



# Interim Report Fourth Quarter 2021

February 17, 2022

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# Nasdaq First North – Listing

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December 10th Careium was listed on Nasdaq First North Growth Market, under the shortname "Care". The listing is part of the distribution of all DORO AB's shares in Careium to Doro's shareholders, which was resolved at the Extraordinary General Meeting of Doro on November 22, 2021.

- The organisation has done a fantastic job of getting us to where we are today and together, we celebrated the listing in our offices around Europe.
- We have created one of the leading players in technology enabled care in Northern Europe through organic and acquired growth
- We are now accelerating towards the goal of being the leading player in developing and providing technology enabled care in Europe.

# Quarterly Highlights

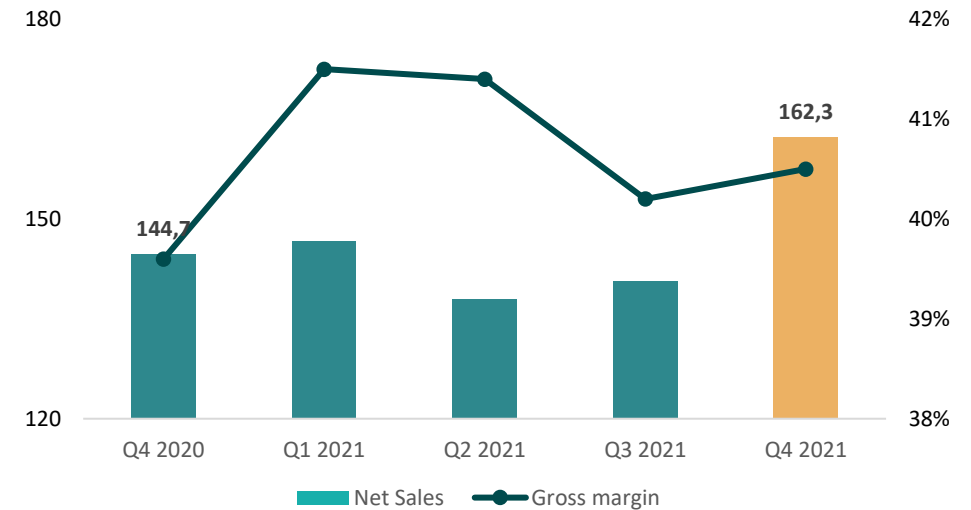
- Continued positive sales development, especially services sales which grew with 15.6 % compared Q4 2020
- Assisted living – expanding to new segment according to strategy
- Improving gross margin despite negative impact from component shortages and service delivery costs during pandemic
- Profitability challenged with increased cost from separate listing, pandemic and acceleration of transformation in United Kingdom



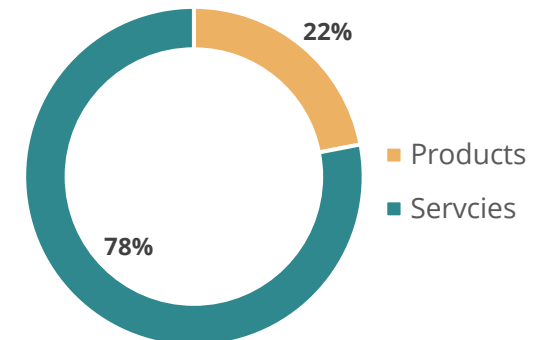
# Sales and Gross Margin Q4 2021

- Continued organic sales growth, equal to 3.5 % in the quarter
- Service sales amounted to SEK 126.8 million (109.7) an increase with 15.6 % compared to Q4 2020 and product sales amounted to SEK 35.5 million (35.0) an increase with 1.4 % compared to Q4 2020
- Gross margin increased to 40.5 % in the quarter compared to 39.6 % in Q4 2020 despite increased component and service delivery costs as consequence of pandemic
- The number of connections at the end of the period was 390,000 (372,000) an increase of 4.8 %

Net Sales (SEKm) & Gross Margin (%)



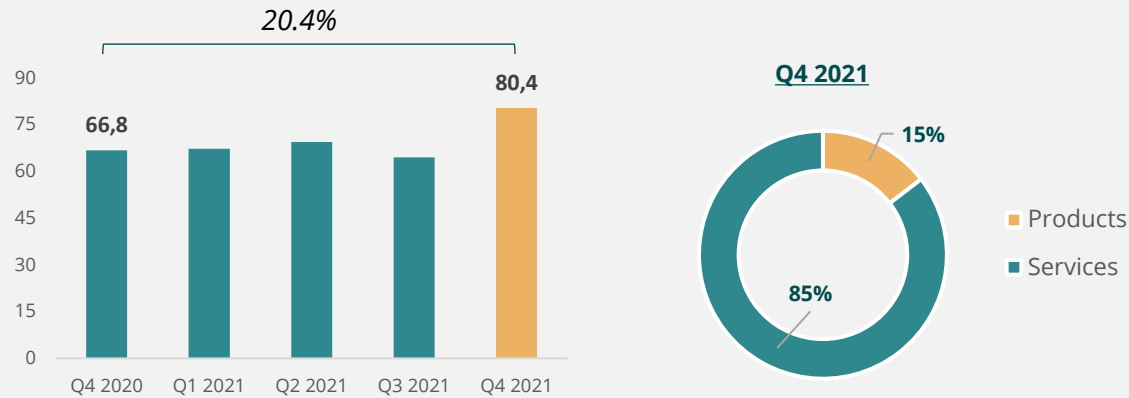
Share of Net Sales, Q4'21



# Market Highlights – Nordic & United Kingdom

## NORDIC

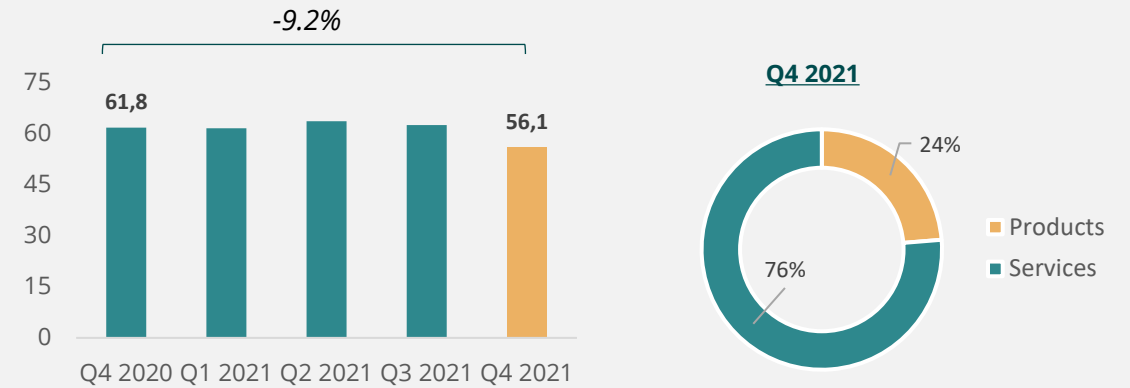
Net Sales (SEKm)



- Sales increased with 20.4 % compared with Q4 2020, services sales increased with 14.7 % and product sales with 69.9 %
- Implemented first major customer in assisted living
- Service delivery still impacted by the pandemic
- Connections at the end of the period equalled 124,500 a decrease of 0.3 % compared to Q4 2020

## UNITED KINGDOM

Net Sales (SEKm)

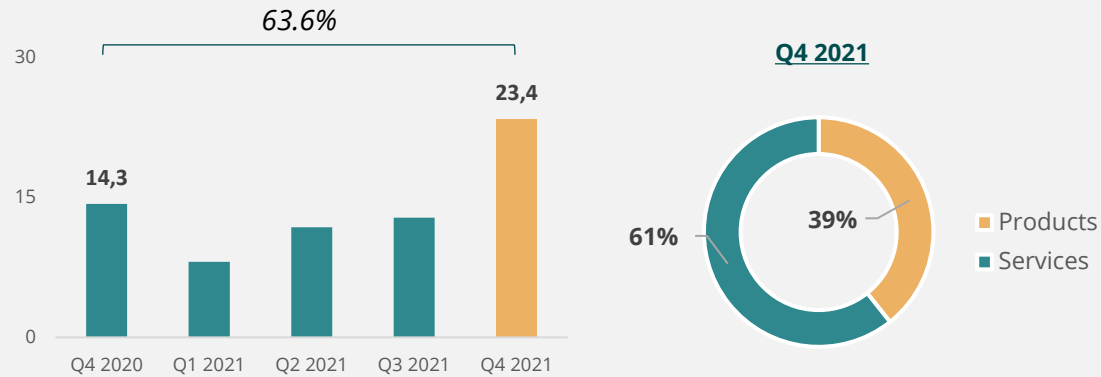


- Sales decreased with 9.2 % compared with Q4 2020, service sales decreased with 12.8 % and products sales increased with 4.7 %
- Challenges with extracting synergies between the acquisitions
- Accelerating transformation of the region to increase profitability
- Connections at the end of the period equalled 238,100 a decrease of 3.6 % compared to Q4 2020

# Market Highlights – Central Europe & Other Markets

## CENTRAL EUROPE

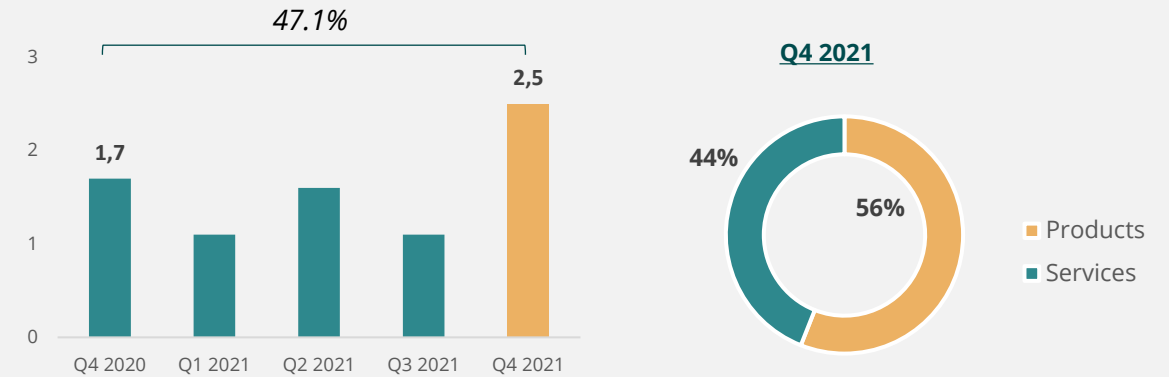
Net Sales (SEKm)



- Sales increased with 63.6 % compared to Q4 2020
- Service sales increased due to the acquisition of Innocom in the Netherlands
- Good demand for products in the region during the quarter
- The number of connections at the end of the period equalled 27,800

## OTHER MARKETS

Net Sales (SEKm)

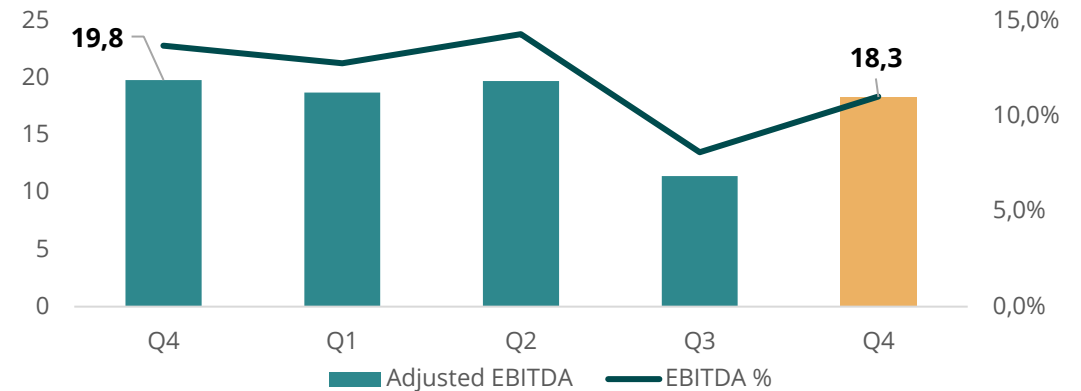


- Sales increased with 47.1 % compared to Q4 2020
- Mainly driven by product sales in France

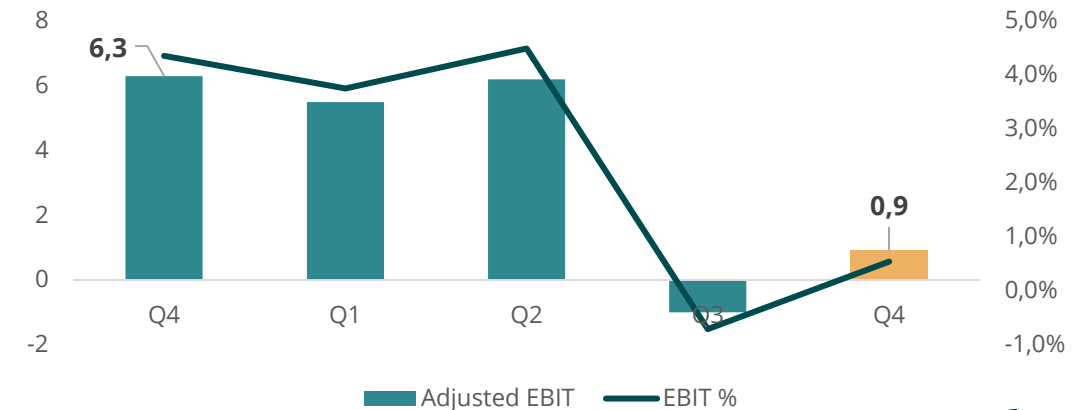
# Profitability Q4 2021

- Adjusted EBITDA amounted to SEK 18.3 million (19.8), including restructuring cost EBITDA amounted to SEK 16.9 million (19.8)
- Adjusted EBIT amounted to SEK 0.9 million (6.3), including restructuring cost EBIT amounted to SEK -0.5 million (6.3)
- Profitability challenged by increased prices on components, costs for maintaining service delivery during the pandemic and costs affecting comparability of SEK 9 million
- Costs affecting comparability is mainly related to the transformation of UK, such as severance pay, write-downs of expected income etc.
- EBIT affected positive of revaluation of estimated additional purchase price for acquisition of SEK 9.7 million

Adjusted EBITDA (SEKm)



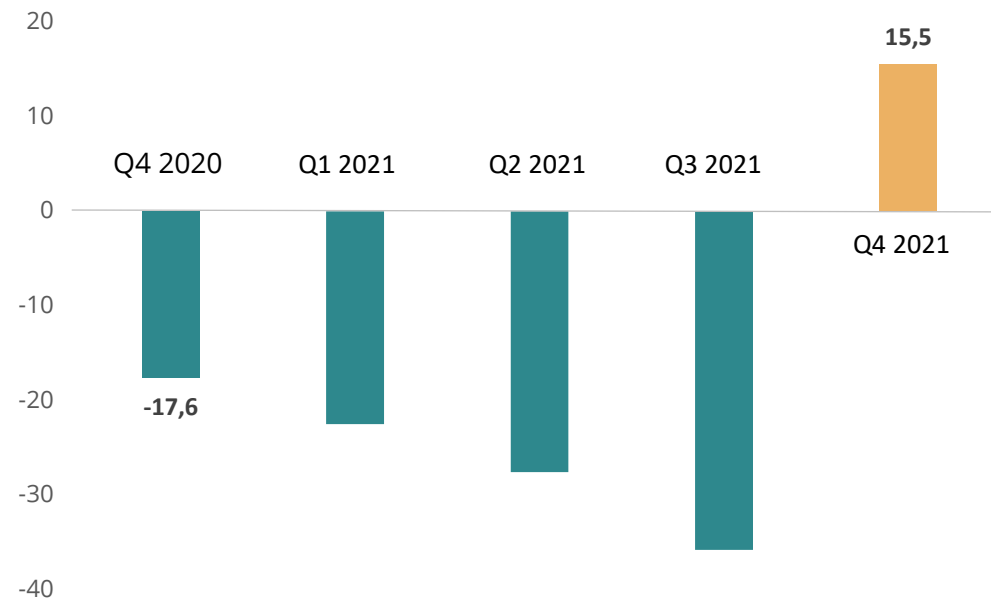
Adjusted EBIT (SEKm)



# Cash Flow Q4 2021

- Cash flow from current activities during the fourth quarter amounted to SEK 34.1 million (-2.8)
- Positive change in working capital compared to Q4 2020
- Free cash flow of SEK 15.5 million (-17.6)
- Equity ratio of 50.9 percent (46.6)
- Net debt amounted to SEK 149.7 million at the end of the fourth quarter, compared with a net debt of SEK 191.0 million at the end of the previous quarter and a net debt of SEK 108.8 million at the end of the fourth quarter of 2020.

Free Cash Flow (SEKm)





# Concluding Remarks

## Q4 - Positive

- Listing of Careium on Nasdaq First North
- Positive sales development in the quarter, all time high
- Improved gross margin compared to last quarter and the fourth quarter of 2020
- Implemented our first major customer in Assisted Living

## Q4 - Challenges

- Development in UK, challenges with extracting synergies from the acquisitions
- Increased costs for components and service delivery
- Non comparable items affecting Q4 result

## Q4 – Priorities Ahead

- Reverse development in the UK, return to solid profitability
- Broaden our offering, build presence in Assisted Living
- Continue to carry out our strategy and purpose to become the market leader in technology enabled care in Europe



# Q&A

Next report: April 29, 2022

# Disclaimer

This presentation includes forward-looking information and statements including statements concerning the outlook for our businesses. These statements are based on current expectations, estimates and projections about the factors that may affect our future performance, including global economic conditions, and the economic conditions of the markets for Careium. These expectations, estimates and projections are generally identifiable by statements containing words such as “expects,” “believes,” “estimates,” “targets,” “plans,” “outlook,” “on track,” “framework” or similar expressions.

Careium provides financial information adjusted for items such as currency effects and one-off cost items solely as supplemental financial information to help investors and the financial community make meaningful comparisons of Careium’s operating results from one financial period to another. These adjustments might not be in accordance with IFRS.



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