## INTERIM REPORT JANUARY-SEPTEMBER 2016 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 around 30 people at its headquarters in Gothenburg, Sweden, its office in Lund, Sweden, and its office for North & South America in Denver, USA. The XVIVO share is listed on NASDAQ First North Premier and has the ticker symbol XVIVO. The Certified Adviser is Redeye, www.redeye.se.



# CONTINUED GROWTH AND POSITIVE OPERATING CASH-FLOW

## THIRD QUARTER 2016 (JUL – SEP)

- Net sales in the quarter amounted to SEK 31.7 (26.6) million, corresponding to an increase of 19 percent. The acquisition of Vivoline had a positive impact of SEK 1.6 million on sales. Adjusted for this, growth amounted to 13 percent in SEK and 12 in local currency.
- Operating income before depreciation and amortization (EBITDA) excluding items effecting comparability increased by 22 percent and amounted to SEK 5.4 (4.4) million, corresponding to an EBITDA margin of 17 percent. Items effecting comparability of SEK 2.7 million related to the Nasdaq Stockholm main market listing and the acquisition of Vivoline have been charged against the quarter. EBITDA amounted to SEK 2.7 (4.4) million, corresponding to an EBITDA margin of 9 percent.
- Operating income amounted to SEK -0.7 (1.5) million, after amortization and depreciation of SEK 3.5 (2.9) million was charged against the quarter.

- Net income amounted to SEK -0.6 (1.3) million, resulting in earnings per share of SEK -0.02 (0.06).
- Cash flow from operating activities was SEK 5.4 (2.8) million.
- Total sales from warm perfusion (STEEN Solution™, XPS™, LS™\* and products and services related to the use of the XPS™ and LS™) accounted for 35 (29) percent of the total sales.
- 2 XPS™ contracts were signed in the USA during the quarter.
- During the quarter XVIVO Perfusion acquired another 1.6 percent of the shares and 0.7 percent of the 2015/2016 warrants in the listed company Vivoline Medical AB, whereby XVIVO Perfusion became the owner of 98.6 percent of the shares and 99.6 percent of the warrants. The compulsory redemption process was initiated. Vivoline's shares and warrants were delisted from Nasdaq First north on July 8, 2016.

## THE PERIOD 2016 (JAN -SEP)

- Net sales in the period amounted to SEK 99.8 (87.6) million, corresponding to an increase of 14 percent. The acquisitions of Vivoline had a positive impact of SEK 1.6 million on sales.
   Adjusted for this, growth amounted to 12 percent in SEK and 12 in local currency.
- Operating income before depreciation and amortization (EBITDA) excluding items effecting comparability increased by 45 percent and amounted to SEK 19.7 (13.6) million, corresponding to an EBITDA margin of 20 percent. Items effecting comparability of SEK 7.3 million related to the Nasdaq Stockholm main market listing and the acquisition of Vivoline have been charged against the period. EBITDA amounted to SEK 12.4 (11.9) million, corresponding to an EBITDA margin of 12 percent.
- Operating income amounted to SEK 2.7 (3.4) million, after amortization and depreciation of SEK 9.7 (8.5) million was charged against the period.
- Net income amounted to SEK 2.1 (2.3) million, resulting in earnings per share of SEK 0.09 (0.11).

- Cash flow from operating activities was SEK 18.7 (5.7) million
- Total sales from warm perfusion (STEEN Solution™, XPS™, LS™ and products and services related to the use of the XPS™ and LS™) accounted for 39 (38) percent of the total sales.
- During the period 6 XPS™ were sold, of which 2 to Europe and 4 to the US. France and Switzerland were new countries that got access to the XPS™ during the period.
- XVIVO Perfusion AB's shares were admitted for trading on Nasdaq First North Premier 8 February 2016. The company's shares will continue trading with the same short name and ISIN code.

## SIGNIFICANT EVENTS AFTER THE END OF THE QUARTER

• Two LS<sup>TM</sup> contracts were signed in Spain after the end of the quarter.

### MILESTONES PASSED DURING THE QUARTER

Offer for Vivoline Medical AB completed, compulsory redemption process and integration of Vivoline initiated.

90 of the 110 patients in total included in the PMA study in the USA.

Strategic research collaboration with Professor Steen has been initiated.

At the time of publication of this report, 40 clinics have access to the XPS™ and LS™, including 21 clinics in the US and 19 clinics in Europe and the rest of the world.

#### CFO'S COMMENTS



The third quarter of 2016 displayed continued strength in sales, which increased by 19 percent, continued strong EBITDA growth and an increased cash flow from operating activities if the integration costs affecting comparability which arose in conjunction with the acquisition of Vivoline are excluded. The inte-

gration of Vivoline is progressing at a rapid pace and the company has already been able to take advantage of synergies within sales and certain cost synergies in the current quarter. During the coming six months, focus will be on making use of sales synergies, taking advantage of production synergies and also on coordination synergies, primarily within administration and quality control.

The merger with Vivoline meant renewed collaboration with Professor Steen and his research institute, Igelösa Life Science, which is the world leader in transplantation research. The strengthened resources provided by XVIVO Perfusion have meant that it has been possible to intensify work during the third quarter. The machine and solution developed by

Professor Steen are now being prepared for the initiation of the clinical phase of the project towards the end of the year. The company now has a very strong portfolio, which includes development projects in the field of heart and lung transplantation, drug administration against lung cancer using STEEN Solution™, liver transplantation using STEEN Solution™, and PrimECC® for use with a heart-lung machine. This means that the company anticipates having five products with great potential ready for the clinical phase towards the end of the year.

The acquisition of Vivoline has strengthened the company commercially through a larger customer base, more product candidates and improved product development capacity. These strengths result in greatly increased sales potential, both in the short and the long term. Our business focuses on globally establishing machine perfusion with STEEN Solution™ as standard treatment in transplantation and continuing to lead in the development of warm perfusion of organs and tissue, so as to extend use to more indications.

Magnus Nilsson CEO

#### CONFERENCE CALL

CEO Magnus Nilsson will present the report in a conference call at 3 p.m. CET on Thursday, October 27, 2016. Telephone: +44 (0) 2071 928 000, enter code 94108581.

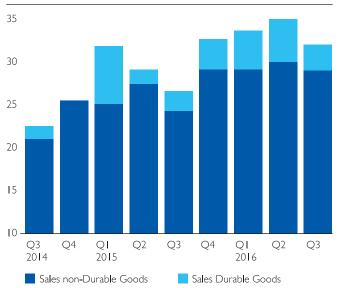
## THIRD QUARTER 2016 (JULY - SEPTEMBER)

#### **NET SALES**

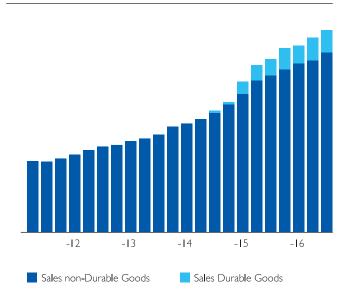
XVIVO Perfusion's net sales of non-Durable goods\* in the quarter amounted to SEK 29.1 (24.3) million, corresponding to an

increase of 20. The acquisition of Vivoline had a positive impact of SEK 1.5 million on sales of non-Durable goods. Adjusted for this, growth amounted to 14 percent in SEK and 13 in local currency. Total net sales in the quarter amounted to SEK 31.7 (26.6) million, corresponding to an increase of 19 percent. The acquisition of Vivoline had a positive impact of SEK 1.6 million on total sales. Adjusted for this, growth amounted to 13 percent in SEK and 12

#### **NET SALES PER QUARTER (SEK MILLIONS)\***



#### NET SALES ROLLING 12 MONTHS (SEK MILLIONS)\*



### COMPILATION OF NET SALES AND EBITDA

SEKTHOUSANDS	Janu 2016	uary - September 2015	Jι 2016	uly - September 2015	Whole year 2015
Net Sales non-Durable Goods	87 975	76 838	29 140	24 296	105 977
Net Sales Durable Goods	11 784	10 727	2 590	2 322	14 268
Net Sales Total	99 759	87 565	31 730	26 618	120 245
Cost of Goods non-Durable Goods	-17 862	-17 949	-5 738	-5 772	-23 826
Cost of Goods Durable goods	-8 550	-9 281	-1 756	-1 756	-11 459
Cost of Goods Total	-26 412	-27 230	-7 494	-7 528	-35 285
Gross income non-Durable Goods	70 113	58 889	23 402	18 524	82  5
Gross margin non-Durable Goods,%	80%	77%	80%	76%	78%
Gross income Durable Goods	3 234	I 446	834	566	2 809
Gross income Total	73 347	60 335	24 236	19 090	84 960
Gross margin Total, %	74%	69%	76%	72%	71%
Selling expenses	-25 396	-22 957	-9 770	-6 878	-32 052
Administrative expenses	-17 738	-9 770	-5 418	-3 035	-13 154
Research and development costs	-25 642	-23 208	-9 033	-7513	-31 086
Other operating revenues and expenses	-1 863	-981	-747	-129	-1 456
Operating Income	2 708	3 419	-732	1 535	7 212
amortization and depreciation cost of goods sold	-182	-	-182	-	-
depreciation administrative expenses	-332	-276	-114	-89	-516
amortization of research and development expenses	-7 728	-7 649	-2617	-2 557	-10 155
depreciation other operative expenses	-1 416	-575	-556	-259	-918
EBITDA	12 366	11 919	2 737	4 440	18 801
EBITDA,%	12%	14%	9%	17%	16%
EBITDA excluding items affecting comparability	-7 312	-1 652	-2 659	_	-1 963
EBITDA excluding items affecting comparability,%	19 678	13 571	5 396	4 440	20 764
EBITDA exklusive jämförelsestörande poster, %	20%	15%	17%	17%	17%

in local currency.

Warm perfusion sales from non-durable goods (STEEN Solution™, products and services related to the use of the XPS™ and LS™) accounted for 29 (22) percent of the total sales of non-Durable goods. Total sales from warm perfusion (STEEN Solution™, XPS™, LS™ and products and services related to the use of the XPS™ and LS™) accounted for 35 (29) percent of the total sales.

#### INCOME

Operating income before depreciation and amortization (EBITDA) excluding items effecting comparability increased by 22 percent and amounted to SEK 5.4 (4.4) million, corresponding to an EBITDA margin of 17 percent. Items effecting comparability of SEK 2.7 million have been charged against the quarter, whereof SEK 0.2 million are related to the Nasdaq application, SEK 0.1 million are transaction costs related to the Vivoline acquisition and SEK 2.3 million are integration costs related to the integration of Vivoline. EBITDA amounted to SEK 2.7 (4.4) million, corresponding to an EBITDA margin of 9 percent.

Operating income amounted to SEK -0.7 (1.5) million, after amortization and depreciation of SEK 3.5 (2.9) million was charged against the quarter.

The gross margin for non-Durable goods during the quarter was 80 (76) percent and the increase is mainly attributable to improved price position on strategic products and economies of scale. The total gross margin during the quarter was 76 (72) percent, the change is mainly attributable to improved price position on strategic products and economies of scale.

Selling expenses in relation to sales increased during the quarter to 31 (26) percent, mainly due to integration costs related to the integration of Vivoline amounting to SEK 1.5 million. Excluding these costs, selling expenses in relation to sales remained unchanged at 26 (26) percent. R&D expenses amounted to SEK 28 (28) percent of sales. Costs related to the company's application to Nasdaq Stockholm's main list and bid for Vivoline totaling SEK 1.1 million has been charged against the quarter, which is the main reason that the administrative expenses rose to 17 percent (11) of sales. Without these costs, administrative expenses was 14 (11) percent of sales. This increase is mainly due to double costs of SEK 0.3 million for XVIVO Perfusion's and Vivoline's administration in the third quarter. Net other operating revenues and expenses during the quarter were SEK -0.7 (-0.1) million.

During the quarter, SEK 3.0 (1.7) million of the development costs were capitalized as an intangible asset, whereof SEK 1.5 million was attributable to the continued NOVEL study with STEEN Solution™ with the aim of PMA approval, SEK 0.9 million was attributable to investments in the Heart transplant project with aim of marketing approval in the USA and Europe and SEK 0.6 million was attributable to product development

of the product portfolio. Depreciation and amortization for the period amounted to SEK 3.5 (2.9) million, of which SEK 2.4 (2.4) million was amortization of the FDA HDE approval.

#### **CASH FLOW**

Cash flow from operating activities amounted to SEK 5.4 (2.8) million. Investments amounted to SEK 7.6 (2.0) million, of which SEK 3.5 (1.9) million was invested in intangible assets and SEK 3.9 (0.0) million was invested in tangible assets. Investments in tangible assets consisted primarily of two XPS™ including one for training in Europe. The cash flow effect of the Vivoline Acquisition was SEK 0.3 million and was charged against investments. 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 40.1 (42.6) million.

#### **ACQUISITION OF VIVOLINE**

During the quarter XVIVO Perfusion acquired another 1.6 percent of the shares and 0.7 percent of the 2015/2016 warrants in the listed company Vivoline Medical AB, whereby XVIVO Perfusion became the owner of 98.6 percent of the shares and 99.6 percent of the warrants. The compulsory redemption process was initiated. Vivoline's shares and warrants were delisted from Nasdaq First north on July 8, 2016. Acquisition expenses attributable to the acquisition amounted to SEK 3.3 million and have been charged to "Administrative expenses" in the consolidated income statement during the year. Transaction costs that are directly attributable to the new issue of shares have been charged against equity and amounts to SEK 0.7 million.

Vivoline Medical AB operates in the field of lung transplantation and has research collaboration with Professor Stig Steen and Igelösa in the field of heart transplantation. The combined company creates more resources and competence to take Professor Stig Steen's world-leading research in the field of heart transplantation to a commercial phase. Furthermore, when market approval has been obtained, there will be opportunities for a rapid introduction on to the market thanks to XVIVO Perfusion's existing well-developed global sales and marketing organization. The acquisition also strengthens XVIVO Perfusion's market position in the field of lung transplantation in Europe and Australia, and enables synergies in cleanroom production, product development, regulatory issues and marketing. The acquisition is in line with XVIVO Perfusion's strategic objective of becoming the leader in thoracic transplantation.

## THE PERIOD 2016 (JANUARY – SEPTEMBER)

#### **NET SALES**

XVIVO Perfusion's net sales of non-Durable goods\* in the period amounted to SEK 88.0 (76.8) million, corresponding to an increase of 14.The acquisition of Vivoline had a positive impact of SEK 1.5 million on sales of non-Durable goods. Adjusted for this,

growth amounted to 13 percent in SEK and 13 in local currency. Total net sales in the period amounted to SEK 99.8 (87.6) million, corresponding to an increase of 14 percent. The acquisition of Vivoline had a positive impact of SEK 1.6 million on total sales. Adjusted for this, growth amounted to 12 percent in SEK and 12 in local currency.

Warm perfusion sales from non-durable goods (STEEN Solution™, products and services related to the use of the XPS™ and LS™) accounted for 34 (31) percent of the total sales of non-Durable goods. Total sales from warm perfusion (STEEN Solution™, XPS™, LS™ and products and services related to the use of the XPS™ and LS™) accounted for 39 (38) percent of the total sales.

#### **INCOME**

Operating income before depreciation and amortization (EBITDA) excluding items effecting comparability increased by 45 percent and amounted to SEK 19.7 (13.6) million, corresponding to an EBITDA margin of 20 percent. Items effecting comparability of SEK 7.3 million have been charged against the period, whereof SEK 1.7 million are related to the Nasdaq application, SEK 3.3 million are transaction costs related to the Vivoline acquisition and SEK 2.3 million are integration costs related to the integration of Vivoline. EBITDA amounted to SEK 12.4 (11.9) million, corresponding to an EBITDA margin of 12 percent.

Operating income amounted to SEK 2.7 (3.4) million, after amortization and depreciation of SEK 9.7 (8.5) million was charged against the period.

The gross margin for non-Durable goods during the period was 80 (77) percent and the increase is mainly attributable to improved price position on strategic products and economies of scale. The total gross margin during the period was 74 (69) percent; the change is mainly attributable to improved price position on strategic products and economies of scale.

Selling expenses in relation to sales decreased during the period to 25 (26) percent, mainly due to economies of scale. Integration costs related to the integration of Vivoline amounting to SEK 1.5 million was charged against selling expenses during the period. Excluding these costs, selling expenses in relation to sales was 24 (26) percent. R&D expenses amounted to SEK 26 (27) percent of sales. Costs related to the company's application to Nasdaq Stockholm's main list and bid for Vivoline totaling SEK 5.8 million has been charged against administration expenses during the period, which is the main reason that the administrative expenses rose to 18 percent (11) of sales. Without these costs, administrative expenses was 12 (11) percent of sales. This increase is mainly due to double costs of SEK 0.3 million for XVIVO Perfusion's and Vivoline's administration in the third quarter and one additional employee compared to the same period last year. Net other operating revenues and expenses during the period were SEK -1.9 (-1.0) million.

During the period, SEK 5.7 (4.2) million of the development costs were capitalized as an intangible asset, whereof SEK 4.2 million was attributable to the continued NOVEL study with STEEN Solution™ with the aim of PMA approval, SEK 0.9 million was attributable to investments in the heart transplant project with aim of marketing approval in the USA and Europe and SEK 0.6 million was attributable to product development of the product portfolio. Depreciation and amortization for the period amounted to SEK 9.7 (8.5) million, of which SEK 7.3 (7.3) million was amortization of the FDA HDE approval.

#### **CASH FLOW**

Cash flow from operating activities amounted to SEK 18.7 (5.7) million. Investments amounted to SEK 20.4 (10.1) million, of which SEK 6.6 (4.5) million was invested in intangible assets and SEK 6.0 (5.3) million was invested in tangible assets. Investments in tangible assets consisted primarily of three XPS™ including one for training in Europe. The cash flow effect of the Vivoline Acquisition was SEK 7.8 million and was charged against investments. The cash flow from financing activities was SEK 0.2 (-1.5) million. Cash and cash equivalents at the end of the period amounted to SEK 40.1 (42.6) million.

#### **FINANCING**

XVIVO Perfusion's total credit facilities consist of an overdraft facility that at the end of the period amounted to SEK 22 (20) million, of which SEK 0.0 (0.0) million was utilized. The equity/assets ratio was 91 (91) percent at the end of the period.

#### FIRST PATIENT IN PRIMECC® STUDY INCLUDED

PrimECC® is a CE-marked and patent-protected product, developed to prime the heart-lung machine before open heart surgery. The study that has now been started is intended to expand the clinical documentation for PrimECC® and will include a total of 80 patients. Several hundred thousand heart operations are performed in the world each year using a heart-lung machine and the 'proof of concept' study earlier performed using PrimECC® indicates that the patient has an improved fluid balance after the operation if the heart-lung machine is primed with PrimECC® rather than the simpler solutions that are often used. The company does not plan any extensive launch of the product before this study is complete. XVIVO Perfusion has applied for a patent for PrimECC® in important markets and has so far been granted a patent in the USA and the EU.

## LUNG CANCER PATIENT GIVEN CHEMOTHERAPY THROUGH IN-VIVO LUNG PERFUSION WITH STEEN SOLUTION $^{\text{TM}}$

STEEN Solution™ was used for the first time to give localized delivery of a chemotherapy agent to a patient suffering from metastatic lung sarcoma through In-Vivo Lung Perfusion (IVLP). This was also the first time STEEN Solution was used to perfuse a lung on In-Vivo i.e. on a living patient. The aim of the study is to prove safety and evaluate the ability to use STEEN Solution™ to improve isolated tissue therapy. The use of systemic chemotherapy has not been used due to the significant side effects with

unproven benefit. With the use of IVLP the surgeon can shut off the lung from the systemic circulation and give the chemotherapy only to the lung so as not to affect the rest of the body.

## XVIVO PERFUSION AB ADMITTED TO TRADING ON NASDAO FIRST NORTH PREMIER

XVIVO Perfusion applied for listing of XVIVO Perfusion's shares on Nasdaq First North Premier as part of preparing the company for listing on the Nasdaq Stockholm's main list. Nasdaq approved the Company's application and the first day of trading in XVIVO Perfusion's shares on Nasdaq First North Premier was 8 February 2016. The company's shares will continue trading with the same short name and ISIN code.

#### OUTLOOK FOR 2016 AND 2017

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 this and next year is therefore to establish the STEEN Solution method as the standard treatment for lung transplantation. Since the acquisition of Vivoline, the company will intensify research and development in cardiac transplantation. Expenses attributable to cardiac transplantation will be capitalized on an ongoing basis. Remaining transaction costs and integration costs related to the acquisition of Vivoline are estimated to around SEK 6 million, which will be charged against the next two quarters.

Organ 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 BRIFE

#### **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 on the organ 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 "rejected" 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 organs other 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 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. A basic precondition of the strategy is to obtain regulatory approval for STEEN Solution™ in all important markets. 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 28, of whom 13 were women and 15 were men. Of these, 17 people were employed in Sweden and 11 in the USA. In addition, the company uses around five consultants.

## INFORMATION ON TRANSACTIONS WITH RELATED PARTIES

No transactions 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.

The market risks that are determined to have particular importance for the future development of XVIVO Perfusion are access to financial funds and medical resources at clinics around the world. Operational risks primarily comprise risks that limit or prevent XVIVO Perfusion from developing, manufacturing and selling quality, effective and safe products. Legal and regulatory risks may arise from changes in legislation and other regulations. Changes in legislation or political decisions may affect the company's ability to run or develop the business. Due to the nature of the business, there is a risk of claims for damages and liability. Including financial risks are the currency risk for the business.

The most important strategic and operative risks affecting the company are described in the 2015 annual report.

#### **SEASONAL EFFECTS**

XVIVO Perfusion's sales are marginally affected by seasonal effects. Mainly in new treatments such as EVLP or warm

perfusion of the lungs there are slightly less activity during the summer months.

## ELECTION COMMITTEE AND ANNUAL GENERAL MEETING 2017

The following people have been appointed as members of XVIVO Perfusion's Election Committee for the 2017 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 May 3, 2016.

The Annual General Meeting of XVIVO Perfusion AB (publ) will be held on April 26, 2017 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.

## 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.

October 27, 2016 Gothenburg

The Board

#### **FINANCIAL REPORTS**

XVIVO Perfusion's interim reports are published on the company's website, www.xvivoperfusion.com.

Following reports are planned to be submitted: Report on Operations 2016:Thursday, February 8, 2017 Interim Report January-March 2017:Tuesday, April 25 2017 Interim Report January-June 2017: Friday, July 14 2017 Interim Report January-September 2017: Friday, October 27 2017

Report on Operations 2017: Friday, February 9, 2018

## FOR FURTHER INFORMATION, PLEASE CONTACT

Magnus Nilsson, CEO, +46 31 788 21 50, magnus.nilsson@xvivoperfusion.com Christoffer Rosenblad, CFO, +1 720 616 2101, christoffer.rosenblad@xvivoperfusion.com

The Certified Adviser is Redeye, www.redeye.se

This information is information that Xvivo Perfusion AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above on October 27, 2016 at 8.30 am.

This is a translation of the Swedish version of the report. When in doubt, the Swedish wording prevails.

#### REVIEW REPORT

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

#### **INTRODUCTION**

We have reviewed the summary interim financial information (interim report) of XVIVO Perfusion AB (publ.) as of 30 September 2016 and the nine-month period then ended. The Board of Directors and the Managing Director are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

#### **SCOPE OF REVIEW**

We conducted our review in accordance with 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 interim 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 27 October 2016

**KPMG AB** 

Jan Malm Authorized Public Accountant

## CONSOLIDATED INCOME STATEMENTS

		January - September		July – September	
SEKTHOUSANDS	2016	2015	2016	2015	2015
Net sales	99 759	87 565	31 730	26 618	120 245
Cost of goods sold	-26 412	-27 230	-7 494	-7 528	-35 285
Gross income	73 347	60 335	24 236	19 090	84 960
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Administrative expenses	-17 738	-9 770	-5 418	-3 035	-13 154
Research and development costs	-25 642	-23 208	-9 033	-7513	-31 086
Other operating revenues and expenses	-1 863	-981	-747	-129	-1 456
Operating income	2 708	3 419	-732	I 535	7 2 1 2
Financial income and expenses	390	309	97	381	186
Income after financial items	3 098	3 728	-635	1916	7 398
Taxes	-1017	-1 394	82	-579	-2 267
Net income	2 081	2 334	-553	I 337	5 131
Attributable to					
Parent Company's shareholders	2 099	2 334	-535	I 337	5 131
Non-controlling interests	-18	-	-18	-	-
	2 081	2 334	-553	I 337	5 131
Earnings per share, SEK	0,09	0,11	-0,02	0,06	0,24
Earnings per share, SEK*	0,09	0,11	-0,02	0,06	0,24
Average number of outstanding shares	22 385 583	21 512 769	23 609 412	21 512 769	21 512 769
Average number of outstanding shares*	22 600 583	21 512 769	23 824 412	21 512 769	21 561 519
Number of shares at closing day	23 614 088	21 512 769	23 614 088	21 512 769	21 512 769
Number of shares at closing day*	23 829 088	21 512 769	23 829 088	21 512 769	21 512 769
EBITDA	12 366	11 919	2 737	4 440	18 801
Amortization	-7 739	-7 649	-2 628	-2 557	-10 155
Depreciation	-1919	-851	-841	-348	-1 434
Operating income	2 708	3 419	-732	I 535	7 2 1 2

<sup>\*</sup> After dilution. See note 2 for information on warrant programs.

## STATEMENTS OF COMPREHENSIVE INCOME

	Janu	ary - September	July — S	July – September		
SEKTHOUSANDS	2016	2015	2016	2015	2015	
Net income	2 08 I	2 334	-553	I 337	5 131	
Other comprehensive income						
Items that may be reclassified to the income statement						
Exchange rate differences	2 072	3 328	847	549	3 1 1 9	
Tax attributable to items that have been transferred, or can be						
transferred to net income	-227	-347	-71	-11	-328	
Total other comprehensive income, net after tax	I 845	2 98 I	776	538	2 79 1	
Total comprehensive income	3 926	5 3 1 5	223	I 875	7 922	
Attributable to						
Parent Company's shareholders	3 944	5 3 1 5	241	I 875	7 922	
Non-controlling interests	-18	-	-18	-	-	
-	3 926	5 3 1 5	223	I 875	7 922	

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

SEKTHOUSANDS	Sep 30, 2016	Sep 30, 2015	Dec 31,2015
ASSETS			
Goodwill	65 45	3 865	3 849
Other intangible fixed assets	155 235	93 972	93 086
Tangible fixed assets	13 758	5 623	7 123
Financial fixed assets	13 697	5 591	4 487
Inventories	32 046	31 554	28 598
Accounts receivable	17 652	12 123	19513
Current tax assets	2 842	_	-
Other current receivables	6 066	4618	6 290
Liquid funds	40 053	42 596	41 234
Total assets	346 800	199 942	204 180
SHAREHOLDERS' EQUITY AND LIABILITIES			
Shareholders' equity, attributable to the Parent Company's shareholders	314 406	182 267	184 874
Non-controlling interests	1 805	-	-
Provisions	3 857	3 655	3 725
Current tax liabilities		- I 829	I 574
Accounts payable	12 477	4 747	3 650
Other short-term non interest-bearing liabilities	14 255	7 444	10 357
Total shareholders' equity and liabilities	346 800	199 942	204 180

## CONSOLIDATED KEY RATIOS

	Janua	ary - September	July	July – September		
	2016	2015	2016	2015	2015	
Gross margin non-Durable goods, %	80	77	80	76	78	
Gross margin, %	74	69	76	72	71	
EBITDA, %	12	14	9	17	16	
Operating margin, %	3	4	-2	6	6	
Net margin,%	2	3	-2	5	4	
Equity/assets ratio, %	91	91	91	91	91	
Income per share, SEK	0,09	0,11	-0,02	0,06	0,24	
Shareholders' equity per share, SEK	13,31	8,47	13,31	8,47	8,59	
Share price on closing day, SEK	75,75	48,90	75,75	48,90	58,50	

See page 16-17 for key ratios definition and reconciliation of alternative key figures.

## CONSOLIDATED CASH FLOW STATEMENTS

	Janua	ary - September	July — S	July – September		
SEKTHOUSANDS	2016	2015	2016	2015	2015	
Income after financial items	3 098	3 728	-635	1916	7 398	
Adjustment for items not affecting cash flow	10 103	8 143	4 450	2 587	11510	
Paid taxes	-4 406	-2518	-1 907	-824	-3 438	
Change in inventories	-1 743	-3 853	-4 196	-2 028	-1 130	
Change in trade receivables	3 597	2 505	2019	5 070	-6 025	
Change in trade payables	8 060	-2 336	5 632	-3 906	263	
Cash flow from operating activities	18 709	5 669	5 363	2815	8 578	
Cash flow from investing activities	-20 35 I	-10 093	-7 593	-1 974	-14 290	
Cash flow from financing activities	244	-1 468	-	-	-1 468	
Cash flow for the period	-1 398	-5 892	-2 230	841	-7 180	
Liquid funds at beginning of period	41 234	48 203	41 779	41 637	48 203	
Exchange rate difference in liquid funds	217	285	504	118	211	
Liquid funds at end of period	40 053	42 596	40 053	42 596	41 234	

## CONSOLIDATED CHANGES IN SHAREHOLDERS EQUITY

		Other paid in		Retained ear- nings incl. profit	Non-controlling	Sum share-
SEKTHOUSANDS	Share capital	capital	Reserves	for the year	interests	holders' equity
Shareholders' equity as of 1 January, 2015	550	154 466	6 349	17 055	0	178 420
Total comprehensive income Jan - September, 2015			2 98 I	2 334		5 3 1 5
Paid in capital for share warrant program		101				101
Repurchase of warrants				-1 569		-1 569
Shareholders' equity as of 30 September, 2015	550	154 567	9 330	17 820	0	182 267
Total comprehensive income Oct - Dec, 2015			-190	2 797		2 607
Shareholders' equity as of 31 December, 2015	550	154 567	9 140	20 617	0	184 874
Total comprehensive income Jan - September, 2016			I 845	2 099	-18	3 926
Paid in capital for share warrant program		244				244
Acquisition of subsidiary	51	121 099			7 426	128 576
Acquisition from non-controlling interest	3	5 235		-323	-5 603	-688
Deduction of incremental costs directly related to issuing new shares		-721				-721
Shareholders' equity as of 30 September, 2016	604	280 424	10 985	22 393	I 805	316 211

## CONSOLIDATED INCOME STATEMENTS PER QUARTER

SEKTHOUSANDS	Jul - Sep 2016	Apr - Jun 2016	Jan-Mar 2016	Oct - Dec 2015	Jul - Sep 2015	Apr - Jun 2015	Jan - Mar 2015	Oct - Dec 2014
Net sales	31 730	34 498	33 531	32 680	26 618	29 127	31 820	25 543
Cost of goods sold	-7 494	-9 639	-9 279	-8 055	-7 528	-7 397	-12 305	-5 937
Gross income	24 236	24 859	24 252	24 625	19 090	21 730	19 515	19 606
Selling expenses	-9 770	-8 105	-7 521	-9 095	-6 878	-8 707	-7 372	-5 794
Administrative expenses	-5 418	-5 883	-6 437	-3 384	-3 035	-3 495	-3 240	-3 034
Research and development costs	-9 033	-8 65 I	-7 958	-7 877	-7513	-7 433	-8 262	-10 474
Other operating revenues and expenses	-747	-556	-560	-475	-129	-396	-456	196
Operating income	-732	I 664	I 776	3 794	I 535	I 699	185	500
Financial income and expenses	97	365	-72	-122	381	-127	55	166
Income after financial items	-635	2 029	I 704	3 672	1916	I 572	240	666
Taxes	82	-509	-590	-874	-579	F2/	200	202
	-553	I <b>520</b>	I 114	2 798	I 337	-526 I <b>046</b>	-289 <b>-49</b>	-382 <b>284</b>
Net income	-553	1 320	1114	2 / 78	1 337	1 046	-49	284
Attributable to								
Parent Company's shareholders	-535	I 520	1114	2 798	I 337	1 046	-49	284
Non-controlling interests	-18	-	-	-	-	-	-	-
	-553	I 520	1 114	2 798	I 337	I 046	-49	284
Earnings per share, SEK	-0,02	0,07	0,05	0,13	0,06	0,05	0,00	0,01
Earnings per share, SEK*	-0,02	0,07	0,05	0,13	0,06	0,05	0,00	0,01
Average number of outstanding shares	23 609 412	21 534 958	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769
Average number of outstanding shares*	23 824 412	21 534 958	21 512 769	21 512 769	21 512 769	21 512 769	21 707 769	21 707 769
Number of shares at closing day	23 614 088	23 531 941	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769	21 512 769
Number of shares at closing day*	23 829 089	23 531 941	21 512 769	21 512 769	21 512 769	21 512 769	21 707 769	21 707 769
EBITDA	2 737	4 759	4 870	6 881	4 440	4 597	2 883	3 107
Amortization	-2 628	-2 558	-2 553	-2 504	-2 557	-2 547	-2 546	-2 543
Depreciation	-2 020	-2 530	-2 555 -541	-2 504	-2 337	-2 347	-2 546	-2 5 <del>-1</del> 5 -64
Operating income	-732	I 664	I 776	3 794	I 535	I 699	185	500
	.52			2.7.		, ,		

<sup>\*</sup> After dilution. See note 2 for information on warrant programs.

## STATEMENTS OF COMPREHENSIVE INCOME

SEKTHOUSANDS	Jul - Sep 2016	Apr - Jun 2016	Jan-Mar 2016	Oct - Dec 2015	Jul - Sep 2015	Apr - Jun 2015	Jan - Mar 2015	Oct - Dec 2014
Net income	-553	I 520	1114	2 798	I 337	I 046	-49	284
Other comprehensive income Items that may be reclassified to the income statement								
Exchange rate differences Tax attributable to items that have been transferred, or can be transferred to	847	2 285	-1 060	-182	549	-2 201	4 980	3 577
net income	-71	-225	69	19	-11	207	-543	-395
Total other comprehensive income,								
net after tax	776	2 060	-991	-163	538	-1 994	4 437	3 182
Total comprehensive income	223	3 580	123	2 635	I 875	-948	4 388	3 466
Attributable to								
Parent Company's shareholders	241	3 580	123	2 635	I 875	-948	4 388	3 466
Non-controlling interests	-18	-	-	-	-	-	-	-
	223	3 580	123	2 635	I 875	-948	4 388	3 466

### INCOME STATEMENTS FOR THE PARENT COMPANY

	Janua	ary - September	July -	July – September		
SEKTHOUSANDS	2016	2015	2016	2015	2015	
Net sales	64 772	62 590	24 759	31 932	80 761	
Cost of goods sold	-15 359	-16 688	-5 098	-5 767	-19 065	
Gross income	49 413	45 902	19 661	26 165	61 696	
Selling expenses	-13 640	-13 930	-4 890	-4 220	-19 804	
Administrative expenses	-12 436	-7 565	-3 360	-2 307	-9 431	
Research and development costs	-24 590	-22 594	-7 981	-7 253	-31 090	
Other operating revenues and expenses	-1 786	-986	-710	-129	-1 540	
Operating income	-3 039	827	2 720	12 256	-169	
Financial income and expenses	I 443	I 869	431	415	1 661	
Income after financial items	-1 596	2 696	3 151	12 671	I 492	
Year end dispositions	-	-	-	-	-	
Taxes	-294	-1 138	-497	-2 906	-464	
Net income	-1 890	I 558	2 654	9 765	I 028	

Depreciation and amortization has reduced income for the period by SEK 9 148 thousand (7 759), of which SEK 3 120 thousand (2 590) for the quarter.

## BALANCE SHEETS FOR THE PARENT COMPANY

SEKTHOUSANDS	Sep 30, 2016	Sep 30, 2015	Dec 31, 2015
ASSETS			
Balanced expenditures for development	89 416	92 624	91 797
Patents and licencies	I 652	I 326	I 268
Trademarks	17	22	21
Tangible fixed assets	10 309	4 857	6 127
Participation in affiliated companies	165 999	14 475	14 475
Other financial fixed assets	1 179	4 394	1 179
Inventories	10 461	8 642	7 129
Current tax assets	2 187	-	-
Accounts receivable	4 79 1	4 449	4 338
Receivables from affiliated companies	7 435	28 265	32 924
Other current receivables	5 318	4 396	5 72 I
Cash and bank	28 142	38 02 I	32
Total assets	326 906	201 471	197 090
SHAREHOLDERS' EQUITY AND LIABILITIES			
Shareholders' equity	297 169	172 834	173 147
Untaxed reserves	12 238	12 238	12 238
Provisions	1 164	4 433	I 033
Accounts payable	6 849	4 505	I 956
Current tax liabilities	-	I 774	746
Other short-term liabilities	9 486	5 687	7 970
Total shareholders' equity and liabilities	326 906	201 471	197 090

Disclosures in accordance with IAS 34.16A occur in the financial statements and the related notes, as well as elsewhere in parts of the interim report.

#### NOTE I. ACCOUNTING PRINCIPLES

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.

Accounting principles applied for the Group and the parent company correspond, unless otherwise stated below, with the accounting policies used for the preparation of the latest annual report.

The Parent Company's distributable earnings are impacted by changes in the Swedish Annual Accounts Act, which means that the same amount as development expenditure which is capitalized in the Parent Company as from 2016 must be transferred from retained earnings to the restricted Reserve for Development Costs fund. This fund should be gradually run down as and when development expenditure impacts the income statement, for example due to amortization. No new or revised accounting policies that became effective in 2016 have had any significant impact on the Group.

#### **NOTE 2. SHARE WARRANT PROGRAMS**

In total there are 427,000 outstanding warrants in two programs. If all the warrants are exercised to subscribe for shares, the share capital will increase by around SEK 11,000 and the number of shares will increase by 427,000 shares in total, corresponding to dilution of approximately 1.8 percent of the total number of shares and votes. 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. Share warrant program 2016/2018 consists of 212,000 warrants and in June 2018 each warrant will entitle the holder to subscribe for one new share at a price of SEK 90.22.

#### NOTE 3. FINANCIAL DATA PER SEGMENT, GROUP

#### January-September

	Net sa non-Di				Tot	al
	goods		Durable	goods	consoli	dated
SEKTHOUSANDS	2016	2015	2016	2015	2016	2015
Net sales	87 975	76 838	11 784	10 727	99 759	87 565
Cost of goods sold	-17 862	-17 949	-8 550	-9 281	-26 412	-27 230
Gross income	70 113	58 889	3 234	I 446	73 347	60 335

#### June-September

Gross income	23 402	18 524	834	566	24 236	19 090	
Cost of goods sold	-5 738	-5 772	-1 756	-1 756	-7 494	-7 528	
Net sales	29 140	24 296	2 590	2 322	31 730	26 618	
SEKTHOUSANDS	2016	2015	2016	2015	2016	2015	
	Net sales of non-Durable goods D		Durable	Durable goods		Total consolidated	

#### **NOTE 4. FINANCIAL INSTRUMENTS**

The Group's financial assets and liabilities valuated at acquisition value amount to SEK 62 (55) million and SEK 27 (14) million respectively. Fair value of the Group's financial assets and liabilities is assessed to correspond to the book value.

#### **NOTE 5. BUSINESS COMBINATIONS**

On June 7, 2016 XVIVO Perfusion acquired 94.7 percent of the shares and 96.8 percent of the series 2015/2016 warrants in the listed company Vivoline Medical AB for SEK 138.1 million. The acquisition was paid for through the company's own shares in the amount of SEK 121.2 million and through a cash payment of SEK 16.9 million. On June 20, XVIVO Perfusion acquired a further 2.5 percent of the shares and 2.1 percent of the series 2015/2016 warrants in the listed company Vivoline Medical AB for SEK 3.4 million. The acquisition on June 20 was paid for through the company's own shares in the amount of SEK 2.9 million and through a cash payment of SEK 0.4 million. On July 14, XVIVO Perfusion acquired a further 1.6 percent of the shares and 0.7 percent of the series 2015/2016 warrants in Vivoline Medical AB for SEK 2.5 million. The acquisition on July 14 was paid for through the company's own shares in the amount of SEK 2.2 million and through a cash payment of SEK 0.3 million.

XVIVO Perfusion is consequently the owner of 98.6 percent of the shares and 99.6 percent of the warrants. The compulsory redemption process was initiated by XVIVO Perfusion. Vivoline's shares and warrants were delisted from Nasdaq First north on July 8, 2016. Acquisition expenses attributable to the acquisition amounted to SEK 3.3 million and have been charged to "Administrative expenses" in the consolidated income statement during the year. Transaction costs that are directly attributable to the new issue of shares have been charged against equity and amounts to SEK 0.7 million.

Vivoline Medical AB operates in the field of lung transplantation and has research collaboration with Professor Stig Steen and Igelösa in the field of heart transplantation. The combined company creates more resources and competence to take Professor Stig Steen's world-leading research in the field of heart transplantation to a commercial phase. Furthermore, when market approval has been obtained, there will be opportunities for a rapid introduction on to the market thanks to XVIVO Perfusion's well-developed global sales and market organization. The acquisition also strengthens XVIVO Perfusion's market position in the field of lung transplantation in Europe and Australia, and enables synergies in clean room production, product development, regulatory issues and marketing. The acquisition is in line with XVIVO Perfusion's strategic objective of becoming the leader in thorax transplantation.

The acquisition date is 7 July, 2016, but result and cash flow is included in the consolidated accounts from 30 June, 2016, since transactions up to this date are deemed to be immaterial to the consolidated accounts. If the acquisition had been done on 1 January, 2016 the consolidated pro forma accounts for the nine months period January-September, 2016, shows net sales amounting to SEK 102.5 million and net income amounting to SEK -7.0 million. These amounts have been calculated using Vivoline Medical's income statement adjusted for possible differences in accounting principles between the group and the subsidiary.

The table below shows the preliminary acquisition analysis.

Acquired intangible assets	FairValue (TSEK)
Paid purchase price as at 7 June, 2016	138 058
Fair value of non-controlling interests	7 426
Total	145 484
Capitalised development expenditure	62 423
Patent, licences and trademarks	I 023
Tangible fixed assets	2 553
Deferred tax assets	9 470
Inventories	616
Accounts receivable and other receivables	I 895
Liquid funds	9 776
Accounts payable and other liabilities	-3 752
Fair value of acquired net assets	84 004
Goodwill	61 480
Total	145 484

Impact on the Group's cash flow	FairValue (TSEK)		
Purchase price, paid in cash	17 344		
Less: Cash and cash equivalents in acquired company	-9 776		
Impact on the Group's cash and cash equivalents	7 569		

### RECONCILIATION OF ALTERNATIVE KEY FIGURES

This report includes certain key ratios not defined in IFRS, but they are included in the report as company management considers that this information makes it easier for investors to analyze the Group's financial performance and position. Investors should regard these alternative key ratios as complementing rather than replacing financial information in accordance with IFRS.

#### **EBITDA**

					vvnole
	January-September		July-September		year
SEKTHOUSANDS	2016	2015	2016	2015	2015
Operating income	2 708	3 4 1 9	-732	I 535	7 2 1 2
Amortization	7 739	7 649	2 628	2 557	10 155
Depreciation	1919	85 I	841	348	I 434
EBITDA	12 366	11919	2 737	4 440	18 801

#### **GROSS MARGIN**

OI/O33 I IAI/OII I					
SEKTHOUSANDS	January-September July-September 2016 2015 2016 2015		ptember 2015	Whole year 2015	
Operating income					
Net sales	99 759	87 565	31 730	26 618	120 245
Operating expenses					
Cost of goods sold	-26 412	-27 230	-7 494	-7 528	-35 285
Gross income	73 347	60 335	24 236	19 090	84 960
Gross margin %	74	69	76	72	71

#### GROSS MARGIN NON-DURABLE GOODS

January-S	September July		ntember	year
2016	2015	2016	2015	2015
87 975	76 838	29 140	24 296	99 759
-17 862	-17 949	-5 738	-5 772	-26 412
70 113	58 889	23 402	18 524	73 347
80	77	80	76	74
	2016 87 975 -17 862 <b>70 113</b>	87 975 76 838 -17 862 -17 949 70 113 58 889	2016 2015 2016 87 975 76 838 29 140 -17 862 -17 949 -5 738 70 113 58 889 23 402	2016     2015     2016     2015       87 975     76 838     29 140     24 296       -17 862     -17 949     -5 738     -5 772       70 113     58 889     23 402     18 524

Since the pricing strategy of durable goods differs from the pricing strategy from non-durable goods the gross income without durable goods is reported separately. To calculate the gross profit margin, gross profit is first calculated by subtracting the cost of goods for resale from net sales. Gross profit is then divided by net sales to obtain the performance measure of "gross profit margin." Gross profit margin states the percentage of net sales that are converted into profit after cost of goods sold, and is impacted by such factors as pricing, the cost of raw materials and manufacturing, inventory impairment and trends in exchange rates

#### **EQUITY/ASSETS RATIO**

SEKTHOUSANDS	Sep 30, 2016		Dec 31, 2015
Shareholders' equity	316211	182 267	184 874
Total assets	346 800	199 942	204 180
Equity/assets ratio %	91	91	91

Equity consists of share capital, other contributed capital, reserves and retained earnings, including the Group's profit for the year and non-controlling interests. Equity/assets ratio is calculated by dividing equity by total assets and is thus a measure of the percentage of assets that are financed by equity.

#### KEY RATIOS DEFINITION

#### Gross margin non-Durable goods, %

Gross income segment non-Durable goods as a percentage of the net sales of segment non-Durable goods.

#### Gross margin, %

Gross income as a percentage of the net sales for the period.

#### EBITDA margin, %

Operating income before depreciation and amortization as a percentage of net sales for the period.

#### Operating margin, %

Operating income as a percentage of net sales for the period.

#### Net margin, %

Income for the period as a percentage of net sales for the period.

#### Equity/assets ratio, %

Shareholders' equity and non-controlling interests as a percentage of total assets.

#### Shareholders' equity per share, SEK

Shareholders' equity in relation to the number of shares outstanding at closing day.

#### Earnings per share, SEK

Income for the period in relation to the average number of outstanding shares for the period.

#### Earnings per share after dilution, SEK

Income for the period in relation to the average number of outstanding shares after dilution for the period.

### **PRODUCTS**



XPS™

SALES TYPE Warm Perfusion

Durable Goods



STEEN Solution™

SALES TYPE
Warm Perfusion



XPS Disposable Kit™

SALES TYPE
Warm Perfusion



XVIVO Lung Cannula Set™

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



LSTM

SALES TYPE
Warm Perfusion

Durable Goods



DLS™

SALES TYPE
Warm Perfusion



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