



Interim report Jan – Sep 2022

Earnings call, October 27, 2022

Today's presenters

A portrait of Christoffer Rosenblad, a man with short brown hair and a light blue shirt under a dark blue blazer, smiling.

Christoffer Rosenblad, Acting CEO

A portrait of Kristoffer Nordström, a man with short brown hair and a white shirt under a dark blue blazer, looking directly at the camera.

Kristoffer Nordström, CFO

Q3 Financials – at a glance

Net Sales

SEK 97 Million

Sales growth

Total 76%

- Organic growth 35 %
- Acquired growth 22 %
- Currency effect 19 %

EBITDA (adj)

10 %



Thoracic

- Net Sales SEK 71 million
- Gross margin Disposables 84%

Local currency growth

Disposable sales

+48%



Abdominal

- Net Sales SEK 14 million
- Gross margin Disposables 51%

Disposable sales

+32%



Services

- Net Sales SEK 12 million
- Gross margin Recoveries 45%

Case revenue

+23%



A woman with light brown hair tied back, wearing a dark dress with a small white pattern, is leaning her right arm on a dark metal railing. She is looking out of a large window to the left, with a slight smile. The background shows an office interior with glass partitions and doors.

Q3 Highlights

Strategy 2023-2027 presented at CMD

Our purpose

We believe in an extended life for organs.
Nobody should die waiting for a new organ.

Our strategic &
financial objectives

Leading 'all organ' company;
>30% EBITDA & >20% EBIT

Our economic engine

Revenue/Installed machine

Our strategic focus
areas

*Market leader
abdominal*

*Change the
paradigm of heart
preservation*

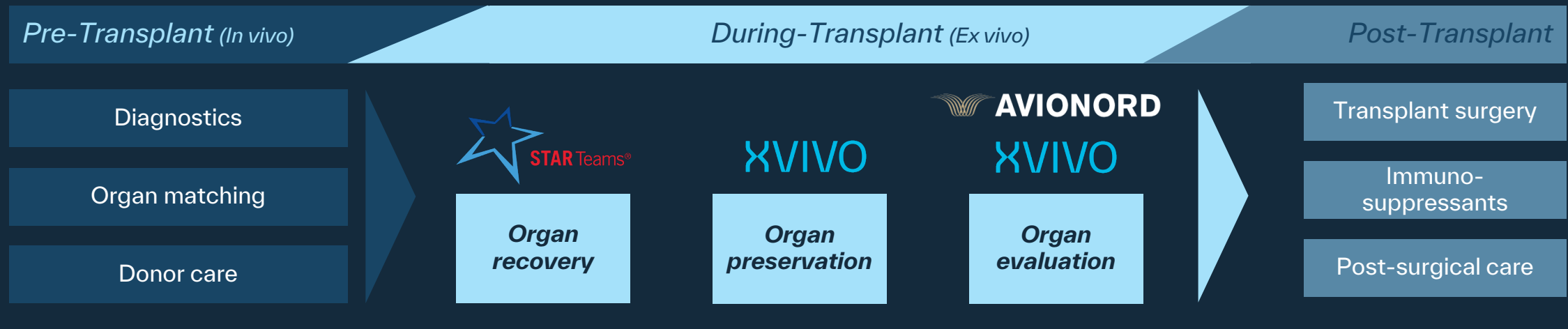
*Preferred partner in
the transplant
process*

*Accelerate market
leadership lungs*

*New market
expansion*

Avionord Acquisition

Acquisitions in the transplant process



STAR teams procurement service ensures surgeons are on call ready to recover organs for transplant centres in the USA

Avionord M&P offer a perfusion service to some of the most prominent abdominal clinics in Italy. Providing critical support, expertise, and experience during machine perfusion.

Avionord Machines & Perfusion

- Italian medical device distributor, service and logistics provider
- Revenue model based on price per procedure structure: disposables + services
- High margin business – with high customer satisfaction
- Active in 15/22 liver transplant centres in Italy
- 20 - 25% machine perfusion penetration in Italy for abdominal

100 % of the shares acquired

Max purchase price: €12 million

**Payment structure:
40 % cash
60 % shares**

Avionord M&P acquisition

Deal rationale



Secure and build Italy



Increase penetration of machine perfusion
Increase revenue and margin per procedure



Option GISTO – transport device for static cold
preservation of all organs

Strategy support



Market leader abdominal

Change the paradigm of heart preservation



Preferred partner in the transplant process

Accelerate market leadership lungs

New market expansion

Thoracic business

Continued EVLP momentum

3 XPS machines delivered – 2 in US, 1 in Italy
Year to date 8 XPS machines installed – record year

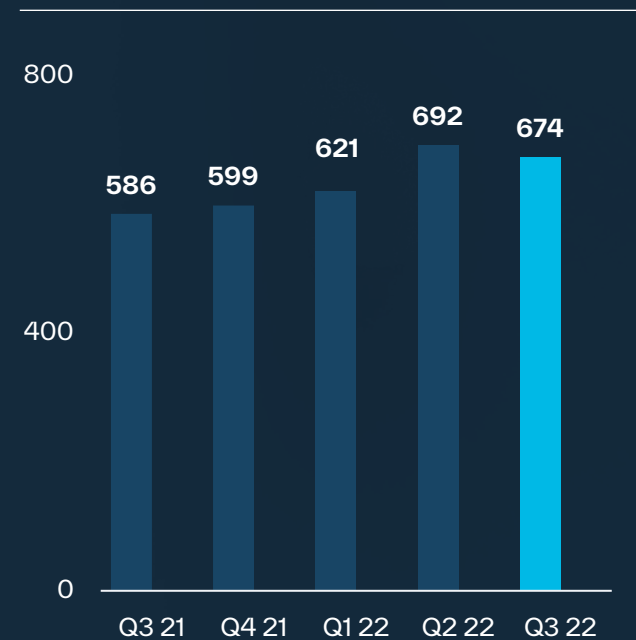
EVLP disposable sales growth
+104 percent vs Q3 LY
+40 percent vs YTD LY

The great potential of a centralized perfusion model (hub) was illustrated in a study published in *The Journal of Heart and Lung Transplantation*¹⁾

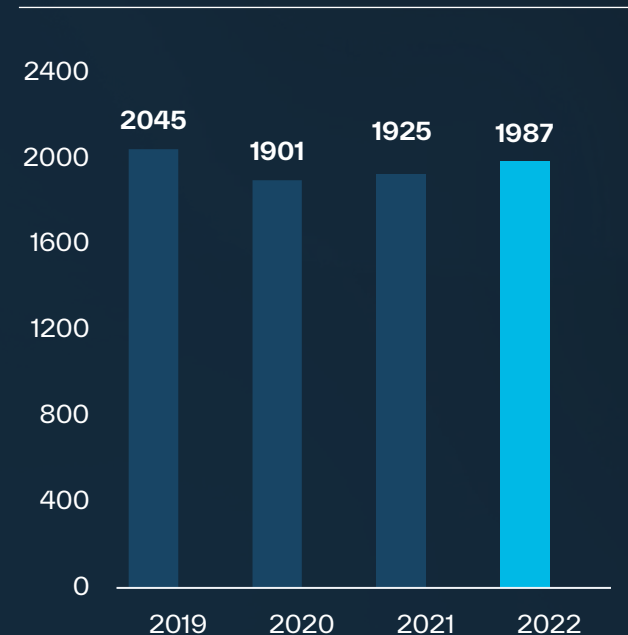
- Of 105 lung grafts declined for standard transplant, 63 allografts were accepted for transplantation after EVLP using XPS
- 1 year survival rate similar to control group of standard lungs
- Utilization rate of 60 % of otherwise not used lungs
- Hubs has potential to increase the use of DCD-organs

Q3 Lung transplant activity; US

Number of lung tx (Q3)



Number of lung tx (YTD)



US Tx activity YTD All organs (2022-2021)

Lung	+3%
Heart	+4%
Liver	+1%
Kidney	+2%

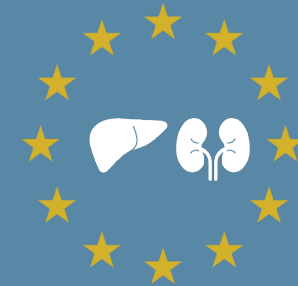
Abdominal business

Regulatory updates

Strengthened position in Europe and US

- In 2022 both Kidney Assist Transport and Liver Assist have obtained **MDR certification**
 - *Secures future sales on the European Market*
- Liver Assist granted “**Breakthrough device designation**” by FDA
 - *Indicates that the technology is innovative with the potential to be an improvement upon what is available on the market today*

XVIVO has passed
MDR transition



PMA route secures
innovative liver
technology



Kidney Assist Transport

Update on current status

- 510(k) approval received in Q1 2022
- Great interest at transplant congresses during 2022
- First devices placed at US clinics for user experience feedback
- Device manufacturing scale-up
- Launch in US and Europe expected to accelerate in Q1 2023



Clinical pipeline



Progress in clinical trials

European Heart preservation trial

- 14 centers active and 75% of patients enrolled
- In total, 15-16 centers may participate

Target: Commercial launch Q1 2024

US Heart preservation trial

- IDE-application submitted and interaction with FDA on-going
- Internal study organization in place
- High impact, high volume transplant centers have committed to participate

ANZ Heart preservation trial

- All centers active
- Last patient inclusion before end of 2022
- Initial study data as featured presentation at American Heart Association Nov 2022.

Target: Commercial launch Q1 2024

PrimECC®

Five centers active (Sweden, Denmark & Germany)

- More centers under preparation
- Trial aimed to be finalized in 2023

A man and a woman in business attire are reviewing documents in an office setting. The man, wearing a white shirt, is seated and looking at the documents. The woman, wearing a black top, is standing and pointing at a document. The background is a blurred office environment.

Financial Performance Q3

Net sales and results in Q3

Total Sales
growth

76%

SEK Million	Jul-Sep 2022	Jul-Sep 2021	YTD 2022
Net sales	97	55	284
Organic growth, %	35 %	81 %	32 %
Acquired growth, %	22 %	34 %	18 %
Gross profit	69	38	202
Gross margin, %	72 %	69 %	71 %
EBIT (adj)	-1	-3	6
EBIT, % (adj)	-1 %	-5 %	2 %
EBITDA (adj)	10	5	37
EBITDA (adj), %	10 %	10 %	13 %

¹Adjusted for effect from cost provision attributable to cash-based incentive program for employees outside of Sweden and integration costs.
Net adjustment totals SEK -4,0 (1,1) million for the quarter and -1,6 (-6,1) for the period (YTD).

Thoracic - Q3 Highlights

Net Sales

SEK 71 million (42)

Organic growth in local currency

45 %

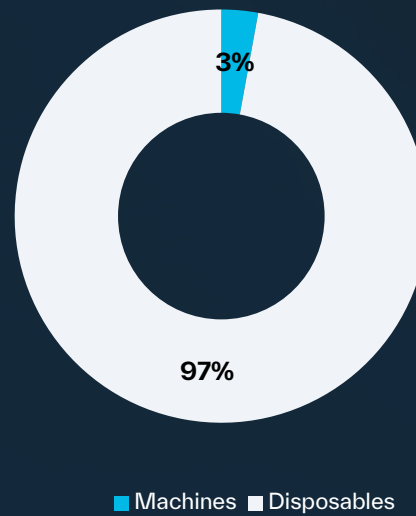
Gross margin disposables

84 % (78)

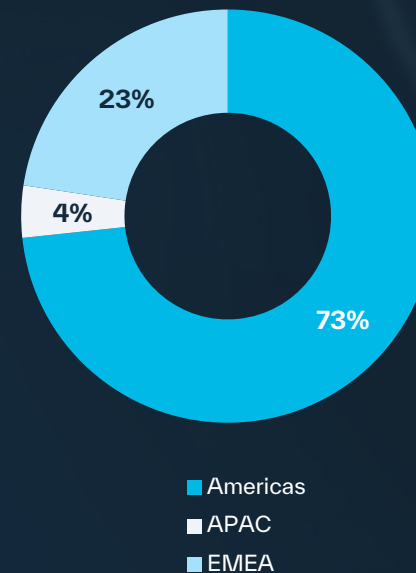
XPS machines
delivered

3

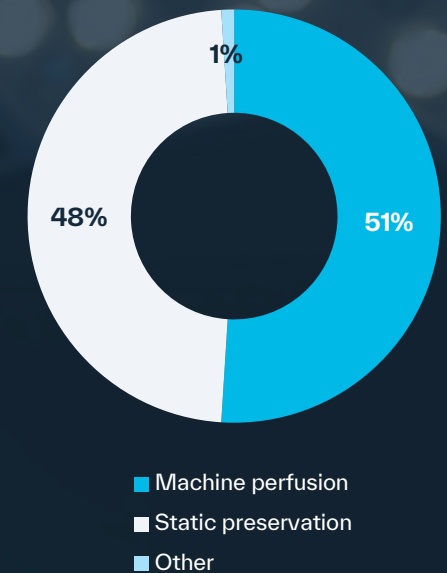
Net sales



Net sales by
region



Net sales by product
category



Abdominal – Q3 Highlights

Net Sales

SEK 14 million (13)

Organic growth in local currency

1 % (-)

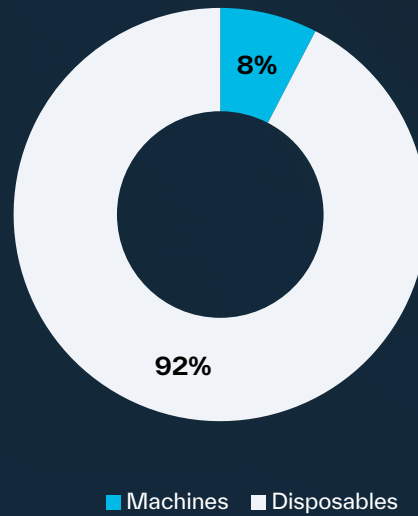
Gross margin disposables

51 % (53)

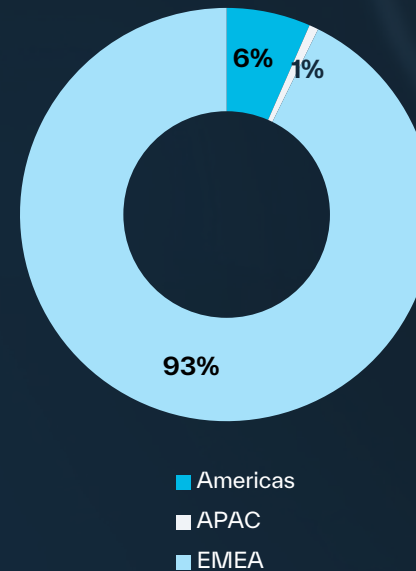
Organic growth
disposables (%)

32

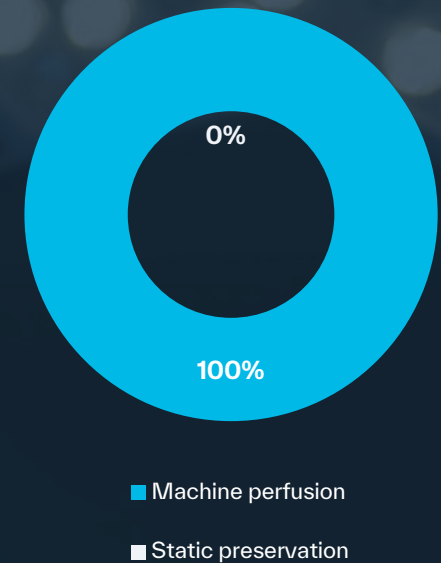
Net sales



Net sales by
region

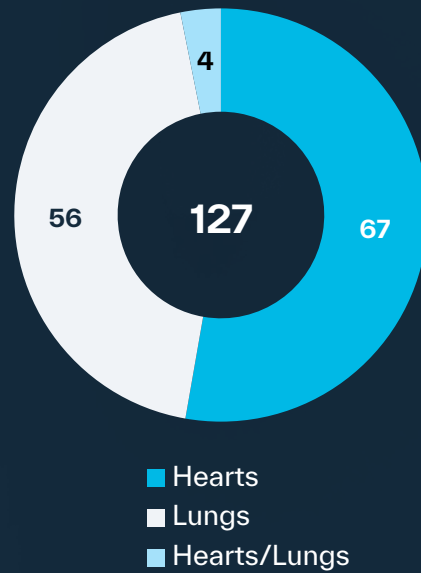


Net sales by
product category



Services -Q3 Highlights

Recovery cases Q3



Net Sales (SEK)

12m

Sales growth Q3

23%

Case growth Q3

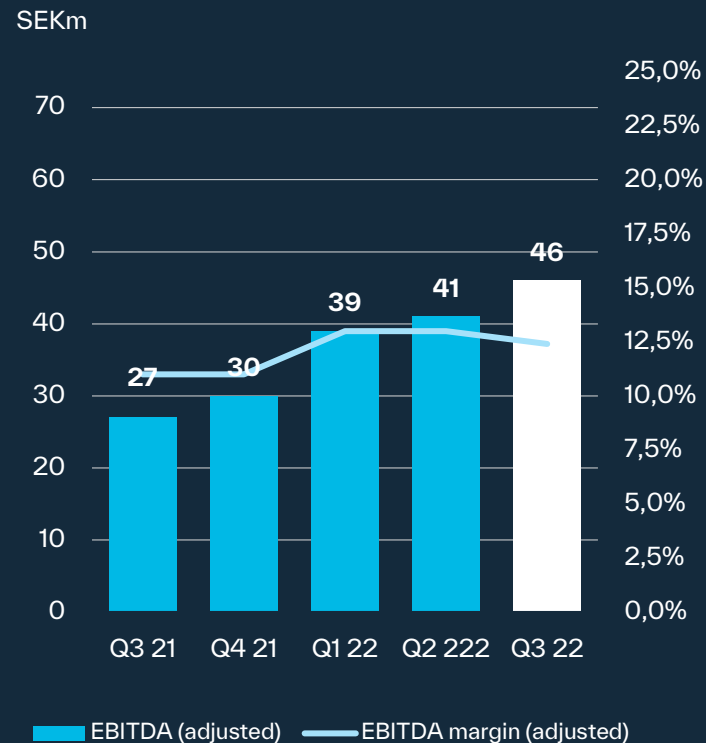
24%

EBITDA

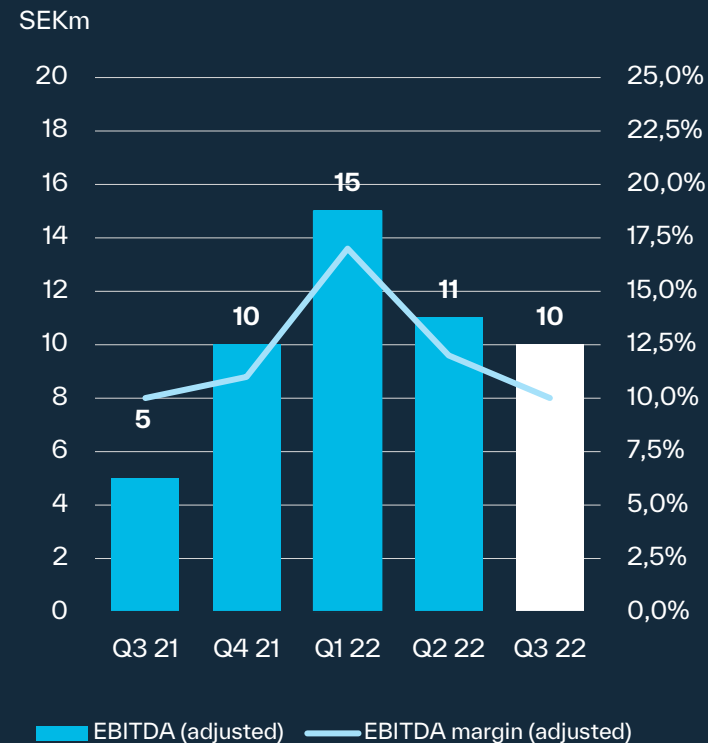
EBITDA (adj) Q3

10%

EBITDA (adj), R12 months



EBITDA (adj), by quarter



Comments

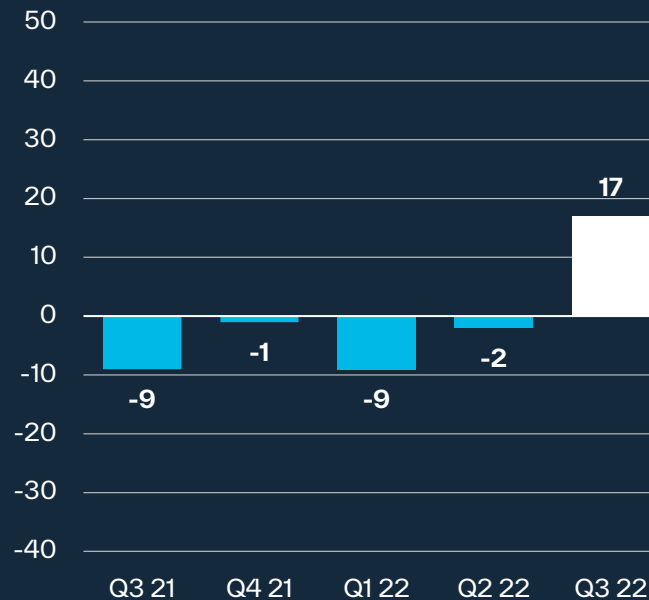
- **R12 Trend** continues with increased EBITDA
- Increased gross profit/gross margin in Q3 and YTD
- Investments in organisation support **future growth**
- **Excluding one-offs**, 4 MSEK, adj EBITDA would have been 14 MSEK and **14 %**.

Financial position and cash flow (Sep 30, 2022)

Q3 financials

- Cash flow from operating activities SEK +17 million (-8)
- Investments SEK -34 million (-20)
- Total Cash flow SEK -18 million (-30)
- Cash by end Q3 SEK 314 million (385)
- Equity/assets ratio of 84 % (88)

Cash flow from operating activities (SEK million)



Comments Q3

- Strong cash flow from Operating activities
 - Increased sales Q2/Q3
 - Reduced working capital

To come

Avionord acquisition

- Initial purchase price of maximum €3.8 million. Expected to be paid in Q4/Q1 2023
- Additional purchase price €2.4 million expected to be paid in Q2 2023



Outlook

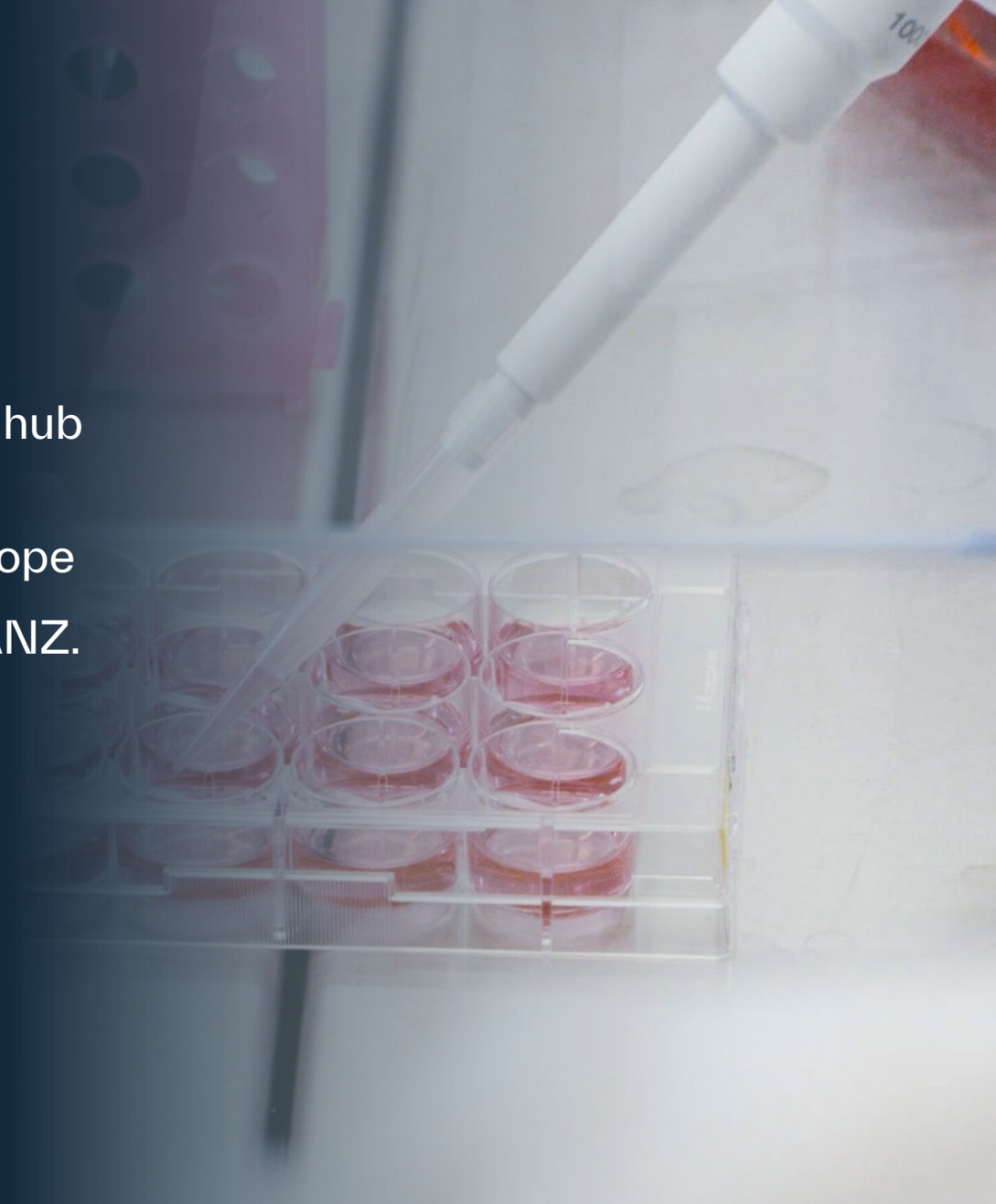
Long term outlook

- **The demand** for transplants are **x 10** of today's supply
- **Sales value** of machine perfusion vs cold static storage is **~x 10**
- **Machine perfusion** has proven to increase the number of organs used for transplantation
- **XVIVO** has unique, innovative and world leading products on the market or in the R&D pipeline
- Strong **MGMT team** and **organization** in place
- XVIVO is **ready to deliver** on the strategy presented during CMD



Outlook 2022/2023

- Machine perfusion – **continued momentum** through hub and service models, e.g. Avionord integration in Q4
- **Kidney Assist Transport** – Launch in the US and Europe
- **Heart** – Prepare for commercial launch Europe and ANZ. Start PMA study in the US
- Continued **price increases**



Our vision

Nobody should
die waiting for
a new organ

