

# Dentalum Operations AB (publ.) Interim Report

Fourth Quarter and the twelve months of 2020 – unaudited



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#### Management's comments:

The Dentalum Operations AB (publ) ("Dentalum"), founded in 2019, is a fast-growing full-service dental service organization ("DSO") performing general-, aesthetic-, cosmetic-, and specialist dentistry.

During the fourth quarter of 2020, Dentalum has closed the acquisitions of additional five dental clinics and, as per December 31, 2020, the Group consists of twelve clinics operating in five regions in Sweden.

Reported operating revenues during the first twelve months amount to SEK 57.9 million (FY 2019 SEK 1.8) of which SEK 31.9 million were generated during the fourth quarter.

The number of Covid-19 cases increased in October, with a surge in November. As a result, the Public Health Authority in Sweden imposed regional restrictions, where deemed necessary, to mitigate the spreading of Covid-19. However, Dentalum's clinics have been resilient and experienced lower impact on patient inflow and performance compared to the first wave of Corona.

On a pro forma basis, revenues in the clinics decreased by approximately 7% in Q4 2020 vs. pro-forma Q4 2019. Pro forma EBITDA decreased by approx. 25% in Q4 2020 vs pro-forma Q4 2019. The decrease in EBITDA is to a large extent driven by a one-time write-down of accounts receivables amounting to SEK 2.3 million, as part of conditions precedent for an acquisition carried out in Q4 2020. Adjusted for this write-off, the decrease in EBITDA in Q4 2020 vs pro-forma Q4 2019 was 5.2%.

The Dentalum clinics have kept sustainable profitability by adjusting expenses to the decrease in patient inflow related to concerns about the Corona virus.

#### Significant Events during the fourth quarter

- On October 2, settlement of SEK 300 million senior secured bond was executed
- During October, the bond was listed on Frankfurt Stock Exchange Open Market
- On November 2, Dentalum acquired Sthlm Dental Clinics, a company operating three clinics in the Stockholm area, generating combined annual revenues of approximately SEK 38 million (2019)
- On December 1, Dentalum acquired City Dental, one of the largest private dental clinics in Sweden, generating annual revenues of approx. SEK 90 million (2019)
- On December 29, 2020, Dentalum expanded its operations to a new region through the acquisition of Vesalis Dental a clinic located in Jönköping, generating revenues of SEK 15 million (2019)

### **Capital structure and financing**

During the fourth quarter, Dentalum Operations capital structure was strengthened to ensure financing of further growth, by issuing a SEK 300 million senior secure bond and by shareholder's contribution of SEK 23.5 million. Proceeds from the bond issue was initially utilized to refinance bank debt of SEK 31.8 million, and to finance the acquisitions closed during the fourth quarter. As per December 31, 2020, total equity amounts to SEK 87.7 million.



### Significant Events after the reporting period

Since the outbreak of the second wave in mid-Q4, the number of Covid-19 cases has continued to increase. As a result, the Public Health Authority has imposed additional restrictions to mitigate the spreading of the virus. During Q4, the first vaccine candidate for Covid-19 was approved in EU followed by a delivery of the initial batch of doses to Sweden. The vaccine suppliers have, however, not been able to keep their respective communicated delivery plans, causing delays in the vaccination program. In parallel, several mutations of Covid-19 have been discovered across Sweden. Despite the current market situation, none of the Dentalum clinics have applied for additional government support. Dentalum continues to monitor the situation closely in order to ensure a safe work environment for our co-workers and patients.

The fourth quarter and year-end interim unaudited consolidated financial statements of the Group include consolidation of the following legal entities,

Consolidated clinics as per December 31, 2020
Moberg-Stenberg AB – one clinic
Ludvikatandläkarna AB – two clinics
Dentalum Tandvårdsteam AB – one clinic
Kungsfors Tandvård AB – one clinic
Borås Tandvård AB – one clinic
Kinna Tandvård AB – one clinic
Sthlm Dental Clinics AB – three clinics
City Dental AB – one clinic
Vesalis Dental AB – one clinic



#### **FINANCIAL OVERVIEW**

This interim report is presented, based on the information available to management, to the best of knowledge at the time of issue. For further information, please see section significant estimates and assumptions.

#### **CONSOLIDATED GROUP**

Dentalum Operations AB (publ) Financial Overview - Consolidated Group

(kSEK)	2020 Q4	2020 Q1-Q4	FY 2019
Operating revenues	31 859	57 934	1 847
EBITDA	3 006	5 452	370
% of revenues	9,4%	9,4%	20%
Net financial expenses	-7 138	-7 637	-134
Earnings before tax / EBT	-10 283	-9 210	212
% of revenues	-32%	-16%	11%
Income tax expenses	1 393	-162	-121
Net Earnings	-8 890	-9 371	91
Net Cash flow	147 419	177 411	3 939
	6 287	5 349	636
Cash flow from operations		-173 931	
Cash flow from investing activitities	-117 710		-2 294
Cash flow from financing activities	258 842	345 993	5 597
Net Cash/-Debt	-119 177	-119 177	3 985
Cash & cash equivalents	181 396	181 396	3 985
Interest bearing debt	300 573	300 573	-
Total Assets	493 760	493 760	7 393
Equity	87 733	87 733	5 780

#### (kSEK)

#### Net operating revenues

Net revenues during the first twelve months of 2020 amount to 57 934 of which 31 859 were generated during the fourth quarter.

### Operating expenses

Operating expenses amounts to 52 482 of which 28 853 in the fourth quarter.

#### Financial expenses

Net financial expense of 7 637 consist of interest expense and financing fees, of which 7 138 incurred during the fourth quarter.

#### Earnings for the period

EBITDA (earnings before interest, tax, depreciation and amortization) amounts to 5 452 for the FY 2020, of which 3 006 in the fourth quarter.

Net earnings after tax amounts to -9371 for the FY 2020, of which -8890 incurred during the fourth quarter.



#### **Cashflow and Balance Sheet**

Cashflow generated from operations before change in working capital amounts to 2 285 for the FY 2020 of which 1 417 in the fourth quarter.

Net cash flow from operations was 5 349 in FY 2020 of which 6 287 was generated in the fourth quarter.

Net cash flow used in investing activities was 173 931 of which 117 710 in the fourth quarter.

Cash flow generated from financing activities amounts to 345 993 of which 258 842 was raised in the fourth quarter.

Total cashflow for the FY2020 amounts to 177 411, of which 147 419 related to the fourth quarter.

#### Net working capital

Net working capital utilized in Dentalum's operation is generally low, supported by efficient cash management cycles. As per December 31, 2020 Net operating working capital was negative 5 762.

#### Liquid assets and interest-bearing liabilities

As per December 31, 2020, the Group's liquid assets amount to 181 396 and interest-bearing debt to 300 573. Including IFRS reclassification of lease contracts of 19 320, net interest-bearing debt amounts to 138 497.

#### **Dentalum Consolidated**

(kSEK)	2020-12-31	2019-12-31
Interest bearing liabilities	300 573	-
Cash and cash equivalents	181 396	3 985
Net Cash/- Interest bearing debt	-119 177	3 985
Incl. IFRS16		
Reclassification of Lease contracts	19 320	
IFRS Net interest bearing debt	-138 497	3 985

#### **ACQUISITIONS CLOSED DURING FY 2020**

	Closing Date
2020	
Q2 Ludvikatandläkarna	8, April 2020
Nacka Tandvårdsteam  Q3	1, June 2020
"Kungsforsbolagen", three entities Kungsfors Tandvård Borås Tandvård Kinna Tandvård	4, Aug. 2020
Q4	
SthIm Dental Clinics; City Dental Vesalis Dental	2, Nov. 2020 1, Dec. 2020 29, Dec. 2020



#### PARENT COMPANY

### Dentalum Operations AB (publ) Financial Overview - Parent

(kSEK)	2020 Q4	2020 Q1-Q4	FY 2019
Operating revenues	1 107	1 107	-
EBITDA % of revenues	-1 777	-7 418	-201
Net financial expenses	-7 023	-7 353	1 070
Earnings before tax / EBT % of revenues	-7 801	-13 772	869
Income tax expenses	1 286	1 286	-
Net Earnings	-6 516	-12 487	869
Net Cash flow	119 314	140 570	1 817
Cash flow from operations	-2 580	-7 291	-172
Cash flow from investing activitities  Cash flow from financing activities	-139 106 261 000	-200 689 348 550	-3 653 5 642
Casif flow from financing activities	201 000	346 330	3 042
Net Cash/-Debt	-157 566	-157 566	1 864
Cash & cash equivalents	142 434	142 434	1 864
Interest bearing debt	300 000	300 000	-
Total Assets	432 553	432 553	6 750
Equity	85 396	85 396	6 557

#### (kSEK)

#### Net revenues

Dentalum Operations AB, the Parent company, serves as head office and acquisition vehicle of Dentalum. The head office functions started to be established in the beginning of 2020. The Finance function is managed centrally for the acquired entities. The parent company operating revenues of 1 107 consist of intercompany invoicing of administrative services.

#### **Operating expenses**

Operating expenses amount to 8 525 of which 2 884 in the fourth quarter.

#### **Financial expenses**

Net financial expense of 7 353 for the FY 2020, of which 7 023 incurred during the fourth quarter, consists of interest expense of 6 507 and financing fees of 849.

### **Earnings for the period**

The Parent company had a net loss after tax of 12 487 for the FY of 2020, of which 6 516 in the fourth quarter. Expenses consist mainly of head office and financial expenses.



#### **Cashflow and Balance Sheet**

Cash used in the operations of the Parent company was 7 291 during FY 2020, of which 2 580 in the fourth quarter.

Net cash flow used in investing activities was 200 689 of which 139 689 in the fourth quarter.

Cash flow from financing activities amounts to 348 550 of which 261 000 in the fourth quarter.

Total net cashflow in the Parent company, during FY 2020 was 140 570, of which 119 314 in the fourth quarter.

Other current liabilities of 23 284 include deferred purchase price liabilities related to acquisitions. Provisions of 23 700 include provisions for future deferred purchase price/earn-outs.

#### Liquid assets and interest-bearing liabilities

As per December 31, 2020, cash and cash equivalents in the Parent company amounts to 142 434 and interest-bearing debt to 300 000.



### **FINANCIAL STATEMENTS**

# **GROUP CONSOLIDATED REPORTS**

# Dentalum Operations AB (publ.) Consolidated Income Statement

(KSEK)	2020 Q4	2020 Q1-Q4	FY 2019
Operating revenues			
Net revenues	31 565	56 422	1 847
Other operating revenues	293	1 512	
Total operating revenues	31 859	57 934	1 847
Operating expenses			
Direct expenses	-6 968	-11 052	-118
Other external operating expenses	-5 221	-10 846	-522
Personnel expenses	-16 665	-30 584	-837
EBITDA	3 006	5 452	370
Depreciations and amortizations	-6 150	-7 025	-24
Earnings before financial items and tax / EBT	-3 145	-1 573	346
Financial items			
Income/expenses from shares in Associated companies	-	-	-
Interest income/expenses and similar items	-7 138	-7 637	-134
Profit after financial items	-10 283	-9 210	212
Appropriations	-		
Earnings before tax / EBT	-10 283	-9 210	212
Income tax expenses	1 393	-162	-121
Net Earnings	-8 890	-9 371	91

# Dentalum Operations AB (publ.) Statement of Other Comprehensive Income – Group

(kSEK)	2020 Q4	2020 Q1-Q4	FY 2019
Net Earnings	-8 890	-9 371	91
Other comprehensive income	-		
Total comprehensive income for the period	-8 890	-9 371	91



# **Dentalum Operations AB** (publ.) **Balance Sheet** – Consolidated as per December 31, 2020

(kSEK)		
ASSETS	2020-12-31	2019-12-31
Intangible assets	198 682	2 281
Customer relationships	67 630	-
Improvements on leasehold	3 378	-
Equipment and tools	4 900	-
Other fixed assets	587	109
Right of use assets	19 176	531
Tenant owned appartments	538	-
Non-current receivables	627	-
Shares in group companies	-	-
Shares in associated companies	-	-
Deferred tax assets	1 286	-
Fixed assets	296 803	2 921
Inventories	8 350	89
Accounts receivables	2 452	10
Receivables associated companies	-	-
Other current receivables	1 567	287
Current tax assets	1 818	-
Prepaid expenses and accrued income	1 374	100
Cash and cash equivalents	181 396	3 985
Current assets	196 957	4 472
TOTAL ASSETS	493 760	7 393
EQUITY AND LIABILITIES	2020-12-31	2019-12-31
Share capital	500	50
Shareholders contributions	96 517	5 642
Retained earnings	88	-4
Profit/loss for the period	-9 371	91
Total Equity	87 733	5 780
Deferred tax	15 943	95
Other provisions	23 700	-
Total provisions	39 643	95
Long term liabilities		
Non-current interest bearing liabilities	299 083	-
Other non-current liabilities	-	-
Non-current liabilities group companies	-	-
Long term (IFRS) lease liabilities	11 515	390
Total long term liabilities	310 599	390
Short term liabilities		
Prepayments from customer	1 597	-
Accounts payables	4 668	276
Current interest bearing liabilities	573	-
Current (IFRS) lease liabilities	7 805	141
Current liabilities group companies	1	-
Current tax liabilities	3 094	397
Other current liabilities	28 641	76
Accrued expenses and prepaid income	9 406	238
Total short term liabilities	55 785	1 128
TOTAL EQUITY AND LIABILITIES	493 760	7 393



# **Dentalum Operations AB** (publ.) **Statement of changes in equity** – Group

(kSEK)	Share capital	Shareholders contributions	Retained earnings	Profit/loss for the period	Total Equity
Opening balance as of January 1, 2020	50	5 642	-4	91	5 780
Transfer of profit from previous year			91	-91	-
New share issue	450				450
Shareholder contributions		90 875			90 875
Profit/loss for the period				-9 371	-9 371
Closing balance as of December 31, 2020	500	96 517	88	-9 371	87 733

# **Dentalum Operations AB** (publ.) **Cash Flow Statement** – Consolidated

(kSEK)	2020 Q4	2020 Q1-Q4	FY 2019
Cash flow from operating activities			
Income before financial items (EBIT)	1 191	2 763	213
Adjustments for non cash affecting items	1 815	2 689	24
Interest received	3	3	-
Paid interest	-857	-1 357	-
Income tax paid	-734	-1 814	-26
Cash flow from operations before changes in working capital	1 417	2 285	210
Changes in working capital			
Change in inventories	-632	-676	5
Change in operating receivables	4 837	2 575	-309
Change in operating liabilities	665	1 165	730
Cash flow from changes in working capital	4 870	3 065	426
Net cash flow from operations	6 287	5 349	636
Cash flow from investing activities			
Acquisition of tangible assets	-421	-525	-
Proceeds from divestments of tangible assets	-13	-	-13
Acquisition of companies and shares	-117 276	-173 406	-2 281
Cash used in investing activities	-117 710	-173 931	-2 294
Cash flow after investing activities	-111 423	-168 582	-1 658
Cash flow from financing activities			
New share issue	-	450	-
Shareholders contributions received	-	55 300	5 642
Net change in interest-bearing debt	261 000	292 800	-
Amortization, lease liabilities	-2 158	-2 557	-45
Cash flow from financing activities	258 842	345 993	5 597
Total cash flow for the period	147 419	177 411	3 939
Cash and cash equivalents at the beginning of the period	33 976	3 985	46
Cash and cash equivalents at the end of the period	181 396	181 396	3 985
Summary			
Cash flow from operations	6 287	5 349	636
Cash flow from investing activities	-117 710	-173 931	-2 294
Cash flow from financing activities	258 842	345 993	5 597
Total cash flow	147 419	177 411	3 939



# **PARENT Financial Statements**

# Dentalum Operations AB (publ) Income Statement - Parent

(KSEK)	2020 Q4	2020 Q1-Q4	FY 2019
Operating revenues			
Net revenues	1 107	1 107	-
Other operating revenues	-		
Total operating revenues	1 107	1 107	0
Operating expenses			
Direct expenses	-	-	-
Other external operating expenses	-1 428	-3 613	-201
Personnel expenses	-1 456	-4 913	
EBITDA	-1 777	-7 418	-201
Depreciations and amortizations	-1	-1	
Earnings before financial items and tax / EBT	-1 778	-7 419	-201
Financial items			
Income/expenses from shares in Associated companies	-	-	1 200
Interest income/expenses and similar items	-7 023	-7 353	-130
Profit after financial items	-8 801	-14 772	869
Appropriations	1 000	1 000	
Earnings before tax / EBT	-7 801	-13 772	869
Income tax expense	1 286	1 286	
Net Earnings	-6 516	-12 487	869



# **Dentalum Operations AB** (publ.) **Balance Sheet** – Parent

(kSEK)		
ASSETS	2020-12-31	2019-12-31
Intangible assets	-	-
Customer relationships	-	-
Improvements on leasehold	-	-
Equipment and tools	12	-
Other fixed assets	-	13
Right of use assets	-	
Tenant owned appartments	-	-
Non-current receivables	-	-
Shares in group companies	286 425	3 640
Shares in associated companies	-	-
Deferred tax assets	1 286	-
Fixed assets	287 722	3 653
Inventories	-	-
Accounts receivables	-	-
Receivables associated companies	1 800	1 200
Other current receivables	440	32
Current tax assets	-	-
Prepaid expenses and accrued income	157	1
Cash and cash equivalents	142 434	1 864
Current assets	144 830	3 097
TOTAL ASSETS	432 553	6 750
EQUITY AND LIABILITIES Share capital	<b>2020-12-31</b> 500	<b>2019-12-31</b> 50
Shareholders contributions	96 517	_
Retained earnings	865	5 638
Profit/loss for the period	-12 487	869
Total Equity	85 396	6 557
Deferred tax		
Other provisions	23 700	
Total provisions	23 700	
·		
Long term liabilities	200.002	
Non-current interest bearing liabilities	299 083	-
Other non-current liabilities	-	-
Non-current liabilities group companies	-	-
Long term (IFRS) lease liabilities  Total long term liabilities	200.002	
	299 083	
Short term liabilities		
Prepayments from customer	-	
Accounts payables	3	120
Current interest bearing liabilities	-	-
Current lease liabilities	-	-
Current liabilities group companies	642	-
Current tax liabilities	-	-
Other current liabilities	23 115	-
Accrued expenses and prepaid income	615	72
Total short term liabilities	24 374	192
TOTAL EQUITY AND LIABILITIES	432 553	6 750



# **Dentalum Operations AB** (publ.) **Cash Flow Statement** – Parent

(kSEK)	2020 Q4	2020 Q1-Q4	FY 2019
Cash flow from operating activities	1 770	7.410	960
Income before financial items (EBIT)  Adjustments for non cash affecting items	-1 778 1	-7 419 1	869 -1 200
Interest received	3	3	-1 200
Paid interest	-743	-1 073	_
Income tax paid	, 13	-	_
Cash flow from operations before changes in working capital	-2 517	-8 488	-331
Changes in working capital			
Change in inventories	-	-	-
Change in operating receivables	-334	-163	-1
Change in operating liabilities	271	1 360	161
Cash flow from changes in working capital	63	1 197	160
Net cash flow from operations	-2 580	-7 291	-172
Cash flow from investing activities			
Acquisition of tangible assets	-	-	-
Proceeds from divestments of tangible assets	-13	-	-13
Acquisition of companies and shares	-139 093	-200 689	-3 640
Cash used in investing activities	-139 106	-200 689	-3 653
Cash flow after investing activities	-141 686	-207 980	-3 825
Cash flow from financing activities			
New share issue	-	450	-
Shareholders contributions received	-	55 300	5 642
Net change in interest-bearing debt	261 000	292 800	-
Amortization, lease liabilities			
Cash flow from financing activities	261 000	348 550	5 642
Total cash flow for the period	119 314	140 570	1 818
Cash and cash equivalents at the beginning of the period	23 120	1 864	46
Cash and cash equivalents at the end of the period	142 434	142 434	1 864
Summary			
Cash flow from operations	-2 580	-7 291	-172
Cash flow from investing activities	-139 106	-200 689	-3 653
Cash flow from financing activities	261 000	348 550	5 642
Total cash flow	119 314	140 570	1 818



#### **ACCOUNTING AND VALUATION PRINCIPLES**

This interim report was prepared according to the Swedish Annual Accounts Act and IAS 34 Interim Financial Reporting. The same accounting principles and methods, as used in the annual report 2019, are valid for this interim report.

The interim financial information for the Group for the period has been prepared in accordance with International Accounting Standard (IAS) 34 Interim Financial Reporting as issued by the International Accounting Standards Board (IASB) and the Swedish Annual Accounts Act, and for the parent company in accordance with the Swedish Annual Accounts Act and RFR 2 Reporting for legal entities and other statements issued by the Swedish Financial Reporting Board.

The amendments to IFRS standards that apply from 1 January 2020 had no impact on the financial statements for the four quarters of 2020.

#### SIGNIFICANT ESTIMATES AND ASSUMPTIONS

When preparing interim reports, the Board and the Management must, in accordance with the applicable accounting and valuation principles, make certain estimates, assessments and assumptions that affect the recognition and valuation of assets, provisions, liabilities, income and expenses. The outcome may deviate from these estimates and assessments and will rarely amount to the same sum as the estimated outcome.