



# Report on operations 2012

XVIVO Perfusion AB (publ)

XVIVO Perfusion is a medical technology company which develops solutions and systems for assessing and preserving organs outside the body and for selecting usable organs and maintaining them in optimal condition pending transplantation. Today, the company's product Perfadex® has a market share of more than 90 percent in the traditional preservation of lungs for transplantation. The company is headquartered in Gothenburg, Sweden, and has one office in the USA. The Xvivo share is listed on NASDAQ OMX First North and has the ticker symbol XVIVO. The Certified Adviser is Redeye, [www.redeye.se](http://www.redeye.se).

  
**PERFUSION**

# BACKGROUND TO AND INTRODUCTORY COMMENTS ON XVIVO PERFUSION'S FIRST REPORT AS AN INDEPENDENT COMPANY

## START-UP

We are very pleased and proud that XVIVO Perfusion is now an independent company presenting its first report. However, the fact that XVIVO Perfusion was part of the Vitrolife Group up until October 2012 means that cost comparisons with previous quarters may give a misleading picture of the company's performance. Originally, when XVIVO Perfusion was part of the Vitrolife Group, only a handful of people at Vitrolife were involved solely with transplantation products. Their work focused on the clinical development of STEEN Solution™ in the USA and marketing in Europe, while the remaining business activities within the transplantation area, such as purchasing, production, quality assurance, storage, distribution, finance, and administration were handled by Vitrolife's organization. In order to be able to stand on its own feet, Xvivo has built up a small but complete pharmaceutical and medical technology group in a very short period of time, with companies in Sweden and the USA (Perfadex® is classified as a pharmaceutical in Sweden and certain European countries). Xvivo thus now has:

- its own purpose-built premises, including a training laboratory in the USA
- its own storage facilities and distribution of products direct to customers from both Sweden and the USA
- its own administration and finance function
- a new purpose-designed and successfully inspected quality assurance system
- its own marketing and sales organization
- its own product development
- production and quality control located at qualified contract manufacturers
- its own listing on NASDAQ OMX First North

The initial building of the company is complete and the company is now, shortly after the spin-off, fully focused on carrying out the launch of the STEEN Solution™ technology in Europe and is ready to launch in the USA as soon as regulatory approval has been granted. The company anticipates that additional employees will be recruited, primarily within customer support and marketing in the USA in order to manage the USA launch.

## LAUNCH OF STEEN SOLUTION™ IN THE USA

The application for sales approval of STEEN Solution™ in the USA was submitted to the US Food and Drug Administration (FDA) in July of 2012. In October of 2012, after the maximum response time had expired, the FDA responded with a number of questions about the application of the product, which Xvivo promptly answered. At the beginning of February, when the new response time had expired, the company was again contacted by the FDA, who gave notification that a few further questions would follow. This indicates that approval may be further delayed. The FDA will now have a new seventy-five day period to evaluate Xvivo's answers to the additional questions. Meanwhile, the clinical trial in the USA is proceeding and the results are good. 32 of the

planned 42 patients have now received transplants and American transplantation clinics continue to show great interest. Further trial centers have been added to the study, most recently the University of Indiana, and three new centers will be able to start in the spring. At such time, Xvivo will have, as planned, set up ten of its Xvivo Perfusion Systems (XPS) – equipment containing all the functions necessary to perform and monitor organ perfusion. These systems facilitate organ perfusion and are part of the study in the USA. Furthermore, patients in Canada, Austria, France, and Holland, have successfully received transplants using STEEN Solution™ with exactly the same methodology as in the US study. Consequently, Xvivo is now accumulating valuable clinical data and experience regarding STEEN Solution™, which will support the continuing worldwide launch. The number of clinics buying STEEN Solution™ for clinical use increased by nine clinics during 2012. A total of 240 patients have now received new lungs using the STEEN Solution™ technology, lungs which without this technology would have remained unused.

## SALES DEVELOPMENT

Sales of products in existing markets continued to display double-digit growth during the fourth quarter. Sales increased ten percent in local currency, despite a very strong comparative quarter in 2011 and despite the fact that the number of lung transplants (using conventional technology) in the USA, which corresponds to approximately half of the world market, actually declined during 2012. This decline is believed to be due to the fact that a new, more automated computer system for organ location began to be used during the year and thus replaced a manual system where coordinators had direct contact with the surgeons. The new system was initially less effective than the old system. It is important to be aware that the new STEEN Solution™ technology does not replace existing Perfadex® sales as both products are needed in the new method as well.

## FINANCIAL STATEMENTS, COMPARATIVE FIGURES AND ONE-TIME EXPENSES

On October 1, 2012, XVIVO Perfusion was distributed to Vitrolife's shareholders and XVIVO Perfusion's share was listed on NASDAQ OMX First North. Trade in the share began on October 8, 2012. The figures recorded in this report earlier than October 1, 2012 relate to Vitrolife's Transplantation segment. Figures for sales are comparable and are not affected by the fact that XVIVO Perfusion now stands on its own. For expenses that are recorded pro forma\* and as comparative figures\*, it should be taken into consideration that XVIVO Perfusion was part of the Vitrolife Group and did not have an organization (purchasing, production, quality assurance, storage, distribution, finance and administration) of its own. Building up an in-house organization in these areas has entailed one-time expenses of SEK 2.7 million for the quarter and SEK 8.6 million for the full year.

\*) See page 5 for an overview of the 2012 pro forma income statement and 2011 comparative figures.

# Continuing growth – now on our own

## FOURTH QUARTER

- Sales increased by 10 percent in local currency. Sales were the highest ever for an individual quarter and amounted to SEK 14.7 (13.7\*) million, corresponding to an increase of 7 percent in SEK.
- Operating income before depreciation and amortization (EBITDA) amounted to SEK 0.6 (2.5\*) million. This includes one-time expenses of SEK 2.7 million. EBITDA excluding one-time expenses amounted to SEK 3.3 million, corresponding to an EBITDA margin of 22 percent.
- Net income amounted to SEK -0.8 million, which gave earnings per share of SEK -0.04.
- Cash flow from operating activities was SEK 1.7 million.
- On October 1, 2012 XVIVO Perfusion was distributed to Vitrolife's shareholders and XVIVO Perfusion's share was listed on NASDAQ OMX First North. Trade in the share began on October 8, 2012.
- During November XVIVO Perfusion obtained sales approval for STEEN Solution™ in Canada. The first commercial order of STEEN Solution™ was invoiced to Canada during December.
- In October 2012, the FDA came back with supplementary questions regarding the application for marketing approval of STEEN Solution™ on the American market. These questions have been processed and answered.
- The clinical study in the USA is proceeding according to plan, with good clinical results. 32 out of 42 patients have received transplants.
- There continues to be a great deal of interest from clinics in the USA.
- Two further lawsuits have been filed in the USA against Vitrolife's American subsidiary with regard to Perfadex®. As the products were sold before the distribution of XVIVO Perfusion, XVIVO Perfusion is not liable to pay damages and Vitrolife will also handle the lawsuits in the future.

## FULL YEAR PRO FORMA\*

- Sales increased by 18 percent in local currency. Sales pro forma\* for 2012 were SEK 56.9 (48.1\*) million. This corresponds to sales growth of 18 percent in SEK.
- Operating income before depreciation and amortization (EBITDA) pro forma\* amounted to SEK 8.3 (20.8\*) million. The EBITDA margin was 15 percent. This includes one-time expenses of SEK 8.6 million. EBITDA excluding one-time expenses amounted to SEK 16.9 million, corresponding to an EBITDA margin of 30 percent.
- An application for sales approval of STEEN Solution™ in the USA was submitted in July, 2012 to the FDA. In October, 2012, the FDA responded with supplementary questions, which were processed and answered.
- Two further lawsuits have been filed in the USA against Vitrolife's American subsidiary with regard

to Perfadex®. As the products were sold before the distribution of XVIVO Perfusion, XVIVO Perfusion is not liable to pay damages and Vitrolife will also handle the lawsuits in the future.

## IMPORTANT EVENTS AFTER THE END OF THE YEAR

- Storage and distribution of products for Europe/Asia have been taken over by company management.
- At the beginning of February, 2013 the company was again contacted by the FDA, who gave notification that a few further questions would follow. The FDA will now have a new seventy-five day period to evaluate Xvivo's answers to the additional questions.

\*) See page 5 for an overview of the 2012 pro forma income statement and 2011 comparative figures.

## CEO'S COMMENTS



An intensive period of listing, recruiting, and assuming independent management of the business is now coming to an end. XVIVO Perfusion is now a complete, though still small, international Life Science company. The company's proprietary, world-unique

product, STEEN Solution™, is of great interest. It is close to a regulatory breakthrough and there is strong demand for the product. At the same time, we have a profitable underlying business that provides the flow of capital necessary for the clinical development work on STEEN Solution™. Xvivo's products have great commercial potential as there is a great need to increase the availability of organs for transplantation, something which it is possible to solve through warm perfusion with STEEN Solution™. We anticipate that the ongoing clinical trial in the USA on STEEN Solution™ will have included all patients around the end of June/beginning of July, 2013. The clinical results from this trial, like those from the trial that we have already performed in Toronto (Canada) and those from clinical use in Europe, all demonstrate that STEEN Solution™ enables many more organs to be used in life-saving treatment of patients with lung disease. The organs that have been used in these treatments have been those which were initially assessed to be unusable and which consequently would have been otherwise rejected. Furthermore, the results so far indicate that these organs function at least as well as those organs which initially were assessed to be best. The FDA's slow processing of Xvivo's application for marketing approval is unfortunately not unique or possible to influence. We can expect a delay of a few months more, which makes Q2 2013 appear to be a possible candidate for the granting of approval, though

this is something that we cannot be sure about. The most important thing, however, is that the clinical results continue to be very favorable and that clinics continue to show great interest. Today there is a "queue" of clinics in the USA that would like to begin using the technology. Moreover, the company is studying whether it is possible to use STEEN Solution™ for other organs than lungs and has noted promising results in, for example, the liver. It is estimated that at the end of 2013 these studies will be able to demonstrate whether clinical use is possible and a decision can then be taken with regard to possible clinical trials using other organs. Finally, we can note that the large investments in facilities, equipment, systems, and the organization are now complete and that we can now expand in our present form without further significant investments in infrastructure by simply adding more co-workers as and when necessary. This means that the organization and resources will focus entirely on carrying through with the STEEN Solution™ launch in Europe and Australia, initiating it in the USA when approval has been received and developing the use of STEEN Solution™ in more organs.

Patients in Texas, USA, have filed lawsuits against the University Hospital, the local organ procurement organization and Vitrolife's subsidiary in the USA for incorrect treatment during 2010. The product used, Perfadex®, has been successfully used in thousands of transplantations over a period of fifteen years without any issues. This kind of lawsuit is unfortunately not uncommon in the USA. As the matter concerns treatment that was performed before XVIVO Perfusion was spun off and the product was sold by Vitrolife's subsidiary in the USA, XVIVO Perfusion is not a party in these lawsuits and is thus not at risk.

Magnus Nilsson, CEO

## PRO FORMA INCOME STATEMENT FOR THE FULL YEAR 2012

On October 1, 2012 XVIVO Perfusion was distributed to Vitrolife's shareholders and XVIVO Perfusion's share was listed on NASDAQ OMX First North. Trade in the share began on October 8, 2012. A pro forma income statement for the whole of 2012 is reported in order to illustrate the development of income over time. XVIVO Perfusion

pro forma 2012 is the income statement for Vitrolife's Transplantation segment for the period January to September, such as it was reported in Vitrolife's reporting, with the addition of XVIVO Perfusion's income statement for the period October to December. Comparative figures for 2011 are Vitrolife's Transplantation segment such as it was reported in Vitrolife's reporting. See the table below for the constituent parts of pro forma 2012 and the comparative figures for 2011.

**TABLE 1. OVERVIEW OF XVIVO PERFUSION PRO FORMA INCOME STATEMENT 2012 AND COMPARATIVE FIGURES FOR 2011 (SEK THOUSANDS)**

	January - September 20122011		October – December 20122011		January - December 20122011	
	Vitrolife Segment Transplantation	Vitrolife Segment Transplantation	Xvivo Perfusion AB (publ)	Vitrolife Segment Transplantation	Vitrolife Segment Transplantation and Xvivo Perfusion AB (publ)	Vitrolife Segment Transplantation
SEK thousands						
Net sales	42 197	34 308	14 724	13 742	56 921	48 050
Gross income	33 588	26 598	11 412	11 201	45 000	37 799
Selling expenses	-7 189	-2 865	-3 253	-2 652	-10 442	-5 517
Administrative expenses	-12 825	-2 808	-5 656	-4 456	-18 481	-7 264
Research and development costs	-6 055	-2 905	-2 314	-1 708	-8 369	-4 613
Other operating revenues and expenses	-352	-82	23	-66	-329	-148
<b>Operating income</b>	<b>7 167</b>	<b>17 938</b>	<b>212</b>	<b>2 319</b>	<b>7 379</b>	<b>20 257</b>
Depreciation and amortization	563	399	345	145	908	544
EBITDA	7 730	18 337	557	2 464	8 287	20 801

## FOURTH QUARTER 2012 (OCTOBER - DECEMBER)

### NET SALES

XVIVO Perfusion's net sales increased by 10 percent in local currency. Sales were the highest ever for an individual quarter and amounted to SEK 14.7 (13.7\*) million, corresponding to an increase of 7 percent in SEK.

### INCOME

Operating income before depreciation and amortization (EBITDA) amounted to SEK 0.6 (2.5\*) million. The EBITDA margin was 4 percent. This includes one-time expenses of SEK 2.7 million and these consist of expenses related to the setting up of systems, the building up of the organization and the listing on NASDAQ OMX First North. EBITDA excluding one-time expenses amounted to SEK 3.3 million, corresponding to an EBITDA margin of 22 percent.

The gross margin during the quarter amounted to 78 (82\*) percent. Selling expenses in relation to sales were 22 (19\*) percent. The increase is due to increased resources to support the continuing establishment of STEEN Solution™ and one-time expenses to build up the sales organization. Adjusted for one-time expenses, selling expenses amounted to 21 percent. R&D costs were 16 (12\*) percent of sales. The increase is due to one-time expenses related to the setting up of the new quality system. Adjusted for one-time expenses R&D costs amounted to 11 percent. Administrative expenses increased to 38 (32\*) percent due to the building up of the finance function and one-time expenses for the setting up of a new financial system and listing on NASDAQ OMX First North. Adjusted for one-time expenses, administrative expenses amounted to 26 percent. During the period SEK 2.8 million of the development costs for STEEN Solution™ were capitalized as an intangible asset. Depreciation and amortization for the period amounted to SEK 0.3 million.

\*) See page 5 for an overview of the 2012 pro forma income statement and 2011 comparative figures.



## CASH FLOW

Cash flow from operating activities amounted to SEK 1.7 million in the fourth quarter. The change in operating capital during the period amounted to SEK 1.0 million and consisted primarily of increased accounts payable. Investments amounted to SEK 3.1 million, of which SEK 2.8 million was invested in the STEEN Solution™ study in the USA. The cash flow from financing activities was SEK 7.0 million and consisted of repayments on the borrowings of SEK 2.1 million from Vitrolife as well as the overdraft facility utilized of SEK 9.1 million. Cash and cash equivalents at the end of the period amounted to SEK 7.8 million.

## FINANCING

XVIVO Perfusion's total credit facilities consist of an overdraft facility and at the end of the year amounted to SEK 15 million, of which SEK 9.1 million was utilized. The equity/assets ratio was 78 percent at the end of the quarter.

## FURTHER LAWSUITS FILED AGAINST VITROLIFE IN THE USA REGARDING PERFADEx®

During the third quarter Vitrolife gave notification that a lawsuit had been filed against Southwest Transplant Alliance and the University of Texas together with Vitrolife's American subsidiary, in which damages were being claimed by relatives of a patient who had died in 2010 in connection with a lung transplant. During the fourth quarter two similar lawsuits were filed against the same parties. As the products were sold before the distribution of XVIVO Perfusion, XVIVO Perfusion is not liable to pay damages and Vitrolife will also handle the lawsuits in the future.

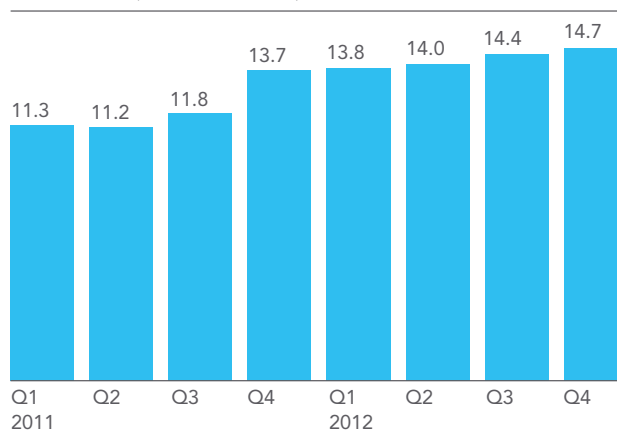
Perfadex® is an organ preservation solution that has been approved by the FDA for the American market since 2001 and has been marketed by Vitrolife from that time until September 2012. As from October 2012, Perfadex® has been marketed by XVIVO Perfusion on the American market. The solution is today used by all lung transplant centers in the USA and has so far been used in thousands of lung transplants. The lawsuits have not yet gone to trial, but are at an early stage where evidence regarding the claims is to be presented in a so-called discovery process. The lawyers representing Vitrolife and its insurance company make the assessment that, on the basis of the information that has come to light at present, Vitrolife has a good chance of winning if the lawsuit goes to trial.

## FULL YEAR 2012 (JANUARY - DECEMBER) PRO FORMA\*

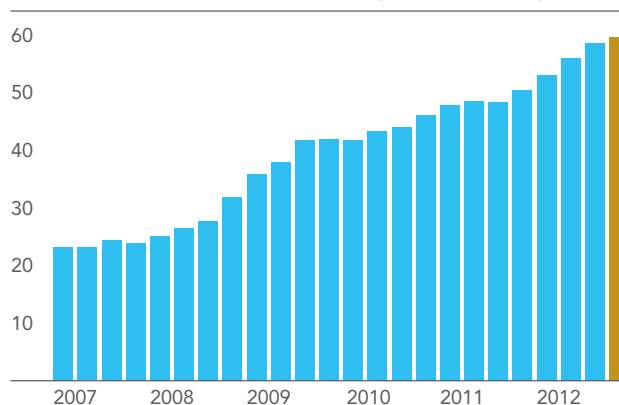
### NET SALES

XVIVO Perfusion's net sales increased by 18 percent in local currency and amounted pro forma\* to SEK 56.9 (48.1\*) million. Sales growth in SEK was 18 percent.

### NET SALES (SEK MILLIONS)\*\*



### NET SALES ROLLING 12 MONTHS (SEK MILLIONS)\*\*



### INCOME

Operating income before depreciation and amortization (EBITDA) pro forma\* amounted to SEK 8.3 (20.8\*) million. The EBITDA margin was 15 percent. This includes one-time expenses of SEK 8.6 million and these consist of expenses primarily related to the setting up of systems, the building up of the organization and the listing on NASDAQ OMX First North. EBITDA excluding one-time expenses amounted to SEK 16.9 million, corresponding to an EBITDA margin of 30 percent.

\*) See page 5 for an overview of the 2012 pro forma income statement and 2011 comparative figures.

\*\*) Q4 2012 is Xvivo Perfusion's sales. All previous quarters derive from Vitrolife's Transplantation segment, as reported in Vitrolife's reporting.

The gross margin pro forma\* amounted to 79 (79\*) percent or SEK 45.0 (37.8\*) million. Selling expenses in relation to sales were 18\* (11\*) percent. The increase is due to increased resources to support the continuing establishment of STEEN Solution™ and one-time expenses to build up the sales organization. Adjusted for one-time expenses, selling expenses amounted to 17 percent. R&D costs were 15\* (10\*) percent of sales. The increase is due to one-time expenses related to the setting up of the new quality system. Adjusted for one-time expenses R&D costs amounted to 12 percent. Administrative expenses increased to 32\* (15\*) percent due to the building up of the management and finance functions and one-time expenses for the setting up of a new financial system and listing on NASDAQ OMX First North. Adjusted for one-time expenses, administrative expenses amounted to 22 percent. During the period SEK 16.3 million of the development costs for STEEN Solution™ have been capitalized as an intangible asset. Depreciation and amortization during the year amounted to SEK 0.9 million.

## OUTLOOK FOR 2013

When marketing approval has been granted in the USA, resources for sales and marketing will be increased in the USA to establish the use of the STEEN Solution™ technology. Additionally, upon approval, the company will begin to amortize the capitalized expenditure for STEEN Solution™, which will affect operating income for 2013. The capitalized assets for STEEN Solution™ amounted to SEK 73 million at the end of the reporting period and it is estimated that straight line amortization will be carried out over a period of ten years.

## THE COMPANY IN BRIEF

### OPERATIONS

Xvivo Perfusion AB ("Xvivo") is a medical technology company that develops solutions and systems for selecting usable organs and maintaining them in optimal condition pending transplantation. Today, the company's product Perfadex® has a market share of over ninety percent in the traditional preservation of lungs for transplantation.

A great problem in transplantation healthcare is the lack of lungs available. Today less than 20 percent of the available donated organs are used in the USA, as it has not been possible to check whether the organ is suitable for

transplantation after it has left the donor's body. By using Xvivo's latest product – STEEN Solution™ – the organ is cleared of harmful substances from the donor, thus creating a better environment for the organ's cells. The technology thereby allows the organ to "recover" if this is possible and also enables the performing of functional testing outside the body. Furthermore, the time that the organ can be kept outside the body is considerably extended. More donated organs can thereby be used, which is expected to increase the total number of lung transplantations.

Over the years Xvivo has established close relations with most of the world's lung transplantation units and made Perfadex® the completely dominant product in its niche. This is the point of departure for Xvivo's work to make STEEN Solution™ available all over the world, in the firm conviction that the number of transplantations will increase as healthcare gains knowledge of and access to STEEN Solution™. The objective of the company is to create value for both patients and shareholders by providing a unique product in a market with great growth potential.

### BUSINESS CONCEPT

XVIVO Perfusion's business concept is to increase the survival rate of patients in need of a transplant by providing effective products that increase the availability of organs with good survival potential when transplanted.

### VISION

The company's vision is to establish the warm perfusion of organs with STEEN Solution™ as the standard treatment in the transplantation of lungs and other organs.

### STRATEGY

XVIVO Perfusion's strategy focuses on getting lung evaluation outside the body using the STEEN Solution™ method accepted as a standard procedure. A basic precondition of the strategy is the obtaining of regulatory approval for STEEN Solution™ in all important markets. XVIVO Perfusion has demonstrated through published preclinical and clinical studies that warm perfusion of organs using the STEEN Solution™ method results in more available organs and thereby gives more patients life-saving treatment and thus better quality of life, socioeconomic gains and lower morbidity and mortality. Furthermore, the company will strive to increase awareness of the STEEN Solution™ method in important groups of stakeholders and work with opinion leaders in the area.

\*) See page 5 for an overview of the 2012 pro forma income statement and 2011 comparative figures.

## THE XVIVO SHARE

The Xvivo share is listed on NASDAQ OMX First North and has the ticker symbol XVIVO. The closing price on December 28, 2012 was SEK 20.20 SEK. According to Euroclear's official register there were a total number of 5,432 shareholders at December 28, 2012. The 10 largest shareholders held 47.7 percent of the total number of shares.

**TABLE 2. OVERVIEW OF XVIVO SHAREHOLDERS AT DECEMBER 28, 2012**

	Shares	%
Bure, AB equity	5 138 245	26.3%
Lannebo Fonder	823 000	4.2%
SEB Stock - isk acc for swedish, Clients at sebl	700 000	3.6%
Försäkringsaktiebolaget, Avanza Pension	685 470	3.5%
Clients Account	418 820	2.1%
Magnus Nilsson	406 000	2.1%
Eccenovo AB	325 000	1.7%
JP Morgan Bank	322 000	1.6%
Nordnet pensionsförsäkring ab	294 430	1.5%
Tigerschiöld, Dag Johan Magnus Hugo	209 772	1.1%
Top ten shareholders, total	9 322 737	47.7%
Other shareholders	10 240 032	52.3%
<b>Total</b>	<b>19 562 769</b>	<b>100.0%</b>

## OTHER INFORMATION

### ORGANIZATION AND PERSONNEL

At the end of 2012 the number of employees was 12, of whom 5 were women and 7 men. Of these, 8 people were employed in Sweden and 4 in the USA.

### INFORMATION ON TRANSACTIONS WITH RELATED PARTIES

No transactions that have substantially affected the company's results and financial position have been carried out with related parties during the quarter.

### PROPOSED APPROPRIATION OF EARNINGS

The Board and the CEO intend to propose to the Annual General Meeting that no dividend is paid for 2012.

### RISK MANAGEMENT

XVIVO Perfusion is constantly working to identify, evaluate and manage risks in different systems and processes. Risk analyses are performed continually with regard to the

company's normal business activities and also in connection with activities that are outside XVIVO Perfusion's regular quality system. The most important strategic and operative risks affecting the company are described in the description of the company that was drawn up before listing on NASDAQ OMX First North (published on October 4, 2012).

### SEASONAL EFFECTS

Xvivo Perfusion's sales are affected relatively marginally by seasonal effects.

### EVENTS AFTER THE END OF THE REPORTING PERIOD

No events have occurred after the end of the reporting period that significantly affect the assessment of the financial information in this report.

### ANNUAL GENERAL MEETING AND ANNUAL REPORT

The Annual General Meeting will be held on Tuesday May 7, 2013, at 5 pm at XVIVO Perfusion's premises in Gothenburg, visitors' address Mässans gata 10. Shareholders will be invited to attend through an announcement in the Swedish Official Gazette and through information in Dagens Industri that shareholders have been invited to attend, no earlier than six weeks and no later than four weeks before the meeting.

Shareholders who wish to have a matter considered at the Annual General Meeting can make a request to the Board to this effect. Such a request concerning consideration of a matter should be sent to Xvivo Perfusion AB (publ), Att: Styrelsens ordförande, Box 53015, 400 14 Göteborg, and must have been received by the Board no later than seven weeks before the Annual General Meeting, or in any case in such good time that the matter, if necessary, can be included in the invitation to attend the meeting.

It is estimated that Xvivo Perfusion's Annual Report for 2012 will be available for download on Xvivo Perfusion's website during the week commencing Monday April 15.

February 19, 2013  
Gothenburg

The Board



**THIS REPORT HAS NOT BEEN REVIEWED BY  
THE COMPANY'S AUDITORS.**

**FINANCIAL REPORTS**

Xvivo Perfusion's interim reports are published on the company's website, [www.xvivoperfusion.com](http://www.xvivoperfusion.com).

**It is planned that the following reports will be submitted during 2013:**

**Interim report January-March: Friday April 19**

**Interim report January-June: Friday July 12**

**Interim report January-September: Thursday November 7**

**FOR FURTHER INFORMATION, PLEASE CONTACT**

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The Certified Adviser is Redeye, [www.redeye.se](http://www.redeye.se)

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Xvivo Perfusion is required to publish the information in this report in accordance with the Swedish Securities Market Act and/or the Financial Instruments Trading Act. The information was submitted for publication on February 19, 2013 at 4.30 pm.

This is a translation of the Swedish version of the report. When in doubt, the Swedish wording prevails.

## CONSOLIDATED INCOME STATEMENTS

SEK thousands	October – December 2012
Net sales	14 724
Cost of goods sold	-3 312
<b>Gross income</b>	<b>11 412</b>
Selling expenses	-3 253
Administrative expenses	-5 656
Research and development costs	-2 314
Other operating revenues and expenses	23
<b>Operating income</b>	<b>212</b>
Financial income and expenses	-73
<b>Income after financial items</b>	<b>139</b>
Taxes	-908
<b>Net income</b>	<b>-769</b>
<b>Attributable to</b>	
Parent Company's shareholders	-769
Earnings per share, SEK	-0.04
Average number of outstanding shares	19 562 769
Number of shares at closing day	19 562 769
Depreciation and amortization has reduced income for the period by SEK 345 thousand (145)	

## CONSOLIDATED BALANCE SHEETS

SEK thousands	Dec 31, 2012
<b>ASSETS</b>	
Goodwill	3 811
Other intangible fixed assets	75 174
Tangible fixed assets	748
Financial fixed assets	2 497
Inventories	13 375
Accounts receivable	8 297
Other current receivables	2 840
Liquid funds	7 776
<b>Total assets</b>	<b>114 518</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>	
Shareholders' equity, attributable to the Parent Company's shareholders	88 765
Provisions	2 032
Accounts payable	6 700
Overdraft	9 089
Current tax liabilities	1 885
Other short-term liabilities	317
Accrued expenses and prepaid income	5 730
<b>Total shareholders' equity and liabilities</b>	<b>114 518</b>
Pledged assets for own liabilities	15 250
Contingent liabilities	-

## CONSOLIDATED KEY RATIOS

	October – December
SEK thousands	2012
Gross margin, %	78
Operating margin before R&D costs, %	17
EBITDA, %	4
Operating margin, %	1
Net margin, %	neg
Equity/assets ratio, %	78
Return on equity, %	0.2
Income per share, SEK	-0.04
Shareholders' equity per share, SEK	4.54
Share price on closing day, SEK	20.20

## CONSOLIDATED CASH FLOW STATEMENTS

	October – December
SEK thousands	2012
Income after financial items	139
Adjustment for items not affecting cash flow	645
Paid taxes	-111
Change in inventories	-94
Change in trade receivables	-1 784
Change in trade payables	2 874
<b>Cash flow from operating activities</b>	<b>1 669</b>
Cash flow from investing activities	-3 064
Cash flow from financing activities	6 989
<b>Cash flow for the period</b>	<b>5 594</b>
Liquid funds at beginning of period	2 090
Exchange rate difference in liquid funds	92
<b>Liquid funds at end of period</b>	<b>7 776</b>

## CONSOLIDATED CHANGES IN SHAREHOLDERS' EQUITY

	Attributable to Parent Company's shareholders			Sum shareholders' equity
	Share capital	Restricted reserves	Non-restricted reserves and result for the year	
SEK thousands				
<b>Shareholders' equity when the group company was created October 1, 2012</b>	<b>500</b>	<b>3 160</b>	<b>85 906</b>	<b>89 566</b>
Total comprehensive income			-769	-769
Shift between restricted and non-restricted reserves		1 765	-1 765	0
Change in currency diff. subsidiary			-32	-32
<b>Closing balance December 31, 2012</b>	<b>500</b>	<b>4 925</b>	<b>83 340</b>	<b>88 765</b>

## INCOME STATEMENTS FOR THE PARENT COMPANY

SEK thousands	January – December		October – December	
	2012	2011	2012	2011
Net sales	51 973	54 429	7 269	17 361
Cost of goods sold	-13 035	-10 851	-3 021	-2 905
<b>Gross income</b>	<b>38 938</b>	<b>43 578</b>	<b>4 248</b>	<b>14 456</b>
Selling expenses	-6 858	-4 218	-1 801	-1 237
Administrative expenses	-13 377	-5 988	-5 058	-3 242
Research and development costs	-8 269	-4 533	-2 063	-1 711
Other operating revenues and expenses	-330	-181	23	-65
<b>Operating income</b>	<b>10 104</b>	<b>28 658</b>	<b>-4 651</b>	<b>8 201</b>
Financial income and expenses	-1 330	2 117	-70	441
<b>Income after financial items</b>	<b>8 774</b>	<b>30 775</b>	<b>-4 721</b>	<b>8 642</b>
Year end dispositions	-2 263	-4 025	-2 263	-4 025
Taxes	-1 786	-7 039	1 369	-7 039
<b>Net income</b>	<b>4 725</b>	<b>19 711</b>	<b>-5 615</b>	<b>-2 422</b>

Depreciation and amortization has reduced income for the period by SEK 393 thousand (171), of which SEK 116 thousand (48) is for the fourth quarter.

## BALANCE SHEETS FOR THE PARENT COMPANY

SEK thousands	Dec 31, 2012	Dec 31, 2011
<b>ASSETS</b>		
Balanced expenditures for development	73 821	57 679
Patents and licences	1 294	1 425
Trademarks	35	40
Tangible fixed assets	184	92
Participation in affiliated companies	14 475	-
Other financial fixed assets	522	-
Inventories	3 956	3 389
Accounts receivable	4 366	4 460
Receivables from affiliated companies	8 710	69 713
Other current receivables	2 782	1 700
Liquid funds	4 574	2 377
<b>Total assets</b>	<b>114 719</b>	<b>140 875</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>		
Shareholders' equity	86 888	11 908
Untaxed reserves	6 288	4 025
Provisions	649	-
Overdraft	9 089	-
Accounts payable	5 250	1 335
Liabilities to affiliated companies	-	119 248
Current tax liabilities	1 733	2 774
Other short-term liabilities	4 822	1 585
<b>Total shareholders' equity and liabilities</b>	<b>114 719</b>	<b>140 875</b>
Pledged assets for own liabilities	15 250	-
Contingent liabilities	-	-

## NOT 1. REDOVISNINGSPRINCIPER

This interim report was prepared pursuant to the Swedish Annual Accounts Act and the general advice and pronouncements of the Swedish Accounting Standards Board with the exception of BFNAR:1 – The Annual Accounts in Small Limited Liability Companies (K2 rules) unless otherwise stated. The consolidated accounts were prepared in accordance with RR1:00. The accounting principles applied are identical, unless otherwise stated below, to the accounting principles used in the preparation of XVIVO Perfusion AB's latest Annual Report.

### Subsidiaries

The consolidated financial statements include the Parent Company XVIVO Perfusion AB (publ) and the wholly-owned American subsidiary XVIVO Perfusion Inc.

### Consolidation principles for the Group

The acquisition of XVIVO Perfusion Inc. is reported in accordance with the common control model, which means that assets and liabilities have been taken over at consolidation values. See note 2 for acquisition analysis. Expenses related to acquisitions are carried as an expense when they arise. The financial reports of subsidiaries are included in the consolidated accounts as from the time of acquisition up until the date when controlling influence ceases.

Intra-Group receivables and payables, revenues and expenses and non-realized profits or losses that arise from intra-Group transactions between Group companies are eliminated in their entirety in the preparation of the consolidated accounts.

### Foreign currency

Transactions in foreign currency are translated to the functional currency using the exchange rate applicable on the day of the transaction. Monetary assets and liabilities in foreign currency are translated to the functional currency using the exchange rate applicable at the end of the reporting period. Exchange rate differences that arise upon translation are reported in the income statement. Non-monetary assets and liabilities recorded at the historical cost of acquisition are translated using the exchange rate applicable at the time of the transaction. Non-monetary assets and liabilities recorded at fair value are translated to the functional currency using the exchange rate applicable at the time of valuation at fair value. The change in exchange rates is then reported in the same way as other changes in value with regard to the asset or liability.

The functional currency is the currency in the primary economic environments where the companies that are part of the Group operate. The companies that are part of the Group are the Parent Company and the subsidiary. The Parent Company's functional currency and presentation currency is Swedish kronor (SEK). The Group's presentation currency is Swedish kronor (SEK).

Assets and liabilities in foreign business operations, including goodwill and other fair value adjustments arising from consolidation, are translated to Swedish kronor using the exchange rate applicable at the end of the reporting period. Revenues and liabilities in a foreign business operation are translated to Swedish kronor using an average exchange rate that constitutes an approximation of the exchange rates applicable at the time of each transaction.

The following exchange rates have been used in the financial statements:

Currency	Average exchange rate	Exchange rate at end of reporting period
	2012 Oct-Dec	Dec 31, 2012
USD	6.6592	6.5156

### Goodwill

Goodwill represents the difference between the cost of acquisition of the business combination and the fair value of acquired assets, liabilities taken over and contingent liabilities such as they were reported in the Vitrolife Group. Goodwill is valued at cost of acquisition minus amortization and any impairments. Goodwill is amortized according to plan over a period of five years.

### Earnings per share

Calculation of earnings per share is based on net income in the Group attributable to the Parent Company's shareholders and on the weighted average number of shares outstanding during the quarter.

## NOTE 2. BUSINESS COMBINATION

XVIVO Perfusion AB acquired XVIVO Perfusion Inc. at September 30, 2012. The identifiable assets and liabilities are valued at consolidation values according to the common control principle. As the acquisition occurred when Xvivo was still part of the Vitrolife Group, under common ownership, the assets and liabilities are valued at the values they had when Xvivo was still a part of Vitrolife. The table below summarizes acquired consolidated assets and liabilities.

### TABLE ACQUISITION ANALYSIS

	SEK thousands
<b>Purchase sum</b>	
Purchase sum	14 475
<b>Total purchase price</b>	<b>14 475</b>
<b>Identified assets and liabilities</b>	
Goodwill	4 011
Liquid funds	0
Account receivable	10 868
Inventory	11 056
Prepaid costs/deposits	99
Tangible assets	28
Intangible assets	411
Skatt på internvinst lager	3 600
Shareholders' equity*	6 076
Account payable	-21 262
Accrued Vacation	-412
<b>Total acquired assets and liabilities</b>	<b>14 475</b>

\*The sum of the difference between legal entity value and consolidated value is booked against shareholders' equity in the acquisition analysis





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