

# REPORT ON OPERATIONS 2015

## XVIVO PERFUSION AB (PUBL)

XVIVO Perfusion is a medical technology company which develops and markets solutions and systems for assessing the usability of organs, enabling the treatment of organs and maintaining organs in good condition outside the body pending transplantation. Currently, the company's product Perfadex® has a market share of more than 90 percent in the traditional preservation of lungs for transplantation. The company's products XPS™ and STEEN Solution™ for warm perfusion have regulatory approval in all major markets, and are the only products today to have received regulatory approval from the FDA for warm perfusion of lungs. XVIVO Perfusion employs 12 people at its headquarters in Gothenburg, Sweden, and eight at its office for North & South America in Denver, USA. The XVIVO share is listed on NASDAQ OMX First North and has the ticker symbol XVIVO. The Certified Adviser is Redeye, [www.redeye.se](http://www.redeye.se).



# STRONG SALES GROWTH AND INCREASED EBITDA

## FOURTH QUARTER 2015 (OCT – DEC)

- Net sales in the quarter amounted to SEK 32.7 (25.5) million, corresponding to an increase of 28 percent. Net sales increased by 17 percent in local currency.
- Operating income before depreciation and amortization (EBITDA) amounted to SEK 6.9 (3.1) million, corresponding to an EBITDA margin of 21 percent.
- Net income amounted to SEK 2.8 (0.3) million, resulting in earnings per share of SEK 0.13 (0.01). The figures are affected by amortization and depreciation of SEK 3.1 (2.6) million.
- Cash flow from operating activities was SEK 2.9 (-5.4) million.
- Net sales of non-Durable goods\* in the quarter amounted to SEK 29.1 (25.5) million, corresponding to an increase of 14 percent in SEK. Sales of non-Durable goods increased by 5 percent in local currency.
- Products for warm perfusion (STEEN Solution™, the XPS™ and products related to the use of the XPS™) accounted for 40 (34) percent of total product sales.
- Three XPS™ was delivered during the quarter. One to the US and two to Europe, whereof one to the world's second largest lung transplant clinic in Vienna, Austria.
- The China Food and Drug Administration (CFDA) approved STEEN Solution™ for marketing and clinical use in China.

## THE PERIOD 2015 (JAN – DEC)

- Net sales in the period amounted to SEK 120.2 (84.7) million, corresponding to an increase of 42 percent. Net sales increased by 25 percent in local currency.
- Operating income before depreciation and amortization (EBITDA) amounted to SEK 18.8 (11.4) million, corresponding to an EBITDA margin of 16 percent.
- Net income amounted to SEK 5.1 (5.2) million, resulting in earnings per share of SEK 0.24 (0.25) after depreciation and amortization of SEK 11.6 (3.9) million had been charged to the period.
- Cash flow from operating activities was SEK 8.6 (-4.6) million.
- Net sales of non-Durable goods\* in the period amounted to SEK 106.0 (83.2) million, corresponding to an increase of 27 percent in SEK. Sales of non-Durable goods increased by 12 percent in local currency.
- Products for warm perfusion (STEEN Solution™, the XPS™ and products related to use of the XPS™) accounted for 39 (28) percent of total product sales.
- The first XPS™ was delivered to Europe. During the year a total of 4 clinics in Europe gained access to the XPS™, including the world's second largest lung transplant clinic in Vienna, Austria.
- The United States Patent and Trademark Office approved a third patent in the "Preservation and evaluation solution" family, which means that STEEN Solution™ and the XPS™ have broader patent protection in the US.
- A strategic decision was made to apply for listing on Nasdaq Stockholm's main market during 2016.
- The first liver transplant using STEEN Solution™ was performed in Toronto, Canada, as part of a clinical phase I study.

## SIGNIFICANT EVENTS AFTER THE END OF THE QUARTER

- A decision was made to apply for listing on the First North Premier segment as one step on the way to preparing the company for an application for listing on NASDAQ Stockholm's main market.
- The company has obtained a CE mark for a patent-protected product, PrimECC®, which has been developed to prime heart-lung machines before open heart surgery. The company will expand the clinical documentation for PrimECC® through more clinical studies in 2016.
- At the time of publication of this report, 23 clinics have access to the XPS™, including 18 clinics in the US and 4 clinics in Europe.
- After the end of the quarter one XPS™ contract was signed in Europe.

\* Durable goods are sales revenues from the XPS™. See table on page 19 at the end of the report for product definitions.

## MILESTONES PASSED DURING THE YEAR

Sales exceeded SEK 100 million for the first time (SEK 120 million).

The first XPS™ delivered to Europe.

The first liver transplant using STEEN Solution™ was performed.

STEEN Solution™ approved for clinical use in China.

## CEO'S COMMENTS



2015 was XVIVO Perfusion's most successful year so far and we passed several important milestones. One of these was the fact that sales exceeded SEK 100 million for the first time and another was the breakthrough of the XPS™ in Europe, where 4 XPS™ were delivered. One of these went to Vienna, which is the world's second

largest lung transplant clinic. This means considerably higher potential for sales in Europe when clinics have been trained to begin clinical EVLP. A third milestone was the broadening of the use of STEEN Solution™ to more organs when the first liver transplant using STEEN Solution™ was performed during the year. The product portfolio was further strengthened by PrimECC®, as was reported just after the turn of the year. This is a product with great potential as it is developed for the priming of heart-lung machines and several hundred thousand operations are performed using a heart-lung machine every year.

It is pleasing to note that sales growth for 2015 continues to be strong (+42 percent) and that new products for warm perfusion (the XPS™, single use products for the XPS™ and STEEN Solution™) account for an increasing share of sales. This strong development of sales was accompanied by a gross margin that continues to be good and an improved EBITDA margin, even though large investments in research and building up the marketing organization were made during the year.

### NEW MANAGEMENT TEAM IN 2016

To ensure that the development of XVIVO Perfusion continues to be good, the management team has been

strengthened and consists of 6 people, three of whom are stationed in the US and three in Sweden. As a large proportion of sales are in the American market, we have strengthened the American organization in a number of ways within marketing and sales, clinical support and clinical research. The aim is to promote further good development of sales there.

### INCREASED FOCUS ON RESEARCH INTO NEW INDICATIONS

As we have reported previously, the first liver transplant using warm perfusion with STEEN Solution™ was performed during the summer of 2015. A total of 11 patients have so far received transplants in the liver study using STEEN Solution™ in Canada and the results have been good. This is part of the long-term work of expanding the use of warm perfusion using STEEN Solution™ to more organs and to other types of treatment, for example the administering of drugs to isolated organs so as to be able to optimize dosage at the same time as side effects are reduced.

### OUTLOOK FOR 2016: FOCUS ON GLOBAL LEADERSHIP IN THE FIELD OF WARM PERFUSION

A strong focus of our business is to establish the XPS™ and STEEN Solution™ globally as standard treatment in organ transplants. During 2016 we will continue to work on expanding the installation base of the XPS™ in both the US and in Europe, and we will also increase investments in XPS™ training and marketing of the XPS™ and STEEN Solution™. The focus of our research is to continue to lead the development of innovative techniques in the field of lung transplantation and develop warm perfusion for more organs and other indications such as the treatment of isolated organs for cancer.

Magnus Nilsson  
CEO

## CONFERENCE CALL

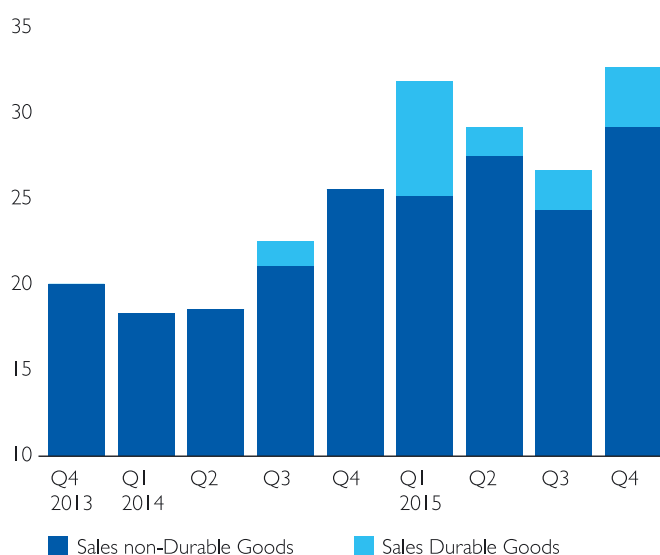
CEO Magnus Nilsson will present the report in a conference call at 2 p.m. CET on Thursday, February 4, 2016.  
Telephone: +44 (0) 1452 555566, enter code 68991296.

## FOURTH QUARTER 2015 (OCTOBER - DECEMBER)

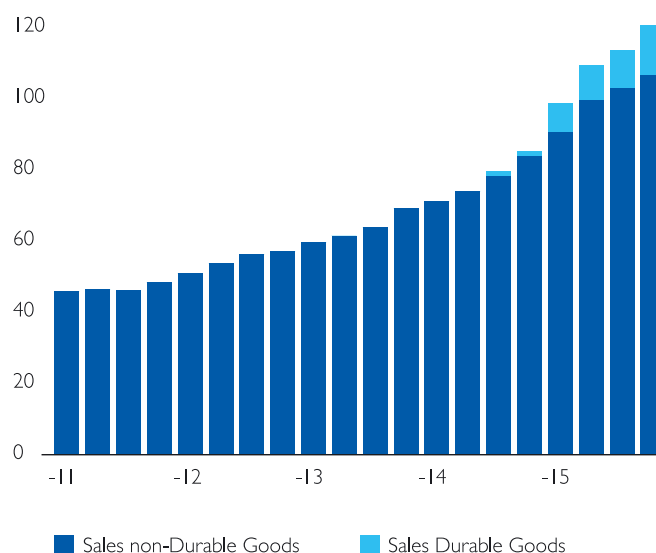
### NET SALES

XVIVO Perfusion's net sales of non-Durable goods\* in the quarter amounted to SEK 29.1 (25.5) million, corresponding to an increase of 14 percent in SEK and an increase of 5 percent

NET SALES PER QUARTER (SEK MILLIONS)\*



NET SALES ROLLING 12 MONTHS (SEK MILLIONS)\*



## COMPILATION OF NET SALES AND EBITDA

TSEK	January - December 2015	2014	October - December 2015	2014
<b>Net Sales non-Durable Goods</b>	<b>105 977</b>	<b>83 229</b>	<b>29 139</b>	<b>25 543</b>
Net Sales Durable Goods	14 268	1 473	3 541	0
Net Sales Total	120 245	84 702	32 680	25 543
<b>Cost of Goods non-Durable Goods</b>	<b>-23 826</b>	<b>-19 187</b>	<b>-5 877</b>	<b>-5 937</b>
Cost of Goods Durable goods	-11 459	-1 469	-2 178	0
Cost of Goods Total	-35 285	-20 656	-8 055	-5 937
<b>Gross income non-Durable Goods</b>	<b>82 151</b>	<b>64 042</b>	<b>23 262</b>	<b>19 606</b>
<b>Gross margin non-Durable Goods, %</b>	<b>78%</b>	<b>77%</b>	<b>80%</b>	<b>77%</b>
Gross income Durable Goods	2 809	4	1 363	0
Gross income Total	84 960	64 046	24 625	19 606
Gross margin Total, %	71%	76%	75%	77%
Costs before depreciation and amortization				
Selling expenses	-32 052	-22 669	-9 095	-5 794
Administrative expenses	-12 638	-10 842	-3 143	-2 970
Research and development costs	-20 931	-19 455	-5 373	-7 931
Other operating revenues and expenses	-538	334	-133	196
<b>EBITDA</b>	<b>18 801</b>	<b>11 414</b>	<b>6 881</b>	<b>3 107</b>
<b>EBITDA in relation to Sales non-Durable Goods, %</b>	<b>18%</b>	<b>14%</b>	<b>24%</b>	<b>12%</b>
EBITDA in relation to Net Sales Total, %	16%	13%	21%	12%
Amortization and Depreciation	-11 589	-3 924	-3 087	-2 607
<b>Operating income</b>	<b>7 212</b>	<b>7 490</b>	<b>3 794</b>	<b>500</b>

\* Durable goods are sales revenues from the XPS™. See table on page 19 at the end of the report for product definitions.

## INCOME

Operating income before depreciation and amortization (EBITDA) amounted to SEK 6.9 (3.1) million, corresponding to an EBITDA margin of 21 percent.

The gross margin for non-Durable goods during the quarter was 80 (77) percent; the increase is mainly due to positive exchange rates. The total gross margin during the quarter was 75 (77) percent and the decrease is attributable to increased share of XPS™ sales.

Selling expenses in relation to sales were 28 (23) percent. During the quarter additional resources have been invested in the continued establishment of STEEN Solution™ and the XPS™ in the US and Europe, mainly related to employment of two marketing and sales directors for the US and Europe. R&D costs were 24 (41) percent of sales. The decrease is due to economies of scale from increased sales in addition to a non-recurring legal cost of SEK 2.7 million in comparable quarter. Administrative expenses amounted to 10 (12) percent of sales and the decrease is due to economies of scale. The quarter entails one-time expenses of SEK 0.3 million related to preparations for listing on Nasdaq Stockholm's main list. Net other operating revenues and expenses during the quarter were SEK -0.5 (0.2) million. During the quarter, SEK 1.6 million (1.1) of the development costs for STEEN Solution™ were capitalized as an intangible asset. The whole sum is attributable to the continuing NOVEL study with the aim of PMA approval. Depreciation and amortization for the period amounted to SEK 3.1 (2.6) million, of which SEK 2.4 million is amortization of the HDE approval.

## CASH FLOW

Cash flow from operating activities amounted to SEK 2.9 (-5.4) million. Investments amounted to SEK 4.2 (1.6) million, of which SEK 1.6 (1.1) million was invested in the continued NOVEL study with STEEN Solution™ in the US. The cash flow from financing activities was SEK 0.0 (0.0) million. Cash and cash equivalents at the end of the quarter amounted to SEK 41.2 (48.2) million.

## FINANCING

XVIVO Perfusion's total credit facilities consist of an overdraft facility that at the end of the quarter amounted to SEK 20 (20) million, of which SEK 0.0 (0.0) million was utilized. The equity/assets ratio was 91 (89) percent at the end of the quarter.

## STEEN SOLUTION™ APPROVED IN CHINA

CFDA has approved STEEN Solution™ for lung transplantation, which allows sales of STEEN Solution™ for clinical use in lung transplants in China. China currently accounts for less than five percent of all lung transplants in the world, despite the large share of the world's population, but the market has shown rapid growth in recent years and there is a great need for more donated lungs for lung transplantation.

## THE PERIOD 2015 (JANUARY - DECEMBER)

### NET SALES

XVIVO Perfusion's net sales of non-Durable goods\* in the period amounted to SEK 106.0 (83.2) million, corresponding to an increase of 27 percent in SEK and an increase of 12 percent in local currency. Total net sales in the period amounted to SEK 120.2 (84.7) million, corresponding to an increase of 42 percent. Products for warm perfusion (STEEN Solution™ and products related to the use of the XPS™) accounted for 30 (27) percent of the total sales of non-Durable goods. Products for warm perfusion (STEEN Solution™ and products related to the use of the XPS™ and XPS™) accounted for 39 (28) percent of the total sales inclusive of non-Durable goods.

### INCOME

Operating income before depreciation and amortization (EBITDA) amounted to SEK 18.8 (11.4) million, corresponding to an EBITDA margin of 16 percent. One-time expenses from the legal process with Vivoline and preparations for listing on the Nasdaq Stockholm's main list has been charged against the period with SEK 2.0 (4.3) million. EBITDA adjusted for these one-off costs amounted to SEK 20.8 million, corresponding to an EBITDA margin of 17 percent.

The gross margin for non-Durable goods during the period was 78 (77) percent; the increase is mainly due to favorable exchange rates. The total gross margin during the period was 71 (76) percent, the decrease attributable to increased share of XPS™ sales.

Selling expenses in relation to sales were 27 (27) percent. During the period additional resources have been invested in the continued establishment of STEEN Solution™ and the XPS™ in the US and Europe. R&D costs were 26 (27) percent of sales. Amortization of the intangible STEEN Solution™ asset amounted to SEK 9.8 (3.3) million. During the period increased investments have been made into research of new indications, mainly the liver indication. R&D expenses have been impacted by one-time expenses from the legal process with Vivoline of SEK 1.7 (4.3) million. Administrative expenses decreased to 11 (13) percent, mainly due to economies of scale. Net other operating revenues and expenses during the period were SEK -1.5 (0.3) million. During the period, SEK 5.8 (14.5) million of the development costs for STEEN Solution™ were capitalized as an intangible asset. The whole sum is attributable to the continued NOVEL study with the aim of PMA approval. Depreciation and amortization for the period amounted to SEK 11.6 (3.9) million, of which SEK 9.8 (3.3) million is amortization of the FDA HDE approval.

\* Durable goods are sales revenues from the XPS™. See table on page 19 at the end of the report for product definitions.

## CASH FLOW

Cash flow from operating activities amounted to SEK 8.6 (-4.6) million. Investments amounted to SEK 14.3 (15.4) million, of which SEK 5.8 (14.5) million was invested in the continuing NOVEL study with STEEN Solution™ in the US and SEK 6.8 million was invested in XPS™ for leasing to customers. The cash flow from financing activities was SEK -1.5 (63.5) million. Cash and cash equivalents at the end of the period amounted to SEK 41.2 (48.2) million.

## SETTLEMENT BETWEEN XVIVO PERFUSION AND VIVOLINE MEDICAL

XVIVO Perfusion and Vivoline Medical have reached an agreement whereby, amongst other things, XVIVO Perfusion withdraws its claim at Lund District Court and compensates Vivoline for trial costs in the amount of approximately SEK 1.6 million. This sum was charged to the first quarter of 2015. Through this agreement, the parties' differences in regard to the dispute have been definitively settled.

The settlement does not affect XVIVO Perfusion's current operations and strategy. The company's own products STEEN Solution™, which is protected by patents granted until 2021 (in the US until 2022), and Perfadex® are not part of the underlying dispute which the settlement applies to.

## XVIVO PERFUSION GRANTED METHOD PATENT FOR STEEN SOLUTION™ IN USA

The United States Patent and Trademark Office (USPTO) has approved a third patent in the "Preservation and evaluation solution" family. This means not only that STEEN Solution™ has broader patent protection in the USA but also that XVIVO Perfusion has patent protection for use of a wide variety of alternative perfusion solutions for organ perfusion and evaluation. The patent is valid until the end of 2022.

## XPS™ REGULATORY APPROVED IN AUSTRALIA AND CANADA

XVIVO Perfusion has received TGA approval of the XPS™ (XVIVO Perfusion System) in Australia as well as approval from Health Canada to market the XPS™ in Canada. This enables sales of the XPS™ in Australia and Canada.

## FIRST LIVER TRANSPLANT WITH STEEN SOLUTION™ PERFORMED

The first clinical liver transplant with a liver perfused with STEEN Solution™ was performed in Toronto, Canada. In total 11 successful liver transplants have been performed as part of a phase I clinical trial. The liver was perfused with STEEN Solution™ under normothermic conditions. STEEN Solution™ was originally developed for warm perfusion and evaluation of lungs and is modified when perfusing a liver. The modified STEEN Solution™ decreases inflammation and protects the liver from injury.

## DECISION TO APPLY FOR LISTING ON NASDAQ STOCKHOLM'S MAIN LIST

The board decided to apply for a listing on Nasdaq Stockholm's main list during 2016. This will entail one-time expenses for the company which will be recognized and reported on an ongoing basis during the coming year.

## OUTLOOK FOR 2016

As the number of lungs that can be transplanted using traditional cold perfusion cannot be predicted to increase more than the number of lungs donated, it is expected that growth will come primarily from warm perfusion using the STEEN Solution™ method. The focus during 2016 is therefore to establish the STEEN Solution™ method as the standard treatment for lung transplantation. We see increased interest in Europe and Australia for the XPS™ system and the focus will be on the XPS™ launch, as well as on establishing the STEEN Solution™ method at more clinics by means of the good clinical results demonstrated so far. Approximately five percent of the total number of lung transplants in the world today is carried out in Asia, the Middle East and Eastern Europe, but with greater economic strength the number of lung transplants will increase in these parts of the world. By establishing the STEEN Solution™ method early in these markets, this development can be more rapid than would otherwise have been possible.

In the USA the main focus will be on the launch of STEEN Solution™ and the XPS™ and above all on as many clinics as possible gaining access to and beginning to use the XPS™ and warm perfusion with STEEN Solution™ clinically. Resources for sales and marketing in the USA will be increased to establish the STEEN Solution™ technology, which is expected to contribute positively to sales during 2016. Amortization of the capitalized expenses for STEEN Solution's™ HDE approval will be charged against income on a yearly basis to the tune of SEK 9.8 million. The clinical NOVEL study will continue with the goal of attaining PMA approval in the American market (current approval is a so-called HDE, Humanitarian Device Exemption). Expenses for the company related to documenting the results of this PMA study will be capitalized on an ongoing basis.

Lung availability is also the limiting factor for increasing the number of transplantations of other organs than lungs. The focus of research and development is therefore on developing the use of the STEEN Solution™ method for more indications and on developing other similar areas of use such as the warm perfusion of organs still in the body.

## THE COMPANY IN BRIEF

### OPERATIONS

XVIVO Perfusion AB is a medical technology company which develops solutions and systems for selecting usable organs and maintaining them in optimal condition pending transplantation. Today, the company's product Perfadex® has a market share of more than 90 percent in the traditional preservation of lungs for transplantation. The company's products XPS™ and STEEN Solution™ for warm perfusion are the only products on the market that have FDA approval for warm perfusion of lungs in the US.

### LUNG TRANSPLANTATION

A great problem in transplantation healthcare is the lack of available lungs. Currently in the USA, only around 20 percent of the available donated lungs are transplanted as it is considered far too risky to transplant the remaining majority. By using XVIVO's product STEEN Solution™, the organ is cleared of harmful substances from the donor, thus creating a better environment for the organ's cells. The technology thereby allows the organ to "recover" when possible. It also allows for functional testing to be performed outside the body. In clinical use in the US, Europe, Australia and Canada it has emerged that once STEEN Solution™ perfusion has been carried out, many of the organs that were initially "refused" are assessed as being usable and have been successfully transplanted into patients with end stage lung disease. Therefore the use of STEEN Solution™ has the potential to increase the total number of lung transplants.

### NEW INDICATIONS

The company conducts preclinical and clinical research in transplantation of other organs than lungs as well as drug delivery to an isolated organ.

### BUSINESS CONCEPT

XVIVO Perfusion's business concept is to increase the survival rate of patients in need of an organ transplant by providing effective products that increase the availability and survival potential of organs once transplanted.

### VISION

The company's vision is that no one should have to die waiting for a new organ.

### OBJECTIVE

The company's objective is to establish the warm perfusion of organs with the XPS™ and STEEN Solution™ as the standard treatment in the transplantation of lungs and other organs.

### STRATEGY

XVIVO Perfusion's strategy focuses on getting lung evaluation outside the body using the XPS™ and STEEN Solution™ accepted as a standard procedure. XVIVO Perfusion has demonstrated through published preclinical and clinical studies that warm perfusion of organs using the STEEN Solution™ method

results in more available organs, thereby giving more patients the potential to have a life-saving treatment, better quality of life, socioeconomic gains, and lower morbidity and mortality. Furthermore, the company will strive to increase awareness of the STEEN Solution™ method in important groups of stakeholders and will work with key opinion leaders in the area.

## OTHER INFORMATION

### ORGANIZATION AND PERSONNEL

At the end of quarter the number of employees was 21, of whom eleven were women and ten were men. Of these, thirteen people were employed in Sweden and eight in the USA. In addition, the company uses around five consultants.

### INFORMATION ON TRANSACTIONS WITH RELATED PARTIES

No transactions that have substantially affected the company's results and financial position have been carried out with related parties during the quarter.

### RISK MANAGEMENT

XVIVO Perfusion is constantly working to identify, evaluate, and manage risks in different systems and processes. Risk analyses are performed continually with regard to the company's normal business activities and also in connection with activities that are outside XVIVO Perfusion's regular quality system.

Significant risks and uncertainty factors

There are a number of risk factors which impact and may have a future impact on XVIVO Perfusion AB's business.

The risks are presented in the following areas:

- Market risks
- Operational risks
- Legal and regulatory risks
- Financial risks

### MARKET RISKS

Lung transplants are an expensive but life-saving procedure for which there is no alternative medical treatment. The cost of transplantations is largely compensated for by the reduction in the treatment costs otherwise related to the patient. Today there is a lack of organs, which is usually the main obstacle to being able to perform more transplants. Other market risks are access to financial funds and medical resources at clinics around the world. XVIVO Perfusion currently assesses that the business is not significantly impacted by changes in the world economy.

### OPERATIONAL RISKS

These primarily comprise risks that limit or prevent XVIVO Perfusion from developing, manufacturing and selling quality, effective and safe products. The risks have been identified and essentially reduced to manageable levels by entering into

agreements with suppliers, partners and customers. XVIVO Perfusion is a company of limited size and the organization is still being built up. XVIVO Perfusion's future development is partly dependent on key people with specialist knowledge remaining in the organization.

#### LEGAL AND REGULATORY RISKS

The market for XVIVO Perfusion is affected by applicable legislation and other regulations. Changes in legislation or political decisions may affect XVIVO Perfusion's ability to run or develop the business. The clinical NOVEL study in the US is still ongoing with the aim of attaining PMA approval in the American market (current approval is a so-called HDE, Humanitarian Device Exemption) for STEEN Solution™ and XPS™.

Due to the nature of the business, there is a risk of claims for damages and liability. To protect the Group from the financial effects of any such claims, XVIVO Perfusion is insured against general and business-related claims for damages.

#### FINANCIAL RISKS

The majority of XVIVO Perfusion's sales are in a currency other than SEK. The US dollar and the Euro are the most important currencies. Costs are largely in SEK but a considerable portion is in US dollars. XVIVO Perfusion does not hedge its revenues in foreign currency today, which means that there is a currency risk for the business.

#### SEASONAL EFFECTS

XVIVO Perfusion's sales are marginally affected by seasonal effects. There is slightly less activity during the summer months.

#### EVENTS AFTER THE END OF THE REPORTING PERIOD

No events have occurred after the end of the reporting period that significantly affect the assessment of the financial information in this report. A decision was made to apply for listing in the First North Premier segment as one step on the way to preparing the company for an application for listing on NASDAQ Stockholm's main market.

#### ELECTION COMMITTEE

The following people have been appointed as members of XVIVO Perfusion's Election Committee for the 2016 Annual General Meeting:

Gösta Johannesson, representing Bure Equity AB  
Martin Lewin, representing Eccenovo AB,  
Thomas Olausson

The appointments have been made in accordance with the instructions regarding principles for the appointment of the company Election Committee which were determined at the Annual General Meeting of XVIVO Perfusion AB (publ) on April 23, 2015.

#### ANNUAL GENERAL MEETING AND ANNUAL REPORT

The Annual General Meeting of XVIVO Perfusion AB (publ) will be held on May 3, 2016 in Gothenburg. Shareholders who wish to have an item considered at the Annual General Meeting can submit a written request to the Board to this effect. Such a request for an item to be considered is to be sent to XVIVO Perfusion AB (publ), Att: Chairman of the Board, Box 53015, 400 14 Gothenburg, and must have been received by the Board no later than seven weeks before the Annual General Meeting, or otherwise in such good time that the matter, where necessary, can be included in the notice to attend the Annual General Meeting.

It is estimated that XVIVO Perfusion's Annual Report for 2015 will be available for download on XVIVO Perfusion's website during the week commencing Monday, April 11.

February 4, 2016  
Gothenburg

The Board

#### THIS REPORT HAS BEEN BRIEFLY REVIEWED BY THE COMPANY'S AUDITORS.

#### FINANCIAL REPORTS

XVIVO Perfusion's interim reports are published on the company's website, [www.XVIVOperfusion.com](http://www.XVIVOperfusion.com). Following reports are planned to be submitted in 2016:

Interim report January-March: Tuesday, April 26

Interim report April-June: Friday, July 15

Interim report July-September: Thursday, October 27

#### FOR FURTHER INFORMATION, PLEASE CONTACT

Magnus Nilsson, CEO, +46 31 788 21 50,  
[magnus.nilsson@XVIVOperfusion.com](mailto:magnus.nilsson@XVIVOperfusion.com)  
Christoffer Rosenblad, CFO, +1 720 616 2101,  
[christoffer.rosenblad@XVIVOperfusion.com](mailto:christoffer.rosenblad@XVIVOperfusion.com)

The Certified Adviser is Redeye, [www.redeye.se](http://www.redeye.se)

*XVIVO Perfusion is required to publish the information in this report in accordance with the Swedish Securities Market Act and/or the Financial Instruments Trading Act. The information was submitted for publication on February 4, 2016 at 8.30 am.*



## CONSOLIDATED INCOME STATEMENTS

SEK THOUSANDS	January – December 2015	December 2014	October – December 2015	December 2014
Net sales	120 245	84 702	32 680	25 543
Cost of goods sold	-35 285	-20 656	-8 055	-5 937
<b>Gross income</b>	<b>84 960</b>	<b>64 046</b>	<b>24 625</b>	<b>19 606</b>
Selling expenses	-32 052	-22 669	-9 095	-5 794
Administrative expenses	-13 154	-11 102	-3 384	-3 034
Research and development costs	-31 086	-23 119	-7 877	-10 474
Other operating revenues and expenses	-1 456	334	-475	196
<b>Operating income</b>	<b>7 212</b>	<b>7 490</b>	<b>3 794</b>	<b>500</b>
Financial income and expenses	186	28	-122	166
<b>Income after financial items</b>	<b>7 398</b>	<b>7 518</b>	<b>3 672</b>	<b>666</b>
Taxes	-2 267	-2 302	-874	-382
<b>Net income</b>	<b>5 131</b>	<b>5 216</b>	<b>2 798</b>	<b>284</b>
<b>Attributable to</b>				
Parent Company's shareholders	5 131	5 216	2 798	284
Earnings per share, SEK	0,24	0,25	0,13	0,01
Earnings per share, SEK*	0,24	0,25	0,13	0,01
Average number of outstanding shares	21 512 769	20 537 769	21 512 769	21 512 769
Average number of outstanding shares*	21 561 519	20 732 769	21 512 769	21 707 769
Number of shares at closing day	21 512 769	21 512 769	21 512 769	21 512 769
Number of shares at closing day*	21 512 769	21 707 769	21 512 769	21 707 769
<b>EBITDA</b>	<b>18 801</b>	<b>11 414</b>	<b>6 881</b>	<b>3 107</b>
Amortization	-10 155	-3 664	-2 504	-2 543
Depreciation	-1 434	-260	-583	-64
<b>Operating income</b>	<b>7 212</b>	<b>7 490</b>	<b>3 794</b>	<b>500</b>

\* After dilution. See note 2 for information on warrant programs.

## STATEMENT OF COMPREHENSIVE INCOME

SEK THOUSANDS	January – December 2015	December 2014	October – December 2015	December 2014
<b>Net income</b>	<b>5 131</b>	<b>5 216</b>	<b>2 798</b>	<b>284</b>
<b>Other comprehensive income</b>				
<i>Items that may be reclassified to the income statement</i>				
Exchange rate differences	3 119	7 005	-182	3 577
Tax attributable to items that have been transferred, or can be transferred to net income	-328	-676	19	-395
<b>Total other comprehensive income, net after tax</b>	<b>2 791</b>	<b>6 329</b>	<b>-163</b>	<b>3 182</b>
<b>Total comprehensive income</b>	<b>7 922</b>	<b>11 545</b>	<b>2 635</b>	<b>3 466</b>
<b>Attributable to</b>				
Parent Company's shareholders	7 922	11 545	2 635	3 466

## CONSOLIDATED BALANCE SHEETS

SEK THOUSANDS	Dec 31, 2015	Dec 31, 2014
<b>ASSETS</b>		
Goodwill	3 849	3 600
Other intangible fixed assets	93 086	97 135
Tangible fixed assets	7 123	1 124
Financial fixed assets	4 487	4 918
Inventories	28 598	26 189
Accounts receivable	19 513	12 194
Other current receivables	6 290	6 556
Liquid funds	41 234	48 203
<b>Total assets</b>	<b>204 180</b>	<b>199 919</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>		
Shareholders' equity, attributable to the Parent Company's shareholders	184 874	178 420
Provisions	3 725	3 584
Accounts payable	3 650	6 468
Overdraft	-	-
Current tax liabilities	1 574	2 688
Other short-term liabilities	729	1 129
Accrued expenses and prepaid income	9 628	7 630
<b>Total shareholders' equity and liabilities</b>	<b>204 180</b>	<b>199 919</b>
Pledged assets for own liabilities	24 481	23 176
Contingent liabilities	-	-

## CONSOLIDATED KEY RATIOS

SEK THOUSANDS	January – December		October – December	
	2015	2014	2015	2014
Gross Margin non Capital goods, %	78	77	80	77
Gross margin, %	71	76	75	77
Operating margin before R&D costs, %	32	36	36	43
EBITDA portion of net sales non Capital goods, %	18	14	24	12
EBITDA, %	16	13	21	12
Operating margin, %	6	9	12	2
Net margin, %	4	6	9	1
Equity/assets ratio, %	91	89	91	89
Return on equity, %	3	3	2	0
Income per share, SEK	0,24	0,25	0,13	0,01
Shareholders' equity per share, SEK	8,59	8,29	8,59	8,29
Share price on closing day, SEK	58,50	34,30	58,50	34,30

## CONSOLIDATED CASH FLOW STATEMENTS

SEK THOUSANDS	January – December		October – December	
	2015	2014	2015	2014
Income after financial items	7 398	7 518	3 672	666
Adjustment for items not affecting cash flow	11 510	3 862	3 365	2 445
Paid taxes	-3 438	-4 590	-920	-750
Change in inventories	-1 130	-5 481	2 723	-3 651
Change in trade receivables	-6 025	-6 797	-8 530	-6 260
Change in trade payables	263	904	2 599	2 103
<b>Cash flow from operating activities</b>	<b>8 578</b>	<b>-4 584</b>	<b>2 909</b>	<b>-5 447</b>
Cash flow from investing activities	-14 290	-15 361	-4 197	-1 647
Cash flow from financing activities	-1 468	63 540	0	0
<b>Cash flow for the period</b>	<b>-7 180</b>	<b>43 595</b>	<b>-1 288</b>	<b>-7 094</b>
Liquid funds at beginning of period	48 203	4 131	42 596	55 064
Exchange rate difference in liquid funds	211	477	-74	233
<b>Liquid funds at end of period</b>	<b>41 234</b>	<b>48 203</b>	<b>41 234</b>	<b>48 203</b>

## CONSOLIDATED CHANGES IN SHAREHOLDERS' EQUITY

SEK THOUSANDS	Attributable to Parent Company's shareholders				Sum shareholders' equity
	Share capital	Other paid in capital	Reserves	Retained earnings incl. profit for the year	
<b>Opening balance January 1, 2014</b>	<b>500</b>	<b>84 268</b>	<b>6 446</b>	<b>5 421</b>	<b>96 635</b>
Effect of transition to IFRS			-6 426	6 418	-8
<b>Adjusted shareholder capital January 1, 2014</b>	<b>500</b>	<b>84 268</b>	<b>20</b>	<b>11 839</b>	<b>96 627</b>
Total comprehensive income			6 329	5 216	11 545
Share warrant program		216			216
New issue of shares in registration	50	69 982			70 032
<b>Closing balance December 31, 2014</b>	<b>550</b>	<b>154 466</b>	<b>6 349</b>	<b>17 055</b>	<b>178 420</b>
<b>Opening balance January 1, 2015</b>	<b>550</b>	<b>154 466</b>	<b>6 349</b>	<b>17 055</b>	<b>178 420</b>
Total comprehensive income			2 791	5 131	7 922
Share warrant program		101			101
Repurchase of warrants				-1 569	-1 569
<b>Closing balance December 31, 2015</b>	<b>550</b>	<b>154 567</b>	<b>6 349</b>	<b>23 408</b>	<b>184 874</b>

## CONSOLIDATED INCOME STATEMENTS PER QUARTER

SEK THOUSANDS	Oct - Dec 2015	Jul - Sep 2015	Apr - Jun 2015	Jan - Mar 2015	Oct - Dec 2014	Jul - Sep 2014	Apr - Jun 2014	Jan - Mar 2014
Net sales	32 680	26 618	29 127	31 820	25 543	22 427	18 474	18 258
Cost of goods sold	-8 055	-7 528	-7 397	-12 305	-5 937	-6 474	-3 863	-4 382
<b>Gross income</b>	<b>24 625</b>	<b>19 090</b>	<b>21 730</b>	<b>19 515</b>	<b>19 606</b>	<b>15 953</b>	<b>14 611</b>	<b>13 876</b>
Selling expenses	-9 095	-6 878	-8 707	-7 372	-5 794	-5 586	-6 313	-4 976
Administrative expenses	-3 384	-3 035	-3 495	-3 240	-3 034	-2 495	-3 023	-2 550
Research and development costs	-7 877	-7 513	-7 433	-8 262	-10 474	-5 461	-3 811	-3 373
Other operating revenues and expenses	-475	-129	-396	-456	196	52	125	-39
<b>Operating income</b>	<b>3 794</b>	<b>1 535</b>	<b>1 699</b>	<b>185</b>	<b>500</b>	<b>2 463</b>	<b>1 589</b>	<b>2 938</b>
Financial income and expenses	-122	381	-127	55	166	36	-81	-93
<b>Income after financial items</b>	<b>3 672</b>	<b>1 916</b>	<b>1 572</b>	<b>240</b>	<b>666</b>	<b>2 499</b>	<b>1 508</b>	<b>2 845</b>
Taxes	-874	-579	-526	-289	-382	-659	-412	-848
<b>Net income</b>	<b>2 798</b>	<b>1 337</b>	<b>1 046</b>	<b>-49</b>	<b>284</b>	<b>1 840</b>	<b>1 096</b>	<b>1 997</b>
<b>Attributable to</b>								
Parent Company's shareholders	2 798	1 337	1 046	-49	284	1 840	1 096	1 997
Earnings per share, SEK	0,13	0,06	0,05	0,00	0,01	0,09	0,06	0,10
Earnings per share, SEK*	0,13	0,06	0,05	0,00	0,01	0,08	0,06	0,10
Average number of outstanding shares	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769	19 562 769	19 562 769
Average number of outstanding shares*	21 512 769	21 512 769	21 512 769	21 707 769	21 707 769	21 707 769	19 757 769	19 757 769
Number of shares at closing day	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769	19 562 769	19 562 769
Number of shares at closing day*	21 512 769	21 512 769	21 512 769	21 707 769	21 707 769	21 707 769	19 757 769	19 757 769
<b>EBITDA</b>	<b>6 881</b>	<b>4 440</b>	<b>4 597</b>	<b>2 883</b>	<b>3 107</b>	<b>3 445</b>	<b>1 756</b>	<b>3 106</b>
Amortization	-2 504	-2 557	-2 547	-2 546	-2 543	-916	-102	-103
Depreciation	-583	-348	-351	-152	-64	-66	-65	-65
<b>Operating income</b>	<b>3 794</b>	<b>1 535</b>	<b>1 699</b>	<b>185</b>	<b>500</b>	<b>2 463</b>	<b>1 589</b>	<b>2 938</b>

\* After dilution. See note 2 for information on warrant programs.

## INCOME STATEMENTS FOR THE PARENT COMPANY

SEK THOUSANDS	January – December		October – December	
	2015	2014	2015	2014
Net sales	80 761	80 845	18 171	31 096
Cost of goods sold	-19 065	-17 256	-2 377	-5 392
<b>Gross income</b>	<b>61 696</b>	<b>63 589</b>	<b>15 794</b>	<b>25 704</b>
Selling expenses	-19 804	-15 801	-5 874	-4 138
Administrative expenses	-9 431	-8 932	-1 866	-2 547
Research and development costs	-31 090	-23 149	-8 496	-10 804
Other operating revenues and expenses	-1 540	331	-554	195
<b>Operating income</b>	<b>-169</b>	<b>16 038</b>	<b>-996</b>	<b>8 410</b>
Financial income and expenses	1 661	3 101	-208	1 961
<b>Income after financial items</b>	<b>1 492</b>	<b>19 139</b>	<b>-1 204</b>	<b>10 371</b>
Year end dispositions	-	-4 000	-	-4 000
Taxes	-464	-3 427	674	-1 559
<b>Net income</b>	<b>1 028</b>	<b>11 712</b>	<b>-530</b>	<b>4 812</b>

Depreciation and amortization has reduced income for the period by SEK 11 211 thousand (3807), of which SEK 2876 TSEK (2575) for the quarter.

# BALANCE SHEETS FOR THE PARENT COMPANY

SEK THOUSANDS	Dec 31, 2015	Dec 31, 2014
<b>ASSETS</b>		
Balanced expenditures for development	91 797	95 908
Patents and licencies	1 268	1 202
Trademarks	21	25
Tangible fixed assets	6 127	338
Participation in affiliated companies	14 475	14 475
Other financial fixed assets	1 179	923
Inventories	7 129	7 716
Accounts receivable	4 338	5 431
Receivables from affiliated companies	32 924	24 737
Other current receivables	5 721	6 334
Liquid funds	32 111	44 060
<b>Total assets</b>	<b>197 090</b>	<b>201 149</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>		
Shareholders' equity	173 147	173 588
Untaxed reserves	12 238	12 238
Provisions	1 033	892
Overdraft	-	-
Accounts payable	1 956	4 524
Liabilities to affiliated companies	-	118
Current tax liabilities	746	2 574
Other short-term liabilities	7 970	7 215
<b>Total shareholders' equity and liabilities</b>	<b>197 090</b>	<b>201 149</b>
Pledged assets for own liabilities	24 481	23 176
Contingent liabilities	-	-

## NOTE 1. ACCOUNTING PRINCIPLES

### STATEMENT OF COMPLIANCE

This interim report is the first financial report for XVIVO Perfusion AB that is in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and as adopted by the EU. The time of the transition is the beginning of the comparative year, which is January 1, 2014. The transition to IFRS and its effects have been described in Note 2.

For the Group, the report is presented pursuant to the Swedish Annual Accounts Act and IAS 34, Interim Financial Reporting, and for the Parent Company pursuant to the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities.

### VALUATION PRINCIPLES APPLIED IN THE PRESENTATION OF THE FINANCIAL REPORTS

Assets and liabilities are stated on a historical cost basis except for certain financial assets and liabilities, which are stated at their fair value.

### FUNCTIONAL CURRENCY AND REPORTING CURRENCY

The Parent Company's functional currency is SEK, which is also the reporting currency for the Parent Company and for the Group. This means that the financial reports are presented in SEK. Unless otherwise stated, all figures are rounded up or down to the nearest SEK thousand.

### UNDERLYING PREMISES IN THE PRESENTATION OF THE PARENT COMPANY'S AND THE GROUP'S FINANCIAL REPORTS

The preparation of financial statements in conformity with IFRS requires the use of important estimates for accounting purposes. Furthermore, it requires that management makes certain assessments when applying the Group's accounting

principles. The areas which include a high degree of assessment, which are complex or such areas where assumptions and estimates are of considerable significance for the consolidated accounts are specified in Note 6.

### NEW IFRS STANDARDS NOT YET APPLIED BY THE GROUP

A number of new standards and interpretations come into force for financial years beginning after January 1, 2016 and have not been applied by XVIVO Perfusion in the presentation of this financial report.

IFRS 9 "Financial instruments" comes into force for the financial year beginning January 1, 2018 or later and then replaces IAS 39 Financial Instruments: Recognition and Measurement. Various parts of the new standard have been reworked, regarding both recognition and measurement of financial assets and liabilities and disclosure requirements.

IFRS 15 "Revenue from Contracts with Customers". This standard comes into force for financial years beginning January 1, 2018 or later. The standard replaces all previously issued standards and interpretations dealing with revenues. IFRS 15 contains a complete model for recognition of revenues from customer contracts. The idea is that everything begins with an agreement between two parties concerning sales of goods and services. A customer contract should initially be identified which generates an asset for the vendor (rights, a promise of receipt of payment) and a liability (commitment, a promise of the transfer of goods and services). According to the model, the company then reports revenue and thereby shows that the company has met a commitment to deliver the promised goods or services to the customer.

XVIVO Perfusion has not yet fully analyzed what effects these new standards may have on the Group's reporting. None of the other IFRS standards that have not yet come into force are expected to have any significant impact on the Group.

## CLASSIFICATION ETC

Fixed assets, long-term liabilities and provisions essentially consist only of amounts that are expected to be recovered or paid more than 12 months after closing day. Current assets and short-term liabilities essentially consist of amounts that are expected to be recovered or paid within twelve months of closing day.

## CONSOLIDATION PRINCIPLES

### SUBSIDIARIES

The Group's accounts include the Parent Company XVIVO Perfusion AB (publ) and the wholly-owned American subsidiary XVIVO Perfusion Inc.

### CONSOLIDATION PRINCIPLES – THE GROUP

The acquisition of XVIVO Perfusion Inc. was a so-called common control acquisition where both the purchaser and the object had a common owner with a controlling interest. Assets and liabilities were taken over and reported in the acquisition analysis at consolidation values. See XVIVO Perfusion's 2012 Annual Report for the acquisition analysis.

Subsidiaries' financial reports are included in the consolidated accounts as from the time of acquisition up until the date when there is no longer a controlling interest.

Intra-Group receivables and liabilities, revenues and expenses, and unrealized profits or losses arising from intra-Group transactions between Group companies are eliminated in their entirety in the presentation of the consolidated accounts.

## FOREIGN CURRENCY

Transactions in foreign currencies are translated into the functional currency at the exchange rate prevailing on the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated to the functional currency at the exchange rate prevailing at closing day. Foreign exchange differences arising on translation are recognized in the income statement. Non-monetary assets and liabilities measured at historical cost in a foreign currency are translated using the exchange rate prevailing at the date of the transaction. Non-monetary assets and liabilities that are measured at fair value are translated to the functional currency at the exchange rate prevailing at the date that the fair value was determined. The change in exchange rate is then recognized in the same way as other transfer of value regarding the asset or liability.

Functional currency is the currency in the primary economic environments where the companies that are part of the Group conduct their business. The companies included in the Group are the Parent Company and the subsidiary. The Parent Company's functional currency, as well as the reporting currency, is SEK. The Group's reporting currency is SEK.

The assets and liabilities of foreign operations, including goodwill and other fair value adjustments arising on consolidation, are translated to SEK at the foreign exchange rate prevailing at closing day. Revenues and expenses in foreign operations are translated to SEK at average rates that approximate the foreign exchange rates prevailing at each of the transaction dates. Translation differences arising from the translation of foreign operations are recognized in the statement of comprehensive income.

## REVENUE

Revenue from the sale of goods is recognized in the income statement when the significant risks and rewards associated with ownership of the goods have been transferred to the purchaser, which is normally in connection with delivery. Revenue is normally recognized when the purchaser has accepted delivery, and installation and controls have been performed. Revenue may also be recognized as soon as delivery has occurred but not installation, if the agreement states that risks and rewards have been transferred to the purchaser upon delivery.

Sales revenues from sales of goods and services as well as invoiced freight are recognized exclusive of VAT, returns and discounts. Invoicing occurs in connection with delivery from XVIVO. Revenues are recognized at the fair value of what has been received or will be received for goods and services sold in the Group's day-to-day operations.

## STATE SUPPORT

State support is recognized when the company meets the conditions associated with the grants and when it can be safely determined that the grants will be received. Grants paid to the company are recognized in the balance sheet as deferred income and are taken up as income in the period when the cost that the grant applies to is recognized. State grants are recognized as other operating revenues when it is clear that the conditions associated with the grants have been met.

## OPERATING EXPENSES AND FINANCIAL INCOME AND EXPENSES

### LEASING

Leasing is classified in the consolidated accounts as either financial or operational leasing. All the Group's leasing agreements have been classified and recognized as operational leasing agreements. Operational leasing means that the leasing fee is expensed linearly during the term of the agreement. A financial leasing agreement is a leasing agreement pursuant to which the risks and rewards associated with ownership of an asset are essentially transferred from the lessor to the lessee. An operational leasing agreement is a leasing agreement that is not financial.

### LESSOR

Leasing fees in accordance with operational leasing agreements, including a first higher rental payment but excluding fees for services that are insurance and maintenance, are recognized as a revenue linearly over the leasing period.

### LESSEE

Leasing fees in accordance with operational leasing agreements, including a first higher rental payment but excluding fees for services that are insurance and maintenance, are recognized as an expense linearly over the leasing period.

## FINANCIAL INCOME AND EXPENSES

Financial income and expenses consist of interest income on bank balances and receivables and interest-bearing securities, interest expenses on loans, dividend income, exchange rate differences, unrealized and realized profits on financial investments.

## SEGMENT REPORTING

Operating segments are presented from a management approach, which means that they are presented in the way used in the internal reporting. The basis for identification of reportable segments is the internal reporting as it is reported to and followed up by the highest executive decision maker. The Group has identified the Group's CEO as the highest executive decision maker. Two segments are used in the internal reporting to the CEO. See also in Note 3.

## FINANCIAL INSTRUMENTS

Financial instruments recognized in the balance sheet include on the assets side cash and cash equivalents, trade accounts receivable, other receivables and other long-term holdings of securities. On the liabilities side there are accounts payable, other liabilities, borrowings and some provisions.

A financial asset or a financial liability is taken up in the balance sheet when the company becomes a party in the instrument's agreement conditions. Trade accounts receivable are taken up in the balance sheet when an invoice has been sent. Accounts payable are taken up when an invoice has been received. A financial asset is removed from the balance sheet when the rights in the agreement are realized, expire or the company loses control of them. The same applies to part of a financial asset. A financial liability is removed from the balance sheet when the commitment in the agreement is met or in some other way expires. The same applies to part of a financial liability. Every closing day the Group assesses whether there is an impairment requirement for a financial asset or group of financial assets.

Receivables and liabilities in foreign currency are valued at the closing day exchange rate. Exchange rate differences for accounts receivable and payable are included in the operating income while exchange rate differences for financial assets and liabilities are reported in financial income and expenses.

## TRADE ACCOUNTS RECEIVABLE AND OTHER RECEIVABLES

These types of receivables are stated at amortized cost. When the duration of the receivables is short, they are stated at the nominal amount without discounting pursuant to the amortized cost method. If the expected duration of the holdings is longer than 12 months, they constitute long-term receivables and if it is shorter, other receivables. Trade accounts receivable are initially valued at fair value and subsequently at amortized cost. When the expected duration of the trade receivable is short, the value is stated at the nominal amount without discounting. A deduction is made for uncertain receivables, which are assessed individually. Write-downs of trade accounts receivable are recognized in operating expenses.

## CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise cash, immediately available bank balances and other money market instruments with an original duration of less than three months. Fixed interest items are valued at amortized cost.

## ACCOUNTS PAYABLE

Accounts payable are initially stated at fair value and then at amortized cost by applying the effective interest method.

## INTANGIBLE FIXED ASSETS

The items recognized in the consolidated balance sheet are goodwill, capitalized development expenditure, patents, licenses and trademarks.

### GOODWILL

Goodwill represents the difference between the cost of the business acquisition and the consolidated value of acquired assets, liabilities taken over and contingent liabilities. Goodwill is valued at the cost of acquisition minus any accumulated write-downs. Goodwill is allocated to a cash-generating unit and is not amortized, pursuant to IFRS, but is tested annually for any impairment requirement.

### CAPITALIZED DEVELOPMENT EXPENDITURE

By research costs is meant expenditure for research with the aim of gaining new scientific or technical knowledge. By development expenditure is meant expenditure where research results or other knowledge are applied to achieve new or improved products or processes.

Expenditure for research is expensed in the period when it arises. In the Group, development expenditure is recognized as an intangible asset if it is assessed that the asset is able to generate future financial rewards and then only provided that it is technically and financially possible to complete the asset, the aim is and it is possible that the asset can be used in the business or sold, and the value can be estimated in a reliable way.

Capitalized development expenditure is taken up in the Group's balance sheet at cost minus accumulated amortization and write-downs.

### ADDITIONAL EXPENSES

Additional expenses for an intangible asset are added to cost only if they increase the future financial rewards that exceed the original assessment and the expenses can be estimated in a reliable manner. All other expenses are expensed when they arise.

### AMORTIZATION

Straight-line amortization is applied in the income statement over intangible assets' estimated useful life, unless the useful life is indefinite. Goodwill is tested for any impairment requirement annually or as soon as there are indications that the asset in question has decreased in value pursuant to IFRS. Intangible assets that can be amortized are amortized from the date when they are available for use. The estimated useful life of the assets is as follows:

Capitalized development expenditure	5-10 years
Patents	10 years
Trademarks	10 years

## TANGIBLE FIXED ASSETS

Tangible fixed assets are recognized as an asset in the balance sheet if it is probable that future financial rewards will accrue to the company and the cost of the asset can be estimated in a reliable manner:

All tangible fixed assets are booked at cost, with a deduction for depreciation. Cost includes expenses that are directly attributable to acquisition of the asset. Additional expenses are added to the carrying amount of the asset or are recognized as a separate asset, depending on which is appropriate, only when it is probable that the future financial rewards associated with the asset will accrue to the Group and the cost of the asset can be measured in a reliable manner. All other forms of repairs and maintenance are recognized as expenses in the income statement when they arise.

## DEPRECIATION OF TANGIBLE FIXED ASSETS

Depreciation according to plan of tangible fixed assets is based on a determined useful life. Straight-line depreciation is applied over the assets' estimated useful life and taking residual value into account. The estimated useful life of the assets is as follows:

Plant and machinery	10 years
Equipment, tools, fixtures and fittings	5 years
Computer equipment	3 years
Cars and means of transport	5 years

Assessment of an asset's residual value and useful life is performed annually.

Assets' residual value and useful life are tested each closing day and adjusted when necessary. An asset's carrying amount is immediately depreciated down to its recoverable amount if the asset's carrying amount exceeds its estimated recoverable amount. Profit or loss that arises when divesting or disposing of tangible fixed assets comprises the difference between the sales price and the carrying amount with a deduction for direct selling expenses. The item is recognized as other operating revenues or as other operating expenses in the income statement.

## INVENTORIES

Inventories are recognized as cost or net realizable value, whichever is the lower. The risk of obsolescence is taken into account, and this is assessed on an individual basis. Cost is estimated in accordance with weighted average prices. The cost of in-house produced semi-finished products and finished products consists of direct manufacturing costs and a reasonable share of indirect manufacturing costs based on normal capacity.

## WRITE-DOWNS

Each time a report is to be published, an assessment is made as to whether there is any indication of a decrease in the value of the Group's assets. Any impairment requirement regarding goodwill and other intangible assets not amortized as well as financial assets are tested annually or more often if there are indications that the asset may have decreased in value. If this is the case, the Group makes an assessment of the asset's recoverable amount. The recoverable amount is either the asset's fair value, with a deduction for selling expenses, or the value in use, whichever is the higher. By the value in use is meant the present value of all payments received and made which are attributable to the asset during the period it is expected to be used in the business, with the addition of the present value of the net realizable value at the end of the useful life of the asset.

If the estimated recoverable amount is less than the carrying amount, the asset is written down to its recoverable amount. A previous write-down is reversed when there has been a change in the assumptions on the basis of which the asset's recoverable amount was determined when it was written down and consequently the write-down is no longer assessed to be required. Reversals of previously performed write-downs are tested individually and are recognized in the income statement. Write-downs of goodwill are not reversed in a subsequent period.

## EARNINGS PER SHARE

Calculation of earnings per share is based on the Group's net income for the period attributable to the Parent Company shareholders and on the weighted average number of shares outstanding during the period.

## PENSIONS

All employees' pension plans are defined contribution plans. The premiums are expensed on an ongoing basis and there are no commitments to pay further fees. Expenses are charged against income in the Group as and when benefits are earned.

## PROVISIONS

Provisions are recognized in the balance sheet when XVIVO Perfusion has a legal or informal commitment as a consequence of an event that has occurred and when it is likely that an outflow of resources is required to settle the commitment. Furthermore, it shall be possible to make a reliable estimate of the amount. Provisions are recognized in the amount that corresponds to the best estimate of the payment required to settle the commitment. When it is assessed that the outflow of resources is a long time in the future, the expected future cash flow is discounted and the provision is recognized at present value. The discount rate corresponds to the market rate before tax and the risks related to the liability.

## SHAREHOLDERS' EQUITY

Transaction costs that are directly attributable to an issue of new shares or warrants are recognized, net after tax, in shareholders' equity as a deduction from the funds raised through the share issue.

## WARRANT PROGRAMS

Share-based incentive programs are stated pursuant to IFRS 2.

## INCOME TAXES

The current tax expense is calculated on the basis of the tax rules that are in force at closing day or de facto in force in countries where the Parent Company and the subsidiary operate and generate taxable revenues. Management regularly evaluates claims made in tax returns regarding situations where applicable tax rules are subject to interpretation and, when it is assessed appropriate, provisions are made for amounts that will probably be paid to the tax authority.

Deferred tax is stated in its entirety, pursuant to the balance sheet method, for all temporary differences that arise between the taxable value of assets and liabilities and their carrying amounts in the consolidated accounts. Deferred income tax is estimated by applying tax rates (and laws) which are in force or will be in force at closing day and which are expected to apply when the relevant deferred tax asset is realized or the deferred tax liability is settled.

Deferred tax is estimated for temporary differences that arise in participations in subsidiaries, except where the time for reversal of the temporary difference can be controlled by the Group and it is likely that the temporary difference will not be reversed in the foreseeable future.

Total tax is current tax and deferred tax.

Taxes are stated in the income statement except when the underlying transaction is stated in Other comprehensive income, in which case the accompanying tax effect is stated in Other comprehensive income. Current tax is tax that is to be paid or received regarding the current year. This also includes adjustment of current tax attributable to earlier periods. Deferred tax is estimated in accordance with the balance sheet method on the basis of temporary differences between stated and taxable values for assets and liabilities. The amounts are estimated on the basis of how the temporary differences are expected to be settled and by applying the tax rates and tax rules that are in force or will be in force at closing day. Temporary differences are not taken into consideration in consolidated goodwill and normally not in differences attributable to participations in subsidiaries which are not expected to be taxed in the

foreseeable future. In the consolidated accounts untaxed reserves are divided up into a deferred tax liability and shareholders' equity.

Deferred tax assets regarding tax deductible temporary differences and tax loss carry forward are stated only to the extent that it is likely that these will entail lower tax payments in the future.

## CONTINGENT LIABILITIES

A contingent liability is stated when there is a possible commitment stemming from events that have occurred and whose occurrence is confirmed only by one or more uncertain future events or when there is a commitment which is not stated as a liability or provision due to the fact that it is not likely that an outflow of resources will be required.

## PARENT COMPANY'S ACCOUNTING PRINCIPLES

The differences between the Group's and the Parent Company's accounting principles can be seen from the following. The accounting principles stated below for the Parent Company have been applied consistently in all periods presented in the Parent Company's financial reports. The accounting principles are unchanged compared with previous presentation.

## SUBSIDIARIES

Participations in subsidiaries are stated in accordance with the cost method. Testing of the value of subsidiaries is carried out when there is an indication of a decrease in value.

## INCOME TAXES

In the Parent Company, untaxed reserves are stated including a deferred tax liability. In the consolidated accounts, however, untaxed reserves are divided up into a deferred tax liability and shareholders' equity.

## SHAREHOLDER CONTRIBUTIONS AND GROUP CONTRIBUTIONS

An unconditional shareholder contribution is booked directly against shareholders' equity for the recipient and is capitalized in shares and participations for the giver, to the extent that a write-down is not necessary. Reporting of Group contributions has been in accordance with the alternative rule in RFR 2. Group contributions are reported as Appropriations.

## NOTE 2. EFFECTS ON THE INCOME STATEMENT, BALANCE SHEET AND EQUITY

These financial reports are the first official reports in which the Group applies IFRS. Previous financial reports for the Group were prepared in accordance with the Swedish Annual Accounts Act and the framework BFNAR 2012-1 from the Swedish Accounting Standards Board (K3).

The accounting principles described in Note 1 were applied in the preparation of the consolidated accounts for the year 2015 and for the comparative year 2014, as well as for the Group's opening balance at 1 January 2014.

Estimations made when applying IFRS at 1 January 2014 are consistent with those made under previous accounting framework.

Business combinations before 1 January 2014 have not been translated and exchange rate differences related to foreign operations have been accounted for as zero at 1 January 2014, as can be seen in the Consolidated Statement of Changes in Equity. Other voluntary and mandatory exceptions to retroactive application from IFRS have not been applicable for the Group.

The compilations below present the effects of the translation into IFRS on the income statement, balance sheet and equity.



## GROUP

### CONSOLIDATED BALANCE SHEET AT 1 JANUARY 2014

SEK Thousands	Note	As per previous principles	Adjustments for IFRS	As per IFRS
<b>ASSETS</b>				
Intangible fixed assets	A	89 222	-9	89 213
Tangible fixed assets		917		917
Financial fixed assets	B	4 405	-2 784	1 621
Inventories		17 990		17 990
Current receivables		10 900		10 900
Liquid funds		4 131		4 131
<b>TOTAL ASSETS</b>		<b>127 565</b>	<b>-2 793</b>	<b>124 772</b>

### SHAREHOLDERS' EQUITY AND LIABILITIES

Shareholders' equity	A	96 635	-9	96 626
Provisions	B	5 272	-2 784	2 488
Current liabilities		25 658		25 658
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>		<b>127 565</b>	<b>-2 793</b>	<b>124 772</b>

### CONSOLIDATED BALANCE SHEET AT 31 DECEMBER 2014

SEK Thousands	Note	As per previous principles	Adjustments for IFRS	As per IFRS
<b>ASSETS</b>				
Intangible fixed assets	A	99 341	1 394	100 735
Tangible fixed assets		1 124		1 124
Financial fixed assets	B	8 094	-3 176	4 918
Inventories		26 189		26 189
Current receivables		18 750		18 750
Liquid funds		48 203		48 203
<b>TOTAL ASSETS</b>		<b>201 701</b>	<b>-1 782</b>	<b>199 919</b>

### SHAREHOLDERS' EQUITY AND LIABILITIES

Shareholders' equity	A	176 183	2 237	178 420
Provisions	B	6 760	-3 176	3 584
Current liabilities		18 758	-843	17 915
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>		<b>201 701</b>	<b>-1 782</b>	<b>199 919</b>

### CONSOLIDATED INCOME STATEMENT 1 JANUARY – 31 DECEMBER 2014

SEK Thousands	Note	As per previous principles	Adjustments for IFRS	As per IFRS
Net sales		84 702		84 702
Cost of goods sold	A	-78 014	802	-77 212
<b>Gross income</b>		<b>6 688</b>	<b>802</b>	<b>7 490</b>
Result from financial activities		28		28
Taxes	C	-2 978	676	-2 302
<b>Net income</b>		<b>3 738</b>	<b>1 478</b>	<b>5 216</b>
<b>Attributable to:</b>				
Parent Company's shareholders		3 738	1 478	5 216

### CONSOLIDATED INCOME STATEMENT 1 OCTOBER – 31 DECEMBER 2014

SEK Thousands	Note	As per previous principles	Adjustments for IFRS	As per IFRS
Net sales		25 543		25 543
Cost of goods sold	A	-25 244	201	-25 043
<b>Gross income</b>		<b>299</b>	<b>201</b>	<b>500</b>
Result from financial activities		166		166
Taxes	C	-777	395	-382
<b>Net income</b>		<b>-312</b>	<b>596</b>	<b>284</b>

### Attributable to:

Parent Company's shareholders		-312	596	284
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A. A. Since goodwill is not amortized under IFRS the previous amortization of goodwill has been reverted in the Income Statement for 2014 and the quarterly financial reports in 2015. Furthermore, goodwill in foreign currency has been revaluated at the exchange rate prevailing at closing day.

B. The company has a pension commitment that is completely covered by the outcome of a company-owned capital redemption insurance policy. Pursuant to IAS 19, the pension commitment has been classified as a defined contribution pension plan, which means that the capital redemption insurance and the pension commitment are reported net.

C. Tax expenses related to exchange rate differences arising on translation of foreign operations are under IFRS included in Other comprehensive income instead of Net profit for the period as previously reported.

The transition has not had any significant impact on the Group's cash flow.

### PARENT COMPANY

The transition from previous accounting principles has not had any impact on the Parent Company's Income Statement for 2014. In the Balance Sheet the pension commitment that is completely covered by the outcome of a company-owned capital redemption insurance policy are reported net. This has reduced both Financial Fixed Assets and Provisions by SEK 3,176 thousands at 31 December 2014. The transition has not had any impact on the Parent Company's cash flow.

### NOTE 3 FINANCIAL DATA PER SEGMENT, GROUP

#### JANUARI – DECEMBER

SEK Thousands	Net sales of non-Durable goods		Durable goods		Total consolidated	
	2015	2014	2015	2014	2015	2014
Net sales	105 977	83 229	14 268	1 473	120 245	84 702
Cost of goods sold	-23 826	-19 187	-11 459	-1 469	-35 285	-20 656
<b>Gross income</b>	<b>82 151</b>	<b>64 042</b>	<b>2 809</b>	<b>4</b>	<b>84 960</b>	<b>64 046</b>

#### OCTOBER - DECEMBER

SEK Thousands	Net sales of non-Durable goods		Durable goods		Total consolidated	
	2015	2014	2015	2014	2015	2014
Net sales	29 139	25 543	3 541	0	32 680	25 543
Cost of goods sold	-5 877	-5 937	-2 178	0	-8 055	-5 937
<b>Gross income</b>	<b>23 262</b>	<b>19 606</b>	<b>1 363</b>	<b>0</b>	<b>24 625</b>	<b>19 606</b>

## NOTE 4. IFRS 13 FAIR VALUE

The Group's financial assets and liabilities are valued pursuant to IFRS 13. No financial assets or liabilities have been reported at fair value. The Group's financial assets and liabilities valued at acquisition value amount to SEK 61 (60) million and SEK 10 (11) million respectively. Fair value of the Group's financial assets and liabilities is assessed to correspond to the book value.

## NOTE 5. SHARE WARRANT PROGRAMS

In total there are 410,000 outstanding warrants in two programs. If all the warrants are exercised to subscribe for shares, the share capital will increase by around SEK 10,500 and the number of shares will increase by 410,000 shares in total, corresponding to dilution of approximately 1.9 percent of the total number of shares and votes. Share warrant program 2014/2016 consists of 195,000 warrants and in June 2016 each warrant will entitle the holder to subscribe for one new share at a price of SEK 58.60. Share warrant program 2015/2017 consists of 215,000 warrants and in June 2017 each warrant will entitle the holder to subscribe for one new share at a price of SEK 60.92.

## NOTE 6. CRITICAL ESTIMATES AND ASSESSMENTS

### RECOVERY OF THE VALUE OF DEVELOPMENT COSTS

There are no indications of further impairment requirements at December 31, 2015. The projects that have been booked as assets can with reasonable certainty be expected to generate revenue-generating products in the near future. For further information, see Note 1, Accounting principles.

### IMPAIRMENT TESTING OF GOODWILL

When estimating cash-generating units' recoverable amount for assessment of any impairment requirement for goodwill, several assumptions about future conditions and estimates of parameters have been made.

### OPERATIONAL LEASING AGREEMENTS

The Group rents office premises and warehouses for its operations. As the rent that the Group pays regularly to the lessor is adjusted to market rent levels and as the Group does not run any risks regarding the building's residual value, it has been assessed that nearly all financial risks and rewards related to the building are the lessor's. On the basis of these qualitative factors, the conclusion is drawn that the leasing agreements are operational.

At December 31, 2015 XVIVO Perfusion had entered into two leasing agreements with customers regarding the XPS machine. As XVIVO Perfusion runs all the risk for the XPS machine's residual value and service requirements, it has been assessed that nearly all financial risks and rewards related to the XPS machine are XVIVO Perfusion's. On the basis of these qualitative factors, the conclusion is drawn that the leasing agreements are operational.

## REVIEW REPORT

To the Board of Directors of XVIVO Perfusion AB (publ)  
Corp. id. 556561-0424

### INTRODUCTION

We have reviewed the summary financial information of XVIVO Perfusion AB (publ) as of 31 December 2015 and the twelve-month period then ended. The Board of Directors and the Managing Director are responsible for the preparation and presentation of this year-end financial report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this year-end financial report based on our review.

### SCOPE OF REVIEW

We conducted our review in accordance with International Standard on Review Engagements ISRE 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 is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and other generally accepted auditing practices and consequently does 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 year-end financial report is not prepared, in all material respects, for the Group in accordance with IAS 34 and the Annual Accounts Act, and for the Parent Company in accordance with the Annual Accounts Act.

Göteborg 4 February 2016

KPMG AB

Jan Malm  
Authorized Public Accountant

# PRODUCTS



## **XPS™**

SALES TYPE  
Warm Perfusion  
Durable Goods



## **STEEN Solution™**

SALES TYPE  
Warm Perfusion



## **XPS Disposable Lung Perfusion Circuit™**

SALES TYPE  
Warm Perfusion



## **XPS Disposable Lung Kit™**

SALES TYPE  
Warm Perfusion



## **XVIVO Organ Chamber™**

SALES TYPE  
Warm Perfusion



## **XPS PGM Disposable Sensors™**

SALES TYPE  
Warm Perfusion



## **PERFADEX®**

SALES TYPE  
Cold Perfusion



## **Silicone Tubing Set**

SALES TYPE  
Cold Perfusion



[WWW.XVIVOPERFUSION.COM](http://WWW.XVIVOPERFUSION.COM)

XVIVO Perfusion AB (publ), Box 53015, SE-400 14 Göteborg. Tel: +46 31-788 21 50. Fax: +46 31-788 21 69.  
XVIVO Perfusion Inc., 3666 South Inca Street, Englewood, CO 80110, USA, Tel: +1 303 395 9171, Fax +1 800 694 5897