

Sanolium AB interim report, July - September 2022

Cambio constitutes the operating entities under Sanolium AB. All figures in () refer to the comparable figures from previous year. Full-year 2018 and 2019 until February 20th includes the relevant operating entities pro forma, as that is prior to the establishment of Sanolium AB.

In the report regarding Q3, 2021 there was a restatement of error. The amounts in the comparison columns are corrected numbers.

Revenue in the third quarter amounted to 199.1 MSEK, representing a growth of 4.0%

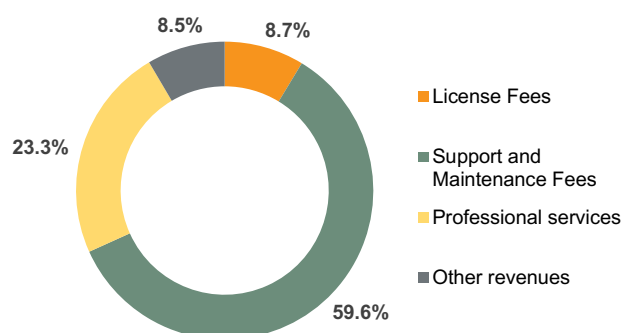
Q3, July - September 2022

- Revenue amounted to 199.1 (191.4) MSEK in the third quarter, representing a growth of 4.0%
- Adjusted EBITDA amounted to 63.6 (74.8) MSEK, representing a decrease of -15.0%
- Income before tax amounted to 4.1 (26.7) MSEK
- Net income per share amounted to 0.03 SEK

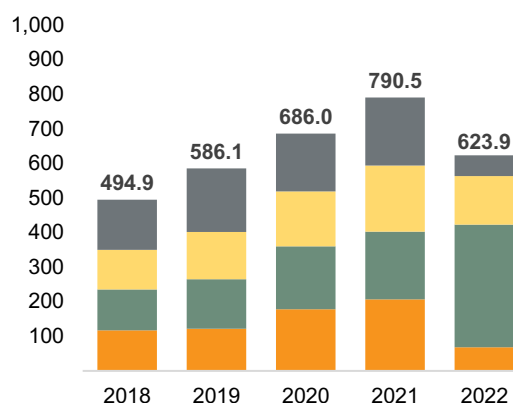
January - September 2022

- Revenue September YTD amounted to 623.9 (594.5) MSEK
- Adjusted EBITDA amounted to 182.8 (195.5) MSEK
- Income before tax amounted to 42.9 (50.6) MSEK
- Net income per share amounted to 0.22 SEK

Q3, revenue



Pro forma revenue, MSEK



Key figures

MSEK	Q3 2022	Q3 2021	Jan-Sep 2022	Jan-Sep 2021
Revenue	199.1	191.4	623.9	594.5
Adjusted EBITDA	63.6	74.8	182.8	195.5
Adjusted EBITDA-margin	31.9%	39.1%	29.3%	32.9%
EBIT	20.3	32.4	49.6	66.2
Financial net	-16.2	-5.7	-6.7	-15.6
Income before tax	4.1	26.7	42.9	50.6
Net income	5.3	22.6	36.8	39.7

Sanolium AB is the parent company in the Cambio Group, since February 20, 2019. The largest operating subsidiary in that group is Cambio Healthcare Systems which was founded in 1993 to deliver comprehensive IT solutions for healthcare organizations. Today, Cambio is an e-health company providing smart, reliable and user-friendly solutions to improve healthcare and patient safety with a market leading position in the Nordics including more than 100 000 users. We are committed to improve health care and patient safety.

CEO's Comments

Growing demand for our solutions reflects the need for increased digitalization in health and social care. The Nordic regions and municipalities need to invest more in IT than they have done historically. Cambio has the products and services to bridge the technical gap that the regions and municipalities face, and to enable tomorrow's health and social care. Together with our customers and partners, we contribute to a healthier society.

About Cambio

Cambio is well positioned to become the Nordic leader within eHealth. Today we serve Nordic regions, municipalities, and private healthcare providers by delivering their core healthcare IT system.

The constantly growing and ageing population creates a need for increased productivity and efficiency in health and social care and in a world with limited resources this can be achieved by digitalization.

The growing gap between the available technologies and the technical solutions used by health and social care providers today can and will be bridged through Cambio's solutions.

About third quarter

The health and social care sectors have been struggling with the ramifications of the Covid-19 pandemic for almost three years. They are still weighed down by a high demand of care for Covid-19 patients but also the care debt that is the result of almost three years of pandemic. Now, more than ever, the need for improving efficiency, quality and patient safety through digitalization is great.

To meet demand and expectations we are working intensively with our transformation journey with our new strategic focus. We are starting to see results and efficiency improvements across the organization. One area where we see great progress is around quality improvements for existing customers.

During the quarter we have seen good progress within the municipal segment of our business and several wins connected to Cambio Viva that supports social care. This will further strengthen our position in the Swedish market as we are now delivering value through our broader product portfolio to over 110 Swedish municipalities.

In Q3, extensive preparatory implementation work towards some larger customers continued. During Q4, we are starting to deliver on these important engagements.

The process to acquire FRISQ operating entity continued during the quarter, with the intent to close the deal in Q4. This is a strategically important area to add to Cambio's offering, enabling us to further extend our footprint in patient engagement and process support across our markets.

We are poised to continue to drive our transformation to reinforce Cambio's position even further as the leader in the Nordic eHealth eco system, bringing value to our customers and enabling them to deliver tomorrow's health and social care today.



Rami Avidan, CEO

Third quarter

Revenue in the third quarter amounted to 199.1 (191.4) MSEK, representing an increase of 4.0%. Support and maintenance fees constitute the largest share of the revenue. License revenue and Professional Services revenue are attributable to the development of the existing product as well as the Sussa project.

Adjusted EBITDA in the third quarter amounted to 63.6 (74.8) MSEK resulting in an adjusted EBITDA margin of 31.9% (39.1%).

Employee related expenses amounted to 105.6 (87.7) MSEK, representing an increase of 20.4%. The number of full-time equivalents (FTE) was 704 at the end of the third quarter, a decrease of 9.7% from the comparable figure last year. Of these were 42% women.

Depreciation and amortization amounted to 40.5 MSEK, of which 27.8 MSEK relates to amortization of intangible assets linked to M&A activities, 5.9 MSEK refers to financial leases and 6.5 MSEK refers to amortization of capitalized R&D. The remaining depreciation of tangible assets amounted to 0.3 MSEK.

Non-recurring items amounted to 2.8 MSEK, consisting of 1.5 MSEK relating to non-operational consultancy fee, 0.3 MSEK to organizational adjustments, 0.5 to management fees and 0.5 to other.

Long-term outlook

The global trend of a constantly growing and aging population is driving the need to invest in health and social care, especially in technologies that drives patient security, scalability and efficiencies to allow for a redistribution of funds towards value accretive areas within the social and health care sectors. In a world with limited resources these areas of care face increasing pressure to become more productive and efficient, resulting in a greater demand for digitization. A key pillar of the digital transformation is communication and in particular the way in which health and social care institutions interact. A solid flexible yet stable IT infrastructure is key to the development of a future-proof way of working.

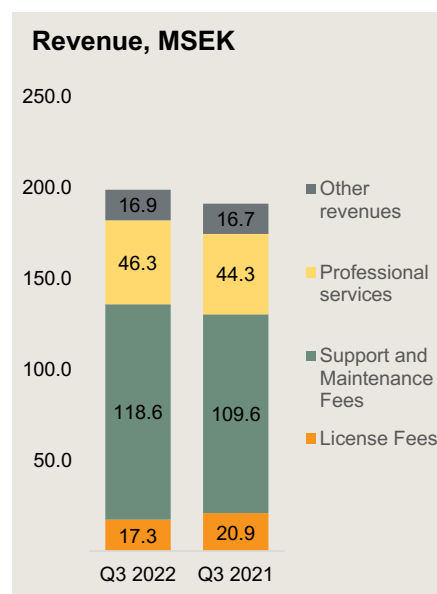
Today, there is a sizeable gap between the available technologies and the technical solutions used by health- and social care organizations. Cambio's solutions address that technology gap, resulting in a strong and sustainable demand for our offerings.

Liquid funds and cash conversion

At the end of the third quarter, Cambio's cash amounted to 252.5 MSEK. Additionally, Cambio has a non-utilized credit facility amounting to 160.0 MSEK.

Cambio's strong cash conversion is driven by maintenance fees invoiced one year in advance. Since most of the invoices are issued in the fourth quarter of each year, a quarterly comparison of Cambio's cash conversion does not provide a fair comparison.

At the beginning of May, Sanolium AB (publ) successfully issued subsequent senior secured bonds of a total amount of 300 MSEK under its existing framework of 1,000 MSEK. After the subsequent bond issue, bonds corresponding to a total of 800 MSEK are outstanding. The issue price was 101.25% of par amount. The subsequent bonds carry a floating interest rate of STIBOR 3m + 4.25 per cent.



Leverage

At the end of the third quarter the leverage amounted to 3.6 x LTM Q3-22 EBITDA. The leverage is calculated according to the table on the right. This calculation is in line with the definitions agreed in the existing bond terms.

Balance sheet

Cambio's fixed assets amount to 79.0% of total assets and of which 93.5 % refer to intangible assets subject to impairment tests. Management believes that these assets provide a solid foundation to drive future profitability and growth.

The external interest-bearing debts amounted to 902.7 MSEK, of which 798.7 MSEK relates to the utilized bond facility and 104.0 MSEK relates to a financial lease liability under IFRS 16.

The Senior Secured 800 MSEK bond rolls with a 3-months STIBOR + 4.25%. In order to reduce risk exposure, Sanolium AB has entered into two Interest Rate Cap Transactions. In the first one, the floating part of the interest on bond value of 250 MSEK has been secured to a maximum of 0.188%. The termination date of this agreement is March 2023. In the second one, the floating part of 400 MSEK in bond value has been secured to a maximum of 4%. This agreement terminates in September 2024. The derivatives are valued at fair value according to a technique based on fully observable market information.

Products and technology

Cambio's vision is to enable tomorrow's health care today. This will be achieved in close partnership and cooperation with the regions, municipalities and private companies and with continued investments in innovation and technology to further strengthen our product offering.

Cambio COSMIC is a healthcare information system used in university hospitals, primary care clinics and community care homes. Cambio COSMIC is built on a modern proprietary platform with a wide range of associated subsystems and modules supporting various healthcare disciplines.

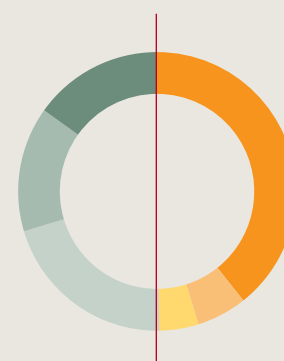
Cambio VIVA is used in municipalities. It is an operating system used to coordinate the activities and processes of social services, healthcare and care professionals. VIVA's proprietary platform enables a digital working environment supporting work processes and organizational developments and changes.

In addition to these two major product categories, Cambio offers other connected services and solutions. Cambio is also preparing to deliver Managed Service offerings in the future.

Leverage, MSEK

Liability	798.7
Financial lease K3	5.8
Cash	252.5
80 percent of deferred income	114.0
Net debt (Liability-surplus cash)	666.0
Applicable LTM EBITDA	187.6
Leverage (Net debt/EBITDA)	3.6

Balance sheet



Cambio COSMIC healthcare information system improves the efficiency of daily tasks and patient outcomes for users.

Customers

Following the agreed contract with the option regions within the Sussa customer group, Cambio will cover 17 out of 21 regions in Sweden with COSMIC.

Today, Cambio COSMIC has active users in 8 out of 21 regions in Sweden. Cambio VIVA covers 39 out of the 290 municipalities in Sweden.

17 of 21
regions

The ambition is to increase the number of customers and to increase the depth and breadth of our product offering so that end users benefit from as much support as possible. In Denmark and the UK, Cambio offers a wide range of products, and our ambition is to reach more end users with relevant offerings over time.

Sustainability

Cambio's business model is built on accelerating sustainability in organizations within health and social care. Cambio's sustainability report is published on www.cambiogroup.com under Investor Relations.



Market and legislation

The market for delivering e-Health software services is regulated by the Medical Device Directive MDD 93/42/EEC. This regulation will be replaced in 2024 by the Medical Device Regulation MDR 2017/45.

Almost all tenders ask for a certified Quality Management System, an active Environmental work, and an active Information Security Work. Cambio has the most relevant ISO certifications for the business, such as ISO 9001, 14001, 20000 and 27001.

Most of our customers are publicly financed organizations that are subject to rules and regulations regarding public tender processes. To comply, Cambio needs to be fully aware of those formal processes and act within those frameworks. Cambio is fully compliant with GDPR.

Risks

The group's operations are exposed to financial risks such as market risks (currency risk and interest risk), credit risk and liquidity risk. The group aims to minimize potential adverse effects of these risks on the group's financial performance.

The group's exposure to currency risk consists primarily of transactions taking place in foreign currencies between subsidiaries of Cambio. The company does not use derivative instruments in order to reduce currency risks.

Since Sanolium AB in September 2019 issued a senior secured bond for a total amount of 800 MSEK, the company is exposed to interest rate risks. In order to reduce this exposure Sanolium AB has entered into two Interest Rate Cap Transactions with DNB Bank ASA. More details are given on page 4, section Balance sheet. For a detailed description of the risks mentioned above and other risks and uncertainties, please see the Annual Report 2021.

This interim report has not been subject to external audit.

Stockholm, 30 November 2022

Rami Avidan

CEO

Consolidated income statement

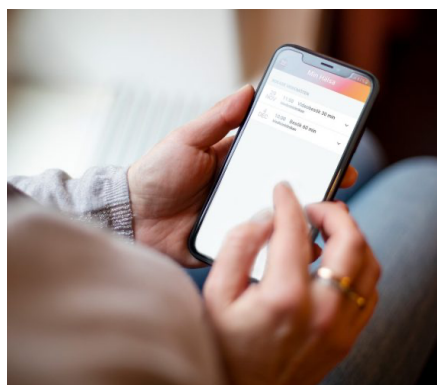
MSEK	Q3 2022	Q3 2021	Jan-Sep 2022	Jan-Sep 2021
License revenue	17.3	21.1	67.9	71.6
Maintenance revenue	118.6	109.6	355.0	333.4
Professional services	46.3	44.3	140.3	136.9
Other revenue	16.9	16.4	60.7	52.6
Revenue	199.1	191.4	623.9	594.5
Cost of services provided	-16.1	-17.9	-56.8	-56.7
Gross profit	183.0	173.4	567.1	537.7
Employee related expenses	-105.6	-87.7	-340.3	-310.7
Facilities	-2.1	-1.6	-6.7	-5.0
Marketing	-0.6	-0.5	-2.8	-1.2
Travel	-1.7	-0.7	-4.7	-1.4
Other expenses	-9.4	-8.1	-29.8	-23.9
Total operating expenses	-119.4	-98.6	-384.3	-342.2
Adjusted EBITDA	63.6	74.8	182.8	195.5
Depreciation	-40.5	-39.4	-119.4	-114.7
Adjusted EBIT	23.1	35.5	63.4	80.9
Non recurring items	-2.8	-3.1	-13.8	-14.7
EBIT	20.3	32.4	49.6	66.2
Financial net	-16.2	-5.7	-6.7	-15.6
Income before tax	4.1	26.7	42.9	50.6
Tax	1.2	-4.0	-6.1	-10.8
Net Income	5.3	22.6	36.8	39.7

Consolidated statement of Comprehensive income

MSEK	Q3 2022	Q3 2021	Jan-Sep 2022	Jan-Sep 2021
Net Income	5.3	22.6	36.8	39.7
Exchange differences in translating foreign operations	3.5	-0.4	-17.2	-1.6
Total comprehensive income for the period	8.8	22.2	19.6	38.1
<i>Total comprehensive income attributable to:</i>				
Equity holders of the parent company	8.8	22.2	19.6	38.1
Non controlling interest	NA	NA	NA	NA

Non-Recurring items

MSEK	Q3 2022	Q3 2021	Jan-Sep 2022	Jan-Sep 2021
Non Recurring items relating to:				
Non operational consultancy fee	-1.5		-1.5	
Management fees	-0.5		-1.1	-1.0
New ERP system			-1.2	-4.2
Organizational adjustments	-0.3	-1.1	-4.4	-6.7
Other	-0.5	-2.0	-5.6	-2.8
Total non-recurring items	-2.8	-3.1	-13.8	-14.7



The app Min Hälsa contains all information a patient would need in relation with healthcare.

Consolidated Balance Sheet

MSEK	2022-09-30	2021-12-31
<i>Fixed Assets</i>		
Intangible assets	2,024.6	2,027.2
Tangible assets	34.5	23.4
Right-of-use assets	102.4	33.5
Financial assets	3.4	4.2
Total Fixed Assets	2,164.9	2,088.3
<i>Current Assets</i>		
Inventory	0.1	0.3
Contract assets	224.9	135.2
Accounts receivables	20.8	129.2
Other receivables	17.0	7.3
Tax receivables	10.5	1.4
Prepaid expenses and accrued income	48.1	23.7
Cash and cash equivalents	252.5	413.0
Total Current Assets	573.9	710.2
Total Assets	2,738.8	2,798.5
<i>Equity</i>		
Share capital	1.7	1.7
Other equity including net income for the financial year	1,134.0	1,114.4
Total Equity	1,135.6	1,116.1
<i>Non-current liabilities</i>		
Pension obligations	10.7	16.1
Bond loan	798.7	548.2
Lease liabilities	80.0	23.0
Deferred tax liabilities	334.0	334.2
Total non-current liabilities	1,223.4	921.5
<i>Other liabilities</i>		
Advance payments	4.7	3.7
Accounts payable	6.0	8.2
Lease liabilities	24.0	11.3
Other liabilities	123.5	186.8
Accrued expenses	79.1	78.2
Deferred income	142.5	472.7
Total Other Liabilities	379.8	760.9
Total Equity and Liabilities	2,738.8	2,798.5

Changes in group equity

MSEK	Jan-Sep 2022	Jan-Sep 2021
Opening Balance	1,116.1	1,101.1
Total comprehensive income for the period	19.5	38.1
Total change excluding owner transactions	1,135.6	1,139.2
Equity at the end of the period	1,135.6	1,139.2
Attributable to equity holders of the parent company	1,135.6	1,139.2
Non-controlling interest	N/A	N/A

Consolidated cashflow statement

MSEK	Jan-Sep 2022	Jan-Sep 2021
Income after financial items	42.9	50.5
Adjusted for non-cash items	106.8	113.5
Taxes paid	-19.2	-12.5
Changes in working capital	-409.0	-391.3
Cash flow from operating activities	-278.5	-239.8
Investments in intangibles/tangibles	-110.7	-102.3
Cashflow from investing activities	-110.7	-102.3
Bond issue	301.5	
Settled purchase consideration	-6.1	
Lease payments	-16.7	-13.1
Change in bank loans	-50.0	50.0
Cashflow from financing activities	228.7	36.9
Changes in cash and cash equivalents	-160.5	-305.2
Opening cash and cash equivalents balance	413.0	398.5
Cash and cash equivalents by end of the period	252.5	93.3

Since the structure in the interim report differs from the annual report, the table below shows the year to date consolidated income statement in the annual report format.

Consolidated Income Statement – Annual report format

MSEK	Jan-Sep 2022	Jan-Sep 2021
Net sales	563.3	542.0
Other revenue	60.6	52.6
Capitalized R&D	97.9	90.1
Total	721.8	684.7
Other external expenses	-209.9	-169.7
Personnel cost	-343.1	-334.2
Depreciation	-119.4	-114.7
Operating income	49.4	66.1
Financial net	-6.5	-15.6
Income before tax	42.9	50.5
Tax	-6.1	-10.8
Net Income	36.8	39.7

Segment reporting

The group recognizes only a single segment in accordance with the definition of operating segment in IFRS 8. The starting point for identifying operating segments on which separate information can be provided are the internal reports to and monitoring by the group management. The group management monitors operating income for the entire business as one operating segment.

Timing of revenue

MSEK	Q3 2022	Q3 2021	Jan-Sep 2022	Jan-Sep 2021
Timing of revenue recognition				
At a point in time	80.5	81.8	268.9	261.1
Over time	118.6	109.6	355.0	333.4
	199.1	191.4	623.9	594.5

At a point in time is defined as revenue correlated to working hours while "over time" is not.

Intangible assets

MSEK	Capitalized development expenditure	Customer contracts/ accrued revenues	Trademarks	Technology	Goodwill	Total
At 31 Dec 2021	195.0	492.5	88.2	804.4	447.1	2,027.2
Acquisitions for the period	98.9					98.9
Depreciation for the period	-18.0	-33.1		-50.4		-101.5
At 30 Sep 2022	275.9	459.4	88.2	754.0	447.1	2,024.6

APPLICABLE ACCOUNTING RULES

Sanolium AB complies with IFRS standards and interpretations (IFRIC) as adopted by the EU. This Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting. The Parent Company's financial statements have been prepared in accordance with RFR 2. The accounting policies applied are consistent with those presented in the Annual Report for 2021, except for the adoption of standard amendments effective as of January 1, 2022. The amendments are not expected to have any material impact on the financial statements.

Detailed information about the Group's accounting and valuation principles can be found in the Annual Report for 2021 which is available on www.cambio.se.

This interim report refers to certain key performance indicators which Cambio and others use when evaluating the performance of Cambio. These are referred to as alternative performance measures (APMs) and are not defined under IFRS. The figures give management and investors important information and enable both to analyze Cambio's business and trends. The APMs are not meant to replace but to complement the performance measures defined under IFRS.



Parent company

Sanolium AB is a holding company that invests in fast-growing companies within the e-health industry. The company is one of the largest e-Health companies in Northern Europe and has the ambition to grow faster than the market through organic opportunities as well as acquisitions. This should be done in a profitable and sustainable manner. Sanolium AB's operational subsidiaries' vision is to enable tomorrow's healthcare today.

The operating entities mainly deliver products and services in Sweden under the names Cambio COSMIC and Cambio VIVA.

Sanolium AB has no employees.

Income Statement Parent Company

MSEK	Q3 2022	Q3 2021	Jan-Sep 2022	Jan-Sep 2021
Other revenue			4.9	2.5
Revenue			4.9	2.5
Employee related expenses	-1.0	-0.2	-6.7	-2.6
Other expenses	2.4	-0.4	-0.1	-1.4
Total operating expenses	1.4	-0.6	-6.8	-4.0
Adjusted EBITDA	1.4	-0.6	-1.9	-1.5
Non recurring items				-0.3
EBIT	1.4	-0.6	-1.9	-1.8
Financial net	-12.1	-5.8	-21.6	-17.5
Net Income	-10.7	-6.4	-23.5	-19.3

Balance sheet Parent Company

MSEK	2022-09-30	2021-12-31
<i>Fixed Assets</i>		
Financial assets	1,813.5	1,814.1
Total Fixed Assets	1,813.5	1,814.1
<i>Current Assets</i>		
Other receivables	2.2	
Other receivables - Group	17.0	10.8
Prepaid expenses and accrued income	5.6	0.1
Cash	262.9	43.6
Total Current Assets	287.7	54.5
Total Assets	2,101.2	1,868.6
<i>Equity</i>		
Share capital	1.7	1.7
Non-restricted equity	1,165.6	1,187.4
Net income for the year	-23.5	-21.8
Total Equity	1,143.8	1,167.3
Total Financial Liabilities	798.7	548.2
<i>Other liabilities</i>		
Other liabilities	99.4	99.4
Other liabilities - Group	58.8	53.0
Accrued expenses	0.5	0.7
Total Other Liabilities	158.7	153.1
Total Equity and Liabilities	2,101.2	1,868.6

Changes in Parent company equity

MSEK	Jan-Sep 2022	Jan-Sep 2021
Opening Balance	1,167.3	1,189.1
Total comprehensive income for the period	-23.5	-19.3
Total change excluding owner transactions	1,143.8	1,169.8
Equity at the end of the period	1,143.8	1,169.8
Attributable to equity holders of the parent company	1,143.8	1,169.8
Non-controlling interest	N/A	N/A

Parent company cash flow

MSEK	Jan-Sep 2022	Jan-Sep 2021
Income after financial items	-23.5	-19.3
Changes in working capital	-8.3	12.9
Cash flow from operating activities	-32.2	-6.4
Bond issue	301.5	
Change in bank loans	-50.0	50.0
Cashflow from financing activities	251.5	50.0
Changes in cash and cash equivalents	219.3	43.6
Opening cash and cash equivalents balance	43.6	6.1
Cash and cash equivalents by end of the period	262.9	49.7

Definitions

Adjusted EBITDA

Income before depreciation, non-recurring items, financial net and tax.

Adjusted EBITDA margin

Adjusted EBITDA as a percentage of revenue

Adjusted EBIT

Income before non recurring items, financial net and tax.

EBIT

Income before financial net and tax.

Non-recurring items

Items excluded from the normal operating items e. g. restructuring costs, costs related to introduction of a new ERP system, M&A related costs and costs regarding refinancing or to set a financing structure (excluding interest on external debt).

Operating cash flow

Adjusted EBITDA minus capital expenditures, capitalized R&D and net working capital changes.

Financial calendar



Interim report Q1, January-March, 2022-05-31
Interim report Q2, April-June, 2022-08-19
Interim report Q3, July-September, 2022-11-30
Interim report Q4, October-December, 2023-02-28

Presentation of the interim report

Cambio's interim reports will be published at cambiogroup.com at each of the dates stipulated above.

Information



For further information, please contact:
Johannes Fabó, CFO +46 730 599 368
johannes.fabo@cambio.se

Sanolium AB



Cambio Healthcare Systems AB
Drottninggatan 89
113 60 Stockholm

+46 8 691 49 00
info@cambio.se