



#### **INTERIM REPORT 2018**

### Continued growth

January – March 2018

- Net sales for the quarter increased and amounted to SEK 155.7 million (140.9), corresponding to organic growth of 10.5%. After currency adjustments, growth was 11.3%.
- Operating profit amounted to SEK 10.9 million (13.3). The operating margin in the first quarter of 2018 was 7.0%.
- Profit after financial items amounted to SEK 9.6 million (9.6). Net financial items were positively affected by foreign exchange effects in the amount of SEK 0.8 million (-1.4).
- Profit after tax amounted to SEK 7.1 million (7.2), which corresponds to SEK 1.15 (1.19) per share.
- Cash flow from operating activities was SEK 8.7 million (11.9), and amounted to SEK -6.2 million (6.6) after investments.

#### Events during the quarter

- New share issue Elos Medtech AB has successfully completed a new share issue with preferential rights for existing shareholders. The share issue was oversubscribed by 58.3% and will bring the company SEK 104.9 million before issue costs.
- FDA Elos Medtech has received 510(k) clearance from the U.S. Food and Drug Administration (FDA) to market Elos Abutment Blanks on the U.S. market for dental implants.

Key performance indicators	Jan-Mar 2018	Jan-Mar 2017	Apr-Mar 2017/18	Jan-Dec 2017
Net sales, SEK m	155.7	140.9	592.7	577.9
Growth, %*	10.5	0.4	7.3	4.7
EBITDA, SEK m	23.3	26.9	90.4	94.0
EBITDA, %	15.0	19.1	15.3	16.3
Operating profit, SEK m	10.9	13.3	40.3	42.7
Operating margin, %	7.0	9.4	6.8	7.4
Profit after financial items, SEK m	9.6	9.6	26.4	26.4
Profit after tax, SEK m	7.1	7.2	22.5	22.6
Earnings per share after tax, SEK	1.15	1.19	3.70	3.74

Growth after currency adjustments

<sup>\*</sup> Organic growth



### Comments from the CEO, Jan Wahlström

Elos Medtech took its first steps on an exciting growth journey last year. During 2017, we invested significant efforts into streamlining our internal processes and strengthening our position as a key development and manufacturing partner in the global medical technology market. This work was necessary to establish the platform for growth and expansion that we are now rolling out. A precondition for the continuation of our growth journey is the confidence that our shareholders have shown us, not least through the strong oversubscription to the new share issue which took place in the Spring.

Sales figures remained strong during the first quarter. For the second consecutive quarter we achieve growth of more than 10 %, with the sales reaching SEK 156 million (141). Looking at the trailing twelve months figures, we have set a new sales record of SEK 592 million. We are continuing to invest in capacity increases throughout the entire Group to ensure that we are well-positioned for future growth.

Over the past few months, we have actively communicated our strategic focus in Dental Implant Systems and Orthopedics and designated these as the Group's primary business areas for future growth. A significant step in pooling our resources and achieving a greater response to our global offer has been the appointment of two Business Directors who are now leading our marketing strategies. With these two strong global platforms, we have enabled both faster and more efficient growth.

During the first quarter we have seen growth in four out of the five markets. In Dental Implant Systems, we report growth of almost 10 per cent and the trend we see is continued positive development with several business opportunities. Sales of our own products, including those under our own brand, are growing, especially online. Sören Olesen will lead and run our global strategy, focusing on increased investments in production capacity to strengthen and further develop the offering. The focus is mainly on introducing our dental offerings in the US market, where we also received clearance from the FDA in February

to market Elos Abutment Blank.

Diagnostics has recovered extremely well after a year of lower growth. Growth in the quarter was 18 per cent. The explanation for this turnaround is that we have taken on more and more business from our existing customers.

Hearing Device & Vibration has also developed well during the beginning of the year in comparison with the previous year, with growth amounting to 21 per cent.

Our second main market, Orthopedics, experienced growth of 18 per cent in the first quarter. Our recovery is thus well on the way to the higher levels seen previously. Sales are driven by a couple of the larger customers. In Orthopedics, we are now executing several investments, thereby utilising the proceeds of the share issue. Among other things, we have modernised production facilities and are investing in new machine investments to continue to gain new business.

Profit remains at the lower end, even if the operating margin improved compared to the last quarter of 2017 and amounted to 7.0 per cent. During the quarter, we continued our internal improvement and efficiency work in EMOPEX and implemented both process and personnel changes. We see that the measures we have implemented are beginning to have an impact, while some challenges remain with regard to our higher growth rate.

Through efficiency enhancements, we can utilise capacity, collaborations and skills and blur the boundaries internally and towards customers. In this way, we can take greater responsibility for our customers through our value-adding Complete Performance ™ offer.

Gothenburg, April 2018

Jan Wahlström Chief Executive Officer

## Information about business operations

#### **Business operations**

The Group's operations are conducted at facilities in Sweden, Denmark, China and the USA. The company is one of Europe's leading development and production partners of medical technology products and components such as dental and orthopedic implants and instruments. The customers consist mainly of internationally active medical technology companies in the markets Dental Implant Systems, Diagnostics, Hearing Device & Vibration, Orthopedics and Other Medical Areas.

#### Events during the quarter

Elos Medtech AB has successfully completed a new issue with preferential rights for existing shareholders. The share issue was oversubscribed by 58.3% and will bring the company SEK 104.9 million before issue costs.

Elos Medtech has received 510(k) clearance from the U.S. Food and Drug Administration (FDA) to market Elos Abutment Blanks on the U.S. market for dental implants.

#### Segment reporting

The Group's operations are undertaken within a single line of business consisting of the development, manufacture and sale of medical devices. The operations are managed, developed and marketed as one single entity, i.e. Elos Medtech. The consolidated income statement and the statement of financial position in their entireties therefore refer to one operating segment.

#### Turnover

#### January – March 2018

Consolidated net turnover for the quarter increased by 10.5% and amounted to SEK 155.7 million (140.9). Adjusted for fluctua-

tions in exchange rates, the increase in sales amounts to 11.3% and can be attributed to the four markets: Dental Implant Systems (+9%), Diagnostics (+18%), Hearing Device & Vibration (+21%) and Orthopedics (+18%). The market segment Other Medical Areas exhibited a decrease of 6.9% compared to the previous year. Overall, the level of demand in all markets has developed positively.

With regard to the development of own products, there was growth of around 16.2 per cent during the first quarter. Own products now account for 10.8 (10.3) per cent of the Group's net sales

#### Performance

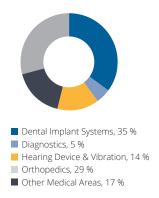
#### January - March 2018

For the first quarter, operating profit amounted to SEK 10.9 million (13.3), which corresponds to an operating margin of 7.0 (9.4) per cent. Net financial items in the Group have been impacted positively by foreign exchange effects of SEK 0.8 million (-1.4), amounting to SEK -1.3 million (-3.7). Profit after financial items amounted to SEK 9.6 million (9.6). Profit after tax amounted to SEK 7.1 million (7.2), which corresponds to SEK 1.15 (1.19) per share. Consolidated comprehensive income was SEK -18.5 million (5.1)

#### Investments

The Group's investments in buildings, land, machinery, machinery, inventories, capitalized development costs and other tangible fixed assets amounted to SEK 14.9 million (5.1) during the first quarter and mainly refer to increased machine capacity.

#### Sales by Market



#### Elos Medtech - Sales



- Rolling 12 months

#### Financial position and liquidity

The Group's balance sheet total has increased during the period and amounted to SEK 951.3 million (847.5). Consolidated equity amounted to SEK 489.6 million (369.0). Equity per share, calculated on the basis of 6,051,500 shares plus 2,017,000 paid subscription shares from the recent new share issue, amounted to SEK 60.68 (60.98). At the end of the guarter, own risk-bearing capital amounted to SEK 520.1 million (399.8), corresponding to 54.8 per cent (47.2) of total capital. The Group's equity/assets ratio amounted to 51.5 per cent (43.5).

The Group's cash flow from operating activities during the first quarter amounted to SEK 8.7 million (11.9). Cash flow after investments and sales of fixed assets amounted to SEK -6.2 million

The Group's net debt decreased during the period and amounted to SEK 260.2 million (358.6). The Group's cash and cash equivalents, including unutilised overdraft facilities, amounted to SEK 133.8 million (32.9).

#### Personnel

The average number of employees in the Group during the first quarter was 538, compared to 522 in the previous year.

#### Outlook for 2018

The global market for medical technology is growing in all of our marketing areas and we see good growth opportunities.

#### **Parent Company**

In addition to the administration of central management issues,

the Parent Company also engages in Group support operations such as market support, production and quality management, risk management, financing and financial control.

The Parent Company's net sales during the first quarter amounted to SEK 6.1 million (5.8). Profit after financial items amounted to SEK 0.4 million (-0.7). The Parent Company's comprehensive income was SEK 0.4 million (-0.7). The share of own risk-bearing capital was 79.1 per cent (64.1). The equity/assets ratio amounted to 78.8 per cent (63.8).

#### Significant risks and factors of uncertainty

The Group's significant risks and factors of uncertainty include the business risks associated with customers and suppliers and other external factors, such as price risks for input goods. In addition, the Group manages the financial risks associated with fluctuations in exchange rates and interest rates. A detailed description of the Group's risks, factors of uncertainty and their management can be found in the administration report section of the annual report for 2017.

#### Related party transactions

During the reporting period, the company has not executed any transactions with senior executives.

#### Accounting principles

The consolidated financial statements for 2018, similarly to the annual accounts for 2017, have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU, and the Swedish Annual Accounts Act. The

#### Net sales by market segment

SEK m	Jan-Mar 2018	Jan-Mar 2017	Apr-Mar 2017/18	Jan-Dec 2017
Dental Implant Systems	56.2	51.5	206.7	202.0
Diagnostics	7.6	6.4	31.4	30.2
Hearing Device & Vibration	22.2	18.5	85.1	81.4
Orthopedics	46.0	39.0	173.0	166.0
Other Medical Areas	23.7	25.5	96.5	98.3
Total net sales	155.7	140.9	592.7	577.9

Performance	Jan-Mar 2018	Jan-Mar 2017	Apr-Mar 2017/18	Jan-Dec 2017
EBITDA, SEK m	23.3	26.9	90.4	94.0
EBITDA, %	15.0	19.1	15.3	16.3
EBIT, SEK m	10.9	13.3	40.3	42.7
EBIT, %	7.0	9.4	6.8	7.4
Profit after financial items, SEK m	9.6	9.6	26.4	26.4
Profit after tax, SEK m	7.1	7.2	22.5	22.6

Parent Company's financial statements have been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 "Accounting for Legal Entities".

This interim report has been prepared in accordance with IAS 34. The information on pages 1-12 constitutes an integral part of this financial report. The term "IFRS" in this document includes the application of both IAS and IFRS, as well as interpretations of these standards published by IASB's Standards Interpretations Committee (SIC) and the International Financial Reporting Interpretations Committee (IFRIC).

The Parent Company's promissory note receivable from the subsidiary Elos Medtech Holdings Inc has, from the third quarter of 2017, been classified as an expanded investment in the subsidiary. The translation difference on this receivable has, from the third quarter of 2017, been recognised in other comprehensive income.

The Group applies the same accounting principles as described in the annual report for 2017. New or amended recommendations applying from 2018 have not had any material impact on the financial statements. As of 1 January 2018, IFRS "9 Financial instruments" and IFRS 15 "Revenue from Contracts with Customers" are applied. IFRS 9 addresses the classification, measurement and accounting of financial assets and liabilities.

The Group's analysis has shown that the implementation of IFRS 9 and IFRS 15 has not had any material impact on the Group's financial statements. Therefore, no transitional effects have arisen as a result of the introduction of these accounting standards

The guidelines issued by ESMA (European Securities and Mar-

kets Authority) on "Alternate performance measures" apply from 3 July 2016 and entail disclosure requirements for financial measures that are not defined according to IFRS.

#### Auditor's review

This interim report has not been subject to review by the company's auditors.

Elos Medtech AB (publ) Gothenburg, 24 April 2018

Jan Wahlström President and CEO

## Condensed consolidated income statement and statement of comprehensive income

INCOME STATEMENT	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
SEK m	2018	2017	2017/18	2017
Net sales	155.7	140.9	592.7	577.9
Cost of goods sold	-111.8	-97.6	-429.6	-415.4
Gross profit	43.9	43.3	163.1	162.5
Selling expenses	-9.6	-10.1	-37.4	-37.9
Administrative expenses	-19.9	-16.4	-71.6	-68.1
Development costs	-3.7	-3.7	-13.8	-13.8
Other operating income/expenses	0.2	0.2	0.0	0.0
Operating profit	10.9	13.3	40.3	42.7
Financial income	0.0	0.1	0.1	0.2
Financial expenses	-2.1	-2.4	-9.0	-9.3
Foreign exchange effects	0.8	-1.4	-5.0	-7.2
Profit after financial items	9.6	9.6	26.4	26.4
Taxes	-2.5	-2.4	-3.9	-3.8
Profit after tax	7.1	7.2	22.5	22.6
Profit attributable to:				
Shareholders in the Parent Company	7.1	7.2	22.5	22.6
STATEMENT OF COMPREHENSIVE INCOME				
Profit after tax	7.1	7.2	22.5	22.6
Other comprehensive income				
Items that will not be reclassified to profit or loss				
Actuarial gains and losses	-	0.2	-6.8	-6.6
Tax	-	-	1.4	1.4
	0.0	0.2	-5.4	-5.2
Items that may be reclassified to profit or loss				
Translation differences for the period	11.7	-2.3	6.3	-7.7
Tax	-0.3	-	0.1	0.4
	11.4	-2.3	6.4	-7.3
Other comprehensive income, net	11.4	-2.1	1.0	-12.5
Comprehensive income	18.5	5.1	23.5	10.1
Comprehensive income attributable to:				
Shareholders in the Parent Company	18.5	5.1	23.5	10.1
Operating margin before depreciation and amortisation (EBITDA)	15.0%	19.1%	15.3%	16.3%
Operating margin after depreciation and amortisation (EBIT)	7.0%	9.4%	6.8%	7.4%
Depreciation and amortisation charged to profit/loss	12.4	13.6	50.1	51.3
Earnings per share after tax (SEK), total *	1.15	1.19	3.70	3.74
Average number of shares (thousand) *	6,163	6,051	6,079	6,051
Number of shares (thousand) at the end of the period	8,068	6,051	8,068	6,051

<sup>\*</sup> Attributable to Parent Company shareholders' share of profit after tax.

## Condensed consolidated statement of financial position

#### **BALANCE SHEET**

SEK m	31/03/2018	31/03/2017	31/12/2017
Assets			
Intangible fixed assets	271.5	284.6	267.0
Tangible fixed assets	345.2	344.4	334.6
Financial assets	7.9	4.9	7.7
Other current assets	250.6	218.6	228.6
Cash and bank balances	76.1	35.9	9.6
Total assets	951.3	888.4	847.5
Equity and liabilities			
Equity	489.6	371.9	369.0
Non-current liabilities	275.4	267.2	273.4
Current liabilities	186.3	249.3	205.1
Total equity and liabilities	951.3	888.4	847.5

## Key performance indicators

		Jan-Mar 2018	Jan-Mar 2017	Jan-Dec 2017
Return on operating capital	%	5.8	7.1	5.8
Return on equity	%	6.6	8.1	6.1
Share of risk-bearing capital	%	54.8	45.3	47.2
Equity/assets ratio	%	51.5	41.9	43.5
Net debt *	SEK m	260.2	375.9	358.6
Investments including finance leases	SEK m	14.9	5.3	37.6
Average number of employees		538	514	527
Equity per employee	SEK	60.68	61.46	60.98
Dividend (proposal for 2017, SEK 0.00)	SEK	0.00	0.00	0.00

<sup>\*</sup> Net debt includes non-interest-bearing financial liabilities.

## Condensed statement of changes in equity

SEK m	31/03/2018	31/12/2017
Opening balance	369.0	366.8
New share issue	102.1	-0.1
Dividend	_	-7.9
Total comprehensive income	18.5	10.1
Closing equity	489.6	369.0

## Quarterly values, Group

QUARTERLY VALUES	2018				2017
SEK m	Q 1	Q 4	Q 3	Q 2	Q 1
Net sales	155.7	148.9	132.5	155.6	140.9
Cost of goods sold	-111.8	-112.4	-97.1	-108.3	-97.6
Gross profit	43.9	36.5	35.4	47.3	43.3
Sales, admin and dev. expenses	-33.2	-29.1	-26.9	-33.6	-30.2
Other operating items	0.2	-0.8	0.8	-0.2	0.2
Operating profit	10.9	6.6	9.3	13.5	13.3
Net financial Items	-2.1	-2.1	-2.4	-1.9	-2.3
Foreign exchange effects	0.8	1.2	-1.7	-5.7	-1.4
Profit after financial items	9.6	5.7	5.2	5.9	9.6
Taxes	-2.5	1.8	-2.2	-1.0	-2.4
Profit after tax	7.1	7.5	3.0	4.9	7.2

### Condensed consolidated statement of cash flows

CASH FLOW	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
SEK m	2018	2017	2017/18	2017
Profit after net financial items	9.6	9.6	26.4	26.4
Reversed depreciation/amortisation	12.4	13.6	50.1	51.3
Adjustment entries	-0.4	1.9	4.7	7.0
Tax paid	-3.2	-1.2	-4.2	-2.2
Change in working capital	-9.7	-12.0	-18.1	-20.4
Cash flow from operating activities	8.7	11.9	58.9	62.1
Investments in fixed assets	-14.9	-5.3	-47.2	-37.6
Remaining after construction investments	-6.2	6.6	11.7	24.5
Issue/redemption of warrants	-	_	-0.1	-0.1
New share issue	101.4		101.4	_
Change in bank overdraft facility	-31.7	17.4	-39.5	9.6
Borrowings	9.9	0.8	28.0	18.9
Repayment of loans	-7.0	-27.4	-53.4	-73.8
Dividend	-	_	-7.9	-7.9
Cash flow for the period	66.4	-2.6	40.2	-28.8
Cash flow for the period	66.4	-2.6	40.2	-28.8
Cash and cash equivalents at the beginning of the period	9.6	38.5	35.9	38.5
Exchange rate differences in cash and cash equivalents	0.1	-	-	-0.1
Cash and cash equivalents at the end of the period	76.1	35.9	76.1	9.6

# Condensed income statement and statement of comprehensive income for the Parent Company

INCOME STATEMENT	Jan-Mar	Jan-Mar	Apr-Mar	Jan-Dec
SEK m	2018	2017	2017/18	2017
Net sales	6.1	5.8	25.3	25.0
Cost of goods sold	-	-	-	-
Gross profit	6.1	5.8	25.3	25.0
Selling expenses	-2.5	-2.9	-10.0	-10.4
Administrative expenses	-6.0	-4.0	-25.3	-23.3
Other operating income/expenses	-	0.1	-0.7	-0.6
Operating profit	-2.4	-1.0	-10.7	-9.3
Profit from participations in Group companies	-	-	16.9	16.9
Financial income	2.3	2.2	9.8	9.7
Financial expenses	-0.9	-1.0	-3.7	-3.8
Foreign exchange effects	1.3	-0.9	-4.7	-6.9
Profit after financial items	0.4	-0.7	7.7	6.6
Appropriations	-	_	-1.8	-1.8
Taxes	-	_	-1.5	-1.5
Profit after tax	0.4	-0.7	4.4	3.4
STATEMENT OF COMPREHENSIVE INCOME				
STATEMENT OF COMPREHENSIVE INCOME Profit after tax	0.4	-0.7	4.4	3.4
Other comprehensive income				
Items that may be reclassified to profit or loss				
Translation of hedging of net investments in the period	-	_	-	_
Tax	-	-	_	_
Other comprehensive income, net	-	-	-	-
Comprehensive income	0.4	-0.7	4.4	3.4

## Condensed balance sheet for the Parent Company

#### **BALANCE SHEET**

SEK m	31/03/2018	31/03/2017	31/12/2017
Assets			
Intangible fixed assets	3.9	3.2	3.7
Tangible fixed assets	0.8	0.5	0.8
Financial assets	390.2	390.2	385.4
Other current assets	23.2	28.4	24.8
Cash and bank balances	65.1	12.8	0.8
Total assets	483.1	435.1	415.5
Equity and liabilities			
Equity	371.7	273.1	269.2
Untaxed reserves	7.5	5.8	7.5
Provisions	5.1	4.5	4.9
Non-current liabilities	47.9	72.6	52.4
Current liabilities	50.8	79.1	81.5
Total equity and liabilities	483.1	435.1	415.5

## Reconciliation basis for alternative performance measures

Jan-Mar

2018

Jan-Mar

2017

Apr-Mar

2017/18

Jan-Dec

2017

SEK m

ORGANIC GROWTH

Recognised net sales				
Recognised net sales	155.7	140.9	592.7	577.9
Net sales compared to the same period last year	140.9	140.4	552.5	552.0
Change in net sales	14.8	0.5	40.2	25.9
Growth, %	10.5	0.4	7.3	4.7
Net sales from acquired operations	-	_	_	_
Adjusted net sales from acquisition effects	155.7	140.9	592.7	577.9
Organic growth, %	10.5	0.4	7.3	4.7
SALES ADJUSTED FOR FLUCTUATIONS IN EXCHANGE RATES				
Fluctuations in exchange rates	-1.0	-2.9	3.8	1.9
Net sales adjusted for foreign exchange effects compared to the	1.0	2.5	5.0	1.5
same period last year	139.9	137.5	556.3	553.9
Change, %	11.3	2.5	6.5	4.3
ODED AT INC. DECELT DEFODE NON DECURDING ITEMS				
OPERATING PROFIT BEFORE NON-RECURRING ITEMS  Paccagnized operating profit	10.9	13.3	40.3	42.7
Recognised operating profit	10.9	13.3	40.3	42./
Non-recurring items	-	- [		
Operating profit before non-recurring items	10.9	13.3	40.3	42.7
EDITO A				
EBITDA  Pacagained operating profit	10.0	12.2	40.2	12.7
Recognised operating profit	10.9	13.3	40.3	
Recognised operating profit	10.9 12.4 <b>23.3</b>	13.3 13.6 <b>26.9</b>	40.3 50.1 <b>90.4</b>	42.7 51.3 <b>94.0</b>
Recognised operating profit Depreciation, amortisation and impairment	12.4	13.6	50.1	51.3
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA	12.4	13.6	50.1	51.3 <b>94.0</b>
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m	12.4	13.6	50.1 <b>90.4</b>	51.3
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL	12.4	13.6	50.1 <b>90.4</b> 31/03/2018	51.3 <b>94.0</b> 31/12/2017
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity	12.4	13.6	50.1 90.4 31/03/2018 489.6	51.3 94.0 31/12/2017 369.0 30.8
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability	12.4	13.6	50.1 90.4 31/03/2018 489.6 30.5	51.3 94.0 31/12/2017 369.0 30.8
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT	12.4	13.6	50.1 90.4 31/03/2018 489.6 30.5	51.3 94.0 31/12/2017 369.0 30.8 399.8
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions	12.4	13.6	50.1 90.4 31/03/2018 489.6 30.5 520.1	51.3 <b>94.0</b> 31/12/2017 369.0
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities	12.4	13.6	50.1 90.4 31/03/2018 489.6 30.5 520.1 37.2 206.5	31/12/2017 369.0 30.8 399.8
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities	12.4	13.6	31/03/2018 489.6 30.5 520.1 37.2 206.5 92.6	31/12/2017 369.0 30.8 399.8 36.9 205.8 125.5
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities	12.4	13.6	31/03/2018 489.6 30.5 520.1 37.2 206.5 92.6 336.3	51.3 94.0 31/12/2017 369.0 30.8 399.8 36.9 205.8 125.5 368.2
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability	12.4		13.6	13.6 50.1 26.9 90.4 31/03/2018 489.6 30.5
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities	12.4	13.6	31/03/2018 489.6 30.5 520.1 37.2 206.5 92.6	31/12/201' 369. 30. 399. 36. 205. 125.
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities  Cash and cash equivalents	12.4	13.6	31/03/2018 489.6 30.5 520.1 37.2 206.5 92.6 336.3 -76.1	31/12/2017 369.0 30.8 399.8 36.9 205.8 125.5 368.2
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities	12.4	13.6	31/03/2018 489.6 30.5 520.1 37.2 206.5 92.6 336.3	31/12/20 <sup>2</sup> 369 30 399 36 205 125 368 -9
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities  Cash and cash equivalents  Net debt  CASH AND CASH EQUIVALENTS, INCLUDING UNUTILISED OVER-	12.4	13.6	31/03/2018 489.6 30.5 520.1 37.2 206.5 92.6 336.3 -76.1	31/12/2011 369.0 30.8 399.0 36.9 205.8 125.9
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities  Cash and cash equivalents  Net debt  CASH AND CASH EQUIVALENTS, INCLUDING UNUTILISED OVER-DRAFT FACILITIES	12.4	13.6	37.2 206.5 92.6 336.3 -76.1 260.2	31/12/2017 369.0 30.8 399.8 36.9 205.8 125.5 368.2 -9.6
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities  Cash and cash equivalents  Net debt  CASH AND CASH EQUIVALENTS, INCLUDING UNUTILISED OVER-DRAFT FACILITIES  Cash and cash equivalents	12.4	13.6	37.2 206.5 92.6 336.3 -76.1 76.1	51.3 94.0 31/12/2017 369.0 30.8 399.8 125.5 368.2 -9.6 358.6
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities  Cash and cash equivalents  Net debt  CASH AND CASH EQUIVALENTS, INCLUDING UNUTILISED OVER-DRAFT FACILITIES  Cash and cash equivalents  Utilised bank overdraft facility	12.4	13.6	31/03/2018 489.6 30.5 520.1 37.2 206.5 92.6 336.3 -76.1 260.2	51.3 94.0 31/12/2017 369.0 30.8 399.8 125.5 368.2 -9.6 358.6
Recognised operating profit  Depreciation, amortisation and impairment  EBITDA  SEK m  OWN RISK-BEARING CAPITAL  Equity  Deferred tax liability  Own risk-bearing capital  NET DEBT  Long-term interest-bearing provisions for pensions  Non-current interest-bearing liabilities  Current interest-bearing liabilities  Total liabilities  Cash and cash equivalents  Net debt  CASH AND CASH EQUIVALENTS, INCLUDING UNUTILISED OVER-DRAFT FACILITIES  Cash and cash equivalents	12.4	13.6	37.2 206.5 92.6 336.3 -76.1 76.1	31/12/2017 369.0 30.8 399.8 36.9 205.8 125.5 368.2 -9.6

#### Definitions of alternative performance measures

Alternative performance measures are financial measures for assessing the earnings trend, financial position and cash flow which are not defined in the applicable accounting rules, IFRS. These performance measures are considered to be important supplementary performance measures for the Group's financial performance and position, with the aim of creating an enhanced understanding of the operations. Alternative performance measures presented in the interim report should not be considered substitutes for terms and concepts as defined in IFRS, but instead as a supplement. These performance measures need not be comparable with similar performance indicators used by other companies. The reconciliation basis for the calculation of some of these performance measures is shown on page 13 of this report.

*Sales adjusted for fluctuations in exchange rates* Change in net sales adjusted for fluctuations in exchange rates compared with same period last year.

*Organic growth* Change in net sales adjusted for sales from acquired and divested operations compared with same period last year.

**Non-recurring items** Items that are not included in ordinary business transactions and when amounts are of a substantial size and thus have an impact on profit and performance indicators.

*Operating profit before non-recurring items* Profit before financial income and expenses and taxes adjusted for non-recurring items

Operating profit (EBIT) Profit before financial income and expenses and taxes.

*Operating margin,* % Operating profit in relation to operating net sales.

**EBITDA** Operating profit before depreciation, amortisation and impairment.

*EBITDA, %* Operating profit before depreciation, amortisation and impairment in relation to operating net sales.

*Own risk-bearing capital* The total of reported equity, any minority interest and deferred tax liabilities.

**Net debt** Interest-bearing financial liabilities, non-interest-bearing financial liabilities and provisions for pensions less cash and cash equivalents.

Cash and cash equivalents including unutilised overdraft facilities Cash/bank balances and bank overdraft facility granted, less overdraft facility utilised.

#### Auditor's review

This interim report has not been subject to review by the company's auditors.

#### Financial information

Interim Report Jan – Mar 2018 will be published on 24 April 2018. Interim Report Apr – Jun 2018 will be published on 19 July 2018. Interim Report Jul – Sept 2018 will be published on 25 October 2018.

Year-end Report 2018 will be published on 18 February 2019.

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#### **Publication**

The information presented in this report is such information that Elos Medtech AB (publ) is obliged to publish under the EU Market Abuse Regulation and the Swedish Securities Market Act. The information was submitted for publication, on the initiative of the above contact person, on 24 April 2018 at 13:00 (CET).

Elos Medtech AB (publ) is a Swedish limited liability company, whose Class B shares are listed on the Small Cap, NASDAQ Stockholm AB. Elos Medtech's corporate governance is based on Swedish legislation and the listing agreement with NASDAQ Stockholm AB.

#### **Future-oriented information**

The future-oriented information in this report is based on management's expectations at the time of preparing the report. Although the Board of Directors and the management deem that the expectations are reasonable, there is no guarantee that the expectations are or will prove to be correct. Consequently, future outcomes may differ significantly from those postulated on the basis of the future-oriented information due to, for example, changing market conditions for the Group's services or more generally changed conditions as regards the economy, market and competition, changes in legal requirements and other policy measures, and fluctuations in exchange rates. The company does not undertake to update or correct any future-oriented information except as stipulated by law.