

# CONTEXTVISION AB INTERIM FINANCIAL REPORT Q1

# Q1 HIGHLIGHTS

- Continued strong net sales and EBITDA growth
- Adding new contracts, and increasing current ones at our largest OEMs
- At the Annual Shareholder meeting, the Board will propose a dividend of 0.30 SEK/share split in two equal tranches, with payment in May and November 2023

# **Q1 FINANCIAL DATA**

- Net sales continued operations\* of SEK 32.4 M (27.2)
- Operating result continued operations of SEK 10.8 M (7.3)
- Earnings per share continued operations of SEK 0.11 (0.08)
- EBITDA continued operations of SEK 13.1 M (9.2)















<sup>\*</sup> For further information, see Annual Report 2022 for Continued/Discontinued Operations

# CONTINUED STRONG GROWTH Gerald Pötzsch, THE COMPANY'S CEO COMMENTED:

I'm very proud to present another strong quarterly report with a revenue of SEK 32.4 M (27.2), an increase of 19% since the previous quarter. In addition to the strong revenue, we also increased EBITDA continuing operations by 42%, SEK 13.1 M (9.2). The 2021/22 cost comparison remains difficult, as Q1 2022 still partly included Inify's discontinued business, and it will take until Q2/Q3 before we can get a clean comparison of the cost. However, compared to Q4 2022, we have decreased our consultancy costs, having converted consultants into employees within our R&D organization.

During the quarter we signed a number of new contracts, mainly in the Asia region. They are expected to be implemented in 2023 and to generate service and license revenue before the year's end.

With China finally starting to open up after the long-lasting Covid situation, our Swedish team will be able to start traveling there, to work even closer with our larger Chinese customers. In the rest of Asia, as well as in the Americas and EMEA region, inflation, potential recession and war are creating general uncertainty; however, our industry is still fairly stable.

Looking at the sales pipeline, it is also abundantly clear that our strategy of focusing on larger OEMs is continuing to show results. Both new, large OEMs and current OEM customers are increasing their share of wallet with us. Communicating our growth strategy – something that we initiated during the quarter – has also increased OEMs' interest in working with us in areas beyond image enhancement.

In summary, I believe that ContextVision is continuing to make great strides toward the strategic goals we have set up for ourselves – financially, but also in the pace and agility we are showing the market. I'm looking forward to a very exciting rest of 2023.

# FIRST QUARTER 2023

# FINANCIAL INFORMATION

# **NET SALES**

- ContextVision's net sales from continuing operations in the first quarter 2023 amounted to SEK 32.4 M (27.2). This represents an increase of 19% compared to the same quarter previous year.
- All license sales are generated outside Sweden and from external sales.
- The currency exchange rates had an average positive effect on sales of approximately 22% in the quarter.
   There was a positive effect from invoicing currencies, EUR, USD and negative effects from JPY.

# **OTHER INCOME**

 Other Income from co-working agreement with Inify Laboratories AB amounts to SEK 58 K during the quarter for the group.

# **OPERATING PROFIT AND MARGIN**

- The operating income for ContextVision is SEK 10.8 M (7.3) in the first quarter. The operating margin was 33.5% (26.8%) in the quarter.
- EBITDA for the quarter reached SEK 13.1 M (9.2).
- Capitalization is recorded as intangible fixed assets only when product development meets certain requirements.

Earnings per share	Q1 2023	Q1 2022
Net results (KSEK)	8 624	6 313
Average number of shares	77 367 500	77 367 500
Earnings per share	0,11	0,08

Operating margin	Q1 2023	Q1 2022
Operating income (KSEK)	10 837	7 272
Non-recurring items (KSEK)	0	0
Net sales (KSEK)	32 361	27 176
Operating margin	33,5%	26,8%

Profit margin	Q1 2023	Q1 2022
Result after financial items (KSEK)	10 786	7 213
Net sales (KSEK)	32 361	27 176
Profit margin	33,5%	26,8%

Equity ratio	Q1 2023	Q1 2022
Equity at period end (KSEK)	75 482	41 145
Total assets (KSEK)	101 253	73 402
Equity ratio	74.5%	56,1%

EBITDA (KSEK)	Q1 2023	01 2022
Net results	8 624	6 313
Interests	51	59
Taxes	2 162	900
Depreciation and write-down	2 269	1 973
Amortization	0	0
EBITDA (KSEK)	13 106	9 245

#### CASH-FLOW AND FINANCIAL POSITION

- The cashflow in the first quarter was SEK 2.6 M (-28.1).
- Cash at period end amounted to SEK 44.4 M (18.9).
- Equity at period end amounted to SEK 75.5 M (41.1), giving an equity ratio of 74.5 % (56.1%).

# FINANCIAL INSTRUMENTS

- The Group's financial instruments consist of cash and bank deposits, accounts receivable (trade), accounts payable, other short-term liabilities relating to operations and derivatives (primarily forward exchange contracts). The fair value of financial instruments approximates the carrying amount as of March 31st, 2023.
- Derivatives refer to currency hedging contracts, which have been valued to market value on the balance sheet day and are included in the level 2 of the valuation hierarchy.
- Net derivative value at the balance sheet date amounts to SEK -1 524 K.

# **EMPLOYEES AND MANAGEMENT**

 At period end the group had 34 (39) employees of which 13 (15) are dedicated to research and development. 1 employee is located in the USA and 1 in China.

# OTHER INFORMATION

# **CONTEXTVISION GROUP**

- The group consists of ContextVision AB (publ), company registration number 556377-8900 as parent company and ContextVision Inc Corp registration number 36-4333625 State of Illinois, USA, as a wholly owned subsidiary. Inify Laboratories, company registration number 559345-4431 was a wholly owned subsidiary until February 10th 2022.
- Operations in the group are conducted primarily in the parent company and consist of research and development, sales, marketing and administrative functions.

#### RISKS & UNCERTAINTIES

- ContextVision's major risk factors include business risks connected to the general global financial situation, to the level of healthcare investment on different markets, currency exchange risks, the company's ability to recruit and keep qualified employees and the effect of political decisions.
- The business risk connected to the Covid-19 pandemic is continuously evaluated but is not considered to be a low risk factor for the moment. However, we can still not entirely ignore future changes in circumstances related to Covid-19.
- Russia's invasion of Ukraine has affected the company. We have stopped all new marketing to the Russian market. However, we will continue to deliver licenses to our two existing customers with reference to the fact that it does not violate any sanction rules and that it supports healthcare. We monitor the development closely and should there be any changes in sanction rules we will reevaluate our decision. We have so far had limited contact with our customers in Ukraine and ContextVision is ready to deliver licenses when it is possible.
- Uncertainty related to higher energy prices, supply chain issues and inflation is being closely monitored and mitigated to best ability.
- The company's risk factors are described in more detail in the 2022 annual report. The risks and uncertainties have not changed significantly since then.

# **BASIS OF PREPARATION**

The condensed consolidated financial statements for the 1st quarter ended March 31, 2023 have been prepared in accordance with IAS 34 Interim Financial Reporting and recommendation RFR 1 of the Swedish Financial Reporting Board (RFR), and with regards to the Parent Company, RFR 2. The condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's annual financial statements as of December 31, 2022

#### NEW AND CHANGED ACCOUNTING PRINCIPLES

No new or changed accounting principles have had effect on the accounting for the period.

# COMPANY MAJOR SHAREHOLDERS

The 10 largest shareholders as per March		
31 <sup>st</sup> , 2023	No of shares	(%)
Monsun AS	23 000 000	29.73
Sven Günther-Hanssen	8 516 670	11.01
Martin Hedlund	8 316 660	10.75
State Street Bank and Trust Comp	4 282 185	5.53
TAURI AS	3 883 275	5.02
MP PENSJON PK	2 480 123	3.21
BRAS KAPITAL AS	2 120 347	2.74
Danske Bank A/S	1 726 970	2.23
STAVLAND	1 700 000	2.20
STAVLAND	1 089 031	1.41
Others	20 252 239	25.94
Total outstanding shares	77 367 500	100.00

# ANNUAL GENERAL MEETING

 The Annual General Meeting will take place May 3, 2023, at Holländargatan 13, 2 tr Stockholm, Sweden.

# THE BOARD OF DIRECTORS AND THE CEO ASSURANCE

We confirm to the best of our knowledge that the condensed set of financial statements for the period January 1st to March 31st 2023, has been prepared in accordance with IAS 34-Interim Financial Reporting, and gives a true and fair view of the Group's assets, liabilities, financial position and result for the period viewed in the entirety, and that the interim management report, to the best of our knowledge, includes a fair review of any significant events that arose during the three-month period and their effect on the full year financial report, and any significant related parties transactions.

Stockholm 2023-04-26

Olof Sandén – Chairman of the board Sven Gunther-Hansen – Member of the board Martin Hedlund – Member of the board Magne Jordanger – Member of the board Martin Ingvar – Member of the board Gerald Pötzsch – CEO of ContextVision AB

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

#### PRESENTATION AND REPORTING DATES

This quarterly report will be published on the company's website on the 27<sup>th</sup> of April 2023.

Please visit <a href="https://www.contextvision.com">www.contextvision.com</a> for further information or use <a href="mailto:finance@contextvision.se">finance@contextvision.se</a> to send a question directly to management.

#### REPORTING DATES

Q4 and 12 months 2022	February 16, 2023
Annual report available on company's website	March 30, 2023
Q1 result 2023	April 27, 2023
Annual General Meeting	May 3, 2023
Q2 result 2023	August 24, 2023
Q3 result 2023	October 26, 2023
Q4 and 12 months 2023	February 15, 2024

#### FOR MORE INFORMATION PLEASE CONTACT:

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#### **CONTEXTVISION FAST FACTS**

- ContextVision is a medical technology software company that specializes in image analysis, image processing and artificial intelligence.
- ContextVision is the global market leader within image enhancement and is a software partner to leading medical imaging manufacturers all over the world.
- The company is based in Sweden, with local representation in the U.S., Japan, China and South Korea.
- ContextVision is a spin-off from the Image Processing Laboratory at Linköping University, Sweden. The corporate identity was established in 1983 with the first OEM agreement in radiology in 1987.
- The company's share is traded on the Oslo Stock Exchange since 1997, under the ticker CONTX.

# THE COMPANY OFFERS:

- More than 35 years of experience in developing software for image-based applications within the medical field.
- Unprecedented image enhancement products for ultrasound, Radiography and MRI.
- Continuous reinvestment in R&D that ensures timely and rewarding upgrade paths.
- Strong customer relationships and support to ensure partnership success.
- ContextVision's medical imaging technology enables the company's customers to provide superior digital imaging solutions for hospitals and clinicians. Such solutions promise more rapid and accurate diagnoses, reduced operator eye fatigue, and ultimately, a greater return-on-investment for medical imaging users.

# **CONSOLIDATED Income Statement (KSEK)**

Net sales	Q1 2023	Q1 2022		FULL YEAR 2022
Net sales	32 361	27 176		117 825
Capitalized work for own account	22	0		3 673
Other income	58	0		1 714
Total income	32 441	27 176		123 212
Goods for resale	-781	-627		-2 404
Other external costs	-6 622	-4 993		-25 851
Personnel costs	-11 932	-12 311		-45 878
Depreciation	-2 269	-1 973		-7 946
Write-down of intangible assets	0	0		0
Operating results	10 837	7 272		41 133
Interest income	6	0		111
Interest cost	-57	-59		-199
Results after financial items	10 786	7 213		41 045
Tax	-2 162	-900		-7 726
Net results from continued operations	8 624	6 313		33 319
Discontinued operations				
Net results (after tax) from discontinued operations	0	-3 330		-4 527
Net results from continued operations and discontinued operations	8 624	2 983		28 792

Capitalized cost are reclassified from cost to income section as "Capitalized cost for own account".

# Consolidated Statement of comprehensive income (KSEK)

	Q1 2023	Q1 2022		FULL YEAR 2022
Net result for the period continued operations and discontinued operations	8 624	2 983		28 792
Other comprehensive income				
Other comprehensive income that may be reclassified to profit or loss in subsequent periods (net of tax)				
Effect of currency hedging	336	34		-535
Translation difference	-8	30		175
Result from discontinued operations	0	295		295
Total other comprehensive income	328	359		-65
Total comprehensive income for the period continuing operations	8 952	3 342		28 727

# **Financial Highlights**

	Q1 2023	Q1 2022		FULL YEAR 2022
Earnings per share (SEK) from continued operations before/after dilution	0,11	0,08		0,43
Average number of shares	77 367 500	77 367 500		77 367 500
Operating margin (per cent) continued operations	33,5	26,8		34,9
Solidity (per cent) continued operations	74,5	56,1		68,1

# Consolidated Balance Sheet in summary (KSEK)

<b>3</b> \ ,				
	MARCH 31 <sup>ST</sup> ,	MARCH 31 <sup>ST</sup> ,		FULL YEAR
	2023	2022		2022
Intangible fixed assets	8 748	8 854		9 541
Tangible assets	3 368	3 209		3 700
Right-of-use assets	9 159	8 806		5 161
Other financial assets	1 166	641		1 254
Inventories	988	711		1 272
Current receivables	33 377	32 313		34 952
Cash and bank	44 447	18 868		41 858
Total assets	101 253	73 402		97 739
Equity	75 482	41 145		66 530
Deferred taxes	146	146		146
Non-current lease liabilities	3 583	3 679		1 881
Current liabilities	13 693	24 171		26 636
Current lease liabilities	8 349	4 261		2 546
Total equity and liabilities	101 253	73 402		97 739

# Change in equity in summary (KSEK)

	Q1 2023	Q1 2022		FULL YEAR 2022
Opening balance	66 530	37 803		37 803
Total comprehensive income for the period	8 952	3 342		28 726
Dividend	0	0		0
Closing balance	75 482	41 145		66 530

# CONSOLIDATED STATEMENT OF CASH FLOWS

CONSOLIDATED STATEMENT OF CASH FLOWS			
SEK K	Q1 2023	Q1 2022	Full Year 2022
Operating Profit continued operations	10 837	7 279	41 133
Operating Profit discontinued operations		-3 330	-4 520
Total Operating Profit	10 837	3 949	36 613
Adjustment of items not included in the cashflow			
Depreciation and impairment of assets	2 269	2 707	8 680
Unrealized gain/loss on current investments	336	34	-536
Interest Payments	-50	-66	-95
Income tax paid	-1 089	-1 982	-2 821
Others	-574	413	1 104
Cash flow from operating activities before change in working capital	11 729	5 054	42 946
Change in working capital			
Increase (-)/decrease (+) inventories	284	317	-244
Increase (-)/decrease (+) current receivables	-8 065	-4 070	-7 029
Increase (+)/decrease (-) liabilities	4 834	-6 343	-10 173
Cash flow from operating activities	8 782	-5 043	25 499
Investing activities			
Investments in intangible assets	-22	-931	-3 673
Investments in tangible assets	72		-1 155
Investments in right-of-use assets	-5 192	60	390
Investments in financial assets			-473
Cash flow from investing activities	-5 142	-5 914	-4 911
Financing activities			
Payments of lease liabilities	-1 052	-1 146	-4 659
Paid dividend		-500	-500
Cash transfer to subsidiary*		-20 503	-20 503
Cash flow from financing activities	-1 052	-32 899	-25 662
Cash flow for the period	2 589	-28 064	-5 073
Change of cash and cash equivalent			
Cash and cash equivalent at beginning of period	41 858	46 931	46 931
Cash and cash equivalent at period end	44 447	18 868	41 858

<sup>\*</sup> Transfer of liquid funds to subsidiaries in connection with the distribution of the same

# PARENT COMPANY Income Statement (KSEK)

	Q1 2023	Q1 2022		FULL YEAR 2022
Net sales	32 362	28 398		117 825
Capitalized work for own account	22	0		3 673
Other income	58	0		2 002
Total income	32 442	28 398		123 500
Goods for resale	-781	-629		-2 406
Other external costs	-8 713	-8 889		-35 617
Personnel costs	-11 116	-13 194		-44 654
Depreciation	-1 076	-1 504		-4 223
Operating results	10 755	4 182		36 600
Interest income	6	0		111
Interest cost	0	0		-2
Results after financial items	10 761	4 182		36 709
Tax	-2 136	-885		-7 650
Net results	8 625	3 297		29 059

# Parent Company Financial Highlights

	Q1 2023	Q1 2022	FULL YEAR 2022
Average number of shares	77 367 500	77 367 500	77 367 500
Operating margin (per cent)	33,2	14,7	31,1
Solidity (per cent)	79,6	60,7	69,8

# PARENT COMPANY Balance Sheet in summary (KSEK)

	MARCH 31ST,	MARCH 31ST,	FULL YEAR
	2023	2022	2022
Intangible fixed assets	8 748	8 854	9 541
Tangible assets	3 368	3 209	3 700
Other financial assets	1 384	859	1 471
Inventories	988	711	1 272
Current receivables	34 484	33 275	35 915
Cash and bank	43 827	18 596	41 085
Total assets	92 799	65 504	92 984
Equity	73 893	39 740	64 932
Untaxed reserves	680	680	680
Current liabilities	18 226	25 084	27 372
Total equity and liabilities	92 799	65 504	92 984

# Parent Company Change in equity in summary (KSEK)

	Q1 2023	Q1 2022		FULL YEAR 2022
Opening balance	64 932	36 408		36 408
Total comprehensive income for the period	8 961	3 331		28 524
Dividend	0	0		
Closing balance	73 893	39 740		64 932

NOTE 1 INCOME STATEMENT DISCOUNTINED OPERATIONS

# **CONSOLIDATED Income Statement (KSEK)**

Net sales discontinued operations	Q1 2023	Q1 2022		FULL YEAR 2022
Net sales discontinued operations	0	1 222		0
Other income discontinued operations*	0	0		288
Total revenues	0	0		288
Goods for resale	0	-1		-1
Other external costs	0	-1 781		-2 043
Personnel costs	0	-2 029		-2 030
Depreciation	0	-734		-733
Operating results	0	-3 323		-4 520
Interest income	0	0		0
Interest cost	0	-7		-7
Results after financial items	0	-3 330		-4 527
Tax	0	0		0
Net results from discontinued operations	0	-3 330		-4 527

<sup>\*</sup>Other income refers to accumulated re-invoicing of costs to Inify Laboratories AB of SEK 288 K in 2022.

# NOTE 2 SUBSEQUENT EVENTS

No significant events have occurred during the period between period-end and date of issuance of this report.

# **DEFINITIONS**

ContextVision presents certain financial measures in the financial statements that are not defined under IFRS. ContextVision believes that these measures provide useful supplementary information to investors and the management as they allow for evaluation of ContextVision's performance. Because not all companies calculate the financial figures in the same way, these are not always comparable to measures used by other companies.

Earnings per share after tax (Return on equity) from continued operations	Net result for the period as a percentage of the average number of shares	Earnings per share shows the group's results in relation to shares and provides investors with additional information regarding the group's profitability.
Operating margin from continued operations	Operating income excluding non-recurring items as a percentage of net sales	The operating margin is helpful for investors when assessing the group's potential for dividends.
Profit margin from continued operations	Result after financial items as a percentage of net sales	The profit margin shows the group's results per SEK revenue and is of interest for both the group and for investors.
Solidity (Equity ratio) from continued operations	Equity at period end as a percentage of total assets	The equity ratio shows the group's long-term ability to pay its debts and is a complement to other key figures. It helps investors assess the possibility of dividends.
EBITDA from continued operations	Earnings before interest, taxes, depreciation, and amortization	EBITDA shows the group's underlying development, which is valuable as an indication of the group's underlying cash-generating capacity.

#### **GLOSSARY**

#### **ALTUMIRA**

ContextVision's next generation image enhancement for X-ray systems. Altumira is designed with AI (deep learning) technology in combination with ContextVision's leading GOP technology.

# **ARTIFICIAL INTELLIGENCE (AI)**

Artificial Intelligence is the intelligence exhibited by machines or software.

#### **DEEP LEARNING**

Deep learning is the latest very powerful technology within machine learning, machine learning with deep neural networks.

#### **DIGITAL PATHOLOGY**

Digital pathology refers to the digital images of histopathology samples. The digitalization is achieved by scanning the prepared samples.

#### **GOP®** (GENERAL OPERATOR PROCESSOR)

ContextVision's methodology and technology base for image analysis and image enhancement, detecting structures in an image and relating them to their wider context in order to increase visualization accuracy.

#### HANDHELD ULTRASOUND

A small ultrasound unit that can be held in the hand when performing the examination, e.g., smartphones and tablet-based systems.

#### **IMAGE ANALYSIS**

Processing a digital image in order to describe/classify its contents or to extract quantitative measurements.

# IMAGE PROCESSING

A generic term used to describe the computation of digital images, typically to enhance or analyze them.

#### IMAGE ENHANCEMENT

To improve the visual quality of a digital image by increasing the visibility of relevant structures, as in edge/contrast enhancement and the suppression of noise or artifacts.

# **INIFY LABORATORIES AB**

Former subsidiary of ContextVision that was spun off on 9th February 2022. Inify Laboratories AB is now listed on the Oslo Börs under ticker "INIFY".

#### MACHINE LEARNING

Machine learning is the study of computer algorithms that improve automatically through experience.

#### MODALITY

A device that generates internal images of the body, such as X-ray, ultrasound, magnetic resonance imaging, and computed tomography.

#### MRI (MAGNETIC RESONANCE IMAGING)

A non-invasive procedure, generated by variations in strong magnetic fields, that produces a two-dimensional view of an internal organ or structure, especially the brain and spinal cord.

#### **OEM**

The acronym for Original Equipment Manufacturer.

#### **RIVENT**<sup>TM</sup>

ContextVision's image enhancement product for 2D ultrasound with extended processing possibilities.

#### **US (ULTRASOUND)**

A procedure in which high-energy sound waves are bounced off internal tissues or organs to create echoes. The echo patterns are displayed on the screen of an ultrasound machine, forming a picture of body tissues called a sonogram.

#### XR (X-RAY

A diagnostic device in which radiation is used to create images for examination of soft and hard tissue, such as muscle and bone.



ContextVision is a medical technology software company specialized in image analysis and artificial intelligence. As the global market leader within image enhancement, we are a trusted partner to leading manufacturers of ultrasound, X-ray and MRI equipment around the world.

Our expertise is to develop powerful software products, based on proprietary technology and artificial intelligence for image-based applications. Our cutting-edge technology helps clinicians accurately interpret medical images, a crucial foundation for better diagnosis and treatment.

The company, established in 1983, is based in Sweden with local representation in the U.S., Japan, China and Korea. ContextVision is listed on the Oslo Stock Exchange under the ticker CONTX.