



Boule Diagnostics Q4 presentation

Jesper Söderqvist CEO and
Christina Rubenhag CFO

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Boule Diagnostics overview

- Decentralized blood diagnostics
- Over 70 years in hematology
- Human and veterinary markets
- Instruments and consumables
- Recurring revenues
- Multi-brand strategy
- OEM-sales

28,600
active instruments

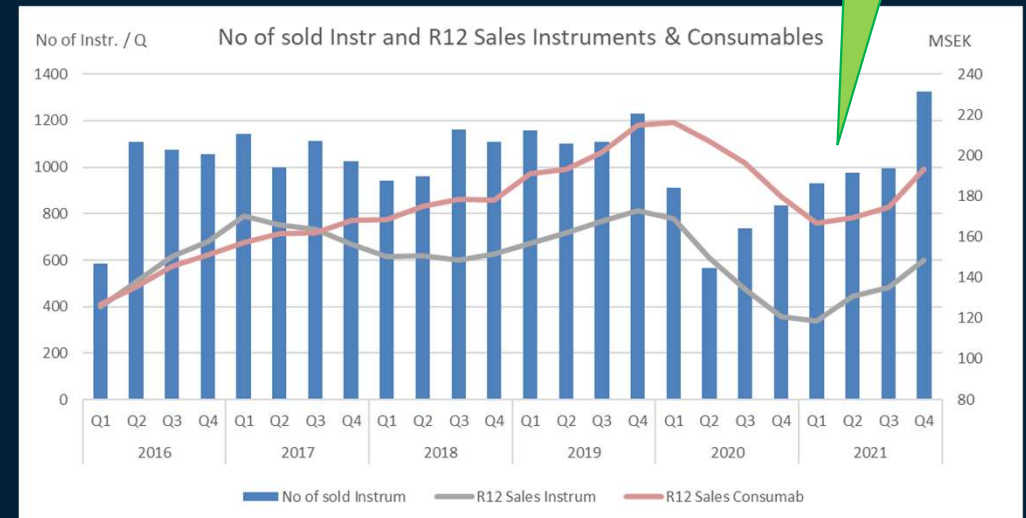
100
countries

140+
million tests per
year



Q4 highlights: all-time-high revenue with growth in all areas

- Consumables up +47% vs 2020, +23% vs Q3 2021 and above pre-pandemic levels
- Instrument sales increasing globally
- Continued strong sales in USA driven by OEM
- Disturbances in the supply chain
- Good progress with our strategic priorities



Positive R12 trends for both instruments and consumables continues

Increased profitability

- Net sales in constant currencies up +50% YoY
- Growth in all product lines and regions
- Region and product mix, but mainly supply chain disturbances pressure gross margin
- Investments in new platform 15 MSEK

Financials Q4

Net sales, MSEK

140.3

Gross margin

41.2%

YoY Growth

51.4%

EBIT-margin

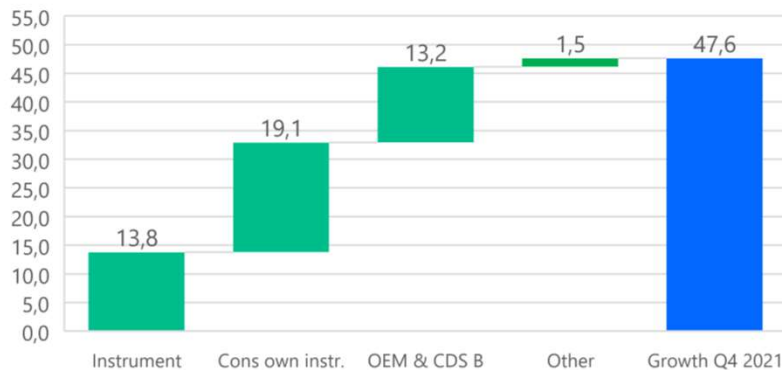
9.9%

Op. cash-flow, MSEK

11.8

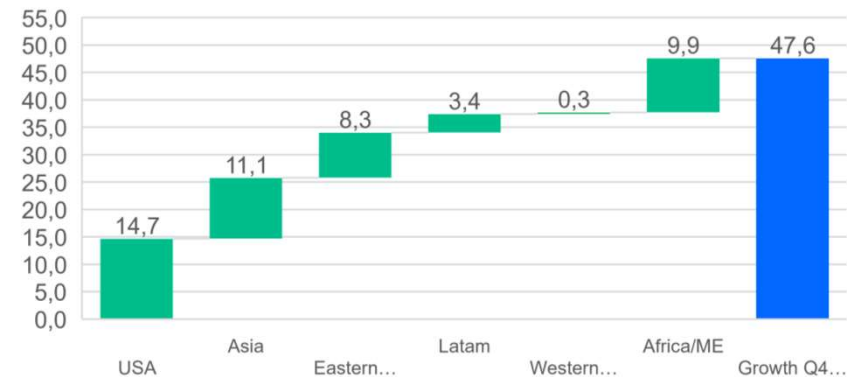
Sales bridge: growth in all areas

Growth per product MSEK Q4 YoY



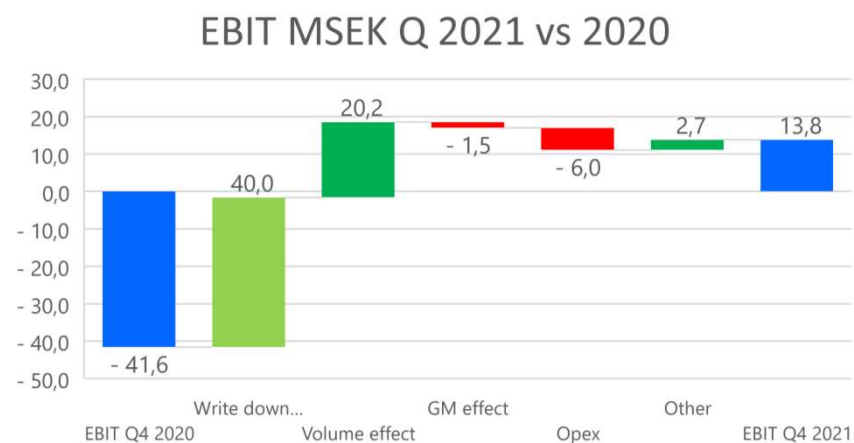
- Recovery driven by easing of pandemic restrictions across the world
- OEM business continue to show strong performance

Growth per region MSEK Q4 YoY



- Growth in US driven mainly by OEM business
- Asia growth driven by instrument and consumable sales to India. Still restrictions in many other countries
- Eastern Europe, positive impact from start of local production
- Increased initiatives in Africa/Middle East starting to generate results

EBIT bridge: Revenue drives EBIT improvements

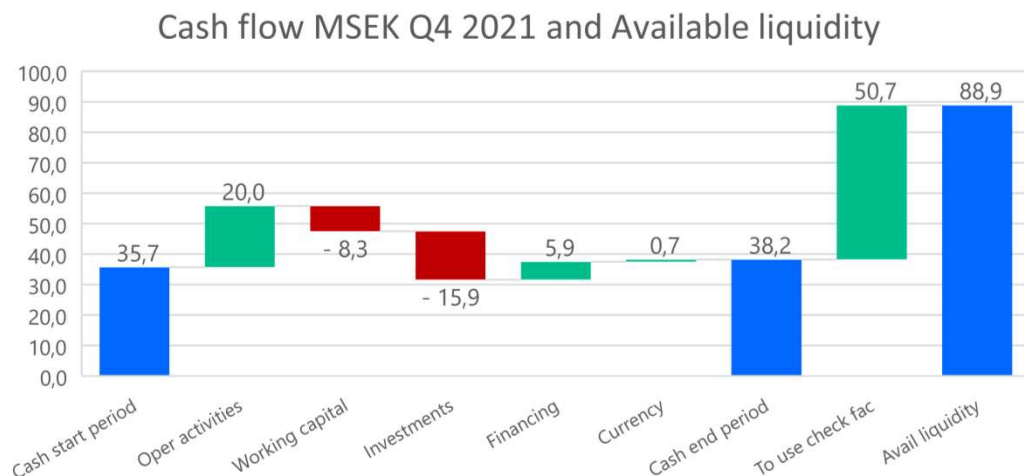


- Last year included a write-down of 40 MSEK
- Gross margin pressured by supply chain disturbances
- Opex include supply chain mitigations, exhibitions and travel, and cost to strenghten the organisation

EBIT, MSEK
13.8 (-41,6)

EBIT-margin
9.9%

Cash flow Q4: strong liquidity position to enable growth and future investments



- Continued investment in future proprietary technology platform
- Working capital impacted by increased sales, mainly set of by pledged receivables

Operating cash flow,
MSEK
11.8

Cash flow, MSEK
1.6

Continued progress with priorities during Q4

Q4 2021 priorities

- ✓ Convert large Q4 order book to revenue
- ✓ Manage supply situation - **Continued risk**
- ✓ IVDR readiness - **On-track – QMS audit passed**
- Industrialization of new product platform - **Good progress, slight shift in release plans**
- Continue to strengthen Boule based on updated strategy - **On-track**



Full year 2021 highlights

- Recovery of demand
- Managed supply chain challenges very well, even if gross margin and EBIT burdened by extra expenses
- Updated strategy
- Expansion of our commercial organization
- Local production of consumables in Russia
- Ramp-up production of new product to OEM client
- Audit of quality management system for IVDR
- Increased focus on innovation - progress with new platform, connectivity, instruments and consumables
 - Investments in new platform 53 MSEK
- Proposed dividend 0,55 SEK

Financials 2021

Net sales, MSEK

463.3

Gross margin

42.9%

YoY Growth

15.7%

EBIT-margin

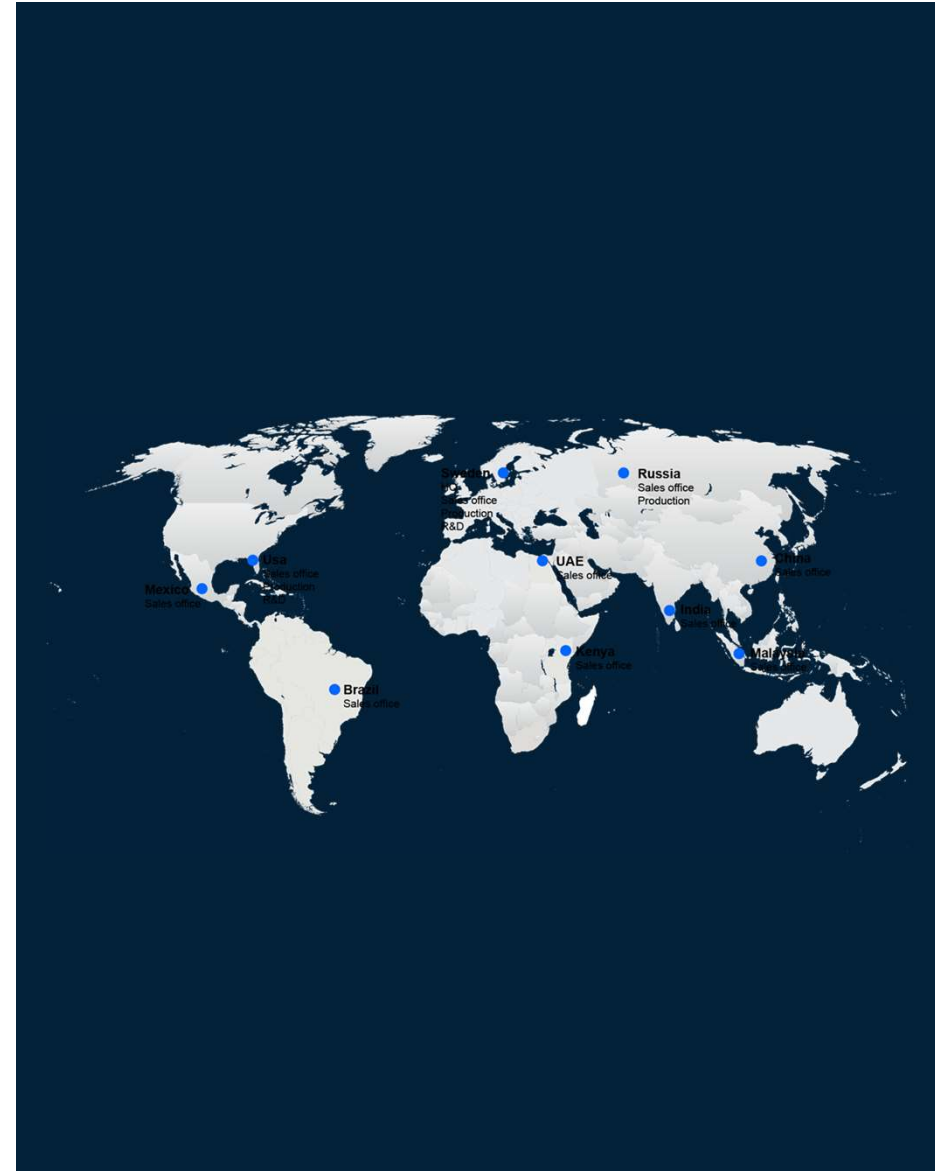
7.8%

Op. cash-flow, MSEK

43.2

Key markets: outlook

- **USA:** strong performance and positive outlook for the OEM business
- **Asia:** India starting to recover, South East Asia still waiting for eased restrictions
- **Eastern Europe:** positive momentum from start of local production, some risks with political situation in Russia
- **Middle East and Africa:** new opportunities thanks to increased local presence, high interest from potential new distributors
- **Globally:** continued supply chain and logistics challenges



The strategic direction remains intact – key priorities in 2022

- Convert large Q1 order book to revenue
- Price adjustments
- Manage supply situation
 - Increase production capacity in our US production
- IVDR readiness
- Industrialization and launch of new product platform
- Continue strengthen Boule based on updated strategy
 - Leverage increased local presence
 - Increase activity of Boule Academy



Summary

- Continued market recovery
- Executing our strategy
- Still challenges with the supply chain
- Enter 2022 with strong order book



BOULE ASPIRATION

- Most satisfied customers
- Highly valued employer
- >500M tests yearly



FINANCIAL TARGETS

- Operating Margin >15%
- Long-term sales growth >10%
- Net debt to EBIT ratio <3 times

Strategic pillars for profitable growth



- **Increase value for users and distributors**
- **Invest in sustainable product development**
- **Grow # tests done with Boule solutions**



Thank you!

Q&A

