

ALLENEX AB (PUBL)

## INTERIM REPORT JANUARY - SEPTEMBER 2015

## For the July-September period

- Net sales for the period were SEK 32.2 million (32.4).
- Operating income (EBIT) for the period was SEK 5.1 million (7.3).
- Operating margin for the period was 16 percent (22).
- Earnings after tax for the period were SEK 3.6 million (6.4).
- Earnings per share for the period, basic and diluted, were SEK 0.03 (0.05).

## For the January-September period

- Net sales for the period were SEK 99.8 million (94.5).
- Operating income (EBIT) for the period was SEK 15.1 million (13.4).
- Operating margin for the period was 15 percent (14).
- Earnings after tax for the period were SEK 9.5 million (8.0).
- Earnings per share for the period, basic and diluted, were SEK 0.08 (0.06).

## Significant events in the third quarter and after the balance sheet date.

• No significant events occurred in the third quarter or after the balance sheet date.

#### President and CEO Anders Karlsson's comments on the third quarter 2015:

"Sales and profitability continued to increase cumulatively for the year and we are seeing an improvement in our operating margin, despite having to compare to a strong third quarter last year. For the first three quarters EBIT rose to 15 percent (14), while the corresponding figure for the third quarter was 16 percent (22). It is gratifying to see such strong performance in the U.S., where sales were up across the board for our key products. The extensive efforts we focused on the American market, initiated in 2014, are now bearing results in the form of increased sales. We now look forward with confidence to the launch of our new product QTYPE®, based on real-time PCR methodology. Our product concept was most recently presented at the end of September at the main HLA typing congress for the American market. Active sales of QTYPE® are expected to commence in early 2016."

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## **GROUP OPERATIONS**

Allenex is a Life science company that develops, manufactures, markets and sells products on the global market that facilitate safer transplantation of blood stem cells and organs. Allenex is listed on NASDAQ OMX Stockholm, Small Cap, (ticker: ALNX). There are 56 employees in the Allenex group.

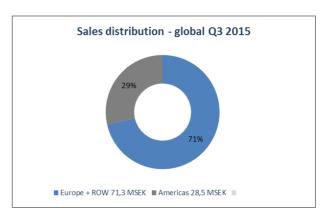
#### **SALES**

Net sales for third quarter were SEK 32.2 million (32.4), corresponding to a decrease of just under one percent compared to the same period last year. The assessment is that this discrepancy can be explained by the variability between different quarters both this year and last year.



North America continues to increase in importance for the group. The share of Allenex total sales for the quarter in North America was 29 percent, while the corresponding share for the third quarter 2014 was 22 percent. Growth in this region is primarily driven by new customers in the SBT segment. Sales in North America in the third quarter declined however by nine percent in local currency (USD) compared to the same period last year. This is partly an effect of customers' distribution of purchases over the year, and partly the effect of a strong third quarter in 2014. Accumulated for the year (Jan – Sept), North America maintained a positive development of nine percent in local currency compared to the same period last year.

Sales in Europe were down nine percent in local currency compared to the third quarter 2014, which was unusually strong. In France, sales continued to increase, in particular sales of traditional SSP products, where the company's local representative is linked to a national tender process. Germany is showing a negative development for the period, falling by 16 percent compared to the same period in 2014. The transplantation scandal that came to light in 2012 continues to have a negative impact on organ donations in the country. Between 2011 and 2014 the number of transplants in Germany using organs from deceased donors has decreased from 3 917 to 2 989, a reduction of 25 percent. At the same time, a consolidation of operations to larger laboratory groups and the transition to more automated technologies such as SSO and SBT is ongoing in Germany. Sales in the emerging markets of India and China for the quarter were lower than the same period last year.



Allenex products are distributed by direct sales through a proprietary sales organization in key markets such as the USA, Germany and in the Nordic region. They are also distributed via partnerships with local distributors in other markets. Registration processes are ongoing for the company's products in a number of countries, with work underway to secure strong local sales/distribution partners in these markets. This has intensified in that the competitors One Lambda and Life Technologies, which were acquired by Thermo Fischer in recent years, have now chosen to consolidate their operations to one distributor in certain markets.

#### **CUSTOMER GROUPS**

Allenex customers largely constitute laboratories active in transplantation diagnostics. Today, there are three different technologies on the market for HLA typing (SSP, SSO and SBT), where the most common typing technique globally, in terms of volume, is SSO. However, most laboratories use SSP typing, either as a primary or supplementary technique. The size of the laboratory and its level of automation determines to what extent the respective methods are used. Today, the largest laboratories mainly utilize automated solutions (SBT and SSO) as their primary technology, while smaller laboratories generally prefer SSP typing. Subsequently, the choice of typing technology is a key parameter for customer categorization. Furthermore, in recent years two new further-developed technologies have been tested. These are Next Generation Sequencing (NGS), which primarily targets laboratories that conduct register typing, and Real-Time PCR (also called qPCR), which mainly used for typing deceased donors prior to an organ transplant. To date, these two technologies are used on a limited scale, however usage is expected to increase in the coming years. It is believed that NGS will primarily compete with SSO and SBT, while Real-Time PCR is expected to mainly compete with SSP and SSO.

Allenex is working to meet market demand for automated typing solutions, in part through proprietary product development, and in part through partnerships with other companies. Since mid-2011, Allenex is the exclusive global distributor of the HLA typing product SBT Resolver™, with the related software Assign-SBT™ from the Australian company Conexio Genomics. SBT Resolver™ was introduced by Allenex in the second half of 2011. This contract gives Allenex greater opportunity to partner with larger, automated laboratories. Since



these laboratories to a large extent strive to use the same supplier for all HLA typing products, this contract will also facilitate increased sales opportunities for Allenex SSP products. SBT Resolver™ has been introduced to a large number of potential customers. Following an introductory demonstration, the laboratory usually conducts an independent comparison to the product currently in use. If the comparison favors Allenex, careful product validation is then carried out prior to fully converting to SBT Resolver™.

The validation process tends to be relatively long, usually taking from 6 to 15 months. At the period end, 42 laboratories had converted, partially or fully, to SBT Resolver™ (23 in North American and 19 in Europa/Asia), with around 20 laboratories at the validation stage.

Abbott Laboratories recently sold the rights to its SBT portfolio to the Dutch company GenDx, which will take over the production and distribution of these products from the end of the year. It is believed that GenDx will thereby be able to strengthen its product portfolio in Europe by taking over current sales from Abbott. This also opens up opportunities for Allenex to convert certain centers to SBT Resolver™. At the same time, Allenex sees great opportunities in this supplier shift to further increase its market share for SBT Resolver™ in the U.S., where GenDx's market penetration is low.

## MARKET PERFORMANCE

Traditional SSP typing is still a key technology in the vast majority of HLA laboratories worldwide. Even though the technology has been around for 25 years, it still generates stable sales in most markets. The technology adapts easily to today's needs and this flexibility allows Allenex to continue to regard it as an important part of the company's product mix for the foreseeable future. Despite this, there are of course challenges to address, in particular from the more automated technologies such as SSO, SBT and real-time PCR.

Allenex initial strategy has been to introduce SBT Resolver™ to the largest and most automated HLA laboratories in the U.S. and Europe, to then, in a second phase, focus on converting mid-sized laboratories from competing products. A number of the largest laboratories have very high volumes as they conduct tests for national or regional typing registers. Major register typing laboratories conduct HLA typing tests on more than 5 000 individuals per year and are very careful in their evaluation of new suppliers.

In the U.S., in particular, there are larger laboratories where SBT typing is used for clinical typing. In total, around 70 of the 200 HLA laboratories use SBT technology clinically, and of these, 23 laboratories (around 33 percent) have so far chosen Allenex as SBT supplier. Of the 70 laboratories that use SBT technology, around 10 - 15 of them type over 1 500 tissue samples each per year, with a few typing even more than that. These are the laboratories that Allenex has initially chosen to target, as they hold high value as reference customers, which is important in this segment. Among these large laboratories,

Allenex currently has four customers. In Europe, the trend is that larger laboratories or consortiums of laboratories are becoming more active. This is the case in Germany in particular, where a few really large laboratories are taking a more extensive hold of the typing market. There, the demand is for automated solutions that can handle larger volumes, and during the year Allenex entered into an agreement with a large new German customer encompassing the delivery of reagents for SBT typing to this laboratory. This laboratory is one of the very largest in HLA typing in Europe, entailing not only an increase in volumes but also a well-reputed reference center for Allenex.

The distribution agreement between Conexio Genomics and Allenex subsidiary Olerup SSP AB runs through April 2018. In addition to the distribution of SBT Resolver™, the agreement with Conexio Genomics includes two new products for Next Generation Sequencing (NGS), reagents and software. Also included is Gamma Type™, a product for typing of the Gamma block, an area that has not previously been possible to analyze using traditional methods. The introduction of Gamma Type™ began during the first six months of 2015 and Allenex plans to successively introduce the NGS portfolio over the next two years. The new products will provide Allenex with further opportunity to reinforce its leading position in the HLA typing market.

There is currently one actor in the real-time PCR segment, Linkage Bioscience. The company launched products for HLA typing on the American market almost five years ago. The company's products are in use today at some thirty laboratories in the U.S., primarily for typing deceased donors. The product line is based on melt curve technology.

### PRODUCT DEVELOPMENT

Today, Allenex SSP products have a strong market position in their field of technology. They are updated on an ongoing basis and the strategy is to offer as close to total solutions as possible.

In 2014, active development began at Allenex on a completely new product group for HLA typing based on Real-Time PCR (q-PCR) methodology. The starting point for the development work is SSP technology, which is at the core of the Allenex product range today. The new product QTYPE® will primarily focus on low-resolution typing in conjunction with organ transplantation and typing that either requires ease of administration and expedient results, or where high-resolution typing is not a requirement, such as in a family-investigation prior to stem cell transplantation. Allenex new product is based on hydrolysis probes, commonly referred to as TAQMAN® technology, and differs from the existing products on the market. This technology has a number of significant advantages compared to melt curve technology.

QTYPE® will initially compete with traditional SSP typing, a sector where Allenex has products today, as well as with existing real-time solutions, but also with SSO. In SSP, the company counts on being able to challenge other suppliers and win



market share. A great opportunity to win market share is also seen in SSO, where One Lambda is dominant today. When transplanting organs from deceased donors it is of great importance to be able to expediently carry out HLA typing to find an appropriate recipient. Real-Time PCR is a more automated method that provides faster results with a lesser proportion of manual work. Typing with QTYPE® will take around one hour compared to the up to three hours it takes to do traditional SSP typing. In this context, SSO typing is relatively slow, taking 5-7 hours to conduct. Besides organ transplantation, the method has applications in other types of conditions.

QTYPE® was introduced at the end of April at the European HLA congress, EFI, in Geneva. At the end of September QTYPE® was also presented at the American market at the corresponding HLA congress for the U.S. market, ASHI, in Savannah, Georgia. It is currently estimated that the new product will be ready for launch in the first quarter 2016.

Continuous product development is also ongoing at Allenex to maintain its position as market leader in SSP technology. Allenex continues to develop its current product line to ensure high performance in SSP typing. The company is also reviewing solutions adapted to laboratories looking for SSP technology with the possibility of increased automation that can be used as a complement to SSO and SBT technologies. In 2012, Allenex introduced Olerup SSP® Add-ons, a complement to the automated technologies (SSO and SBT). In 2014, additional Olerup SSP® products were introduced with the aim of meeting customer needs for improved HLA typing with traditional SSP technology.

## SIGNIFICANT EVENTS IN THE GROUP

## Significant events in the first quarter

 Allenex acquired all minority holdings in the group from SSP Primers AB for a consideration of SEK 20 million, as well as repayment of a loan of SEK 4 million. 2014 profit generated by Olerup SSP AB and Olerup International AB were transferred to Allenex.

## Significant events in the second quarter

No significant events occurred in the second quarter.

## Significant events in the third quarter

No significant events occurred in the third quarter.

### Significant events after the balance sheet date

 No significant events occurred after the balance sheet date.

## FINANCIAL POSITION, CASH FLOW AND FINANCING

Consolidated operating income for the first nine months rose to SEK 15.1 million (13.4). The weakened Swedish krona has had a positive impact on revenues compared to last year as the majority of these are in EUR and USD. At the same time, the weak Swedish currency has had a negative impact on raw material and consumable costs as these are also mainly purchased in EUR and USD.

Unrealized currency gains are included in Other expenses, reducing these by SEK 2.0 million (3.8). Unrealized currency gains also boosted financial items by SEK 0.8 million (1.7). Already realized currency gains of SEK 0.9 million (0.6) are posted in Other expenses.

New product development expenses of SEK 10.0 million (1.0), were capitalized during the year, leaving a closing balance of SEK 12.8 million. The capitalization concerns the development QTYPE® a new product for HLA typing based on Real-Time PCR (qPCR) methodology.

The group's operations are financed by shareholders' equity and loans. Interest-bearing liabilities amounted to SEK 110.7 million (92.8). The consolidated equity/assets ratio was 58 percent (63). Consolidated equity was SEK 204.9 million (216.1), corresponding to SEK 1.70 per share (1.80). Equity decreased by SEK 20.0 million due to the acquisition of all minority holdings in the group, and increased as the accrued interest of SEK 1.0 million was waived. Cash and cash equivalents totaled SEK 2.9 million (8.8).

Cash flow from operating activities before changes in working capital for the first six months was SEK 13.3 million (8.9). Unrealized currency gains of SEK 2.0 million are included in Adjustment for items not included in the cash flow. The Investing activities post includes investments in capitalized assets of SEK 10.0 million. The Financing activities post includes the acquisition of minority holdings of SEK 20.0 million less a debt to SSP Primers of SEK 14.0 million, net SEK 6.0 million, as well as a new bank loan of SEK 10.0 million, amortization of a bank loan of SEK 4.5 million as well the repayment of a loan to SSP Primers of SEK 4.0 million.

According to an agreement with SSP Primers AB during the first quarter, Allenex acquired 9.0 percent of Olerup SSP AB, 1.9 percent of Absorber AB, 25.0 percent of Olerup International AB as well as 50.0 percent of Olerup Inc. USA. Under the terms of the agreement, SSP Primers has waived any further claims on Allenex and the other companies in the group, regarding accrued interest, among other things. 2014 profit in Olerup SSP AB and Olerup International was transferred to Allenex in full. The debt to SSP Primers AB will be paid in three installments of SEK 4.0 million (February 2016), SEK 5.0 million (February 2017) and SEK 5.0 million (February 2018). A fixed interest rate of 3 percent paid annually in arrears will be charged on the outstanding amount.



#### RISKS AND UNCERTAINTIES

Allenex has long been a well-established business with well-known products in the field of genomic HLA typing based on SSP technology, with a significant market share. At the same time, the company faces market risk in the form of competition from other producers, the transition to more automated typing processes as well as new technologies, which may make it difficult for the company to maintain market share and margins.

Operational risk is primarily tied to the company's ability to constantly update its product range and to produce continually updated HLA test kits in pace with market demand.

Products sold and distributed on the basis of cooperation agreements with other companies increase the opportunity of strengthening market position and profitability, while they also carry an increased risk in light of the commitments in terms of resource investments and costs resulting from such agreements. The SBT products from the Australian company Conexio Genomics in particular are expected to achieve significant sales. At the same time, this involves significant competition and market risk. The ability to deliver the right quality on time has both a short and long-term significance for the business. For example, the inability of the partner to deliver due to production downtime could have a substantial negative effect on sales. Allenex has committed to minimum purchasing level from Conexio.

The transplantation test XM-ONE® is primarily established as a research product for larger centers. Work is underway to get the product established in broad clinical use. This has proven to take longer than planned and there is a risk that the product may not attain the success anticipated. This in turn could have a negative on the value of the company's intangible assets and other assets. To date, XM-ONE® is virtually alone in its field and has significant patent protection. However, work is ongoing at the company's competitors to establish similar testing methods. Therefore, there is a risk that the company's competitors may challenge the position that XM-ONE® has on the market.

The Allenex group has a significant exposure to exchange rate fluctuations due to the fact that most of the company's revenues are in EUR and USD, while costs are partly in SEK. This may signify a currency risk for the company. Allenex does not conduct currency hedging activities.

Attracting and maintaining qualified personnel for development, production, marketing, sales, logistics and administration is essential to group performance.

The value of the company is partly dependent on its ability to maintain and protect patents, other intellectual property rights and specific expertise. Patent protection for medical, medtech and biotech products can be uncertain and involve complex legal and technical issues. Patents must usually be sought and maintained in several jurisdictions, and issued patents may be challenged, invalidated and circumvented. For Allenex or its subsidiaries this may mean loss of or shortened patent protection, which in turn may mean that the company cannot prevent competitors from marketing similar products. The uncertainty

associated with patents and patent litigation and other patent processes, may have a negative impact on the competitiveness of Allenex and its subsidiaries, which in turn may have a negative effect on the their business.

Both clinical trials and the marketing and sales of products pose a significant risk in terms of product liability. When deemed necessary, the company obtains product liability insurance. No assurance can be given that insurance will cover future claims against Allenex or its subsidiaries.

In certain cases the company is dependent on approval through clinical trials or decisions from public authorities. There are no guarantees that the company will achieve satisfactory results in such trials, or that the required regulatory approval will be granted.

The group's customer relations are stable and long-term, with historically low credit losses. Credit evaluations are carried out on new customers. Credit risk is currently assessed as low, but any change in a negative direction could impact the company's results and financial position.

Part of the financing was raised at variable interest rates, therefore rising interest rates could lead to lower returns for the company, which in turn could affect the company's results and financial position. Based on the current circumstances, the group is of the opinion that it has sufficient liquidity to conduct its operations according to current plans. There is a risk that market conditions and sales will develop negatively, which may have a negative effect on liquidity. The group's ability to refinance maturing loans may also be adversely impacted by group performance and overall conditions in the financial markets.

The company's cash and cash equivalents are placed in liquid assets with low credit risk.

No significant changes in risk assessment have been made compared to the annual report 2014, pages 23-24.

## FINANCIAL INSTRUMENTS

Allenex financial instruments consist of trade account receivable, cash and cash equivalents, trade accounts payable, accrued supplier expenses and interest-bearing liabilities. Liabilities to credit institutions have variable interest rates. Liabilities to shareholders and SSP Primers AB have fixed interest rates, which essentially correspond to current market rates. Other financial assets and liabilities have short life spans. The fair value of all financial instruments is deemed to approximate the book value. Allenex has not netted any financial assets or liabilities and has not entered into any offset agreements.

## RELATED PARTY TRANSACTIONS

Transactions with related parties are detailed in Note 10 of the Allenex 2014 Annual Report. No substantial change has occurred in the content or scope of these transactions for the period.



## PARENT COMPANY

Revenues for the period amounted to SEK 2.1 million (2.1). Operating loss for the quarter was SEK 10.0 million (-10.3). The company's long-term intragroup receivables amounted to SEK 160.4 million (99.9). Cash and cash equivalents were SEK 0.5 million (0.4). The parent company had a negative cash flow from operations of SEK 12.1 million (-9.7). At the period end the parent company had 4 employees (4).

## THE SHARE AND SHAREHOLDERS

PRINCIPAL OWNERS 2015-09-30	No. Shares	OWNERSHIP STAKE %
Midroc Invest AB	43 678 850	36.3
FastPartner AB (publ)	38 886 307	32.3
Xenella Holding AB *)	11 174 755	9.3
Handelsbanken Liv **)	6 842 887	5.7
Avanza Pension	1 784 290	1.5
Handelsbanken fonder	573 813	0.5
Other	17 347 546	14.4
	120 288 448	100.0

<sup>\*)</sup> Xenella Holding AB is jointly owned by Midroc Invest AB and FastPartner AB (publ).

## ACCOUNTING PRINCIPLES

Allenex applies International Financial Reporting Standards (IFRS) as adopted by the EU and the Swedish Annual Accounts Act. This interim report was prepared in accordance with IAS 34 and the Annual Accounts Act for the group and in accordance with the Annual Accounts Act for the parent company. The accounting principles and methods of calculation applied for the group and the parent company are consistent with those used in the preparation of the most recent Annual Report.

<sup>\*\*)</sup> Mannersons Fastigheter AB's holding as per April 14, 2015 was transferred to Handelsbanken Liv.



## **FUTURE REPORT DATES**

Year-end report: February 25, 2016

Interim Report January-March: May 19, 2016

Allenex Annual General Meeting: May 19, 2016

The Annual General Meeting will be held in Stockholm on May 19, 2016. Shareholders wishing to have matters addressed at the meeting should submit their proposals in writing to the company at the following address: Allenex AB (publ), Attn: AGM 2016, Box 122 83, 102 27 Stockholm or via email to <a href="mailto:arsstamma@allenex.se">arsstamma@allenex.se</a>. All proposals must be received by Allenex by April 10, 2016 at the latest, or in sufficient time in order to guarantee that their proposals, if required, may be included in the AGM notice.

Stockholm, November 27, 2015

Anders Karlsson Chief executive officer

The information in this interim report is such that Allenex AB (publ) is required to disclose under the Securities Market Act and/or the Financial Instruments Trading Act. This report and earlier financial reports are available at <a href="https://www.allenex.com">www.allenex.com</a>

This information was released for publication on November 27, 2015 at 08.30 CET



## Auditor's Review Report

Allenex AB (publ), corp. reg. no. 556543-6127

#### Introduction

We have conducted a review of the financial interim information for Allenex AB (publ) at September 30, 2015 and of the ninemonth period ending on that date. The Board of Directors and CEO are responsible for preparing this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express an opinion on this interim report based on our review.

#### Focus and scope of the review

We conducted our review in accordance with the Standard on Review Engagements (SÖG) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with the Standards on Auditing in Sweden RS and other generally accepted auditing practices.

The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not provide the same level of assurance as a conclusion expressed based on an audit.

## Conclusion

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

Stockholm, November 27, 2015

Ernst & Young AB

Erik Åström Authorized public accountant



## Consolidated statement of comprehensive

income	2015	2014	2015	2014	2014
Amounts in SEK thousand	JULY-SEPT	JULY-SEPT	JAN-SEPT	JAN-SEPT	JAN-DEC
Net sales	32 248	32 439	99 799	94 521	125 216
Change in inventories	1 753	-1 272	1 884	-417	5 384
Capitalized work for own account	531	996	1 630	996	711
Other revenue	902	1 006	2 765	3 154	4 209
	35 434	33 169	106 078	98 254	135 520
Raw materials and consumables	-6 246	-6 053	-21 724	-18 613	-26 169
Other expenses	-12 110	-10 043	-30 168	-30 769	-38 850
Employee benefit expenses	-10 981	-9 055	-36 010	-33 600	-45 161
Depreciation/Amortization	-1 040	-756	-3 081	-1 837	-2 450
Operating results	5 057	7 262	15 095	13 435	22 890
Other financial expenses and income	-1 550	-281	-3 709	-2 831	-2 520
Results after financial items	3 507	6 981	11 386	10 604	20 370
Taxes	63	-590	-1 900	-2 567	-5 182
Net income for the period	3 570	6 391	9 486	8 037	15 188
Other comprehensive results for the period					
Components that will not be reclassified to net income	-	-	-	-	-
Components that will be reclassified to net income	-	-	-	-	-
Translation differences for the period	-380	-4 102	-6 069	-4 031	-6 850
Comprehensive income for the period	3 190	2 289	3 416	4 006	8 338
Total results for the period attributable to:					
Owners of the parent company	3 570	5 823	9 486	7 039	12 918
Non-controlling interests	0	568	0	998	2 270
Total results for the period attributable to					
Owners of the parent	3 190	3 857	3 416	5 256	10 228
Non-controlling interests	0	-1 568	0	-1 250	-1 890
Earnings per share, basic and diluted, SEK	0.03	0.05	0.08	0.06	0.11
Average number of outstanding shares, basic and diluted	120 288 448			120 288 448	
Number of shares at the period end	120 288 448	120 288 448	120 288 448	120 288 448	120 288 448



Consolidated statement of financial position	2015	2014	2014
Amounts in SEK thousand	SEPT 30	SEPT 30	DEC 31
Assets			
Goodwill	215 187	215 000	215 272
Other intangible assets	72 449	63 219	64 776
Tangible assets	3 583	3 302	3 278
Deferred tax assets	4 287	5 654	4 170
Total non-current assets	295 507	287 175	287 496
Inventories	39 580	32 396	38 106
Current receivables	16 430	14 599	17 002
Cash and cash equivalents	2 903	8 836	7 323
Total current assets	58 913	55 831	62 431
Total assets	354 419	343 006	349 927
Equity and liabilities			
Equity	204 926	216 148	220 480
Interest-bearing non-current liabilities	89 000	72 712	71 324
Deferred tax liabilities	15 985	13 407	14 321
Interest-bearing current liabilities	21 685	20 042	20 923
Non-interest bearing current liabilities	22 823	20 697	22 879
Total equity and liabilities	354 419	343 006	349 927
Concolidated statement of changes in equity	0045	0044	0044
Consolidated statement of changes in equity	2015 SEPT 30	2014	2014 DEC 31
Amounts in SEK thousand		SEPT 30	DEC 31
Opening balance	220 480	215 859	215 859
Dividends paid to non-controlling interests		-3 717	-3 717
Acquisition of minority holdings in subsidiaries	-18 970	-	-
Comprehensive results for the period	3 416	4 006	8 338
Closing balance	204 926	216 148	220 480
Of which attributable to:			
Owners of the parent company	204 926	226 238	231 210
Non-controlling interests	-	-10 090	-10 730
Consolidated statement of cash flow	2015	2014	2014
Amounts in SEK thousand	JAN-SEP	JAN-SEPT	JAN-DEC
Operating income	15 095	13 435	22 890
Adjustment for items not included in the cash flow	1 061	-2 003	-3 832
Financial items	-1 765	-2 365	-3 012
Taxes paid	-1 101	-118	-504
Cash flow from operations before changes in working capital	13 290	8 949	15 542
Increase (-)/Decrease(+) in inventories	-1 039	-2 663	-6 950
Increase (-)/Decrease(+) in operating receivables	-3 391	1 231	1 072
Increase (-)/Decrease(+) in operating liabilities	-2 377	862	802
Cash flow from operating activities	11 237	8 379	10 466
Cash flow from investing activities	-11 093	-1 250	-3 235
Cash flow from financing activities	-4 500	-8 217	-9 717
Cash flow for the period	-4 356	-1 088	-2 486
Cash and cash equivalents at the start of the period	7 323	10 046	10 046
Exchange rate differences in cash and cash equivalents	-64	-122	-237
Cash and cash equivalents at the period-end	2 903	8 836	7 323
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The Investing activities post includes investments in capitalized assets of SEK 10.0 million. The Financing activities post includes the acquisition of minority holdings of SEK 20 million, less a debt to SSP Primers of SEK 14 million, net SEK 6 million and a new bank loan of SEK 10 million, amortization of SEK 4.5 million as well as the repayment of a loan to SSP Primers AB of SEK 4 million.



Parent company income statement	2015	2014	2014
Amounts in SEK thousand	JAN-SEP	JAN-SEPT	JAN-DEC
Revenues	2 062	2 062	2 749
Other external costs	-6 179	-5 437	-7 738
Personnel costs	-5 821	-6 838	-7 958
Depreciation/amortization	-83	-81	-109
Operating results	-10 021	-10 294	-13 056
Other financial expenses and income	-1 488	-228	-778
Results after financial items	-11 509	-10 522	-13 834
Appropriations			
Group contributions received	-	-	38 355
Group contributions paid	-	-	-17 158
Results before tax	-11 509	-10 522	7 363
Taxes	0	0	0
Results for the period	-11 509	-10 522	7 363
Parent company statement of comprehensive income			
Results for the period	-11 509	-10 522	7 363
Other comprehensive results for the period	-	-	-
Comprehensive results for the period	-11 509	-10 522	7 363
Parent company balance sheet	2015	2014	
Amounts in SEK thousand	SEPT 30	DEC 31	
-	SEP1 30	DEC 31	
Assets	112	150	
Tangible assets	113 77 378	150 57 378	
Participations in group companies  Non-current intra-group receivables	160 405	96 003	
Deferred tax assets	1626	1 626	
Total non-current assets	239 522	155 157	
Current receivables	11 511	73 944	
	481	73 944 91	
Cash and bank Total current assets	11 992	74 035	
Total assets	251 514	229 192	
Equity and liabilities			
Equity	153 634	165 143	
Non-current liabilities	30 000	19 609	
Current liabilities	67 880	44 440	
Total equity and liabilities	251 514	229 192	
Changes in equity, parent company			
Opening balance	165 413	157 780	
Results for the period	-11 509	7 363	
Equity and liabilities	153 634	165 143	
Equity and natimites			



Key figures group	2015	2014
	JAN-SEP	JAN-SEPT
Net sales, SEK thousand	99 799	94 521
Operating income, SEK thousand	15 095	13 435
Earnings after tax, SEK thousand	9 486	8 037
Earnings per share, basic and diluted, SEK	0.08	0.06
Equity per share, SEK	1.70	1.80
Equity/assets ratio, %	58	63
Return on equity, %	5	3
Average number of employees	56	55
Number of shares outstanding at the period-end	120 288 448	120 288 448
Average number of shares outstanding	120 288 448	120 288 448
Share price at the period-end, SEK	2.12	1.93
Market cap, SEK thousand	255 012	232 157

Definitions:

Earnings per share Equity per share Equity/assets ratio Return on equity

Earnings after tax attributable to the owners of the parent company divided by the average number of outstanding shares. Equity divided by the number of outstanding shares at the period end. Equity at the period-end in relation to total assets. Results attributable to parent company shareholders divided by equity attributable to the owners of the

Operating margin Earnings before financial items divided by net sales

For a more detailed glossary see annual report 2014, page 63



# Companies in the Allenex group

## PRODUCTION AND R&D COMPANIES



Olerup SSP AB is world leading in the development of kits for genomic HLA typing, based on SSP technology. The product is used prior to a transplantation to match the donor and recipient. The better the match the lower the risk of complications following transplantation. HLA typing is a standard procedure prior to hematopoietic stem cell transplantation (bone marrow transplantation) and is also used in conjunction with organ transplants (kidney, lung, heart, etc.). Since 2011, Olerup SSP has an exclusive global agreement (excl. Australia, New Zealand and Taiwan) with Conexio Genomics, Perth, Australia. The agreement runs through April 2018. Allenex ownership stake in Olerup SSP AB is 100 percent. For more information visit www.olerup-ssp.com

## SALES & DISTRIBUTION COMPANIES



Olerup GmbH, based in Vienna, is responsible for sales, distribution and logistics in Europe and the rest of the world excluding North, Central and South America as well as the Nordic region. Sales encompass Olerup SSP's HLA typing products and AbSorber's XM-ONE® transplantation test. Furthermore, from mid-year 2011, the company also sells and distributes products from the Australian company Conexio Genomics. Sales are conducted by a proprietary sales team in Germany, Austria, Belgium, the Netherlands and Slovenia. Sales in other markets are handled by distributors. Allenex ownership stake in Olerup GmbH is 100 percent. For more information visit www.olerup.com



AbSorber develops products that facilitate successful transplantation. AbSorber's transplantation test XM-ONE®, identifies antibodies that play a key role in rejection reactions. The company's research portfolio also includes a patented ABO column for transplantations between people of different blood groups and an ABO diagnostic test that measures the occurrence of blood group antibodies. Allenex ownership stake of AbSorber is 100 percent. For more information visit <a href="https://www.absorber.se">www.absorber.se</a>



Olerup Inc., domiciled in West Chester, PA, USA, is responsible for the sales, distribution and logistics of Olerup SSP and AbSorber products. Furthermore, since mid-2011, the company sells and distributes products from the Australian company Conexio Genomics. The company has its own sales organization in the US, while sales in Canada and Central and South America are handled by distributors. Allenex ownership stake in Olerup Inc. is 100 percent. For more information visit www.olerup.com