31, } 2014 \end{aligned}$ | $\begin{aligned} & \hline \text { Jan 1, } 2013 \text { - } \\ & \text { Dec 31, } 2013 \\ & \hline \end{aligned}$ |
| Net Sales | 50.2 | 35.6 | 166.2 | 136.2 |
| Gross Profit/Loss | 31.8 | 24.8 | 111.5 | 97.8 |
| Gross Margin \% | 63\% | 69\% | 67\% | 72\% |
| Operating Loss | -38.1 | -51.6 | -168.2 | -205.7 |
| Net Loss After Tax | -60.5 | -59.1 | -228.2 | -225.6 |
| Cash Fow, Current Operations | -20.2 | -43.1 | -174.9 | -212.1 |
| Total Cash Fow | -20.8 | -43.0 | -178.5 | 89.7 |

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*Note all numbers in () are the corresponding period previous year and in the same unit.
tNote Global Research sales were formally referred to as Strategic sales in prior interim and year-end financial reports issued by the Company. The Company believes that Global Research is more descriptive of the pharmaceutical and clinical research organization sales associated with this aspect of the Company's commercial operations and customers. These sales are impacted by the size and timing of clinical trials and can fluctuate substantially between periods.
\#Loss per share has been calculated in accordance with IAS 33, which stipulates that if a rights issue is offered to all existing shareholders, the number of ordinary shares to be used in calculating earnings per share for all periods before the rights issues is recalculated to reflect the effect of the rights issue.

This is information that Aerocrine $A B$ (publ) is required to publish in accordance with the Swedish Securities Markets Act and/or the Swedish Financial Trading Act. This information was submitted for publication on February 20, 2015, at 8.00 a.m.

## CEO's Comments on Q4 2014

"Fiscal year 2014 has proven to be our best year of sales in the history of Aerocrine. We accomplished this despite our re-registration challenges in China and an overhaul of our US commercial model. Aerocrine achieved record sales in Q2, Q3 and Q4 and for the full year.

Our renewed approach to the US market has led to improvements in productivity and efficiency but it will take time to further optimize as the market is dynamic and influenced by a variety of factors. Our markets outside of the US continue to develop as we work closely with our national and regional distributors in key markets. Regulatory approvals in the US and Japan for the NIOX VERO and reregistration of the NIOX MINO in China are expected to propel us to additional growth in 2015.

As I have stated throughout the year, we are focusing on growing our topline as well as using our capital more efficiently. In addition to globalizing functions and reducing overall headcount, down by $14 \%$ from this point last year - we have actively positioned the Company for stability in key areas such as Europe and our Global Research accounts business while focusing on areas of strategic interest such as the U.S.,

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Japan, and China. We believe that one of the strengths of the Company is the geographic reach that reduces reliance on any particular region for sales or profitability.

On the metric of Operating Expenses as a \% of Sales we have demonstrated the efficient use of capital by reducing our expenses by SEK 23 m while growing sales by SEK 30m; effectively leveraging our resources while reducing our Operating Expense as a percentage of sales ratio by 64 percentage points (233\% to 169\%) vs. the same period in 2013 (Q4 YTD 2014 vs. Q4 YTD 2013). Absent these initiatives, our Operating Expense would have been SEK 106m higher. While we still need to drive this metric lower to attain our overall goal of profitability the results have been four consecutive quarters of reduced operating losses.

Innovation continues to be at the heart of Aerocrine. The approval of the VERO in key markets brings a portable, fast and easy to use device into the hands of more healthcare providers enabling them to provide more convenient care to their patients Through our relationship with Microsoft, we are testing secure cloud capabilities and business analytics to make our business more efficient from a selling and customer service perspective.

The completion of our latest round of financing was very successful in that we were able to raise SEK 445 m prior to transaction cost.

We are thankful for our existing shareholders for their support and the new investors joined in our journey to further establish NIOX technology as the standard of care, including in the home care market, and thereby creating additional shareholder value. During 2015 the Company will focus on its 4 key imperatives: Establishing FeNO as Standard of Care, Drive Penetration in Defined US Professional Segment, Attain Profitability and Finalize Home Device and Business Model.

2015 will not be without its challenges. We are operating in a highly regulated environment, there are increasing cost savings pressures on public and private payers as well as for the Company a very strong financial headwind created by an unfavorable exchange rate impact due to the weakening of the Swedish Krona against the Euro and the US dollar.

Thank you for your support in 2014 and your confidence in Aerocrine" says Aerocrine's President and CEO, Scott Myers.

For case-studies on how FeNO assists in the daily practice to set correct diagnosis and initiate correct medication please visit: http://www.niox.com/en/

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## Overview, January - December 2014

## Sales

Net sales for the year reached SEK 166.2m (136.2), an increase of $22 \%$. Adjusting for the change in currency during the year, the increase was $16 \%$. The net sales for clinical use of NIOX products increased $26 \%$ to SEK 129.3 m (102.4), driven mainly by strong sales in Japan following the market clearance received in the fourth quarter 2013 and solid performance in the EU.

The implementation of a new sales model in the US slowed growth in the first half of 2014, with clinical sales down by $9 \%$ in local currency, but sales rebounded in the last half of Q2 and showed solid growth for the remainder of the year. Changes were primarily related to additional focus and improved targeting of potential customers based on level of coverage, size of the clinic and number of patients with asthma symptoms. Additional changes included new pricing options and the introduction of an evaluation program to further stimulate sales, whereby potential customers are able to use the device for a period of time to further access the benefit of FeNO in their practice. For the year, the Company was able to place 689 evaluations with potential customers.


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## Sales Summary, Region/Other

| (SEK m) | Aerocrine Group |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Oct 1, } 2014 \\ \text { Dec 31. } 2014 \end{gathered}$ | $\begin{gathered} \hline \text { Oct 1, } 2013 \\ \text { Dec 31, } 2013 \\ \hline \end{gathered}$ | \% change | $\begin{gathered} \hline \text { Jan 1, } 2014 \\ \text { Dec } 31,2014 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jan 1, } 2013 \\ \text { Dec 31, } 2013 \\ \hline \end{gathered}$ | \% change |
| Clinical sales |  |  |  |  |  |  |
| US/North America | 12,0 | 10,1 | 19\% | 42,0 | 42,3 | -1\% |
| EU/RoW | 16,6 | 13,0 | 28\% | 60,9 | 50,2 | 21\% |
| Asia Pacific | 7,4 | 2,8 | 164\% | 26,4 | 10,0 | 164\% |
| Total Clinical Sales | 36,0 | 25,9 | 39\% | 129,3 | 102,4 | 26\% |
| Global Resarch Sales | 13,2 | 8,4 | 57\% | 32,7 | 27,2 | 20\% |
| Other Revenue | 1,0 | 1,4 | -29\% | 4,2 | 6,5 | -35\% |
| Total Revenue | 50,2 | 35,6 | 41\% | 166,2 | 136,2 | 22\% |
| Total Tests (in 000s) | 666 | 508 | 31\% | 2500 | 2012 | 24\% |
| Repeat Tests (in 000s) | 482 | 396 | 22\% | 1970 | 1577 | 25\% |

## Global Research Sales

Global Research sales for the year, which are included in Region results, increased by $20 \%$ compared to the corresponding period in 2013. Global Research sales represented 20\% (20\%) of total sales during the period. It is important to note that Global Research sales
 fluctuate between quarters as they are impacted by the size and timing of shipment for clinical trials. Global Research sales were impacted favourably in the fourth quarter as a result of a large existing study having to replace its NIOX MINO devices due to expiration.

## Test Volumes

An important metric for the Company is repeat and initial test sales volumes. A repeat test is defined as the second and subsequent purchases of test kits. The classification of initial and repeat tests, as described in this report, are estimates as these amounts outside of the US are provided via our distributors in our Europe/ROW and Asia Pacific markets. The Company makes an estimate of the initial and repeat testing based on a consistently applied methodology as it relates to the ex-US/North American markets.

During the year a total of approximately 2.0 m (1.6) repeat tests were sold, an increase of approximately

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$25 \%$. This increase is primarily due to an increase in the number of installed devices and also increased usage by physicians. Total tests sold for the year (repeat tests and initial test), were 2.5 m (2.0) tests, an increase of approximately $24 \%$ compared with the prior year.

## Segment Results

## US/North America

Sales for the year in the US/North America segment amounted to SEK 58.8m (57.3) an increase of $3 \%$. When adjusted for currency effects, sales in the segment decreased by $3 \%$. The sales decrease is primarily due to clinical sales showing a decrease of $6 \%$ in local currency and by decreases in other revenue generated by
 NIOX Flex, in which the Company no longer supports and less revenue generated by NIOX MINO accessories, which the US no longer charges to customers beginning in 2014. The changes in the clinical sales model resulted in a short-term decrease in sales in the first half of the year as compared to the same period in the prior year. The implementation of the new sales model was finalized by the end of the second quarter and we have experienced positive results in the second half of the FY 2014.

The number of tests sold for clinical use increased $5 \%$ when compared to the same period in 2013 and amounted to approximately 635k (604k) tests sold. The sales of repeat tests for clinical use grew by $25 \%$ and the initial test sales decreased by $22 \%$ as a consequence of managing through the implementation of the new sales model.

Sales to new and ongoing clinical studies are expected to continue to represent an important part of revenues in the US. Of the sales in the segment, SEK 15.2 m (13.0) are attributable to Global Research sales.

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## Europe/ROW

Sales for the year in the Europe/ROW segment amounted to SEK 80.7m (68.2), an increase of $18 \%$. When adjusted for currency effects, sales increased by approximately $13 \%$. Clinical sales, excluding Global Research sales and license revenues, increased by $21 \%$ and reached a record of
 SEK 60.9 m (50.2). Germany, Spain, the UK and the Czech Republic were the main contributors to the clinical sales growth in the segment. Beginning in 2014, we replaced direct sales organizations with distributors in the UK and Swedish markets. This change accounted for additional increased sales of approximatively SEK 4.5 m and significant growth in new users and test kit usage. Additionally, the NIOX VERO was introduced in selected markets in the segment during the year. Global Research sales within the segment amounted to SEK 17.5 m (14.3).

The sales of repeat tests increased by $3 \%$ in the segment compared to the prior year and amounted to 947 k (921k) tests sold. The total number of tests sold for clinical use increased by $14 \%$ and amounted to 1,107k (972k).

## Asia/Pacific

Sales for the year in the AP/Pacific segment amounted to SEK 26.8m (10.7), an increase of $151 \%$. When adjusted for currency effects, sales in the segment increased by 134\%. The main reason for the increased sales in the segment is the strong growth in the


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Japanese market, where the latest version of NIOX MINO received market clearance during the fourth quarter of 2013, which has been an important driver of growth. As reported on December 15, the NIOX MINO has been re-registered for marketing and sales by the China Food and Drug Administration (CFDA). The approval allows Aerocrine and its partners to resume sales and marketing activities of the NIOX MINO and grow its installed base in the Chinese market.

The sales of repeat tests for clinical use grew by $132 \%$ in the segment compared to the prior year and amounted to 413 k (178k) tests sold. The total number of sold tests for clinical use grew by $118 \%$ and amounted to approximately 523k (240k) tests.

## Profit and Loss

The gross margin for the period was $67 \%$ ( $72 \%$ ). The reduction in gross margin as compared to prior year was driven primarily by a change in channel mix as well as the write-down in Q4 of spare part inventory for the Company's NIOX FLEX product, which is no longer being supported and of short-dated product, also during the fourth quarter.

The loss after tax for the year amounted to SEK 228.2m (225.6). The loss per share amounted to SEK 0.7 (0.7). Loss per share has been calculated in accordance with IAS 33, which stipulates that if a rights issue is offered to all existing shareholders, the number of ordinary shares to be used in calculating earnings per share for all periods before the rights issues is recalculated to reflect the effect of the rights issue. Adjusted for certain non-operating and non-cash items detailed in the table below, underlying on-going operations generated a loss of SEK 167.6 m (202.7).

| (SEK m) | Aerocrine Group |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Oct 1, } 2014- \\ & \text { Dec 31, } 2014 \end{aligned}$ | $\begin{array}{r} \text { Oct 1, } 2013- \\ \text { Dec 31, } 2013 \\ \hline \end{array}$ | $\begin{aligned} & \text { Jan 1, } 2014- \\ & \text { Dec 31, } 2014 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Jan 1, 2013 } \\ & \text { Dec 31, } 2013 \end{aligned}$ |
| Loss After Tax | -60,5 | -59,1 | -228,2 | -225,6 |
| Patent Litigation | 0,0 | -0,1 | -0,1 | -1,4 |
| Stock Option Expense | -1,8 | 1,9 | -3,6 | -1,9 |
| Revaluation A/R, Liabilities, Cash | 10,6 | 4,4 | 25,8 | 2,0 |
| Effective Interest on Loan | -10,3 | -8,8 | -37,1 | -23,4 |
| Loan Revaluation | -20,1 | -2,8 | -45,6 | 1,8 |
| Adjusted Loss | -38,9 | -53,7 | $-167,6$ | -202, 7 |

Adjusted earnings improved mainly due to increased sales and reduced expenses related to sales and marketing outside the US and reduced administration and development expenses. Of the sales and marketing expenses SEK 0.9 m (1.6) constitutes non-cash expenses related to the Group's personnel stock option program. The decrease in sales and marketing expenses outside the US is mainly attributable to a reduction in headcount as the UK and Swedish markets migrated to distributor model. Development costs have decreased primarily due to the decrease in litigation expenses and planned savings. Of the development expenses SEK 2.6 m (-1.8) constitutes non-cash expenses related to the Group's personnel

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stock option program. The decrease in administration costs are primarily due to one-time expenses related to the financing in 2013. Of the administration expenses SEK +0.1 m (2.2) are attributable to the Group's personnel stock option program.

The currency effect on the Group's consolidated sales was positive to the amount of SEK 8.5 m , while the effect on the Group's costs and purchasing was negative to the amount of SEK 13.2 m . The total effect of exchange rates was overall negative on the Group's net operating results during the year compared to the prior year by approximately SEK 4.7 m .

On 31 December 2014, the Group's consolidated tax loss was calculated at SEK 1,784.6m (1,544.4), of which SEK $1,721.3 \mathrm{~m}(1,488.7)$ was attributable to the Parent Company. Of the total tax loss SEK 1,727.6m $(1,495.8)$ is unlimited in terms of the period in which it can be offset against future taxable profits. The tax value of the tax-loss carry-forwards has not been capitalized.

## Overview, October - December 2014

## Sales

Net sales for the fourth quarter 2014 were SEK 50.2m (35.6), an increase of 41\%. When adjusted for currency effects, net sales amounted to SEK 46.7 m , an increase of $31 \%$. The net sales for clinical use of NIOX products increased in the period by $41 \%$ and reached a record, for a fourth quarter, of SEK 36.0 m (25.9) mainly due strong sales in Japan. Clinical sales in the US market increased in the fourth quarter by $25 \%$, compared to the fourth quarter of 2013 , primarily due to a stronger volume of repeat tests and currency effects.

## Test Volumes

During the fourth quarter a total of approximately 482 k (396) repeat tests were sold, an increase of $22 \%$. Total tests sold for the fourth quarter (repeat tests and initial test), reached nearly 666k (508) tests, an increase of $31 \%$ compared with the corresponding period 2013. Both total and repeat tests sold as part of Global Research sales represented $10 \%$ of total tests sold in the fourth quarter. This compares to total and repeat tests sold as part of Global Research sales of $11 \%$ and $9 \%$ respectively, of total tests sold in the fourth quarter of 2013.

## Global Research sales

Global Research sales, which are included in Region results, were SEK 13.2m (8.4), an increase of 58\%. Global Research sales represented $26 \%$ (24) of the total sales during the fourth quarter. It is important to note that Global Research sales fluctuate between quarters as they are impacted by the size and timing of shipment for clinical trials. Global Research sales were impacted favourably in the fourth quarter as a result of a large existing study having to replace its NIOX MINO devices due to expiration.

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## Segment Results

## US/North America

Sales for the fourth quarter 2014 in the US/North America segment amounted to SEK 18.5 m (13.5) an increase of $37 \%$. When adjusted for currency effects, sales in the segment increased approximately $30 \%$. Clinical sales increased by $25 \%$ (19\% in local currency), driven primarily by increased repeat sales. Global Research sales experienced an increase of approximately 98\% to SEK 5.7m (2.9).

The total number of tests sold for clinical use increased by 20\% compared to the fourth quarter of 2013 and amounted to approximately 180k (150). Repeat tests sold for clinical use increased by $24 \%$ compared to the fourth quarter of 2013 and amounted to approximately 111K (90).

## Europe/ROW

Sales in the fourth quarter amounted to SEK 24.4 m (19.2), an increase of $27 \%$. When adjusted for currency effects, sales increased by approximately 18\%. The sales increase is mainly attributable to strong sales across EU with Germany, Spain, Switzerland and the Czech Republic being the main contributors. Sales in the UK and Swedish markets also benefited from the conversion to a distributor sales model from a direct sales model, as discussed previously. Overall, Clinical sales increased by $27 \%$ Global Research sales amounted to SEK 7.4m (5.4)

The total number of tests sold for clinical use increased by 17\% compared to the fourth quarter of 2013 and amounted to approximately 290k (248). Repeat tests sold for clinical use decreased by $12 \%$ compared to the fourth quarter of 2013 and amounted to approximately 208k (237).

## Asia/Pacific

Sales in the fourth quarter amounted to SEK 7.3m (3.0), an increase of $147 \%$. When adjusted for currency effects, sales in the segment increased by approximately 119\%. The main reason for the increased sales was the market clearance of NIOX MINO in Japan in Q4-2013 and the re-registration of the NIOX MINO with the China Food and Drug Administration (CFDA) in December 2014.

The total number of tests sold for clinical use increased by $133 \%$ compared to the fourth quarter of 2013 and amounted to approximately 128k (55). Repeat tests sold for clinical use increased by $224 \%$ compared to the fourth quarter of 2013 and amounted to approximately 115k (35), mainly due higher repeat test orders in Japan.

## Profit and Loss

The gross margin for the period was $63 \%$ (69\%). The lower margin is mainly attributable to changes in the mix of direct/distributor markets as well as the write-down of spare part inventory for the Company's NIOX FLEX product, which is no longer being supported and of short-dated product during the fourth quarter.

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The loss after tax for the fourth quarter amounted to SEK 60.5 m (59.1) and the operating loss amounted to SEK 38.1m (51.6). The loss per share amounted to SEK 0.2 m (0.2). Loss per share has been calculated in accordance with IAS 33, which stipulates that if a rights issue is offered to all existing shareholders, the number of ordinary shares to be used in calculating earnings per share for all periods before the rights issues is recalculated to reflect the effect of the rights issue. The on-going operations generated a loss of SEK 38.9m (53.7) when adjusted for the non-operating/non-cash items detailed previously. Adjusted earnings improved mainly from increased sales and reduced operating expenses.

## Market Development <br> US/North America

During 2014, the fifth largest insurance company Health Care Service Corporation decided to implement a positive coverage policy regarding FeNO testing for asthma diagnosis and management effective from April 1, 2014.

Of approximately 284.4 m total covered lives in the US, approximately $65 \%$ or 184.4 m are reimbursable with regards to Aerocrine products, as of December 31, 2014. Of approximately 178.7 m private payer covered lives in the US, approximately $55 \%$ or 98.6 m are reimbursable lives with regards to Aerocrine products as of December 31, 2014.

## Europe/ROW

In the UK, NICE (National Institute of Health and Care Excellence) are due to publish new Asthma Management \& Diagnosis Guidance in mid-2015 which we expect to further support the FeNO Guidance published by NICE in April 2014.

## Asia/Pacific

The approval of the second generation of the NIOX MINO in Japan was an important step in the continued development of the Japanese market. Currently there is a reimbursement code for exhaled gas in-place of approximately SEK 70 per test, which also covers FeNO. The process of applying for increased reimbursement has been initiated by a number of Japanese specialist societies (Japanese Respiratory Society among others).

## Conclusion of Rights Offering

On February 6, 2015 the Company announced the completion of the rights offering, which was oversubscribed. The Company received approximately SEK 445 m before transaction costs.

In total, approximately 99 percent of the rights issue was subscribed for with the exercise of preferential rights. These subscriptions include certain larger shareholders, including Novo A/S, which have committed

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to subscribe for their respective pro rata shares, corresponding to, in aggregate, approximately 26 percent of the total rights issue.

Additionally, applications for subscription without the exercise of preferential rights have been received, corresponding to an aggregated subscription of approximately SEK 93 million, representing approximately 21 percent of the total rights issue proceeds. The rights issue was thereby oversubscribed by approximately 20 percent.

In accordance with the guarantee commitment agreement entered into by and between Arbejdsmarkedets Tillægspension (ATP) and the company, as well as the principles outlined in the prospectus which was published on January 12, 2015, ATP were allotted the residual shares that had not been subscribed for with the exercise of preferential rights.

## Investments and Cash flow

The Group's cash reserves amounted to SEK 130.5 m (292.1) at the end of the period. The rights offering completed on February 6, 2015, resulted in additional gross proceeds of SEK 445m.

Cash flow for the year was negative in the amount of SEK 178.5 m (+89.7) and cash flow from current operations was negative in the amount of SEK 174.9m (-212.1). Cash flow for the fourth quarter 2014 was negative in the amount of SEK 20.8m (-43.0) and the cash flow from current operations was negative in the amount of SEK 20.3m (-43.0). The total cash flow in the prior year was positively impacted by a new share issue of SEK 91.4 m and borrowings under a loan facility of SEK 223.4 m in the second quarter in 2013.

The cash flow from current operations has been negatively impacted in the year by interest paid of SEK 37.1m (23.4) associated with borrowings under the 2013 loan facility as well as increased investments in the US and other changes in working capital primarily increased receivables associated with increased sales.

The Group's investments in tangible assets for the year amounted to SEK 1.3m (2.2). Investments in intangible assets for the period amounted to SEK 2.3 m (1.1).

## Parent Company

The Group's principal operations, including development, marketing and sales, are conducted by the Parent Company, Aerocrine AB. The Parent Company assumes the Group's market risk while the subsidiaries, Aerocrine Inc. and Aerocrine AG, are sales companies with the objective of conducting marketing and sales activities in the US and German markets respectively. In addition to its sales activities, Aerocrine Inc. also conducts service operations. In connection with the introduction of the Group's personnel stock options programme, Aerocrine ESOP AB was founded. During 2013 Aerocrine

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International GmbH , Switzerland, was formed with the purpose of supporting the European market.
The Parent Company's net sales for the year amounted to SEK 172.8m (139.4), of which sales to Group companies amounted to SEK 85.7 m (77.1). The loss after financial items for the period amounted to SEK 221.9 m (228.6). The Parent Company's cash and equivalents amounted to SEK 121.5 m (283.7) at the end of the period. Investments in machinery and equipment for the year amounted to SEK 0.8 m (1.8) and investments in intangible assets amounted to SEK 2.3 m (1.1). The earnings of the Parent Company were affected negatively by the Group's internal pricing model, whereby the Parent Company assumes all market risk and consequently makes marketing contributions to the subsidiaries to establish and develop their respective markets.

The internal pricing model with marketing support from the parent means that the equity of the parent company is consumed in approximately the same rate as for the Group. The board continually monitors the equity in relation to the shareholder's equity in regards to the potential need to establish a balance sheet for liquidation purposes. The board has made the assessment that there is additional value related to intellectual property rights which was confirmed by the balance sheet for liquidation purposes as per June 30, 2014. See further information below under Balance Sheet for Liquidation Purposes.

## Ownership Status

As of December 31, 2014, Aerocrine AB had approximately 4,659 shareholders, of whom the four largest represented approximately $61.5 \%$ of the votes and capital. On December 31, 2014, the total number of registered shares in the Group was 155,063,162. The largest owners in the Group on December 31, 2014 were Novo A/S (25\%), Invifed AB (23\%), HealthCap Holding KB (10\%) and the Avanza Pension (3\%).

## Employees

At the end of the period, the total number of employees in the Group amounted to 115 (125), of whom 39 (44) are employed in Sweden.

## 2015 Nomination Committee

The nominating committee ahead of the 2015 AGM consist of Eivind Kolding (Novo A/S), Lennart Johansson (Investor AB), Björn Odlander (HealthCap) and Rolf Classon.

Proposals to the nominating committee can be sent to valberedning@aerocrine.com no later than March 25, 2015.

## Financing

On a regular basis the Board reviews the Company's current and projected cash position in order to ensure that the Company has the means and resources necessary to carry out the operations and strategies as directed by the Board. The Company's long-term liquidity needs will largely be determined

## Aerocrine

by the success of products already being commercialized, key development and regulatory events that might impact the ability to sell the Company's products or which could impact the reimbursement rates associated with use of the Company's products, and expenses associated with these same efforts.
The Board of Directors, believing that additional value can be created for the Company's shareholders by continuing to fund the Company's operations and growth initiatives, and having reviewed alternatives for raising additional capital, resolved to secure financing of approximately SEK 445 m , before transaction costs. The financing was structured as a rights offering, which was approved by the shareholders at an EGM held on January 7, 2015. The objective for the financing was to enhance the financial flexibility and facilitate the company's ability to realise its growth plans and reach profitability, and thereby create additional shareholder value. Given the successful financing, and based on current forecasts and assumptions, the Board of directors and management believe that the Company will have sufficient liquidity to attain positive cashflow without additional financing.

There was no conversion of options during the quarter.

## Balance Sheet for Liquidation Purposes

As the Company's equity as of 30 June 2014 was less than half of the registered share capital, the board decided to draw up a balance sheet for liquidation purposes as of 30 June 2014 for evaluation by its auditor. According to this balance sheet for liquidation purposes, the Company's share capital was intact. Following the completion of the rights offering in February 2015, the share capital has restored completely.

## Transactions with Related Parties

During the year and the fourth quarter interest amounting to SEK 8.6 m and SEK 2.3 m , respectively, has been paid to Novo $A / S$. In the balance sheet existing loans from Novo A/S amounts to SEK 76.5m. This relates to the combined equity and loan financing during 2013 in which debt was taken out with a consortium of OrbiMed and Novo A/S.

## Accounting Principles

This interim report has been prepared in accordance with IAS 34 and the Swedish Financial Accounting Standards Council's guideline RFR 1 and, in relation to the Parent Company, RFR 2.

New Accounting Principles 2014
In May 2014, the IFRS issued International Financial Reporting Standard: IFRS 15 Revenue from Contracts with Customers. IFRS 15 establishes a comprehensive framework for determining when to recognize revenue and how much revenue to recognize. The core principle in that framework is that a company should recognize revenue to depict the transfer of promised goods or services to the customer in an amount that reflects the consideration to which the company expects to be entitled in exchange for those

## Aerocrine

goods or services. The Company is currently evaluating the impact of the provisions of the new standard on its revenue recognition policies. The standard is effective 1 January 2017.

In other regards, the accounting principles and valuation methods remain unchanged compared with the description provided in the 2013 Annual Report.

## Significant Risks and Uncertainty Factors

The principal risks and sources of uncertainty for Aerocrine include, albeit not exclusively, financial risks, such as the amount of future earnings, ability to secure additional financing - if and when needed and at a reasonable cost, and currency and credit risks. In addition to market risks, there are also risks associated with Aerocrine's operations, such as obtaining the necessary approval from authorities, product development, patents and intellectual property rights, product responsibility and forward looking information, which can affect the Company. Further information on the Company's risk exposure can be found on pages 12-17 in the prospectus relating to the rights issue published on January 12 , which can be found on the Aerocrine website.

## Publication Dates 2015

2014 Annual Report
First Quarter Interim Report
AGM 2015
Second Quarter Interim Report
Third Quarter Interim Report

13 April 2015 08:00 a.m.
12 May 201508.00 a.m.
12 May 2015 05:00 p.m.
24 July 201508.00 a.m.
6 November 201508.00 a.m.

## Aerocrine

Solna February 20, 2015

Solna, February 20, 2015
The Board of Directors and the President and CEO provide their assurance that this interim report provides an accurate overview of the operations, position and earnings of the Group and the Parent Company, and that it also describes the principal risks and sources of uncertainty faced by the Parent Company and its subsidiaries.

| Rolf Classon | Dennis Kane |
| :--- | :--- |
| Board Member | Board Member |
| Lars Gustafsson | Michael Shalmi |
| Board Member | Interim Chairman of the Board |
| Maria Strömme | Scott Myers |
| Board Member | President and CEO |

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## Report of Review of Interim Financial Information

Introduction We have reviewed the condensed interim financial information (interim report) of Aerocrine $A B$ as of 31 December 2014 and the twelve-month period then ended. The Board of Directors and the CEO are responsible for the preparation and presentation of the interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

Scope of Review We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Stockholm, 20 February 2015
Öhrlings PricewaterhouseCoopers
Mikael Winkvist
Authorized Public Accountant

Aerocrine AB (publ) Corporate identity number 556549-1056

[^0]
## Aerocrine

Solna February 20, 2015

## CONSOLDATED INCOMESTATEMENT

| (SEK m) | Aerocrine Group |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Oct 1, } 2014- \\ & \text { Dec 31, } 2014 \end{aligned}$ | $\begin{aligned} & \text { Oct 1, } 2013- \\ & \text { Dec } 31,2013 \end{aligned}$ | $\begin{aligned} & \hline \text { Jan 1, } 2014- \\ & \text { Dec 31, } 2014 \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Jan 1, } 2013- \\ & \text { Dec } 31,2013 \end{aligned}$ | $\begin{aligned} & \operatorname{lan} 1,2012- \\ & \operatorname{Dec} 31,2012 \end{aligned}$ |
| Net sales | 50,173 | 35,640 | 166,222 | 136,168 | 147,009 |
| Cost of goods sold | -18,334 | -10,876 | -54,768 | -38,338 | -40,815 |
| Gross Profit/Loss | 31,839 | 24,764 | 111,454 | 97,830 | 106,194 |
| Sales and marketing expenses | -43,567 | -38,943 | -166,828 | -170,082 | -162,052 |
| Administration expenses | -16,355 | -14,395 | -56,362 | -58,997 | -65,324 |
| Development expenses | -13,006 | -23,032 | -60,509 | -75,127 | -84,137 |
| Other operating income | 3,194 | 866 | 5,153 | 3,652 | 10,444 |
| Other operating expenses | -158 | -888 | -1,089 | -2,986 | -2,156 |
| Operation Profit/Loss | -38,053 | -51,628 | -168,181 | -205,710 | -197,031 |
| Financial income | 7,919 | 8,550 | 24,671 | 28,454 | 5,952 |
| Financial expenses | -30,364 | -15,986 | -84,730 | -48,182 | -10,400 |
| Profit/loss before taxes | -60,498 | -59,064 | -228,240 | -225,438 | -201,479 |
| Income tax |  | -79 |  | -160 |  |
| Profit/lossfor the period | -60,498 | -59,143 | -228,240 | -225,598 | -201,479 |
| Net profit/lossattributable to: Parent company shareholders | -60,498 | -59,143 | -228,240 | -225,598 | -201,479 |
| Earningsper share based on Net Profit attributable to parent company shareholders (in SEK per share) |  |  |  |  |  |
| Profitloss per share (before and after dilution) ${ }^{*} \ddagger$ | -0.2 | -0.2 | -0.7 | -0.7 | -0.7 |
| *Profitloss per share after dilution is not reported, since this would imply improved earnings per share. <br> $\ddagger$ Profitloss per share has been recalculated due to the rights issue in accordance with IAS33 |  |  |  |  |  |
| Other information: |  |  |  |  |  |
| Average number of shares outstanding | 155,063,162 | 154,581,919 | 154,938,616 | 151,381,295 | 127,857,137 |
| Amortisation/depreciation included in operating expenses | 3,225 | 3,107 | 12,421 | 11,880 | 11,888 |
| - of which intangible assets | 2,829 | 2,637 | 10,708 | 10,185 | 10,101 |
| - of which tangible fixed assets | 396 | 470 | 1,712 | 1,695 | 1,787 |

## CONSOLIDATED STATEMENT OF COMPREHENSIVEINCOME

| (SEK m) | Aerocrine Group |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Oct 1, } 2014- \\ & \text { Dec 31, } 2014 \end{aligned}$ | $\begin{aligned} & \hline \text { Oct 1, } 2013- \\ & \text { Dec 31, } 2013 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { lan 1, } 2014- \\ & \text { Dec 31, } 2014 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { lan 1, } 2013- \\ & \text { Dec } 31,2013 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { lan 1, } 2012 \text { - } \\ & \text { Dec } 31,2012 \\ & \hline \end{aligned}$ |
| Profit/loss for the period | -60,498 | -59,143 | -228,240 | -225,598 | -201,479 |
| Other comprehensive income for the period: |  |  |  |  |  |
| Items that will not be reclassified to profit or loss: |  |  |  | - |  |
| Reassessment of net pension obligation | - | - | - | -71 | 72 |
| Items that have or may be reclassified to profit or loss: |  |  |  |  |  |
| Translation differences on foreign operations | 1,140 | -578 | 2,722 | 293 | -455 |
| Sum other comprehensive income for the period, net after toxes | 1,140 | -578 | 2722 | 222 | -527 |
| Total comprehensive income for the period | -59,358 | -59,721 | -225,518 | -225,376 | -202,006 |
| Total comprehensive income attributable to: |  |  |  |  |  |
| Parent company shareholders | -59,358 | -59,721 | -225,518 | -225,376 | -202,006 |

## Aerocrine

## CONSOLDATED BALANCESHET

| (SEK m) | Aerocrine Group |  |  |
| :---: | :---: | :---: | :---: |
|  | Dec 31, 2014 | Dec 31, 2013 | Dec 31, 2012 |
| ASSETS |  |  |  |
| Fixed Assets |  |  |  |
| Intangible assets | 20,417 | 28,830 | 37,883 |
| Tangible fixed assets | 6,513 | 6,226 | 5,801 |
| Financial fixed assets | 2,649 | 1,911 | 1,628 |
| Total Tangible Assets | 29,579 | 36,967 | 45,312 |
| Current assets |  |  |  |
| Inventories | 26,867 | 19,513 | 20,220 |
| Current receivables and prepaids | 43,930 | 30,968 | 38,838 |
| Cash equivalents | 130,489 | 292,133 | 199,913 |
| Total current assets | 201,286 | 342,614 | 258,971 |
| Total assets | 230,865 | 379,581 | 304,283 |
| SHAREIOLDERS EQUITY |  |  |  |
| Capital and reserves attributable to: |  |  |  |
| Shareholders' equity attributable to parent company shareholders | -114,832 | 104,186 | 231,566 |
| LABIUTIES |  |  |  |
| Long term liabilities and Provisions |  |  |  |
| Pension commitments | 1,795 | 1,453 | 1,412 |
| Provisions for payroll overheads, staff option schemes | 1,680 | 4,117 | 8,926 |
| Provisions, other | 1,528 | 1,397 | 1,513 |
| Loan | 267,928 | 215,755 | - |
| Long term liabilities and Provisions | 272,931 | 222,722 | 11,851 |
| Current liablities | 72,766 | 52,673 | 60,866 |
| Total shareholders' equity and liabilities | 230,865 | 379,581 | 304,283 |

## Aerocrine

Solna February 20, 2015

CONSOLIDATED STATEMENT OF CHANGESIN SHAREHOLDERS' EQUITY

| (SEK m) | Attributable to Shareholders in the Parent Company |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share Capital | Other Capital Contributions | Cumulative Translation Differences | Revaluation of Net Pension Obligation | Accumulated Loss | Total Shareholders' Equity |
| Opening balance at lanuary 12012 | 51,173 | 1,055,301 | 821 | (276) | $(1,035,016)$ | 72,003 |
| Comprehensive income |  |  |  |  |  |  |
| Net earnings/Loss for the period | - | - | - | - | $(201,479)$ | $(201,479)$ |
| Other comprehensive income |  |  |  |  |  |  |
| Reassessment of net pension obligation | - | - | - | (72) |  | (72) |
| Translation differencies foreign operations | - | - | (455) | - | - | (455) |
| Sum other comprehensive income | - | - | (455) | (72) | - | (527) |
| Total comprehensive income | - | - | (455) | (72) | $(201,479)$ | $(202,006)$ |
| Transactions with shareholders |  |  |  |  |  |  |
| New share issue | 15,217 | 246,327 | - | - | - | 261,544 |
| Issue expenses | - | $(10,973)$ | - | - |  | $(10,973)$ |
| Converible bond | 6,429 | 100,191 | - | - |  | 106,620 |
| Converible bond |  | $(12,353)$ | - | - |  | $(12,353)$ |
| Staff option scheme: |  |  |  |  |  |  |
| Total transactions with shareholders | 21,646 | 323,192 | - | - | 16,731 | 361,569 |
| Closing balance, December 312012 | 72,819 | 1,378,493 | 366 | (348) | $(1,219,764)$ | 231,566 |
| Opening balance at danuary 12013 | 72,819 | 1,378,493 | 366 | (348) | $(1,219,764)$ | 231,566 |
| Comprehensive income |  |  |  |  |  |  |
| Net earnings/Loss for the period | - | - | - | - | $(225,598)$ | $(225,598)$ |
| Other comprehensive income |  |  |  |  |  |  |
| Reassessment of net pension obligation | - | - | - | (71) | - | (71) |
| Translation differencies foreign operations | - | - | 293 | - | - | 293 |
| Sum other comprehensive income | - | - | 293 | (71) | - | 222 |
| Total comprehensive income | - | - | 293 | (71) | $(225,598)$ | $(225,376)$ |
| Transactions with shareholders |  |  |  |  |  |  |
| New share issue | 4,495 | 90,563 | - | - | - | 95,058 |
| Issue expenses | - | $(3,665)$ | - | - | - | $(3,665)$ |
| Converible bond | - | - | - | - |  |  |
| Staff option scheme: |  |  |  |  |  |  |
| Total transactions with shareholders | 4,495 | 86,898 | - | - | 6,603 | 97,996 |
| Closing balance, December 312013 | 77,314 | 1,465,391 | 659 | (419) | $(1,438,759)$ | 104,186 |
| Opening balance at danuary 12014 | 77,314 | 1,465,391 | 659 | (419) | $(1,438,759)$ | 104,186 |
| Comprehensive income |  |  |  |  |  |  |
| Net earnings/Loss for the period | - | - | - | - | $(228,240)$ | $(228,240)$ |
| Other comprehensive income |  |  |  |  |  |  |
| Reassessment of net pension obligation | - | - | - | - | - |  |
| Translation differencies foreign operations | - | - | 2,918 | - | - | 2,918 |
| Sum other comprehensive income | - | - | 2,918 | - | - | 2,918 |
| Total comprehensive income | - | - | 2,918 | - | $(228,240)$ | $(225,322)$ |
| Transactions with shareholders |  |  |  |  |  |  |
| New share issue | 218 | - | - | - | - | 218 |
| Issue expenses | - | - | - | - | - |  |
| Convertible bond | - | - | - | - | - |  |
| Staff option scheme: |  |  |  |  |  |  |
| -value of employee services | 218 | - | - | - | 6,086 | 6,086 |
| Closing balance, December 312014 | 77,532 | 1,465,391 | 3,577 | (419) | (1,660,913) | $(114,832)$ |

## CONSOLDATED CASHFLOW STATEMENT

(SEK m)

Cash flow from operating activities
before change in working capital
Total change in working capital
Cash flow from operating activities
Cash flow from investment activities
Cash flow from financing activities
Cash flow for the period
Increase/Decrease in cash equivalents
Cash equivalents at start of the year
Exchange rate differences in cash equivalents
Cash equivalentsat end of the period

| Aerocrine Group |  |  |
| ---: | ---: | ---: |
| Jan 1, 2014 <br> Dec 31, 2014 | Jan 1, 2013 <br> Dec 31, 2013 | an 1, 2012 <br> Dec 31, 2012 |
|  |  |  |
| $-167,980$ |  |  |
| $-6,952$ | $-212,374$ | $-181,193$ |
| $-174,932$ | 295 | $-2,984$ |
| $-3,593$ | $-212,079$ | $-184,177$ |
| 3 | $-3,605$ | $-5,760$ |
| $-178,522$ | 305,338 | 238,749 |
|  | 89,654 | 48,812 |
| 292,133 |  |  |
| 16,878 | 199,913 | 150,227 |
|  | 2,566 | 874 |
|  | 292,133 | 199,913 |

## Aerocrine

| KEY RATIOS | Aerocrine Group |  |  |
| :---: | :---: | :---: | :---: |
|  | lan 1, 2014 <br> Dec 31, 2014 | lan 1, 2013 <br> Dec 31, 2013 | lan 1, 2012 <br> Dec 31, 2012 |
| Net sales SEK ths | 166,222 | 136,168 | 147,009 |
| Gross margin \% | 67\% | 72\% | 72\% |
| Return on average shareholders' equity \% | neg | neg | neg |
| Equity/Asset ratio \% | -50\% | 27\% | 76\% |
| Net indebtness, multiple | -1.20 | -0.73 | -0.86 |
| Liquid ratio \% | 240\% | 613\% | 392\% |
| Average number of employees | 115 | 133 | 107 |
| Investments, SEK ths | 3,593 | 3,320 | 5,468 |
| Expenses related to development, SEK ths | 60,509 | 75,127 | 84,137 |
| Development expenses in \% of total expenses | 21\% | 25\% | 28\% |
|  |  | Aerocrine Group |  |
| Data per share | $\begin{gathered} \text { Lan 1, } 2014 \\ \text { Dec 31, } 2014 \end{gathered}$ | $\begin{gathered} \operatorname{lan} 1,2013 \\ \operatorname{Dec} 31,2013 \\ \hline \end{gathered}$ | $\begin{gathered} \operatorname{san} 1,2012 \\ \operatorname{Dec} 31,2012 \\ \hline \end{gathered}$ |
| Number of shares at closing of period (before dilution) | 155,063,162 | 154,628,698 | 145,637,781 |
| Number of shares at closing of period (after dilution) ${ }^{11}$ | 154,802,600 | 158,276,053 | 155,776,825 |
| Average number of shares (before dilution) | 154,938,616 | 151,381,295 | 127,857,137 |
| Average number of shares (after dilution) ${ }^{11}$ | 157,802,460 | 156,041,724 | 137,849,377 |
| Shareholders' equity per share SEK, before full dilution | -0.7 | 0.7 | 1.6 |
| Shareholders' equity per share SEK, after full dilution | -0.7 | 0.7 | 1.5 |
| Earnings' per share, SEK (before dilution) ${ }^{1 / \pm}$ | -0.7 | -0.7 | -0.7 |
| ${ }^{1)}$ Profit/loss per share after dilution is not reported, since this would imply improved earnings per share. $\ddagger$ Profit/loss per share has been recalculated due to the rights issue in accordance with IAS 33 |  |  |  |
| Definitions |  |  |  |
| Gross margin |  | Equity/Asset ratio <br> Shareholders' equity as a percentage of total assets |  |
| Gross profit as a percentage of net sales for the period |  |  |  |
| Return on average shareholders equity \% |  | Earnings per share <br> Net profit/loss divided by average number of shares before and after full dilution |  |
| Profit/loss as a percentage of average shareholders' equity |  |  |  |
| Average number of shares |  | Shareholders' equity per share <br> Shareholders' equity (adjusted for dilution effects) divided by the number of shares at the close of the period before and after full dilution |  |
| Number of shares adjusted for share issues conducted during the year (before dilution) and option programmes outstanding (after dilution) |  |  |  |
| Net indebtness |  | Liquid ratio <br> Current assets, excluding inventories and work in progress, in relation to current liabilities |  |
| Interest-bearing liabilities less current |  |  |  |
| investments and cash and equivalents |  |  |  |
| divided by shareholders' equity |  |  |  |

## Aerocrine

## QUARTERLY FINANCIALINFORMATION

| (SEK m) | Aerocrine Group |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q4-2014 | Q3-2014 | Q2-2014 | Q1-2014 | Q4-2013 | Q3-2013 | Q2-2013 | Q1-2013 | Q4-2012 |
| Net sales for the period | 50,173 | 38,520 | 42,501 | 35,028 | 35,640 | 31,138 | 35,651 | 33,739 | 36,180 |
| Gross profitloss | 31,839 | 26,165 | 28,960 | 24,490 | 24,764 | 22,912 | 25,002 | 25,152 | 26,381 |
| Gross margin \% | 63\% | 68\% | 68\% | 70\% | 69\% | 74\% | 70\% | 75\% | 73\% |
| Operating expenses for the period | -69,892 | -67,935 | -72,706 | -69,102 | -76,392 | -70,856 | -77,608 | -78,684 | -89,897 |
| Operating profit/loss for the period | -38,053 | -41,770 | -43,746 | -44,612 | -51,628 | -47,944 | -52,606 | -53,532 | -63,516 |
| Profitloss from financial investments | -22,445 | -18,400 | -10,928 | -8,286 | -7,436 | -8,513 | -3,109 | -670 | 611 |
| Profit/loss for the period, before taxes | -60,498 | -60,170 | -54,674 | -52,898 | -59,064 | -56,457 | -55,715 | -54,202 | -62,905 |
| Taxes | - | - | - | - | -79 | - | -1 | -80 | - |
| Profit/Lossafter taxes | -60,498 | -60,170 | -54,674 | -52,898 | -59,143 | -56,457 | -55,716 | -54,282 | -62,905 |

## AEROCRINEGROUP SEGMENT RNANCIAL INFORMATION



[^1]
## Aerocrine

## PARENT COMPANY INCOME STATEMENT

| (SEK m) | $\begin{aligned} & \text { lan 1, } 2014- \\ & \text { Dec } 31,2014 \end{aligned}$ | $\begin{aligned} & \text { an 1, } 2013- \\ & \text { Dec 31, } 2013 \end{aligned}$ | $\begin{aligned} & \text { Jan 1, } 2012 \text { - } \\ & \text { Dec 31, } 2012 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Net sales | 172,799 | 139,369 | 147,970 |
| Cost of goods sold | -57,863 | -41,702 | -44,161 |
| Gross Profit/loss | 114,936 | 97,667 | 103,809 |
| Sales and marketing expenses | -194,834 | -206,223 | -185,262 |
| Administration expenses | -39,357 | -37,722 | -50,297 |
| Development expenses | -47,119 | -63,400 | -72,810 |
| Other operating income | 4,540 | 3,148 | 10,081 |
| Other operating expenses | -1,075 | -2,140 | -1,847 |
| Operation Profit/loss | -162,909 | -208,670 | -196,326 |
| Earnings from shares in Group companies | - | -1,187 | - |
| Financial income | 25,706 | 29,448 | 6,975 |
| Financial expenses | -84,781 | $(48,179)$ | -10,400 |
| Profit/Lossfrom financial items | -59,075 | -19,918 | -3,425 |
| Lossafter financial items | -221,984 | -228,588 | -199,751 |
| Taxes |  |  |  |
| Lossfor the period | $\underline{-221,984}$ | $\underline{-228,588}$ | -199,751 |

## PARENT COMPANY STATEMENT OF COMPRESENSIVEINCOME

|  | an 1, 2014 - <br> Dec 31, 2014 | an 1, 2013 - <br> Dec 31, 2013 | an 1, 2012 - <br> Dec 31, 2012 |
| :--- | ---: | ---: | ---: |
| (SEK m) | $-221,984$ | $-228,588$ | $-199,751$ |
| Lossfor the period | - | - | - |
| Other comprehensive income | $-221,984$ | $-228,588$ | $-199,751$ |

## PARENT COMPANY BALANCE SHEET

| (SEK m) | Dec 31, 2014 | Dec 31, 2013 | Dec 31, 2012 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Fixed Assets |  |  |  |
| Intangible Assets | 20,417 | 28,830 | 37,883 |
| Tangible Assets | 2,213 | 2,205 | 1,270 |
| Financial Assets | 41,869 | 37,825 | 34,552 |
| Total fixed assets | 64,499 | 68,860 | 73,705 |
| Current assets |  |  |  |
| Inventory | 18,079 | 13,810 | 14,719 |
| Current receivables and prepaids | 30,184 | 19,256 | 27,075 |
| Cash equivalents | 121,494 | 283,686 | 192,833 |
| Total current assets | 169,757 | 316,752 | 234,627 |
| Total assets | 234,256 | 385,612 | 308,332 |
| SHAREHOLDERS EQUITY |  |  |  |
| Shareholders' equity | $(99,067)$ | 116,613 | 247,205 |
| UABIUTIES |  |  |  |
| Long term liabilities and provisions |  |  |  |
| Provisions |  |  |  |
| Provisions for guarantees | 1,401 | 1,800 | 600 |
| Provisions for payroll overheads, staff option schemes | 1,680 | 4,117 | 8,926 |
| Loan | 267,928 | 215,755 | - |
| Long term liabilities and provision | 271,009 | 221,672 | 9,526 |
| Current liabilities | 62,314 | 47,327 | 51,601 |
| Total shareholders' equity and liabilities | 234,256 | 385,612 | 308,332 |
| Pledged assets Contingent liabilities | $396,106$ none | $547,462$ <br> none | $21,878$ <br> none |


[^0]:    Aerocrine AB (publ), Råsundavägen 18 8th, SE-171 21, Solna, Sweden.
    Telephone +4686290780. Fax +4686290781.
    E-mail: info@aerocrine.com. Website: www.aerocrine.com or www.niox.com

[^1]:    * USNA = USA and North America, A/P = Asia/Pacific region

