



Boule Diagnostics AB (publ) Interim report January–March 2016

Year starts with strong first quarter

Quarter January–March 2016

- Net sales amounted to SEK 84.4 million (75.3), up 12.1 percent. Adjusted for changes in the USD and EUR exchange rates, this represents an increase of 11.5 percent.
- Cash flow from operating activities amounted to SEK 6.1 million (-0.7).
- Operating profit was SEK 8.4 million (8.9).
- Net profit amounted to SEK 6.3 million (6.6).
- Earnings per share before dilution amounted to SEK 1.33 (1.40), and after dilution to SEK 1.33 (1.39).

Significant events after the period

BOULE WINS BIG TENDER IN INDIA

In early May, Boule won a tender for 136 Medonic systems in the state of Uttar Pradesh in North India, in partnership with its Indian distributor. The instruments will be installed in 136 hospitals around the state starting in quarter two 2016.

Significant events during the quarter

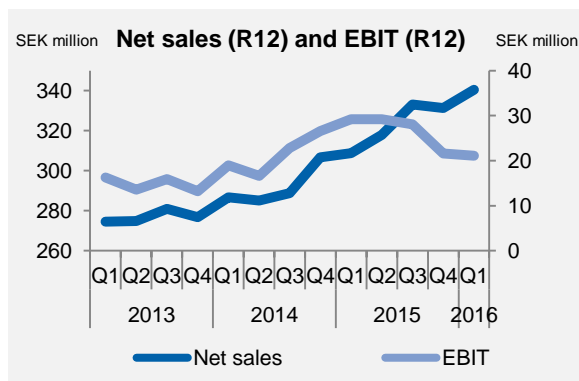
AGREEMENT ON THE SALE OF A CLINICAL CHEMISTRY SYSTEM IN THE US

An agreement was reached in January with American company Medica Corporation Inc. to market and sell their EasyRA® product in the US. Boule began to market the product during the end of March.

NEW CHAIRMAN OF THE BOARD

At the Board of Directors meeting held on January 25, Board Member Peter von Ehrenheim was elected as Chairman, a post he will retain until the Annual General Meeting. He succeeds Lars-Olof Gustavsson, who left the Board after the company he represented, Siem Capital AB, sold its stock.

Key figures	Jan-Mar 2016	Jan-Mar 2015	Apr 15-Mar 16 (R12)	Apr 14-Mar 15 (R12)
Net sales, SEK million	84.4	75.3	340.5	308.7
Operating profit/loss, SEK million	8.4	8.9	21.1	29.2
Operating margin, %	9.9	11.8	6.2	9.5
Profit after tax, SEK million	6.3	6.6	15.1	32.6
Net debt, SEK million	1.5	31.2	1.5	31.2
Return on equity, %	3.3	3.7	8.0	20.5
EBIT (R12)/ Net debt	14.5	0.9	14.5	0.9
Earnings per share, before dilution, SEK	1.33	1.40	3.20	6.93
Earnings per share, after dilution, SEK	1.33	1.39	3.20	6.93



Comments from CEO Ernst Westman

SALES AND GEOGRAPHIC MARKETS

First quarter sales amounted to SEK 84 million, a 12 percent increase compared to the corresponding quarter in 2015. Sales successes in our biggest markets, Asia and USA, continue to compensate for weak demand for instruments in Russia and Brazil in particular. It is worth noting that sales in India grew by 97 percent in the quarter compared to the same period in 2015.

In total, Boule sales increased by just over 10 percent over the last twelve month period compared to the corresponding period in 2015. All regions except Eastern Europe have increased sales in this period. In Asia and the USA, sales rose by 38 and 13 percent, respectively.

NEW PRODUCTS IN USA

The agreement of January this year with the American company Medica is part of our investment in the new product area of clinical chemistry. It gave us the right to market Medica's EasyRA® system via our sales organisation in the USA. The first system was sold in March. These products will make a small contribution in this current year. In the medium term, we expect these and other products within clinical chemistry to make significant contributions to growth in sales.

EARNINGS AND PROFITABILITY

Gross earnings for the first quarter are the highest ever, in both absolute figures and in relation to sales. This is primarily due to new generations of instruments by Medonic and Swelab, whose associated higher prices account for a growing proportion of instrument sales. Certain authorities are starting to specify higher demands in the procurement process, which benefits us who are strategically oriented towards the quality and premium segment.

The past quarter was better than the end of 2015 in every respect, which is pleasing. It should be noted that no development costs were activated in the first quarter of 2016. Despite this, plus increased marketing efforts, operating profit was in line with quarter one, 2015.

We can also report a clear improve in cash flow from normal operations, which can be attributed to the process oriented efficiencies that are being implemented.

LOOKING FORWARD

We are laying the foundations for future success every day in our continuous improvement drive on all fronts and all departments, to increase our competitiveness. From research and development to production, market development and financing solutions.

” Sales successes in our biggest markets, Asia and USA, continue to compensate for weak demand for instruments in Russia and Brazil in particular.



Ernst Westman
CEO and President

Group performance

January-March 2016

NET SALES

During the quarter net sales amounted to 84.4 million (75.3), up 12.1 percent. Adjusted for changes in the USD and EUR exchange rates, this represents an increase of 11.5 percent.

Instrument sales accounted for 33 percent (32), consumables for 58 percent (59) and other sales (primarily service, spare parts and freight) for 9 percent (10).

GROSS MARGIN

During the quarter the gross margin was 50.1 percent (46.8). The increase compared to the previous year is primarily due to increased prices.

EXPENSES

Operating expenses during the quarter amounted to SEK 33.8 million (27.8). The increase is primarily the result of increased marketing initiatives and the fact that no research and development costs have been activated in 2016.

Research and development expenditures charged to earnings amounted to SEK 8.4 million (6.4), which represents 10 percent (8) of net sales.

Research and development expenditures of SEK 0.0 million (3.7). Capitalization in 2015 relates to the development of an updated generation of instruments, which was launched at the start of the second quarter of 2015.

The net of other operating revenues and other operating expenses amounted to a total of SEK -0.2 million (1.4). This item primarily comprised realized and unrealized exchange rate losses from operations.

NET SALES BY REGION AND PRODUCT

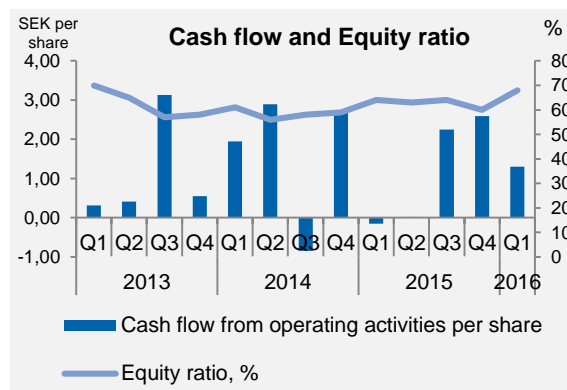
Net sales by region SEK million	Jan- Mar 2016	Jan-Mar 2015	Change	Apr 15- Mar 16 (R12)	April 14- Mar 15 (R12)	Change (R12)
USA	30.3	26.4	15%	121.8	108.0	13%
Asia	20.1	11.6	73%	75.8	55.1	38%
Eastern Europe	10.5	10.3	2%	41.3	49.3	-16%
Latin America	6.0	8.6	-30%	31.8	30.5	4%
Weastern Europe	8.6	9.4	-9%	35.1	32.8	7%
Africa/ Middle East	8.8	9.0	-2%	34.7	33.1	5%
Total	84.4	75.3	12%	340.5	308.7	10%

Net sales by product SEK million	Jan-mar 2016	Jan-Mar 2015	Change	Apr 15- Mar 16 (R12)	Apr 14- Mar 15 (R12)	Change (R12)
Instruments	28.2	23.9	18%	123.3	119.2	3%
Consumables own instruments	33.6	30.3	11%	126.8	110.1	15%
Consumables OEM and CDS-brand	15.6	13.8	13%	60.8	52.0	17%
Other	7.0	7.3	-4%	29.6	27.4	8%
Total	84.4	75.3	12%	340.5	308.7	10%

PROFIT

Gross profit during the quarter rose SEK 7.1 million, from SEK 35.2 million to SEK 42.3 million. The reason is increased sales of instruments and consumables plus improved gross margin.

Operating profit was SEK 8.4 million (8.9). Net financial items amounted to SEK -0.5 million (-0.4). Profit before tax was SEK 7.9 million (8.5). Profit for the period was SEK 6.3 million (6.6).



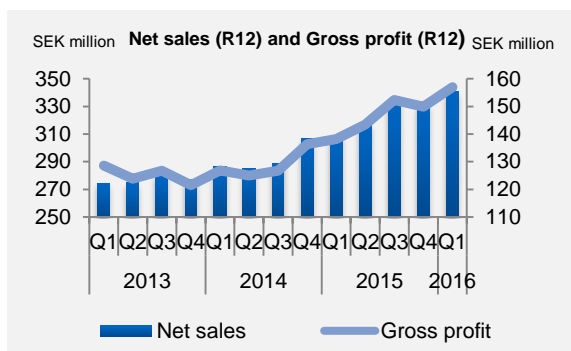
INVESTMENTS AND CASH FLOW

Cash flow from operating activities after changes in operating capital amounted to SEK 6.1 million (-0.7).

Total net investments amounted to MSEK 2.0 (4.0). This reduction is primarily due to no development costs being activated in quarter one, 2016.

Cash flow for the period amounted to MSEK -31.1 (-4.2) and cash and cash equivalents at the end of the period were MSEK 19.1 (19.5). The worsening of cash flow of the period is due to a reduction of SEK 36.0 in interest bearing liabilities, which reduced cash funds at the same time.

Cash and cash equivalents available to the Group, including unutilized credit facilities, amounted to SEK 71.4 million (53.1) at the end of the period.



EQUITY AND LIABILITIES

Group equity on 31 March 2016 totaled SEK 192.6 million (185.9) and the equity/asset ratio was 68 percent (64).

The interest bearing liabilities, that were primarily the utilisation of overdraft facilities, financing of accounts receivables and a parent company loan, amounted to MSEK 20.5 (50.7) on 31 March 2016. SEK 5,3 million (7.4) of the interest-bearing liabilities were non-current and SEK 15.2 (43.3) million were current. At 31 March 2016 other non-interest-bearing current liabilities and accounts payable totaled SEK 55.1 million (49.6).

At the end of the year deferred tax assets and deferred tax liabilities totaled SEK 9.1 million (12.5) and SEK 3.7 million (3.2) respectively.

MARKET

Boule markets its products to hospitals, clinics, laboratories and companies within blood diagnostics in both the human and veterinary areas. Blood diagnostics means that only blood is analyzed via e.g. clinical chemical analysis or blood cell counting concerning changes in different blood components. The size of the market is around SEK 5 bn of which Boule has a market share of around six percent.

SIGNIFICANT RISKS AND UNCERTAINTIES

The Group's operations are subject to a number of risks and uncertainties.

There is always a risk of competitors offering more efficient and better products than Boule and that the customer base will shrink as a result. Faulty and delayed deliveries or non-deliveries from the company's suppliers could in turn result in delayed, defective or faulty deliveries by the company. The company is also always exposed to exchange rate fluctuations.

There is no guarantee that the company's operations will not be subjected to restrictions by government agencies or that that they will obtain the regulatory approval they need in the future.

There is also the risk that the company could lose its ability to develop products, or that its products cannot be launched on schedule or that market reception is poorer than expected. These risks could result in lower sales, which would then have a negative impact on the company's earnings. For a detailed description of risks and uncertainties refer to the 2015 Annual Report.

TRANSACTIONS WITH RELATED PARTIES

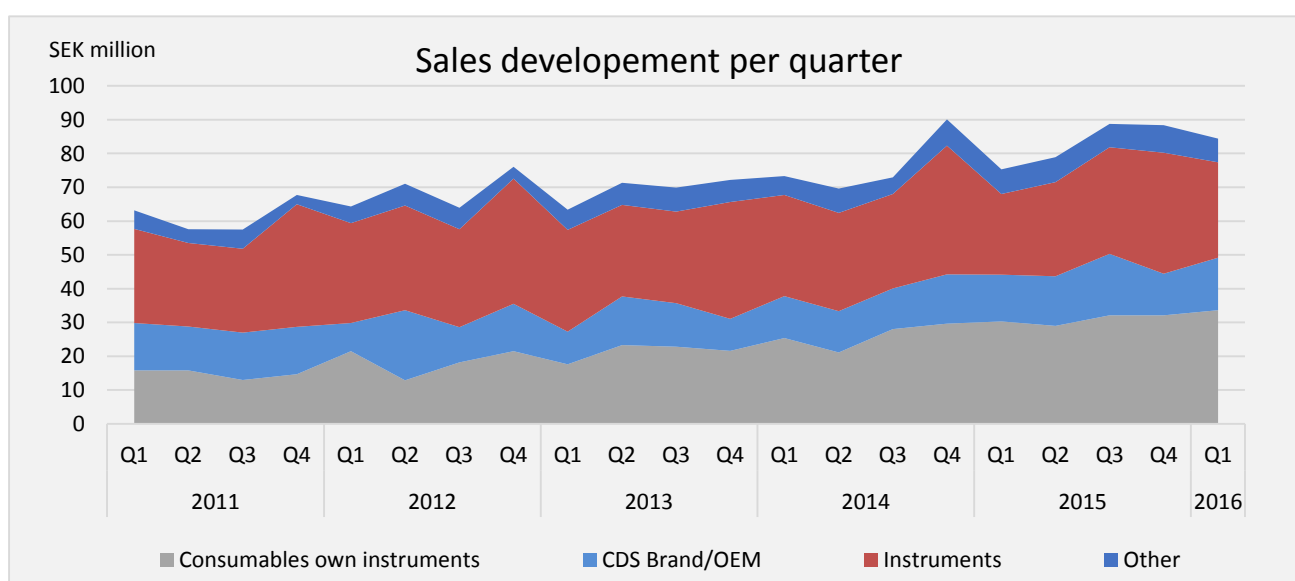
There were no significant transactions with related parties in this period.

PARENT COMPANY

Boule Diagnostics AB (publ.), Corporate Registration Number 556535-0252 is a Swedish corporation with its registered address in Stockholm. The address of its headquarters is Domnarvsgatan 4, SE-163 53 Spånga, Sweden

The Parent Company's revenues derive from Group-wide services.

Receivables from Group companies mainly relate to receivables from the Swedish subsidiary Boule Medical AB. Risks and uncertainties in the Parent Company indirectly match those of the Group.



NUMBER OF SHARES

The number of shares and voting rights in Boule Diagnostics AB amount to 4,707,138. The company has also issued 30,000 warrants and 178,750 employee options (see the section on Options below).

Shareholders March 31, 2016 and thereafter known changes	Number of shares	Proportion of capital/vote
Svolder AB	674,436	14.33 %
Nortal Investments AB	620,402	13.18 %
Nordea Fonder	552,933	11.75 %
AB Grenspecialisten	488,084	10.37 %
Linc Invest AB	470,715	10.00 %
Thomas Eklund incl. company	444,638	9.45 %
Ernst Westman incl. family and company	127,892	2.72 %
Société Générale	122,804	2.61 %
Avanza Pension	74,872	1.59 %
Daniel Rammeskov	71,000	1.51 %
Other shareholders (814)	1,059,362	22.51 %
Total	4,707,138	100.00 %

OPTIONS

The Annual General Meeting in May 2014 resolved on a new employee share option program. A total of 178,750 options (including hedging) were issued to management and key individuals in the Group. The President received 32,000 options, other senior executives, a total of five, received 11,000 options each and other key employees received 6,000 options each. There were no changes in outstanding options in this quarter.

When fully exercised, the options generate dilution of 3.8 percent (including hedging). Each option entitles the holder to subscribe for new shares in the company

during the second half of 2017 at a rate of SEK 68.18 per share, provided that the employee is still employed in the Group.

As a result of the employee share option program, Boule Diagnostics AB has, through a subsidiary, a holding of 43,750 warrants for hedging purposes. The underlying warrants have conditions that, in all material respects, match the employee options relating to the respective hedge. These warrants will ensure share delivery should all the employee options be fully exercised, and, if fully exercised, the surplus number of warrants is also expected to cover the potential charge against the company's equity and liquidity resulting from the employer's contributions caused by the tax imposed on fringe benefits. The recognized impact on earnings if the employee share options are fully exercised, will not, as such, be eliminated by this hedge.

30,000 warrants have already been issued to three key individuals in the Group. These options were issued on market-based conditions. When fully exercised the options result in dilution of 0.6 percent. Each option entitles the holder to subscribe for new shares in the company during the second half of 2017 at a rate of SEK 54.46 per share.

PERSONNEL

The average number of employees in the Group during the period was 170 (180) including 9 (7) at the Parent Company. By country the average number in Sweden was 71 (77), USA 85 (83), China 13 (16), Switzerland 0 (3), Mexico 1 (1). The average number of women in the Group was 67 (66) and the average number of men was 103 (114).

The Board of Directors and the President certify that this interim report provides a fair and accurate review of the operations, financial position and earnings of the Parent Company and the Group and that it describes the material risks and uncertainties facing the Parent Company and the companies included in the Group.

Stockholm May 12, 2016
Boule Diagnostics AB

Peter Ehrenheim
Chairman of the board

Thomas Eklund
Board member

Ernst Westman
President and CEO

Karin Dahllöf
Board member

Tord Lendau
Board member

AUDIT REVIEW

This report was not reviewed by the company's auditors

Consolidated statement of comprehensive income and other comprehensive income

SEK million	Jan-Mar 2016	Jan-Mar 2015	Jan-Dec 2015
Net sales	84.4	75.3	331.4
Cost of goods sold	-42.1	-40.1	-181.6
Gross profit	42.3	35.2	149.8
Other operating revenues	0.7	2.4	4.8
Selling and marketing expenses	-18.7	-15.6	-66.2
Administrative expenses	-6.7	-5.8	-22.8
Research and development expenses	-8.4	-6.4	-40.1
Other operating expenses	-0.8	-1.0	-3.9
Operating profit/loss	8.4	8.9	21.6
Financial income	0.0	0.0	0.0
Financial expenses	-0.3	-0.3	-1.5
Exchange rate differences	-0.2	-0.1	0.2
Net financial items	-0.5	-0.4	-1.2
Profit/loss before tax	7.9	8.5	20.4
Current tax	-1.4	0.0	-0.6
Deferred tax	-0.2	-1.9	-4.4
Net profit/loss	6.3	6.6	15.4
Other comprehensive income			
Items that may be allocated to net profit/loss for the period			
Translation differences for the period from the translation of foreign operations	-2.2	9.3	5.5
Other comprehensive income/loss for the period	-2.2	9.3	5.5
Total comprehensive income/loss for the period	4.0	15.9	20.9
Earnings per share, before dilution, SEK	1.33	1.40	3.26
Earnings per share, after dilution, SEK	1.33	1.39	3.23
Average number of shares outstanding before dilution	4,707,138	4,707,138	4,707,138
Average number of shares outstanding after dilution	4,712,755	4,755,339	4,753,689

Since the Group has no controlling influence, the entire earnings accrue to the Parent Company.

Consolidated statement of financial position

SEK million	Mar 31 2016	Mar 31 2015	Dec 31 2015
ASSETS			
Fixed assets			
Intangible assets			
Capitalized development expenses	26.8	32.4	27.7
Goodwill	72.6	75.8	74.0
Total intangible assets	99.4	108.3	101.7
Tangible fixed assets			
Plant and machinery	6.0	4.3	4.4
Equipment, tools, fixtures and fittings	11.1	10.6	13.2
Leasehold improvements	2.7	2.8	2.8
Total tangible fixed assets	19.8	17.7	20.3
Financial fixed assets			
Long-term non-interest-bearing receivables and other receivables	19.4	16.3	18.6
Deferred tax assets	9.1	12.5	9.2
Total fixed assets	147.8	154.8	149.9
Current assets			
Inventory			
Raw materials and supplies	32.9	33.5	37.6
Intermediate goods	3.5	2.9	3.7
Finished goods and goods for resale	11.1	12.0	13.5
Total inventory	47.5	48.4	54.8
Current receivables			
Tax assets	1.7	1.6	2.0
Accounts receivable	59.2	54.6	52.7
Other receivables	4.5	2.2	2.3
Prepaid expenses and accrued income	3.0	8.3	3.4
Total current receivables	68.5	66.7	60.5
Cash and cash equivalents	19.1	19.5	50.4
Total current assets	135.0	134.6	165.6
Total assets	282.8	289.4	315.5

Consolidated statement of financial position (cont.)

SEK million	Mar 31 2016	Mar 31 2015	Dec 31 2015
EQUITY			
Share capital	4.7	4.7	4.7
Other contributed capital	186.1	188.5	186.1
Translation reserve	7.8	13.8	10.0
Retained earnings including net profit/loss for the period	-6.1	-21.1	-12.3
TOTAL EQUITY	192.6	185.9	188.5
LIABILITIES			
Long-term liabilities			
Long-term interest-bearing liabilities	5.3	7.4	7.4
Other long-term liabilities	11.0	-	4.5
Deferred tax liabilities	3.7	3.2	3.7
Total long-term liabilities	20.0	10.6	15.6
Current liabilities			
Current interest-bearing liabilities	15.2	43.3	54.9
Accounts payable	13.1	15.9	18.1
Tax liabilities	0.8	0.8	0.0
Other liabilities	16.7	6.1	10.8
Accrued liabilities and deferred income	23.9	26.3	27.1
Provisions	0.5	0.5	0.5
Total current liabilities	70.3	92.9	111.4
TOTAL LIABILITIES	90.3	103.6	127.0
TOTAL EQUITY AND LIABILITIES	282.8	289.4	315.5
Pledged assets and contingent liabilities			
Pledged assets	71.9	71.4	71.9
Contingent liabilities	1.8	1.8	1.8

Consolidated statement of changes of equity

SEK million	Share capital	Other contributed capital	Translation reserve	Retained earnings incl. profit/loss for period	Total equity capital
Equity, opening balance, Jan. 1, 2015	4.7	188.5	4.5	-27.7	170.0
Total comprehensive income/loss for the period					
Net profit/loss for the period			-	6.6	6.6
Other comprehensive income for the period			9.3	-	9.3
Total comprehensive income/loss for the period		0.0	9.3	6.6	15.9
Transactions with shareholders					
Share-based payments		0.0	0.0	0.0	0.0
Dividends		0.0	0.0	0.0	0.0
Equity, closing balance, Mar. 31, 2015	4.7	188.5	13.8	-21.1	185.9
Equity, opening balance, Jan. 1, 2016	4.7	186.1	10.0	-12.3	188.5
Total comprehensive income/loss for the period					
Net profit/loss for the period			-	6.3	6.3
Other comprehensive income for the period			-2.2	-	-2.2
Total comprehensive income/loss for the period		0.0	-2.2	6.3	4.1
Transactions with shareholders					
Share-based payments		0.0			0.0
Dividends		0.0			0.0
Equity, closing balance, Mar. 31, 2016	4.7	186.1	7.8	-6.0	192.6

Consolidated cash flow statement

SEK million	Jan- Mar 2016	Jan-Mar 2015	Jan-Dec 2015
Operating activities			
Operating profit/loss	8.4	8.9	21.6
Adjustments for non-cash items ¹⁾	3.1	0.9	8.2
Interest received	0.0	0.0	0.0
Interest paid	-0.3	-0.3	-1.4
Income tax paid	-0.2	-0.1	-0.7
Cash flow from operating activities before changes in working capital	11.0	9.4	27.7
Cash flow from changes in working capital			
Increase (-)/Decrease (+) in inventory	6.9	-0.2	-7.8
Increase (-)/Decrease (+) in operating receivables	-9.6	-0.1	3.6
Increase (+)/Decrease (-) in operating liabilities	-2.2	-9.9	-1.3
Cash flow from operating activities	6.1	-0.7	22.1
Investing activities			
Acquisition of tangible fixed assets	-2.0	-0.3	-4.3
Investments in other financial fixed assets	0.0	0.0	0.1
Disposal of tangible fixed assets	0.0	0.0	-0.2
Capitalized development expenses	0.0	-3.7	-3.8
Cash flow from investing activities	-2.0	-4.0	-8.2
Financing activities			
Loans raised	6.5	0.0	6.1
Amortization of loans	-2.0	-0.5	-3.2
Increase (+)/Decrease (-) in current financial liabilities	-39.7	1.1	13.1
Dividends	0.0	0.0	-2.8
Cash flow from financing activities	-35.2	0.6	13.2
Cash flow for the period	-31.1	-4.2	27.1
Cash and cash equivalents at the beginning of the period	50.4	22.7	22.7
Exchange rate differences in cash and cash equivalents	-0.2	1.0	0.6
Cash and cash equivalents at the end of the period	19.1	19.5	50.4
¹⁾ Of which, depreciation and amortization	2.1	0.9	6.5

Parent Company income statement

SEK million	Jan-Mar 2016	Jan-Mar 2015	Jan-Dec 2015
Net sales	5.7	2.3	23.7
Administrative expenses	-6.7	-6.4	-25.5
Other operating revenues	0.0	0.0	0.0
Other operating expenses	0.0	0.0	0.0
Operating profit/loss	-0.9	-4.1	-1.8
Profit/loss from financial items	0.0	0.0	0.0
Other interest income and similar income items	0.0	0.0	0.0
Interest expenses and similar expense items	0.0	0.0	-0.1
Loss after financial items	-1.0	-4.1	-1.9
Group contribution	0.0	0.0	1.8
Profit/loss before tax	-1.0	-4.1	-0.1
Tax	0.0	0.0	0.0
Net profit/loss	-1.0	-4.1	-0.1

Since no items are recognized in Other comprehensive income, the Parent Company's results correspond to comprehensive income.

Parent Company balance sheet

SEK million	Mar 31 2016	Mar 31 2015	Dec 31 2015
Assets			
Financial fixed assets			
Shares in Group companies	157.3	157.3	157.3
Total financial fixed assets	157.3	157.3	157.3
Total fixed assets	157.3	157.3	157.3
Current assets			
Receivables from Group companies	28.0	29.1	3.4
Tax assets	0.4	0.6	0.7
Other receivables	0.2	0.2	0.2
Prepaid expenses and accrued income	0.7	0.9	0.7
Total current receivables	29.4	30.9	5.0
Cash and bank balances	1.4	0.4	27.7
Total current assets	30.8	31.3	32.7
TOTAL ASSETS	188.1	188.6	189.9
Equity and liabilities			
Equity			
<i>Restricted equity</i>			
Share capital (4,707,138 shares)	4.7	4.7	4.7
Statutory reserve	141.9	141.9	141.9
<i>Unrestricted equity</i>			
Share premium reserve	43.5	46.4	43.7
Retained earnings	-12.7	-12.7	-12.6
Net profit for the period	-1.0	-4.1	-0.1
Total equity	176.5	176.2	177.4
Long-term liabilities			
Long-term interest-bearing liabilities	0.6	1.9	1.3
Current liabilities			
Current interest-bearing liabilities	1.3	1.3	1.3
Accounts payable	1.0	1.3	1.5
Liabilities to Group companies	0.6	0.5	0.5
Other liabilities	1.5	1.8	0.9
Accrued expenses and deferred income	6.6	5.8	7.1
Total current liabilities	11.0	10.5	11.2
Total liabilities	11.6	12.4	12.5
TOTAL EQUITY AND LIABILITIES	188.1	188.6	189.9
Pledged assets and contingent liabilities for the Parent Company			
Pledged assets	83.3	83.3	83.3
Contingent liabilities	35.9	35.9	46.9

NOTE 1 ACCOUNTING POLICIES

Boule Diagnostics AB (publ.) applies IFRS (International Financial Reporting Standards) as adopted by the EU. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. The interim report for the Parent Company has been prepared in accordance with the Swedish Annual Accounts Act, Chapter 9 and RFR 2 Accounting for

Legal Entities. The interim report should be read together with the Annual Report for the fiscal year that ended on December 31, 2015. The accounting policies match the policies applied in the preceding fiscal year. For all financial assets and liabilities, carrying amount is a good approximation of fair value. The interim information found on page 1-5 is an integrated part of this financial report.

Intro

Boule Diagnostics AB (publ) is one of the few companies on the global diagnostics market that develops, manufactures and markets instruments and consumable products for blood diagnostics under its own direction. The company serves hospitals, clinics, laboratories and companies within blood diagnostics in both the human and veterinary areas. The group has an annual sales of SEK 331 billion and around 170 employees. Sales are made via distributors in over 100 countries and directly in Sweden and the USA. The company operates via subsidiary operating companies in Sweden, USA and China. Since 2011, Boule shares have been listed on the Nasdaq Stockholm.

VISION

Boule is to establish a global position as one of the three leading companies within decentralized blood diagnostics.

MISSION

Boule is to help its customers obtain better blood test results to enable more effective treatment of patients.

BUSINESS CONCEPT

Boule develops, manufactures and markets high quality, user friendly systems for automated blood cell counting on the global human and veterinarian markets.

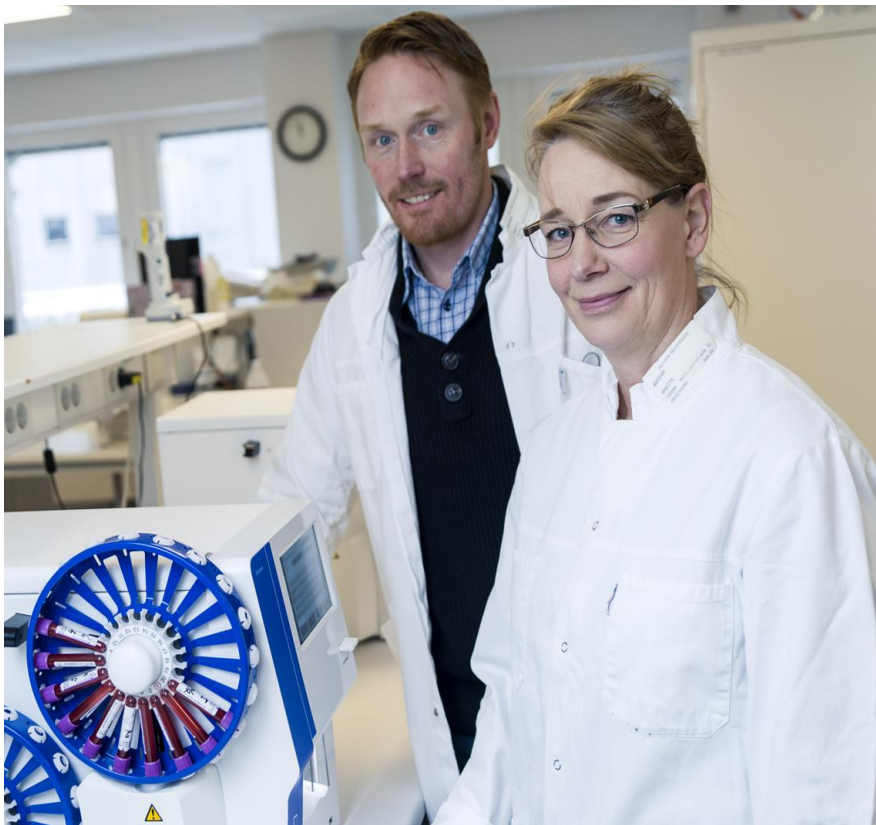
FINANCIAL TARGETS

Boule should achieve:

- An annual operating margin (EBIT margin) above 13 percent,
- Average growth in sales above 10 percent per year over five years,
- Net debt (interest bearing debt minus cash and cash equivalents) no greater than three times operating profit on an annualized basis.

STRATEGIES

- To commercialize high quality systems for the decentralized market for blood diagnostics.
- Global sales via parallel distribution channels to quickly meet local demand.
- Tie instruments to our proprietary consumable products to ensure quality and added sales.
- Active acquisition and cooperation strategy to broaden our product offer.



BOULE AS AN INVESTMENT

Business model

The model entails selling consumable goods tied to Boule's own instruments, to a continuously increasing installed base of instruments.

Growth

Over the past five years, Boule has enjoyed average annual growth of 8 percent and the company envisages continued good growth potential at global level. Boule has long experience of both organic growth and growth by acquisitions.

Dividend

The general goal of the Boule board is to give shareholders a dividend that reflects both a good direct return and dividend growth. Over the long term, the annual dividend should correspond to 25-50 percent of profits.

Quarterly overview

	2016		2015				2014			
	jan-mar	okt-dec	jul-sep	apr-jun	jan-mar	okt-dec	jul-sep	apr-jun	jan-mar	
Net sales, SEK million	84.4	88.4	88.8	78.9	75.3	90.1	73.6	69.7	73.3	
Gross profit, SEK million	42.3	36.8	41.3	35.5	35.2	39.2	32.5	31.1	33.4	
Gross margin, %	50.1	41.6	46.6	46.2	46.8	43.6	44.2	44.9	45.6	
EBITDA, SEK million	10.4	2.7	10.5	5.1	9.8	9.3	11.1	4.3	7.3	
EBITDA margin, %	12.3	3.1	11.9	6.5	13.0	10.3	15.1	6.2	10.0	
EBIT, SEK million	8.4	0.6	8.9	3.2	8.9	7.1	10.0	3.2	6.3	
EBIT margin, %	9.9	0.7	10.0	4.1	11.8	7.9	13.6	4.6	8.6	
Profit after tax, SEK million	6.3	1.3	5.1	2.4	6.6	14.8	9.5	1.7	4.3	
Earnings per share, before dilution, SEK	1.33	0.28	1.07	0.51	1.40	3.14	2.02	0.36	0.91	
Earnings per share, after dilution, SEK	1.33	0.27	1.07	0.51	1.39	3.14	2.02	0.36	0.87	
Cash flow from operating activities per share, SEK	1.30	2.59	2.25	0.02	-0.15	2.72	-0.85	2.89	1.95	
Return on equity, %	3.3	0.7	2.7	1.3	3.7	9.2	6.7	1.3	Neg	
EBIT (R12)/ Net debt	14.5	1.8	1.1	1.3	0.9	0.9	0.7	-3.3	-2.6	
Equity/assets ratio, %	68	60	64	63	64	59	58	56	61	

Definitions

Gross profit is net sales less costs for goods sold

Gross margin is gross profit divided by net sales

EBITDA (Earnings before interest, taxes, depreciation and amortization) is profit before net financial items, taxes and depreciation/amortization of tangible and intangible assets

EBITDA margin is EBITDA divided by net sales

EBIT (Earnings Before Interest and Taxes) is operating profit before net financial items and taxes

EBIT margin (operating margin) is EBIT divided by net sales

Capital employed is total assets less deferred tax liabilities and non-interest-bearing liabilities

Working capital is inventories, accounts receivable and cash less accounts payable

Interest coverage ratio is operating profit plus financial income divided by financial expenses

Net debt is interest-bearing assets less interest-bearing liabilities

Net debt/equity ratio is net debt divided by equity

Equity/assets ratio is equity divided by total assets

Return on equity is profit for the year after tax divided by average equity

Return on capital employed is profit after net financial items plus financial expenses divided by the average capital employed

Return on total capital is operating profit plus financial income divided by average total capital

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CALENDAR

Annual general meeting	May 12, 2016
Interim report second quarter	August 31, 2016
Interim report third quarter	November 9, 2016

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