

### COMMISSIONED RESEARCH

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**RESULTS UPDATE** 09 May 2025 Sweden Healthcare

# Mentice

Share price: SEK19.8 Fair value range: SEK31.0-40.0

### Facing FX headwinds and a challenging market - Q1 review

### Quarter marked by extraordinary costs

Sales in the quarter were SEK54.3m, which corresponds to total growth of 19.5% Y/Y, and 17.3% organic. This can be compared to our estimate of SEK52.8m. EBITDA in the quarter was SEK-19.2m, compared to our estimate of SEK-7.5m. EBITDA was affected by SEK3.5m in restructuring costs and SEK5m in currency effects. The order intake was SEK43.7m, corresponding to a growth rate of 15% Y/Y, with 11% organic. Looking at rolling 12 months the order intake was 4% below our estimate. To summarise, we believe that the report is a sign that Mentice is back on a growth path as R12M sales grew 3.1% Q/Q and order intake grew 3.5% Q/Q, indicating an annualised growth rate in line with our 2025 estimates.

### Adjusting for FX and an uncertain macro environment

Given the FX headwinds Mentice is facing and the current uncertainty in the macro environment we are lowering our sales estimates by an average of 5% during the estimate period. As Mentice has a high gross margin, we decrease our adjusted EBITDA estimate annually by an average of SEK8.6m.

### Q/Q development supports long-term equity story, but challenges lie ahead

While the negative growth trend in R12M order intake has been broken and the growth rate on R12M order intake Q/Q is encouraging, we believe that Mentice will face short-term challenges in terms of FX headwinds and an uncertain macro environment. However, this does not change the long-term equity story, in our view, as we see strong underlying growth trends and encouraging initiatives to expand the market to adjacent areas such as robotics.

### Valued close to all time low due to high uncertainty

Mentice currently trades, based on our estimates, on EV/Sales 2026e of 1.3x. This can be compared to the median during 2022–25 of 2.4x. Due to the lowered estimates and an increased macro environment we are lowering our fair value range to SEK31-40. (35-46). We argue that the current discount to median reflects a high uncertainty regarding future growth.

												A	
Changes in this	report			Key figures (SEK)	2024	2025e	2026e	2027e	Share p	orice - 5	Y		
	From	То	Chg	Sales (m)	290	309	356	388	200				
EPS adj. 2025e	0.40	0.01	-98%	EBITDA (m)	19	23	34	48	180 -	1			
EPS adj. 2026e	0.72	0.40	-45%	EBIT (m)	-12	-3	7	22	160 -				
EPS adj. 2027e	1.11	0.86	-22%	EPS	-0.72	-0.29	0.21	0.67	140 -				
· · · · · · · · ·				EPS adj.	-0.29	0.01	0.40	0.86	120 -	f\			
				DPS	0.00	0.00	0.00	0.00	100 -	11	L		
				Sales growth Y/Y	6%	6%	۱5%	9%	80 -	M.	Ast.	water	
				EPS adj. growth Y/Y	-chg	+chg	4,746%	118%	60 -		Wer	m la	Y
Key facts				EBIT margin	-4.3%	-0.9%	2.1%	5.6%	40 -		· \.	Mr.A.	
No. shares (m)			25.6	P/E adj.	n.m.	>100	50.0	22.9	20 -		-	"V Muy	<b>h</b> .
Market cap. (USE	,		52	EV/EBIT	neg.	neg.	62.0	20.7	20				<u> </u>
Market cap. (SEK	,		505	EV/EBITA	neg.	>100	37.6	16.9	Ma			1ay May	
Net IB Debt. (SEI	-		-37	EV/EBITDA	32.2	20.1	13.8	9.4	202	0 2021	2022 2	023 2024	
Adjustments (SEk	,		0	P/BV	3.5	3.7	3.6	3.2		Ma	ntice		
EV (2025e) (SEKr	n)		468	Dividend yield	0.0%	0.0%	0.0%	0.0%					
Free float			40.3%	FCF yield	-1.6%	-1.8%	1.2%	3.4%		OM	1X Stockhol	m_PI (Se) (Rebas	ed)
Avg. daily vol. ('0	00)		3	Equity/Total Assets	44.4%	43.0%	40.6%	41.4%	High/Lov	w (12M)		SEK3	86.1/17.9
Risk			n.a.	ROCE	-7.3%	-2.1%	5.4%	14.5%	Perf.	3M	6M	12M	YTD
Fiscal year end			ember	ROE adj.	-4.8%	0.1%	7.3%	14.7%	Abs.	-17.4	-23.4	-34.4	-22.5
Share price as of	(CET) 08	May 202	5 00:00	Net IB debt/EBITDA	-2.6	-1.6	-1.2	-1.2	Rel.	-8.7	-18.3	-30.0	-20.1

Source: Carnegie Research, FactSet, Millistream & company data

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### Upcoming events

• Q2 Report: 24 Jul 2025



Mentice

Equity story	
Near term: 6–12m	We believe that the key for the Mentice share in the next 6–12 months is if the company can show less volatility in revenue between quarters. Mentice's revenue is largely project-related, leading to high volatility between quarters. If revenue is more product related this volatility would decrease. Two of the company's segments – Healthcare Systems (17% of order intake R12M) and Strategic Alliances (8% of the order intake R12M) – sell Mentice software as a subscription, leading to lower volatility between quarters. We therefore see growth in these business areas as important in the next 6–12 months.
Long term: 5Y+	Mentice has a strategy to increase recurring revenue by offering its product as a SaaS solution. Steady growth in SaaS revenue could lead to a multiple expansion. We also believe that Mentice can leverage on strong product development among its clients in the medical device industry segment. Another potential trigger is if Mentice can make acquisitions that increase its addressable market, as it has done previously and has been able to expose acquired companies to its network of world-leading medtech companies.
Key risks:	<ul> <li>Liquidity: the company has high volatility in its cash flows</li> <li>Counterparty risk: Mentice has a relatively high concentration among its customers</li> <li>FX risk: Mentice has costs in SEK but most of its revenue in other currencies</li> </ul>

#### **Company description**

Launched in 1999, Mentice is the leading provider of software and hardware simulation solutions for image guided interventional therapies. The company has delivered over 3,100 systems globally and works closely with all leading medtech companies. Since the IPO in 2019 the company has made several bolt-on acquisitions in order to increase the addressable market.

#### **Key industry drivers**

- The shift from open to endovascular surgery
- Launch of new devices/methods for surgery
- Increased use of simulation on a daily basis in surgery

#### Industry outlook

 According to Polaris Market research the healthcare simulation market is expected to grow at a CAGR(24–32e) of 17%

#### Largest shareholders

Karin Howell-Bidermann	34.0%
Bure Equity	14.7%
Fjärde AP-fonden	7.7%

### Cyclicality

Key peers

Cyclicality: N/A Surgical Science, RaySearch, Sectra, C-RAD

### Valuation and methodology

We use a peer valuation and a DCF to calculate our fair value range for Mentice. In the peer valuation, the EV/S(26e) is a function of the sum of average EBITDA margin 2025–26e and average growth rate 2025–26e. This represents the high end of our value range. Given the current uncertainty we have applied a discount of 10–20% to the regression value. The low end is the midpoint of our DCF valuation range. In our DCF have used a WACC range of 11–12%. During 2028e-44e we have an average growth rate of 10% and an EBITDA margin of 17%. We estimate a CAPEX to sales ratio of 21% during 2028e-44e.

#### Fair value range 12m



The upper part of our fair value range is determined by a peer valuation based on EV/S(26e) as a function of average growth and EBITDA margin 2025–26e. The main driver for the stock to reach the upper part of the fair value range would be signs of the company moving towards profitable growth, shown by a steady stream of news regarding larger orders. The lower part of the fair value range is determined by a DCF. We have chosen a WACC range of 11-12% to reflect the high volatility in Mentice's historical cash flows.



Source: Carnegie Research & company data

# Mentice key charts



Since Q1(25) the company only reports two segments. We argue that we will see a continuous acceleration in order intake growth R12M during 2025e

Source: Carnegie Research, Company data



Despite our conservative growth estimates, we expect Mentice to see margin expansion for the full year during 2025e

Source: Carnegie Research, Company data



We see a return to increased efficiency per FTE during 2025e

Source: Carnegie Research, Company data

# Mentice interim charts



Mentice's sales are usually tilted towards H2(25), making the Q1 numbers less crucial for full-year estimates

Source: Carnegie research





We believe that an acceleration in sales and order intake growth will be an important catalyst for Mentice in 2025

Source: Carnegie Research, Company data



We argue that the R12M trend is the most important to look at for Mentice as the volatility between quarters has historically been very high

Source: Carnegie Research, Company data



# Mentice in numbers

					Orderbook								
		Q2(22)	Q3(22)	Q4(22)		Q2(23)	Q3(23)	Q4(23)	QI(24)	Q2(24)	Q3(24)	Q4(24)	Q1(25)
Mentice VIST HW	24	35	27	20	24	26	27	33	33	23	25	31	4
Mentice VIST SW	53	63	66	73	73	73	75	91	85	69	67	79	4
Mentice VIST Dev	11	6	19	16	14		12	19	17	14	16	21	2
Physical Sim	3	4	2	7	7	6	6	5	5	2	4	3	
Ankyras	0	0	0	9	9	10	9	8	7	6	5	4	
SUM	91	109	114	126	126	125	129	156	147	114	117	138	: П
Vist HW growth Y/Y					-1%	-28%	2%	63%	39%	-10%	-10%	-7%	43%
Wist SW growth Y/Y					0%	-1%	3%	22%	-6%	-18%	-3%	-13%	-51%
Vist Dev. Growth Y/Y					38%	15%	13%	24%	16%	-5%	-10%	9%	239
Vist dev. growth Y/Y					-16%	-20%	8%	61%	-10%	-21%	15%	-39%	-29
To tal Grwoth Y/Y					38%	15%	13%	24%	16%	-9%	-9%	-12%	-195
	Q1(22)	Q2(22)	Q3(22)	Q4(22)	Q1(23)	Q2(23)	Q3(23)	Q4(23)	Q1(24)	Q2(24)	Q3(24)	Q4(24)	Q1(25)
	Q1(22)	Q2(22)	Q3(22)	Q4(22)	Q1(23)	es (SEKm) Q2(23)	Q3(23)	Q4(23)	Q1(24)	Q2(24)	Q3(24)	Q4(24)	Q1(25)
Mentice VIST HW	27	20	26	30	32	45	32	37	20	58	24	49	27
Mentice VIST HW Mentice VIST SW	27 14	20 17	26 17	30 23	32 19	45 17	32 22	37 22	20 14				
										28	24	22	
Mentice VIST SW	14	17	17	23	19	17	22	22	14	28 5	24 5	22	1
Mentice VIST SW Mentice VIST Dev	14	17	17	23 12	19 10	17	22	22 7	14	28 5	24 5	22 6 7	
Mentice VIST SW Mentice VIST Dev Physical Sim	14	17	17	23 12 5	19 10 3	17 9 3	22 6 3	22 7 4	14 6 4	28 5 8 1	24 5 4	22 6 7	
Mentice VIST SW Mentice VIST Dev Physical Sim Ankyras	14 6 6	17 4 4	17 4 4	23 12 5 0	19 10 3	17 9 3 1	22 6 3 1 <b>64</b>	22 7 4 1 <b>70</b>	14 6 4 1	28 5 8 1 101	24 5 4 1 <b>58</b>	22 6 7 1 8	( 54
Mentice VIST SW Mentice VIST Dev Physical Sim Ankyras SUM	14 6 6	17 4 4	17 4 4	23 12 5 0	19 10 3 1 <b>65</b>	17 9 3 1 <b>74</b>	22 6 3 1 <b>64</b>	22 7 4 1 <b>70</b> 24%	14 6 4 1 <b>45</b> -37%	28 5 8 1 <b>101</b> 31%	24 5 4 1 <b>58</b> -25%	22 6 7 1 8 86 35%	5 33
Mentice VIST SW Mentice VIST Dev Physical Sim Ankyras <b>SUM</b> Vist HW growth Y/Y	14 6 6	17 4 4	17 4 4	23 12 5 0	19 10 3 1 <b>65</b> 17%	17 9 3 1 <b>74</b> 123%	22 6 3 1 <b>64</b> 21%	22 7 4 1 <b>70</b> 24% -2%	14 6 4 1 <b>45</b> -37% -29%	28 5 8 1 <b>101</b> 31% 71%	24 5 4 1 <b>58</b> 5 8 -25%	22 6 7 1 8 <b>86</b> 35%	5 333
Mentice VIST SW Mentice VIST Dev Physical Sim Ankyras <b>SUM</b> Vist HW growth Y/Y Wist SW growth Y/Y	14 6 6	17 4 4	17 4 4	23 12 5 0	19 10 3 1 <b>65</b> 17% 38%	17 9 3 1 <b>74</b> 123% -2%	22 6 3 1 <b>64</b> 21% 28%	22 7 4 1 <b>70</b> 24% -2% -42%	14 6 4 1 <b>45</b> -37% -29% -41%	28 5 8 1 <b>101</b> 31% 71% -42%	24 5 4 1 <b>58</b> 58 58 -25% 5 9% -19%	22 6 7 1 8 <b>86</b> 35% 5 0% 5 -9%	5 333 -175
Mentice VIST SW Mentice VIST Dev Physical Sim Ankyras <b>SUM</b> Vist HW growth Y/Y Wist SW growth Y/Y Vist Dev. Growth Y/Y	14 6 6	17 4 4	17 4 4	23 12 5 0	19 10 3 1 <b>65</b> 17% 38% 73%	17 9 3 1 <b>74</b> 123% -2% 108%	22 6 3 1 <b>64</b> 21% 28% 48%	22 7 4 1 <b>70</b> 24% -2% -42% 178%	14 6 4 1 <b>45</b> -37% -29% -41% -9%	28 5 8 1 101 31% 71% -42% -16%	24 5 4 1 <b>58</b> 58 58 58 59% 59% 59% 51%	22 6 7 1 8 <b>86</b> 35% 5 0% 5 -9% 5 66%	5 333 -179 509 439
Mentice VIST SW Mentice VIST Dev Physical Sim Ankyras SUM Vist HW growth Y/Y Wist SW growth Y/Y Vist Dev. Growth Y/Y Vist dev. growth Y/Y	14 6 6	17 4 4	17 4 4	23 12 5 0	19 10 3 1 <b>65</b> 17% 38% 73% -9%	17 9 3 1 74 123% -2% 108% -30%	22 6 3 1 <b>64</b> 21% 28% 48% -3%	22 7 4 1 <b>70</b> 24% -2% -42% 178%	14 6 4 1 <b>45</b> -37% -29% -41% -9% 43%	28 5 8 1 101 31% 71% -42% -16%	24 5 4 1 <b>58</b> -25% 9% -19% -31% 21%	22 6 7 8 8 8 8 8 8 8 8 8 8 8 9% 6 8 6 8 8 6 8 8 8 8 8 8 8 8 8 8 8 8 8	50 333 -175 505 435

7 I 47 3	19 14 31	21 15 34	15 5 25	22(24) 19 26 56	Q3(24) 15 14 28	11	Q1(25)
7 I 47 3	14 31	15 34	5 25	26	14	11	8
47 3	31	34	25				
				56	28	41	30
74 /							50
74 6	64	70	45	101	58	86	54
39% 68	68%	27%	-21%	-7%	-19%	61%	4%
57% 42	42%	26%	-45%	274%	4%	-26%	88%
28% 3	3%	-15%	-32%	19%	-10%	20%	17%
				28% 3% -15% -32%	28% 3% -15% -32% 19%	28% 3% -15% -32% 19% -10%	

## Estimate changes

Mentice - Estimate changes	2025e	2025e		2026e	2026e		2027e	2027e	
	Old	New	Chg	Old	New	Chg	Old	New	Chg
Sales	320	309	-4%	382	356	-7%	410	388	-5%
Growth	10%	6%	-394 bps	19%	۱5%	-393 bps	7%	9%	+159 bps
EBITDA	35	23	-34%	43	34	-22%	56	48	-14%
EBITDA margin	11.0%	7.5%	-344 bps	11.3%	9.4%	-188 bps	13.6%	12.3%	-129 bps
EO	0	-4	n.m	0	0	n.m	0	0	n.m
Adj. EBITDA	35	27	-24%	43	34	-22%	56	48	-14%
Adj. EBITDA marign	10.9%	8.7%	-227 bps	11.3%	9.4%	-188 bps	14.0%	12.3%	-170 bps
Pre-tax profit	9	-3	-132%	17	7	-56%	30	22	-27%
Net profit	5	-7	-237%	14	5	-62%	24	17	-27%
EPS	0.2	-0.3	-237%	0.5	0.2	-61%	0.9	0.7	-27%
EPS adj	0.4	0.0	- <b>9</b> 8%	0.7	0.4	-45%	1.1	0.9	-22%
Order intake									
Medical Device Industry (MDI)	255	259	1%	285	290	2%	320	325	1%
Healthcare Systems (HCS)	55	54	-3%	60	59	-2%	66	65	-2%
Strategic Alliances (SA)	20	n.m	n.m	28	n.m	n.m	31	n.m	n.m
Sum	332	312	-6%	377	349	-7%	421	389	-7%

Source: Carnegie Research



### Valuation

In our peer valuation, representing the high end of our fair value range, we have looked at several listed Nordic medtech companies. The valuation multiple we use, EV/S(26e), is a function of the sum of average revenue growth in 2025–26e and the average EBITDA margin in 2025–26e. The reason for using this method is to highlight the markets' focus on profitable growth. In order to factor in the increased uncertainty in the market we have used a discount range of 10-20% to the value in the regression. See Appendix I for a complete peer list.

The low end of the fair value range is determined by using the midpoint of our DCF-valuation with a WACC ranging from 11-12%:





Mentice is valued far below the trendline for valuation given growth and profitability estimates. Due to the uncertainty in the market, we have applied a discount rate of 10–20% to the regression value when determining our fair value range





We believe that sales growth is the most important aspect in valuing Mentice. We therefore see the current valuation, at alltime lows, as a sign of increased uncertainty regarding future growth estimates

Source: FactSet, Carnegie Research, Multiples and growth based on FactSet consensus 20250508



### DCF

					Average yea			Terminal
DCF assumptions - Summary	2025e	2026e	2027e	4-5	6-10	11-15	16-20	perio d
Total sales growth	6.4%	15.3%	9.0%	11.5%	12.4%	10.2%	6.6%	2.0%
EBITDA margin	7.5%	9.4%	12.3%	16.0%	17.0%	17.0%	17.0%	17.0%
Depreciation % of sales	-6.9%	-6.0%	-5.5%	-5.5%	-5.5%	-5.5%	-5.5%	-5.5%
EBITA margin	0.6%	3.5%	6.8%	10.5%	11.5%	11.5%	11.5%	11.5%
Amortisations % of sales	-16%	-14%	-12%	-12%	-12%	-1.2%	-12%	0.0%
EBIT margin	-0.9%	2.1%	5.6%	9.3%	10.3%	10.3%	10.3%	10.3%
Capex % of sales	-9.1%	-8.7%	-8.0%	-5.0%	-5.0%	-5.0%	-5.0%	-5.0%
Paid tax rate	-218%	-218%	-21.8%	-20.6%	-20.6%	-20.6%	-20.6%	-20.6%
NWC to sales	-12.0%	-11.0%	-11.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
Sales	309	356	388	453	698	1,187	1,724	1,973
EBITDA	23	34	48	73	119	202	293	335
Capex	-28	-31	-31	-23	-35	-59	-86	-108
Taxes	1	-2	-5	- 10	-17	-28	-41	47
Other	-2	2	4	-17	2	2	2	1,539
Free cash flow	-6	3	15	24	69	116	168	1,813
Discounted FCF	-6	3	12	14	29	28	23	199
Share of total discounted FCF	- 1%	0%	2%	4%	23%	22%	18%	31%
Valuation	(curr.)m Per	share (low) Per	share (high)	WAG	C assumptions			
EV (discounted FCF)	636	25	30		free rate			4.0%
- Net debt (2024)	49	2	2		et risk premium			4.0%
+Associates	0	0	0		ted Beta			100.0%
- Minority interest	ō	ō	ō		try risk premium			0.0%
- Outstanding warrants	0	0	0		lity risk premium			0.0%
Other debt adjustments	0	ō	0		isk (-1% to +1%)			0.0%
Equity value at YE (25)	685	27	32		of equity			12.0%
Time adjustment	28				free rate			4.0%
Dividend	0	0	0	Credi	spread			16%
Current equity value	713	28	33		of debt (Rf + credit sp	ead)		5.6%
			•••	Taxes		,		24.0%
					taxcost of debt			4.2%
					ty weight			100.0%
				WAC				12.0%





Source: Carnegie Research



### Risks

We see three main risks related to the Mentice share:

**Currency risk**: Mentice has a large part of its costs in SEK and a substantial share of revenue in foreign currency. Fluctuations in FX could therefore affect the company.

**Counterparty risk**: Mentice's largest customer stood for 15% of revenue in 2023. Mentice's main customers are large medtech companies, meaning that Mentice is dependent on these companies continuing to invest in marketing and new product launches.

**Liquidity risk:** Mentice has high volatility in cash flows; should it report 1–2 negative quarterly reports in a row the market might become concerned about the cash flow of the company, potentially affecting the valuation negatively.



APPENDIX I	A	PPE	ND	IX I
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Valuation			EV /	Sales		EV	/ EBITDA			EV / EBIT		Buis	e / Earnings	
Valuation	MCAP (sek)	EV (sek)	LTM	2025	2026	LTM	2025	2026	LTM	2025	2026	LTM	2025	2026
ellaVision	4,642	4,482	6.0×	5.8×	5.1×	19.2x	17.3x	15.0×	22.9×	20.7×	17.8×	30.5×	27.4x	23.2×
trolife	20,412 8,227	21,307	5.9× 7.0×	5.9x	5.4× 5.8×	17.0x 23.4x	17.5x 21.1x	15.5× 17.5×	26.4× 28.0×	27.4× 24.3×	23.0× 20.3×	41.0x 39.3x	36.8× 33.6×	29.4×
Revenio Group oGaia	8,227		7.0× 6.7×	6.5×		23.4× 19.8×	21.1× 18.9×		28.0× 23.7×	24.3× 20.2×	20.3×		33.6x 27.9x	26.2× 24.0×
oloplast	213,064	9,464 244,648	6.0x	6.2× 5.9×	5.6× 5.4×	19.8x	18.9x	16.1× 16.4×	23./x 22.0x	20.2x 21.3x	17.1x 18.8x	34.6× 31.6×	27.9x 25.9x	24.0x 23.0x
ctra	58,302	56,497	17.5x	15.1x	13.1x	97.8x	64.2x	52.2×	109.8x	74.7x	59.8x	97.5x	25.7x 96.4x	23.0x 77.2x
nbu	41,052	40,484	4.7x	4.5x	4.0x	23.9x	22.7x	18.9x	60.4x	31.8x	25.2x	75.0x	40.4x	31.9x
mian Group	19,380	21,492	4.8x	4.5x	4.1x	18.4x	15.9x	13.9x	27.7x	22.3x	18.9x	88.2×	31.2x	26.4x
sySearch Laboratories	8,762	8,771	7.4x	6.8x	5.9x	16.1x	14.8x	13.7x	35.5×	30.9×	23.0x	40.7x	37.6x	28.0×
vivo Perfusion	9.500	9.214	10.8×	9.4x	7.3x	43.0x	40.1x	26.5x	72.4x	58.9x	34.8x	69.3x	94.8x	45.7x
со	2,388	3,131	1.7x	1.6x	1.5×	20.1×	22.3×	13.6×		(25.9x)	(50.7x)	(11.3x)		
tuitive Surgical	1,845,254	1,800,954	21.5×	19.4x	16.9×	63.6×	48.5×	42.2×	76.4x	56.5×	48.5×	78.6×	68.8×	59.1×
evyser Diagnostics	1,714	1,665	7.5x	6.0x	4.3x		68.9x	17.3x		(463.1x)	24.5×	(24.5x)		35.3×
otage	11,295	11,114	5.7×	5.4×	4.9x	23.8×	21.3x	17.7x	37.7×	32.6×	23.8×	44.1x	39.0×	29.5×
sule Diagnostics	310	491	0.9×	0.9×	0.9x		7.9x	5.0×		7.4x	6.3×	(1.0x)	6.6×	5.7×
irgical Science Sweden	7,164	6,272	7.1×	5.5×	4.6x	29.9x	20.4x	13.1x	42.0×	28.0×	15.7x	54.4x	33.5×	22.6×
entice	505	461	1.6x	1.5×	1.3x	27.6×	19.8x	9.7×		61.5×	21.3×	(27.4x)	96.0×	29.4×
			7.6x	6.8x	5.9x	31.0x	27.5x	19.6x	45.0x	-2.0x	20.4x	43.0x	42.9x	32.5x
			6.3x	5.9x	5.2x	21.7x	20.7x	16.2x	35.5x	25.8x	21.6x	40.8x	35.2x	28.0x
2025-05-08											Sou	urce: FactSet, consen	sus numbers, Carne	gie Research
				Income			EBITDA			EBIT			et Income	
argins			LTM	2025	2026	LTM	2025	2026	LTM	2025	2026	LTM	2025	2026
ellaVision			68%	70%	70%	31%	33%	34%	26%	28%	28%	20%	22%	23%
trolife			52%	60%	60%	35%	34%	35%	22%	22%	24%	14%	15%	17%
svenio Group			43%	71%	71%	30%	31%	33%	25%	27%	29%	18%	19%	22%
oGaia			73%	73%	73%	34%	33%	35%	28%	31%	33%	22%	25%	26%
ploplast			68%	68%	69%	32%	32%	33%	27%	28%	29%	16%	15%	20%
ctra			17%	87%	88%	18%	24%	25%	16%	20%	22%	18%	16%	17%
nbu			59%	61%	62%	20%	20%	21%	8%	14%	16%	6%	11%	13%
mian Group			17%	74%	73%	26%	29%	30%	17%	20%	22%	5%	10%	14%
iySearch Laboratories vivo Perfusion			92% 65%	92% 74%	92% 77%		46% 24%	46% 27%	21%	22%	26% 21%	17%	17%	20% 17%
vivo Pertusion CO					55%									
•			44% 67%	54% 65%	55% 66%	8% 34%	7% 40%	11%	-10%	-6% 34%	-3% 35%	-15% 28%	-15% 29%	-4% 30%
tuitive Surgical			67% 80%	86%	86%	-18%	40%	40%	-28%	-1%	35%	-32%	-2%	30%
evyser Diagnostics					66%		9% 26%	25%	-28%	-1%			-2%	13%
otage sule Diagnostics			63% 45%	64% 46%	47%	24% -59%	12%	17%	-63%	17%	21%	13% -60%	4%	17%
irgical Science Sweden			61%	70%	71%	24%	27%	35%	17%	20%	29%	15%	16%	23%
entice			89%	90%	90%	6%	8%	9%	-5%	20%	6%	-6%	3%	4%
endce														
			57.2%	69.7%	70.3%	17.5%	26.6%	29.7%	10.3%	18.9%	22.6%	6.4%	12.7%	17.3%
			61.8%	69.9%	70.4%	25.1%	27.8%	31.4%	17.1%	20.3%	22.7%	15.5%	15.1%	17.2%
2025-05-08											Sou	urce: FactSet, consen	sus numbers, Carne	gie Research
			Sa	les			EBITDA			EBIT		Ne	et Income	
rowth			LTM	2025	2026	LTM	2025	2026	LTM	2025	2026	LTM	2025	2026
ellaVision			6%	7%	13%	8%	18%	15%	8%	21%	16%	8%	23%	16%
						8% 8%								
trolife 2venio Group			3% 9%	0% 10%	9% 12%	8% 7%	-1% 16%	13%	10%	-2% 17%	19%	-113% 3%	6% 20%	23% 27%
evenio Group			9% 9%	7%	12%	7% 6%	16%	18%	4% -6%	-2%	19%	-17%	20%	16%
oloplast			9% 9%	7% 5%	9%	6% 10%	0% 7%	18%	-6% 9%	-2%	18%	-17%	-15%	47%
ctra			9%	5%	9%	0%	13%	23%	9% -1%	8%	25%	-8%	-15%	47%
nbu			15%	18%	16%	41%	21%	23%	-1%	35%	25%	38%	193%	25%
100			15%	13%	12%	41%	21%	14%	-10%	17%	18%	1%	193%	25% 56%
mian Group					10/0	27/0					35%	102%	8%	35%
mian Group				9%	16%	44%	6%	17%	83%					166%
sySearch Laboratories			17%	9% 19%	16%	44%	6% 31%	17%	83%	9% 35%				
iySearch Laboratories vivo Perfusion			17% 33%	19%	30%	139%	31%	51%	83% 692% -74%	35%	70%	36%	-54%	
ySearch Laboratories vivo Perfusion CO			17% 33% -13%	19% -9%	30% 9%	139% nm	31% -20%	51% 64%	692% -74%	35% nm	70%	36% -84%	-54% nm	nm
iySearch Laboratories vivo Perfusion CO tuitive Surgical			17% 33% -13% 19%	19% -9% 16%	30% 9% 15%	139% nm 30%	31% -20% 10%	51% 64% 15%	692% -74% 33%	35% nm 8%	70% nm 17%	36% -84% 25%	-54% nm 7%	nm 16%
iySearch Laboratories rivo Perfusion CO tuitive Surgical evyser Diagnostics			17% 33% -13% 19% 22%	19% -9% 16% 28%	30% 9% 15% 40%	139% nm 30% -2%	31% -20% 10% nm	51% 64% 15% 298%	692% -74% 33% 16%	35% nm 8% nm	70% nm 17% nm	36% -84% 25% 52%	-54% nm 7% nm	nm 16% nm
rySearch Laboratories rivo Perfusion CO tuitive Surgical eyyser Diagnostics otage			17% 33% -13% 19% 22% -1%	19% -9% 16% 28% -1%	30% 9% 15% 40% 10%	139% nm 30% -2% -10%	31% -20% 10% nm -8%	51% 64% 15% 298% 20%	692% -74% 33% 16% -16%	35% nm 8% nm -6%	70% nm 17% nm 37%	36% -84% 25% 52% 8%	-54% nm 7% nm -13%	nm 16% nm 50%
iySearch Laboratories rivo Perfusion CO tuitive Sungical evyser Diagnostics prage sule Diagnostics			17% 33% -13% 19% 22% -1% -9%	19% -9% 16% 28% -1% -6%	30% 9% 15% 40% 10% 7%	39% nm 30% -2% -10% nm	31% -20% 10% nm -8% nm	51% 64% 15% 298% 20% 57%	692% -74% 33% 16% -16% -826%	35% nm 8% nm -6% nm	70% nm 17% nm 37% 18%	36% -84% 25% 52% 8% n.m	-54% nm 7% nm -13% nm	nm 16% nm 50% 138%
iySearch Laboratories vivo Perfusion CO tutitive Surgical evyter Diagnostics prage wile Dagnostics rigical Science Sweden			17% 33% -13% 19% 22% -1% -9% 0%	19% -9% 16% 28% -1% -6% 29%	30% 9% 15% 40% 10% 7% 20%	139% nm 30% -2% -10% nm -5%	31% -20% 10% nm -8% nm 50%	51% 64% 15% 298% 20% 57% 55%	692% -74% 33% -16% -826% -9%	35% nm 8% nm -6% nm 55%	70% nm 17% nm 37% 18% 79%	36% -84% 25% 52% 8% n.m -37%	-54% nm 7% nm -13% nm 35%	nm 16% nm 50% 138% 79%
iySearch Laboratories rivo Perfusion CO tuttive Sungical evyter Diagnostics otage sule Diagnostics			17% 33% -13% 19% 22% -1% -9% 0% 6%	19% -9% 16% 28% -1% -6% 29% 6%	30% 9% 15% 40% 10% 7% 20% 15%	139% nm 30% -2% -10% nm -5% nm	31% -20% 10% nm -8% nm 50% 24%	51% 64% 15% 298% 20% 57% 55% 45%	692% -74% 33% 16% -826% -9% -48%	35% nm 8% nm -6% nm 55% nm	70% nm 17% nm 37% 18% 79% nm	36% -84% 25% 52% 8% n.m -37% -29%	-54% nm 7% nm -13% nm 35% nm	nm 16% nm 50% 138% 79% nm
nySearch Laboratories rivo Perfusion C-O tutitive Surgical evyter Diagnostics ratge uelle Diagnostics rigical Science Sweden			17% 33% -13% 19% 22% -1% -9% 0%	19% -9% 16% 28% -1% -6% 29%	30% 9% 15% 40% 10% 7% 20%	139% nm 30% -2% -10% nm -5%	31% -20% 10% nm -8% nm 50%	51% 64% 15% 298% 20% 57% 55%	692% -74% 33% -16% -826% -9%	35% nm 8% nm -6% nm 55%	70% nm 17% nm 37% 18% 79%	36% -84% 25% 52% 8% n.m -37%	-54% nm 7% nm -13% nm 35%	nm 16% nm 50% 138% 79%



### Interim figures

QUARTERLY DATA (SEKm)	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4	2025Q1	2025Q2e	2025Q3e	2025Q4e
Financial Year End	2023-03-31	2023-06-30	2023-09-30	2023-12-31	2024-03-31	2024-06-30	2024-09-30	2024-12-31	2025-03-31	2025-06-30	2025-09-30	2025-12-31
Sales	65	74	65	70	45	101	58	86	54	91	67	97
EBITDA	8	11	5	3	-18	25	-6	17	-19	16	3	24
EBITA	0	5	-2	-4	-24	18	-12	6	-27	10	-4	17
Adjusted EBITA	0	5	-2	-4	-24	18	-12	14	-27	10	-4	17
EBIT	0	5	-2	-4	-24	18	-12	6	-27	10	-4	17
Adjusted EBIT	0	5	-2	I	-24	18	-12	14	-27	10	-4	17
Net Financial Items	-1	0	0	I	0	0	0	-1	0	0	0	0
EAFI	-1	5	-2	3	-24	18	-12	13	-27	10	-4	17
Pre-Tax Profit	-1	5	-2	-2	-24	18	-12	5	-27	10	-4	17
Adjusted Pre-Tax Profit	-1	5	-2	3	-24	18	-12	13	-27	10	-4	17
Net Profit	-1	I.	0	-3	-25	17	-13	2	-28	8	-4	15
Adjusted Net Profit	-1	I	0	2	-25	17	-13	10	-28	8	-4	15
EPS	-0.1	0.1	0.0	-0.1	-1.0	0.7	-0.5	0.1	-1.1	0.3	-0.1	0.6

Source: Company data, Carnegie Research



### **Financial statements**

Profit & loss (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Sales	157	149	138	185	218	274	290	309	356	388
COGS	-29	-23	-33	-35	-29	-37	-33	-30	-36	-39
Gross profit	128	127	104	150	189	236	257	279	321	349
Other income & costs	-107	-140	-108	-147	-190	-209	-238	-256	-287	-302
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
EBITDA	21	-13	-4	3	-1	27	19	23	34	48
Depreciation PPE	0	0	0	0	-3	-3	-14	-2	-2	-2
Depreciation lease assets	-3 0	-8 0	-14 0	-10 0	-9 0	-9 0	-2 -7	-9 -7	-9 -7	-9 -7
Amortisation development costs	-3	-3	0	-12	-11	-16	-7 -4	-7 -3	-7 -3	-7 -3
Amortisation other intangibles Impairments / writedowns	-3	-3	0	-12	-11-0	-16	-4	-3	-3	-3
EBITA	16	-24	-18	-20	-24	-1	-8	2	12	26
Amortization acquisition related	0	0	0	0	0	0	-5	-5	-5	-5
Impairment acquisition related	0	0	0	0	0	0	0	0	0	0
EBIT	16	-24	-18	-20	-24	-1	-12	-3	7	22
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
Net financial items	0	-2	0	-2	0	I	-1	0	0	0
of which interest income/expenses	0	-2	0	-2	0	I	-1	0	0	0
of which interest on lease liabilities	0	0	0	0	0	0	0	0	0	0
of which other items	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	15	-26	-19	-21	-24	0	-14	-3	7	22
Taxes	0	6	5	-8	-7	-3	-5	-5	-2	-4
Post-tax minorities interest Discontinued operations	0 0	0 0	0 0	0 0	0	0 0	0 0	0	0	0 0
Net profit	15	-21	-13	-29	-31	-3	-18	-7	5	17
•										
Adjusted EBITDA	21	-13	-4	3	-1	27	27	27	34	48
Adjusted EBITA Adjusted EBIT	16 16	-24 -24	-18 -18	-20 -20	-24 -24	-  -	0 -4	5 I	12 7	26 22
Adjusted Left Adjusted net profit	15	-24	-13	-20	-24	-1	-7	0	10	22
Sales growth Y/Y	+chg	-4.9%	-7.9%	34.6%	17.8%	25.5%	6.1%	6.4%	15.3%	9.0%
EBITDA growth Y/Y	+chg +chg	-chg -chg	+chg +chg	+chg -chg	-chg -chg	+chg +chg	-30.6%	23.8% +chg	44.6% 524.9%	42.0% 114.3%
EBITA growth Y/Y EBIT growth Y/Y	+chg	-chg	+chg	-chg	-chg	+chg	-chg -chg	+chg	+chg	188.4%
-	-	-	-	-	-	-		-	-	
EBITDA margin EBITA margin	13.2% 9.9%	-8.6% nm	-3.0% nm	I.4% nm	-0.5% nm	9.9%	6.5% nm	7.5% 0.6%	9.4% 3.5%	12.3% 6.8%
EBIT margin	9.9%	-16.4%	-13.2%	-10.6%	-11.0%	nm -0.2%	-4.3%	-0.9%	2.1%	5.6%
Tax rate	na	21.5%	29.6%	-37.4%	-27.5%	-21576.9%	21.8%	21.8%	21.8%	21.8%
		1			I		I	1		
Cash flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
EBITDA Paid taxes	21 0	-13 6	-4 0	3 0	-1 -1	27 -1	19 -4	23 I	34 -2	48 -5
Change in NWC	0	0	34	-6	21	-1		-2	-2	-3
Non cash adjustments	0	0	0	-0	-4	ó	-1	-2	3	2
Discontinued operations	ő	ů 0	ů 0	ů 0	0	Ő	0	0	ő	0
Total operating activities	21	-7	31	-4	15	35	19	19	37	48
Capex tangible assets	0	0	-3	-9	-6	-4	-1	-7	-10	-10
Capitalised development costs	0	0	-22	-17	-8		-15	-12	-10	-12
Capex - other intangible assets	0 0	Ő	0	0	Ő	0	0	0	0	0
Acquisitions/divestments	0	0	0	0	-19	-9	0	0	0	0
Other non-cash adjustments	0	0	0	0	0	0	0	0	0	0
Total investing activities	0	0	-25	-26	-32	-16	-16	-19	-22	-22
Net financial items	0	-2	0	-2	0	1	-1	0	0	0
Lease payments	0	0	-4	-6	-7	-7	-9	-9	-9	-9
Dividend paid and received	0	0	0	0	0	0	0	0	0	0
Share issues & buybacks	0	0	0	0	57	0	0	0	0	0
Change in bank debt	0	0	0	0	0	0	0	0	0	0
Other cash flow items	0	0	0	0	0	0	0	0	0	0
Total financing activities	0	-2	-4	-7	49	-6	-10	-9	-9	-9
Operating cash flow	21	-7	31	-4	15	35	19	19	37	48
Free cash flow	20	-9	I	-37	-5	22	-8	-9	6	17
Net cash flow	20	-9	2	-37	32	13	-8	-9	6	17
Change in net IB debt	20	-17	-9	-41	31	11	2	-9	6	17
Capex / Sales NWC / Sales	0.0% 0.0%	0.0% 0.0%	2.4% -5.7%	4.9% -7.2%	2.5% -11.2%	۱.6% ۱3.6%	0.4% -13.1%	2.3% -12.4%	2.8% -10.7%	2.6% -10.5%

Source: Carnegie Research & company data



### Financial statements, cont.

Balance sheet (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Acquired intangible assets	0	0	42	42	48	49	49	44	39	34
Other fixed intangible assets	0	0	20	18	38	32	27	24	21	19
Capitalised development	0	0	39	46	44	37	42	46	51	55
Tangible assets	0	0	8	14	14	12	9	14	22	30
Lease assets	0	0		14	14	8	8	8	8	8
Other IB assets (I)	0	0	0	0	0	0	0	0	0	0
Other non-IB assets	0	0	21	14	10	8	5	5	5	5
Fixed assets	0	0	141	148	168	145	139	141	146	151
Inventories (2)	0	0	6	9	17	14	17	22 93	28	31
Receivables (2) Proposid ava & other NIV/C items (2)	0	0	29 16	68 18	86 10	86 13	97 12	93 15	107 18	6  9
Prepaid exp. & other NWC items (2) IB current assets (1)	0	0	0	0	0	0	0	0	0	0
Other current assets	0	0	4	6	5	5	5	5	5	5
Cash & cash equivalents (1)	0	0	49	13	47	59	54	42	45	62
Current assets	Ő	Ő	104	114	165	177	185	176	203	233
Total assets	ŏ	ŏ	245	262	333	323	324	317	349	384
Shareholders' equity	0	0	163	137	163	159	144	136	142	159
Minorities	0	0	0	0	0	0	0	0	0	0
Other equity	0	0	0	0	0	0	0	0	0	0
Total equity	0	0	163	137	163	159	144	136	142	159
Deferred tax	0	0	0	0	0	0	0	0	0	0
LT IB debt (I)	0	0	0	0 0	0	0	0 0	0	0 0	0 0
Other IB provisions (I) Lease libilities	0	0	6	10	9	2	5	4	4	4
Other non-IB liabilities	0	0	0	0	9	2	0	4	4	4
LT liabilities	0	0	6	10	9	2	5	4	4	4
ST IB debt (1)	0	0	0	0	0	0	<b>3</b> 0	0	0	
Payables (2)	0	0	17	9	14	16	13	19	21	23
Accrued exp. & other NWC items (2)	0	0	51	97	136	134	153	148	171	186
Other ST non-IB liabilities	0	0	8	8	11	12	10	9	171	12
Liabilities - assets held for sale	ő	Ő	õ	Ő	0	0	0	Ó	0	0
Current liabilities	ŏ	ŏ	75	115	16Ĭ	16Ĭ	176	176	203	22 Î
Total equity and liabilities	ŏ	ŏ	245	262	333	323	324	317	349	384
• •	0			-3	-45		-49			
Net IB debt (=1)	0	0	-42			-54		-37	-41	-58
Net working capital (NWC) (=2)	0	0	-16 149	-11 133	-38 155	-37 156	-39 143	-37 135	-39 140	-43 157
Capital employed (CE)	0	0		77	76	64	53	52	50	47
Capital invested (CI)	0	0	66							
Equity / Total assets	nm	nm	67%	52%	49%	49%	44%	43%	41%	41%
Net IB debt / EBITDA	0.0	0.0	10.4	-1.0	44.3	-2.0	-2.6	-1.6	-1.2	-1.2
Per share data (SEK)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Adj. no. of shares in issue YE (m)	0.00	0.00	24.19	24.76	25.57	25.57	25.57	25.57	25.57	25.57
Diluted no. of Shares YE (m)	0.00	0.00	24.19	24.76	25.57	25.57	25.57	25.57	25.57	25.57
EPS	na	na	-1.08	-1.19	-1.22	-0.11	-0.72	-0.29	0.21	0.67
EPS adj.	na	na	-1.08	-1.19	-1.22	-0.11	-0.29	0.01	0.40	0.86
CEPS	na	na	-0.24	-0.52	-0.60	0.69	0.13	0.37	0.86	1.33
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BVPS	na	na	6.75	5.53	6.36	6.22	5.62	5.33	5.54	6.21
Performance measures	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
ROE	nm	nm	-16.0%	-19.5%	-20.5%	-1.8%	-12.2%	-5.3%	3.8%	11.4%
Adj. ROCE pre-tax	na	na	na	-14.0%	-15.7%	0.3%	1.3%	3.9%	9.0%	17.8%
Adj. ROIC after-tax	na	na	na	-37.8%	-39.7%	-210.7%	0.6%	8.2%	18.8%	42.3%
				2021				1		
Valuation	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
FCF yield Dividend yield YE	4.1%	-1.8%	0.2% 0.0%	-7.3% 0.0%	-1.0% 0.0%	4.3% 0.0%	-1.6% 0.0%	-1.8% 0.0%	1.2% 0.0%	3.4% 0.0%
	na	na	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		0.0%
Dividend payout ratio	na	na							0.0%	
Dividend + buy backs yield YE	na	na	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EV/Sales YE	na	na	14.38	13.18	4.23	4.26	2.08	1.51	1.30	1.15
EV/EBITDA YE	na	na	neg.	>50	neg.	43.1	32.2	20.1	13.8	9.4
EV/EBITA YE	na	na	neg.	neg.	neg.	neg.	neg.	>50	37.6	16.9
						-	-			
EV/EBITA adj. YE	na	na	neg.	neg.	neg.	neg.	>50	>50	37.6	16.9
EV/EBIT YE	na	na	neg.	neg.	neg.	neg.	neg.	neg.	>50	20.7
P/E YE	na	na	nm	nm	nm	nm	nm	nm	>50	29.4
P/E adj. YE	na	na	nm	nm	nm	nm	nm	>50	50.0	22.9
P/BV YE	na	na	12.37	17.84	5.94	7.67	4.54	3.71	3.57	3.18
Share price YE (SEK)			83.5	98.6	37.8	47.7	25.5	19.8		
			55.5	,0.0	57.5		_0.0	17.0		

Source: Carnegie Research & company data



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