



ADDvise

Annual report
2017

Leading supplier to healthcare and research facilities

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Notification of participation

The AGM will be held on Thursday April 26, 2018 at 14:00 CET in Baker & McKenzie Advokatbyrå's premises at Vasagatan 7 in Stockholm. Shareholders who wish to participate in the AGM must be entered in the shareholders' register kept by Euroclear Sweden AB no later than Friday April 20, 2018, and must also notify Baker & McKenzie Advokatbyrå of their intention to participate at the AGM no later than 20 April 2018. Notification of participation at the AGM can be made by letter, phone, or e-mail to:

Baker & McKenzie Advokatbyrå KB

Att: Ian Gulam
Box 180
101 23 Stockholm
Telephone: +46 (0)8-566 177 64
E-mail: ian.gulam@bakermckenzie.com

Nominee-registered shares

Shareholders whose shares are registered in the name of a nominee must, request to be temporarily registered in the register kept by Euroclear Sweden AB in order to be entitled to participate in the AGM. Shareholders must notify the nominee about this well before April 20, 2018, by which time such registration must be completed.

Reporting dates

Annual General Meeting	April 26, 2018
Interim report January-March 2018	May 4, 2018
Interim report January-June 2018	July 26, 2018
Interim report January-September 2018	October 25, 2018
Interim report January-December 2018	February 21, 2019

ADDvise in two minutes

The ADDvise Group is a leading supplier to healthcare and research facilities.

The Group's two business areas – Lab and Healthcare – supply laboratory equipment, medical devices, and instruments to healthcare and research facilities in over 60 countries.

The Group has a clear acquisition strategy. Several important acquisitions have been made in recent years, with the ambition to maintain a high pace of acquisitions.

Two companies were acquired during 2017: Hettich Labinstrument AB in January and subsequently AB Germa in December. The group currently has a total of eleven subsidiaries:

IM-Medico Svenska AB, ADDvise Tillquist AB, Sonesta Medical AB, Sonesta Medical Inc, Surgical Tables Inc, AB Germa, Hettich Labinstrument AB, KEBO Inredningar Sverige AB, LabRum AB, LabRum AS and LabRum Klimat Oy.

Important external factors which drive sales of ADDvise's products include an ageing population and ever higher requirements for quality, precision and cleanliness within both healthcare and research.

ADDvise's shares are listed on Nasdaq First North under the trading name ADDV.

Income statement in brief

SEK THOUSAND	2017	2016	2015	2014	2013
Net sales	239,914	195,288	146,578	138,068	120,032
EBITDA	12,142	18,088	4,401	5,195	3,067
EBITDA margin %	5.1%	9.3%	3.0%	3.8%	2.6%
Operating profit/loss (EBIT)	7,635	14,233	305	2,700	1,245
Operating margin, %	3.2%	7.3%	0.2%	2.0%	1.0%

A year characterised by several important acquisitions and strategic decisions

In 2017 we implemented two significant acquisitions which increased our rate of growth. We have also successfully embedded the new organisational structure, and produced strategic decisions that have given us a strong platform to bring about improved profitability and growth in the future.

There were three main events of strategic importance for us in 2017. To start with, we succeeded in implementing two company acquisitions, which significantly increased our rate of growth. We also successfully embedded the new organisational structure following the change to a decentralised structure in 2016 with a higher degree of independence for the subsidiaries. We refinanced our bond with the aim of reducing our interest costs, improving our profitability and enabling further acquisitions.

In connection with the refinancing, we adopted new long-term financial objectives in the Group within four different areas – growth, profitability, capital structure and dividend. In terms of growth, the ADDvise Group will have an annual revenue growth of at least 20%. The profitability target is to achieve an EBITDA result of 10%. For the capital structure, our interest-bearing net indebtedness must not exceed 3 times the EBITDA result. Finally, the dividend to shareholders will be 25% of the previous year's earnings.

The two acquisitions that were completed during the year have broadened the ADDvise Group's product portfolio within both Lab and Healthcare. The first acquisition, Hettich Labinstrument, is a valuable addition, with products and equipment that are complementary to ADDvise's product portfolio, primarily within blood analysis. The second acquisition is Germa, which manufactures pre-hospital products such as vacuum mattresses and transport mattresses, stretchers and positioning pillows, mainly for emergency treatment. Both companies supply high-quality products and fit well into our strategy of acquiring well-managed companies within the life science segment and increasing the proportion of our own products or services.

Among the year's major orders, I would like to highlight the fact that we were privileged to supply and install laboratory equipment to NKS, Nya Karolinska Solna. We are also proud of the contract with Stockholm County Council to

supply equipment for laparoscopy (key-hole surgery), with ADDvise having been selected as supplier in tough competition with Johnson & Johnson and Medtronic. One success within product development is that our subsidiary Sonesta has signed a contract to collaborate with the University of Virginia to further develop a vertical X-ray table for trauma and spinal X-rays. It is a product that we believe has major sales potential as we will be the only supplier that can offer a more effective option for standing X-rays.

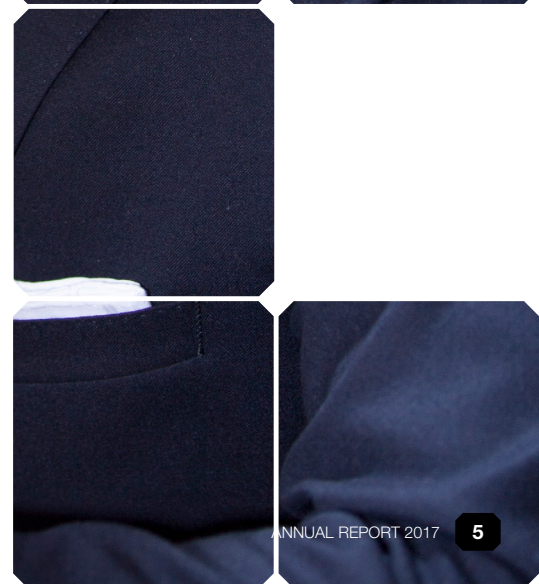
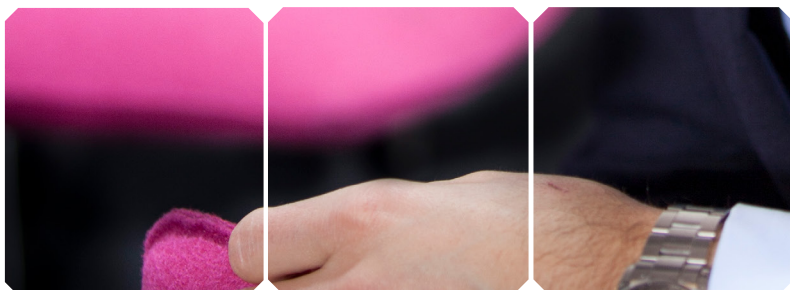
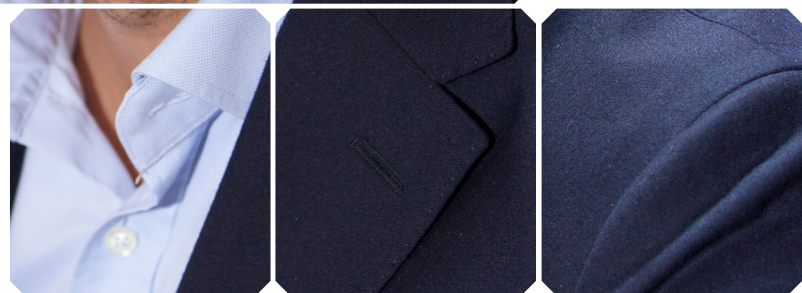
Results-wise we had a very strong first six months, but a weaker conclusion in Q3 and Q4. Net sales growth for 2017 was 23%, SEK 45 million, with an EBITDA result of SEK 12.1 million. Overall this represents a weaker result than in 2016. The reasons for the weaker performance is that we have wound up one of our production units and absorbed one-off costs in the fourth quarter. The transition to subcontractor as a result of the winding up has been delayed, which has meant that we have not been able to get orders out to customers during the fourth quarter to the extent that we would have liked. The effect of the delays is estimated at about SEK 10 million in net sales and about SEK 3 million in EBITDA. In terms of one-off costs, about SEK 7 million has been charged to 2017, SEK 4 million of which derives from the refinancing of the bond loan and SEK 2 million is acquisition costs.

The high one-off costs in 2017 are an effect of strategically correct decisions. The transition from our own production to subcontracting will improve profitability and flexibility. The premature refinancing of the bond loan reduces the interest-rate level from 10% to 7.25% and gives us an enhanced bond framework for further acquisitions.

I therefore have great expectations for 2018, and I believe it will be a breakthrough year thanks to the strategic decisions we haven taken and which have given us a pure and stable platform and good financial preparedness to enable profitable growth.



” *I believe that 2018 will be a breakthrough year thanks to the strategic decisions we have taken in 2017, which have given us good financial preparedness to enable profitable growth.*



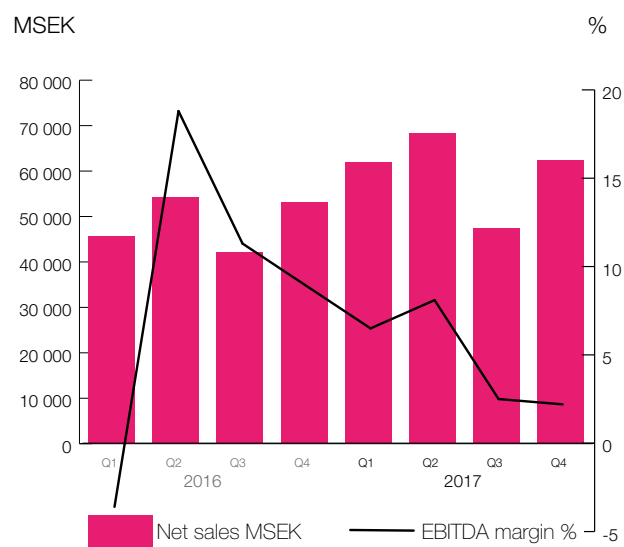
The year in brief

- » The Lab business area expanded with the acquisition of Hettich Labinstrument AB, which was completed in January 2017.
- » The subsidiary LabRum AB was commissioned to supply a clean room for contract manufacturing. The order is worth about SEK 2.3 million.
- » The subsidiary Surgical Tables signed a development contract with one of the world's largest medtech companies to develop an operating table that can be rotated for optimum performance of "spinal fusions". The table was developed together with a well-reputed spinal surgeon.
- » The newly acquired subsidiary Hettich Labinstrument signed a contract with Stockholm County Council to supply blood testing products, starting in October 2017. The order value for the first two years is SEK 7 million.
- » The subsidiary Sonesta Medical AB signed a contract with the University of Virginia to further develop Sonesta's 6210 fluoroscopy table into a unique X-ray table for standing trauma or spinal X-rays.
- » The subsidiary LabRum AB was commissioned to supply laboratory furniture for the Hub project in Uppsala, at an order value of just over SEK 3.2 million.
- » The Board of Directors of ADDvise Group adopted four long-term financial objectives , which clarify the ambition for a high rate of growth in the form of both acquisitions and organic growth.
- » ADDvise acquired the Swedish company AB Germa which manufactures healthcare products such as vacuum mattresses, stretchers, positioning pillows and rehab products. The company was taken over on 1 December 2017.
- » The Group refinanced its bond for 2014/2019 in order to reduce its financial costs and create the opportunity for increased profitability and growth.
- » Net sales increased from SEK 195.3 million in 2016 to SEK 239.9 million in 2017.

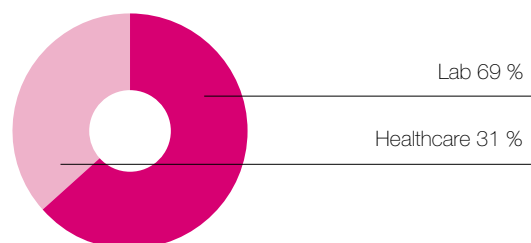
Key figures

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Net sales	239,914	195,288
EBITDA	12,142	18,088
EBITDA margin %	5.1%	9.3 %
Operating profit/loss (EBIT)	7,635	14,233
Operating margin %	3.2%	7.3 %
Profit/loss before tax (EBT)	-10,561	875
Net margin %	-4.4%	0.4 %
Net profit/loss for the year	-5,811	310
Equity/assets ratio %	17.6%	20.5 %
Number of employees at year-end	85	60
Equity per share, SEK	1.13	1.24
Earnings per share, SEK	-0.14	0.01
Diluted earnings per share, SEK	-0.14	0.01
Number of shares at the end of the period	43,042,288	37,015,065
Average number of shares before dilution	39,852,217	28,264,074
Average number of shares after dilution	40,999,477	28,264,074

Key figure definitions pages 26–27.



SALES PER BUSINESS AREA 2017



A growing international Group within Lab and Healthcare

ADDvise is an international Group within life science, with a wide portfolio of quality products for both healthcare and research.

ADDvise offers a breadth of products and services which provide high quality overall solutions for both healthcare and research facilities. Our customers are located in 60 countries and within both the private and public sectors. Our business includes the subsidiaries IM-Medico Svenska AB, KEBO Inredningar Sweden AB, ADDvise Tillquist AB, Hettich Labinstrument AB, Sonesta Medical AB, Sonesta Medical Inc, Surgical Tables Inc, LabRum AB, LabRum AS, and LabRum Klimat Oy, as well as AB Germa, which is the latest addition to the Group.

ADDvise's operations are divided into two business areas, but with a high degree of decentralisation in the organisation. Each company is a distinct individual unit and is managed independently with the aim of retaining innovation capacity and entrepreneurship. The change to the organisation commenced in 2016 when we also developed our own strategic business plans for each subsidiary. The reorganisation work consumed a lot of energy during 2016, however it was successfully implemented during 2017. It has produced clearer and better management which safeguards each company's brand, at the same time as the strength in a joint group is a benefit which enables larger transactions and increased pace of acquisitions.

Diversified customer base and product portfolio

Even though health and medical care is an area with constant requirements for more care for less money, sales of medical technology products are relatively stable and independent of the economic situation. Sales are largely to the public sector where care requirements are steadily increasing and equipment is necessary to enable provision of the care needed. ADDvise's diversified product portfolio gives us a wide customer base including private care

providers that deliver publicly funded care, private clinics financed by insurance and not least research facilities and other actors within life science. We have also increased the share of repeat and contract revenues in our total turnover, which constitutes a stable base of continuous and predictable income.

Now that we have completed our cost-cutting programme and simultaneously absorbed major one-off costs for refinancing and restructuring, we have gained a well-organised and mature group with costs for 2018 correlating better with revenues and paving the way for increased profitability from 2018 onwards.

Lab

The Lab business area is a complete supplier of laboratory furniture and equipment to research facilities in the public and private sectors. In a world where requirements for quality, precision and cleanliness are constantly increasing, ADDvise has products for all needs within life science and healthcare. After the acquisition of LabRum in 2016, which made ADDvise the Nordic region's largest complete supplier of laboratories, we further expanded our laboratory offering with the acquisition of Hettich Labinstrument 2017.

Healthcare business area

ADDvise supplies equipment and consumables to healthcare facilities in Sweden, Europe and North America. Our overall range encompasses products and customers within the entire care chain, from self-care and home healthcare to surgery, emergency care, intensive care and ambulances. ADDvise's products include advanced high-tech equipment at the cutting-edge for the most modern environments and healthcare facilities conceivable.

Service and additional sales

With increasingly advanced products, customised solutions and ever more rapid development, aftermarket and service constitute a significant part of our total offering. At ADDvise, we have developed a dedicated service unit in order to highlight that part of the business. We have also merged the service and spare parts operations for Sonesta and Surgical Tables, which has produced coordination benefits.

ADDvise is certified according to the global quality systems ISO 9001 and 14001. In order to constantly develop our quality management, for the last couple of years we have had a quality manager for the Group as a whole, in addition to each company's own quality manager.

Environmental policy

ADDvise endeavours to have a minimum environmental impact at all stages of its operations and throughout the entire life cycle of the products it sells, manufactures and distributes, including all environmental aspects of the service operations that are conducted. The proactive environmental management has the aim of constantly improving the company's environmental undertakings and reducing environmentally hazardous emissions. It is implemented through ongoing efforts to streamline processes, increase environmental awareness among the personnel and carbon offset travel to the greatest possible extent. ADDvise also conducts systematic work environment management and is thus able to meet the high level of requirements set for safety, health and environment for personnel, as well as services and products.

„The reorganisation has produced clearer and better management which safeguards each company's brand, at the same time as the strength in a joint group is a benefit which enables larger transactions and increased pace of acquisitions.“



A clear increase in the pace of acquisitions

With two acquisitions during 2017, ADDvise has approached the objective of consolidating two new acquisitions during a full financial year, which will continually increase the value and profitability in the Group.

ADDvise is an acquisition-driven life science group focused on steady expansion through both acquisitions and organic growth. After several years when we did not achieve the growth rate we desired, 2017 was a year when we considerably increased the rate thanks to two acquisitions, one within each of our business areas, Lab and Healthcare. A high pace of acquisitions is one of the cornerstones in ADDvise's strategy, and, as the Group grows, we view both small and medium sized companies as potential candidates for acquisition in order to maintain that pace. The acquisition strategy has no geographic boundary, but is focused on companies with operations in our two business areas, Lab and Healthcare.

Being part of the ADDvise Group has several benefits for the subsidiaries. Increased opportunities to do major deals and to launch new products, at the same time as they can derive benefit from ADDvise's international network of distributors. At the same time, ADDvise is careful to allow companies acquired to retain their business culture and brand, and to continue to operate according to the entrepreneurial spirit that built their success, but with backing and support from the Group in order to contribute to continued development and growth.

” An important strategic decision during the year was the adoption by the Board of Directors of new long-term financial objectives based on the continued ambition for a high growth rate.

The aim of the acquisition strategy is therefore a profitable and well-managed company where founders and entrepreneurs remain in place and continue to successfully drive operations for a number of years under ADDvise's ownership.

New long-term financial objectives

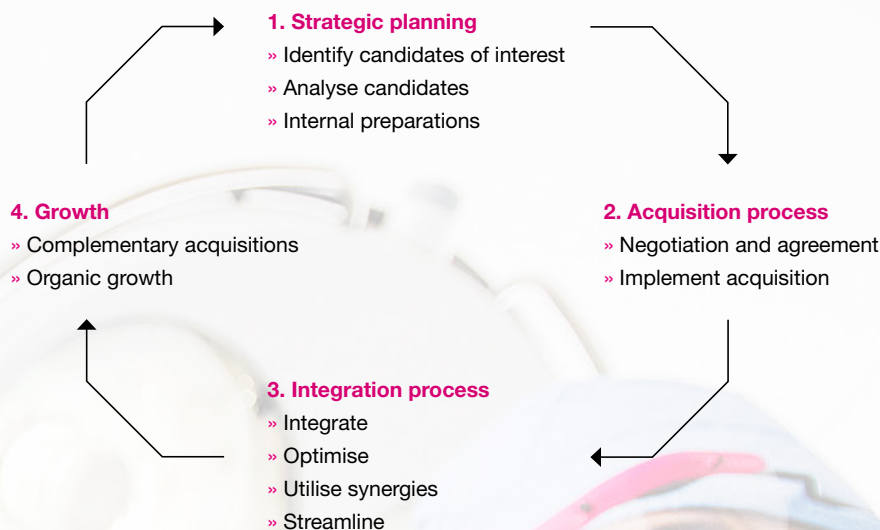
An important strategic decision during the year was that the Board of Directors adopted new long-term financial objectives based on the continued ambition for a high growth rate. The ambition is for the objectives to be met in a number of years, partly through organic growth and partly through acquisitions. The aim is for the growth to take place with continued profitability and reduced indebtedness in relation to EBITDA, and with the intention of combining the strategy with a dividend for ADDvise's shareholders in the long-term. The objectives encompass four areas: *growth*, *profitability*, *capital structure* and *dividends*.

- » Growth: ADDvise will have an annual revenue growth of at least 20%.
- » Profitability: ADDvise will achieve an EBITDA result of 10%.
- » Capital structure: ADDvise's net interest-bearing indebtedness will not exceed 3 times EBITDA.
- » Dividend: 25% of the previous year's profits, excluding revaluation of earn-outs, will be distributed to the shareholders.

New acquisitions

Integrating new companies in the Group is naturally a task that requires time and energy in itself. However, ADDvise's decentralised organisational structure makes the integration simpler and more effective. The bulk of the control and management stays with the subsidiaries, which have a clearer role and a more extensive mandate. At the same time, the parent company is a competent owner which sets relevant and clear objectives for the respective company and which can contribute central resources within areas including management, marketing and company law.

OUR ACQUISITION STRATEGY



ACQUISITIONS

**Hettich Labinstrument AB**

Hettich Labinstrument was acquired on 31 January 2017. As a leading partner within equipment for laboratory and processing operations for industry, research and healthcare, Hettich is a strategically important acquisition which strengthens ADDvise's presence in the Nordic market, with the acquisition also expected to be able to create valuable synergies.

AB Germa

Germa was acquired in December 2017. The company is based in Kristianstad and manufactures high quality products such as vacuum mattresses, transport mattresses, stretchers and positioning pillows for emergency treatment. Germa has a strong competitive advantage in being able to tailor and customise its products, which is becoming increasingly important for users and customers. Germa has a very high level of expertise within technical sewing, which is unique of its kind, and in relation to the number of employees (18), it has an extensive production both in terms of volume and breadth. The acquisition of Germa is fully in line with the ambition to increase the proportion of internally developed products. There are also clear synergies between Germa and our Healthcare business area, particularly within emergency treatment.

Several external factors are driving continued demand within life science

Life science and medical technology equipment are developing strongly. An ageing population, increased consumption of care and ever higher requirements for quality and precision are examples of important factors that are driving demand within ADDvise's product segments.

ADDvise's wide range within life science, healthcare and research encompasses equipment that is used throughout the world. In line with the continuing growth in the global market for medtech and life science, ADDvise has excellent potential to be part of that growth through overall solutions and innovative product development which meet the needs for advanced equipment within both care and research.

A growing industry

Global consumption of health and medical care amounted to USD 7 billion in 2015 and is estimated to increase to USD 8.7 billion in 2020. The medtech and life science industry in the USA and Europe increased its turnover by 5% in 2016, something that has not happened since before the financial crisis of 2008. Investments in medtech in the USA and Europe doubled in the period July 2016–June 2017 compared with the year before. USD 1 billion was invested in Swedish medtech companies during 2016–2017. Furthermore, the market is expected to grow by 5% per year up to 2020. In other words, the industry is progressing strongly, despite increasingly stiff competition and downward pressure on healthcare costs.

” With a clear strategy, a diversified product portfolio and several strong brands, ADDvise has a solid foundation for continued internationalisation with the opportunity to expand and market our products and services globally.

Globally, there is a high level of capital flows from east to west, with Asian companies increasingly investing in American and European companies. At the same time, China is expected to be the second largest market for medical technology equipment by 2020. It is also a market where price sensitivity is diminishing and demand for quality is increasing, which makes it a very interesting market for ADDvise and where we have the opportunity to increase our sales.

Demographic changes

One driving force behind the growing demand is that people are living longer. The population aged over 65 is expected to increase by 8 per cent between 2015 and 2020 (from 559 million to 604 million) and in the EU countries the proportion of inhabitants over 80 years old is expected to more than double by 2080. At the same time, it is becoming increasingly evident that the oldest age groups should also be given the best possible care and treatment even at the end of their lives. More and more people will thus live longer with chronic illnesses.

In line with increasing living standards and a growing middle class in populous countries, the health scenario is also changing, and we will probably see a continued increase in lifestyle diseases such as heart and vascular disorders and diabetes. These trends, like the patients' requirements and expectations for higher quality and advanced treatment, are increasing the consumption of care overall and driving demand for the type of products that ADDvise offers.

Increasing requirements for quality and precision

Another significant external factor is the growing requirements for better quality, precision, measuring methods and absolutely clean environments, together with new regulatory requirements. Both research and healthcare are increasingly conducted in spaces with extremely high requirements for cleanliness, and ADDvise can meet this need with a complete portfolio within advanced laboratories and associated equipment.

One development that is driving ADDvise's sales within the Lab business area is decreasing fertility in the affluent parts of the world. Increased prosperity and social pressures, in combination with more women postponing childbearing to an age when their fertility is lower, is leading to increased demand for IVF treatment. It is a clear trend that is driving sales for our largest company, LabRum, which offers laboratories and clean room environments for IVF



clinics. IVF has enjoyed a strong development within the lab segment and is also an area where there is less price sensitivity as the operation is largely financed by private capital.

Financial driving forces and trends

In line with the overall care requirement growing, health and medical care services are under pressure to reduce their costs and get more care out of each krona. With less resources for personnel, there is increased interest in using advanced technology for both more diagnostics and treatment. Increasing numbers of private care and health insurance options are also emerging. Both these development trends are benefiting companies such as ADDvise, in part through increased demand for medical technology products and solutions in general, in part through increased opportunities to generate income as the customer base broadens out to include both public and privately funded healthcare and research.

With increasingly squeezed healthcare budgets we can simultaneously expect future changes towards more results-based payment models founded on measurable clinical results and patient experiences – quality rather than quantity. This might mean that medtech companies need to focus more on studies concerning effectiveness and safety in order to be able to demonstrate the benefit and value of their products.

Technical development and innovative collaborations

Digitalisation and IT developments are bringing with them a number of new technologies that will affect both the industry and healthcare in the future – everything from automation and sensor technology to AI, VR/AR, Internet of things, and "big data". Many of these technologies have the potential to improve and rationalise care, for example through diagnosis and monitoring of patients remotely and more connected equipment. At the same time, digitalisation means that cyber security will become an increasingly important area to

manage for both healthcare and life science companies.

There is also a trend of hospitals building their own innovation centres in order to develop new products in collaboration with medtech and life science companies. An example of this is ADDvise's contract with the University of Virginia to develop a vertical X-Ray table for trauma and spinal X-rays.

Challenges and opportunities

The developments and changes within technology, quality requirements and healthcare systems entail several challenges if competitiveness is to be maintained. Keys to success for life science companies include flexibility and optimisation of portfolios in order to be able to supply overall solutions which produce added value and follow the patient throughout the care chain. Demands for constant product improvements is another factor, as is capacity to customise products and services. In this context ADDvise has a strength in that we can already offer tailored solutions today within several of our product areas and have a strong innovation capacity in our company together with openness and resources for close collaboration with our customers.

With a clear strategy, a diversified product portfolio and several strong brands in both the Nordic and the American markets, ADDvise has a solid foundation for continued internationalisation with the opportunity to expand and market our products and services globally. The Lab business area, where we primarily sell to the Swedish and Nordic markets, also has opportunities for expansion into new markets as many of our customers are international and can open doors for our products out into the world.

Sources: 2017 Global healthcare outlook (Deloitte), Pulse of the industry 2017 (EY), Medical technology report 2017 (EY), Six healthcare marketing trends for 2018 (Managed Healthcare), Innovation labs' growing place in health care: What you need to know (Advisory Board), as well as population statistics for Europe (Eurostat regional yearbook 2017).

"I feel very secure with Hettich as supplier"

For the Karolinska Hospital's Cancer Centre, service delivery is everything when it comes to lab equipment. That's the most important reason for selecting Hettich as supplier of centrifuges and incubators for the last 20 years.

Heat, shake, centrifuge, cultivate. All under sterile conditions. Cancer research is fundamentally about cells, and the activity places high requirements on equipment which is essentially never allowed to stand still.

"If, for example, an incubator was to break down, cell cultures can die, with the consequence that several months of work can be lost", says Sören Lindén, Lab Manager at Karolinska Hospital's Cancer Centre, a research centre which conducts experimental research in around 40 research teams, all with their own specialities. However, the requirements are the same for well-functioning lab equipment as for incubators and centrifuges.

As Lab Manager, Sören Lindén is a key person when it comes to provision of lab equipment. He takes care of purchasing, transportation, reconstruction and contacts with suppliers and service technicians so that the researchers have the space and equipment they need for their important work.

High quality, a requirement from the outset

Hettich has been supplying lab equipment to CCK ever since the Centre was built 20 years ago. The financiers, including the county council, a couple of scientific funds and the Cancer Society in Stockholm, were clear that it was going to be a cutting-edge research centre, with top quality equipment.

"The Centre was set up based on an American model, with the idea being to assemble cancer researchers in one place. Equipment is expensive and this enables more equipment to be shared, and it simultaneously facilitates cooperation and exchange between researchers," Sören Lindén says.

Service, the most important component

When it comes to lab equipment, there is no major difference in functionality. What determines the choice of supplier is instead the delivery and everything surrounding it. That is one reason why CCK selected Hettich as supplier of incubators and centrifuges. The latest delivery was in late summer 2017. CCK currently has around 100 centrifuges and 60 incubators supplied by Hettich. That's a lot of machines, which must be functioning at all times.

"It means that the service aspect is crucial as these are instruments that require maintenance and must not come to a standstill. Incubators run round the clock and have to maintain the correct temperature, moisture and carbon dioxide day and night. We therefore essentially have to have high-class machines, but also a supplier that can provide rapid service when needed. We have a contract that includes emergency service, and when I call the technicians they try to come as quickly as they can," Sören Lindén says.

He feels that the service and the collaboration are among the most important benefits of Hettich.

"Yes, I am extremely pleased with both treatment and service. I perceive the service aspect precisely as a collaboration where both parties work together in order to ensure that things function. That's what we get from Hettich and I feel very secure with them as supplier.

Sören Lindén also appreciates the fact that Hettich always tries to do its best to keep the costs down through utilising the machines' maximum service life.

"When new models come out it can be hard to get hold of spare parts for the older models, but the technicians often try to keep them going until it is no longer possible or it



becomes too expensive in comparison with replacing the machine. They really try to help out and service them for as long as possible."

Constant improvement of the machines

Just like all equipment, the lab equipment is developed for each model and the machines are constantly getting better. Often thanks to suggestions from customers. One improvement is that the incubators have become increasingly easier to clean in order to ensure a sterile environment," Sören Lindén says.

"Previously it was necessary to remove a part from the cabinet and clean it by hand, with the risk of not getting it fully clean – or replacing the component not quite correctly and risking it breaking. Now the apparatus sterilises itself, which makes it much simpler for the user."

Sören has been working at CCK ever since it was established. It is likely that spring 2018 will be busy as most of the researchers here are going to move to a newly built centre at NKS. The Cancer Centre will still be operational and continue with research, but other researchers will move in. For Sören, the job of looking after the infrastructure behind the research will continue.

"Working in a facility such as this feels very meaningful even though I'm not a researcher myself," Sören Lindén concludes.

” *I perceive the service aspect precisely as a collaboration where both parties work together in order to ensure that things function. That's what we get from Hettich and I feel very secure with them as supplier.*

FACTS

Name: Sören Lindén.

Position: Lab/Infrastructure Manager at the Karolinska Cancer Centre in Stockholm.

Requirements for supplier: Besides high quality, also fast, effective service and close collaboration with us as customer.

"It is a great pleasure to be able to work with such a skilled team"

As operations manager at Germa, Patrik Thornström has highly varied working days, which can include everything from quality audits to organisational development and production engineering. He is also anticipating new opportunities with the company recently becoming a part of the ADDvise family.

Patrik Thornström does not personally have a background within medical technology, rather he started in management directly after high school, since when he has had various managerial positions within production and personnel, before arriving at Germa ten years ago.

"It is fantastic to be involved in providing safety and comfort for people in critical situations. Together with clients and inventors, we have created products that are not available on the market, and which provide safety for both the patient and the person doing the job. It is something we can be really proud of. It is also a great pleasure to be able to work with such a skilled team," Patrik says.

For a small establishment with 18 employees, Germa has a great breadth in its production, which includes pre-hospital products such as vacuum mattresses, transport mattresses, stretchers and positioning pillows, primarily for emergency treatment but also for hospitals, veterinary surgeries and dental care. Germa's products are sold through distributors in over 100 countries.

Germa's technical sewing department sews details and components for Germa's own products, but also structurally demanding garments such as anti-G and flying suits for military pilots, and working clothes for ambulance and rescue personnel, for example.

"I'll stick my neck out and say that we are absolutely world class within technical sewing, there aren't many companies that can compete with us," Patrik says.

Tailored solutions

Many products are customised and adapted according to specific customer requirements. Together with constant development and improvement of existing products, this places high requirements on flexible production and organisation.

"Yes, we are observing that customisation is increasingly common. I feel that being able to make smaller series with short lead times and high quality remains an important competitive advantage for us. Of course, volume production

is fine, but our customer adaptations are what makes the customers turn specifically to us."

New opportunities as a part of the ADDvise Group

Patrik perceives excellent prospects for Germa to develop its business now that it has become a part of the ADDvise Group.

"For Germa's part, I feel that it can open up new opportunities to proceed further in the care chain and on the hospital side, and broaden our product range with products for lab environments too. It will enable us to access new distribution and customer options," says Patrik, who is also convinced that Germa is a good addition to the ADDvise Group's offering.

"Germa's products fit well in the operation and can complement the other companies' product portfolios. We also believe that our target of at least 10 per cent growth per year and at least three new products per year works well together with ADDvise's objectives."

Aiming to maintain the lead

As with all medical technology companies, it is important to keep up with developments and external changes in order to be able to continue growing.

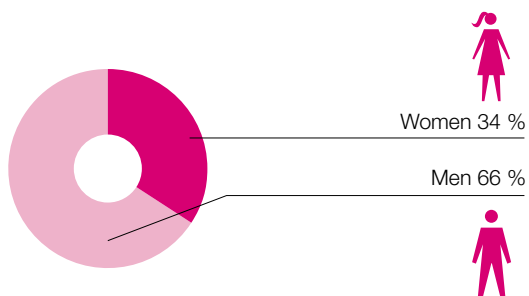
"One challenge is that the patients are becoming bigger and bigger, and simultaneously the nursing staff are not as big as they used to be. Now that it has to be possible for more personnel to work in ambulance care, there are consequently increased requirements on the equipment and ergonomics."

The requirements are also increasing on hygiene and sustainability in relation to all aspects.

"The products must be biosafe, easy to clean and also easy to scrap and recycle. Germa is known among professional users as a quality brand. If we are to continue to supply world class products, we must listen to our customers at all times and be innovative in order to maintain the lead over our competitors," Patrik concludes.



**AVERAGE GENDER DISTRIBUTION
EMPLOYEES IN THE ADDVISE GROUP 2017**



” *If we are to continue to supply world class products, we must listen to our customers at all times and be innovative in order to maintain the lead over our competitors*



FACTS

Name: Patrik Thornström

Position: Operations manager at Germa

Family: Two daughters, 19 and 21

Lives: House outside Hässleholm

Leisure time: Has a major interest in sport and cycling, preferably mountain biking. "And for a home owner there is naturally always something to sort out at home."



Strong growth and excellent future prospects within Lab

ADDvise further strengthened its position within the Lab business area, partly through the acquisition of Hettich Labinstrument, partly through several large transactions.

Within the Lab business area, ADDvise offers a complete product portfolio within laboratories, from furniture, safety ventilation and clean rooms to laboratory equipment and scale technology. Our range makes us an overall supplier, which includes manufacturing, installation and service contracts. The customers are located within both the public and private sectors, including hospitals, pharmaceuticals companies, research facilities, manufacturing companies and industrial companies.

” We have managed several interesting projects, implemented a number of exciting deals and signed numerous important contracts during 2017.

The acquisition of LabRum in 2016 has made ADDvise the Nordic region's largest overall supplier of laboratories, which gives the customers the option of a single supplier for its entire laboratory environment, including equipment such as centrifuges, climate chambers etc. A benefit for the customers is that LabRum often works in close collaboration with customers in order to follow the process and propose overall solutions at an early stage based on the customer's specific needs. This is particularly important as different types of research place different requirements on furnishings and equipment, in terms of, for example, the need for clean rooms or climate rooms, temperatures etc.

In 2017 we further strengthened our position with the acquisition of Hettich Labinstrument, which supplies innovative equipment and consumables. Hettich broadens our range within Lab with a number of very strong brands and products within blood testing systems, centrifuges, incubators and microbiological automation.

Important transactions and contracts in 2017

The year's events include a number of major transactions and contracts which ADDvise succeeded in winning among stiff competition with other actors.

LabRum AB was commissioned to supply a clean room for outsourcing, an order worth SEK 2.3 million.

Region Uppsala entrusted LabRum to supply laboratory furniture for the Hub project, at an order value of just over SEK 3 million.

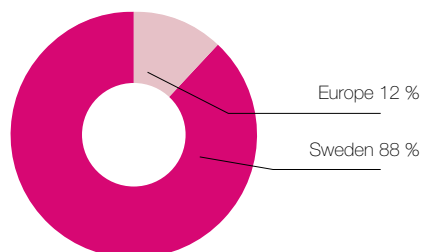
We were commissioned by SLL to supply CO2 incubators for New Karolinska Hospital at a value of SEK 9 million.

Hettich Labinstrument signed a contract with Stockholm County Council for delivery of blood testing products, starting in October 2017. The order value for the first two years is SEK 7 million.

Several large contracts within Lab were signed in the Nordic market outside Sweden, including delivery of laboratory furniture and other equipment to the PET Centre in Tromsø, Norway and a NanoZoomer to Kuopio University Hospital in Finland, at an order value of SEK 2 million.

Mention can also be made of other transactions during the year, including deliveries of laboratory furniture, health-care furniture and laboratory equipment for Region Norrbotten, Värmland County Council and TwoPac AB, orders worth around SEK 2 million each.

SALES PER REGION WITHIN LAB IN 2017



Hettich Labinstrument AB

Hettich Labinstrument is a leading supplier of innovative equipment, consumables and service for laboratory and processing operations within industry, research and healthcare.

The company was founded in 1994 and since then has steadily increased its customer base within healthcare, research and industry. Examples of Hettich's products are centrifuges, incubators, microbiological automation and blood testing products. In line with technological developments, Hettich has developed into a collaborative partner which also meets the need for expertise and associated technical service for the products.



LabRum

An ADDvise Group Company

LabRum AB

LabRum is one of Sweden's leading companies within laboratory furniture, laboratory equipment and safety ventilation. The company was founded more than 40 years ago, making LabRum Sweden's oldest complete supplier of furniture, laboratory equipment and safety ventilation in the Swedish market. The merger in 2016 with ADDvise and KEBO Inredningar has also substantially increased LabRum's breadth of expertise, experience and relevant products. LabRum is a distributor of a wide product portfolio of well-known brands of lab equipment including refrigerators, water baths, circulators etc. The subsidiaries LabRum AS and LabRum Klimat Oy are under LabRum AB.

ADDvise Tillquist

ADDvise Tillquist manufactures and performs servicing on many types of scales used within, for example, the food industry, but also within the research world and in industry in general. The scales are often part of complex systems and constitute an important part of the customer's quality system. Production takes place in the company's own factory in Växjö, which increases the possibilities of meeting specific customer requirements. Ways in which customisation is facilitated include the company's own brand, Stathmos. ADDvise Tillquist is also an agent for world leading products.

TILLQUIST

An ADDvise Group Company

AB Germa

Germa develops and manufactures quality products within rescue and emergency, which include ambulance equipment such as vacuum mattresses, vacuum pillows etc. for stabilisation and fixing of an injured part of the body or of the entire patient. Germa also manufactures pilot equipment, anti-G suits etc., and performs contract manufacture of customer-specific vacuum products. The factory is located in Kristianstad and the company concentrates on close collaborations with customers in the development of the products, with the focus on the user's needs. Quality, service life and user friendliness have made Germa's products highly rated by both patients and ambulance crews, as well as healthcare personnel, pilots and soldiers.



AB GERMA®

SONESTA

Sonesta Medical AB

Sonesta manufactures and supplies examination tables and other products for patient positioning, principally within urology and gynaecology, as well as a wide range of associated equipment which enables tailoring and customisation according to specific wishes. The company is a well-reputed, leading brand in the global market, known for its high level of quality and functionality.

Sales of Sonesta's products are largely via distributors with the USA as the largest market. Distributors include Laborie Medical Technologies, GE Healthcare and Merivaara. The Sonesta range consists of Sonesta S2, S3 and 6210.

IM-Medico Svenska AB

IM-Medico supplies a number of healthcare products that are used both in hospitals and for emergency treatment, where developments are increasingly moving towards advanced mobile clinics with high requirements for equipment that enables immediate treatment outside the hospitals.

One of the company's most successful products is an intraosseous needle which enables drugs to be administered directly into the bone marrow of seriously ill patients. IM-Medico also has the Nordic agency for a sampling needle which enables doctors to perform biopsies and aspiration of tissue in the same procedure. It opens up a large market within both cancer care and other areas which require tissue specimens.

Otherwise, IM-Medico is market leader when it comes to sales of bags and carrying systems used in Swedish emergency care. The bags are custom-made in conjunction with the customer.

IM-MEDICO

Surgical Tables Inc (STI)

STI is one of the world's leading manufacturers of operating tables for healthcare. The company has both its head office and manufacturing in Massachusetts, USA. STI is primarily focused on health and medical care markets with growth potential, where there is high demand for better and more cost-effective treatments. STI has several product lines with common features in order to provide flexibility for different surgical environments, technologically advanced solutions, cost effectiveness and not least safety for both patient and personnel. The company continually develops its products in order to support the latest advances within surgical operations and imaging.



Widened product portfolio and several strategically important transactions

The Healthcare business area developed strongly in 2017 with both the acquisition of Germa and a number of new contracts which we signed in tough competition with other actors.

ADDvise's Healthcare business area comprises design, manufacture and sales of equipment and consumables for health and medical care, including emergency, intensive and ambulance healthcare. Our wide product portfolio includes treatment and examination tables for urology and gynaecology, operating tables and X-Ray tables, equipment for key-hole surgery, sampling equipment, as well as a wide range of consumables. With the strategically important acquisition of Germa during the year, the range has been expanded to include vacuum mattresses, splints, stretcher mattresses and other safety products, primarily for emergency and ambulance care. Constant development of existing and new products takes place within our different areas in order to meet future requirements and needs.

” *Constant development of existing and new products takes place within several areas in order to meet future requirements and needs.*

The customer base includes both public health and medical services as well as the private sector, where the bulk of consumables sales are to the public sector. Sales of Sonesta's and Surgical Table's products in the North American market are mainly to private healthcare actors.

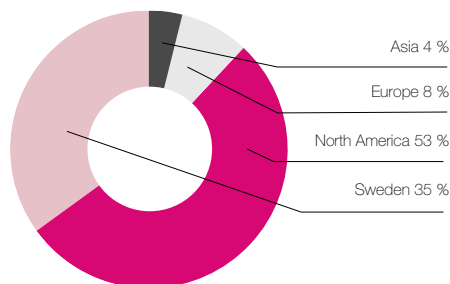
Important transactions and contracts in 2017

The year has included a number of transactions and contracts, some of which are particularly worth highlighting.

STI signed a development contract with one of the world's three largest medtech companies to develop a new operating table for spinal operations. In addition, in conjunction with the University of Virginia, Sonesta Medical is in the process of further developing Sonesta's 6210 fluoroscopy table into a vertical X-Ray table for trauma and spinal X-rays. The University of Virginia wants to act as Sonesta's Centre of Excellence in order to develop the product, which is unique of its kind and is expected to have major sales potential.

In strong competition with giants including Johnson & Johnson and Medtronic, IM-Medico was selected as supplier of equipment for laparoscopy (key-hole surgery) for Stockholm County Council. The framework agreement runs for 2 + 2 years, and it is a significant order both strategically and in terms of volume, with a total value of SEK 10 + 10 million.

SALES PER REGION WITHIN HEALTHCARE 2017



Management team



Erland Pontusson

COO

Born: 1953

Shareholding: 58,840, of which 29,420 A-shares and 29,420 B-shares.



Rikard Akhtarzand

CEO

Born: 1972

Shareholding: 2,604,481, of which 1,796,832 A-shares and 807,649 B-shares.



Anna Hasselgren

CFO

Born: 1979

Shareholding: 0.

Board of Directors



Staffan Torstensson

Chairman of the board

Born: 1972

Other assignments: Partner at Evli Bank within corporate finance, board member of Tuida Holding AB.

Shareholding: 200,000, of which 100,000 A-shares and 100,000 B-shares.



Meg Tivéus

Board Member

Born: 1943

Other assignments: Board member of Swedish Match AB, Blomsterfonden, Close AB and Gotlandsbåten as well as chair of the board of Arkitektkopia AB, Ready AB and Svenskt Kulturarv.

Shareholding: 16,400 B-shares



Fredrik Celsing

Board Member

Born: 1967

Other assignments: CEO and President of Kamac Group AB and Amplex AB.

Shareholding: 0.



Rikard Akhtarzand

CEO

Born: 1972

Other assignments: Board member of Kivsvalk AB.

Shareholding: 2,604,481, of which 1,796,832 A-shares and 807,649 B-shares.

Share and ownership structure

SHARE CAPITAL

Share capital amounted to SEK 4,304,228.80 as of December 31, 2017, divided into 43,042,288 shares, divided into 7,619,439 shares of series A and 35,422,849 shares of series B. Shares of series A give entitlement to one (1) vote and shares of series B give entitlement to one tenth (1/10) vote.

TREND IN SHARE CAPITAL

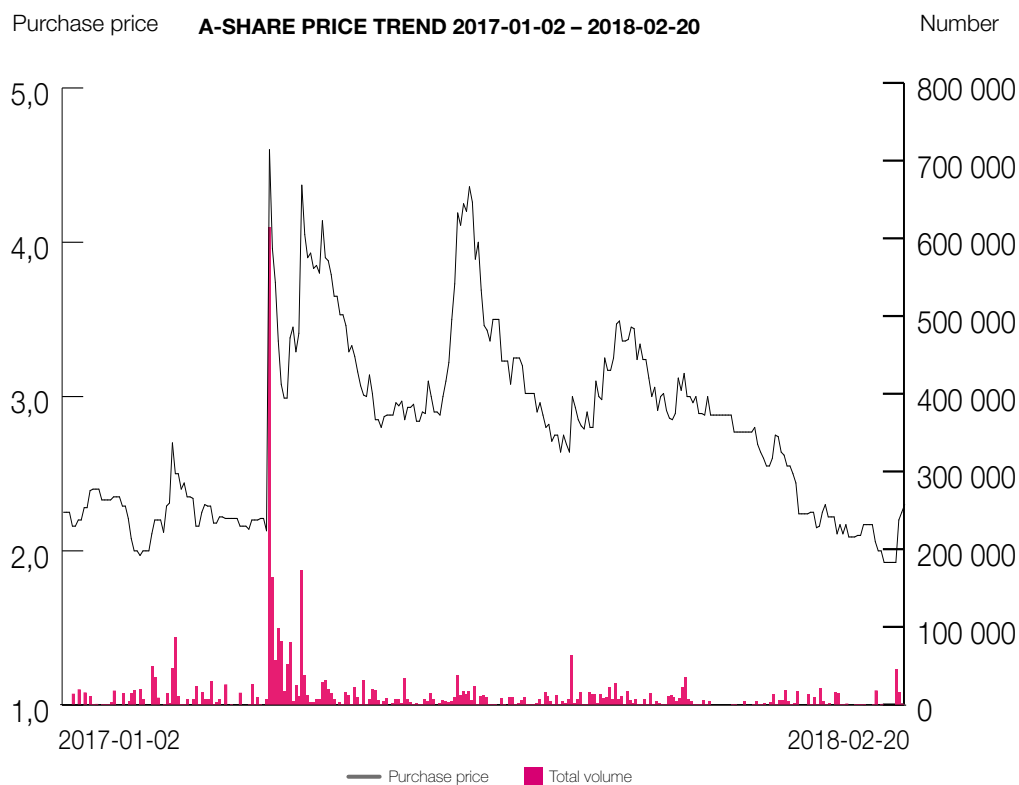
The trend in share capital is as follows:

Type of change	Year	Number of new shares, A	Number of new shares, B	Total number of shares	Change in share capital, SEK	Total share capital, SEK
Opening share capital	1989	2,000		2,000	200,000	200,000
Bonus issue	1990			2,000	200,000	400,000
Conversion of convertible debentures	1994	733		2,733	146,600	546,600
Bonus issue	1995			2,733	546,600	1,093,200
Share split 399:1	1997	1,090,467		1,093,200		1,093,200
New issue	2010	2,186,400		3,279,600	2,186,400	3,279,600
New issue	2011	638,298		3,917,898	638,298	3,917,898
New issue	2011	570,000		4,487,898	570,000	4,487,898
New issue	2012	697,674		5,185,572	697,674	5,185,572
New issue	2012	190,000		5,375,572	190,000	5,375,572
New issue	2013	917,432		6,293,004	917,432	6,293,004
New issue	2014	1,326,435		7,619,439	1,326,435	7,619,439
Bonus issue	2015		7,619,439	15,238,878	7,619,439	15,238,878
New issue	2016		7,229,300	22,468,178	7,229,300	22,468,178
New issue	2016		3,791,469	26,259,647	3,791,469	26,259,647
New issue	2016		2,173,000	28,432,647	2,173,000	28,432,647
Reduction in share capital	2016			28,432,647	-25,589,382	2,843,265
New issue	2016		2,813,187	31,245,834	281,319	3,124,583
New issue	2016		5,769,231	37,015,065	576,923	3,701,507
New issue	2017		1,409,574	38,424,639	140,957	3,842,464
New issue	2017		4,617,649	43,042,288	461,765	4,304,229

OWNERSHIP STRUCTURE OF ADDVISE GROUP AB (PUBL)

Ownership structure in ADDvise as of 31 December, 2017 and changes known thereafter up to and including 23 February, 2018.

Name	Number of shares	A-shares	B-shares	% of votes	% of capital
Rikard Akhtarzand, privately and through company	2,604,481	1,796,832	807,649	16.82%	6.05%
Magnus Vahlquist, privately and through company	3,500,990	1,500,000	2,000,990	15.23%	8.13%
Per Åhlgren, through company	12,903,485	0	12,903,485	11.56%	29.98%
Caracal AB	2,138,732	1,069,366	1,069,366	10.54%	4.97%
Ingvar Jensen, privately and through company	1,788,766	271,766	1,517,000	3.79%	4.16%
Cajory AB	510,776	255,388	255,388	2.52%	1.19%
PGN Invest AB	288,192	249,729	38,463	2.27%	0.67%
JP-RV Invest AB	570,000	285,000	285,000	2.81%	1.32%
Vallpax AB	200,000	200,000	0	1.79%	0.46%
Karl Rudarp	252,371	114,734	137,637	1.15%	0.59%
Other shareholders	18,284,495	1,876,624	16,407,871	31.51%	42.48%
Total	43,042,288	7,619,439	35,422,849	100.00%	100.00%



Definitions of key figures

Text which refers to Key Figures on page 7.

ADDvise's financial reports use alternative performance measures, i.e. financial measurements that are not defined according to IFRS. The reason is that the senior management uses these performance measures in order to assess the group's financial development as a complement to the key figures which constitute generally accepted accounting principles. Performance measurements that are not defined according to IFRS are presented below.

Number of employees

Number of employed staff in service at the end of the period. The Group's definition is unchanged compared with previous periods.

EBITDA

Operating profit/loss before depreciation/amortization. EBITDA is a measurement that the Group regards as relevant for an investor who wants to understand the generation of results before investments in fixed assets. The Group defines *Earnings Before Interest, Tax, Depreciation and Amortization* (EBITDA) as operating profit/loss from remaining operations excluding depreciation/amortization in respect of tangible and intangible assets. The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Operating profit/loss, see below	7,635	14,233
Plus reversal of depreciation/amortization	4,507	3,855
= EBITDA	12,142	18,088

EBITDA margin

Operating profit/loss before depreciation/amortization as a percentage of net sales. The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Operating profit/loss, see below	7,635	14,233
Plus reversal of depreciation/amortization	4,507	3,855
= EBITDA	12,142	18,088
Divided by net sales	239,914	195,288
= EBITDA margin in %	5.1%	9.3%

Equity per share

Equity at the end of the period attributable to the parent company's shareholders divided by the number of shares at the end of period. The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 31 Dec	2016 31 Dec
Equity attributable to the parent company's shareholders	48,841	45,884
Divided by number of shares at the end of the period	43,042,288	37,015,065
Equity per share, SEK	1.13	1.24

Average number of shares after dilution

Weighted average of number of shares outstanding during the period in the event that subscription options issued are utilised. The Group's definition is unchanged compared with previous periods.

Average number of shares before dilution

Weighted average number of shares outstanding during the period without taking account of subscription options issued. The Group's definition is unchanged compared with previous periods.

Net margin

Profit/loss after net financial income/expense as a percentage of net sales. The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Net profit/loss for the year	-5,811	310
Plus reversal of tax on the year's earnings	-4,750	565
= Profit/loss after financial items	-10,561	875
Divided by net sales	239,914	195,288
= Net margin in %	-4.4%	0.4%

Profit/loss before tax (EBT)

Profit/loss after financial items. The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Profit/loss for the year	-5,811	310
Plus reversal of tax on the year's earnings	-4,750	565
= Profit/loss before tax (EBT)	-10,561	875

Diluted earnings per share

Net profit/loss for the year attributable to the Parent Company's shareholders in relation to the average number of shares after dilution, with adjustment of earnings per share for 2017 and comparative year with consideration to preferential rights issue at a discount 1 September, 2017. In previous periods the number of shares was adjusted for comparative years with respect to bonus issue in 2015.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Net profit/loss for the year attributable to the parent company's shareholders	-5,813	372
Average number of shares after dilution		28,264,074
Average number of shares after dilution before preferential rights issue at a discount 1 September, 2017	39,346,297	
Average number of shares after dilution after preferential rights issue at a discount 1 September, 2017	44,292,288	
Adjustment factor for periods before preferential rights issue at a discount 1 September, 2017	1.01	1.01
= Diluted earnings per share in SEK	-0.14	0.01

Earnings per share

Net profit/loss for the year attributable to the Parent Company's shareholders in relation to the average number of shares before dilution, with adjustment of earnings per share for 2017 and comparative year, taking into account preferential rights issue at a discount 2017. In previous periods the number of shares was adjusted for comparative years with respect to bonus issue in 2015.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Net profit/loss for the year attributable to the parent company's shareholders	-5,813	372
Average number of shares before dilution		28,264,074
Average number of shares before dilution before preferential rights issue at a discount 1 September, 2017	38,250,618	
Average number of shares before dilution after preferential rights issue at a discount 1 September, 2017	43,042,288	
Adjustment factor for periods before preferential rights issue at a discount 1 September, 2017	1.01	1.01
= Earnings per share in SEK	-0.14	0.01

Operating margin

Operating profit/loss as a percentage of net sales. The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Profit/loss for the year	-5,811	310
Plus reversal of tax on the year's earnings	-4,750	565
Plus reversal of financial costs	18,006	13,684
Minus reversal of financial income	190	-326
= Operating profit/loss (EBIT)	7,635	14,233
Divided by net sales	239,914	195,288
= Operating margin in %	3.2%	7.3%

Operating profit/loss (EBIT)

Profit/loss before financial items and tax The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 Jan-Dec	2016 Jan-Dec
Net profit/loss for the year	-5,811	310
Plus reversal of tax on the year's earnings	-4,750	565
Plus reversal of financial costs	18,006	13,684
Minus reversal of financial income	190	-326
= Operating profit/loss (EBIT)	7,635	14,233

Equity/assets ratio

Adjusted equity as a percentage of the balance sheet total. The Group's definition is unchanged compared with previous periods.

SEK thousand	2017 31 Dec	2016 31 Dec
Equity	49,009	46,044
Divided by balance sheet total	277,699	224,476
= Equity/assets ratio in %	17.6%	20.5%

Board of Directors' report

The Board of Directors and CEO of ADDvise Group AB (publ) hereby submit the annual report for 2017.

Information on operations

ADDvise Group AB (publ) is an expansive group of companies that offers comprehensive solutions in the form of products and services for healthcare and research facilities. ADDvise Group's customers are based in both the private and public sectors. Sales are on a global scale.

The Parent Company, ADDvise Group AB (publ), corporate identity number 556363-2115 was registered on July 6, 1989 and has its headquarters in Stockholm. ADDvise has eleven group companies:

- ADDvise Tillquist AB, CIN 556652-4467
- AB Germa, CIN 556086-9413
- Hettich Labinstrument AB, CIN 556482-6039
- IM-Medico Svenska AB, CIN 556287-5467
- KEBO Inredningar Sverige AB, CIN 556624-5212
- LabRum AB, CIN 556196-7257
- LabRum AS, CIN 887 838 062, registered in Norway
- LabRum Klimat Oy, CIN 2357819-8 (80%), registered in Finland
- Sonesta Medical AB, CIN 556233-0257
- Sonesta Medical Inc, CIN 38-3910537, registered in the USA
- Surgical Tables Inc, CIN 83-0403327, registered in the USA

Operations are conducted in the Parent Company and all group companies. ADDvise previously owned 50% of the associated company addVise Ltd, a company that has been wound up.

ADDvise A-share is listed on Nasdaq Stockholm First North. The share's trading name is ADDV A and its ISIN code is SE0001306119. One (1) A-share gives entitlement to one (1) vote.

ADDvise B-share is listed on Nasdaq First North. The share's trading name is ADDV B and its ISIN code is SE0007464862. One (1) B-share gives entitlement to one tenth (1/10) of a vote.

ADDvise bonds are registered for trading on the Corporate Bond List at Nasdaq Stockholm with trading name ADDVISE 002 and ISIN code SE0010298166.

Bond loan 2014/2019 with trading name ADDVISE 001 and ISIN code SE0006245460 was repaid through voluntary redemption in November 2017.

Mangold Fondkommission AB is Certified Adviser for ADDvise.

Shareholders, other stakeholders, and the public can subscribe to ADDvise's reports and press releases by registering at www.addvisigroup.se/press/prenumerationstjanst/.

The market

ADDvise's operations are divided into two business areas: Lab and Healthcare.

Lab

The Lab business area is a complete supplier of laboratory furniture and equipment to research facilities in the public and private sectors. In a world where requirements for quality, precision and cleanliness are constantly increasing, ADDvise has products for all needs within life science and healthcare. After the acquisition of LabRum in 2016, which made ADDvise the Nordic region's largest overall supplier of laboratories, we further expanded our lab offering with the acquisition of Hettich Labinstrument in 2017.

Healthcare

ADDvise supplies equipment and consumables to healthcare facilities in Sweden, Europe and North America. Our overall range encompasses products and customers within the entire care chain, from self-care and home healthcare to surgery, emergency care, intensive care and ambulances. ADDvise's products include advanced high-tech equipment at the cutting-edge, for the most modern environments and healthcare facilities imaginable.

Net sales and earnings

- Net sales for 2017 amounted to SEK 239.9 million (195.3), an increase of 22.9% compared with last year.
- EBITDA for 2017 amounted to SEK 12.1 million (18.1).
- Operating profit for 2017 amounted to SEK 7.6 million (14.2).
- The net loss for 2017 amounted to SEK -5.8 million (0.3).
- Diluted earnings per share for 2017 amounted to SEK -0.14 (0.01)

Future development

The market situation for 2018 is favourable and public funds are being invested in research and healthcare. We perceive a willingness to invest among companies and on the acquisition side there are numerous acquisitions of potential interest. Continued work on improvement of the group's financial position will enable investments in new acquisitions, product development and future-oriented projects.

Financial position

Acquisitions

Hettich Labinstrument AB

ADDvise acquired all shares in Hettich Labinstrument AB on 31 January 2017. Hettich Labinstrument AB started its operations in 1995 as Swedish distributor of laboratory centrifuges from the German company Hettich Zentrifugen, and over the years has expanded the range so that today it is a leading supplier of consumables, instruments and laboratory equipment to healthcare, research and industry. Besides sales of products, the company has a service department which services medical technology equipment.

AB Germa

ADDvise acquired all shares in Aktiebolaget Germa on 1 December 2017. Germa was founded in 1925 and has its head office in Kristianstad. Germa produces and sells healthcare products such as vacuum mattresses, child safety solutions, positioning pillows, rehab products and safety products for the armed forces.

Changes in intangible fixed assets

Change in goodwill in 2017 amounted to SEK 26.8 million (42.2). Change in trademarks in 2017 amounted to SEK 0.0 million (0.0).

Investments in intangible fixed assets

Fixed assets in addition to goodwill and trademarks consist largely of capitalized expenditure for product development and similar projects. Investments in capitalized expenditure for product development and similar projects during 2017 amounted to SEK 4.6 million (3.2).

ADDvise develops proprietary products in the fields of laboratory furniture, safety ventilation, consumables for health and medical care, safety products for healthcare, and also examination tables and surgical tables. Work continued in 2017 to modernise the Group's product lines. The aim of product development is to improve profitability by reducing production costs and increase sales by being ahead of the competition in terms of product range.

Investments in tangible fixed assets

Investments in tangible fixed assets in 2017 amounted to SEK 2.2 million (1.2).

Equity

Equity at year-end amounted to SEK 49.0 million (46.0), of which 48.8 is attributable to the parent company's shareholders and 0.2 to non-controlling interests, which is equivalent to SEK 1.13 (1.24) per outstanding share at year-end before dilution.

Equity has been increased during 2017 through new issues totalling SEK 8.9 million after issue expenses. Issue expenses amounted to SEK 1.6 million.

Equity/assets ratio

The equity/assets ratio at year-end was 17.6 % (20.5 %).

Cash flow

Cash and cash equivalents

Cash and cash equivalents at year-end amounted to SEK 12.0 million (25.2). At year-end, the Group had an overdraft facility of SEK 14.0 million (5.4), of which SEK 3.2 million (2.9) was used.

Operating activities

Cash flow from operating activities in 2017 amounted to SEK -18.7 million (-32.2).

Investing activities

Cash flow from investing activities in 2017 amounted to SEK -41.1 million (-32.0).

Short-term investments

Short-term investments amounted to SEK 8.9 million (0.0) at year-end.

Financing activities

Cash flow from financing activities in 2017 amounted to SEK 43.1 million (79.8).

Bond loan 2014/2019

The Board of Directors of ADDvise decided as of 1 September 2017 on an extension of bond loan 2014/2019 (ISIN: SE0006245460) of SEK 9.1 million to finance acquisitions. The new bonds were issued at 100 per cent of the nominal value. After the issue the total outstanding amount of ADDvise's bond loan amounted to SEK 87.3 million.

ADDvise announced on 16 October 2017 that full repayment of the bond loan 2014/2019 would take place through voluntary redemption, which means that creditors received 101.0 per cent of the nominal amount, in addition to accrued interest calculated from (but excluding) the most

recent interest date, up to and including the date for voluntary redemption.

Repayment was made on 16 November 2017 to those who were registered as owners of the bonds on the record day of 9 November 2017. In connection with the payment, the creditors received 101.0 per cent of the nominal amount, in addition to accrued interest calculated until 16 November 2017.

The cost of the premature repayment of the bond loan 2014/2019 amounted to SEK 3.0 million, SEK 0.9 million of which was compensation to the bond holders for premature redemption and the remaining amount was adviser costs restored to earnings. Only SEK 0.9 million was cash items.

New bond loan 2017/2022

On 15 September 2017, ADDvise's board of directors decided to implement an offer to the public to subscribe to bonds totalling SEK 100 million with a bond framework of a maximum of SEK 240 million. ADDvise subsequently drew up a prospectus, which was approved and registered by the Financial Supervisory Authority on 15 September 2017.

The aim of the offer was to refinance the company's existing bond loan of SEK 87.3 million and to enable further acquisitions.

The offer was oversubscribed and on 6 October 2017 the Board of Directors of ADDvise decided to issue and allocate bonds totalling SEK 120 million.

Bond conditions in brief:

- The bonds have a term of 5 years and the bond loan will be repaid in October 2022.
- The bonds carry a fixed annual nominal interest rate of 7.25 per cent. Interest is paid quarterly in arrears.
- The bonds are issued at a nominal value of SEK 10,000 per bond. The minimum subscription is one (1) bond and thereafter in multiples of SEK 10,000.
- The subscription period in the offer ran from 18 September 2, 2017 to 6 October, 2017.
- The bonds are freely transferable and the bond loan is traded on the Corporate Bond List on Nasdaq Stockholm. The first day for trading was 13 October, 2017.

The bonds' trading name is ADDVISE 002 and the bonds' ISIN code is SE0010298166.

Security for bond loan 2017/2022 is shares in the subsidiaries Hettich Labinstrument AB and Surgical Tables Inc.

Net cash flow

Net cash flow for 2017 amounted to SEK -16.7 million (15.6). Cash and cash equivalents in companies acquired amounted to SEK 3.6 million (4,4).

Employees and organisation

The average number of employees during the year was 71 (64).

The ADDvise Group has a joint organisation with a management team consisting of:

- CEO, Rikard Akhtarzand
- COO, Erland Pontusson
- CFO, Anna Hasselgren

Significant events during the fiscal year

Acquisitions

See above under *Financial Position and Acquisitions* for information about acquisitions completed during the year.

Major contracts and orders during the fiscal year

The Group received several major orders during the fiscal year, including:

- Order from Värmland County Council for laboratory furniture, healthcare furniture, and related equipment. Order value approx. SEK 2 million. Delivery was completed during 2017.
- Order from Consto AS for laboratory furniture for PET Centre in Tromsø. Order value approx. NOK 3 million. Delivery was completed during 2017.
- Order from Region Norrbotten for a cultivation robot used in microbiological tests. Order value approx. SEK 2 million. Delivery was completed during 2017.
- Order from Consto AS for laboratory furniture for PET Centre in Tromsø. Order value approx. NOK 5 million. Delivery was completed during 2017.
- Order from TwoPac AB, the subsidiary to BioGaia, for laboratory furniture, workplaces with safety ventilation and laboratory equipment. Order value approx. SEK 2 million. Delivery was completed during 2017.
- Order for clean room for Electrical Manufacturing Service. Order value approx. SEK 2 million. Delivery will take place during 2018.

ADDvise signs contract with world leading medtech company

ADDvise's American subsidiary, Surgical Tables Inc, has signed a development contract with one of the world's three largest medtech companies. The contract entails Surgical Tables, which specialises in developing and selling operating tables, developing a new operating table for spinal operations together with the medtech company.

The aim of the contract is to be able to launch a new product within 12 – 18 months, with Surgical Tables providing technical knowledge and manufacturing of the operating table.

ADDvise develops new type of X-Ray table in conjunction with University of Virginia in USA

ADDvise's subsidiary Sonesta Medical AB has signed a contract with the University of Virginia in USA to further develop Sonesta's fluoroscopy table, model 6210, into a vertical X-Ray table for trauma or spinal X-rays. The product is unique of its kind and will provide major benefits for both patients and medical staff at trauma centres. There are 81 Level I trauma centres in the USA, and the University of Virginia will act as Sonesta's Centre of Excellence.

Stock, share capital and ownership structure

Number of shares, quotient value, share capital and other capital contributions

Change in number of shares issued, share capital and other paid-up capital is set out in the table below.

	Number of shares	Share capital in SEK thousand	Other capital contributions in SEK thousand
As of 31 December, 2016	37,015,065	3,702	56,614
New issue of shares of series B 31 January, 2017 after issue expenses	1,409,574	141	1,888
New issue of shares of series B 1 September, 2017 after issue expenses	4,617,649	462	6,451
As of 31 December, 2017	43,042,288	4,304	64,954

Share capital

7,619,439 shares are of series A, are fully paid and give entitlement to one (1) vote. Quotient value amounts to SEK 0.1.

35,422,849 shares are of series B, are fully paid and give entitlement to one tenth (1/10) of a vote. Quotient value amounts to SEK 0.1. 1,250,000 subscription options were issued in connection with acquisition of Hettich Labinstrument AB on 31 January, 2017. One (1) subscription option gives entitlement to subscribe to one (1) share of series B. All subscription options were subscribed by one of the group's wholly-owned subsidiaries.

Other capital contributions

Other capital contributions consists of capital contributed by ADDvise's owners.

Translation reserve

The translation reserve comprises all foreign exchange differences arising through the translation of financial statements from foreign operations that have prepared their financial statements in a currency other than the currency in which the consolidated financial statements are presented. The Parent Company and the Group present their financial statements in Swedish kronor. Cumulative translation differences are recognized in profit/loss upon the disposal of the foreign operation.

Fair value reserve

The fair value reserve includes the cumulative net change in the fair value of financial assets available for sale after tax until the asset is derecognized from the balance sheet.

Group reserves in SEK thousand	Fair value reserve	Translation reserve	Total reserves
Opening carrying amount Jan 1, 2016	-284	763	479
Change for the year	284	397	680
Closing carrying amount Dec 31, 2016	0	1,160	1,160
Opening carrying amount Jan 1, 2017	0	1,160	1,160
Change for the year	155	-327	-172
Closing carrying amount Dec 31, 2017	155	833	988

Largest shareholders

The largest shareholders at the end of 2017 and changes known thereafter are presented in the table below:

	Number of shares	Votes, %	Capital, %
Rikard Akhtarzand, privately and through company	2,604,481	16.82%	6.05%
Magnus Vahlquist, privately and through company	3,500,990	15.23%	8.13%
Per Åhlgren, through company	12,903,485	11.56%	29.98%
Caracal AB	2,138,732	10.54%	4.97%

In addition to these four shareholders, no shareholder holds more than 10 percent of the shares in ADDvise Group AB (publ) either directly or indirectly.

Authorization for the Board of Directors to decide on new issues of shares

In 2017, the AGM authorized the Board of Directors to decide on new issues of shares, and/or subscription options, and/or convertible debentures.

The Board of Directors proposes that the 2015 AGM authorizes the Board to, within the framework of the current articles of association, ahead of the next AGM, on one or more occasions, with or without deviation from shareholders' preferential rights, decide on new issues of shares, and/or subscription options, and/or convertible debentures.

The Board of Directors proposes the authorization to decide that new issues must be paid for in cash, in kind, and/or by setting off, or otherwise subject to conditions.

Dividend

The Board of Directors proposes that no dividend be paid for the fiscal year.

Corporate governance

ADDvise is governed by the AGM, the Board of Directors, and the CEO in accordance with the Companies Act.

Guidelines for remuneration to senior executives in 2017

General

The company shall maintain the levels of remuneration and conditions of employment needed to safeguard its access to executives with the competence and capacity required to achieve the company's goals at a cost tailored to the company and taking each executive's skills into account. The guiding principle for salaries and other remuneration to senior executives in the company shall be market conditions in relation to comparable listed companies of a similar size within the same industry (in terms of market), tailored to the company's costs

Fixed salary

The basis for remuneration to senior executives is that remuneration is paid in the form of a fixed, market-based salary, determined individually based on the above criteria and the skills of each executive.

Variable remuneration

In addition to the fixed salary, variable market-based remuneration may be offered if appropriate. Such remuneration shall be linked to predetermined and clearly defined and measurable target criteria that contribute to the company's long-term value creation, and be based on simple and transparent structures.

In cases where variable remuneration to senior executives is applicable, this shall be determined (a) based on the fulfilment of predetermined target criteria at the Group and individual level with regard to administration and production targets and the company's economic development with the purpose of contributing to the company's long-term value creation, and (b) taking into account the executive's own personal development. The targets for the CEO are determined by the Board of Directors. For other senior executives, targets are set by the CEO following the recommendations of the Chairman of the Board. The conditions and bases for calculation for variable remuneration shall be established for each financial year.

In terms of amount, variable remuneration shall not amount to more than the fixed salary paid to each executive during the period to which the variable remuneration relates. When determining variable remuneration paid in cash to senior executives, the Board of Directors shall consider introducing restrictions which:

- place conditions on part of such remuneration such that the performance on which the payments are based shall prove to be sustainable over time, and
- entitle the company to reclaim remuneration paid out on the basis of information that later proves to be obviously incorrect.

Pension benefits

The pension terms for senior executives shall be market-based and individually adapted to take into account each executive's skills, and tailored to the company's costs. Pension provisions shall be contribution-based.

Non-monetary benefits

Non-monetary benefits (such as mobile phones and computers) for senior executives should facilitate the execution of the work and be in line with market conditions.

Severance pay etc.

A notice period of 6-18 months shall apply between the company and the CEO. Notice periods for other senior executives shall normally be 3-12 months. Salary during the notice period and severance pay should never exceed 18 months.

Deviation from the guidelines where exceptional circumstances exist

The Board of Directors is entitled to deviate from the guidelines in individual cases if there are exceptional circumstances for this.

Principles for appointing members of the Nomination Committee

1. The company shall have a Nomination Committee consisting of at least three members, as well as the Chairman of the Board as reporter.
2. Based on the ownership statistics which the company obtains from Euroclear Sweden AB on 31 August, the Chairman of the Board shall, without unnecessary delay, identify the three largest shareholders in the company in terms of number of votes.
3. The Chairman of the Board shall contact the three largest shareholders identified and request them to nominate the person said shareholder intends to appoint as a member of the Nomination Committee in writing within a

reasonable period in the circumstances, although not exceeding 30 days. If a shareholder declines to appoint a member, or a shareholder does not appoint a member within the stated time, the right to appoint the member of the Nomination Committee shall pass to the next-largest shareholder in terms of votes, who has already been appointed or is entitled to appoint a member of the Nomination Committee.

4. The Chairman of the Nomination Committee shall be the member appointed by the largest shareholder in terms of votes provided that the Nomination Committee does not unanimously decide to appoint another member appointed by a shareholder as the Nomination Committee's Chairman. The Chairman of the Board shall not be the Nomination Committee's Chairman.
5. As soon as all members of the Nomination Committee and Chairman have been appointed, the Nomination Committee shall notify the company of this and thereby provide requisite information about the Nomination Committee members and Chairman, as well as which shareholder a member represents. The company shall without unnecessary delay make the composition of the Nomination Committee public by releasing the information in a separate press release and posting the information on the company's website.
6. The Nomination Committee shall be considered appointed and its mandate period shall start when the information has been released in a separate press release. The mandate period of the Nomination Committee lasts until the next Nomination Committee has been duly appointed and its mandate period has started.
7. If a member representing a shareholder in the Nomination Committee resigns or becomes prevented from fulfilling the assignment, the Nomination Committee shall without delay request the shareholder who appointed the member to appoint a new member to the Nomination Committee within a reasonable period taking into account the circumstances, though not more than 30 days. Should the shareholder not appoint a new member within the time allotted, the Nomination Committee shall pass on the right to appoint members to the next-largest shareholder in terms of votes who has not already appointed or previously refrained from appointing a member. If change of member in the Nomination

Committee should take place according to the preceding paragraph, the rules in point 5 above shall have equivalent application.

8. If a shareholder considers its shareholding in the company is of such significance that it justifies the right to appoint a member of the Nomination Committee, the shareholder may inform the Nomination Committee in writing and adequately verify its shareholding in the company. If the Nomination Committee receives such a written notification no later than 31 December, and the Nomination Committee finds that the shareholding is adequately verified, the Nomination Committee shall inform the shareholder and grant the shareholder the right to appoint a member of the Nomination Committee. In this connection, applicable parts of the changes described in points 3, 4 and 5 shall have equivalent application. If the Nomination Committee receives the shareholder's proposal after 31 December, no action will be taken.
9. Should the Nomination Committee at any time consist of fewer than three members, the Nomination Committee shall nevertheless be authorised to perform the tasks that rest with the Nomination Committee according to this resolution of the general meeting.
10. The Nomination Committee shall perform its tasks in accordance with this resolution by the general meeting and applicable rules. The tasks include providing proposals for:
 - Chairman at AGM;
 - Chairman and other board members;
 - fees for non-employed board members;
 - other remuneration levels for members;
 - remuneration of auditors and, when auditor for the company is to be selected, choice of auditor
 - any remuneration to the Nomination Committee's members; and
 - principles for appointment of the Nomination Committee.

The company shall be accountable for reasonable costs associated with the Nomination Committee's tasks.

Risks and risk management

The activities of the ADDvise Group expose it to a variety of financial risks, including credit risk, market risk including currency risk and interest rate risk, and liquidity risk. The Group's management and Board of Directors works actively to minimise these risks.

Credit risk is defined as the risk that the Group's counterparties cannot meet their financial commitments in relation to the Group. The Group's biggest credit risk is accounts receivable, which is largely managed through the Group's agreements concerning invoice purchase and invoice factoring. The Group also has fixed guidelines to ensure that products and services are only sold to customers with a suitable credit record.

Currency fluctuations are one of the major risks that the Group manages by way of a currency policy which, in principle, involves the Group avoiding currency risks. The currency risk is managed by hedging orders in a foreign currency or using a currency clause in customer contracts. The Group currently makes sales in SEK, NOK, USD and EUR, and has expenses in the same currencies, which in itself balances the currency risk. Exposure in other currencies is limited.

Liquidity risk is the risk that the Group will encounter difficulties in fulfilling its obligations associated with financial liabilities. At the balance sheet date, interest-bearing liabilities amount to SEK 168,917 thousand (130,663). The Group's activities also involve a liquidity risk when large orders tie up large amounts of capital. To minimise capital tied up, the company's payment terms for its customers require a proportion of the order value to be paid in advance when the order is signed. The company also has agreements concerning invoice purchase and invoice factoring.

Since the Group's strategy is to pursue complementary acquisitions, the Group's debt may change over time. The Board of Directors always makes an overall assessment of the risk for the Group associated with taking out acquisition loans.

The Board of Directors and the senior management make the assessment that, in the light of current plans, projections and available credit, the company's and the Group's liquidity are secured for the forthcoming 12 month period.

Market and operational risks

Macroeconomic conditions

ADDvise is dependent on the general economic climate. In the event of an economic downturn in Sweden or other places in the world where ADDvise operates, there is a risk of the services and products that ADDvise provides being affected by a decrease in demand. The company's operations, financial position, and operating profit/loss may be adversely affected by a variety of factors. Examples of such factors include a decrease in consumption, that the number or volume of investments is reduced, an increase in the volatility of the capital market and currencies, as well as changes in inflation and interest rates. These factors, along with increased caution among both businesses and consumers, which are beyond the company's control, may lead to a further slowing of the economy and recession, which will affect the business and financial situation and could ultimately have an adverse effect on the company's operations, financial position, and operating profit/loss.

Senior executives, other personnel, and operational risk

Operational risk is defined as the risk of incurring losses due to deficient procedures and/or irregularities. Good internal control, appropriate administrative systems, skills development, and access to reliable valuation and risk models are a good basis for safeguarding operational safety.

Employees' knowledge, experience, and commitment are crucial to ADDvise's future development. ADDvise could be adversely affected if a number of the company's employees were to leave ADDvise at the same time, or if shortcomings should arise in the company's operational security.

Competition

Only a handful of ADDvise's competitors are currently able to offer similar services. Should new actors enter the market, or should existing actors develop proprietary solutions and strengthen their positions, this could have an adverse effect on the company's operations and earnings. ADDvise might have to make costly investments, undergo restructuring, or implement price reductions to adapt to a new competitive situation. Increased competition could therefore have an adverse effect on ADDvise's operations, earnings, and financial position.

Customers

ADDvise is a supplier of medical technology equipment and equipment for laboratories and research facilities. ADDvise's biggest customers are from the public sector and the pharmaceutical industry. ADDvise is not dependent on any single customer contract for running the business, although revenues from a single customer can be significant. There is consequently a risk that the loss of such customers could have a considerable adverse effect on ADDvise's operations, financial position, and earnings. The exposure to the pharmaceutical industry and public sector also means that changes in these industries may have an adverse effect on ADDvise's operations, financial position, and earnings.

For order-based domestic sales within the Lab business area, the standard conditions NLM 02 are principally applied, which include regulation of the customers' right to cancel an order.

Suppliers

In order for ADDvise to be able to supply its products, the company is dependent on the punctual supply of components and services from third parties in the correct quantities and according to ADDvise's quality requirements. Incorrect or missing deliveries from suppliers could delay ADDvise's production, which may in turn have an adverse effect on ADDvise's operations, financial position, and earnings. Significant disruption, quality problems, or other adverse events that affect the company's relationship with one or more of these major suppliers may result in additional costs and adversely affect the company's earnings and financial position. If ADDvise needs to replace one of its primary suppliers, the company may be exposed to risks and costs for such a transition. Furthermore, the company's earnings and financial position could be adversely affected if the company is unable to replace one of its major suppliers on commercially viable terms.

Disputes

Litigation carries the inherent risks of losing cases and costs for lawyers and – in the event of arbitration proceedings – the arbitration board. There is always a risk that disputes may arise in relation to agreements, or that the disputes that arise are not solved in a way that is favourable for the company. Legal proceedings may therefore have an adverse effect on ADDvise's operations, financial position, and earnings.

Amended legislation

Areas in which the company operates include the public sector and the pharmaceutical industry. Both these areas are subject to a comprehensive regulatory framework that is constantly changing. New laws and regulations, or changes in the application of existing laws and regulations applicable in these areas, may have an adverse effect on the company's operations.

Parent Company

ADDvise Group AB, CIN 556363-2115, is the Parent Company of the ADDvise Group and is a public limited company registered in Sweden and based in Stockholm. The head office is located on Tegeluddsvägen 76, 115 28 Stockholm. The parent company provides support functions within financial services, marketing, HR and management of the group's subsidiaries. The Parent Company's net sales amounted to SEK 18,795 thousand (41,228) and losses after financial items amounted to SEK -16,665 thousand (-11,392) with total assets amounting to SEK 225,949 thousand (180,885).

Unrestricted equity in the Parent Company amounted to SEK 48,119 thousand (45,703).

Risks and uncertainties in the Parent Company's operations are described in the Group's Board of Directors' report.

Allocation of earnings

The following funds in SEK are at the disposal of the annual general meeting:

Share premium reserve and earnings brought forward	54,042,403
Net loss for the year	-5,923,214
	48,119,189

The Board of Directors and CEO propose that profits be carried forward:	48,119,189
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Consolidated statement of comprehensive income

SEK THOUSAND	2017 Jan-Dec	2016 Jan-Dec
Net sales	239,914	195,288
Capitalized development costs	4,577	3,208
Other operating income	1,563	12,181
	246,055	210,676
Cost of materials	-143,340	-118,789
Other external costs	-28,821	-23,939
Personnel costs	-59,545	-49,518
Depreciation and write-downs	-4,507	-3,855
Other operating costs	-2,207	-342
	-238,420	-196,443
Operating profit/loss (EBIT)	7,635	14,233
Financial revenues	-190	326
Financial expenses	-18,006	-13,684
Profit/loss before tax (EBT)	-10,561	875
Tax	4,750	-565
Net profit/loss for the year	-5,811	310
Net profit/loss attributable to:		
Parent company shareholders	-5,813	372
Non-controlling interests	3	-62
	-5,811	310
Other comprehensive income		
<i>Items that may be reclassified to the income statement:</i>		
Change in fair value in respect of financial assets that can be sold	155	0
Exchange rate differences when converting foreign operations	-470	680
Income tax attributable to the items above	0	0
<i>Reclassification of items to the income statement</i>		
Dissolution of reserves	284	0
Income tax attributable to the items above	0	0
Other comprehensive income for the year, after tax	-31	680
Total comprehensive income for the year	-5,841	990
Comprehensive income attributable to:		
Parent company shareholders	-5,849	1,052
Non-controlling interests	7	-62
	-5,841	990
Earnings per share, SEK	-0.14	0.01
Diluted earnings per share, SEK	-0.14	0.01

Consolidated statement of financial position

SEK THOUSAND	2017 31 Dec	2016 31 Dec
ASSETS		
<i>Fixed assets</i>		
Goodwill	112,500	85,667
Trademarks	18,543	18,543
Other intangible fixed assets	19,807	17,394
Tangible fixed assets	13,457	6,689
Financial fixed assets	179	284
Deferred tax assets	3,182	0
Total fixed assets	167,668	128,577
<i>Current assets</i>		
Inventories	26,984	20,291
Accounts receivable	48,309	38,892
Other current receivables	5,058	4,301
Receivables due from customers for contract work	4,916	2,989
Prepaid expenses and accrued income	3,861	4,238
Short-term investments	8,864	0
Cash and cash equivalents	12,039	25,188
Total current assets	110,032	95,899
TOTAL ASSETS	277,699	224,476
EQUITY AND LIABILITIES		
<i>Equity</i>		
Share capital	4,304	3,702
Other capital contributions	64,954	56,614
Reserves	988	1,160
Retained earnings including net profit/loss for the year	-21,237	-15,431
Total equity	49,009	46,044
Equity attributable to		
Parent Company shareholders	48,841	45,884
Non-controlling interests	168	160
	49,009	46,044
<i>Long-term liabilities</i>		
Interest-bearing liabilities	116,248	94,469
Other long-term liabilities	0	0
Total long-term liabilities	116,248	94,469
<i>Current liabilities</i>		
Interest-bearing liabilities	52,669	36,194
Current tax liabilities	505	169
Accounts payable	26,806	22,167
Other current liabilities	17,472	11,692
Debts due from customers for contract work	1,110	2,928
Accrued expenses and deferred income	13,879	10,813
Total current liabilities	112,442	83,963
TOTAL EQUITY AND LIABILITIES	277,699	224,476

MAIN PHOTOGRAPHER: LENA KOLLER

ADDvise

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