

January-September 2023

Interim report Q3

The quarter in summary

- Net sales amounted to SEK 217.3 million (175.9), an increase of 23.5 percent. Service sales amounted to 159.3 million (134.3), an increase of 18.7 percent. Product sales amounted to 58.0 million (41.7), an increase of 39.2 percent.
- Gross margin amounted to 43.5 percent (34.8).
- Operating profit (EBIT) amounted to SEK 20.7 million (-18.2), corresponding to an operating margin of 9.5 percent (-10.3). The EBIT last year was negatively affected by SEK 2.2 million from non-recurring items.
- Free cash flow amounted to SEK -9.8 million (-34.3).
- Earnings per share amounted to SEK 0.47 (-0.67).

January-September in summary

- Net sales amounted to SEK 625.2 million (528.9), an increase of 18.2 percent. Service sales amounted to 460.7 million (405.7), an increase of 13.5 percent. Product sales amounted to 164.5 million (123.2), an increase of 33.5 percent.
- Gross margin amounted to 41.6 percent (37.1).
- Operating profit (EBIT) amounted to SEK 42.7 million (-29.1), corresponding to an operating margin of 6.8 percent (-5.5). The EBIT last year was negatively affected by SEK 9.6 million from non-recurring items.
- Free cash flow amounted to SEK 26.1 million (-33.7).
- Earnings per share amounted to SEK 1.28 (-0.82).

Key Ratios	Q3			Jan-Sep			Full-year
	2023	2022	%	2023	2022	%	2022
Net sales	217.3	175.9	23.5%	625.2	528.9	18.2%	725.1
Net sales growth, %	23.5%	25.5%		18.2%	24.4%		23.4%
Organic growth %	23.5%	18.6%		18.2%	14.9%		16.6%
Gross margin %	43.5%	34.8%		41.6%	37.1%		37.8%
EBITDA	44.1	0.8	5261.4%	102.5	27.0	279.7%	58.8
EBITDA margin	20.3%	0.5%		16.4%	5.1%		8.1%
Adjusted EBITDA*	44.1	0.8	5261.4%	102.5	48.5	111.4%	83.5
Adjusted EBITDA margin*	20.3%	0.5%		16.4%	9.2%		11.5%
EBIT	20.7	-18.2	213.9%	42.7	-29.1	247.0%	-15.8
EBIT margin, %	9.5%	-10.3%		6.8%	-5.5%		-2.2%
Adjusted EBIT*	20.7	-18.2	213.9%	42.7	-7.6	664.6%	9.0
Adjusted EBIT margin*, %	9.5%	-10.3%		6.8%	-1.4%		1.2%
Earnings per share, SEK	0.47	-0.67	169.8%	1.28	-0.82	257.2%	-0.47

* Adjusted for restructuring costs but not for non-recurring items

CEO's commentary

For the fourth quarter in a row, Careium strengthens performance. The third quarter saw us driving positive outcomes with ongoing investment in our future offering as well as internal efficiencies. The quarter was positively impacted by price increases on temporary prolongations likely to revert to normal levels during Q4.

Careium generated net sales of SEK 217.3 million (175.9), an increase of 23.5 percent. We attained organic growth across services sales of 18.7 percent and strong product-related sales growth of 39.2 percent, due to the demand for our hardware across our markets. We improved gross margin to 43.5 percent (34.8). EBIT increased to SEK 20.7 million (-18.2), corresponding to an operating margin of 9.5 percent for the quarter. Free cash flows amounted to SEK -9.8 million (-34.3). New systems, roles and processes were put in place, or with ongoing implementation, during the quarter to improve cash flow generation.

With our sights set on being a European leader in technology enabled care, spanning the main EU markets, the quarter saw us launch several initiatives aligned with our strategy. Initiatives spanned re-building our organisation for commercial focus, a new governance model to ensure speed and efficiency, new projects in developing our hardware and service offering, system implementation and changes to steer the business more efficiently.

Among the many improvements our work towards integration and efficiency continued during the quarter with the implementation of new platforms for supply chain and inventory management. In addition, new finance systems implemented in the UK will enable greater efficiencies. We also made changes to our commercial organisation, staffing, and mandates to drive growth across the group and setting up a strategic supply chain function to drive costs down as well as being more integrated in our development of hardware alongside our R&D organisation.

In the quarter, sales in the Nordic sales amounted to SEK 97.2 million (88.0), growing 10.5 percent and reaching a gross margin of 39.9 percent (38.0) indicating continued good performance. The UK and Ireland sales were SEK 85.7 million (64.5), growing 32.8 percent with a gross margin of 43.8 percent (25.3) with hardware sales serving as the main driver. The Netherlands delivered sales of SEK 18.4 million (14.8), growing 23.7 percent with a gross



margin of 54.8 percent (52.6), indicating efficient operations and stable growth. Sales in Other markets (Germany and France) were SEK 16.1 million (8.6) with a gross margin of 50.6 percent (32.4), reflective of the strong market position Careium holds.

With a solid quarter delivered, we look forward to continuing delivering on our strategy adding value to society, our customers, end users, and our shareholders. My warmest thanks to all our talented employees who have contributed to delivering the quarterly outcomes and improving the lives of thousands of seniors in the process.

Christian Walén,
President and CEO

Net sales

Highlights during the third quarter

Careium's net sales for the third quarter amounted to SEK 217.3 million (175.9), an increase of 23.5 percent compared to the third quarter of 2022. Adjusted for currency effects, organic growth amounted to 18.4 percent.

The number of connections at the end of the period was 377,500 (407,400). The loss of a few large customer contracts in the UK explains the decrease in connections. As part of the transformation of the UK business, we have prioritized securing profitable connections in the service business over loss-making connections.

Net sales divided in products and services

SEKm	Q3			Jan-Sep			Full-year
	2023	2022	%	2023	2022	%	2022
Product sales	58.0	41.7	39.2%	164.5	123.2	33.5%	174.3
Service sales	159.3	134.3	18.7%	460.7	405.7	13.5%	550.8
Total	217.3	175.9	23.5%	625.2	528.9	18.2%	725.1
Connections (thousand)	377.5	407.4	-7.3%	377.5	407.4	-7.3%	379.9

Profitability

Highlights during the third quarter

Gross margin amounted to 43.5 percent (34.8) during the third quarter of 2023. The positive gross margin development was mainly due to lower cost for service delivery in the alarm receiving centres as a result of efficiency improvements. The gross margin was also positively affected by more favourable exchange rates between GBP and EUR versus USD. Most of the products sold are purchased in USD.

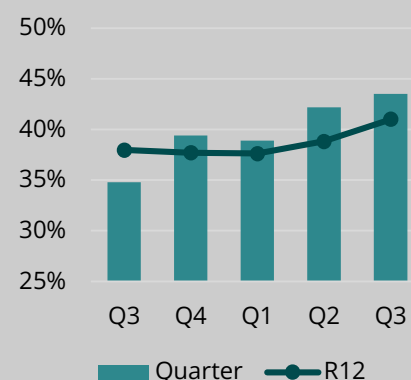
EBITDA amounted to SEK 44.1 million (0.8), which corresponds to an EBITDA-margin of 20.3 percent (0.5). EBITA amounted to SEK 24.7 million (-13.8). EBIT amounted to SEK 20.7 million (-18.2) and an EBIT-margin of 9.5 percent (-10.3). The result in the third quarter of 2022 was negatively affected by non-recurring expenses of in total SEK 2.2 million.

Net financial items for the third quarter totaled SEK -5.1 million (-1.5). Net interest amounted to SEK -3.7 million (-1.4) and exchange rate losses to SEK -1.4 million (-0.1). Group tax for the quarter was SEK -3.5 million (4.1). Net profit for the period was SEK 12.1 million (-15.7).

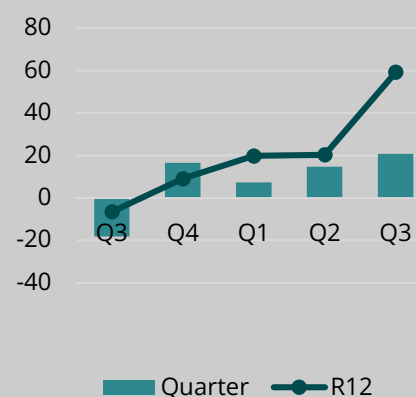
Net sales, SEKm



Gross margin



Adjusted EBIT, SEKm



Key figures

SEKm	Q3		%	Jan-Sep		%	Full-year
	2023	2022		2023	2022		2022
Net sales	217.3	175.9	23.5%	625.2	528.9	18.2%	725.1
Gross profit	94.6	61.2	54.6%	260.3	196.4	32.5%	273.7
<i>Gross margin</i>	43.5%	34.8%		41.6%	37.1%		37.8%
EBITDA	44.1	0.8	5261.4%	102.5	27.0	279.7%	58.8
<i>EBITDA margin %</i>	20.3%	0.5%		16.4%	5.1%		8.1%
EBIT	20.7	-18.2	213.9%	42.7	-29.1	247.0%	-15.8
<i>EBIT margin %</i>	9.5%	-10.3%		6.8%	-5.5%		-2.2%
Net financial items	-5.1	-1.5		0.5	-0.8		0.4
Taxes	-3.5	4.1		-9.8	12.1		6.8
Profit/loss for the period	12.1	-15.7	177.5%	33.4	-17.8	287.8%	-8.6

Financial development

Cash flow, investments and financial position

Cash flow from current activities during the third quarter amounted to SEK 1.6 million (-20.8). The change in working capital amounted to SEK -39.8 million in the quarter due to high payments of supplier invoices following the inventory buildup in the previous quarter, reduced holiday pay provisions following the summer period, and high sales increasing the accounts receivable balance.

Free cash flow amounted to SEK -9.8 million (-34.3). Investments during the period amounted to SEK -11.4 million (-13.4).

Cash and cash equivalents totaled SEK 36.1 million (43.7) at the end of the third quarter. In addition, the bank overdraft facility had available cash of SEK 37.3 million (50.0). The equity ratio was 59.8 percent (56.0). Net debt amounted to SEK 227.9 million at the end of the third quarter, compared with a net debt of SEK 204.8 million at the end of the third quarter of 2022.

At the end of the third quarter, Careium was in compliance with the covenants of the bank facility agreement.

Group summary

SEKm	Q3		%	Jan-Sep		%	Full-year
	2023	2022		2023	2022		2022
Operating profit/loss, EBIT	20.7	-18.2	-214%	42.7	-29.1	247%	-15.8
Cash flow from current activities	1.6	-20.8	-108%	58.1	11.6	402%	-21.1
Investments	-11.4	-13.4	-15%	-32.0	-45.3	-29%	-66.0
Free cash flow	-9.8	-34.3		26.1	-33.7		-87.1
Cash and cash equivalents	36.1	43.7	-17%	36.1	43.7	-17%	39.9
Net Debt	227.9	204.8	11%	227.9	204.8	11%	253.6

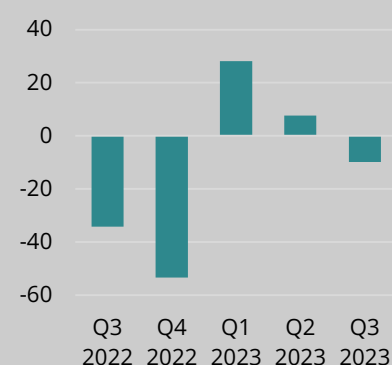
Significant events during the period

No significant events were reported during the period.

Significant events after the period

No significant events were reported after the period.

Free cash flow, SEKm



Highlights by region

Net sales for Careium in the third quarter amounted to SEK 217.3 million (175.9), an increase of 23.5 percent compared to the third quarter of 2022. Sales in the Nordics amounted to 45 percent (50) of total revenues and sales in the UK amounted to 39 percent (37). Of the remaining sales, Netherlands counted for 9 percent (8) and Other markets (mainly Germany and France) 7 percent (5).

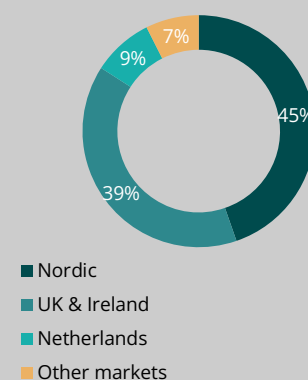
Nordic

SEKm	Q3			Jan-Sep			Full-year
	2023	2022	%	2023	2022	%	2022
Product Sales	9.9	7.4	34.2%	25.1	23.3	8.1%	33.5
Service Sales	87.3	80.6	8.4%	258.1	228.3	13.1%	311.2
Total	97.2	88.0	10.5%	283.3	251.5	12.6%	344.8
Gross profit	38.8	33.4	16.2%	113.2	97.5	16.1%	133.2
<i>Gross margin</i>	39.9%	38.0%		40.0%	38.8%		38.6%
Connections (thousand)	131.5	134.6	-2.3%	131.5	134.6	-2.3%	134.7

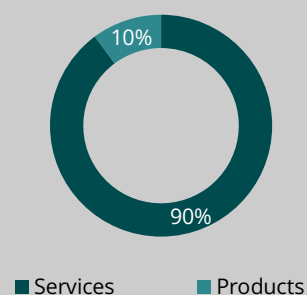
Net sales in the Nordics increased 10.5 percent to SEK 97.2 million (88.0) compared with the third quarter of 2022. The increase in sales was mainly related to the increased service sales of SEK 87.3 million (80.6), corresponding to 8.4 percent growth. This growth is related to the net win of service contracts in Sweden in the last year. Product sales amounted to SEK 9.9 million (7.4), an increase of 34.2 percent. The coming sunset of the 2G networks in the Nordics increases the opportunities to sell 4G devices during 2024.

Gross margin was 39.9 percent (38.0). The improvement is explained by lower costs for service delivery in the alarm receiving centres following the efficiency measures taken.

Sales by market, %



Sales divided in products and services, Nordic %



United Kingdom & Ireland

SEKm	Q3			Jan-Sep			Full-year
	2023	2022	%	2023	2022	%	2022
Product Sales	35.4	26.8	32.1%	110.8	72.1	53.7%	102.8
Service Sales	50.3	37.8	33.3%	143.1	129.2	10.8%	173.4
Total	85.7	64.5	32.8%	254.0	201.3	26.2%	276.2
Gross profit	37.6	16.3	130.1%	98.9	61.7	60.4%	88.0
<i>Gross margin</i>	43.8%	25.3%		39.0%	30.6%		31.9%
Connections (thousand)	216.3	243.9	-11.3%	216.3	243.9	-11.3%	215.5

Net sales in the United Kingdom and Ireland increased 32.8 percent to SEK 85.7 million (64.5) compared to the third quarter of 2022. The increase of product sales to SEK 35.4 million (26.8), corresponding to growth of 32.1 percent, demonstrated the continued high demand to shift from analogue to digital devices and that the Careium product portfolio is competitive in the market. Service sales increased in the quarter to SEK 50.3 million (37.8), corresponding to growth of 33.3 percent, in part due to price increases on some prolonged contracts. The growth was reinforced by the strengthened GBP in relation to SEK.

Gross margin in the quarter was 43.8 percent (25.3). Gradually implemented changes to improve the service efficiency had a strong impact in the quarter. The profitability of product sales improved mainly due to the strengthened GBP in relation to USD, which is the main currency used in product sourcing.

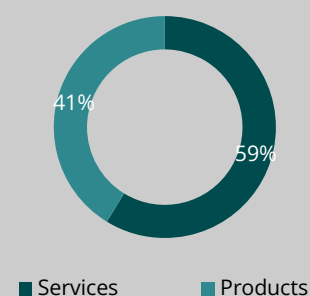
Netherlands

SEKm	Q3			Jan-Sep			Full-year
	2023	2022	%	2023	2022	%	2022
Product Sales	1.3	1.1	21.1%	3.7	3.4	7.8%	4.9
Service Sales	17.1	13.8	23.9%	50.0	42.5	17.7%	58.4
Total	18.4	14.8	23.7%	53.7	45.9	16.9%	63.3
Gross profit	10.1	7.8	28.8%	31.1	24.3	27.9%	33.9
<i>Gross margin</i>	54.8%	52.6%		58.0%	53.0%		53.5%
Connections (thousand)	29.8	28.9	2.9%	29.8	28.9	2.9%	29.7

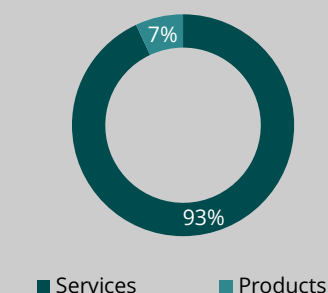
Net sales in the Netherlands increased 23.7 percent to SEK 18.4 million (14.8) compared to the third quarter of 2022. The sales increase is related to both an increased number of connections and an improved customer mix with more private pay customers. The growth was reinforced by the strengthened EUR in relation to SEK.

Gross margin in the quarter was 54.8 percent (52.6).

Sales divided in products and services, United Kingdom & Ireland, %



Sales divided in products and services, Netherlands, %



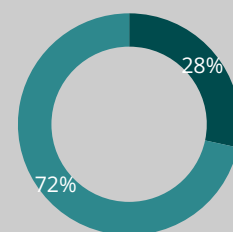
Other markets

SEKm	Q3			Jan-Sep			Full-year
	2023	2022	%	2023	2022	%	2022
Product Sales	11.5	6.5	77.1%	24.8	24.4	1.8%	33.1
Service Sales	4.6	2.1	116.8%	9.4	5.7	64.2%	7.8
Total	16.1	8.6	86.8%	34.3	30.1	13.7%	40.8
Gross profit	8.1	2.8	191.4%	17.0	12.9	31.6%	18.7
Gross margin	50.6%	32.4%		49.7%	42.9%		45.8%

Net sales in other markets increased to SEK 16.1 million (8.6) in the third quarter of 2023, corresponding to an increase of 86.8 percent. The Other markets business mainly consists of product sales in Germany and France and subscription services related to the devices.

Gross margin was 50.6 percent (32.4) in the third quarter of 2023. The improvement was due to a strengthened EUR in relation to USD, which is the main currency used in product sourcing.

Sales divided in products and services, Other markets, %



■ Services ■ Products

Other information

Equity and the Careium share

Careium's share is listed on Nasdaq First North Growth Market. On 30 September 2023, the number of issued shares was 24,326,214. Total equity amounted to SEK 607.2 million (548.0). The share price at the end of the quarter was SEK 16.35 (8.96) corresponding to a market capitalization of SEK 397.7 million (218.0).

Employees

On 30 September 2023, Careium had 554 (670) full-time equivalents. Of these, 235 (243) are based in the Nordic region, 42 (44) in the Netherlands, 266 (366) in the United Kingdom and Ireland, and 11 (17) in the other markets.

Risks

Careium's position is affected by operational, strategic, financial and sustainability risks. Across the four main categories of risk, ranking of most critical risks consists of:

Strategic: Commercial failure, integration of acquisitions, changing legal requirements

Operational: Cyber security, service continuity, supply chain disturbances

Sustainability: Occupational health and safety risks, supply chain environmental impact, corruption

Financial risks: Credit and counterparty risk, liquidity risk, currency risks

While listed as an operational risk, cyber security is managed not just as part of risk assessments and action but integrated in the work of IT operations. For more information, see the section about risks in the Annual Report 2022.

Parent company

The parent company's net sales during the third quarter amounted to SEK -0.2 million (3.0). Net profit amounted to SEK -3.7 million (0.0).

Accounting principles

This interim report has been prepared for the group in accordance with IAS 34. "Interim Financial Reporting" and for the parent company in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2. "Accounting for legal entities". The accounting principles and calculation methods applied correspond to those that were used to prepare the most recent annual report.

Confirmation by the board

The board and CEO affirm that this interim report provides an accurate overview of the operations, position and earnings of the company and group and that it also describes the principal risks and uncertainty factors faced by the company and its subsidiaries.

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

Malmö, 26 October 2023

Maria Khorsand
Chairwoman of the Board

Cecilia Ardström
Board member

Stefan Berg
Board member

Kai Tavakka
Board member

Christian Walén
CEO

Financial reports

Careium-group

Income statement

SEKm	Q3		Jan-Sep		Full-year
	2023	2022	2023	2022	2022
Net sales	217.3	175.9	625.2	528.9	725.1
Cost of goods and services sold	-122.8	-114.8	-364.9	-332.5	-451.4
Gross profit	94.6	61.2	260.3	196.4	273.7
Selling, distribution and marketing expenses	-34.4	-37.8	-107.9	-109.7	-148.7
Research and development expenses	-8.1	-4.5	-15.1	-12.7	-17.7
Administrative expenses	-31.8	-37.7	-95.9	-133.1	-160.9
Other income and expense	0.4	0.6	1.3	30.0	37.7
Total operating expenses	-73.9	-79.4	-217.6	-225.5	-289.5
whereof depreciation and amortisation of intangible and tangible fixed assets	-23.4	-19.0	-59.8	-56.1	-74.6
Operating profit/loss before depreciation and amortisation (EBITDA)	44.1	0.8	102.5	27.0	58.8
Operating profit/loss after depreciation and amortisation (EBIT)	20.7	-18.2	42.7	-29.1	-15.8
Net financial items	-5.1	-1.5	0.5	-0.8	0.4
Profit/loss before taxes	15.6	-19.7	43.2	-29.9	-15.4
Taxes	-3.5	4.1	-9.8	12.1	6.8
Profit/loss for the period	12.1	-15.6	33.4	-17.8	-8.6
Where of related to Parent company's shareholders	11.4	-16.3	31.2	-19.8	-11.4
Average number of shares, thousands	24,326	24,326	24,326	24,326	24,326
Average number of shares after dilution, thousands*	24,326	24,326	24,326	24,326	24,326
Earnings per share, SEK	0.47	-0.67	1.28	-0.82	-0.47
Earnings per share, after dilution, SEK*	0.47	-0.67	1.28	-0.82	-0.47

*The effect of dilution is considered only when the effect on earnings per share is negative.

Statement of comprehensive income

SEKm	Q3		Jan-Sep		Full-year
	2023	2022	2023	2022	2022
Profit/loss for the period	12.1	-15.6	33.4	-17.8	-8.6
Other comprehensive income to be reclassified to profit or loss in subsequent periods:					
Translation differences	-8.7	3.7	7.2	14.3	23.7
Total Result	3.4	-11.9	40.6	-3.5	15.1
<i>where of related to Parent company's shareholders</i>	2.7	-12.6	38.4	-5.6	12.3

Statement of financial position

SEKm	30 Sep 2023	30 Sep 2022	31 Dec 2022
Non-current assets			
Intangible assets	581.1	565.0	576.1
Property, plant and equipment	87.4	107.1	101.9
Financial assets	53.1	30.5	35.5
Deferred tax asset	9.2	14.9	13.2
Current assets			
Inventories	57.2	58.1	50.4
Current receivables	191.4	159.0	175.2
Cash and cash equivalents	36.1	43.7	39.9
Total assets	1,015.5	978.3	992.1
Equity and liabilities			
Equity	607.2	548.0	566.6
Long-term liabilities	247.4	43.8	283.8
Current liabilities	160.9	386.4	141.7
Total shareholders equity and liabilities	1,015.5	978.3	992.1

Statement of cash flows

SEKm	Q3		Jan-Sep		Full-year
	2023	2022	2023	2022	2022
Operating profit/loss after depreciation and write-downs, EBIT	20.7	-18.2	42.7	-29.1	-15.8
Depreciation according to plan	23.4	19.1	59.8	56.1	74.6
Net paid financial items	-3.7	-4.5	-10.5	-3.9	-7.8
Taxes paid	1.0	-3.0	-3.8	-5.9	-4.4
Changes in working capital (incl changes in provisions)	-39.8	-14.2	-33.1	-5.6	-67.7
Cash flow from current activities	1.6	-20.8	58.1	11.6	-21.1
Investments in intangible and tangible fixed assets	-11.4	-13.4	-32.0	-45.3	-66.0
Total Free Cash flow before acquisitions	-9.8	-34.3	26.1	-33.7	-87.1
Acquisitions	-	-	-	-	-2.7
Cash flow from investment activities	-11.4	-13.4	-32.0	-45.3	-68.7
Amortisation of debt	-4.1	-5.9	-12.0	-65.9	-69.3
New loans	-	-	-	-	25.0
Change in bank overdraft liability	-2.2	-	-19.5	-	29.2
Cash flow from financial activities	-6.2	-5.9	-31.5	-65.9	-15.1
Exchange rate differences in cash and cash equivalents	-1.5	0.0	1.7	0.8	2.3
Change in liquid funds	-17.6	-40.1	-3.8	-98.9	-102.6
Cash and cash equivalents at the beginning of the period	53.7	83.9	39.9	142.5	142.5
Cash and cash equivalents at the end of the period	36.1	43.7	36.1	43.7	39.9
Net debt	227.9	204.8	227.9	204.8	253.6

Statement of change in equity

SEKm	30 Sep 2023	30 Sep 2022	31 Dec 2022
Opening balance	566.6	551.5	551.5
Total Result related to Parent company's shareholders	40.6	-3.5	15.1
Other transactions with shareholders	-	-	-
Closing balance	607.2	548.0	566.6

Other key figures

SEKm	30 Sep 2023	30 Sep 2022	31 Dec 2022
Equity/assets ratio, %	59.8%	56.0%	57.2%
EBITA	56.1	-16.0	1.8
Number of shares at the end of the period, thousands	24,326	24,326	24,326
Number of shares at the end of the period after dilution, thousands*	24,326	24,326	24,326
Equity per share, SEK	24.96	22.53	23.29
Equity per share, after dilution SEK*	24.96	22.53	23.29
Return on average shareholders' equity, %	7.3%	-3.1%	-1.5%
Return on average capital employed, %	6.9%	-4.1%	-2.1%
Share price at period's end, SEK	16.35	8.96	8.96
Market value, SEKm	397.7	218.0	218.0

*The effect of dilution is only considered when the effect on equity per share is negative.

Parent company

Income statement

SEKm	Q3		Jan-Sep		Full year
	2023	2022	2022	2021	2022
Net sales	-0.2	3.0	7.6	6.9	9.5
Cost of goods and services sold	-0.2	-0.1	-0.0	-0.1	-0.0
Gross profit	-0.4	2.9	7.6	6.8	9.5
Operating expenses	-2.3	-2.6	-9.1	-8.5	-11.8
Operating profit/loss (EBIT)	-2.7	0.3	-1.5	-1.8	-2.3
Net financial items	-1.7	-0.3	10.1	1.0	2.8
Profit/loss after financial items	-4.4	0.0	8.6	-0.7	0.5
Group contribution	-	-	-	-	-0.6
Taxes	0.7	-	-1.8	-	-0.0
Profit/loss for the period	-3.7	0.0	6.8	-0.7	-0.1

Statement of comprehensive income

SEKm	Q3		Jan-Sep		Full-year
	2023	2022	2023	2022	2022
Profit/loss for the period	-3.7	0.0	6.8	-0.7	-0.1
Other comprehensive income to be reclassified to profit or loss in subsequent periods:	-	-	-	-	-
Total Result	-3.7	0.0	6.8	-0.7	-0.1

Statement of financial position

SEKm	30 Sep 2023	30 Sep 2022	31 Dec 2022
Non-current assets			
Intangible assets	-	-	-
Property, plant and equipment	-	-	-
Financial assets	612.0	600.1	599.5
Current assets			
Inventories	-	-	-
Current receivables	61.2	6.4	99.9
Cash and cash equivalents*	0.0	19.6	0.0
Total assets	673.3	626.0	699.5
Shareholders' equity	422.1	412.9	413.6
Provisions	-	-	-
Longterm liabilities	234.7	209.6	254.2
Current liabilities	16.5	3.5	31.6
Total shareholders equity and liabilities	673.3	626.0	699.5

*Set up of Group cash pool explains the reduction of reported cash in the parent company

Notes

Not 1. Region reporting

Careium has changed the reporting so that the Group reports in four regions, the Nordic countries, the United Kingdom and Ireland, the Netherlands, and Other markets. Earlier, Netherlands was included in Central Europe, which now have been split between Netherlands and Other markets. Other markets include countries that are not part of another region. For comparative figures for 2022, see note 2 below.

Not 2. Gross margin per region

Effective 1 January 2023, Careium reports Gross profit and Gross margin per region. The comparative figures for 2022 have been restated to comply with this new report model.

SEK, millions	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Full year 2022
Nordics					
Net sales	82.3	81.3	88.0	93.2	344.8
Gross profit	31.7	32.4	33.4	35.7	133.2
<i>Gross margin</i>	38.5%	39.9%	38.0%	38.3%	38.6%
UK & Ireland					
Net sales	69.4	67.4	64.5	74.9	276.2
Gross profit	24.8	20.5	16.3	26.3	88.0
<i>Gross margin</i>	35.8%	30.5%	25.3%	35.2%	31.9%
Netherlands					
Net sales	15.5	15.6	14.8	17.4	63.3
Gross profit	8.2	8.3	7.8	9.5	33.9
<i>Gross margin</i>	53.2%	53.3%	52.6%	54.8%	53.5%
Other markets					
Net sales	11.4	10.1	8.6	10.7	40.8
Gross profit	5.3	4.8	2.8	5.8	18.7
<i>Gross margin</i>	46.4%	47.9%	32.4%	53.9%	45.8%
Total					
Net sales	178.5	174.4	175.9	196.2	725.1
Gross profit	70.0	65.2	61.2	77.3	273.7
<i>Gross margin</i>	39.2%	37.4%	34.8%	39.4%	37.8%

Definitions

Financial definitions

Average number of shares after dilution	The average number of shares adjusted for the dilution effect of subscription options calculated as the difference between the presumed number of shares issued at the redemption price and the presumed number of issued shares at the average market price for the period.
Earnings per share	Profit after tax divided by the average number of shares for the period.
Earnings per share after dilution	Profit after tax divided by the average number of shares for the period after the dilution effect.
Number of shares at period end period after dilution effect	The number of shares at the end of the period adjusted for the dilution effect of subscription options calculated as the difference between the presumed number of shares issued at the redemption price and the presumed no of issued shares at the market price at the end of the period.
Equity per share	Equity on the balance date divided by the number of shares on the balance date.
Equity per share after dilution	Equity on the balance date divided by the number of shares at the end of the period after dilution effects.
Net debt/Net cash	Cash and bank deposits less interest-bearing liabilities.
Market value	Share price at the end of the period times the number of shares at the end of the period.

Use of non-IFRS results measurement

Guidelines regarding alternative key figures for companies with securities listed on a regulated market within the EU have been issued by the ESMA (European Securities and Markets Authority). These guidelines shall be applied to alternative key figures that are used with effect from 3 July 2016. The interim report has references to a number of non-IFRS result measurements that are used to help both investors and management in analysing the company's activities. Below we describe the non IFRS result measurements that are used as a supplement to the financial information that is reported according to IFRS.

SEKm	Q3		Jan-Sep	
	2023	2022	2023	2022
Currency adjusted sales growth				
Currency adjusted sales growth	32.3	29.9		
Currency effect	9.1	5.8		
Reported sales growth	41.4	35.7		
Capital employed				
Total assets			1,015.5	978.3
Non-interest bearing liabilities			141.0	181.8
Cash and cash equivalents			36.1	43.7
Reported capital employed			838.4	752.8

Description of financial result measurements that are not found in the IFRS rules

Non-IFRS result measurement	Description	Reason for use of measurement
Restructuring costs	Costs of impairment and personnel costs in connection with restructuring.	This measurement shows the specific costs that arise in connection with restructuring of a specific activity, which contributes to better understanding of the underlying cost level in the ongoing operational activities.
Gross margin %	Net sales minus cost of goods and services sold as a percentage of net sales.	The gross margin is an important measurement for showing the margin before other costs.
Organic growth %	Net sales for the period minus net sales for companies acquired during the period minus net sales for the corresponding period in the previous year as a percentage of net sales for the corresponding period in the previous year.	Organic growth shows the group's sales growth excluding company acquisitions.
Currency adjusted sales growth %	Net sales for the period recalculated with exchange rates for the corresponding period the previous year minus net sales for the corresponding period the previous year as a percentage of net sales for the corresponding period the previous year.	This measurement shows sales growth with currency effects cancelled out.
Equity ratio	Equity expressed as a percentage of total assets.	A traditional measurement for showing financial risk, expressed as the percentage of the total capital that is financed by the owners.
Return on average equity	Rolling 12-month profit after financial items and tax divided by average equity.	Shows from a shareholder perspective what the return is on the owners' invested capital.
Capital employed	Total assets less non-interest-bearing liabilities and cash and bank deposits.	The measurement shows how much total capital is used in the operation and is thus the only component in measuring return from the activities.
Return on average capital employed	Rolling 12-month operating profit divided by the average quarterly capital employed.	The key measurement for measuring the return on all the capital in the company.
Number of connections	Number of subscription customers connected to alarm reception.	This measurement shows the volume of customers in the services activities.



About Careium

Careium is today one of the leading players in technology-enabled care in Europe. Careium's innovative solutions improve the safety, quality of life and independence of seniors both inside and outside the home. Careium provides its services to 400,000 seniors in Sweden, Norway, the United Kingdom, the Netherlands, Germany and France. Most of the seniors are connected to one of Careium's alarm receiving centers in Sweden, Norway and the United Kingdom where approximately 25,000 alarms are handled every day by one of our 600 employees in the alarm receiving centres.

Calendar

Year-end report, January-December 2023	15 February 2024
Interim report, January-March 2024	25 April 2024
Annual General Meeting	25 April 2024
Interim report, January-June 2024	12 July 2024
Interim report, January-September 2024	25 October 2024

Contact

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Webcast

A live broadcast report presentation will be held Thursday 26 October 2023 at 10.00 am (CEST) when President and CEO Christian Walén will present the report. The webcast is accessed at <https://www.youtube.com/watch?v=WtVW-ZLUxbs>.

The presentation material is available on Careium's financial website at <https://www.careium.com/en-gb/investors/financial-information/presentations2/>.

This information is information that Careium is obliged to disclose in accordance with the EU Market Abuse Regulation. The information was submitted for publication by the contact persons above on Thursday, 26 October 2023, at 8.00 am (CEST).