

Interim Report January – March 2014

Telephone conference

April 23, 2014

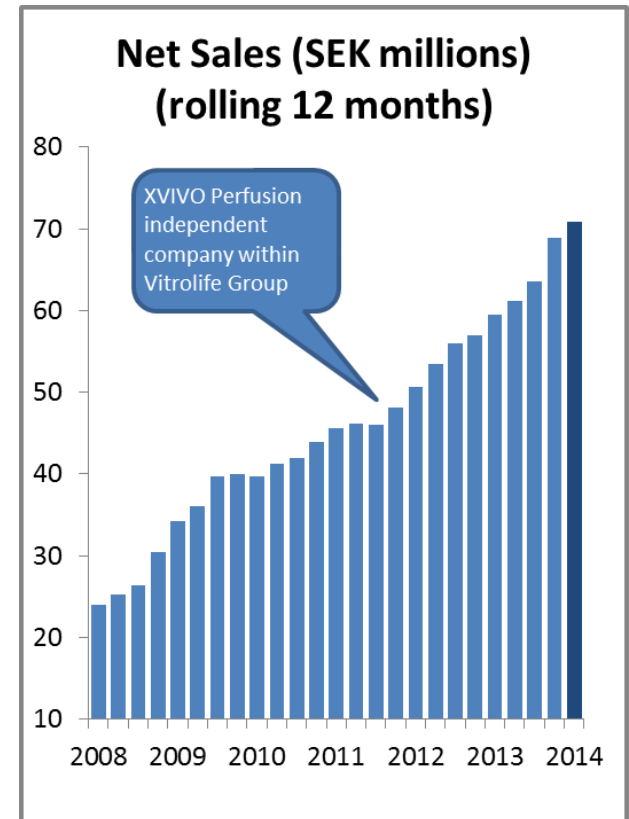
Magnus Nilsson, CEO

Christoffer Rosenblad, CFO



Highlights Q1, 2014

- ❑ **Growth +12%**
- ❑ **Record STEEN Solution™ portion* 24% (16%)**
- ❑ **USA: The Advisory Panel voted unanimously that XPS™ with STEEN Solution™ meets HDE requirements**
- ❑ **Europe: XPS™ CE-marked**
- ❑ **Asia: Turkey made their first STEEN Solution™ lung transplantation**

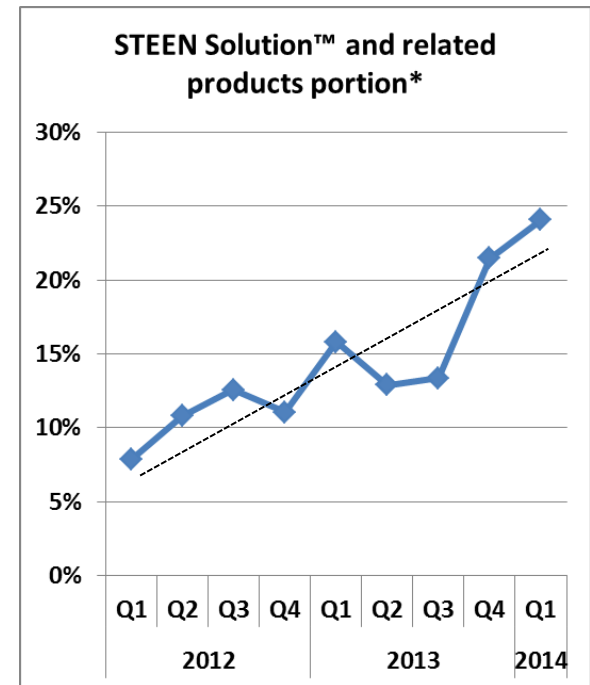


* STEEN Solution™ and related products as a portion of total product sales.

Growth continue to be driven by STEEN Solution™

- ❑ STEEN Solution™ and related products portion of sales* almost 1/3 outside the US in the last quarter
- ❑ Growth in Q1 2014 solely from STEEN Solution™ and related products

	All countries	Outside the US
Q1 2014	24% (16%)	30% (22%)



* STEEN Solution™ and related products as a portion of total product sales.

EBITDA stable, even with high investments for future growth

❑ Q1, 2014 EBITDA 17%

❑ Investment for future growth:

❑ Selling expenses to build top level marketing team

❑ R&D for CE marking of XPS and product development

	January - March		Rolling 12 months
(SEK millions)	2014	2013	
Net sales	18.3	16.3	70.9
Gross Margin %	76%	80%	78%
Selling expenses %	27%	20%	26%
Administrative expenses %	14%	20%	16%
R&D %	20%	17%	23%
Operating Result %	15%	21%	14%
EBITDA	3.1	3.8	12.3
EBITDA %	17%	23%	17%

Product offering for EVLP

XPS™



Single-use Products



XVIVO Disposable Lung Circuit™



STEEN Solution™ and Perfadex



Lung Dome



Lung kit

Revenue model EVLP

XPS™



- ❑ Estimated market around 200 clinics
- ❑ Sales to clinics at cost price to keep entry barrier low

Single-use Products



- ❑ Number of lung transplants can double to around 10,000 per year with use of EVLP
- ❑ Sales per EVLP with profit

→ XVIVO Perfusion will separately report sales and gross margin of single-use products for clarity.

USA: Progress in the FDA approval process

- ❑ **Advisory Panel voted 10-0 that the XPS™ with STEEN Solution™ meets HDE requirements**
- ❑ **Estimated approval process 3-4 months and sales start in Q3**
- ❑ **Key strategy is increase number of centers using the XPS™**
- ❑ **The NOVEL study to date:**
 - **13 centers included, whereof 8 up and running and 5 preparing to start**
 - **The 13 centers performed 38% of the Lung transplants in the US 2013**



Europe: XPS™ launch in Q2, 2014

❑ Interest from clinics in Europe

- Interest from many countries during ISHLT in April 2014
- Good clinical results with XPS™ and STEEN Solution™
 - US XPS™ with STEEN Solution™ study
 - European and Canadian STEEN Solution™ studies

❑ The manual STEEN Solution™ method already used in Europe



Outlook 2014 for current growth drivers

❑ **USA: Launch of XPS™ with STEEN Solution™**

- Final steps in FDA approval process
- After FDA approval: Launch XPS™ with STEEN Solution™
 - First step: Increase number of centers with XPS™
 - Second step: Increase number of transplants with XPS™ and STEEN Solution™
- Sales from STEEN Solution™ and related products* estimated to reach above 50% at the end of the year.

❑ **Europe, Canada and Pacific: XPS™ launch**

- XPS™ launch in Europe
- STEEN Solution™ method to new centers
- Sales from single-use products gradually increase in Q3 & Q4 2014

* STEEN Solution™ and related products as a portion of total product sales.

Outlook 2014 for future growth drivers

- ❑ **Marketing - Build Asian market with STEEN Solution™**
 - Asian market estimated to grow above average
 - Chinese market will open up in 2014

- ❑ **R&D - STEEN Solution™ method in preclinical stage for other organs and new applications.**
 - Liver perfusion
 - Use STEEN Solution™ as a drug delivery system for cancer drugs

XVIVO

PERFUSION

