

Financial Report Q2 - 2017

Results and financial position

Q2 Report - Summary:

Key Ratios					
Dignitana Group	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Full year 2016
Net revenues, TSEK	5 758	957	11 886	2 108	8 902
Total revenues TSEK	5 852	966	12 029	2 173	9 122
Net profit after financial items, TSEK	-10 813	-7 672	-18 922	-13 575	-32 269
Cash and bank balances, TSEK Earnings per share before and after	10 121	51 541	10 121	51 541	32 864
dilution, SEK	-0,53	-0,43	-0,93	-0,78	-1,72
Dignitana AB	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Full year 2016
Net revenues, TSEK	4 636	801	9 948	1 919	7 767
Total revenues TSEK	4 729	809	10 091	1 983	7 986
Net profit after financial items, TSEK	-10 911	-7 702	-19 100	-13 629	-32 457
Cash and bank balances, TSEK	9 157	50 691	9 157	50 691	31 744

Significant events during the period

- Q2 saw continued growth in Dignitana's roster of installed and contracted sites. This quarter a total of 20 new partner sites were signed with 11 of them installed in Q2, bringing the total number of installed and pending sites to 87 locations in 21 states.
- Dignitana has gained a strong foothold in the U.S. market with the highest incidence of cancer diagnosis now with 19 DigniCap sites in the New York metro area, 18 sites in California, and 15 sites in Florida.
- Continuing to establish partnerships with leaders in cancer care, in Q2 Dignitana contracted and/or installed DigniCap machines in 5 of the top 50 cancer centers in the U.S.
- Dignitana partnered with an organization called CHILL, Cancer-related Hair Loss,
 International Leadership and Linkage, in an initiative to collect evidence-based patient information and provide clinical guidance for health practitioners and scalp cooling patients.
- Dignitana AB added two new employees to further strengthen the Swedish organization, a Production and Support Manager and a Quality Engineer.

- Dignitana Inc. continued to grow the U.S. team with the addition of two new employees, a Patient Support Specialist in New York and a Finance Manager in Dallas.
- Dignitana exhibited at the annual ASCO (American Society of Clinical Oncology) meeting that took place in Chicago, June 2-6, 2017.

Significant events after the end of the period

- The 510(K) submitted to the FDA in Q1 was approved by the FDA on July 3, 2017. The clinical indications for DigniCap were expanded from breast cancer in women to cancer patients with solid tumors.
- Dignitana AB hired a Senior Software Engineer who started working in August.
- On July 20 Board Member Magnus Nilsson resigned from his position due to changes in his current professional responsibilities.
- On August 4 Dignitana signed a contract with Dignity Health, the fifth largest health system in the U.S. and the largest hospital provider in California. This agreement allows any of the 19 cancer centers in the Dignity Health network to sign up for the DigniCap system.
- The board has decided to issue 100,000 warrants to employees in Dignitana AB. The price for the warrants is set to 1,24 SEK and has been calculated according to the Black&Scholes formula. Each warrant carries the right to purchase one share during June 1 to 30, 2020 at the price of 17,60 SEK.

Scheduled financial reports

Interim Financial Report Q3 – 2017 23 November 2017

Year-End Report for 2017 22 February 2018

Information about operations

Dignitana operates in the field of medical technology. Dignitana has developed a patented medical cooling system, DigniCap®, which reduces chemotherapy-induced hair loss. DigniCap® provides continuous cooling with high efficacy, safety and acceptable patient comfort and contributes to the well-being of patients during very difficult period of their lives.

In the field of oncology, DigniCap® is being established as the market leader and de facto global standard for scalp cooling to prevent chemotherapy-induced hair loss.

Dignitana has offices in Lund, Sweden and Dallas, Texas, U.S.A.

Comments from Johan Ericsson, CEO, Dignitana AB (publ)

With 18 months of experience in the U.S. market, Dignitana has established a solid operational foundation and a reputation for excellence in scalp cooling and top-tier support to both clinicians



and patients. During Q2 we signed 5 of the top 50 cancer centers in the U.S., Moffitt Cancer Center (Florida), New York-Presbyterian University Hospital of Columbia and Cornell (New York), Mayo Clinic Phoenix (Arizona), Mayo Clinic Jacksonville (Florida) and NYU Langone Medical Center (New York). We have now partnered with medical facilities in 21 states across the U.S. including 11 of the top 50 cancer centers and 9 NCI (National Cancer Institute) designated cancer centers. This focus on excellence is critical to Dignitana as we move forward to lead the market in clinical expertise and product innovation.

The DigniCap implementation is well underway at Memorial Sloan Kettering in the New York metro area. The eight sites have treated more patients in each month sequentially since installation and we expect that trend to continue.

A new agreement with Piedmont Cancer Institute in Atlanta opens a new and significant market for the company in Georgia, helping us expand the foothold of Dignitana across the southern U.S.

The strategy of slow and steady growth within a medical organization was seen in Q2 as two large medical groups expanded DigniCap to more locations, with UHealth in Miami adding one site and UCHealth in Colorado providing DigniCap at two additional sites.

The pay-per-treatment business model in the U.S. is growing steadily. As we are educating our market in a completely new treatment, our focus has been on ensuring high quality treatment in advance of number of treatments. If we are not successful in high quality installations, we will miss the chance to establish our brand for this kind of treatment. Due to this, we have not fully reached our expectations in respect to number of treatments, but we have seen a steady increase each month. The model is attractive for both partner sites and patients as it enables very low startup costs for the sites and patients pay for only the treatments that they use.

Dignitana has partnered with CHILL, Cancer-related Hair Loss, International Leadership and Linkage, in an initiative designed to collect and track evidence-based patient information and provide clinical guidance for health practitioners and scalp cooling patients. Led by six globally-recognized experts in cancer care, data collected through the initiative will help establish industry-standard best practices and ensure maximum effectiveness of these treatments worldwide.

Insurance reimbursement

Insurance coverage for scalp cooling is not yet standard in the U.S. where DigniCap® treatment cost is typically paid by the patient. With insurance reimbursement for scalp cooling this therapy would be available to a wider patient population. Reimbursement success varies depending on plan, coverage, and location. Across the U.S. DigniCap patients have submitted insurance claims and received reimbursement for treatment costs at varying levels since DigniCap received FDA clearance in 2015. With the July 2017 expansion of DigniCap clinical indications to include patients with solid tumors, claims for reimbursement and demand for coverage are increasing as more patients utilize this life changing treatment at infusion centers across America. The JAMA publication in February 2017 was an important first step toward providing third-party payers with the scientific data needed to provide reimbursement for DigniCap treatments. In conjunction with

publication in other scholarly journals, Dignitana has published the scientific data needed to fulfil the first pre-condition for reimbursement, and is now working directly with patients to assist them in submitting the documentation for reimbursement.

FDA clearance

As mentioned above, on July 3 the FDA cleared the Company's request to expand our product's indication from women with breast cancer to include patients with solid tumor cancers. This was a major milestone for the company and was the outcome of a significant regulatory effort by Dignitana. The expanded FDA clinical indication provides a second opportunity to lead the market, as Dignitana is now the only scalp cooling system to have clearance for solid tumors in the U.S. The ruling enables the company to offer this important therapy option to three times the number of patients we could treat under our initial clearance, increasing the potential scalp cooling market in the U.S. from 255,000 new breast cancer cases each year to more than 800,000 men and women diagnosed with solid tumors. Already we have received increased interest in this wider indication from our sites and prospective sites. Due to the logistics of many U.S. infusion centers, for some facilities it will take time to make accommodations in space and workflow to include scalp cooling as a treatment option for men and women, as well as for solid tumors beyond breast cancer.

Media awareness and marketing initiatives

Media interest in DigniCap is consistently high as we have pitched local and national consumer media with an emphasis on patient-focused stories and ongoing coverage in scientific journals and clinical publications. Q2 saw 284 media placements garnering more than 180 million impressions through print, online and broadcast media channels. Highlights this quarter include Marie Claire, Health eNews, Popular Mechanics, WNYW, and ASCO Post. Additional marketing initiatives include cooperative marketing with medical facilities and targeted advertising in key markets and online channels.

Dignitana exhibited at the annual ASCO meeting in Chicago in June, the world's largest clinical cancer meeting attracting more than 30,000 oncology professionals from around the world. With on-site demonstrations to increase understanding of scalp cooling, the interest in DigniCap was very high generating several key sales leads. In Q2 Dignitana also exhibited at three other large clinical conferences in the U.S.: Community Oncology Alliance in April, Oncology Nursing Society Congress in May, and Multi-National Association of Supportive Cancer Care in June. Each of these events provided a highly visible platform to directly connect with a targeted clinical audience and build awareness of DigniCap.

Operations and development

Production and quality are essential to our operations, and during Q2 resources have been added to these functions in Sweden. We have hired a Production and Support Manager and a Quality Engineer to support our expansion.

To get a successful patient outcome, fitting of the cap and the patient experience are critical. During Q2 we have started two significant product development projects within these areas.

Market update

Moving forward, international sales efforts are focused on those markets where we have established capable distribution partners such as our existing relationships in Europe, Mexico, and Australia.

As we look at expanding into the densely-populated Asian market, Dignitana is working with Konica Minolta and, in collaboration, plans to commence the PMDA approval process clearance in Japan to provide DigniCap in Japan.

Financial comments

- Group revenues in Q2, 2017 increased to 5,852 TSEK, compared to 966 TSEK for the same period last year. Dignitana Inc. shows increasing revenues as the monthly leasing fees continues to increase as more and more systems are installed, and pay per treatment revenues increases due to more installations, and also higher usage rates on already installed systems. Revenues in Dignitana AB decreases due to Sysmex not taking any orders in Q2.
- As of September 2015, Dignitana AB, the parent company of the Dignitana group, reports consolidated group financials, including the subsidiary Dignitana, Inc. in USA. Costs related to the subsidiary are now being paid by Dignitana, Inc. Other costs such as regulatory, quality, FDA and product development will continue to be paid by the parent company.
- Every month Dignitana, Inc. will invoice the customers a fixed rental fee for DigniCap® and a pay per treatment fee based on the number of completed treatments. Since Dignitana AB continue to own the systems, part of the revenue will be transferred to the parent company.
- A transfer pricing agreement has been established between Dignitana AB and Dignitana, Inc. to determine how the result will be shared between the companies. Other external expenses in Dignitana AB include costs related to the transfer price agreement between the companies.
- Fixed tangible assets in Dignitana AB continue to increase since systems leased to customers in the U.S. will be capitalized as assets and depreciated over five years.

Staff

Company staff in Dignitana AB totaled 9 (9) people as of 30 June 2017. Dignitana Group totaled 20 (20) people.

Future prospects

Dignitana is in an intensive product launch phase in several markets, which may cause sales to differ from one quarter to the next. Future capitalization may become necessary to build the organization for successful penetration of selected markets.

The share

Shares in Dignitana AB (publ) were listed on Nasdaq First North Stockholm on 30 November 2011 after having been listed at Aktietorget since June 2009. Total shares in the company are 20,274,112 after the shares issue during May-June 2016 and there is one class of share. Every share carries an equal right to shares of company assets and profit, and the right to a single vote at the annual general meeting of shareholders. There are 487,000 warrants issued in the company. The warrants carry the right to purchase 222,000 shares in the period 1 to 30 June 2018, 165,000 shares in the period 1 to 30 June 2019 and 100,000 in the period 1 to 30 June 2020, and will, on full exercise, increase the company share capital by SEK 487,000. Erik Penser Bank act as Certified Adviser for the company.

Related party shareholdings

	Shareholding	Warrants
Johan Stormby via Eurosund AB	4 130 726	
William Cronin	1 939 229	30 000
Semmy Rülf	380 654	
Erik von Schenck	10 769	
Johan Ericsson	16 384	

Review by auditors

This financial report has not been subject to review by the company auditors.

Policies for preparation of the interim financial report

Swedish Annual Accounts Act (1995:1554) and Swedish Accounting Standards Board General Recommendations BFNAR 2012:1 Annual reporting and consolidated financial statements (K3).

Submission of the interim financial report

Lund, 24 August 2017

Dignitana AB (publ) - Board of Directors

Semmy Rülf Chairman

Johan Stormby Director

Erik von Schenck Director

William Cronin Director

Corporate registration number: 556730-5346

Income statement, SEK	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Full year 2016
Operating income					
Net revenues	5 758 847	957 111	11 885 776	2 108 462	8 901 796
Own work capitalized	-	-	14 975	41 397	159 510
Other income	<u>92 987</u>	<u>9 101</u>	<u>128 579</u>	<u>22 935</u>	<u>60 441</u>
Total income	5 851 834	966 212	12 029 330	2 172 794	9 121 747
Operating expenses					
Goods for resale	941 266	727 394	2 605 247	1 281 446	3 417 238
Other external expenses	7 165 201	4 155 651	13 495 063	7 273 680	19 579 950
Personnel expenses	6 466 888	3 507 096	11 143 425	6 417 055	16 564 044
Depreciation of tangible and	. ===				
intangible assets	1 572 128	1 074 604	2 975 345	1 440 545	3 950 200
Other operating expenses	<u>7 672</u>	<u>9 269</u>	<u>39 087</u>	<u>84 980</u>	<u>214 643</u>
Total operating expenses	16 153 155	9 474 014	30 258 167	16 497 706	43 726 075
Operating profit/loss	-10 301 321	-8 507 802	-18 228 837	-14 324 912	-34 604 328
Result from financial investments					
Interest income and similar items	1 666	753 150	1 666	753 538	2 340 561
Interest expenses and similar items	<u>-513 165</u>	<u>82 955</u>	<u>-695 008</u>	<u>-3 166</u>	<u>-5 414</u>
Total income from financial	544 400	222.425	222.242	750.070	0.005.445
investments	-511 499	836 105	-693 342	750 372	2 335 147
Net profit after financial items	-10 812 820	-7 671 697	-18 922 179	-13 574 540	-32 269 181
Results for the Period	-10 812 820	-7 671 697	-18 922 179	-13 574 540	-32 269 181
Total shares at the period-end					
before and after dilution * Average number of shares before	20 274 112	20 138 641	20 274 112	20 138 641	20 274 112
and after dilution *	20 274 112	17 895 656	20 274 112	17 334 910	18 804 511
Earnings per share before and after dilution *	-0,53	-0,43	-0,93	-0,78	-1,72

^{*} No dilution during the period

Dignitana AB, publCorporate registration number: 556730-5346

Statement of Financial Position, SEK	2017-06-30	2016-06-30	2016-12-31
Fixed assets			
Intangible assets Capitalized expenses for development	12 908 719	13 856 702	13 862 201
Tangible assets Equipment, tools, and installations	14 685 176	6 889 165	9 692 357
Total Fixed Assets	27 593 895	20 745 867	23 554 558
Current Assets	27 333 333	20 143 001	23 334 330
Inventories and similar			
Finished goods and goods for resale	4 863 367	4 408 909	2 480 593
Advance payments to suppliers	<u>12 036</u>	<u>1 190 261</u>	
	4 875 403	5 599 170	2 480 593
Current receivables			
Accounts receivable	2 539 449	865 092	3 061 351
Current tax assets	352 257	308 901	227 931
Other current receivables	2 126 465	1 637 770	790 987
Prepaid expenses and accrued income	<u>1 518 702</u>	<u>415 846</u>	<u>855 329</u>
	6 536 873	3 227 609	4 935 598
Cash and bank balances	10 120 878	51 541 216	32 864 372
Total Current Assets	21 533 154	60 367 995	40 280 563
Total Assets	49 127 049	81 113 862	63 835 121

Corporate registration number: 556730-5346

Statement of Financial Position, SEK	2017-06-30	2016-06-30	2016-12-31
Equity and Liabilities			
Equity			
Restricted equity Share Capital (20,274,112 shares par value SEK 1,			
previous year 20,138,641)	20 274 112	20 138 641	20 274 112
Fond for development expenses	<u>2 635 796</u>		<u>2 180 475</u>
Non-restricted equity Other paid-in capital Results for the period	22 909 908 32 906 284 -18 922 179	20 138 641 66 178 372 -13 574 540	22 454 587 65 584 871 -32 269 181
•	13 984 105	52 603 832	33 415 690
Total Equity	36 894 013	72 742 473	55 870 277
Long term liabilities			
Liabilities to credit institutions	5 000 000	-	-
Current liabilities			
Accounts payable	4 134 077	5 687 106	3 529 331
Other current liabilities	367 442	584 204	412 252
Accrued expenses and deferred income	<u>2 731 517</u>	<u>2 100 079</u>	4 023 261
Total current liabilities	7 233 036	8 371 389	7 964 844
Total Equity and Liabilities	49 127 049	81 113 862	63 835 121

Corporate registration number: 556730-5346

Changes in equity, SEK	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Full year 2016
Opening balance	47 748 981	34 871 881	55 870 277	40 786 300	40 786 300
New share issue	-	50 467 155	-	50 467 155	52 499 220
Issue expenses	-	-5 302 120	-	-5 302 120	-5 554 273
Subscribed warrants	-	358 050	-	358 050	358 050
Translation difference on					
consolidation	-42 148	19 204	-54 085	7 628	-50 161
Results for the period	<u>-10 812 820</u>	<u>-7 671 697</u>	<u>-18 922 179</u>	<u>-13 574 540</u>	<u>-32 269 181</u>
Closing balance	36 894 013	72 742 473	36 894 013	72 742 473	55 870 277

Corporate registration number: 556730-5346

Statement of cash flows, SEK	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Full year 2016
Operating Activities					
Operating income before financial	40 004 004	0.507.000	10.000.007	11001010	04.004.000
items Adjustments for items not affecting	-10 301 321	-8 507 802	-18 228 837	-14 324 912	-34 604 328
cash flows	1 572 128	1 074 604	2 960 370	1 399 148	4 083 125
Interest received	1 666	-86 077	1 666	418	844
Interest paid	-60 667	82 955	-60 700	-3 166	-5 414
Income tax paid			_	_	
	-8 788 194	-7 436 320	-15 327 501	-12 928 512	-30 525 773
Changes in inventories	-4 569 580	-706 223	-8 475 067	-541 645	-1 038 588
Changes in other current receivables	1 462 252	-807 858	-2 235 583	95 696	-151 450
Changes in other current liabilities	<u>-622 951</u>	<u>4 479 803</u>	<u>-731 808</u>	<u>1 517 432</u>	<u>1 110 887</u>
Cash flows from operating activities	-12 518 473	-4 467 598	-26 769 959	-11 857 029	-30 604 924
Investing activities					
Acquisition of fixed assets	<u>-313 153</u>	<u>-826 182</u>	<u>-919 450</u>	<u>-1 174 530</u>	<u>-2 925 925</u>
Cash flows from investing activities	-313 153	826 182	-919 450	-1 174 530	-2 925 925
Financian activities					
Financing activities		0.004.477		0.004.477	2 400 040
New share issue of share capital	-	3 364 477 47 102 678	-	3 364 477 47 102 678	3 499 948 48 999 272
New share issue premium reserves Issuance costs	-	-5 302 120	_	-5 302 120	-5 554 272
Subscribed warrants	-	358 050	_	358 050	358 050
Long term liabilities	5 000 000	-	5 000 000	-	-
	<u> </u>		<u> </u>		
Cash flows from financial activities	5 000 000	45 523 085	5 000 000	45 523 085	47 302 998
Cash flows in the period	-7 831 626	40 229 305	-22 689 409	32 491 526	13 772 149
Cash and cash equivalents at start					
of the period Translation difference on cash and	17 994652	11 292 707	32 864 372	19 042 062	19 042 062
cash equivalents	-42 148	19 207	-54 085	7 628	50 161
Cash and cash equivalents period-end	10 120 878	51 541 216	10 120 878	51 541 216	32 864 372

Corporate registration number: 556730-5346

Parent Company

Income statement, SEK	Q2 2017	Q2 2016	Q1-Q2 2017	Q1-Q2 2016	Full year 2016
Operating income					
Net revenues	4 636 191	800 516	9 948 117	1 919 111	7 766 692
Own work capitalized	-	-	14 975	41 397	159 510
Other income	<u>92 880</u>	<u>8 970</u>	<u>127 693</u>	<u>22 760</u>	<u>60 138</u>
Total income	4 729 071	809 486	10 090 785	1 983 268	7 986 340
Operating expenses					
Goods for resale	941 266	706 892	2 605 247	1 225 132	3 265 760
Other external expenses	9 728 717	4 913 138	17 625 187	8 927 343	24 428 369
Personnel expenses	2 908 890	2 648 943	5 303 712	4 695 466	10 960 933
Depreciation of tangible and	4 = 40 44 =				
intangible assets	1 543 115	1 069 505	2 922 565	1 430 195	3 908 383
Other operating expenses	<u>7 672</u>	<u>9 269</u>	<u>39 087</u>	<u>84 980</u>	<u>214 643</u>
Total operating expenses	15 126 661	9 347 747	28 495 798	16 363 116	42 778 088
Operating profit/loss	-10 397 589	-8 538 261	-18 405 013	-14 379 848	-34 791 748
Result from financial investments					
Interest income and similar items	26	753 150	26	753 538	2 340 561
Interest expenses and similar items	<u>-513 165</u>	<u>82 955</u>	<u>-695 008</u>	<u>-3 166</u>	<u>-5 414</u>
Total income from financial investments	-513 139	836 105	-694 982	750 372	2 340 561
Net profit after financial items	-10 910 728	-7 702 156	-19 099 995	-13 629 476	-32 456 601
Results for the period	-10 910 728	-7 702 156	-19 099 995	-13 629 476	-32 456 601

Corporate registration number: 556730-5346

Parent Company

Statement of Financial Position, SEK	2017-06-30	2016-06-30	2016-12-31
Fixed assets			
Intangible assets Capitalized expenses for development	12 908 719	13 856 702	13 862 201
<u>Tangible assets</u> Equipment, tools, and installations	14 412 595	6 843 461	9 471 099
<u>Financial assets</u> Participations in group companies Receivables from group companies	420 010	420 010	420 010
Neceivables from group companies	420 010	420 010	420 010
Total Fixed Assets	27 741 324	21 120 173	23 753 310
Current Assets			
Inventories and similar Finished goods and goods for resale Advance payments to suppliers	4 863 367 <u>12 036</u> 4 875 403	4 408 909 <u>1 190 261</u> 5 599 170	2 480 593 2 480 593
Current receivables Accounts receivable Current receivables from group companies Current tax assets Other current receivables Prepaid expenses and accrued income	867 052 2 679 583 352 257 2 052 514 631 486 6 582 892	571 003 393 481 308 901 1 636 074 360 356 3 269 815	1 896 467 905 162 227 931 727 709 321 420 4 078 689
Cash and bank balances	9 156 670	50 691 337	31 744 387
Total Current Assets	20 614 965	59 560 322	38 303 669
Total Assets	48 356 289	80 680 495	62 056 979

Corporate registration number: 556730-5346

Parent Company

Statement of Financial Position, SEK	2017-06-30	2016-06-30	2016-12-31
Equity and Liabilities			
Equity			
Restricted equity: Share Capital (20,274,112 shares par value SEK 1, previous year 20,138,641) Fund for development expenses	20 274 112 2 635 796 22 909 908	20 138 641 - 20 138 641	20 274 112 2 180 475 22 454 587
Non-restricted equity: Retained earnings Share premium reserves Issue expenses Results for the Period	32 711 766 - - - -19 099 995 13 611 771	24 359 164 47 102 678 -5 302 120 -13 629 476 52 530 246	22 178 689 48 999 272 -5 554 273 -32 456 601 33 167 087
Total Equity	36 521 679	72 668 887	55 621 674
Long term liabilities Liabilities to credit institutions	5 000 000	-	-
Current liabilities Accounts payable Other current liabilities Accrued expenses and deferred income Total current liabilities	4 134 077 367 442 2 333 091 6 834 610	5 344 670 584 204 2 082 734 8 011 608	2 917 110 412 252 3 105 943 6 435 305
Total Equity and Liabilities	48 356 289	80 680 495	62 056 979

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