BLUEFISH
PHARMACEUTICALS

# ANNUAL REPORT 2020

# CEO comments

### Increased Operating Profit

For Bluefish Pharmaceuticals, 2020 was a year with a positive operating profit which proves that we have the strength to support continued growth in our markets.
Sales increased again last year compared to the previous year, this is confirmation of the successful adjustments we've made to put the organisation on a path of stability and continued growth.
During the year, we implemented a new ERP platform in order to improve and simplify ways of working and reporting. We have a competent and strong team that has delivered on the established goals as planned for 2020, while effectively managing the challenges we've faced.
One of our success factors is our leaders creating high staff engagement both in their daily efforts as well as in their strategic work.
Profitability increased last year compared to the previous year, this is confirmation of the successful adjustments we've made to put the organisation on a path of stability and continued growth.
Covid-19 has so far not had any significant impact on Bluefish result, however it can't be ruled out that Bluefish will not be impacted long term. Bluefish has adopted ways of working to secure its operation, including but not limited to having key employees working from home, remote audits, increased inventory, and other measures to keep staff safe.

The convertible bond has during the year been dissolved and replaced by a smaller long-term loan with better leveraging conditions.
We expect 2021 to be another stable and successful year and that we will further increase profitability for the company.

### Continued growth

In 2020, sales have sharply increased in Sweden and in Germany sales has continued on the same high level as 2019. Product launches have delivered as expected and further strengthened Bluefish's product portfolio. It's quite satisfying to witness the excellent sales results for Bluefish's own products, and we are optimistic that there will be additional growth in the year ahead.
In total sales increased by 9.1 percent and the margin is stable above 50 percent as a result of success in several countries, particularly in Sweden and Germany. We kept overhead costs at a stable level, however selling expenses have increased in line with higher volumes, as expected.

### Progress during the year

In 2020, our Swedish market has delivered an amazing result and sales has increased by 53%. Germany who in 2019 almost doubled its sales has further increased by 6%. Bluefish success in Sweden and Germany has been delivered by our strong teams which has proven our stability and excellent supply performance.

Bluefish has demonstrated that we are building a successful model for continued growth by delivering on our focused initiatives during the year. Change of ERP system has in 2020 har further prepared us for continued growth alongside investments in new products for the coming years. We kept overhead costs at a stable level, however selling expenses have increased in line with higher volumes, as expected. Jonas Nylander, new VP Sales & Marketing, has now joined Bluefish and has a good strategic base in Stockholm to lead our marketing organisation to further success.

The company's earnings were boosted by successful new launches during the year including continued growth for products launched during the last years.

All in all, both sales and operating profit in 2020 were higher than the year before. Covid-19 has until now not had a major impact on sales and operations, however an impact long term cannot be ruled out if a global lock down continues.

### Bluefish portfolio and investments

During the year we invested efforts in our product portfolio and have identified new opportunities for growth. We also started several new development projects in our own laboratory. There are continual strategic efforts underway to supplement and develop our portfolio, so the company remains competitive in the future.

During the year, Bluefish has invested in a new ERP system to further support and stabilize our business model with an implementation took place during the first half of 2020

### Future outlook

We continue exploring ways to further supplement our portfolio, while simultaneous strengthening our market position in selected areas. In parallel we are striving to find new opportunities to strengthen our position in existing markets.

Bluefish continues to work with UN's Sustainable Development goals, running the company in a sustainable and responsible way taking into account both environmental and social factors in our operations. Among other things, the company has an increased focus on reducing carbon dioxide emissions during transport, supplier audits and improving the gender distribution among our managers.

With all this in mind, we are very confident about the year head and anticipate excellent prospects for the future. At the time of writing, we do not foresee any negative impact on Bluefish due to the Covid-19 pandemic. Depending on how the pandemic outbreak develops globally and its future impact on transport and capacity, this can affect us later.

Bluefish has established a successful model and we're well equipped for continued growth in the coming years.

Stockholm, May 2021

Berit Lindholm
CEO

# Management

Berit Lindholm, Can Bektas, Vivekanand Sundaramurthy, Erik Ekman, Philip Slätis, Astha Sehgal, Jonas Nylander.

### Berit Lindholm

President and CEO since 2017
Member of the management group and employed since 2015
Born 1965

**Professional experience:**
Head of Planning, AstraZeneca Sweden Operations, Business Relationship Director Operations IT Astra- Zeneca, Director Global Project and Change Management AstraZeneca, Plant Manager Sterile Solutions Freeze dried products AstraZeneca AB, Manager CMC & Labelling QA/ QC Pharmacia & Upjohn Pharma Mälardalen

**Education:**
BSc Pharm, Faculty of Pharmacy Uppsala University, Helsinki University Accounts and Economics Warwick Business School, UK, Uppsala University

Shareholding in Bluefish: -

### Can Bektas[1]

Chief Financial Officer since 2020 Member of the management group and employed since 2020
Born 1978

**Professional experience:**
CFO, SYSTRA Nordics AB,
CFO, AstraZeneca AB in Saudi Arabia,
Tax Director, AstraZeneca AB,
Finance Director, AstraZeneca Operations AB,
Finance Manager, AstraZeneca AB, Controller, AstraZeneca AB

**Education:**
MSc in Business Administration, Stockholm University, IFL Executive Program- Stockholm Business School pf Economics, Future Leaders - Novare International

Shareholding in Bluefish: -

### Erik Ekman

Chief Operating Officer since 2017
Member of the management group and employed since 2017
Born 1972

**Professional experience:**
Global Business Change Lead, AstraZeneca,
Director Turbuhaler, AstraZeneca, Associated Director Nexium/Losec, Lead ERP, AstraZeneca,
Head of Operations IT, AstraZeneca.
Consultant, CapGemini Ernst & Young.
Project Manager, Business Developer, Cambrex.

**Education:**
MSc in Industrial Engineering and Management, Institute of Technology Linköping University, Leadership training Stockholm School of Economics, London Business School, Warwick University

Shareholding in Bluefish: -

### Philip Slätis[2]

Business Development Director since 2019
Member of the management group since 2019, employed since 2019
Born 1972

**Professional experience:**
Commercial Head General Medicine Northern Europe, Sanofi; Senior Consultant and Partner, PS Source; Managing Director Norway and Sales Manager, Baxalta; Nordic Business Unit Manager Vaccines, Baxter; Key Account Manager, Astra Zeneca, Amgen, Novo Nordisk, and Sanofi Pasteur MSD

**Education:**
Senior High School Teacher, Stockholm Institute of Education;Dip.A. B.A.,Stockholm University, Sweden

Shareholding in Bluefish: -:---

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[1] Has left the CFO position March 2021

[2] Has left Bluefish in first quarter.


**Jonas Nylander**
VP Sales and Marketing since 2020 Member of the management group and employed since 2020
Born 1967

**Professional experience:**
European Regional Head, Oncology and Speciality Care, Boehringer Ingelheim, Nordic
Sales & Business Development Director, Caris Life Sciences
Nordic Head of Oncology and Haematology Amgen Sweden
Global Brand Manager, Oncology, Hoffmann La Roche
International Brand Manager, Local Anaesthetics, AstraZeneca
Business Unit Head, Oncology and Haematology, Roche Sweden
CEO, Nightingale Communications
CEO, Blueskate Digital Communications.

**Education:**
BSc Business Administration, International Industrial Marketing, Uppsala University
Marketing Strategy for Senior Marketers, INSEAD

Shareholding in Bluefish: ---

**Vivekanand Sundaramurthy**
Head of R&D since 2017
Member of the management group since 2017, employed since 2011
Born 1977

**Professional experience:**
Manager R&D formulation Bluefish Pharmaceuticals
Manager Formulation R&D, Shasun Pharmaceuticals
Junior Manager Technology Transfer, Dr. Reddy's Laboratories
Scientist Formulation R&D, Fourrts India Ltd, Medreich Sterilab Ltd.

**Education:**
M. Pharm Annamalai University B. Pharm, Dr.M.G.R. Medical University
Project Management Professional, Certified PMP
Ph.D. student Pharmaceutics, Annamalai University

Shareholding in Bluefish: ---

**Astha Sehgal**
Head of HR since 2020
Employed and Member of the management group since 2020
Born 1984

**Professional experience:**
Manager Human Resource, DTC, West Pharmaceuticals
Manager Human Resources, Bluefish Pharmaceuticals
Assistant Manager Human Resources, MSD Welcome Trust Hilleman Laboratories
Assistant Manager Human Resources, Avon Beauty Products
Executive Human Resources, Avon Beauty Products, Officer Human Resources, Avon Beauty Products

**Education:**
MBA, Dayalbagh Educational Institute
BBA, Dayalbagh Educational Institute

Shareholding in Bluefish: ---

# Board

### Erika Kjellberg Eriksson
Chairman of the of Bord of Directors since 2019
Born 1962
CEO Nexttobe AB
Director since 2012

**Education:**
MBA

**Other Board Assignments:**
Chairman of the Board: Nexttobe AB, Linum AB, Bioimics AB; Aros Biotech AB, Lumnia Adhesives AB, Allgo-Holding AB, Lokon Pharma AB and Tanea Medical AB
Director: Delta Projects AB, Findolon AB, Sweden Carnica Group AB and Vivolux AB
Deputy Director: Bluefish Pharma AB, Bluefish Pharma Incentive AB

Shareholding in Bluefish: -

### Gerald Engström
Director since 2010
Born 1948
Chairman of the of Bord of Directors during 2010 to 2019

**Education:**
Technical college engineer, studies in economics, Stockholm University

**Other Board Assignments:**
Chairman of the Board Systemair AB, RVM Systems AB.
Director: Hanza Holding AB, Färna Invest AB and Anker Andersen AS, Denmark

Shareholding in Bluefish: 57 117 579[1)]

### Eva Sjökvist Saers
Director since 2020
Born 1962

**Education:**
MSc Pharm, PhD Pharm. Courses at e.g., INSEAD, IMD, IFL

**Other Board Assignments:**
Board Chairman: Swelife, Dicot AB
Director: Recipharm AB, IDL Biotech AB and Oxcia AB

Shareholding in Bluefish: -

[1] 1)Private holding or holdings via the company as of 31 December 2020

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**List of Shareholders as of 2020-12-31**

| Shareholders | Shares | Total no. shares | Total no. votes | Share of equity | Share of votes |
|---|---|---|---|---|---|
| Färna Invest AB | 57 117 579 | 57 117 579 | 5 711 758 | 52,92% | 52,92% |
| Nexttobe AB | 31 994 474 | 31 994 475 | 3 199 448 | 29,65% | 29,65% |
| Varenne[2)] | 4 196 026 | 4 196 026 | 419 603 | 3,89% | 3,89% |
| Other shareholder | 14 615 249 | 14 615 249 | 1 461 524 | 13,54% | 13,54% |
| Total | 107 923 328 | 107 923 328 | 10 792 333 | 100,00% | 100,00% |

2) Refers to shares held by Varenne AB (3 196 026 shares) and Varenne Invest I AB (1 000 000 shares).

# Directors' report

The Board and the President of Bluefish Pharmaceuticals AB (publ), corporate identity number 556673 9164, hereby submit the following annual report and consolidated financial statements for the 2020 financial year. Unless otherwise stated, all figures pertain to the Group for the 2020 financial year. Comparison figures are for the 2019 financial year, unless otherwise stated.

As of December 31, 2020, the Group consists of 13 (13) companies. The parent company for the group is Bluefish Pharmaceuticals AB.

### Bluefish operations

Bluefish strives to make quality medicines available to more people. We create value through the entire pharmaceuticals value chain, i.e. from product development to manufacturing and marketing of generic pharmaceuticals. We offer a product portfolio that consists of a wide range of high-quality generic pharmaceuticals. Part of our long-term strategy is to maintain the product range of patent-free volume products. However, we are constantly striving to offer a wider selection of niche products in more specific therapeutical areas. Bluefish products originate in a generic substance with well-documented safety and efficacy. Our strategy to develop products based on well-known substances result in a product range with substantial market potential.

Bluefish has established an effective marketing organization that is based on extensive knowledge of the local conditions and market so that we can optimize business opportunities and growth in each market.

Bluefish is established in 13 European countries, along with some export activities to countries outside Europe. We also have a subsidiary in India, with focus on maintaining and developing the Group's product portfolio.

Bluefish is constantly striving to identify new growth opportunities in both specific, selected market segments as well as in some new markets. In 2020, the company strengthen its sales organisation so it can optimize the higher potential we identified in our product portfolio. We also registered and increased sales of our own products Hydroxyzine and Anagrelide in several markets and both products have continued to be a sales success. In 2021, we expect to continue strengthening the sales organisation

### The Grupo's earnings and financial position

#### Net sales and earnings

Net sales for the full year 2020 were SEK 414,4 million (379,9), an increase of 9 percent compared to the same period in 2019. With a purchase price of SEK 204,6 million (183,5), gross profit amounted to SEK 209,8 million (196,4), which corresponds to a gross margin of 50,6 percent (51,7) for the period. Currencies have had a negative effect on net sales for the full year 2020 corresponding to SEK -2,2 million (0,3).

Operating expenses for the year amounted to SEK 170,9 (181,3) million oof which SEK 32,3 (31,9) million was amortization, depreciation and impairment losses. EBITDA for 2020 was SEK 71,3 million (47,1). During 2020, currency fluctuations had an effect on EBITDA equal to SEK -0,9 million (-1,5). The net profit (loss) for the period amounted to SEK 33,2 million (-3,9), which includes currency effects of SEK 4,0 million (-1,4).

#### Cash & cash equivalents and financing

At the end of the period, cash and cash equivalents amounted to SEK 47,6 million, compared with 56,9 MSEK at the beginning of the year. Cash flow from operating activities amounted to SEK 37,2 million (9,2) for 2020, of which change in working capital amounted to SEK -47,4 million (-92,7). The change in working capital is primarily attributable to increased inventory levels, which is in line with the company's established targets to meet expected sales growth. Cash flow from investing activities amounted to SEK -20,3 million (-10,3) during 2020, which investments in intangible assets, such as product development, licenses, market approvals and IT investments, amounted to MSEK -20,0 million (-9,9).

Cash flow from financing activities during 2020 amounted to SEK -25,0 million (6,0), which is a net effect of the redemption of the convertible loan and a new long term bank loan. As of 31 December 2020, total available bank credit was SEK 147,8 million (113,3), of which the utilized bank credit was SEK 137,9 million compared with SEK 79,4 million at the beginning of the year.

Net financial items amounted to SEK -2,9 (-16,8)million for the year, which includes interest expenses on the convertible debt and bank overdraft.

#### Shareholder's equity and equity ratio

At the end of the period, equity was to SEK 108,2 million, compared with SEK 81,7 million at the beginning of the year. That corresponds to SEK 1.00 (0.76) per share. At the end of the period, the equity ratio was 21,6 % compared to 16.7 % at the beginning of the year.

### Multiyear review 2016-2020

| SEK million | 2020 | 2019 | 2018 | 2017 | 2016 |
|---|---|---|---|---|---|
| Net sales | 414,4 | 379,9 | 357,2 | 329,2 | 311,6 |
| Gross profit | 209,8 | 196,4 | 181,3 | 146,6 | 158,7 |
| Gross margin | 50,6% | 51,7% | 50,7% | 44,5% | 50,9% |
| EBITDA | 71,3 | 47,1 | 28,0 | 3,1 | 29,1 |
| Profit (loss) before tax | 36,0 | -1,7 | -13,6 | -39,9 | -1,3 |
| Cash flow from operating activities | 37,2 | 9,2 | 17,9 | -59,6 | -33,1 |
| Cash flow from investing activities | -20,3 | -10,2 | -13,9 | -21,2 | -21,8 |
| Earnings per share SEK | 0,31 | -0,04 | -0,21 | -0,52 | -0,04 |
| Equity per share, SEK | 1,00 | 0,76 | 0,31 | 0,52 | 0,95 |
| Equity ratio | 21,6% | 16,7% | 6,1% | 10,0% | 20,6% |
| Number of employees at end of period | 118 | 123 | 116 | 119 | 108 |

### The work of the Board

During the year, the Board held thirteen meetings. An annual general meeting was held during the year, at which time Erika Kjellberg-Ericsson was elected as Chairman of the Board, along with the re-election of Gerald Engström as a Director. Eva Sjökvist Saers was elected as a Director and Berit Lindholm as Deputy Director. The Board thus now consists of the Chairman of the Board and two directors and one deputy Director,

#### Shareholders

In February 2020, Karl Karlsson, founder and former CEO of Bluefish Pharmaceuticals AB, sold his shares in Bluefish. At the same time he decided to resign from his assignment as a member of the Board. Färna Invest has during the year increased their shareholding from 47,41% to 52, 59%.

### Reduced loan financing

The convertible loan , of SEK 59,5 million was repaid June 30, 2020 and was replaced by a long-term bank loan at Skandinaviska Enskilda Banken, SEB, of SEK 58 million.  The bank loan has a constant amortization plan over 4 years. Färna Invest AB, which is the groups largest shareholder, has provided a guarantee for a part of this credit.
The board has decided to reduce the company's loan financing and has therefore terminated the factoring agreement that it has had with SEB regarding sales of invoices in the German market. This means lower interest costs for the company.

### Covid-19

Since December 2019, a new corona virus has spread across the world. Since the disease is very contagious and has spread very quickly across the world, many countries have introduced various measures to prevent the virus from spreading. One of the measures that have been taken by many nations are, amongst other actions, to close national borders and introduce a curfew. The current situation is constrained for people and industries, the need for pharmaceuticals is not decreasing, the preventive actions to reduce the spread of Covid-19 might have more long-term negative consequences such as shortages of medicines.

At the time of writing, Bluefish Pharmaceuticals AB has so far succeeded in minimizing the negative impact on the availability of medicines that the company provides through proactive decisions. The company keeps staying informed about the changes that might occur daily to evaluate consequences both in the short and long term and as far as possible ensuring adequate supply of pharmaceuticals in current circumstances.
Bluefish has adjusted its operation considering the described situation to ensure the company can stay operational and keep staff safe at all times by different measures e.g. work from home, digital meetings and audits. To further protect ourselves aga t shortages and secure our product availability Bluefish has somewhat increased the current inventory levels.

### Significant events after the balance sheet date

#### Management

25 February 2021 Philip Slätis resigned from his position as Business Development Lead and his replacement has been recruited. Can Bektas resigned from his position as Chief Operation Officer effective from March 5th and Anna-Greta Sjöberg is now acting CFO.

## Product development

The company's product development efforts revolve around new generic formulations. The company's product portfolio is essential in order to ensure an adequate level of continued growth in net sales and profitability. Development resources are focused on products that the company believes will create value long-term. Bluefish invested SEK 3,3 (2,0) million in product development, not including costs for registration, pharmacovigilance and quality assurance. The investment in a project is highest during the final phase. During 2020 several new development products were initiated, and eight products was approved during the year.

### Environmental work and work environment

Bluefish continue to work with UN global goals, SDG, to run the company in a sustainable and responsible way considering both environmental and social aspects in our business. Bluefish has an increased focus on reducing our carbon dioxide emission during transporting, vendor audits and improved gender distribution amongst our leaders. Bluefish strives to comply with all work environment rules and regulations and minimize any negative environmental impact of our operations. We strive to provide a good work environment to all of our employees and during the pandemic extra efforts has been put in place to secure a safe work environment as well as contributing to a reduction of the spread in society. The company is not involved in any environmental dispute. Contract manufacturers are used for all our pharmaceutical production. Factories are located in Spain, Greece, Portugal, Germany, Austria, Rumania, Turkey and India. All facilities are inspected at regular intervals by the company's quality department to ensure compliance with the GMP (Good Manufacturing Practice), as well as compliance with local regulations and regulatory requirements pertaining environmental requirements.

### Parent Company

Bluefish Pharmaceuticals AB is the parent company for the Bluefish Pharmaceuticals Group. For 2020, net sales were SEK 399.1 (365,1) million, of which SEK 182,3 (185,7) million was intra-group sales. Operating profit amounted SEK 29,6 (5.6) million and net financial items SEK -5,7 (-16.7) million. As of 31 December 2020, cash and cash equivalents amounted SEK 19,7 million, compared with SEK 37,6 million at the beginning of the year. The parent company's equity as of December 31, 2020 amounted to SEK 64,1 ( 40.2) million.

### Future outlook

In 2021, the company expects that its growth in sales will be higher than the previous year. Sales growth will primarily be fuelled by the investments that were made in the current year, along with the impact from sales of newly launched products during the year. However, it can't be ruled out that this growth will be impacted long term if the Covid-19 pandemic situation continues over a longer period of time.

### Risks and uncertainties

Bluefish faces many risks and uncertainties that could have a negative impact on the business. The main business risks and financial risks that could have a significant negative impact on the business or its earnings are described below. However, if the Covid-19 pandemic situation continues over a longer period of time this risk assessment might change.

#### Changes in market conditions

There is very tough price competition in several of the markets where Bluefish operates. With a change in market conditions compared to what was assumed when a business opportunity was evaluated, there is a risk that sales will not be on competitive terms. There is thus a risk of impairment losses on the investment and inventories. In order to manage changed market conditions, it is advantageous to have a flexible organisation that can quickly make decisions. Bluefish also collaborates with a number of partners. We can- not, however, guarantee that we can maintain and develop these collaborations. A discontinued collaboration could cause delays or lost sales. Development of generic pharmaceuticals is a complicated, risky, and time-consuming process. Any project could fail or incur a delay at any stage in the process due to a variety of factors. During development, there is a risk that competitors develop the same product or that the market conditions change in some other way. If that happens, it may not be possible to recover the development costs.

#### Supply chain

Bluefish does not have any own manufacturing, which is why the company collaborates with contract manufacturers for its pharmaceutical production. During the manufacturing process of pharmaceuticals, there could be shortages or delivery delays resulting from changed conditions pertaining to raw material deliveries, resource shortages, priorities etc. or force majeure. Delivery delays could cause a delay or loss in sales, penalty fees for delayed delivery or impairment losses on inventories. Due to the pandemic situation Bluefish has partly increased its inventory to prevent disturbances in supply of medicines.

#### Changes to regulatory decisions

It cannot be ruled out that the regulatory approval process at the government level could change with respect to requirements regarding the details, scope of documentation or other items. Such regulatory decisions could lead to higher costs, project delays or even termination of a project. Bluefish is also exposed to regulatory decisions pertaining to the required permits for commercialisation of pharmaceuticals and changes in the rules on pricing and reimbursement of pharmaceuticals, along with changed conditions having to do with the prescription of a particular drug. Changed regulatory decisions could impact the established plans for distribution and cause delays or even lost sales. Bluefish employees are well acquainted with the regulations and to prevent any surprises having to do with regulatory changes, Bluefish employees are proactive in collecting information on updates to ongoing investigations by the authorities.

#### Legislation and regulations

Failure to comply with applicable laws and regulations can lead to civil and/or criminal proceedings and sanctions. Primarily, Bluefish has responsibility for product liability as regards quality and safety, competition legislation, environmental issues, employment, work environment/health & safety and tax issues. A negative outcome on disputes and/or government investigations could lead to significant liability claims. To counteract negligence, the company has created a strong culture for ethics and compliance. All employees attend training when they first join the company, which includes knowledge of laws and regulations. All staff participate in regular training to keep their knowledge up to date.
The risk of product liability claims is limited in part through product liability insurance. However, it can never entirely be eliminated since the insurance cover and amount of compensation are limited.

#### Dependence on key employees

Bluefish is highly dependent on key employees. There is a risk that the company's projects become delayed or that they cannot be completed if these individuals were to leave the company or, for some other reason, were unable to fulfil their duties. The ability to recruit and retain qualified employees is of utmost importance to ensure that the company has the necessary level of expertise.

Financial risks

Bluefish regularly informs about future financial expectations. All such statements are forward-looking and is based on assumptions and judgments. If we fail to successfully implement our business strategy, it can prevent us from achieving our financial goals and expectations, and in turn can cause significant negative impact on our business, its operations or financial position, including its ability to raise capital and retain existing credit.
For an in-depth account of financial risks, along with currency risk, interest rate risk, credit risk, liquidity risk and capital risk, please see Note 3.

### Proposed appropriation of the company's earnings

The following earnings are at the disposal of the annual general meeting:

| SEK | |
|---|---:|
| Share premium reserve | 384 471 104 |
| Retained earnings | -383 074 792 |
| Profit for the year | 23 875 595 |
| **Total** | **25 271 907** |

The Board and the CEO propose that the unappropriated earnings of SEK 25 271 907, are carried forward. The Board proposes that no dividends are issued for the 2020 financial year.
Regarding the results and financial position of the Group and the Parent Company at the end of the financial year, as well as financing and use of capital during the financial year, reference is made to the following income statements and balance sheets, specifications and changes in equity, cash flow statements, accounting and valuation principles, and notes. Unless otherwise stated, amounts set forth in the annual report and consolidated financial statements are presented in SEK thousands.
Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

# Income statement
## Group

| SEK THOUSAND | NOTE | 2020 | 2019 |
|---|---|---|---|
| Net sales | 2, 4, 5 | 414 418 | 379 897 |
| Cost of goods sold | | -204 618 | -183 523 |
| **Gross profit/loss** | | **209 800** | **196 374** |
| Selling expenses | | -79 844 | -89 298 |
| Administration costs | | -24 716 | -24 777 |
| Development costs | | -66 300 | -67 330 |
| Other revenue | | - | 129 |
| **Operating profit (loss)** | **6-12** | **38 939** | **15 098** |
| Financial income | 13 | 348 | 176 |
| Financial expenses | 14 | -3 285 | -17 012 |
| **Financial items - net** | | **-2 937** | **-16 836** |
| **Profit (loss) before tax** | | **36 002** | **-1 738** |
| Income tax | 15 | -2 824 | -2 115 |
| **Net result for the year, attributable to shareholders of the Parent Company** | | **33 178** | **-3 853** |

# Statement of comprehensive income

| SEK THOUSAND | 2020 | 2019 |
|---|---|---|
| Profit (loss) for the year | 33 178 | -3 853 |
| **Other comprehensive income** | -6 712 | 885 |
| Items that may be reclassified to profit or loss | | |
| Translation's difference | | |
| **Total other comprehensive income** | **-6 712** | **885** |
| **Total comprehensive income for the year** | **26 466** | **-2 968** |

Of the total comprehensive income for the year, the entire amount is attributable to the Parent Company's shareholders.

# Balance sheet
## Group

| SEK THOUSAND | NOTE | 2020-12-31 | 2019-12-31 |
|---|---|---|---|
| **ASSETS** | 29, 2, 22 | | |
| **Non-current assets** | | | |
| Intangible assets | 10, 17 | 118 682 | 119 347 |
| Property, plant and equipment | 10, 11, 18 | 10 171 | 17 724 |
| Financial assets | 20 | 1 196 | 1 458 |
| Total non-current assets | | 130 049 | 138 529 |
| Current assets | | | |
| Inventories | 21 | 191 772 | 148 731 |
| Accounts receivable | 23 | 111 326 | 119 767 |
| Tax receivables | 23 | 1 044 | 502 |
| Other receivables | 23 | 15 933 | 17 130 |
| Prepaid expenses and accrued income | | 3 108 | 6 674 |
| Restricted cash | 29 | 965 | 965 |
| Cash and cash equivalents | | 47 621 | 56 880 |
| Total current assets | | 371 769 | 350 649 |
| **TOTAL ASSETS** | | 501 818 | 489 178 |
| **EQUITY AND LIABILITIES** | 2,3,22 | | |
| **Equity** | | | |
| Share capital | 24 | 21 584 | 21 584 |
| Other contributed capital | | 405 100 | 405 100 |
| Reserves | | -3 698 | 3 014 |
| Retained earnings including profit (loss) for the year | | -314 819 | -347 997 |
| Total equity | | 108 168 | 81 701 |
| **Non-current liabilities** | | | |
| Borrowings | 25 | 36 250 | - |
| Leasing liabilities | 11, 26 | 3 493 | 8 288 |
| Other non-current liabilities | 11, 26 | 3 237 | 98 |
| Total non-current liabilities | | 42 980 | 8 386 |
| **Current liabilities** | | | |
| Accounts payable | | 72 537 | 67 975 |
| Tax liabilities | | 56 | 583 |
| Borrowings | 25 | 101 670 | 152 694 |
| Other current liabilities | 11, 26 | 4 100 | 5 148 |
| Leasing liabilities | 11, 26 | 12 402 | 13 343 |
| Current provisions | 27 | 138 676 | 129 982 |
| Accrued expenses and deferred income | 28 | 21 230 | 29 366 |
| Total current liabilities and provisions | | 350 670 | 399 091 |
| TOTAL EQUITY AND LIABILITIES | | 501 818 | 489 178 |

# Consolidated statement of changes in equity
## Group

**SHAREHOLDERS OF THE PARENT COMPANY**

| SEK thousand | Share capital | Other contributed capital | Reserves | Retained earnings | Total equity |
|---|---|---|---|---|---|
| Opening equity, 1 January 2019 | 16 188 | 351 138 | 2 129 | -344 144 | 25 311 |
| Profit (loss) for the year | - | - | - | -3 853 | -3 853 |
| Translation’s difference | - | - | 885 | - | 885 |
| Total other comprehensive income, net after tax | - | - | 885 | - | 885 |
| Total comprehensive income | - | - | 885 | -3 853 | -2 968 |
| Transactions with shareholders | | | | | |
| New shares issue | 5 396 | 53 962 | - | - | 59 358 |
| Total transactions with shareholders | 5 396 | 53 962 | - | - | 59 358 |
| Closing equity, 31 December 2019 | 21 584 | 405 100 | 3 014 | -347 997 | 81 701 |
| **Opening equity, 1 January 2020** | **21 584** | **405 100** | **3 014** | **-347 997** | **81 701** |
| Profit (loss) for the year | - | - | - | 33 178 | 33 178 |
| Translation’s difference | - | - | -6 712 | - | -6 712 |
| Total other comprehensive income, net after tax | - | - | -6 712 | - | -6 712 |
| Total comprehensive income | - | - | -6 712 | 33 178 | 26 466 |
| Transactions with shareholders | | | | | |
| Total transactions with shareholders | - | - | - | - | - |
| Closing equity, 31 December 2020 | 21 584 | 405 100 | -3 698 | -314 819 | 108 168 |

# Consolidated cash flow statement

## Group

| SEK THOUSAND | NOTE | 2020 | 2019 |
|---|---|---|---|
| Operating activities | | | |
| Operating profit (loss) | | 38 939 | 15 098 |
| Interest paid | | -5 488 | -13 560 |
| Interest received | | | 906 |
| Taxes paid | | -3 854 | -2 071 |
| Adjustment for items not included in cash flow, etc | 30 | 55 033 | 101 568 |
| Cash flow from operating activities before changes in working capital | | 84 630 | 101 941 |
| | | | |
| Cash flow from changes in working capital | | | |
| Inventories | | -59 122 | -42 406 |
| Operating receivables | | 14 631 | -51 013 |
| Operating liabilities | | -2 906 | 696 |
| Cash flow from operating activities | | 37 233 | 9 218 |
| | | | |
| Investing activities | | | |
| Acquisition of intangible assets | 17 | -19 966 | -9 829 |
| Sales of intangible assets | 17 | - | 693 |
| Acquisition of property, plant and equipment | 18 | -284 | -1 122 |
| Cash flow from investing activities | | -20 250 | -10 258 |
| | | | |
| Financing activities | | | |
| New share issue | 24 | - | 59 358 |
| Repaid convertible debt | 25 | -60 500 | -39 500 |
| Amortization of leasing liabilities | 26 | -7 808 | -6 428 |
| Change in borrowings | 25 | 36 250 | - |
| Change of bank overdraft facility | 25 | 14 431 | 356 |
| Change of invoice discounting | 25 | -7 380 | -7 775 |
| Cash flow from financing activities | | -25 007 | 6 011 |
| | | | |
| Cash flow for the year | | -8 025 | 4 971 |
| | | | |
| Cash and cash equivalents at beginning of year | | 56 880 | 50 933 |
| Exchange rate differences in cash and cash equivalents | | -1 234 | 976 |
| Cash and cash equivalents at year-end | | 47 621 | 56 880 |

# Income statement
## Parent Company

| SEK THOUSAND | NOTE | 2020 | 2019 |
|---|---|---|---|
| Net sales | 2,5 | 399 066 | 365 127 |
| Cost of goods sold | | -204 618 | -183 523 |
| Gross profit/loss | | 194 448 | 181 604 |
| Selling expenses | | -73 434 | -83 855 |
| Administration costs | | -23 118 | -24 203 |
| Development costs | | -68 287 | -68 109 |
| Other revenue | | - | 129 |
| Operating profit (loss) | 6-12 | 29 609 | 5 566 |
| Financial income | 13 | 522 | 995 |
| Financial expenses | 14 | -6 256 | -17 720 |
| Financial items - net | | - 5 734 | -16 725 |
| Profit (loss) before tax | | 23 876 | -11 159 |
| Income tax | 15 | - | - |
| Profit (loss) for the year | | 23 876 | -11 159 |

# Statement of comprehensive income

| SEK THOUSAND | 2020 | 2019 |
|---|---|---|
| Profit (loss) for the year | 23 876 | -11 159 |
| Other comprehensive income | - | - |
| Items that may be reclassified to profit or loss | | |
| Total other comprehensive income | - | - |
| Total comprehensive income for the year | 23 876 | -11 159 |

# Balance sheet
## Parent Company

| SEK THOUSAND | NOTE | 2020-12-31 | 2019-12-31 |
|---|---|---|---|
| ASSETS | 29, 2 | | |
| Non-current assets | | | |
| Intangible assets | 10, 17 | 115 688 | 116 923 |
| Property, plant and equipment | 10, 18 | 125 | 490 |
| Participations in Group companies g | 19 | 15 680 | 15 680 |
| Other non-current liabilities | 20 | - | 41 |
| Total non-current assets | | 131 493 | 133 134 |
| Current assets | | | |
| Inventories | 21 | 191 766 | 148 731 |
| Accounts receivable | 23 | 54 811 | 66 339 |
| Receivables from Group companies | 23 | 40 461 | 25 786 |
| Tax receivables | 23 | 1 044 | 502 |
| Other receivables | 23 | 3 535 | 3 379 |
| Prepaid expenses and accrued income | | 2 135 | 3 200 |
| Restricted cash | 29 | 965 | 965 |
| Cash and bank | | 19 729 | 37 573 |
| Total current assets | | 314 446 | 286 475 |
| TOTAL ASSETS | | 445 939 | 419 609 |
| EQUITY AND LIABILITIES | 2,3 | | |
| Equity | | | |
| Share capital | 24 | 21 584 | 21 584 |
| Fund for development expenditures | | 17 220 | 12 556 |
| Total restricted equity | | 38 804 | 34 140 |
| Non-restricted equity | 33 | | |
| Share premium reserve | | 384 471 | 389 134 |
| Retained earnings | | -383 075 | -371 915 |
| Profit (loss) for the year | | 23 876 | -11 159 |
| Total non-restricted equity | | 25 272 | 6 060 |
| Total equity | | 64 076 | 40 200 |
| Non-current liabilities | | | |
| Borrowings | 25 | 36 250 | - |
| Other non-current liabilities | 26 | 3 237 | 98 |
| Total non-current liabilities | | 39 487 | 98 |
| Current liabilities | | | |
| Accounts payable | | 41 452 | 53 190 |
| Liabilities to Group companies | | 170 404 | 139 173 |
| Borrowings | 25 | 101 670 | 149 703 |
| Other current liabilities | 26 | 11 260 | 12 800 |
| Accrued expenses and deferred income | 28 | 17 591 | 24 445 |
| Total current liabilities | | 342 376 | 379 311 |
| TOTAL EQUITY AND LIABILITIES | | 445 939 | 419 609 |

# Statement of changes in equity
## Parent Company

| | RESTRICTED EQUITY | | RESTRICTED EQUITY | | |
|---|---|---|---|---|---|
| SEK thousand | Share capital | Fund for development projects | Share premium reserve | Retained earnings | Total Equity |
| | | | | - | |
| Opening equity, 1 January 2019 | 16 188 | 9 008 | 338 721 | -371 916 | -7 999 |
| Profit (loss) for the year | - | - | - | -11 159 | -11 159 |
| Total other comprehensive income, net after tax | - | - | - | - | - |
| Total comprehensive income | - | - | - | -11 159 | -11 159 |
| Transactions with shareholders | | | | | |
| Transfer of fund for development projects | - | 3 549 | 3 549 | - | - |
| New shares issue | 5 396 | - | 53 962 | - | 59 358 |
| Total transactions with shareholders | 5 396 | 3 549 | 50 413 | - | 59 358 |
| Closing equity, 31 December 2019 | 21 584 | 12 557 | 389 134 | -383 075 | 40 200 |
| Opening equity, 1 January 2020 | 21 584 | 12 557 | 389 134 | -383 075 | 40 200 |
| Profit (loss) for the year | - | - | - | 23 876 | 23 876 |
| Total other comprehensive income, net after tax | - | - | - | - | - |
| Total comprehensive income | - | - | - | 23 876 | 23 876 |
| Transactions with shareholders for | | | | | |
| Transfer of fund for development projects | - | 4 664 | -4 664 | - | - |
| Total transactions with shareholders | - | 4 664 | -4 664 | - | 0 |
| Closing equity, 31 December 2020 | 21 584 | 17 220 | 384 471 | -359 199 | 64 076 |

# Cash flow statement
## Parent Company

| SEK THOUSAND | NOTE | 2020 | 2019 |
|---|---|---|---|
| Operating activities | | | |
| Operating profit (loss) | | 29 609 | 5 566 |
| Interest paid | | -2 188 | -12 845 |
| Interest received | | - | 834 |
| Taxes refund | | -541 | 252 |
| Adjustment for items not included in cash flow | 30 | 33 715 | 46 179 |
| Cash flow from operating activities before changes in working capital | | 60 594 | 39 986 |
| Cash flow from changes in working capital | | | |
| Inventories | | -59 122 | -42 406 |
| Operating receivables | | 2 553 | -36 684 |
| Operating liabilities | | 11 334 | 50 716 |
| Cash flow from operating activities | | 15 359 | 11 612 |
| Investing activities | | | |
| Acquisition of intangible assets | 17 | -19 744 | -8 409 |
| Sales of intangible assets | 16 | - | 693 |
| Acquisition of property, plant and equipment | 18 | - | -8 |
| Other financial assets | | - | -32 |
| Cash flow from investing activities | | -19 744 | -7 756 |
| Financing activities | | | |
| New share issue | 25 | - | 59 358 |
| Repaid convertible debt | 25 | -24 250 | -39 500 |
| Change in bank loan | 25 | 35750 | - |
| Change of bank overdraft facility | 25 | 15 1601 | 356 |
| Decrease of invoice discounting | 25 | -4 374 | -3 810 |
| Cash flow from financing activities | | - 13 964 | 16 404 |
| Cash flow for the year | | -18 350 | 20 260 |
| Cash and cash equivalents at beginning of year | | 37 573 | 17 153 |
| Exchange rate differences in cash and cash equivalents | | 505 | 160 |
| Cash and cash equivalents at year-end | | 19 729 | 37 573 |

# Note 1 Accounting policies

**General information**

Bluefish Pharmaceuticals AB (publ) (the Parent Company) and its subsidiaries (together, "the Group") develop products and market generic pharmaceuticals via a network of independent wholesalers and pharmacies. The Parent Company is a limited company registered and domiciled in Stockholm, Sweden. The headquarters are located at Gävlegatan 22, 113 30 Stockholm. On 6 May 2020, the Board approved these consolidated financial statements.

**Basis of preparation for the financial statements**

The consolidated financial statements of the Bluefish Pharmaceuticals Group have been prepared in accordance with the International Financial Reporting Standards (IFRS) adopted by the EU. In addition, the standard RFR 1 issued by the Swedish Financial Reporting Board and the Swedish Annual Accounts Act have been applied. Unless otherwise stated, the consolidated financial statements have been prepared in accordance with the cost method. The financial statements of the Parent Company have been prepared in accordance with the same accounting principles as for the Group, subject to the exceptions described in the section entitled "Parent Company's accounting principles".

**Prerequisites for preparation of the financial statements**

The Parent Company's functional currency is SEK, which is also the reporting currency for the Parent Company and the Group. Consequently, the financial statements are presented in SEK. Unless otherwise stated, all amounts are rounded off to the nearest thousand.

Non-current assets and non-current liabilities primarily consist of amounts that are expected to be recovered or paid more than 12 months after the balance sheet date. The preparation of financial statements in accordance with IFRS requires that group management makes a number of important assessments, estimations and assumptions which affect the application of the accounting principles and of the reported amounts of assets, liabilities, revenues and expenses. The areas which include a high degree of assessment, which are complex, or such areas where assumptions and estimations are of material significance for the consolidated financial statements are described in Note 2. Estimations and assessments are reviewed regularly. Changes in estimations are reported in the period in which the change is made if the change only effects that period, or in the period in which the changes are made and future periods, if the change affects both the current period and future periods. Unless otherwise stated below, the accounting principles below have been applied consistently in all presented years. The Group's accounting principles have been applied consistently to the reporting and consolidation of subsidiaries. Certain comparison figures have been reclassified to conform with the presentation in the current year's financial statements. Where the reclassification relates to significant amounts, separate information thereon is provided.

**New or amended reporting standards during the 2020 financial year**

No new or updated accounting standards and interpretations enter into force for fiscal years commencing 1 January 2020 has had any significant impact on the financial statements of the Group or the parent company.

**Non-applicable standards**

As allowed by IFRIC in respect of unlisted companies, Bluefish does not apply IFRIC 8, Operating Segments

**Consolidation principles**

Subsidiaries are companies in which Bluefish Pharmaceuticals AB has a controlling influence. 'Controlling influence' entails a right, directly or indirectly, to determine a company's financial and operational strategies, which normally means that the Parent Company owns more than 50 % of the voting rights for all shares and participating interests. When determining whether a controlling influence exists, consideration must be given to whether there are any potential voting shares which are currently possible to utilise or convert. Subsidiaries are included in the consolidated financial statements as of the date on which the Group obtains control. They are excluded from the consolidated financial statements as of the date on which the controlling influence ceases.

The acquisition method is applied to the reporting of the Group's business acquisitions. Consideration for the acquisition of a subsidiary is comprised of the fair value of the transferred assets and liabilities for which the Group has an obligation to the prior owners of the acquired company. Consideration also includes the fair value of all assets or liabilities resulting from an agreement regarding a contingent consideration. Identifiable acquired assets and assumed liabilities in a business acquisition are initially valued at fair value on the acquisition date. Acquisition-related costs are expensed as incurred.

Goodwill is initially valued at the amount by which the total consideration and fair value for non-controlling interests exceeds the fair value of identifiable assets acquired and liabilities assumed. If the consideration is lower than the fair value of the acquired company's net assets, the difference is reported directly in profit or loss. Intra-Group receivables and liabilities, revenues and expenses, together with unrealised profits or losses arising from transactions between Group companies, are eliminated in their entirety when preparing the consolidated financial statements. Unrealised losses are eliminated in the same way as unrealised profits, but only to the extent that there is no need for impairment.

**Translation of foreign currency**

Transactions in foreign currency have been translated to the functional currency at the exchange rate applicable on the date of the transaction. Monetary assets and liabilities in foreign currency have been valued at the closing day rate. Exchange rate differences which arise are reported in the income statement for the period. The consolidated financial statements are prepared in Swedish kronor (SEK), which is the functional currency and presentation currency of the Parent Company. The balance sheets of foreign subsidiaries have been translated to SEK at the closing day rate. The income statements have been translated at the average rate for the year. The translation difference arising in connection with currency translation is recognised in other comprehensive income.

Non-monetary assets are reported in the functional currency of the business in which they were originally reported. This applies even if the asset is, later on, transferred to a business within the Group that has a different functional currency. Translation to the reporting currency occurs in the corresponding way as for foreign subsidiaries.

Applied exchange rates relative to the Group's reporting currency (SEK):

| | | Average rate | | Closing day rate | |
|---|---|---|---|---|---|
| **Country** | **Currency** | **2020** | **2019** | **2020** | **2019** |
| Denmark | DKK | 1,4068 | 1,4183 | 1,3492 | 1,3968 |
| EU countries | EUR | 10,4867 | 10,5892 | 10,0375 | 10,433 |
| India | INR | 0,1245 | 0,1343 | 0,1117 | 0,1325 |
| Norway | NOK | 0,9786 | 1,0747 | 0,9546 | 1,0579 |
| Poland | PLN | 2,3621 | 2,4634 | 2,2166 | 2,4445 |

Upon the full or partial divestment of foreign operations, the exchange rate differences which were previously reported in other comprehensive income are recognised in profit or loss for the period as part of the gain or loss on disposal.

**Net sales**

Net sales comprise the fair value of what is received or will be received for goods and ser- vices sold in the course of the Group's business operations. Net sales are reported excluding VAT, returns and discounts, and after the elimination of intra-Group sales. The Group reports net sales when the amount can be measured in a reliable manner, when it is probable that future economic benefits will accrue to the Company, and when special criteria have been fulfilled for each of the Group's operations as described below. Revenue amounts cannot be measured in a reliable manner until all obligations in respect of the sale have been fulfilled or expired. An assessment as to whether any provision is necessary is made for each individual transaction. The Group bases its assessments on historical outcome, and thus takes into account the type of customer, type of transaction and special circumstances in each individual case.

The Group markets and sells a selection of generic pharmaceutical preparations, primarily on the wholesale market. Revenue is recognised upon the sale of goods when a Group company has delivered products to a wholesaler, the wholesaler can exercise its discretion to select a sales channel and price for the product, and there are no unfulfilled obligations which could affect the wholesaler's approval of the products. Delivery does not occur until the products have been sent to the designated location, the risks of obsolescence and loss have passed to the wholesaler, and either the wholesaler has approved the products in accordance with the sales agreement, the conditions for approval have expired, or the Group has objective proof that all criteria for approval have been met.

Pharmaceutical preparations with quantity discounts are often sold on the wholesale market, and the customers are entitled to return products. Sales revenue is recognised on the basis of the price set forth in the sale agreement, net after estimated quantity discounts and returns on the date of sale. Accumulated experience is used to assess and make provisions for discounts, price adjustments and returns. No financing component is considered to exist, because sales are made with a maximum credit period of 60 days, which conforms to market practice.
See also Note 2, Estimates and Assessments.

**Taxes**

The Group's total income tax includes tax which is to be paid or received for the current year, adjustments to previous years' taxes and changes in deferred tax.
The current tax expense is calculated on the basis of the tax rules which, on the balance sheet date, have been issued or in practice have been decided upon in those countries where the Parent Company's subsidiaries operate and generate taxable revenue. For items which are reported in the income statement, associated tax effects are also reported in the income statement. Tax effects of items recognised directly in equity is recognised in equity. Deferred tax is calculated based on temporary differences which arise between the carrying amount and tax base of assets and liabilities. The valuation of deferred tax is based on the manner in which underlying assets or liabilities are expected to be realised or settled. Deferred tax is calculated applying the tax rates and tax rules decided upon as of the balance sheet date. If the calculation gives rise to a deferred tax asset, such asset is reported only to the extent it is likely that it will be realised.

**Intangible assets**

**Development costs**

Expenditures incurred in development projects relating to in-house development of generic products are reported as intangible assets, provided that the likelihood of future economic benefit and useful life is considered to be high. An intangible asset is reported only to the extent the product can be sold on existing markets and resources exist to complete the development. Only those expenses which relate directly to the development of the new product are capitalised. Other development expenditures which do not satisfy these conditions are recognised as expenses when incurred. Development expenditures which have previously been reported as an expense are not reported as an asset in a subsequent period. Capitalised development costs are amortised according to plan over the useful life.

**Licenses and market approvals**

Acquired licenses and related market approvals are capitalised. Market approvals consist of fees for registration of licences with authorities and directly related expenditures. Licences and expenses associated with obtaining market approval are reported at cost less accumulated amortisation. Licences and market approvals have a determinable useful life and are depreciated on a straight-line basis over that period, which is calculated to be 10-15 years.

**Software and trademarks**

Acquired software licences are capitalised based on acquisition and implementation fees. The fees are amortised on a straight-line basis over the useful life, which is 4-10 years.

**Impairment of intangible Assets**

Intangible assets are tested for impairment at least once per year or whenever events or changes in circumstances indicate that the carrying amount is not recoverable.
An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the fair value of the asset less selling expenses, or its value-in-use, whichever is higher.
When assessing impairment, assets are grouped at the lowest levels where there are separate, identifiable cash flows (cash-generating units).

**Property, plant and equipment**

Property, plant and equipment is mainly comprised of equipment and computers, which are reported at cost less accumulated depreciation. Cost includes expenditures which can be directly attributed to the acquisition of the asset. Additional expenditures for improvements in the performance of the assets in excess of original level increase the asset's carrying amount. All other forms of repairs and maintenance are recognised as expenses in profit or loss during the period in which they are incurred. Property, plant and equipment are depreciated on a straight-line basis over the assessed useful life of the assets, which is 3-5 years.

**Impairment of non-current assets**

On each balance sheet date, the Group assesses whether there are any indications that a non-current asset has diminished in value. If such is the case, the Group makes an assessment regarding the recoverable amount of the asset. Recoverable amount is the fair value of an asset, less any sales costs, or its value-in-use, whichever is higher. The value-in-use is the current value of the assessed future cash flow attributable to the asset. An impairment loss is recognised for the amount by which the carrying amount of the asset exceeds the recoverable amount. Discounting rates reflect the capital cost and other financial parameters in the country or region in which the asset is used.

**Leases**

As of January 1, 2019, leases are reported in accordance with IFRS 16 Leasing Agreement, which means that the lessee recognizes rights of use and leasing liabilities in the balance sheet. Bluefish applies the relief rules regarding short-term leases and leases where the underlying asset is of low value. Expenses incurred in connection with these leases are reported on a straight-line basis over the lease period as operating expenses in the income statement. When entering into an agreement, Bluefish determines whether the agreement is, or contains, a lease agreement based on the substance of the agreement. An agreement is, or contains, a leasing agreement if the agreement assigns the right to decide over a certain period of use over an identified asset in exchange for compensation.

**Leasing liabilities**

Leasing liabilities are initially valued at the present value of the leasing fees that were not paid at the commencement date. The balance sheet items other non-current liabilities and other current liabilities include these liabilities. The lease period is determined as the non-cancellable period together with periods to extend or terminate the agreement if Bluefish is reasonably confident of exercising those options. When assessing the lease period when there are extension and termination options, both business strategy and contract-specific conditions are considered to determine whether the Group is reasonably confident of exercising the options. The lease payments include fixed payments (after deduction of any benefits in connection with the signing of the lease), variable leasing fees that depend on an index or price and amounts that are expected to be paid in accordance with residual value guarantees. In addition, the lease payments include the exercise price of an option to purchase the underlying asset or penalty fees payable upon termination if Bluefish is reasonably confident of exercising these options. Variable leasing fees that do not depend on an index or price are recognized as an expense in the period to which they are attributable. For the present value calculation of lease payments, the implicit interest rate in the agreement is applied if it can be easily determined, in other cases the marginal borrowing rate is used for the lease agreement. After the commencement date of a lease agreement, the lease debt increases to reflect the interest rate on the lease debt and decreases with lease payments paid. In addition, the lease debt is revalued as a result of contract modifications, changes in the lease term, changes in lease payments or changes in an assessment to purchase the underlying asset.

**Access rights Assets**

Bluefish recognizes rights of use in the balance sheet at the commencement date of the lease. The rights of use are included in the balance sheet on the line for tangible fixed assets. Utility rights are valued at cost less deductions for accumulated depreciation and any impairment and adjusted for revaluation of the lease debt. The acquisition value includes the initial value recognized for the attributable lease debt, initial direct expenses, any advance payments made on or before the commencement date of the lease after deduction of any incentives received, and an estimate of any restoration costs. Assuming that Bluefish is not reasonably certain that they will take ownership of the underlying asset at the end of the lease, the rights of use will be written off linearly for the shortest of the lease term and the useful life.

**Accounting principles for leasing for the comparison year**

A finance lease is a leasing agreement in which the economic risks and advantages associated with ownership of an asset are in all essential respects transferred from the lessor to the lessee. Title may, but need not, ultimately pass to the lessee. Operating leases are all leasing arrangements other than finance leases. Assets held under finance leases are reported in the balance sheet at the fair value of the leasing object or the present value of minimum leasing fees, whichever is lower, and future leasing fees are reported as a loan. Expenses for the period are comprised of depreciation on the leased asset and interest expenses for the loan. Non-current assets held under finance leases are depreciated over the useful life of the asset or the leasing period, whichever is shorter. For operating leases, payments made during the leasing period are expensed in the income statement on a straight-line basis over the leasing period.

**Inventories**

Inventories are valued at the lower of cost and net realisable value. Cost is calculated using the weighted average method and it includes expenses associated with the acquisition, along with transport of inventory assets. The net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses. Inventory impairment occurs within the scope of normal business operations and is recognised in costs of goods sold.
See also Note 2, Estimates and Assessments.

**Financial instruments**

Financial instruments are recognised in the balance sheet when the Group becomes party to the instrument's contractual terms. A receivable/claim is reported when the company has performed and a contractual obligation to pay exists for the counterparty. A liability is reported when the counterparty has performed and a contractual obligation to pay exists for the company. The business model upon which the financial asset or liability was obtained, along with the nature of the contractual cash flows are what determines classification. The Group has financial assets and liabilities classified in the categories below:

a) Financial assets at amortised cost
b) Financial liabilities at amortised cost

Purchases and sales of financial assets are recognised on the trade date, which is the date on which the Group commits to purchase or sell the asset. Financial assets are removed from the balance sheet when the right to receive the cash flows generated by the instrument has expired or been transferred and the Group has transferred essentially all of the risks and rewards associated with ownership. During the financial year and comparison year, the Group did not have any financial instruments measured at fair value either through profit or loss or through other comprehensive income.

**a) Financial assets measured at amortised cost**

Financial assets classified at amortised cost are initially recognised at fair value plus transaction costs. After initial recognition, the assets are measured in accordance with the effective interest method. Assets measured at amortised cost are held in accordance with the business model for the purpose of collecting contractual cash flows that are only comprised of payments of principal and interest on the outstanding amount of capital. Assets in this category are classified as current assets if settlement is expected within twelve months. Otherwise they are classified as non-current assets
For financial assets measured at amortised cost, a provision is made for expected credit losses. Recognition of bad debt losses is forward-looking and a provision for expected credit losses is made when there is exposure to credit risk, typically upon initial recognition. Expected credit losses reflect the present value of all reductions to anticipated cash flows resulting from default in the next 12 months or during the expected remaining term for the financial instrument, depending on the asset class and deterioration of creditworthiness since initial recognition.

**b)Financial liabilities measured at amortised cost**

Financial liabilities at amortised cost are initially recognised at fair value plus transaction costs. After initial recognition, they are measured at amortised cost in accordance with the effective interest method. Financial liabilities must be divided into current and non-current liabilities. A financial liability must be classified as current if the following apply:
a)it falls due for payment within 12 months of the closing date, or
b)it is expected to be paid within the normal term of the company's operating cycle.
All other financial liabilities must be classified as non-current.

**Cash and cash equivalents**

Cash and cash equivalents include cash, bank balances and other short-term investments maturing within three months from the date of acquisition. Bank guarantees are restricted cash excluded in cash and cash equivalents.

**Share capital**

Ordinary shares are classified as equity. Transaction expenses which are directly attributable to an issue of new shares or options are reported, net after tax, in equity as a deduction from the issue proceeds.

**Accounts payable**

Account's payables are obligations to pay for goods or services which have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if they fall due for payment within one year or earlier. If not, they are reported as non-current liabilities. Account's payables are initially recognised at fair value and subsequently at amortised cost applying the effective interest method.

**Borrowings**

Borrowing is initially recognised at fair value net after transaction costs. Afterwards, borrowing costs are reported at amortised cost and any difference between received amount (net after transaction costs) and the repayment amount is reported in profit or loss allocated over the loan period, applying the effective interest method. The fair value of the liability component of convertible debt instruments is determined using the market rate for an equivalent non-convertible debt instrument. This amount is recognised as a liability at amortised cost until the debt ceases through conversion or redemption. The remaining part of the amount received is attributed to the option component. This is reported in shareholders' equity, net after tax. Bank overdraft and invoice discounting are reported as borrowings among non-current liabilities in the balance sheet.

**Other liabilities**

Other liabilities are classified as current liabilities if they fall due for payment within one year or earlier. If not, they are reported as non-current liabilities. Other liabilities consist primarily of liabilities incurred in connection with purchases of licences. Payment in respect of licences takes place upon agreed milestones, usually depending on the market approval procedure. Other liabilities are reported initially at fair value and thereafter at amortised cost applying the effective interest method.

**Parent Company**

The Parent Company has compiled its Annual Report in accordance with the Swedish Annual Accounts Act (1995:1554) and the Swedish Financial Reporting Board's Recommendation RFR 2, Accounting for Legal Entities. RFR 2 entails that the Parent Company, in its annual report of a legal entity, shall apply all of IFRS and interpretations approved by the EU to the extent possible, within the framework of the Swedish Annual Accounts Act, and taking into account the connection between accounting and taxation. The Recommendation sets out the exceptions and additions to be made from/to IFRS. The difference between the Group's and the Parent Company's accounting principles are set forth below. The stated accounting principles of the Parent Company set forth below have been applied consistently in all periods presented in the Parent Company's financial statements

**Subsidiary**

Shares and participations in subsidiaries are reported at cost less any impairment. Cost includes any acquisition-related costs and any additional consideration. Received dividends are reported as financial income. The recoverable amount is calculated when there are indications that shares and participations in subsidiaries have diminished in value. An impairment loss is recognised whenever the recoverable amount is less than the carrying amount. Impairment losses are reported in the items Profit (loss) from participations in Group companies.

**Group contributions and shareholder contributions**

Group contributions made or received by the Parent Company, with the aim of minimising the Group's total tax, are reported as appropriations in accordance with the alternative rule. Shareholder contributions provided by the Parent Company are reported in shares and participations and tested for impairment as set forth above.

**Property, plant and equipment**

Property, plant and equipment in the Parent Company are reported at cost less accumulated depreciation and any impairment in the same way as for the Group, but with the addition of any revaluations.

**Leasing**

The rules on accounting for leasing agreements in accordance with IFRS 16 are not applied in the Parent Company. This means that leasing fees are recognized as expenses on a straight-line basis over the lease period, and that rights of use assets and leasing liabilities are not included in the Parent Company's balance sheet. However, identification of a lease is made in accordance with IFRS 16, i.e. that an agreement is, or contains, a lease agreement if the agreement assigns the right to decide over a certain period of use over an identified asset in exchange for compensation

**Fund for development expenditures**

Companies that capitalise development expenditures in the balance sheet must reserve the corresponding amount in a restricted fund that is a component of equity. The fund is then gradually dissolved at the rate that the company amortises or recognises impairment on the capitalised development expenditures. The fund is also dissolved in conjunction with disposal of the asset.

# Note 2 Estimates and judgements

The preparation of annual accounts in accordance with generally accepted accounting principles requires that management make assumptions and assessments which affect the reported assets and liabilities at the time of the preparation of the annual accounts and the reported revenues and expenses during the reporting period. Given the uncertainty associated with these estimates, the actual results may deviate from such assumptions and assessments, which can affect the Group's consolidated financial statements.

In the description of accounting principles, the areas where assessments and calculations need to be made are stated. In light of the Group's business operations, the management of Bluefish Pharmaceuticals believes that the most important of these are revenue recognition, accounting for inventories and assessing impairment of intangible assets

### Net sales

The company's gross sales consist of the number of packaging units delivered during a specific period at the price prevailing on the relevant market.

According to the practice within the pharmaceuticals industry, gross sales are affected by various deductions, which include discounts and deductions for public authorities, wholesalers, and health insurance companies, as well as returns. These deductions represent assessments of the related obligations which, in turn, require the company to make estimates regarding the effect on sales for particular reporting period. Consequently, when reporting net sales, a deduction from gross sales is made for these estimates. The assessment of the need for such deductions is made in conjunction with each individual transaction.

Normally, there is a time delay of several months from the point in time at which the estimate of the deduction is made and the final reporting of the obligation. Net sales represent, in turn, our best estimate of the revenue that will be received.

#### Reductions for discounts, price adjustments and returns

Discounts arise when the Group has an agreement with an indirect customer, such as a purchasing organisation or health insurance company, to sell products at a price which is lower than the price invoiced to the wholesaler. The discount represents the difference between the invoiced price to the wholesaler and the contracted price to the indirect customer. The company reports such discounts by reducing gross sales by an amount which corresponds to our estimate of the discount which is related to a particular sale. Reserves for estimated discounts are calculated by using a combination of factors, including the terms and conditions of each individual contract, historical experience, and expected product growth.

When reducing the price of a product, we offer the customer compensation for the difference in price for the customer's existing inventory for the product in question. The estimate of such compensation is determined at the time of the price change and is based on estimated inventory levels for the product.

When a product is sold on the wholesale market where the customer is entitled to return products, a reserve is booked for estimated returns which is based on anticipated changes in market conditions and the remaining time until the product's expiration date. On certain markets, the company offers cash discounts in order to encourage customers to pay on time. Reserves are made for cash discounts at the time of invoicing and a corresponding deduction is made from gross sales.

The company adjusts the reserves for deductions from gross sales on a regular basis in order to reflect the fair values. In order to evaluate the sufficiency of the reserves, the company uses internal and external estimates of inventory levels, actual discount factors received, and the time delay from sales of goods to the time such discount invoices are received.

### Inventory obsolescence

The company's purchases of new goods are based on anticipated sales volumes and prices. On most markets, the wholesalers require a remaining time until the expiration date of at least six months for all deliveries. Based on historical sales and forecast volumes, the company makes continuous assessment of whether there is a risk of impairment due to short shelf-life of the product, or in cases where the market price has changed, and the product can no longer be sold at a profit. Such estimates of obsolescence are reported as cost of goods sold. Reconciliation against actual destruction of inventories is carried out on a regular basis.

### Intangible assets

The Group's intangible assets consist primarily of licensing rights, market approvals, and products under development. All intangible assets are continuously assessed for impairment. The Group considers in this context whether there is any indication that an asset has decreased in value. Assessment of whether there is an indication of impairment is also based on the asset's forecasted contribution to earnings. It the asset's contribution to earnings is low, the Group makes an assessment regarding the recoverable amount of the asset. Recoverable amount is the fair value of an asset, less any sales costs, or its value-in-use, whichever is higher. In most cases, the market information needed to estimate the fair value of the asset is lacking. Consequently, the value-in-use is used in order to assess the asset's value. This consists of the present value of the estimated future cash flows attributable to the asset. The estimated value-in-use reflects assumptions about market trends, forecast sales and margins, future tax rates, and the discount rate. The discount rate used in the present value calculation of the expected future cash flows is the Group's current WACC (weighted average cost of capital). Given these extensive assumptions, actual cash flows can deviate significantly from the values obtained from the projected cash flows. In those cases where the carrying amount of the asset exceeds the recoverable amount, an impairment loss is recognised for the corresponding amount. All impairment losses are immediately recognised in profit or loss. Intangible assets associated with the company's development projects for which development has been discontinued are assessed for impairment at that time and written down to their fair value (which is normally zero).

### Income taxes

Deferred tax assets are calculated on the basis of future utilisation of accumulated Group loss carry-forwards. For the time being, deferred tax assets for loss carry-forwards are not recognised as assets.

# Note 3 Financial risk management

In running the business, the Group is exposed to a variety of financial risks: currency risk, interest rate risk in cash flow and fair value, credit risk, liquidity risk and capital risk. The Group's overall risk management policy focuses on the unpredictability of financial markets and it attempts to minimise potential unfavourable effects on the Group's financial results.
Risk management is conducted by a central treasury department in accordance with policies established by the Board. The treasury function identifies, evaluates and hedges financial risks in close co-operation with the Group's operational units. The Board prepares written policies, both for general risk management and for specific areas, such as currency risk, interest rate risk, credit risk, use of derivatives and non-derivative financial instruments and investment of surplus liquidity.

**Currency risk**

The Group operates internationally and is exposed to currency risks which arise from various currency exposures, primarily against the EUR. Currency risk arises through future commercial transactions, reported assets and liabilities and net investments in foreign operations. Had the SEK weakened/strengthened by 10 % in relation to the EUR, with all other variables held constant, the effect on the carrying amount of assets and liabilities as of 31 December 2020 would have been SEK 2 478 (7 155) thousand higher/lower, mainly as a result of gains/losses upon translation of receivables and liabilities in EUR. As of the balance sheet date, unrealised currency losses of SEK -9 507 (2 658) thousand had been recognised.

**Interest risk in cashflows and fair values**

Because the Group has no substantial interest-bearing assets, the Group's revenues and cash flow from operating activities are, in all essential respects, independent of changes in market interest rates. The Group's interest rate risk arises through long-term borrowing. Borrowing which takes place at variable interest rates exposes the Group to interest rate risk as regards cash flow. Borrowing at fixed interest rates exposes the Group to interest rate risk in respect of fair value.

**Credit risk**

Credit risk is managed at the Group level. Credit risk arises through balances at banks and financial institutions, as well as credit exposure vis-á-vis wholesalers, including outstanding receivables and contracted transactions. Only banks and financial institutions with a credit rating of at least AAA from an independent rating agency are accepted. The Group's main bank is Skandinaviska Enskilda Banken AB (publ). As of 31 December 2020, the Group's balances with SEB amounted to SEK 37 902 (47 120) thousand out of its total bank balances of SEK 47 621 (57 845) thousand. For wholesalers, the Group uses credit ratings from independent rating agencies whenever such are available. If there is no independent credit rating, a risk assessment is made of the customer's creditworthiness in which its financial position is taken into account, together with previous experience and other factors. Individual risk limits are set based on internal or external credit assessments in accordance with the limits which are established by the Board. Use of credit limits is monitored regularly.
Bluefish entered into an agreement with SEB regarding working capital credit designed to meet the company's increased need for working capital. As of 31 December 2020, working capital credit includes SEK 87 million, for which the Nordic inventories have been used as col- lateral, and an additional SEK 10 million for invoice discounting. A new funding solution has been issued with SEB through a long-term facility of SEK 50,2 million as of 31 December, terms include SEK 14,5 million yearly amortization and is expiring 30 June 2021. The SEB credit is conditional with an ownership and dividend clause and on the group maintaining an available liquidity of at least SEK 5 million, a consolidated account statement ratio of at least 15%, group maintaining a net gearing ratio of equity to share capital under 1.2 and Net debt/EBITDA cannot cross 3,5 (not above 2.5 at the end of the facility).

**Liquidity risk**

Cash flow forecasts are prepared regularly. The Group's central finance department carefully monitors rolling forecasts regarding the Group's liquidity reserve in order to ensure that the Group has sufficient cash on hand for operating activities, along with maintaining adequate available amounts from its unused credit facilities.

The table below analyses the Group's financial liabilities broken down by the time remaining from the balance sheet date until the contractual due date. The amounts stated in the table are the contracted, undiscounted cash flows regarding all amounts except convertible debt, which has been discounted.
Inventory credit and invoice discounting do not take interest rate into consideration, because interest is difficult to assess due to fluctuations in the size of the liability from month to month. The working capital credit with SEB is a running agreement (with a 3-month notice of termination required from each side) that remains in force as long as inventory is held in the Nordic region and there are Nordic accounts receivable that can be pledged. According to the agreement with SEB, the Nordic inventory may be pledged for an amount equal to 65% of AIP (Pharmacy Purchase Price) and Nordic accounts receivable may be pledged for up to 80% of the total invoice amount.

| | Less than 1 year | Between 1 and 2 | Between 2 and 5 | More than 5 years |
|---|---|---|---|---|
| As of 31 December 2020 | | | | |
| Convertible debt | - | - | - | - |
| Inventory credit | 87 160 | - | - | - |
| Invoice discounting | 10 | - | - | - |
| Liabilities to credit institu- | 14 500 | 14 500 | 21 250 | - |
| Accounts payable and other liabilities | 72 537 | - | - | - |
| Leasing liability | 4 100 | 3 493 | - | - |
| As of 31 December 2019 | | | | |
| Convertible debt | 58 318 | - | - | - |
| Inventory credit | 72 230 | - | - | - |
| Invoice discounting | 7 375 | - | - | - |
| Liabilities to credit institu- | 15 155 | - | - | - |
| Accounts payable and other liabilities | 67 975 | - | - | - |
| Leasing liability | 5 561 | 4 697 | 3 907 | - |

The Board and the CEO continuously monitor the company's forecasting work and assess that the Group's forecasted cash flows are secured for the next 12 months and that it meets the company's liquidity needs and allows the company to fulfil its business plan.

**Capital risk**

For capital structure, the goal is to secure the Group's capacity to continue its activities, so that it can keep generating a return for shareholders and benefits other stakeholders, and to maintain an optimal capital structure in order to keep capital costs down. In order to maintain or adjust the capital structure, the Group can issue new shares or sell assets to reduce liabilities.
Similarly, to other companies in the industry, the Group assesses capital on the basis of the debt/equity ratio. This key ratio is calculated as a net debt divided by shareholders' equity. Net debt is calculated as total borrowing (including the items Current Borrowings and Non-current Borrowings in the consolidated balance sheet) less cash and cash equivalens.

Debt/equity ratio as of 31 December was as follows:

| | 2020 | 2019 |
|---|---|---|
| Total borrowings | 137 920 | 152 923 |
| Less cash and cash equivalents | -47 621 | --57 845 |
| Net debt | 90 299 | 95 078 |
| Total equity | 108 168 | 81 701 |
| Debt/equity ratio | 83% | 116% |

# Note 4 Revenue from contracts with customers

Net sales are distributed across geographic markets as follows:

**Group**

| 2020 | Goods for the period | Tenders | | Direct sales to customers | | | | Traditional sales | | Total revenue |
|---|---|---|---|---|---|---|---|---|---|---|
| | Nordic region | Northern Europe | Southern Europe | Nordic region | Northern Europe | Southern Europe | Rest of the world | Northern Europe | Southern Europe | |
| Revenue per geographic market | 120 229 | 113 046 | 43 987 | 11 352 | 14 551 | 963 | 14 274 | 92 289 | 3 727 | 414 418 |
| Revenue from external customers | 120 229 | 113 046 | 43 987 | 11 352 | 14 551 | 963 | 14 274 | 92 289 | 3 727 | 414 418 |
| When revenue is recognised | | | | | | | | | | |
| At one point in time | 120 229 | 113 046 | 43 987 | 11 352 | 14 551 | 963 | 14 274 | 92 289 | 3 727 | 414 418 |
| Over time | - | - | - | - | - | - | - | - | - | - |
| | 120 229 | 113 046 | 43 987 | 11 352 | 14 551 | 963 | 14 274 | 92 289 | 3 727 | 414 418 |

| 2019 | Goods for the period | Tenders | | Direct sales to customers | | | | Traditional sales | | Total revenue |
|---|---|---|---|---|---|---|---|---|---|---|
| | Nordic region | Northern Europe | Southern Europe | Nordic region | Northern Europe | Southern Europe | Rest of the world | Northern Europe | Southern Europe | |
| Revenue per geographic market | 78 798 | 108 050 | 47 172 | 13 065 | 18 442 | 5 447 | 4 826 | 98 158 | 5 939 | 379 897 |
| Revenue from external customers | 78 798 | 108 050 | 47 172 | 13 065 | 18 442 | 5 447 | 4 826 | 98 158 | 5 939 | 379 897 |
| When revenue is recognised | | | | | | | | | | |
| At one point in time | 78 798 | 108 050 | 47 172 | 13 065 | 18 442 | 5 447 | 4 826 | 98 158 | 5 939 | 379 897 |
| Over time | - | - | - | - | - | - | - | - | - | - |
| | 78 798 | 108 050 | 47 172 | 13 065 | 18 442 | 5 447 | 4 826 | 98 158 | 5 939 | 379 897 |

**Parent Company**

| 2020 | Goods for the period | Tenders | | Direct sales to customers | | | | Traditional sales | | Total revenue |
|---|---|---|---|---|---|---|---|---|---|---|
| | Nordic region | Northern Europe | Southern Europe | Nordic region | Northern Europe | Southern Europe | Rest of the world | Northern Europe | Southern Europe | |
| Revenue per geographic market | 120 229 | 105 463 | 40 331 | 11 352 | 14 551 | 963 | 14 274 | 88 655 | 3 249 | 399 066 |
| Revenue from external customers | 120 229 | 105 463 | 40 331 | 11 352 | 14 551 | 963 | 14 274 | 88 655 | 3 249 | 399 066 |
| When revenue is recognised | | | | | | | | | | |
| At one point in time | 120 229 | 105 463 | 40 331 | 11 352 | 14 551 | 963 | 14 274 | 88 655 | 3 249 | 399 066 |
| Over time | - | - | - | - | - | - | - | - | - | - |
| | 120 229 | 105 463 | 40 331 | 11 352 | 14 551 | 963 | 14 274 | 88 655 | 3 249 | 399 066 |

| 2019 | Goods for the period | Tenders | | Direct sales to customers | | | | Traditional sales | | Total revenue |
|---|---|---|---|---|---|---|---|---|---|---|
| | Nordic region | Northern Europe | Southern Europe | Nordic region | Northern Europe | Southern Europe | Rest of the world | Northern Europe | Southern Europe | |
| Revenue per geographic market | 78 798 | 100 074 | 44 204 | 13 065 | 18 422 | 5 447 | 4 826 | 95 095 | 5 176 | 365 127 |
| Revenue from external customers | 78 798 | 100 074 | 44 204 | 13 065 | 18 422 | 5 447 | 4 826 | 95 095 | 5 176 | 365 127 |
| When revenue is recognised | | | | | | | | | | |
| At one point in time | 78 798 | 100 074 | 44 204 | 13 065 | 18 422 | 5 447 | 4 826 | 95 095 | 5 176 | 365 127 |
| Over time | - | - | - | - | - | - | - | - | - | - |
| | 78 798 | 100 074 | 44 204 | 13 065 | 18 422 | 5 447 | 4 826 | 95 095 | 5 176 | 365 127 |

**Significant estimates and assessments**

Bluefish Pharmaceutical obtains its revenue via the sale of goods in a particular period, tenders, direct sales to customers or through traditional sales.

The company's gross sales consist of the number of packaging units delivered during a specific period at the price prevailing on the relevant market.

According to the practice within the pharmaceuticals industry, gross sales are affected by various deductions, which include discounts and deductions for public authorities, wholesalers, and health insurance companies, as well as returns

These deductions represent assessments of the related obligations which, in turn, require the company to make estimates regarding the effect on sales for particular reporting period. Consequently, when re- porting net sales, a deduction from gross sales is made for these estimates. The assessment of the need for such deductions is made in conjunction with each individual transaction.

Normally, there is a time delay of several months from the point in time at which the estimate of the deduction is made and the final reporting of the obligation. Net sales represent, in turn, our best estimate of the revenue that will be received.

## Note 4 Revenue from contracts with customers (cont.)

**Deductions for discounts, price adjustments and returns**

Discounts arise when the Group has an agreement with an indirect customer, such as a purchasing organisation or health insurance company, to sell products at a price which is lower than the price invoiced to the wholesaler. The discount represents the difference between the invoiced price to the wholesaler and the contracted price to the indirect customer. The company reports such discounts by reducing gross sales by an amount which corresponds to our estimate of the discount which is related to a particular sale. Reserves for estimated discounts are calculated by using a combination of factors, including the terms and conditions of each individual contract, historical experience, and expected product growth.

When reducing the price of a product, we offer the customer compensation for the difference in price for the customer's existing inventory for the product in question. The estimate of such compensation is determined at the time of the price change and is based on estimated inventory levels for the product.

When a product is sold on the wholesale market where the customer is entitled to return products, a reserve is booked for estimated returns which is based on anticipated changes in market conditions and the remaining time until the product's expiration date. On certain markets, the company offers cash discounts in order to encourage customers to pay on time. Reserves are made for cash discounts at the time of invoicing and a corresponding deduction is made from gross sales.

The company adjusts the reserves for deductions from gross sales on a regular basis in order to reflect the fair values. In order to evaluate the sufficiency of the reserves, the company uses internal and external estimates of inventory levels, actual discount factors received, and the time delay from sales of goods to the time such discount invoices are received.

## Note 5 Geographic distribution of net sales

Net sales are distributed across geographic markets as follows:

| Group | 2020 | 2019 |
|---|---|---|
| Nordic region | 131,581 | 91,863 |
| Southern Europe | 48,676 | 58,558 |
| Northern Europe | 219,887 | 224,650 |
| Rest of the world | 14,274 | 4,826 |
| Total | 414,418 | 379,897 |

| Parent Company | 2020 | 2019 |
|---|---|---|
| Nordic region | 131,581 | 91,863 |
| Southern Europe | 41,293 | 49,651 |
| Northern Europe | 211,919 | 218,787 |
| Rest of the world | 14,274 | 4,826 |
| Total | 399,066 | 365,127 |

The geographic market of net sales is determined by the location of customers.

## Note 6 Remuneration to auditors

| Group | 2020 | 2019 |
|---|---|---|
| Remuneration to auditors EY | | |
| Audit engagement 1) | 1 239 | 682 |
| Audit services other than audit engagement | 169 | 187 |
| Tax advice | 250 | 0 |
| Total | 1 658 | 869 |
| **Other auditors** | | |
| Audit engagement1) | 197 | 212 |
| Auditing work other than audit engagement | 237 | 34 |
| Tax advice | 29 | 70 |
| Total | 463 | 316 |
| | 2 121 | 1 185 |

| Parent Company | 2020 | 2019 |
|---|---|---|
| Remuneration to auditors EY | | |
| Audit engagement 1) | 1 239 | 682 |
| Audit services other than audit engagement | 169 | 187 |
| Tax advice | 250 | - |
| Total | 1 658 | 869 |

1) Audit engagement refers to fees for the statutory audit, i.e. such work as is necessary for the issuance of an auditor's report, as well as audit advice provided in connection with the audit engagement.

## Note 7 Employees and employee benefit expenses

**Average number of employees**

| Group | 2020 | | 2019 | |
|---|---|---|---|---|
| | Average number of employees | Of which men | Average number of employees | Of which men |
| Sweden | 30 | 27%8 | 27 | 27% |
| France | 2 | 56%1 | 2 | 100% |
| Portugal | 3 | 55% | 2 | 50% |
| Spain | 4 | 50%2 | 2 | 47% |
| India | 71 | 67%48 | 68 | 67% |
| Germany | 4 | 0% | 4 | 0% |
| Poland | 10 | 60%6 | 11 | 46% |
| Ireland | 3 | 67% | 2 | 78% |
| Austria | 2 | 46%1 | 2 | 50% |
| Total | 129 | 54% | 120 | 54% |

| Parent Company | 2020 | | 2019 | |
|---|---|---|---|---|
| | Average number of employees | Of which men | Average number of employees | Of which men |
| Sweden | 30 | 27% | 27 | 27% |
| France | 2 | 56% | 2 | 100% |
| Total | 32 | 29% | 29 | 32% |

**Salaries and other remuneration by country and between Board members, etc., and other employees**

| Parent Company | 2020 | | 2019 | |
|---|---|---|---|---|
| | Board and CEO | Other employees | Board and CEO | Other employees |
| Sweden | 2 426 | 20 299 | 2 226 | 17 322 |
| Other countries | - | 1 091 | - | 1 044 |
| Total Parent Company | 2 426 | 21 390 | 2 226 | 18 366 |

| Subsidiaries | 2020 | | 2019 | |
|---|---|---|---|---|
| | Board and CEO | Other employee | Board and CEO | Other employee |
| India | - | 9 599 | - | 10 849 |
| Other countries | - | 13 891 | | 13 852 |
| Total subsidiaries | - | 23 490 | - | 24 701 |
| Total Group | 2 426 | 44 881 | 2 226 | 43 067 |

**Salaries, other remuneration, and payroll overhead**

| | 2020 | | 2019 | |
|---|---|---|---|---|
| | Salaries and renumertion[1] | Payroll overhead | Salaries and renumertion[1] | Payroll overhead |
| Parent Company | 23 816 | 6 977 | 20 592 | 9 287 |
| (of which pension expenses)1) | | (2 203) | | (2 219) |
| Subsidiaries | 23 490 | 2 584 | 24 701 | 2 711 |
| (of which pension expenses)1) | | (0) | | (0) |
| Total Group | 47 307 | 9 562 | 45 293 | 11 998 |
| (of which pension expenses)1) | | (2 203) | | (2 219) |

1) Of the Group's and Parent Company's pension expenses, SEK 302 (252) thousand relates to the Group's Board and CEO.
The Group has only defined contribution pension plans. Pension expenses relate to the cost which affects the earnings for the year.
Bonus payments are a part of salaries to senior executives of SEK 2 486 (2 230) thousands.

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Note 7 Employees and employee benefit expenses (cont.)

### REMUNERATION AND OTHER BENEFITS TO THE BOARD, CEO AND OTHER SENIOR EXECUTIVES

| 2020 | Basic salary/ Directors' fee | Other benefits | Pension expenses | Total |
|---|---|---|---|---|
| Board Chairman, Erika Kjellberg Eriksson (from May 2019) | - | - | - | - |
| Director, Gerald Engström | - | - | - | - |
| Director, Karl Karlsson (until February 2020) | - | - | - | - |
| Director, Eva Sjökvist Saers (from maj 2020) | 50 | - | - | 50 |
| CEO, Berit Lindholm | 2 376 | - | 302 | 2 677 |
| Other senior executives | 7 797 | - | 568 | 8 365 |
| Total | 10 223 | - | 870 | 11 092 |

If the company gives notice of termination to the CEO, severance pay of 6 months will be granted. If the CEO gives notice of termination, fixed salary will be paid during the 6-month notice period.

No bonuses have been paid to management or the Board.

| 2019 | Basic salary/ Directors' fee | Other benefits | Pension expenses | Total |
|---|---|---|---|---|
| Board Chairman, Gerald Engström | - | - | - | - |
| Director, Erika Kjellberg Eriksson | - | - | - | - |
| Director, Karl Karlsson | - | - | - | - |
| CEO Berit Lindholm | 1 974 | - | 252 | 2 226 |
| Other senior executives | 7 678 | - | 397 | 8 075 |
| Total | 9 652 | - | 649 | 10 301 |

### SHAREHOLDINGS OF THE BOARD AND SENIOR EXECUTIVES

| 2020-12-31 | Shares | Holding, % | Votes, % |
|---|---|---|---|
| Board Chairman, Erika Kjellberg Eriksson (from maj 2019) | - | - | - |
| Director, Gerald Engström1) | 57 117 579 | 52,92 | 52,92 |
| Director, Eva Sjökvist Saers | - | - | - |
| CEO, Berit Lindholm | | - | - |

| 2019-12-31 | Shares | Holding, % | Votes, % |
|---|---|---|---|
| Board Chairman, Gerald Engström1) | 51 171 152 | 47,41 | 47,41 |
| Director, Erika Kjellberg Eriksson | - | - | - |
| Director, Karl Karlsson1) (till February 2020) | 3 796 4 2 7 | 3,52 | 3,52 |
| CEO, Berit Lindholm | - | - | - |

1) Privately or via the company

### GENDER BREAKDOWN IN THE BOARD AND MANAGEMENT

| Group | 2020 | 2019 |
|---|---|---|
| Board of Directors | | |
| Men | 1 | 2 |
| Women | 2 | 1 |
| Total | 3 | 3 |
| | | |
| CEO and senior executives | | |
| Men | 5 | 5 |
| Women | 2 | 2 |
| Total | 7 | 7 |

# Note 8 Options plan

Ever since Bluefish Pharmaceuticals started, it has aspired to allow the employees to participate in the future growth of the business, among other things through the possibility of acquiring shares in the Company. The allocation of options is decided by the Board or a committee appointed by the Board, which takes into account factors such as the employee's performance, position in the Group, and importance for the Group. The aim of the options plan is to create conditions for retaining and recruiting skilled personnel within the Group.

A resolution was adopted at the annual general meeting held on 21 June 2017 regarding the implementation of an incentive plan through the issuance of warrants. As of 31 December 2020, 900,000 options have been allocated. The table below shows the current options plans in the Group.

Outstanding employee options as of 31 December 2020:

| Series | Date of issue | Final exercise date | Exercise price options | Total plan | Outstanding options | The number of shares can be increased by |
|---|---|---|---|---|---|---|
| 2018:1 | 2018-08-20 | 2021-06-30 | 7,00 | 2 000 000 | 900 000 | 900 000 |

**Option plan 2018-2021**

At a General Meeting held on 21 June 2017 it was decided to introduce an international options plan for the Group's employees. Under the options plan, people closely affiliated with the Group may be allocated options which entitle the holder to acquire shares in Bluefish Pharmaceuticals AB.

The options are allocated with an exercise price equivalent to the assessed market value of Bluefish Pharmaceuticals' shares at the time of issue. The options may be exercised as of the date of registration with the Swedish Companies Registration Office through 30 June 2021.

As of 31 December 2020, the company's employees had been allocated 900,000 options, which corresponds to 900,000 Class B shares in accordance with the options plan.

| Options | 2020 | 2019 |
|---|---|---|
| Outstanding as of 1 January | 900 000 | 900 000 |
| Allocated during the period | - | - |
| Exercised during the period | - | - |
| Returned during the period | - | - |
| Outstanding as of 31 December | 900 000 | 900 000 |
| Exercisable as of 31 December | 900 000 | 900 000 |

**Valuation parameters**

For employees who have received options in exchange for payment amounting to less than the fair value, the difference (between the amount paid and fair value at the time of allocation) is expensed to the service that entitles employees to allocation of options. The value of employee service attributable to the fair value of the allocated options has been reported in the income statement for SEK 0 (0).

The fair value of allocated options is assessed on the date of allocation using a binomial model which takes into account the terms of the allocation.

The following table shows the input data used in the model on the issue date for each programme.

| Issue date, option plan 2017-2021 | |
|---|---|
| Anticipated volatility (%) | 30 |
| Weighted risk-free rate (%) | -0,4 |
| The option's exercise price (SEK) | 7 |
| Anticipated term of the option (years) | 3 |
| Fair value of the option (SEK) | 0,05 |

# Note 9 Allocation of costs by nature of expense

| Group | 2020 | 2019 |
|---|---|---|
| Group | 204 618 | 183 523 |
| Costs of goods sold | 76 552 | 89 833 |
| Other external expenses | 62 075 | 59 586 |
| Employee benefit expenses | 32 234 | 31 986 |
| Depreciation/amortisation and impairment loss on assets | 375 479 | 364 928 |

| Parent Company | 2020 | 2019 |
|---|---|---|
| Costs of goods sold | 204 618 | 183 523 |
| Other external expenses | 103 851 | 120 073 |
| Employee benefit expenses | 34 706 | 30 991 |
| Depreciation/amortisation and impairment loss on assets | 26 281 | 25 103 |
| Total | 369 457 | 359 690 |

# Note 10 Depreciation/amortisation and impairment loss

| Group | 2020 | 2019 |
|---|---|---|
| Depreciation, amortisation and impairment by type of asset: | | |
| Licenses | 3 800 | 3 089 |
| Pharmaceutical approvals | 14 544 | 19 168 |
| Development projects | - | 0 |
| Completed development projects | 5 365 | 851 |
| Other intangible assets | 2 209 | 853 |
| Equipment and computers | 1 159 | 1 868 |
| Right of use Assets | 5 157 | 6 157 |
| Total | 32 234 | 31 986 |

| Depreciation, amortisation and impairment by function: | | |
|---|---|---|
| Selling expenses | 6 112 | 3 712 |
| Administration costs | 1 446 | 1 479 |
| Development costs | 24 676 | 26 795 |
| Total | 32 234 | 31 986 |

| Parent Company | 2020 | 2019 |
|---|---|---|
| Depreciation, amortisation and impairment by type of asset: | | |
| Licenses | 3 800 | 3 089 |
| Pharmaceutical approvals | 14 544 | 19 780 |
| Development projects | - | 0 |
| Completed development projects | 5 365 | 851 |
| Other intangible assets | 2 209 | 852 |
| Equipment and computers | 365 | 530 |
| Total | 26 283 | 25 103 |

| Depreciation, amortisation and impairment by function: | | |
|---|---|---|
| Selling expenses | 864 | 352 |
| Administration costs | 796 | 405 |
| Development costs | 24 623 | 24 346 |
| Total | 26 283 | 25 103 |

# Note 11 Leasing

| Group | | 2020-12-31 | |
|---|---|---|---|
| Right-of-use Assets | Office space | Motor Vehicles | Total |
| Carrying amount of beginning of period | 11 624 | 1 536 | 13 160 |
| Revaluation of agreements | 48 | 133 | 181 |
| Depreciation | -3 523 | -1 633 | -5 157 |
| Translation difference for the year | -1 363 | 533 | -830 |
| Carrying amount at end of period | 6 784 | 569 | 7 354 |

The maturity analysis for leasing liabilities is included in Note 3 together with the current maturity analysis for other liabilities. The total cash outflow for leasing in 2020 is SEK 7 499 (6,428) thousand. The total leasing cost in 2020 is SEK 6 0630 (6 593) thousand, including depreciation of SEK 5 157 (6 157) thousand, interest expense on lease liabilities of SEK 429 (363) thousand, and cost of low value assets and short-term agreements of SEK 117 (73) thousand.

**Parent Company**

The total leasing cost in 2020 is SEK 2 275 (2,193) thousand, including office leasing of SEK 2 158 (2 120) thousand and other leasing cost of SEK 117 (73) thousand. Future total minimum lease fees for non-cancellable operating leases are as follows:

| Parent Company | 2020 | 2019 |
|---|---|---|
| Within one year of balance sheet date | 1 719 | 1 719 |
| Between 2-5 years from balance sheet date | 1 576 | 3 295 |
| Total | 3 295 | 5 014 |

# Note 12 Purchases and sales within the Group

Of the total operating expenses for the financial year, 8 (11)% was purchases from Group companies.
Of the total net sales for the financial year, 46 (51)% was sales to Group companies.

# Note 13 Financial income

| Group | 2020 | 2019 |
|---|---|---|
| Interest income on current bank deposits | 116 | 62 |
| Exchange gains | 222 | 114 |
| Other financial income | 10 | - |
| Total | 348 | 176 |

| Parent Company | | |
|---|---|---|
| Intra-Group interest income | 288 | 881 |
| Exchange gains | 224 | 114 |
| Other financial income | 10 | - |
| Total | 522 | 995 |

# Note 14 Financial expenses

| Group | 2020 | 2019 |
|---|---|---|
| Interest expenses | | |
| Bank loans | 3 060 | 2 757 |
| Convertible debt (note 25) | 2 834 | 8562 |
| Discounted interest, convertible debt | 2 182 | 4 121 |
| Leasing liability (Note 11) | 429 | 363 |
| Other interest expenses | 46 | 1 035 |
| Other financial expenses | -658 | 174 |
| Currency | -4 607 | - |
| Total | 3 285 | 17 012 |

| Parent Company | 2020 | 2019 |
|---|---|---|
| Interest expenses | 2 946 | 2 757 |
| Bank loans | 2 834 | 8 562 |
| Convertible debt (note 25) | 2 182 | 4 121 |
| Discounted interest, convertible debt | 2 156 | 1 777 |
| Other interest expenses | 10 | 10 |
| Other financial expenses | 735 | 493 |
| Currency | -4 607 | 0 |
| Total | 6 256 | 17 720 |

# Note 15 Income tax

| Group | 2020 | 2019 |
|---|---|---|
| Current tax | -2 830 | --2 063 |
| Deferred tax | 5 | -52 |
| Total | -2 824 | -2 115 |
| | | |
| Current tax | | |
| Deferred tax | 23 876 | -1 738 |
| Tax under the prevailing tax rate, 21.4% | -5 109 | 372 |
| Effect of foreign tax | -3 068 | -527 |
| | | |
| Tax effect of: | | |
| Non-deductible expenses | 393 | -2 189 |
| Non-taxable income | - | - |
| Unrecognised tax assets for loss carry forwards | 4 995 | 281 |
| Tax on profit for the year according to the income statement | -2 830 | -2 063 |

| Parent Company | 2020 | 2019 |
|---|---|---|
| Current tax | - | - |
| Deferred tax | - | - |
| Total | - | - |
| | | |
| Current tax | | |
| Profit (loss) before tax | 23 876 | -11 159 |
| Tax under the prevailing tax rate, 21.4% | -5 109 | 2 388 |
| | | |
| Tax effect of: | | |
| Non-deductible expenses | 155 | -2 668 |
| Non-taxable income | -2 | - |
| Unrecognised tax assets for loss carry forwards | 5 155 | 280 |
| Tax on profit for the year according to the income statement | - | - |

**Loss carry forward**

| Group | 2020 | 2019 |
|---|---|---|
| Unlimited in time | 3230324 | 412 435 |
| Total | 323 034 | 412 435 |

| Parent Company | | |
|---|---|---|
| Unlimited in time | 374 484 | 398 562 |
| Total | 374 484 | 398 562 |

Of the Group's total loss carry forward, SEK 311 865 (0) thousand is blocked Group contribution and merger deficit with SEK 65,7million for the group and SEK 63,5 million for the Parent company due to changes in ownership. Swedish loss carry forwards can be utilised for an unlimited period. Total loss carry- forwards as of the balance sheet date may be utilised in subsequent years.

**Deferred tax assets and tax liabilities**

Deferred tax assets and tax liabilities are offset only if there is a legal right to settle the current tax assets and liabilities on a net basis. There are no deferred tax assets for the financial year. The deferred tax liability for the Group is resulted from temporary difference arising from the adjustment according to IFRS 16 Leases during the financial year.

# Note 16 Earnings per share

Basic earnings per share are calculated by dividing the net profit/loss for the year attributable to the shareholders of the Parent Company by the weighted average of the number of outstanding ordinary shares during the period. To calculate diluted earnings per share, the weighted average number of outstanding ordinary shares is adjusted for the dilutive effect of all potential ordinary shares. The Parent Company had to June 2020 convertible debt that could result in a dilutive effect.

| | 2020 | 2019 |
|---|---|---|
| Profit (loss) for the year attributable to the shareholders of the Parent Company | 33 191 | -3 853 |
| | | |
| Earnings per share, SEK | | |
| Basic | 0,31 | -0,04 |
| Diluted 1) | 0,31 | -0,04 |
| | | |
| Average number of shares, thousands | | |
| Basic | 107 923 | 107 923 |
| Convertible debt | - | - |
| Diluted | 107 923 | 107 923 |

1) No impact on earnings per share from dilution has been allowed because it would result in a higher earnings per share.

# Note 17 Intangible assets

**2020-12-31**

| Group | Goodwill | Development projects | Completed development projects | Licenses | Pharmaceutical approvals | Other intangible assets | Total |
|---|---|---|---|---|---|---|---|
| Opening cost | 624 | 8 129 | 12 767 | 49 170 | 159 057 | 12 019 | 241 766 |
| Acquisitions | | 3 257 | 916 | 8 967 | 8 277 | 1 910 | 23 327 |
| Adjustment to prior-year acquisitions | | 1 051 | | | 1 943 | | 2 994 |
| Sales/disposals | - | - | - | - | - | - | - |
| Exchange difference | - | - | - | - | - | - | - |
| Reclassification | | -937 | 1 352 | 453 | -1 573 | 0 | -705 |
| Closing cost | 624 | 11 500 | 15 035 | 58 590 | 167 704 | 13 929 | 267 382 |
| Opening amortisation and impairment | -624 | -1 084 | -1 343 | -22 953 | -87 646 | -8 769 | -122 418 |
| Amortisation according to plan | | 0 | -4 013 | -3 041 | -11 788 | -453 | -19 295 |
| Impairment | | 0 | -1 352 | -759 | -2 756 | -1 756 | -6 623 |
| Sales/disposals | | 0 | 0 | -450 | 87 | | -363 |
| Closing amortisation and impairment | -624 | -1 084 | -6 708 | -27 203 | -102 103 | -10 978 | -148 700 |
| Carrying amount at end of period | 0 | 10 416 | 8 327 | 31 387 | 65 601 | 2 951 | 118 682 |
| As of 31 December | | | | | | | |
| Cost | 624 | 11 500 | 15 035 | 58 590 | 167 704 | 13 929 | 267 382 |
| Accumulated amortisation and impairment | -624 | -1 084 | -6 708 | -27 203 | -102 103 | -10 978 | -148 700 |
| Carrying amount at end of period | 0 | 10 416 | 8 327 | 31 387 | 65 601 | 2 951 | 118 682 |

During the year, SEK 4 595 (5 958) thousand was capitalised for research and development costs. The amount has been reported in drug approvals and development projects. During the year, SEK 19 966 SEK (6 451) thousand was paid in cash for acquisitions of intangible assets.
Impairment loss has also been recognised in cases where the asset's carrying amount exceeds its recoverable amount. The impairment loss is for the corresponding amount of that difference. All impairment losses are immediately recognised in profit or loss. Intangible assets associated with the company's development projects for which development has been discontinued are assessed for impairment at that time and written down to their fair value (which is normally zero). Total impairment losses for licences, pharmaceutical approvals and development projects during the year amounted to SEK 6 623kSEK (7 302) thousand.

# Note 17 Intangible assets (cont.)

**2019-12-31**

| Group | Goodwill | Development | Completed devel-opment projects | Licenses | Pharmaceutical approvals | Other intangible assets | Total |
|---|---|---|---|---|---|---|---|
| Opening cost | 624 | 8 340 | 12 767 | 53 986 | 165 084 | 12 019 | 252 820 |
| Acquisitions | - | 2 036 | - | 80 | 4 035 | - | 6 151 |
| Adjustment to prior-year acquisitions | - | - | - | - | - | - | 0 |
| Sales/disposals | - | -2 331 | - | -4 896 | -10 062 | - | -17 289 |
| Exchange difference | - | - | - | - | - | - | 0 |
| Reclassification | - | 84 | - | - | - | - | 84 |
| Closing cost | 624 | 8 129 | 12 767 | 49 170 | 159 057 | 12 019 | 241 765 |
| Opening amortisation and impairment | -624 | -3 415 | -492 | -24 306 | -77 976 | -7 916 | -114 729 |
| Amortisation according to plan | - | - | -851 | -3 089 | -11 865 | -853 | -16 658 |
| Impairment | - | - | - | - | -7 302 | - | -7 302 |
| Sales/disposals | - | 2 331 | - | 4 442 | 9 497 | - | 16 270 |
| Closing amortisation and impairment | -624 | -1 084 | -1 343 | -22 953 | -87 646 | -8 769 | -122 418 |
| Carrying amount at end of period | - | 7 045 | 11 424 | 26 217 | 71 411 | 3 250 | 119 347 |
| As of 31 December | | | | | | | |
| Cost | 624 | 8 129 | 12 767 | 49 170 | 159 057 | 12 019 | 241 765 |
| Accumulated amortisation and impairment | -624 | -1 084 | -1 343 | -22 953 | -87 646 | -8 769 | -122 418 |
| Carrying amount at end of period | - | 7 045 | 11 424 | 26 217 | 71 411 | 3 250 | 119 347 |

**2020-12-31**

| Parent Company | Development | Completed devel-opment projects | Licenses | Pharmaceutical approvals | Other intangible assets | Total |
|---|---|---|---|---|---|---|
| Opening cost | 6 108 | 12 767 | 49 169 | 161 777 | 10 058 | 239 878 |
| Acquisitions | 3 257 | 916 | 8 967 | 8 277 | 1 910 | 23 327 |
| Adjustment to prior-year acquisitions | - | - | - | - | - | - |
| Sales/disposals | - | - | - | - | - | - |
| Exchange difference | - | 1 352 | 452 | -85 | - | 1 719 |
| Reclassification | 9 365 | 15 035 | 58 588 | 169 969 | 11 968 | 264 924 |
| Closing cost | - | -1 343 | -22 952 | -91 853 | -6 807 | -122 955 |
| Opening amortisation and impairment | - | -4 013 | -3 041 | -11 788 | -453 | -19 295 |
| Amortisation according to plan | - | -1 352 | -759 | -2 756 | -1 756 | -6 623 |
| Impairment | - | - | -450 | 87 | - | -363 |
| Sales/disposals | - | -6 708 | -27 202 | -106 310 | -9 016 | -149 236 |
| Closing amortisation and impairment | 9 365 | 8 327 | 31 386 | 63 659 | 2 952 | 115 688 |
| As of 31 December | | | | | | |
| Cost | 9 365 | 15 035 | 58 588 | 169 969 | 11 968 | 264 924 |
| Accumulated amortisation and impairment | - | -6 708 | -27 202 | -106 310 | -9 016 | -149 236 |
| Carrying amount at end of period | 9 365 | 8 327 | 31 386 | 63 659 | 2 952 | 115 688 |

**2019-12-31**

| Parent Company | Development | Completed devel-opment projects | Licenses | Pharmaceutical approvals | Other intangible assets | Total |
|---|---|---|---|---|---|---|
| Opening cost | 6 402 | 12 767 | 53 985 | 167 504 | 10 058 | 250 716 |
| Acquisitions | 2 036 | - | 80 | 4 335 | - | 6 451 |
| Adjustment to prior-year acquisitions | - | - | - | - | - | 0 |
| Sales/disposals | -2331 | - | -4 896 | -10 062 | - | -17 289 |
| Exchange difference | - | - | - | - | - | - |
| Reclassification | 6 107 | 12 767 | 49 169 | 161 777 | 10 058 | 239 878 |
| Closing cost | -2331 | -492 | -24 305 | -81 570 | -5 954 | -114 652 |
| Opening amortisation and impairment | - | -851 | -3 089 | -12 478 | -853 | -17 271 |
| Amortisation according to plan | - | - | - | -7 302 | - | -7 302 |
| Impairment | 2331 | - | 4 442 | 497 | - | 16 270 |
| Sales/disposals | - | -1 343 | -22 952 | -91 853 | -6 807 | -122 955 |
| Closing amortisation and impairment | 6 107 | 11 424 | 26 217 | 69 924 | 3 251 | 116 923 |
| As of 31 December | | | | | | |
| Cost | 6 107 | 12 767 | 49 169 | 161 777 | 10 058 | 239 878 |
| Accumulated amortisation and impairment | - | -1 343 | -22 952 | -91 853 | -6 807 | -122 955 |
| Carrying amount at end of period | 6 107 | 11 424 | 26 217 | 69 924 | 3 251 | 116 923 |

# Note 18 Property, plant and equipment

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Opening cost | 45 147 | 23 837 |
| Opening balance adjustment of right-of-use assets | - | 18 545 |
| Acquisitions | 665 | 1 396 |
| Sales/disposals | - | - |
| Translation difference for the year | - | 1 369 |
| Closing cost | 45 812 | 45 147 |
| | -27 423 | -18 668 |
| Opening depreciation | -6 316 | -8 026 |
| Depreciation according to plan | - | - |
| Sales/disposals | -1 903 | -729 |
| Translation difference for the year | -35 641 | -27 423 |
| Closing depreciation | 10 171 | 17 724 |

The carrying amount of tangible assets at end of period consists of SEK 2 818 (4 564) thousands equipment and computers, and SEK 7 353 (13 160) thousands right-of-use assets (see note 11).

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Equipment and computers | | |
| Opening cost | 5 004 | 4 996 |
| Acquisitions | - | 8 |
| Sales/disposals | - | - |
| Closing cost | 5 004 | 5 004 |
| Opening depreciation | -4 514 | -3 984 |
| Depreciation according to plan | -365 | -530 |
| Sales/disposals | - | - |
| Closing depreciation | -4 878 | -4 514 |
| Carrying amount at end of period | 125 | 490 |

# Note 19 Participations in Group companies

| | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Book value at beginning of the year | 15 680 | 15 648 |
| Shareholder contributions to subsidiaries | - | 32 |
| Book value at year end | 15 680 | 15 680 |

| Subsidiaries | Corporate registration number | Registered office | Share of equity/ votes (%) | Book value 2020 | Book value 2019 |
|---|---|---|---|---|---|
| Bluefish Pharmaceuticals Pvt Ltd | U02423KA2006PTC049950 | Bangalore, India | 100 | 14 678 | 14 678 |
| Bluefish Pharma Incentive AB | 556731-3704 | Stockholm, Sweden | 100 | 100 | 100 |
| Bluefish Pharma SLU | B-64813389 | Madrid, Spain | 100 | 29 | 29 |
| Bluefish Pharma GmbH | HRB 87206 | Griesheim, Germany | 100 | 232 | 232 |
| Bluefish Pharma GmbH | FN32626a | Vienna, Austria | 100 | 375 | 375 |
| Bluefish Pharma sp z o o | 142220504 | Warsaw, Poland | 100 | 127 | 127 |
| BFPH Portugal Unipessoal Lda | 509426590 | Lisbon, Portugal | 100 | 48 | 48 |
| Bluefish Pharma France Sarl | 529 131 245 R.C.S. Paris | Paris, France | 100 | 9 | 9 |
| Bluefish Pharma AB (earlier BMM Pharma AB) | 556618-5210 | Stockholm, Sweden | 100 | 50 | 50 |
| Bluefish Pharma Ltd | 608058 | Dublin, Ireland | 100 | 0 | 0 |
| Menta3 Pharmaclub SLS.L. | B-88506019 | Madrid, Spain | 100 | 32 | 32 |
| Bluefish Pharma Holding Ltd (ongoing liquida- | C 50713 | Malta | 100 | 0 | 0 |
| Total book value | | | | 15 680 | 15 680 |

## Note 20 Other non-current assets

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Opening amount | 1 458 | 1 465 |
| Net change for receivables | -42 | -53 |
| Exchange rate differences for the year | -220 | 46 |
| Carrying amount at year-end | 1 196 | 1 458 |

Other non-current receivables primarily consist of rent deposits.

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Opening amount | 41 | 94 |
| Net change for receivables | -41 | -53 |
| Carrying amount at year-end | - | 41 |

## Note 21 Inventories

| Group/Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Finished products | 179 654 | 132 823 |
| Goods in transit | 12 118 | 15 908 |
| Total | 191 772 | 148 731 |

Obsolescence reserve amounts to SEK 16 646(19 556) thousand.
Inventory impairment is primarily related to discontinued products and products with such a short shelf life that they cannot be sold. Impairment loss for the year is SEK16 088 (19 429) thousand. See Note 30.

## Note 22 Financial instruments by category

| Group<br>2020-12-31 | Financial assets at amortised cost | Total |
|---|---|---|
| Assets in the Balance sheets | | |
| Accounts receivable and other receivables | 114 299 | 114 299 |
| Cash and cash equivalents | 48 586 | 48 586 |
| Total | 162 885 | 162 885 |
| **2019-12-31** | | |
| Assets in the Balance sheet | | |
| Accounts receivable and other receivables | 124 942 | 124 942 |
| Cash and cash equivalents | 57 845 | 57 845 |
| Total | 182 787 | 182 787 |

| Group<br>2020-12-31 | Financial assets at amortised cost | Total |
|---|---|---|
| Liabilities in the balance sheet | | |
| Borrowings | 137 920 | 137 920 |
| Account's payables and other liabilities excluding non-financial liabilities | 236 751 | 236 751 |
| Total | 374 671 | 374 671 |
| **2019-12-31** | | |
| Liabilities in the balance sheet | | |
| Borrowings | 152 923 | 152 923 |
| Account's payables and other liabilities excluding non-financial liabilities | 221 440 | 221 440 |
| Total | 374 363 | 374 363 |

**Financial instrument**

Financial instruments are recognised in the balance sheet when the Group becomes party to the instrument's contractual terms. A receivable/claim is reported when the company has performed and a contractual obligation to pay exists for the counterparty. A liability is reported when the counterparty has performed and a contractual obligation to pay exists for the company. The business model upon which the financial asset or liability was obtained, along with the nature of the contractual cash flows are what determines classification. The Group has financial assets and liabilities classified in the categories below:

•Financial assets at amortised cost

•Financial liabilities at amortised cost

Purchases and sales of financial assets are recognised on the trade date, which is the date on which the Group commits to purchase or sell the asset. Financial assets are removed from the balance sheet when the right to receive the cash flows generated by the instrument has expired or been transferred and the Group has transferred essentially all of the risks and rewards associated with ownership. During the financial year and comparison year, the Group did not have any financial instruments measured at fair value either through profit or loss or through other comprehensive income

## Note 23 Accounts receivable and other receivables

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Accounts receivable | 111 326 | 121 455 |
| Less: reserve for expected credit losses | - | -1 689 |
| Accounts receivable - net | 111 326 | 119 766 |
| Other receivables (incl. Tax receivables) | 16 977 | 17 595 |
| Total Other receivables | 16 977 | 17 595 |
| Total Accounts receivable and other receivables | 128 303 | 137 361 |

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Accounts receivable | 54 811 | 66 338 |
| Less: reserve for expected credit losses | - | - |
| Accounts receivable - net | 54 811 | 66 338 |
| Receivables from Group companies | 40 461 | 25 786 |
| Other receivables (incl. Tax receivables) | 4 579 | 3 882 |
| Total Other receivables | 45 040 | 29 668 |
| Total Accounts receivable and other receivables | 99 851 | 96 006 |

The confirmed bad debt losses for the company during the year amounts to SEK 0 (0).
As of 31 December 2020, overdue accounts receivable amounted to SEK 68 763 (53 174) thousand. Of the overdue accounts receivable, SEK 0 (1 689) thousand has been set aside as a provision for doubtful debts. Creditworthiness is assessed as good and it has been concluded that no impairment loss needs to be recognized. The overdue receivables pertain to a number of customers who have not previously had any difficulty making payment.
The age analysis of these accounts receivable is set forth below:

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Less than 30 days | 54 041 | 21 743 |
| Older than 30 days | 14 721 | 31 431 |
| | 68 763 | 53 174 |

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Less than 30 days | 13 037 | 13 671 |
| Older than 30 days | 8 964 | 28 710 |
| | 22 002 | 42 381 |

In the Group, overdue invoices as of 31 December 2020 were SEK 68 763 (53 174) thousand. As of 31 March 2020, invoices for a total of SEK 57 784 (36 099) thousand had been paid. The outstanding amount is SEK 10 979 (17 075) thousand.
In the Parent Company, overdue invoices as of 31 December 2020 were SEK 22 002 (42 381) thousand. As of 31 March 2020, invoices for a total of SEK 14 430 (31 366) thousand had been paid. The outstanding amount is SEK 7 572 (11 015) thousand.
The Group has assessed that the creditworthiness of the outstanding claims is high, which is why no additional provision is required beyond what has already been made for individual claims.

## Note 24 Share capital

According to the articles of association, the Company's share capital shall be not less than SEK 9,000 thousand and not more than SEK 36,000 thousand. The minimum number of shares is 45,000,000 and the maximum number is 180,000,000. As of 31 December 2020, the Parent Company's share capital was SEK 21,584 thousand. The total number of shares amounts to 107,923,328. As of 31 December 2020, all shares carry 1 vote and a quotient value of SEK 0.20.

| | A-shares | B-shares | Total shares |
|---|---|---|---|
| As of 31 December 2019 | - | 107 923 328 | 107 923 328 |
| As of 31 December 2020 | - | 107 923 328 | 107 923 328 |

# Note 25 Borrowings

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Long-term borrowings | | |
| Bank-loan | 36 250 | - |
| Carrying amount | 36 250 | - |
| Short-term borrowings | | |
| Convertible debt | - | 58 318 |
| Inventory credit | 87 160 | 72 000 |
| Invoice discounting | 10 | 7 375 |
| Bank loans | 14 500 | 15 000 |
| Carrying amount | 101 670 | 152 694 |
| Total carrying amount of borrowings | 137 920 | 152 694 |

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Long-term borrowings | | |
| Bank-loan | 36 250 | - |
| Carrying amount | 36 250 | - |
| Short-term borrowings | | |
| Convertible debt | - | 58 318 |
| Inventory credit | 87 160 | 72 000 |
| Invoice discounting | 10 | 4 384 |
| Bank loans | 14 500 | 15 000 |
| Carrying amount | 101 670 | 149 703 |
| Total carrying amount of borrow- | 137 920 | 149 703 |

### (a) Convertible debt instrument

At the annual general meeting on 21 June 2017, it was decided to issue convertibles for a total amount of at most SEK 100,000,000. The convertibles will have maturity of three (3) years, with an interest rate of nine (9) percent per year. The conversion rate for convertibles will be SEK 9 per share. The maturity period for convertible debt begins upon registration with the Swedish Companies Registration Office and runs through 30 June 2020. If all of the holders of convertibles demand conversion, share capital will increase by at most SEK 2,222,222.22 upon conversion of all the convertibles. All convertibles were resolved 30June 2020 and as of 31 December 2020, the total outstanding amount was as of was SEK 0 (58 318) thousand.

| Group/Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Opening amount | 58 318 | 93 697 |
| Convertible debt, nominal value | - | - |
| Repayment of convertible debt | -60 500 | - 39 500 |
| Equity portion | - | - |
| Discounted rate | 2 182 | 4 121 |
| Closing amount | - | 58 318 |

The fair value of the liability and equity portion was determined at the time of the issuance of the convertible debt. The fair value of the liability portion, including non-current liabilities, has been calculated applying a market interest rate for comparable non-convertible debt.

Remaining amounts, which represent the value of the equity portion, are included under Shareholders' Equity. The carrying amount on the balance sheet date for the liability portion of the convertible debt is a good approximation of the fair value. The interest expense for convertible debt is calculated as an effective return through use of the effective interest rate of 10-12 % for similar, non-convertible debt regarding the liability portion of the convertible debt.

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Opening amount | 152 694 | 210 238 |
| Change in inventory credit | 14 660 | 355 |
| Change in invoice discounting | -7 365 | -7 611 |
| Change in bank loan | 36 250 | - |
| Discounted interest on convertible debt | 2 182 | 4 121 |
| Repayment of shareholder loan | - | -15 000 |
| Repayment of prior convertible debt | -60 500 | -39 500 |
| Closing amount | 137 920 | 152 694 |

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Opening amount | 149 703 | 203 535 |
| Change in inventory credit | 14 660 | 584 |
| Change in invoice discounting | -4 374 | -3 810 |
| Change in bank loan | 36 250 | |
| Discounted interest on convertible debt | 2 182 | 4 121 |
| Repayment of shareholder loan | - | -15 000 |
| Repayment of prior convertible debt | -60 500 | -39 500 |
| Closing amount | 137 920 | 149 703 |

### (b) Inventory credit and invoice discounting

Since November 2011, Bluefish has had an agreement with SEB regarding working capital credit designed to meet the company's increased need for working capital. The working capital credit includes SEK 87 million, for which the Nordic inventories have been used as collateral, and an additional SEK 10 million from invoice discounting According to the agreement with SEB, the total value of customer invoices is used to pledge up to 80%of total customer invoice value of invoices issued to Nordic customers. Nordic region inventory may be pledged for an amount up to 65% of AIP (Pharmacy Purchase Price). Bank credit with SEB, pertaining to inventory financing and invoice discounting was reclassified as a current liability with maturity up to 12 months, since this loan is equivalent to a bank overdraft facility. The working capital credit with SEB is a running agreement (with a 3-month notice of termination required from each side) that remains in force as long as inventory is held in the Nordic region and there are Nordic accounts receivable that can be pledged. Although the loan is classified as a current liability, both Bluefish and SEB regard their collaboration as long-term

| Group/ Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Inventory credit | | |
| Granted inventory credit | 87 000 | 72 000 |
| Utilised inventory credit | -87 160 | -72 229 |
| Granted, unutilised inventory credit | -160 | -229 |
| Invoice discounting | | |
| Granted invoice discounting | 10 000 | 41 301 |
| Utilised invoice discounting | -10 | -7 375 |
| Granted, unutilised invoice discounting | 9 990 | 33 926 |
| Total granted, non-utilised facility | 9 830 | 33 697 |

### (c) Bank loans and other loans

The company has since June a bank loan from SEB for SEK 58 million for which Färna Invest has a guaranteed commitment for SEK 40 million. The loan carries annual interest of + 2,75% with quarterly amortizations of SEK 3,625 Million with a due date of 30 June 2024. Compensation of 1% of the loan amount is paid each year to Färna Invest for its guaranteed commitment.

The fair value of short-term borrowing is approximately the same as the carrying amount, since the discount rate is insignificant.

See Note 3

### (d) Financial covenant

The financing from SEB, credit and bank loan, is conditional with an ownership and dividend clause, available liquidity of at least SEK 5 million, a consolidated account statement ratio of at least 15%, group maintaining a net gearing ratio of equity to share capital under 1.2 and Net debt/EBITDA cannot cross 3,5 (not above 2.5 at the end of the facility).

# Note 26 Other liabilities, non-current and current

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Maturity, within one year of balance sheet date (Note 11) | 16 501 | 18 491 |
| Maturity, between 1-5 years from balance sheet date (Note 11) | 6 730 | 8 386 |
| Total | 23 231 | 26 877 |

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Maturity, within one year of balance sheet | 11 260 | 12 800 |
| Maturity, between 1-5 years from balance | 3 237 | 98 |
| Total | 14 497 | 12 898 |

Liabilities primarily consist of leasing liability (note 11) and the fees for purchasing licensing rights. Payment for licensing rights takes place upon agreed milestones, usually depending on the process for drug approval.
As of 31 December 2020, the long-term leasing debt for the group is SEK 3 493(8 288) thousand and the short-term leasing debt amounts to SEK 4 100 (5 148) thousand. See Note 11.
In 2020 a convertible debt has been resolved and replaced with a bank loan. As of 31 December 2020, accrued interest for 2020 has been paid and nothing is accrued. As the exchange rate for the EUR has increased during 2020, price adjustments are positively affected and have thus resulted in an accumulated exchange rate income

# Note 27 Current provisions

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Provision for net sales deduction | 138 676 | 129 982 |
| Provision for returns | - | - |
| Total | 138 676 | 129 982 |

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Opening balance | 129 892 | 82 801 |
| New provision | 354 434 | 218 790 |
| Amount used during the period | -338 338 | -167 653 |
| Reversal of unutilised amount | -2 468 | -5 231 |
| Translation difference for the year | -4 935 | 1 275 |
| Closing balance | 138 676 | 129 982 |

As of 2020-12-31, there were no current provisions in the Parent Company. The company's gross sales consist of the number of packaging units delivered during a specific period at the price prevailing on the relevant market. According to the practice within the pharmaceuticals industry, gross sales are affected by various deductions, which include discounts and deductions for public authorities, wholesalers, and health insurance companies, as well as returns. These deductions represent assessments of the related obligations which, in turn, require the company to make estimates regarding the effect on sales for particular reporting period. Consequently, when reporting net sales, a deduction from gross sales is made for these estimates. The assessment of the need for such deductions is made in conjunction with each individual transaction. Normally, there is a time delay of several months from the point in time at which the estimate of the deduction is made and the final reporting of the obligation. Net sales represent, in turn, our best estimate of the revenue that will be received. See note 2.

# Note 28 Accrued expenses and deferred income

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Accrued employee benefit expenses | 3 384 | 3 252 |
| Accrued interest expenses | - | 2 070 |
| Provision for price adjustments and penalty fees | 63 | 858 |
| Other accrued expenses | 17 783 | 23 186 |
| Total | 21 230 | 29 366 |

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Accrued employee benefit expenses | 3 384 | 3 252 |
| Accrued interest expenses | - | 2 070 |
| Provision for price adjustments and penalty fees | 63 | 185 |
| Other accrued expenses | 14 143 | 18 938 |
| Total | 17 591 | 24 445 |

# Note 29 Pledged assets and contingent liabilities

| Group | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Pledged assets | | |
| Bank guarantees | 965 | 965 |
| Inventories | 26 607 | 32 279 |
| Accounts receivable | 24 | 11 226 |
| Chattel mortgage | 30 000 | 30 000 |
| Total | 57 596 | 74 470 |
| Contingent liabilities | none | none |

| Parent Company | 2020-12-31 | 2019-12-31 |
|---|---|---|
| Pledged assets | | |
| Bank guarantees | 965 | 965 |
| Inventories | 26 607 | 32 279 |
| Accounts receivable | 24 | 3 469 |
| Chattel mortgage | 30 000 | 30 000 |
| Total | 57 596 | 66 743 |
| Contingent liabilities | none | none |

The amount of pledged inventory and accounts receivable is based on utilised credit in relation to the assets book value. Bank guarantees are restricted cash excluded in cash and cash equivalents

## Note 30 Supplementary disclosures to the cash flow statement

| Group | 2020 | 2019 |
|---|---|---|
| Adjustment for items not included in cash flow | | |
| Depreciation/amortisation and impairment of PPE and intangible assets | 32 319 | 31 986 |
| Inventory impairment | 16 088 | 19 429 |
| Impairment of accounts receivable | - | -342 |
| Profit (loss) from disposal of fixed assets | - | -130 |
| Change in net sales deduction | 13 628 | 45 906 |
| Unrealised exchange differences | -7 002 | 4 719 |
| Total | 55 033 | 101 568 |

| Parent Company | 2020 | 2019 |
|---|---|---|
| Adjustment for items not included in cash flow | | |
| Depreciation/amortisation and impairment of PPE and intangible assets | 26 282 | 24 403 |
| Inventory impairment | - | -129 |
| Impairment of accounts receivable | - | -342 |
| Profit (loss) from disposal of fixed assets | 16 088 | 19 429 |
| Change in net sales deduction | -8 655 | 2 818 |
| Total | 33 715 | 46 179 |

## Note 31 Events after the balance-sheet date

**Management**

25 February 2021 Philip Slätis resigned from his position as Business Development Lead and his replacement has been recruited. Can Bektas resigned from his position as Chief Operation Officer effective from March 5th and Anna-Greta Sjöberg is now acting CFO.

## Note 32 Transactions with related parties

Transactions between Bluefish Pharmaceuticals AB and its subsidiaries, which are companies closely related to Bluefish Pharmaceuticals AB, have been eliminated in the consolidated financial statements and are not included in this note.
The company has a bank loan of SEK 58 million from SEB, whereof 50,8 is the remaining debt. Färna Invest has provided a guarantee for this loan, see note 25.
See Note 7 regarding remuneration to senior executives. Purchases and sales within the Group, see Note 12.

## Note 33 Appropriation of earnings

Proposed appropriation of the company's earnings
The following earnings are at the disposal of the annual general meeting:

| SEK | |
|---|---|
| Share premium reserve | 384 471 104 |
| Retained earnings | -383 074 792 |
| Profit (loss) for the year | 23 875 595 |
| Total | 25 271 907 |

The Board of Directors and the CEO propose that the unappropriated earnings (loss), SEK 25 271 907 (6 059 570), are carried forward.
The Board proposes that no dividends are issued for the 2020 financial year

# Definitions of key figures

### Gross margin

Operating profit/loss as a percentage of sales

### Gross profit/loss

Operating income less cost of goods sold

### EBIT

Profit/loss before financial items and tax (Operating profit/loss) l

### EBITDA

Operating profit/loss before depreciation, amortisation and impairment of property, plant and equipment and intangible assets

### Equity per share

Equity per share divided by the number of shares

### Net sales

Gross sales adjusted for discounts, price adjustments and returns

### Net debt

Interest-bearing non-current and current liabilities less cash in bank

### Equity ratio

Equity divided by total assets

The Board and CEO affirm that the consolidated accounts have been prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU and that they provide a true and fair view of the Group's financial position and results. The annual report has been prepared in accordance with generally accepted accounting principles and provides a fair and true view of the financial position and earnings of the Parent Company.

The Directors' report for the Group and Parent Company provides a true and fair overview of the Group's and the Parent Company's operations, financial position and results and also describes material risks and uncertainties faced by the Parent Company and the companies that comprise the Group.

The income statements and balance sheets will be presented to the annual general meeting for adoption.

Stockholm, 7 May 2020

Erika Kjellberg Eriksson
Chairman of the Board

Gerald Engström
Director

Eva Sjökvist Saers Director

Berit Lindholm CEO

Our audit report was submitted on 12 May 2020

Ernst & Young AB

Charlotte Holmstrand Authorised Public Accountant

# Auditor's report

**To the general meeting of the shareholders of BluefishPharmaceuticals AB (Publ), corporate identity number 556671-9164**

## Report on the annual accounts and consolidated accounts

### Opinions

We have audited the annual accounts and consolidated accounts of Bluefish Pharmaceuticals AB (Publ) for the year 2020. The annual accounts and consolidated accounts of the company are included on pages 7-40 in this document.

In our opinion, the annual accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the parent company as of 31 December 2020 and its financial performance and cash flow for the year then ended in accordance with the Annual Accounts Act. The consolidated accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the group as of 31 December 2020 and their financial performance and cash flow for the year then ended in accordance with International Financial Reporting Standards (IFRS), as adopted by the EU, and the Annual Accounts Act. The statutory administration report is consistent with the other parts of the annual accounts and consolidated accounts.

We therefore recommend that the general meeting of shareholders adopts the income statement and balance sheet for the parent company and the group.

### Basis for opinions

We conducted our audit in accordance with International Standards on Auditing (ISA) and generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

### Other Information than the annual accounts and consolidated accounts

The Board of Directors and the Managing Director are responsible for the other information. The other information comprises pages 1-6 and 44-45 in this document.
Our opinion on the annual accounts and consolidated accounts does not cover this other information and we do not express any form of assurance conclusion regarding this other information. In connection with our audit of the annual accounts and consolidated accounts, our responsibility is to read the information identified above and consider whether the information is materially inconsistent with the annual accounts and consolidated accounts. In this procedure we also take into account our knowledge otherwise obtained in the audit and assess whether the information otherwise appears to be materially misstated.
If we, based on the work performed concerning this information, conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## Responsibilities of the Board of Directors and the Managing Director

The Board of Directors and the Managing Director are responsible for the preparation of the annual accounts and consolidated accounts and that they give a fair presentation in accordance with the Annual Accounts Act and, concerning the consolidated accounts, in accordance with IFRS as adopted by the EU. The Board of Directors and the Managing Director are also responsible for such internal control as they determine is necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or error.

In preparing the annual accounts and consolidated accounts, The Board of Directors and the Managing Director are responsible for the assessment of the company's and the group's ability to continue as a going concern. They disclose, as applicable, matters related to going concern and using the going concern basis of accounting. The going concern basis of accounting is however not applied if the Board of Directors and the Managing Director intend to liquidate the company, to cease operations, or has no realistic alternative but to do so.

### Auditor's responsibility

Our objectives are to obtain reasonable assurance about whether the annual accounts and consolidated accounts as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs and generally accepted auditing standards in Sweden will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these annual accounts and consolidated accounts.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the annual accounts and consolidated accounts, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of the company's internal control relevant to our audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors and the Managing Director.
- Conclude on the appropriateness of the Board of Directors' and the Managing Director's use of the going concern basis of accounting in preparing the annual accounts and consolidated accounts. We also draw a conclusion, based on the audit evidence obtained, as to whether any material uncertainty exists related to events or conditions that may cast significant doubt on the company's and the group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the annual accounts and consolidated accounts or, if such disclosures are inadequate, to modify our opinion about the annual accounts and consolidated accounts. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause a company and a group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the annual accounts and consolidated accounts, including the disclosures, and whether the annual accounts and consolidated accounts represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient and appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated accounts. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our opinions. We must inform the Board of Directors of, among other matters, the planned scope and timing of the audit. We must also inform of significant audit findings during our audit, including any significant deficiencies in internal control that we identified.

## Report on other legal and regulatory requirements

### Opinions

In addition to our audit of the annual accounts and consolidated accounts, we have also audited the administration of the Board of Directors and the Managing Director of Bluefish Pharmaceuticals AB (Publ) for the year 2020 and the proposed appropriations of the company's profit or loss.

We recommend to the general meeting of shareholders that the loss be dealt with in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the Managing Director be discharged from liability for the financial year.

### Basis for opinions

We conducted the audit in accordance with generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

### Responsibilities of the Board of Directors and the Managing Director

The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss. At the proposal of a dividend, this includes an assessment of whether the dividend is justified considering the requirements which the company's and the group's type of operations, size and risks place on the size of the parent company's and the group's equity, consolidation requirements, liquidity and position in general.

The Board of Directors is responsible for the company's organization and the administration of the company's affairs. This includes among other things continuous assessment of the company's and the group's financial situation and ensuring that the company's organization is designed so that the accounting, management of assets and the company's financial affairs otherwise are controlled in a reassuring manner. The Managing Director shall manage the ongoing administration ac- cording to the Board of Directors' guidelines and instructions and among other matters take measures that are necessary to fulfil the company's accounting in accordance with law and handle the management of assets in a reassuring manner.

### Auditor's responsibility

Our objective concerning the audit of the administration, and thereby our opinion about discharge from liability, is to obtain audit evidence to assess with a reasonable degree of assurance whether any member of the Board of Directors or the Managing Director in any material respect:

- has undertaken any action or been guilty of any omission which can give rise to liability to the company, or
- in any other way has acted in contravention of the Companies Act, the Annual Accounts Act or the Articles of Association.

Our objective concerning the audit of the proposed appropriations of the company's profit or loss, and thereby our opinion about this, is to assess with reasonable degree of assurance whether the proposal is in accordance with the Companies Act.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with generally accepted auditing standards in Sweden will always detect actions or omissions that can give rise to liability to the company, or that the proposed appropriations of the company's profit or loss are not in accordance with the Companies Act.

As part of an audit in accordance with generally accepted auditing standards in Sweden, we exercise professional judgment and maintain professional scepticism throughout the audit. The examination of the administration and the proposed appropriations of the company's profit or loss is based primarily on the audit of the accounts. Additional audit procedures performed are based on our professional judgment with starting point in risk and materiality. This means that we focus the examination on such actions, areas and relationships that are material for the operations and where deviations and violations would have particular importance for the company's situation. We examine and test decisions undertaken, support for decisions, actions taken and other circumstances that are relevant to our opinion concerning discharge from liability. As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss we examined whether the proposal is in accordance with the Companies Act.

Stockholm 12 May 2021
Ernst & Young AB

Charlotte Holmstrand
Authorised Public Accountant

# Information to the shareholders

**Future reports**

| | | |
|---|---|---|
| Interim report | January - march | 6 May 2021 |
| Interim report | April - June | 30 august 2021 |
| Interim report | July - September | 30 November 2021 |
| Interim report | October - December | 28 February 2022 |

**Annual general meeting**

The annual general meeting will be held on 19 May 2021 without the physical presence of shareholders, representatives or third parties and that the exercise of voting rights may only take place by post before the meeting

**Shareholders who wish to participate at the annual general meeting must:**

be entered in the share register maintained by Euroclear Sweden AB on 10 May 2021 and must notify the Company of their participation.
Notification may be by email to anna.arce@bluefishpharma.com or regular mail to Bluefish Pharmaceuticals AB, Gävlegatan 22, 113 30 Stockholm.
Mark the envelope "Annual general meeting".
Notification may also be given by telephone at +46 8 519 116 00.

**Notification**

Notification and a completed and signed postal voting must be received by Bluefish Pharmaceuticals no later than 10 May 2021 and must include the shareholder's name, personal ID number or corporate identity number, address, telephone number and shareholding. Shareholders who are represented by a proxy must issue a written proxy form for the proxy. If the proxy form is issued by a legal entity, a certified copy of the certificate of registration for the legal entity must be enclosed. Proxy forms and certificates of registration may not be issued earlier than one year prior to the general meeting.

**Registration**

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In order to be entitled to participate at the annual general meeting, shareholders whose shares are nominee-registered must request that the shares be temporarily registered in the share register maintained by Euroclear Sweden AB. Re-registration must take place not later than 10 May 2021.

**Address**

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