

# Year-end report 2023

## Solid organic growth and strong operational cash flow

### Quarter October-December 2023

- ▶ Net sales amounted to SEK 148.1 million (149.2), corresponding to a decrease of 0.7 percent. Adjusted for changes in exchange rates, an increase of 4.3 percent.
- ▶ The number of instruments sold amounted to 1,133 (794), which is an increase of 42.7 percent.
- ▶ The gross profit amounted to SEK 65.9 million (66.7), resulting in a gross margin of 44.5 percent (44.7).
- ▶ The operating profit amounted to SEK 10.5 million (10.0), which corresponds to an operating margin of 7.1 percent (6.7).
- ▶ The period's result amounted to SEK 8.4 million (2.9).
- ▶ Earnings per share before dilution amounted to SEK 0.22 (0.09) and after dilution to SEK 0.22 (0.09).\*
- ▶ Cash flow from operating activities amounted to SEK 29.2 million (13.3).
- ▶ Net cash as of December 31 amounted to SEK 12.9 million (32.1).
- ▶ Non-recurring write-downs of equipment affected the operating profit by SEK -4.6 million, without this write-down the operating profit would have been SEK 15.1 million.

### Full Year January-December 2023

- ▶ The net sales amounted to SEK 571.3 million (548.1), representing an increase of 4.2 percent. Adjusted for changes in exchange rates, there was an increase of 0.8 percent.
- ▶ The number of instruments sold amounted to 4,203 (3,990), which is an increase of 5.3 percent.
- ▶ The gross profit amounted to SEK 249.7 million (227.9), which corresponds to a gross margin of 43.7 percent (41.6).
- ▶ The operating profit amounted to SEK 39.3 million (29.0), with an operating margin of 6.9 percent (5.3).
- ▶ The period's result amounted to SEK 25.0 million (12.7).
- ▶ Earnings per share before dilution amounted to SEK 0.64 (0.46) and after dilution to SEK 0.64 (0.45).\*
- ▶ The cash flow from operating activities amounted to SEK 51.4 million (-11.4).
- ▶ The board proposes that no dividend be distributed for the fiscal year 2023.

Key figures	Oct-Dec 2023	Oct-Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Sales growth, %	-0.7	6.4	4.2	18.3
Net sales, SEK million	148.1	149.2	571.3	548.1
Gross margin, %	44.5	44.7	43.7	41.6
Operating profit (EBIT), SEK million	10.5	10.0	39.3	29.0
Operating margin (EBIT), %	7.1	6.7	6.9	5.3
Profit after tax, SEK million	8.4	2.9	25.0	12.7
Net cash (+) net debt (-), SEK million	12.9	32.1	12.9	32.1
Return on equity, %	1.8	0.8	5.2	3.6
Net cash (+) net debt (-)/EBIT (R12), times	0.3	1.1	0.3	1.1
Diluted earnings per share, SEK*	0.22	0.09	0.64	0.45
Cash flow from operating activities, SEK million	29.2	13.3	51.5	-11.4

\* Fund issue elements from the new share issue in Q4 2022 has been taken into account in the calculation of earnings per share before and after dilution, which is why the comparative figures have been recalculated.

## A word from the CEO

### Growth driven by veterinary sales and instrument order in India

The geopolitical situation in the world continues to be challenging, and therefore I am particularly pleased that sales showed organic growth of 4.3 percent in the quarter. In organic terms, growth was driven by Asia and Western Europe, while growth in other regions was weaker.

The number of instruments sold increased by more than 40 percent. A significant portion of this consisted of partial deliveries of a major order totalling 1,200 instruments to India, with an estimated final delivery in the first half of 2024. This order is of strategic value but puts pressure on margins in the period. We, on the other hand, are growing the installed base and recurring sales of consumables with higher margins.

In Western Europe, this sales growth was driven by the veterinary segment, which more than doubled year-on-year thanks to the launch of a new veterinary instrument in the summer of 2023.

OEM sales of consumables fell in the quarter compared to the previous year. This is mainly due to a large delivery in the comparative quarter of 2022. For the full year, sales are at the same level as in 2022, and overall, this business continues to develop positively.

The gross margin is in line with the same period in 2022 but could have been even better. Increased production efficiency strengthened the gross margin, but was affected by a negative product mix, with high volumes of instruments and negative currency effects. The strategic deal in India reduced the gross margin by 4.4 percentage points.

For the full year 2023, the gross margin improved to 43.7 percent (41.6).

EBIT improved in the quarter to SEK 10.5 million (10.0), corresponding to a margin of 7.1 percent (6.7). Adjusted for non-recurring write-downs of equipment, EBIT was SEK 15.1 million, which corresponds to a margin of 10 percent.

The operational cash flow was strong in the quarter compared to the previous year, as a result of improved profitability and the release of working capital.

### **Our journey in 2024**

The first products from our partner's new reagent factory in India have now been delivered. This is an important milestone for the new future business model where a growing share of revenues will be licence sales. I am also pleased with the development of our newly launched project to establish outsourced instrument production in India. The project is complex, but we expect deliveries to start in 2025.

Given the decisions we have taken on local licence manufacturing that satisfy the Indian government's "make in India" requirement, our distributors can continue to win public tenders in a market with increased competition, while we continue to supply Swedish-produced products to the private Indian market.

At the time of writing, we are preparing for Medlab Middle East, a fair with customers from all over the world, but especially from the Middle East, Africa and Asia. For the first time at the fair, we are showing our new 5-part instruments. It is inspiring that we have reached this milestone and can start launching what we have worked so hard to develop.

Evaluation of the technical and clinical performance of the new instrument has delivered excellent results, and we are in the final stages of preparing the external clinical validation studies. However, regulatory processes always involve some uncertainty in terms of time, and we are in discussions with the FDA to ensure that we design the clinical studies to achieve the widest possible "Intended Use". Our aim is to submit the regulatory applications in the second half of 2024.

The investments in the product platform is expected to continue in 2024 at the level of 2023, and then decrease in 2025. The launch is underway, and the plan to start sales in the first half of 2025 remains unchanged.

Holger Lembrér assumes the role of new CFO, bringing relevant experience from various senior financial positions. We have also hired Simonetta Tumbiolo as our new head of marketing, a passionate leader with experience from

both research and various global marketing roles. Holger and Simonetta are welcome additions to the management team.

Finally, I would like to thank our staff, partners, shareholders and, above all, our customers for a challenging 2023. Together, we look forward to an exciting 2024, where much of our focus will be on the launch of our new 5-part instruments and expansion of our OEM business.



Jesper Söderqvist  
CEO and Group President

## Group performance October-December 2023

### Net sales

The net sales for the period amounted to SEK 148.1 million (149.2), representing a decrease of 0.7 percent. The organic growth of 4.3 percent is mainly attributed to increased sales of instruments in India and within the veterinary segment. The number of instruments sold increased by 43 percent, and the net sales of instruments increased by 27 percent.

Net sales by region, SEK million	Oct-Dec 2023	Oct-Dec 2022	change	Jan-Dec 2023	Jan-Dec 2022	change
USA	54.3	60.4	-10%	199.2	189.8	5%
Asia	45.7	37.3	22%	169.3	150.7	12%
Eastern Europe	10.4	15.8	-34%	38.6	62.3	-38%
Latin America	7.9	7.8	2%	51.5	45.0	15%
Western Europe	16.8	12.1	39%	50.8	39.6	28%
Africa / Middle East	13.0	15.8	-18%	62.0	60.7	2%
<b>Total</b>	<b>148.1</b>	<b>149.2</b>	<b>-1%</b>	<b>571.3</b>	<b>548.1</b>	<b>4%</b>

### Net sales by product, SEK million

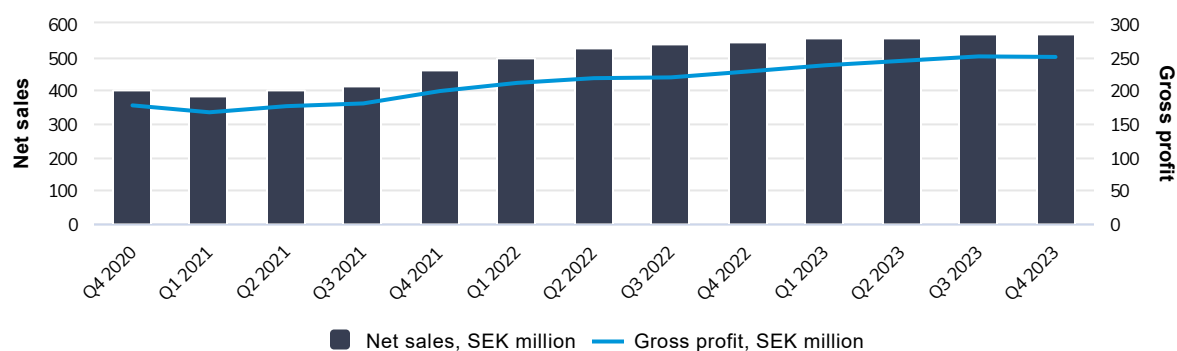
Instruments	46.0	36.1	27%	183.5	158.5	16%
Consumables, own instruments	59.8	65.5	-9%	233.3	233.0	0%
Consumables, OEM and CDS Brand	31.8	38.8	-18%	114.0	112.5	1%
Other	10.5	8.8	18%	40.5	44.1	-8%
<b>Total</b>	<b>148.1</b>	<b>149.2</b>	<b>-1%</b>	<b>571.3</b>	<b>548.1</b>	<b>4%</b>

### Gross profit

Gross profit during the period amounted to SEK 65.9 million (66.7), a decrease of SEK 0.8 million. The gross margin decreased by 0.2 percentage points and during the period amounted to 44.5 percent (44.7).

The gross margin was negatively affected by a larger delivery to India with a lower margin and currency effects, but was positively affected by increased efficiency in production.

### Net sales and gross profit, rolling 12 months



## Expenses

Operating expenses for the period, excluding other operating income/expenses, amounted to SEK 56.1 million (50.9), an increase of SEK 5.2 million. Of this, SEK 4.6 million pertains to non-recurring costs in the form of equipment write-downs that do not affect cash flow.

Distribution costs amounted to SEK 32.8 million (29.1). The increase is mainly attributable to the write-down of demo instrument equipment by SEK 2.4 million.

Administrative expenses amounted to SEK 8.4 million (8.3).

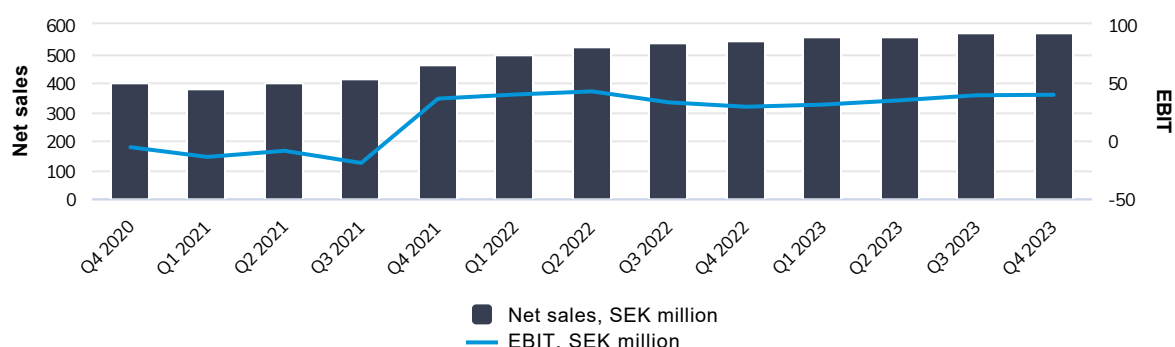
Research and development expenses, including costs for the quality organization, amounted to SEK 14.9 million (13.5), representing 10.1 percent (9.0) of net sales. Total development costs increased by SEK 1.4 million due to the write-down of equipment and prototype materials amounting to SEK 2.2 million. Expenditures for product development have been capitalized with SEK 21.1 million (15.4). Total research and development expenses represent 26.9 percent (19.4) of net sales.

Net of other operating income and other operating expenses amounted to SEK 0.7 million (-5.8) and primarily consist of operational currency exchange effects.

## Operating profit

The operating profit amounted to SEK 10.5 million (10.0), corresponding to an operating margin of 7.1 percent (6.7), of which the non-recurring write-down of equipment affected the operating margin by SEK 4.6 million or 3.1 percentage points.

### Net sales and EBIT, rolling 12 months



## Net financial items

Net financial items amounted to SEK -1.5 million (-2.1), primarily consisting of interest costs of SEK -2.7 million (-2.6).

## Earnings

Profit before tax amounted to SEK 8.9 million (8.0). The period's profit was SEK 8.4 million (2.9). The tax amounted to SEK -0.5 million (-5.1).

## Financing and cash flow

The cash flow from operating activities during the quarter was SEK 29.2 million (13.3). The change is mainly attributed to the positive development of working capital, primarily the reduction of inventory. Operating receivables, including EKN, increased by SEK 1.1 million, and inventory decreased by SEK 10.5 million.

The Swedish Export Credit Agency (EKN) guarantees a portion of Boule's accounts receivable at 75–95 percent of the total amount. Receivables can be pledged, and the debts are then reported as interest-bearing liabilities. Changes in receivables guaranteed by EKN are included in the cash flow from operating activities, while changes in other interest-bearing liabilities are reported under financing activities.

The cash flow from financing activities during the quarter amounted to SEK -22.0 million (65.2). This is mainly due

to the decrease in financial liabilities (EKN financing) by SEK 12.2 million. Amortization and interest payments for the third quarter were made in October, negatively impacting the cash flow by SEK 3 million in the fourth quarter.

The quarter's cash flow amounted to SEK -14.3 million (61.2), and cash and cash equivalents as of December 31 were SEK 37.3 million (96.9). The Group's available cash and cash equivalents, including unused overdraft facilities, amounted to SEK 95.7 million (155.9) as of December 31.

## Investments

Total investments in the quarter amounted to SEK 21.4 million (17.3), of which the capitalized development of new technology and product platforms accounted for SEK 21.1 million (15.4). The capitalized development costs for the quarter are higher compared to the previous year.

## Equity and liabilities

As of December 31, equity amounted to SEK 475.1 million (462.5), and the equity/asset ratio was 62.9 percent (60.9).

The interest-bearing debts, excluding leasing, relate to pledged trade receivables guaranteed by EKN, as well as external bank loans. As of December 31, these debts totaled SEK 142.3 million (153.8). Among them, SEK 54.7 million (62.1) were non-current, and SEK 87.5 million (91.7) were current. External bank loans amounted to SEK 32.1 million (45.2), of which SEK 20.0 million were non-current and SEK 12.1 million were current. The bank overdraft facility was utilized with SEK 0 million (0) as of December 31, and other current non-interest-bearing liabilities and trade liabilities amounted to SEK 105.5 million (96.0).

Lease liabilities as of December 31 were SEK 23.9 million (36.2), with SEK 10.9 million (22.8) classified as non-current liabilities, and SEK 13.0 million (13.4) as current liabilities.

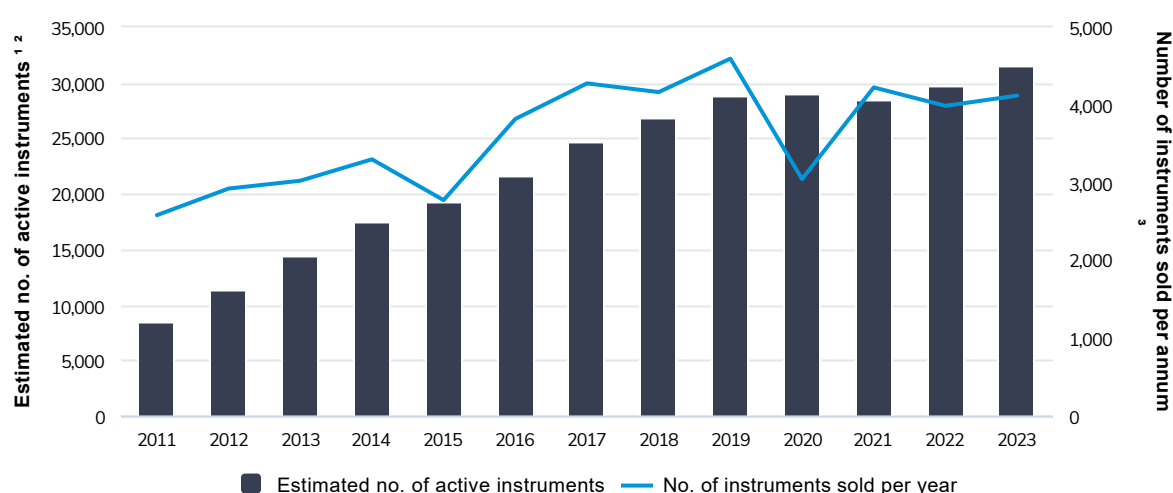
The net cash position as of December 31 was SEK 12.9 million (32.1).

Deferred tax liabilities as of December 31 were SEK 4.9 million (8.4). Non-current provisions relate to direct pension provisions, amounting to SEK 3.4 million (3.1).

## Installed base of instruments

During the quarter, 1,133 instruments were sold. The estimated life of instruments is 7.5 years for instruments produced starting in 2021. At the end of the quarter, the active installed base is estimated at 31,700 instruments.

### Estimated number of active instruments



<sup>1</sup> Estimated active installed base is based on an expected lifespan of 7.5 years.

<sup>2</sup> Accumulated number of instruments sold since 2006 amount to 52,749 as of December 31, 2023.

<sup>3</sup> Number of instruments sold in 2023 refers to sales per rolling 12 month.

## Significant risks and uncertainties

Boules operations are subject to risks and uncertainties that may, to a varying extent, affect the ability to achieve defined goals. Boule works continuously with managing the risks and uncertainty factors that exist, as well as with the risk inventory that is the basis for discovering new risks and uncertainty factors. The systematic work is aimed at identifying risks, limiting risk exposure and minimizing any impact should a risk materialize.

In certain markets the central banks have introduced temporary restrictions on payment in foreign currencies, resulting in reduced purchases, delayed payments and postponed deliveries.

The unrest in the Middle East entails increased political and economic risk in these countries, which can negatively impact sales. Furthermore, a changed perception of Sweden in the region could lead to boycotts of Swedish products and services, potentially resulting in adverse effects on Boule's sales, market share, and business opportunities.

Currently, the significant risks and uncertainties are assessed to be in the following areas: regulatory risks, product portfolio risks, distributor risks, production and quality risks, counterfeit reagents, price pressure, supplier risks, market risks and competition, bribery and corruption, currency risks, IT security and IT systems, financing risks and future cash flows, health and safety in the workplace and dependence on key personnel. A more detailed description of risks and opportunities can be found on page 40 in the 2022 Annual report.

## Uncertainties due to the war in Ukraine

Boule continues to operate in Russia. Immediately after Russia's attack on Ukraine in the spring of 2022, Boule put in place processes to ensure that all sales and transactions comply with all sanctions. Boule are regularly taking advantage of legal expertise to ensure knowledge of sanctions and their interpretation. Healthcare products are normally not subject to sanctions. Boule is making no new investments but maintaining current business.

However, purchases, transportation and financial transactions are limited by various practical problems, which is why Boule uses third country partners to carry out its activities. All such transactions are signed off by our legal experts to ensure that Boule is in no way in breach of sanctions. Sanctions are constantly changing, so this is a work in progress.

For the full year 2023, Boule's sales in Eastern Europe amounted to 7 percent (11) of net sales, with the majority coming from Russia. In the fourth quarter of 2023, the corresponding share was 7 percent of net sales. The Group has employees in Russia and a production facility for consumables distributed to the Russian market.

The market in Eastern Europe is very uncertain, given the war in Ukraine and the current sanctions against Russia. A discontinuation or confiscation of the operations in Russia could have a significant negative impact on the Group's future earning capacity and profitability and entail a negative effect on earnings if the value of assets attributable to the Russian operations have to be written down in whole or in part. The consolidated net assets totaled approximately SEK 22 million, of which approximately SEK 7 million were cash and cash equivalents at December 31, 2023. It is estimated that any discontinuation would result in additional costs being incurred.

## Tax audit

On October 6th 2022 the Swedish tax authorities have decided to impose increased social security contributions and tax penalties on Boule amounting to approximately SEK 1.6 million, in relation to what they see as incorrectly valued warrants issued to senior executives in the Group. Boule has appealed the decision to the Swedish administrative court ("Förvaltningsrätten").

Boule has received approval of delayed payment and no provision has been recorded.

For further information refer to the Annual report 2022 page 40.

## Related-party transactions

Other than remuneration of the Board and senior executives, no related-party transactions have taken place during the period.

## Nomination committee

At the Annual General Meeting 2023, it was resolved that a nomination committee based on the ownership as of September 30, 2023, should be elected. At that time, Boule's largest shareholders were AB Grenspecialisten,

Svolder AB and Thomas Eklund, representing just under 35 percent of the share capital and voting rights. These shareholders, in turn, have nominated Tomas Risbecker (Svolder AB), Erik Ivarsson (AB Grenspecialisten), and Thomas Eklund. The Nomination committee has subsequently constituted itself and elected Erik Ivarsson as its chairman, with Torben Jørgensen, the chairman of the board, serving as an adjunct.

## Events during the interim period

There are no significant events to report during reporting period.

## Events after the end of the interim period

There are no significant events to report after the end of the reporting period.

## Annual General Meeting

Boule Diagnostic AB's Annual General Meeting will be held on May 8, 2024. Further information about the Annual General Meeting will be made available on Boule's website.

## Dividend

The Board proposes that no dividend be distributed for the fiscal year 2023.

## Parent Company

Boule Diagnostics AB (publ), corporate ID 556535-0252, is a Swedish limited liability company with its registered office in Stockholm. The address of the head office is Domnarvsgatan 4, SE-163 53 Spånga, Sweden.

The Parent Company's revenue is derived from Group-wide services. Risks and uncertainties for the Parent Company indirectly correspond with those for the Group.

## Employees

The average number of employees in the group during the quarter has been 226 (236), of which 9 (6) were in the Parent Company. Distributed by country, the average number in Sweden was 124 (134), the USA 92 (87), Mexico 2 (2), and Russia 9 (13). The average number of women in the group was 101 (104), and the average number of men was 125 (132). Employees in countries where Boule does not have a legal entity are not included in the number of employees, as they are employed through external companies and are instead included as consultant expenses.

## Number of shares

The total number of shares and votes in Boule Diagnostics AB is 38,833,104.

<b>Shareholders, Dec 31, 2023 (accord. to Euroclear)</b>	<b>Number of shares, Dec 31</b>	<b>Share of capital/votes</b>
AB Grenspecialisten	4,887,268	12.6%
Svolder AB	4,289,159	11.0%
Thomas Eklund incl. company	4,038,728	10.4%
Nordea Investment Funds	3,701,791	9.5%
Swedbank Robur Fonder AB	3,592,292	9.3%
Tredje AP-fonden	3,251,542	8.4%
Skandinaviska Enskilda Banken AB	1,447,208	3.7%
Andra AP-Fonden	1,369,948	3.5%
Sijoitusrahasto Aktia Nordic	992,540	2.6%
Tomas Wedel	907,000	2.3%
Avanza Pension	762,678	2.0%
JP Morgan Chase Bank NA	588,361	1.5%
Other shareholders (2,641)	9,004,589	23.2%
<b>Total number of shares</b>	<b>38,833,104</b>	<b>100.0%</b>



## Warrant programs

The board considers that it is urgent and in the interest of all shareholders that the CEO and key employees, who are deemed to be important for the Company's further development, have a long-term interest in a good value development for the share. A personal long-term ownership commitment can be expected to contribute to an increased interest in the operations and profit development, as well as increase the CEO's and key employees's motivation and affinity with the Company and its shareholders. The warrants have been allotted and purchased by employees at market conditions. The market value has been determined using the Black & Scholes option valuation model.

In the event that the warrant holder's employment ends, Boule has the right of first refusal and may choose to exercise that right.

Outstanding programs	Outstanding warrants			Corresponding shares	Proportion of total no. of shares	Exercise price	Exercise period
	CEO	Other	Total				
2020/2023	130,000	50,000	<b>180,000</b>	180,000	0.5%	86.70	1 June 2023-30 Dec 2023

The Board of Directors and the CEO certify that this interim report provides a true and fair view of the operations, financial position and earnings of the Parent Company and the Group and describes the material risks and uncertainties faced by the Parent Company and the other Group companies.

**Stockholm, February 6, 2024**

Boule Diagnostics AB

**Torben Jørgensen**  
Chairman of the Board

**Thomas Eklund**

**Karin Dahllöf**

**Yvonne Mårtensson**

**Emil Hjalmarsson**

**Jesper Söderqvist**  
CEO

## Auditor review

This year-end report has not been subject to review of the group's auditor.

## Consolidated income statement and other comprehensive income

SEK millions	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Net sales	148.1	149.2	571.3	548.1
Cost of sales	-82.2	-82.5	-321.6	-320.2
<b>Gross profit</b>	<b>65.9</b>	<b>66.7</b>	<b>249.7</b>	<b>227.9</b>
<i>Gross margin</i>	44.5%	44.7%	43.7%	41.6%
Other operating income	10.0	-0.0	24.6	24.1
Distribution costs	-32.8	-29.1	-120.7	-110.7
Administrative expenses	-8.4	-8.3	-32.7	-32.9
Research and development expenses	-14.9	-13.5	-53.1	-51.6
Other operating expenses	-9.3	-5.8	-28.6	-27.9
<b>Operating profit</b>	<b>10.5</b>	<b>10.0</b>	<b>39.3</b>	<b>29.0</b>
<i>Operating margin</i>	7.1%	6.7%	6.9%	5.3%
Finance income	0.7	0.9	2.2	1.8
Finance costs	-2.2	-3.0	-11.3	-9.9
<b>Net financial items</b>	<b>-1.5</b>	<b>-2.1</b>	<b>-9.2</b>	<b>-8.1</b>
<b>Profit before tax</b>	<b>8.9</b>	<b>8.0</b>	<b>30.1</b>	<b>20.8</b>
Income tax	-0.5	-5.1	-5.1	-8.1
<b>Profit for the period</b>	<b>8.4</b>	<b>2.9</b>	<b>25.0</b>	<b>12.7</b>
<b>OTHER COMPREHENSIVE INCOME</b>				
<b>Items that may be reclassified to profit/loss for the period</b>				
Exchange differences on translation of foreign subsidiaries for the period	-18.1	-16.0	-11.8	25.5
<b>Total other comprehensive income</b>	<b>-18.1</b>	<b>-16.0</b>	<b>-11.8</b>	<b>25.5</b>
<b>Total comprehensive income for the period</b>	<b>-9.6</b>	<b>-13.1</b>	<b>13.2</b>	<b>38.2</b>
Basic earnings per share, SEK*	0.22	0.09	0.64	0.46
Diluted earnings per share, SEK*	0.22	0.09	0.64	0.45

\* Fund issue elements from the new share issue in Q4 2022 has been taken into account in the calculation of earnings per share before and after dilution, which is why the comparative figures have been recalculated.

As the Group does not have any non-controlling interests, comprehensive income is wholly attributable to owners of the Parent Company.

## Consolidated statement of financial position

SEK millions	31 Dec 2023	31 Dec 2022
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
<b>Intangible assets</b>		
Capitalized development expenses	293.6	225.2
Goodwill	85.4	88.1
<b>Total intangible assets</b>	<b>379.0</b>	<b>313.4</b>
<b>Property, plant and equipment</b>		
Right-of-use assets	23.2	36.7
Plant and machinery	7.0	7.4
Equipment, tools, fixtures and fittings	10.1	12.4
Leasehold improvements	3.9	2.1
<b>Total property, plant and equipment</b>	<b>44.3</b>	<b>58.6</b>
<b>Financial assets</b>		
Other financial assets	3.2	3.8
Non-current trade receivables (guaranteed 75-95% by EKN)	48.6	45.8
<b>Total financial assets</b>	<b>51.9</b>	<b>49.6</b>
<b>Total non-current assets</b>	<b>475.2</b>	<b>421.5</b>
<b>CURRENT ASSETS</b>		
<b>Inventories</b>		
Raw materials and supplies	24.0	31.4
Products in progress	5.2	6.7
Finished goods and merchandise	33.2	37.2
<b>Total inventories</b>	<b>62.4</b>	<b>75.3</b>
<b>Current receivables</b>		
Tax assets	7.8	7.2
Trade receivables	60.6	64.2
Trade receivables (guaranteed 75-95% by EKN)	93.2	79.3
Other receivables	6.7	4.9
Prepaid expenses and accrued income	11.9	10.6
<b>Total current receivables</b>	<b>180.2</b>	<b>166.2</b>
<b>Cash and cash equivalents</b>	<b>37.3</b>	<b>96.9</b>
<b>Total current assets</b>	<b>279.9</b>	<b>338.4</b>
<b>TOTAL ASSETS</b>	<b>755.1</b>	<b>760.0</b>

SEK millions	31 Dec 2023	31 Dec 2022
<b>TOTAL EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Share capital	9.7	9.7
Other contributed capital	336.2	336.8
Translation reserve	30.7	42.5
Retained earnings, including profit for the period	98.5	73.6
<b>Total equity</b>	<b>475.1</b>	<b>462.5</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Non-current interest-bearing liabilities	20.0	32.2
Non-current interest-bearing liabilities (for receivables guaranteed by EKN)	37.7	29.9
Non-current lease liabilities	10.9	22.8
Provisions	3.4	3.1
Deferred tax liabilities	4.9	8.4
<b>Total non-current liabilities</b>	<b>77.0</b>	<b>96.4</b>
<b>Current liabilities</b>		
Current interest-bearing liabilities	12.1	13.0
Current interest-bearing liabilities (for receivables guaranteed by EKN)	72.4	78.7
Current lease liabilities	13.0	13.4
Trade payables	35.7	33.3
Tax liabilities	5.9	7.6
Other liabilities	22.3	16.4
Accrued expenses and deferred income	40.5	37.1
Current provisions	1.1	1.5
<b>Total current liabilities</b>	<b>203.0</b>	<b>201.0</b>
<b>Total liabilities</b>	<b>280.0</b>	<b>297.5</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>755.1</b>	<b>760.0</b>

## Consolidated statement of changes of equity

SEK millions	Share capital	Other contributed capital	Translation reserve	Retained earnings, incl. profit for the period	Total equity
<b>EQUITY, JANUARY 1, 2022</b>	4.9	202.4	17.0	71.5	295.7
<b>Comprehensive income for the period</b>					
Profit for the period				12.7	12.7
Other comprehensive income for the period			25.5		25.5
<b>Comprehensive income for the period</b>			<b>25.5</b>	<b>12.7</b>	<b>38.2</b>
<b>Transactions with shareholders</b>					
New share issue	4.9	144.7			149.5
Costs for new share issue		-10.3			-10.3
Dividend				-10.7	-10.7
<b>EQUITY, DECEMBER 31, 2022</b>	<b>9.7</b>	<b>336.8</b>	<b>42.5</b>	<b>73.5</b>	<b>462.5</b>
<b>EQUITY, JANUARY 1, 2023</b>	<b>9.7</b>	<b>336.8</b>	<b>42.5</b>	<b>73.5</b>	<b>462.5</b>
<b>Comprehensive income for the period</b>					
Profit for the period				25.0	25.0
Other comprehensive income for the period			-11.8		-11.8
<b>Comprehensive income for the period</b>			<b>-11.8</b>	<b>25.0</b>	<b>13.2</b>
<b>Transactions with shareholders</b>					
New share issue					
Costs for new share issue		-0.6			-0.6
Dividend					
<b>EQUITY, DECEMBER 31, 2023</b>	<b>9.7</b>	<b>336.2</b>	<b>30.7</b>	<b>98.5</b>	<b>475.1</b>

## Consolidated cash flow statement

SEK millions	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
<b>Operating activities</b>				
Operating profit	10.5	10.0	39.3	29.0
Adjustments for non-cash items	6.9	8.8	29.6	23.1
Interest received	-0.4	0.8	1.1	1.8
Interest paid	-2.9	-3.0	-11.3	-9.9
Income tax paid	0.4	-2.5	-10.0	-15.2
<b>Cash flow from operating activities before changes in working capital</b>	<b>14.5</b>	<b>14.2</b>	<b>48.8</b>	<b>28.8</b>
<b>Cash flow from changes in working capital</b>				
Increase (-) /Decrease (+) in inventories	10.5	-3.9	8.8	-9.8
Increase (-) /Decrease (+) in operating receivables	-4.5	0.7	-2.5	-6.5
Increase (-) /Decrease (+) in operating receivables (guaranteed by EKN)	5.7	7.0	-16.7	-8.6
Increase (+) /Decrease (-) in operating liabilities	3.1	-4.6	13.0	-15.2
<b>Cash flow from operating activities</b>	<b>29.2</b>	<b>13.3</b>	<b>51.4</b>	<b>-11.4</b>
<b>Investing activities</b>				
Acquisition of property, plant and equipment	-0.3	-1.9	-6.9	-6.4
Investment in capitalized development expenses	-21.1	-15.4	-75.8	-68.5
<b>Cash flow from investing activities</b>	<b>-21.4</b>	<b>-17.3</b>	<b>-82.7</b>	<b>-75.0</b>
<b>Financing activities</b>				
Proceeds and (+) Repayment (-) of borrowings	-6.0	-11.3	-12.0	24.0
Increase (+) /Decrease (-) in financial liabilities (EKN financing)	-12.2	-8.8	1.5	9.1
Increase (+) /Decrease (-) in financial liabilities	-0.2	-51.1	-1.0	-7.4
New share issue	-	149.5	-	149.5
Costs for new share issue	-	-10.3	-0.6	-10.3
Lease liability payments	-3.6	-2.8	-13.4	-13.7
Dividend	-	0.0	0.0	-10.7
<b>Cash flow from financing activities</b>	<b>-22.0</b>	<b>65.2</b>	<b>-25.5</b>	<b>140.5</b>
<b>Cash flow for the period</b>	<b>-14.3</b>	<b>61.2</b>	<b>-56.8</b>	<b>54.2</b>
Cash and cash equivalents at beginning of period	52.9	39.4	96.9	38.2
Exchange differences in cash and cash equivalents	-1.3	-3.7	-2.8	4.5
<b>Cash and cash equivalents at end of period</b>	<b>37.3</b>	<b>96.9</b>	<b>37.3</b>	<b>96.9</b>

## Parent Company income statement

SEK millions	Oct-Dec 2023	Oct-Dec 2022	Jan-Dec 2023	Jan-Dec 2022
Net sales	3.7	5.3	28.8	27.9
Administrative expenses	-6.2	-6.0	-23.6	-24.3
Other operating expenses	-1.0	-0.2	-3.7	-3.4
<b>Operating profit</b>	<b>-3.4</b>	<b>-1.0</b>	<b>1.5</b>	<b>0.3</b>
Dividend from subsidiaries	-	-	17.5	-
Profit/loss from financial items	0.0	0.0	0.0	-0.0
<b>Profit/loss after financial items</b>	<b>-3.4</b>	<b>-0.9</b>	<b>19.0</b>	<b>0.3</b>
Group contribution	-	-	-	-
<b>Profit/loss before tax</b>	<b>-3.4</b>	<b>-0.9</b>	<b>19.0</b>	<b>0.3</b>
Tax	1.7	0.1	1.7	0.1
<b>Net profit/loss</b>	<b>-1.6</b>	<b>-0.8</b>	<b>20.8</b>	<b>0.4</b>

As no items are recognized in other comprehensive income, the Parent Company's profit for the period corresponds to comprehensive income for the Parent Company.

## Parent company balance sheet

SEK millions	31 Dec 2023	31 Dec 2022
<b>NON-CURRENT ASSETS</b>		
<b>Intangible assets</b>		
Capitalized development expenses	-0.0	0.4
<b>Total intangible assets</b>	<b>-0.0</b>	<b>0.4</b>
<b>Property, plant and equipment</b>		
Equipment	0.1	0.2
<b>Total property, plant and equipment</b>	<b>0.1</b>	<b>0.2</b>
<b>Finansiella anläggningstillgångar</b>		
Shares in Group companies	330.3	230.3
Other financial assets	2.8	2.5
Deferred tax assets	1.8	0.1
<b>Total financial assets</b>	<b>334.9</b>	<b>233.0</b>
<b>Total non-current assets</b>	<b>335.1</b>	<b>233.6</b>
<b>CURRENT ASSETS</b>		
Tax assets	1.7	1.7
Receivables from Group companies	126.1	19.1
Other receivables	0.7	2.1
Prepaid expenses and accrued income	2.9	3.0
<b>Total current receivables</b>	<b>131.3</b>	<b>25.9</b>
Cash and bank balances	0.1	46.3
<b>Total current assets</b>	<b>131.5</b>	<b>72.1</b>
<b>TOTAL ASSETS</b>	<b>466.5</b>	<b>305.7</b>
<b>EQUITY</b>	<b>311.1</b>	<b>290.9</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Other provisions	3.4	3.1
<b>Total non-current liabilities</b>	<b>3.4</b>	<b>3.1</b>
<b>Current liabilities</b>		
Trade payables	4.5	6.2
Liabilities to Group companies	142.2	0.0
Other liabilities	0.3	0.6
Accrued expenses and deferred income	4.9	4.9
<b>Total current liabilities</b>	<b>151.9</b>	<b>11.7</b>
<b>Total liabilities</b>	<b>155.4</b>	<b>14.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>466.5</b>	<b>305.7</b>



## 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 chapter 9 of the Swedish Annual Accounts Act and RFR 2 Accounting for Legal Entities. The interim should be read alongside the annual report for the financial year ending December 31, 2022. The accounting policies are consistent with those applied in the previous financial year. The fair values of financial assets and liabilities are considered to be equal to their carrying amounts.

The interim information on pages 1-9 forms an integral part of this financial report, which comprises pages 1-22.

## Note 2 Pledged assets and contingent liabilities

December 31, SEK millions	Group		Parent Company	
	2023	2022	2023	2022
Pledged assets	252.7	268.8	5.9	5.6
Contingent liabilities	-	-	110.1	110.2

## Note 3 Revenue by region and product

Net sales by region, SEK million	Oct-Dec	Oct-Dec	change	Jan-Dec	Jan-Dec	change
	2023	2022		2023	2022	
USA	54.3	60.4	-10%	199.2	189.8	5%
Asia	45.7	37.3	22%	169.3	150.7	12%
Eastern Europe	10.4	15.8	-34%	38.6	62.3	-38%
Latin America	7.9	7.8	2%	51.5	45.0	15%
Western Europe	16.8	12.1	39%	50.8	39.6	28%
Africa / Middle East	13.0	15.8	-18%	62.0	60.7	2%
<b>Total</b>	<b>148.1</b>	<b>149.2</b>	<b>-1%</b>	<b>571.3</b>	<b>548.1</b>	<b>4%</b>

### Net sales by product, SEK million

Instruments	46.0	36.1	27%	183.5	158.5	16%
Consumables, own instruments	59.8	65.5	-9%	233.3	233.0	0%
Consumables, OEM and CDS Brand	31.8	38.8	-18%	114.0	112.5	1%
Other	10.5	8.8	18%	40.5	44.1	-8%
<b>Total</b>	<b>148.1</b>	<b>149.2</b>	<b>-1%</b>	<b>571.3</b>	<b>548.1</b>	<b>4%</b>

## Note 4 Net cash/debt

SEK millions	31 Dec 2023	31 Dec 2022
Cash and cash equivalents	37.3	96.9
Liabilities to credit institutions	-32.1	-45.2
Lease-related liabilities	-23.9	-36.2
Other interest carrying assets (EKN)	31.7	16.5
<b>Net cash (+) / net debt (-)</b>	<b>12.9</b>	<b>32.1</b>

## Note 5 Currency exchange rates

Material currencies average rates	Jan-Dec 2023	Jan-Dec 2022
EUR	11.48	10.63
USD	10.61	10.12
RUB	0.13	0.15

Material currencies balance date	Dec 31 2023	Dec 31 2022
EUR	11.10	11.13
USD	10.04	10.44
RUB	0.11	0.15

Since March 2022, the Swedish Central Bank has not published updated ruble exchange rates. As a consequence, alternative official sources have been used in the period for the Ruble.

## Quarterly overview

	2023				2022			2021	
	Oct-Dec	Jul-Sep	Apr-Jun	Jan-Mar	Oct-Dec	Jul-Sep	Apr-Jun	Jan-Mar	Oct-Dec
Net sales, SEK million	148.1	139.6	140.5	143.1	149.2	125.6	140.8	132.5	140.3
Gross profit, SEK million	65.9	57.8	59.9	66.1	66.7	51.1	53.3	56.8	57.9
Gross margin, %	44.5	41.4	42.7	46.2	44.7	40.7	37.8	42.9	41.2
EBITDA, SEK million	15.9	14.2	15.4	18.4	15.8	11.8	12.2	16.3	24.1
EBITDA margin, %	10.7	10.2	10.9	12.9	10.6	9.4	8.7	12.3	17.2
Depreciation and impairment of property, plant and equipment, SEK million*	8.8	4.6	5.1	4.7	4.1	6.6	5.5	4.5	3.6
EBITA, SEK million	11.6	9.6	10.3	13.8	11.7	5.2	6.7	11.9	15.4
EBITA margin, %	7.9	6.8	7.3	9.6	7.8	4.2	4.8	9.0	11.0
Amortization and impairment of intangible assets, SEK million	1.2	1.6	1.6	1.7	1.6	1.6	1.7	1.5	1.6
EBIT, SEK million	10.5	7.9	8.7	12.1	10.0	3.6	5.0	10.3	13.8
EBIT margin, %	7.1	5.7	6.2	8.5	6.7	2.9	3.6	7.8	9.9
Profit after tax, SEK million	8.4	4.6	4.1	7.9	2.9	2.4	2.9	4.6	17.3
Basic earnings per share, SEK**	0.22	0.12	0.11	0.20	0.09	0.09	0.11	0.17	0.65
Diluted earnings per share, SEK**	0.22	0.12	0.11	0.20	0.09	0.09	0.10	0.17	0.63
Cash flow from operating activities per share, SEK**	0.75	0.72	0.09	-0.23	0.42	-0.59	-0.28	-0.05	0.44
Return on equity, %	1.8	0.9	0.9	2.0	0.8	0.7	0.9	1.6	6.2
Net cash (+) net debt (-) / EBIT (R12)	0.3	0.3	-0.3	0.5	1.1	2.2	1.0	0.5	0.0
Equity/assets ratio, %	63	62	62	61	61	49	49	50	52

\* Q4 2023: The amount of 8.8 million SEK includes a non-recurring write-down of equipment amounting to 4.6 million SEK.

\*\* Fund issue elements from the new share issue in Q4 2022 has been taken into account in the calculation of earnings per share before and after dilution and cash flow from operating activities per share, which is why the comparative figures have been recalculated.

## Definitions

### Use of alternative performance measures

The Boule Group's financial statements are prepared in accordance with IFRS. Only a small number of performance measures are defined in IFRS. Boule applies the ESMA (European Securities and Market Authority) Guidelines for Alternative Performance Measures. In brief, an alternative performance measure is a financial measure of historical or future earnings development, financial position or cash flow that is not defined or specified in IFRS. Boule presents certain non-IFRS performance measures in order to support management and other stakeholders in their analysis of the Group's development. Management believes that use of these measures facilitates this analysis. These alternative performance measures supplement the information presented in accordance with IFRS and do not replace IFRS performance measures. Boule's definitions of non-IFRS performance measures shown below may differ from those of other companies. Calculations for all performance measures can be reconciled to line items in the income statement and balance sheet.

**Sales growth** is net sales for the period divided by net sales for the comparative period, expressed as a percentage change.

**Organic growth** is change in net sales during the current period, excluding acquisitions, divestments and currency effects in relation to the net sales in the corresponding period last year, expressed as a percentage change.

**Gross profit** is net sales less cost of sales.

**Gross margin** is gross profit divided by net sales.

**EBITDA** (Earnings before interest, taxes, depreciation and amortization) is profit before net financial items, taxes, depreciation of property, plant and equipment and amortization of intangible assets.

**EBITDA margin** is EBITDA divided by net sales.

**EBITA** (Earnings before interest, taxes and amortization) is operating profit before net financial items, taxes and amortization of intangible assets.

**EBITA margin** is EBITA 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.

**Working capital** is inventories, trade receivables (current and non-current) and cash less trade payables.

**Interest coverage** ratio is operating profit plus finance income divided by finance costs.

**Return on equity** is profit after tax divided by average equity.

**Net debt (Net cash)** is interest-bearing liabilities less cash and cash equivalents and current and non-current interest-bearing receivables guaranteed by EKN.

**Net debt/equity ratio** is net debt divided by equity.

**Equity/assets ratio** is equity divided by total assets.

**Operating margin excluding non-recurring expenses** is operating profit before non-recurring expenses divided by net sales.

**Operational cash flow** is cash flow from operating activities, excluding net investments in intangible assets and tangible fixed assets, financing, non-recurring items and restructuring expenses, but including tax paid.

## About Boule Diagnostics

Boule Diagnostics AB (publ) is a global diagnostics company specializing in near-patient, decentralized blood diagnostics and one of the few companies in the global diagnostics market that conducts its own development, manufacturing and marketing of instruments and consumables for blood diagnostics. The Company primarily serves hospitals, clinics, laboratories and other diagnostics companies to which it offers complete systems for blood diagnostics (hematology) in both the human and veterinary areas. Boule has strong positions in important emerging markets such as in Asia and in recent years has improved its position in the fast-growing veterinary market. Operations are conducted through operating subsidiaries in Sweden, the United States, Mexico and Russia. The Group reported net sales of SEK 571 million in 2023 and has more than 200 employees. Sales are conducted globally, predominantly through the company's 200 or so distributors in over 100 countries, supported by Boule's own local sales and service personnel. Boule has been listed on Nasdaq Stockholm since 2011.

### Our Core Values

Courageous | Customer oriented | Innovative | Result oriented | Teamwork | Quality

#### Boule purpose

We provide versatile high-quality, decentralized diagnostics solutions for everyone everywhere

#### Business model

- Indirect sales
- Extend installed base
- Multi-brand strategy

#### 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

## Other information

### Calendar

Interim report Q1 2024	May 7, 2024
Annual General Meeting of shareholders 2024	May 8, 2024
Interim report Q2 2024	July 22, 2024
Interim report Q3 2024	October 25, 2024
Year-end report 2024	February 11, 2025

### Presentation of the interim report

CEO Jesper Söderqvist and CFO Jan Benjaminson will present and comment on the interim report through Teams. After the presentation, there will be time for questions.

The presentation will be held in English.

Time: 10:00, February 6, 2024

**Please follow this link to participate!**



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This information is information that Boule Diagnostics AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 07:30 CET on February 6, 2024.