

A close-up photograph of a person wearing a white lab coat and white gloves, holding a small vial of blood. The vial has a white label with the text "150 40 48", "2019-01-22", and the "Boule" logo. The background is a blurred laboratory environment with blue and white tones.

# Boule Diagnostics Q1 2022 presentation

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# Q1 highlights

- All time high Q1
- Demand at pre-pandemic levels
- Growth driven by India and OEM business
- Growth in all product lines
- Supply chain situation limits production and impact profitability
- Our priority is always the customer
- Meeting customers again



# Financials at a glance

- Net sales in constant currencies up +23% YoY
- High share of instrument sales to India and OEM business
- Gross profit margin decreased by 1.5 pp
- Operating margin increased by 1.0 pp
- Investments in new technology platform 18 MSEK

## Financials Q1

Net sales, MSEK

**132.5**

Gross margin

**42.9%**

YoY Growth

**31.7%**

EBIT-margin

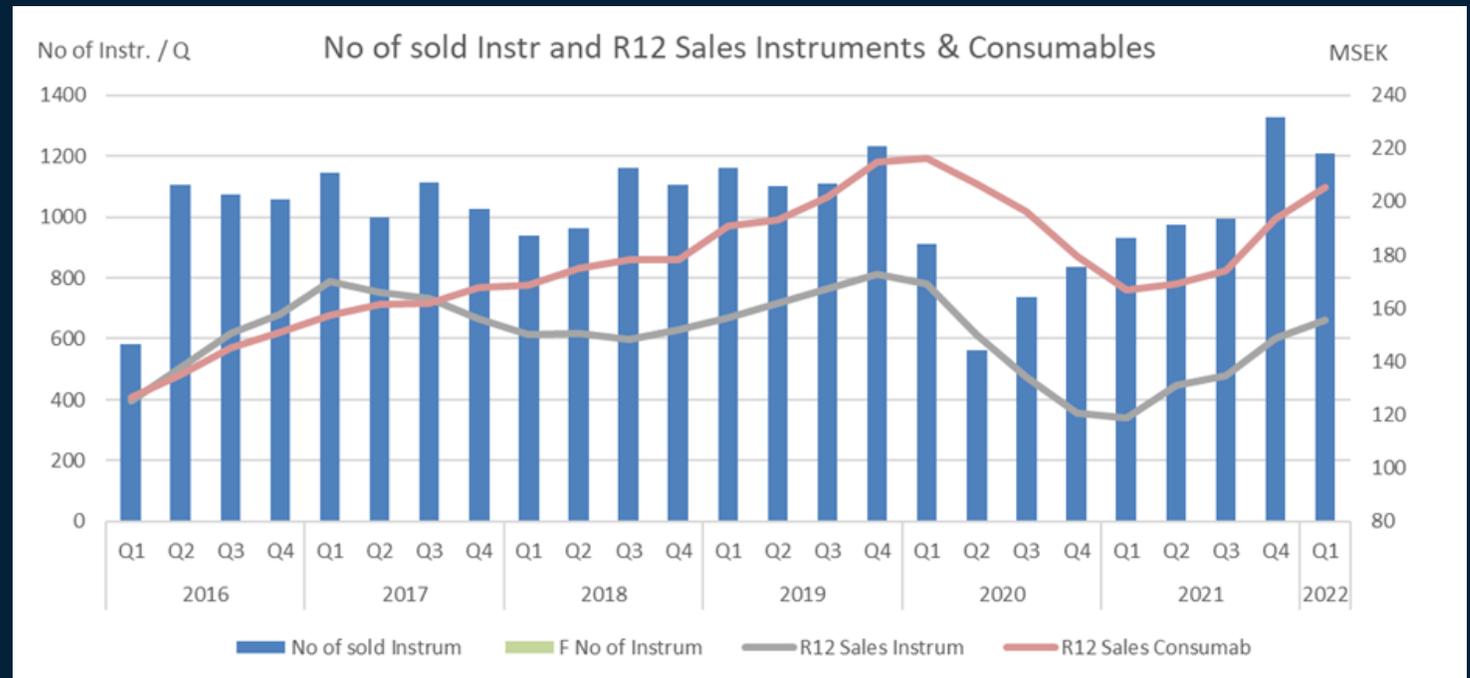
**7.8%**

Cash-flow, MSEK

**-1.3**

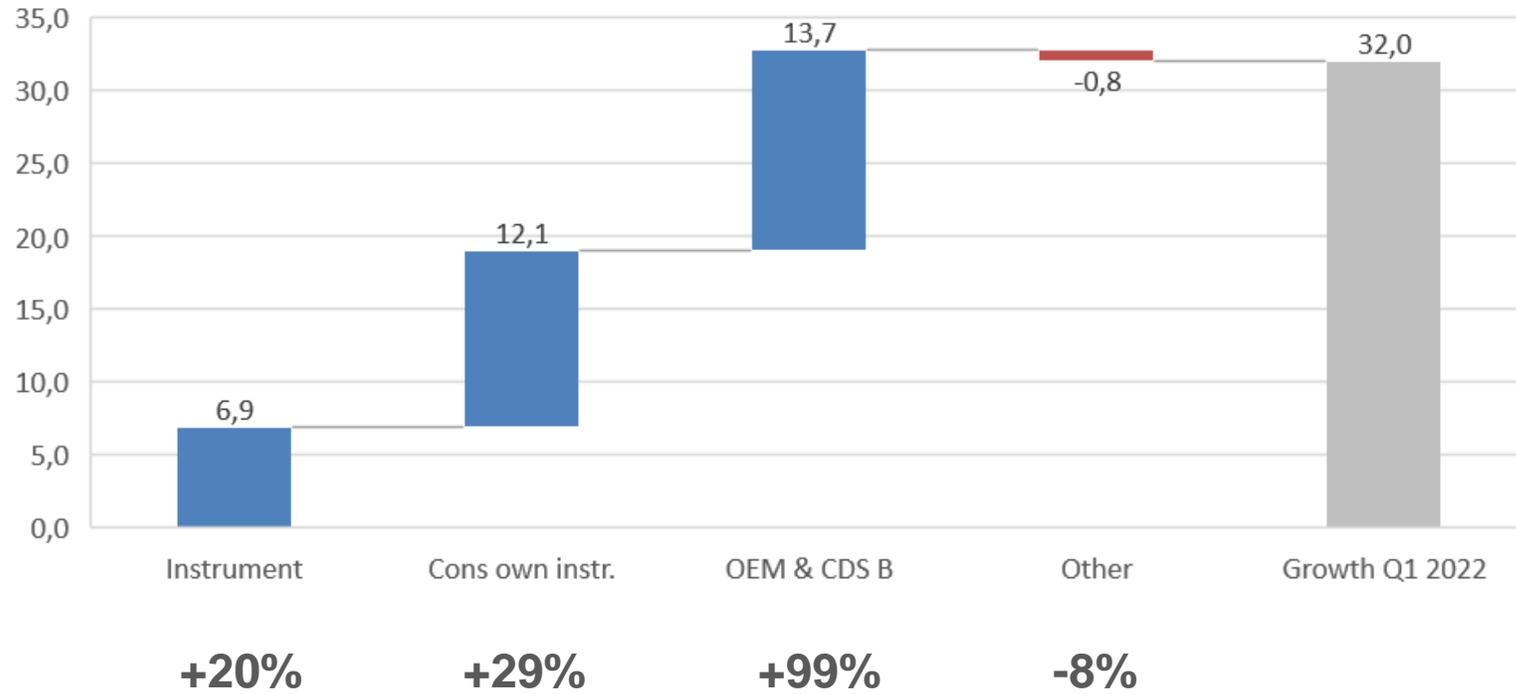
# All-time-high revenue for a first quarter & stable trends of market recovery

- Back to pre-pandemic levels last two quarters
- Recovery driven by easing of pandemic restrictions across the world.



# Sales bridge: Growth for all products

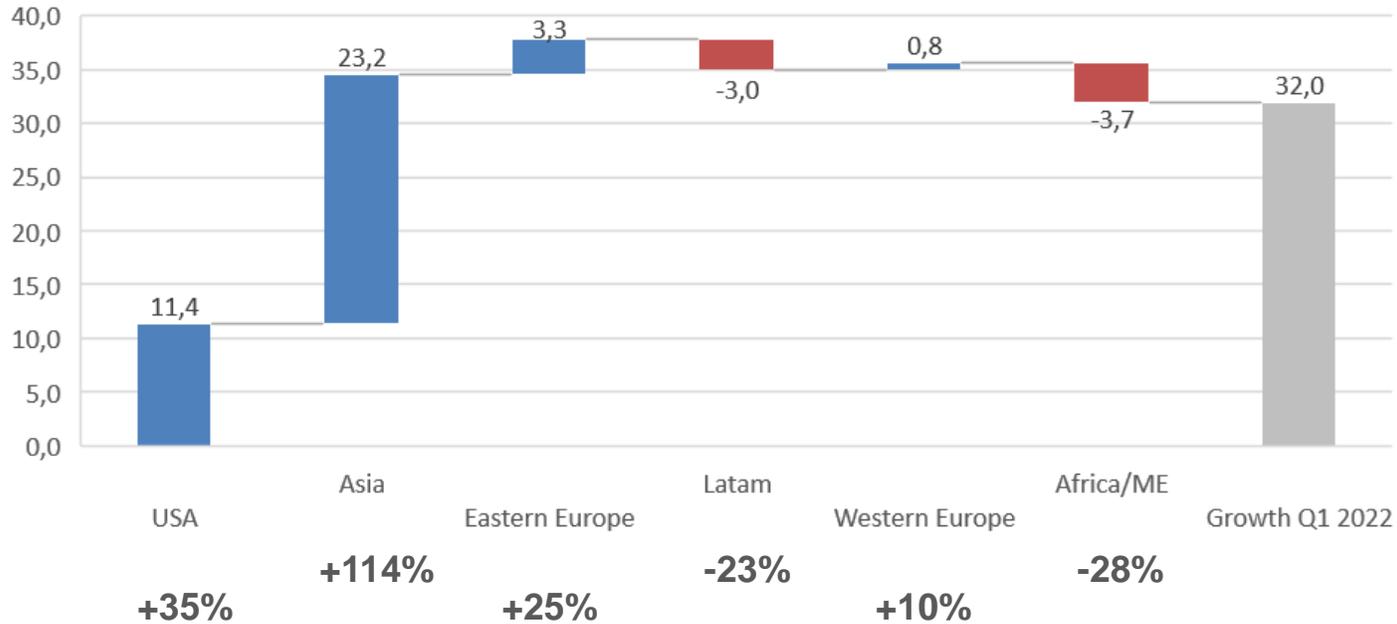
Growth per product MSEK Q1 YoY



- OEM business continue to show the strongest growth

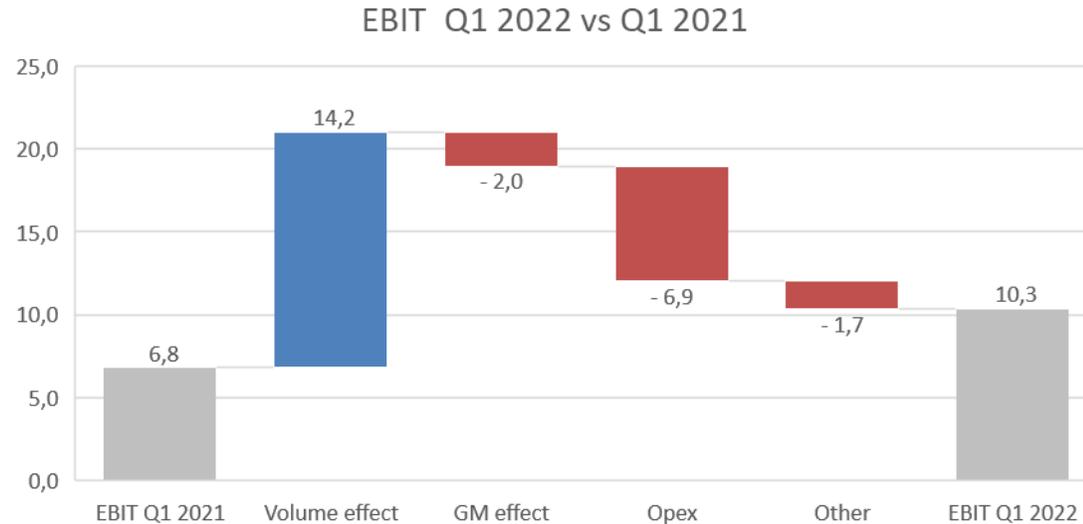
# Sales bridge: Strong growth in Asia and US

Growth per Region MSEK Q1 YoY



- US growth mainly driven by OEM business.
- Asia mainly driven by India recovery
- Eastern Europe show growth despite weak ending of quarter in Ukraine and Russia
- Africa/Middle East affected by delayed delivery to Egypt due to new policy of payments
  - somewhat offset by business with new distributors in Lebanon and Saudi Arabia

# EBIT bridge: Revenue drives improvements



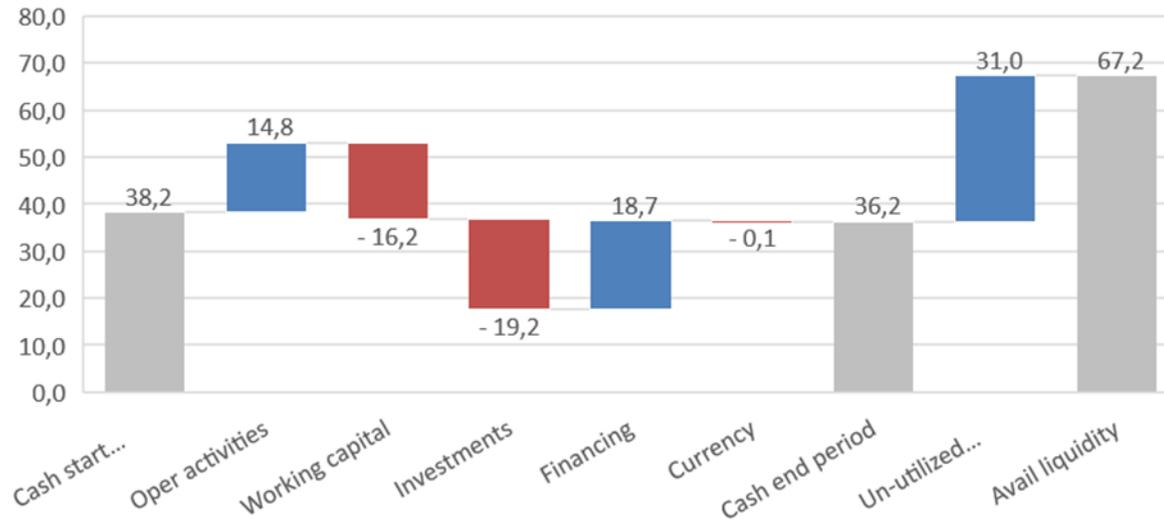
- Gross margin pressured by supply chain disturbances and increased prices for component.
- Implemented price increases partly compensate
- Opex include supply chain mitigations, exhibitions and travel, and cost to strengthen the organization.

EBIT, MSEK  
**10.3** (+3.5)

EBIT-margin  
**7.8%** (+1.0 p.p.)

# Cash flow: liquidity position to enable growth and future investments

Cash Flow Q1 2022 and Available liquidity



- Working capital impacted by increased inventory and sales volume
- Continued investment in future product platform.
- New loan in end of April of 35 MSEK to maintain high level of investments in the new product platform.

Operating cash flow,  
MSEK

**-1.3**

Cash flow, MSEK

**-1.8**

# Market outlook 2022

- Entered Q2 with stronger order book than normal
- **Globally:** continued supply chain and logistics challenges
  - Biggest risk now is the recurring lock-downs in China
- **USA:** OEM business is the growth driver
- **Asia:** India recovered. Still many South-East Asian countries await eased restrictions
- **Eastern Europe:** large uncertainties due to the war in Ukraine and sanctions towards Russia
- **Middle East and Africa:** new opportunities thanks to increased local presence and new distributors



# The strategic direction remains intact – continue invest in the future

## Key priorities in 2022

- IVDR implementation in Q2
- Manage supply situation
  - Increase production capacity in our US production
- Price adjustments
- Industrialization and launch of new product platform
- Launch cloud service functionality to selected customers in Q4
- Grow sales by leveraging increased local presence
- Increase activities of Boule Academy



# Summary

- Proud of organization
- Revenue records two last quarters
- Stable revenue from large installed base
- Usage and market demand at pre-pandemic level
- Geopolitical instability create short term uncertainties
- Long-term growth in the market 3-8%



## 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