



YEAR END REPORT

JAN - DEC 2022



CONTINUED STRONG ORDER INTAKE AND IMPROVED CASHFLOW

- Continued overall growth for the year and continued strong performance for the hospital as well as strategic alliances business areas.
- Multiple larger hospital orders in both the Asia Pacific region and Americas region in the quarter conclude a year with strong growth of the order intake for our hospital business area to 71.2 MSEK compared to 24.3 MSEK for previous year.
- Our focus on our operational efficiency is showing in the quarter where we generate positive net results, positive EPS and an improved cashflow from operations as well as an improved cash position.

FOURTH QUARTER (OCTOBER- DECEMBER 2022)

- Order intake amounted to 90.3 (73.8) MSEK.
- Orderbook by the end of the period was 126.0 (87.1) MSEK.
- Net sales amounted to 68.7 (67.7) MSEK.
- Earnings before depreciation and amortization (EBITDA) totaled 11.5 (12.0) MSEK.
- Net income for the period amounted to 2.1 (-4.2) MSEK.
- Earnings per share (EPS) was 0.08 (-0.17) SEK.
- Cash flow from operating activities totaled 26.0 (7.4) MSEK.

FULL YEAR (JANUARY- DECEMBER 2022)

- Order intake amounted to 252.2 (205.6) MSEK.
- Net sales amounted to 218.0 (185.1) MSEK.
- Earnings before depreciation and amortization (EBITDA) totaled -3.9 (2.5) MSEK.
- Net income for the period amounted to -30.7 (-29.2) MSEK.
- Earnings per share (EPS) was -1.22 (-1.18) SEK.
- Cash flow from operating activities totaled 14.9 (-5.1) MSEK.



COMMENTS BY THE CEO

The fourth quarter of 2022 concluded the year as a year of continued growth, driven by strong growth from both the hospital and strategic alliances business areas but also partly fueled by exchange rate. For the fourth quarter we are pleased to see the initial effects on cost saving activities implemented during the third quarter. We have reduced external costs, improved our cash position, increased operational cashflow and also a small but positive EPS.

For the full year we have delivered a growth in net sales of almost 18% (including currency effects) and we reached a new all-time high of 218.0 MSEK for net sales in 2022. At the same time, we have increased our order intake from 205 MSEK to 252 (23%) and our orderbook at the end of 2022 was 126 (87) MSEK, an increase of 45%.

We are also pleased to see that, despite improvement during 2021 we have continued to improve our margins for 2022 resulting in an average gross margin of 85.5% up from 81.0% in 2021. This is driven by price adjustments but also our focus on product mix and margin on deal levels. Currency exchange rates also have a positive effect on margins.

We are excited with the development of our new businesses where Ankyras and our Spanish organization recently filed the FDA application for regulatory approval in the United States. We also continue to develop the market for our physical simulation solutions (Vascular Simulations acquired 2020) and we can clearly see how our expanded range within the vertical of the image guided therapy arena resonates with the market as well as with our clients.



REGIONS, BUSINESS AREAS AND SEGMENTS

Our American region has delivered on par with last year from an order intake point of view in SEK. However in local currency there was a decline compared to previous year. This is a combination of the effect of a very strong 2021 for our MDI business, which is largely US dominated, and our MDI customers phasing issues relating to logistic, supply and regulatory. On a positive note we can see the Hospital business in US is delivering at record level with several larger deals at the end of the year. We see a large demand from the US MDI sector, and we have a positive outlook for 2023.

Our APAC Region had delivered growth in orders up to 40% despite pandemic related issues in the first half of the year. The hospital and strategic alliances business has of course been positively impacted by both the Siemens Robotics order in Q1 then followed by the announced CMEA order in Q4 for 1.1MUSD but also generally strong demand across the region.

The EMEA region has performed the strongest of our three regions with growth exceeding 40% across all three business areas while the most significant growth came from the hospital sector which grew more than 2x compared to the previous year.

Generally, our assessment is that 2022 marks a return to normal for the hospital business as well as the hospital business related to our strategic alliance's partners. Our MDI business has been strong throughout the pandemic but in our mind, negatively impacted by factors already mentioned earlier. With the outcome of 2022 we are also back to a more normal and healthy distribution between the business areas where our MDI is 60%, hospital 28% and strategic alliances 12% of our total order intake. During the pandemic our MDI business dominated our order intake with a share of over 80% in 2021.

MARKET ASSESSMENT

We have experienced strong demand for all our products, business areas and regions in 2022. Even if the outcome in the Americas region, mainly linked to the medical device industry (MDI), was not to our expectation, our orderbook is continuously improving. We can also see that the stricter European medical device regulation causes a move to consolidation of the industry business to the North American region. The rebound of the hospital market is highly promising, and we see demand levels on and above 2019 before the pandemic and we believe this demand will continue into 2023.



CONT. MARKET ASSESSMENT

So far, we have seen limited impact from a weaker economy, and we continue to see a strong demand for both our and our clients' products and services.

However, during the ongoing turbulence in the world, we have seen multiple situations during the last year where we or our clients have been impacted by logistic or supply-related issues. This could, in turn risk to delay demand for our products and services. So far, we have been able to manage these situations without a larger impact on our business.

The possible downturn as well as continuous inflation pressures are risks that we need to mitigate to the best of our ability. However, overall, we believe the business climate for Mentice is positive.

SUMMARY

During 2022 Mentice has passed several milestones in achieving net sales above 200 MSEK and an order intake of 252 MSEK. In addition, our acquisition of Ankyras strengthens our strategy to become a leader in image guided therapy.

We can see indications that our effort on costs and margins are delivering improved earnings and cash flow, however we want to see further margin and cash flow improvements prior to initiating growth of organization again.

Gothenburg in February 2023,

Göran Malmberg

CEO, Mentice AB (publ)



KEY FIGURES

| | Oct-Dec 2022 | Oct-Dec 2021 | Change | Jan-Dec 2022 | Jan-Dec 2021 | Change | RTM* |
|--|-----------------|-----------------|--------|-----------------|-----------------|--------|-------|
| Order intake, MSEK | 90.3 | 73.8 | 22.3% | 252.2 | 205.6 | 22.7% | 252.2 |
| whereof Medical Device In-dustry (MDI) | 51.3 | 59.8 | -14.3% | 151.6 | 167.3 | -9.4% | 151.6 |
| whereof Healthcare systems | 34.0 | 7.1 | 378.4% | 71.4 | 24.4 | 193.0% | 71.4 |
| whereof Strategic Alliances | 5.0 | 6.9 | -27.0% | 29.3 | 13.9 | 110.3% | 29.3 |
| Order book (end of period). MSEK | 126.0 | 87.1 | 44.7% | 126.0 | 87.1 | 44.7% | 126.0 |
| Net sales. MSEK | 68.7 | 67.7 | 1.4% | 218.0 | 185.1 | 17.8% | 218.0 |
| Sales. MSEK | 66.0 | 70.9 | -7.0% | 220.3 | 190.2 | 15.8% | 220.3 |
| Gross margin. % | 89.4% | 79.0% | | 85.4% | 81.0% | | 85.4% |
| Operating income before depre- ciation (EBITDA). MSEK | 11.5 | 12.0 | | -3.9 | 2.5 | | -3.9 |
| EBITDA-margin. % | 16.8% | 17.8% | | -1.8% | 1.3% | | -1.8% |
| Income before tax (EBIT). MSEK | 7.0 | 3.1 | | -24.0 | -21.3 | | -24.0 |
| Income for the period. MSEK | 2.1 | -4.2 | | -30.7 | -29.2 | | -30.7 |
| Earnings per share. SEK | 0.08 | -0.17 | | -1.22 | -1.18 | | -1.22 |
| Cash-flow from operations. MSEK | 26.0 | 7.4 | | 14.9 | -5.1 | | 14.9 |
| Cash at the end of the period. MSEK | 47.3 | 12.7 | | 47.3 | 12.7 | | 47.3 |
| Equity/Asset ratio. % | 48.8% | 52.3% | | 48.8% | 52.3% | | 48.8% |
| Number of employees at the end of the period | 122 | 104 | | 122 | 104 | | 122 |
| FTE for the quarter and full year** | 113.8 | 101.3 | | 113.8 | 101.3 | | 113.8 |
| *RTM = rolling twelve months | | | | | | | |

^{*}RTM = rolling twelve months ** FTE - Full time equivalents



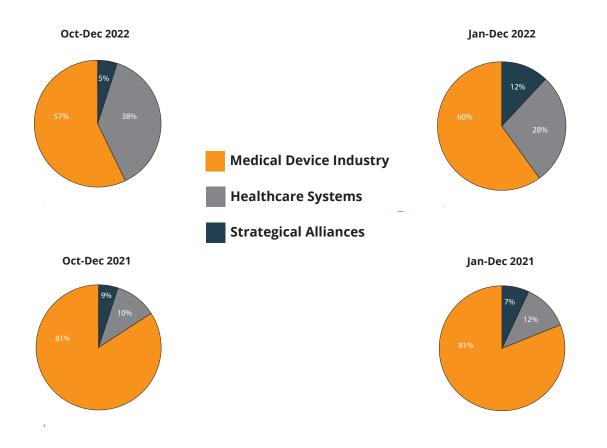
FINANCIAL PERFORMANCE

ORDER INTAKE PER BUSINESS AREA

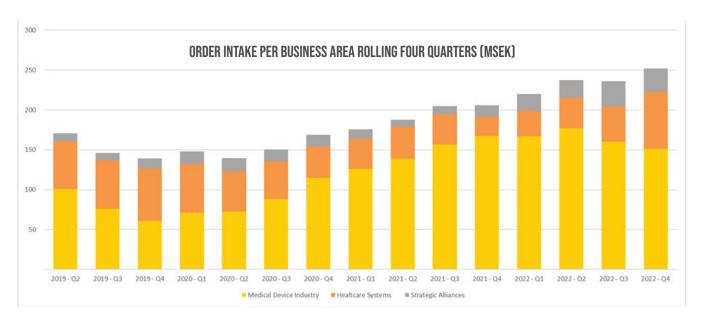
Order intake during the fourth quarter increased by 22.3% to 90.3 (73.8) MSEK. For the Medical Device Industry, we experience a decline of 14.3% compared to last quarter 2021. We see this as a result of a very strong fourth quarter in 2021 combined with a delay of orders moving into 2023.

Order intake for the full year increased to 252.2 (205.6) MSEK an increase by 22.7% year on year, whereof 16% currency, 5% acquired and 1.7% organic growth. This was mainly due to the lack of growth for MDI, despite strong recovery on the healthcare system and strategic alliances businesses. This also renders a more balanced distribution between the business areas both in the quarter and full year as shown in the pie charts below.

| Order intake per business area TSEK | Oct-Dec 2022 | Oct-Dec 2021 | Variance | Jan-Dec 2022 | Jan-Dec 2021 | Variance |
|-------------------------------------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| Medical Device Industry | 51,270 | 59,811 | -14.3% | 151,558 | 167,338 | -9.4% |
| Healthcare Systems | 33,986 | 7,104 | 378.9% | 71,357 | 24,358 | 192.9% |
| Strategic Alliances | 5,045 | 6,906 | -27,0% | 29,333 | 13,948 | 110.3% |
| Total | 90,301 | 73,822 | 22.3% | 252,248 | 205,645 | 22.9% |





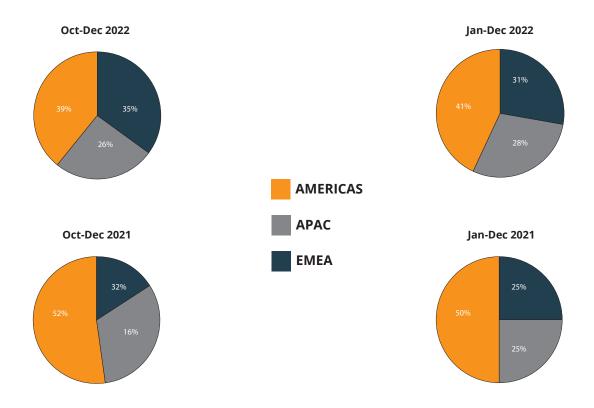


ORDER INTAKE PER REGION

Order intake per region shows continuous strong growth both in EMEA and APAC in the quarter and full year numbers. The Americas region taking main impact of the slower MDI business due to our customers issues relating to logistics, supply and regulatory, we see no growth in the fourth quarter. It was slightly above last year including impact with exchange rates for USD to SEK. Several orders moved between the years into 2023 especially in the Americas region.

| Order intake per region TSEK | Oct-Dec 2022 | Oct-Dec 2021 | Variance | Jan-Dec 2022 | Jan-Dec 2021 | Variance |
|------------------------------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| EMEA | 31,840 | 23,979 | 32,8% | 77,172 | 51,599 | 49,6% |
| APAC | 23,305 | 11,757 | 98,2% | 71,029 | 51,112 | 39,0% |
| Americas | 35,155 | 38,086 | -7,7% | 104,047 | 102,933 | 1,1% |
| Total | 90,301 | 73,822 | 22,3% | 252,248 | 205,645 | 22,7% |





ORDERBOOK

The orderbook closed at 126.0 (87.1) MSEK by the end of the year, which represents a growth of 44.7%. The orderbook represents orders received but not yet delivered. Out of the total orderbook per December 31 2022, 24.3 MSEK is for systems and software perpetual, and 15.1 MSEK for software subscription that will be delivered and recognized as net sales in 2023 and 37.8 MSEK for 2024 and onwards. 35.3 MSEK refers to deliveries of rental and support agreements that are to be delivered and recognized as revenue in the coming three years and the remaining 13.4 MSEK is development contracts with customers that will be delivered during 2023.

NET SALES

The group's net sales consist of sales of systems and software, service and support, and sales from consultancy assignments referred to as development contracts. Software licenses sold as perpetual are recognized as net sales at delivery, together with hardware, while software licenses sold as a subscription model are recognized as net sales over time, and sales in this dimension are referred to as Segments.

Mentice also reports sales figures for three geographic markets: EMEA (Europe, Middle East and Africa), APAC (Asia and the Asian Pacific Region) and Americas (North, Central and South America) and for three business areas, Medical Device Industry, Healthcare and Strategic Alliances.

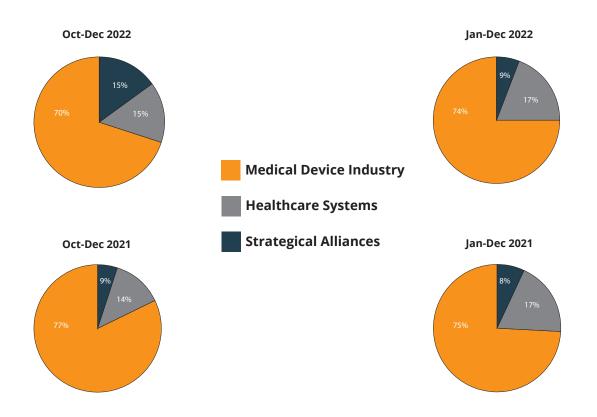


NET SALES PER BUSINESS AREA

Of the net sales for the fourth quarter 48.2 (51.8) MSEK came from the business area Medical Device Industry, 10.1 (9.5) MSEK came from Healthcare Systems and 10.4 (6.4) MSEK from the business area Strategic Alliances. We continue to see the shift of mix towards more Healthcare systems and Strategic Alliances vs Medical Device Industry sales as the pandemic releases its grip on the hospital market.

Of the net sales for the full year 160.4 (139.2) MSEK came from the business area Medical Device Industry, 37.9 (31.6) MSEK came from Healthcare Systems and 19.6 (14.3) MSEK from the business area Strategic Alliances, Total growth for the year is 17.8% whereof 8.4% is the impact of currency fluctuations.

| Net sales per business area TSEK | Oct-Dec 2022 | Oct-Dec 2021 | Variance | Jan-Dec 2022 | Jan-Dec 2021 | Variance |
|----------------------------------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| Medical Device Industry | 48,225 | 51,829 | -7.0% | 160,425 | 139,161 | 15.3% |
| Healthcare Systems | 10,056 | 9,461 | 6.3% | 37,908 | 31,576 | 20.1% |
| Strategic Alliances | 10,422 | 6,398 | 62.9% | 19,621 | 14,327 | 36.9% |
| Total | 68,704 | 67,688 | 1.5% | 217,954 | 185,064 | 17.8% |



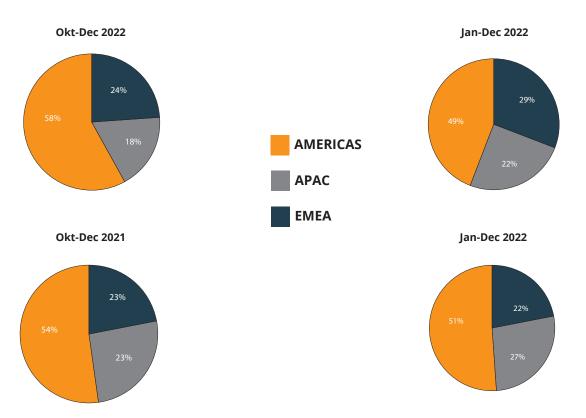


NET SALES PER REGION

Net sales grew in EMEA and Americas but decreased in APAC, mainly due to the slow recovery from the pandemic especially in China. In EMEA the net sales growth comes from the strong recovery of the healthcare market and in the Americas the main impact that explains the growth in the fourth quarter is currency.

Full year net sales grew fast in EMEA and this is clearly connected to the fast recovery of the Healthcare market in this region. APAC delivered similar levels compared to last year clearly negatively impacted by the delay of the completion of the Corindus contract moving further into 2023 and again also for the full year the main impact for Americas was currency.

| Net sales per region TSEK | Oct-Dec 2022 | Oct-Dec 2021 | Variance | Jan-Dec 2022 | Jan-Dec 2021 | Variance |
|---------------------------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| EMEA | 16,727 | 15,397 | 8.6% | 62,886 | 41,301 | 52.3% |
| APAC | 11,970 | 15,765 | -24.1% | 48,970 | 50,561 | -3.1% |
| Americas | 40,006 | 36,526 | 9.5% | 106,099 | 93,203 | 13.8% |
| Total | 68,704 | 67,688 | 1.5% | 217,954 | 185,064 | 17.8% |





NET SALES PER BUSINESS SEGMENT

Out of the net sales for the fourth quarter 21.4 (32.0) MSEK came from system sales for customer's capex, where net sales is recognized in full upon delivery of the system.

Another 5.5 (2.8) MSEK came from recurring system sales where net sales are recognized over time for rental period of the systems. 9.6 (11.9) of total net sales came from software licenses sales for customer's capex, where net sales are recognized upon delivery of software together with the system.

Furthermore, recurring software licenses amounted to 10.5 (6.1) MSEK and refers to software licenses sold as subscription model where net sales is recognized over time. Both Accessories & spare parts as well as service net sales are recognized at delivery and came in at 21.8 (14.9) MSEK. Net sales grew 17.8%. All business segments grew except Software licenses Customer's capex, where our subscription model is adopted well by the market.

| Net sales per business segment TSEK | Oct-Dec 2022 | Oct-Dec 2021 | Variance | Jan-Dec 2022 | Jan-Dec 2021 | Variance |
|--|-----------------|-----------------|----------|-----------------|-----------------|----------|
| System sales, Customer's CAPEX | 21,392 | 32,027 | -33.2% | 83,268 | 78,398 | 6.2% |
| System sales, recurring | 5,469 | 2,751 | 98.8% | 17,584 | 7,056 | 149.2% |
| Software licenses, Customer's CAPEX | 9,556 | 11,915 | -19.8% | 28,108 | 37,739 | -25.5% |
| Software licenses, recurring | 10,452 | 6,130 | 70.5% | 34,122 | 19,267 | 77.1% |
| Accessories & spare parts | 5,258 | 5,873 | -10.5% | 17,498 | 16,834 | 3.9% |
| Service | 16,577 | 8,992 | 84.4% | 37,374 | 25,770 | 45.0% |
| Total | 68,704 | 67,688 | 1.5% | 217,954 | 185,064 | 17.8% |



OTHER INCOME

Other income was -2.7 (3.3) MSEK for the quarter and 2.4 (5.2) MSEK for the full year. During the second quarter the company obtained a 1.2 MSEK grant from Swedfund. During the fourth quarter, a one-time currency impact in the amount of 1.8 MSEK was due to a reclassification of realized exchange loss on intercompany transactions from cost of material to other income. The rest is related to exchange rate variances in operating assets and liabilities in foreign currencies.

GROSS PROFIT AND GROSS MARGIN

The gross profit for the fourth quarter was 61.4 (53.4) MSEK and 186.0 (149.9) MSEK for the full year. Gross margin was at 89.4% for the fourth quarter, compared to 79.0% for the same period in prior year. The gross margin for the full year was 85.4% compared to 81.0% last year.

Gross margin is in general impacted by the mix of products sold and the level of support and service as well as the level of net sales from software licenses versus systems. For the fourth quarter we add to the above-mentioned impacts also the effect of currency, mainly purchases of goods and materials in SEK and sales in USD and EUR.

OPERATING RESULT (EBITDA) AND OPERATING MARGIN

Operating income before depreciation, EBITDA, was 11.5 (12.0) MSEK, for the forth quater. This corresponds to an operating margin of 16.8 (17.8) % for the fourth quarter. The main impact on the operating result for the quarter was the increase in total operating costs of 9.3%.

EBITDA for the full year was -3.9 (2.5) MSEK with operating margins of -1.8 (1.3) %. The main impact on the operating result is higher operating cost level for 2022 of 27%.

OTHER EXTERNAL COSTS

Other external costs totaled -7.4 (-14.8) MSEK during the fourth quarter, which equals a decrease of 50.4% compared to the same period last year. The decrease was mainly due to the impact of efficiency and cost reduction activities in the quarter. In addition a one-time impact in the amount of 1.9 MSEK was due to a reclassification from other external costs to personnel costs.

For the full year, other external costs increased 12.2% to -52.9 (-47.2) MSEK, mainly through activities reducing use of consultants' vs own employees, containment of travel for the latter part of the year and legal cost in relation to directed issues of shares and the aquisition.





PERSONNEL COSTS

Personnel costs during the fourth quarter increased 33,2% to -39.8 (-29.9) MSEK. For the full year personnel costs came in at 139.4 (105.4) MSEK, an increase of 32.2%.

The increase in both the full year and the quarter was driven from increased volume related commission, moving consultants to employees, increased number of personnel, salary increase and lower capitalization of salary costs to development.

Personnel costs included capitalized costs for development with 1.1 (1.6) MSEK for the fourth quarter and 5.6 (8.3) MSEK for the full year. The total number of employees at the end of the quarter was 122 (104).

CAPITALIZED EXPENSES FOR DEVELOPMENT COSTS

Capitalized expenses for development costs during the fourth quarter totaled 1.3 (2.4) MSEK and for the full year 7.5 (16.5) MSEK and was mainly related to several ongoing projects. The capitalization is accounted for as income to external costs if the original cost is for consultants for the standard development and in personnel costs if the original cost is for own employees.

FINANCIAL ITEMS

Net financial items for the fourth quarter totaled 0.4 (-0.9) MSEK and for the full year -0.1 (-1.5) MSEK and was mainly related to exchange rate variances.

The net financial items for the year included -1.2 (-0.4) MSEK of interest expense on lease liabilities. in accordance with IFRS 16.

INCOME BEFORE TAX. NET RESULT FOR THE PERIOD AND EARNINGS PER SHARE

Tax on income for the quarter was -4.9 (-7.3) MSEK, mainly due to deferred tax on amortization of asset goodwill in the parent company. Net income for the period was 2.1 (-4.2) MSEK. Earnings per share was 0.08 (-0.17) SEK for the fourth quarter.

For the full year tax on income for the period came in at -6.6 (-7.9) MSEK and net income for the period was -30.7 (-29.2) MSEK and earnings per share was -1.22 (-1.18) SEK.

CASH FLOW

Cash flow from operations before changes in working capital was 11.1 (11.3) MSEK for the fourth quarter and for the full year -5.8 (0.7) MSEK. Cash flow from changes in working capital for the quarter was 14.9 MSEK compared to -4.0 MSEK same quarter last year. The changes in working capital in the fourth quarter were mainly attributable to a decrease in receivables generating 4.1 MSEK 2022 compared to -23.1 MSEK 2021. The change in working capital for the full year was 20.7 (-5.8) MSEK driven from lower increase in receivables -2.3 vs 39.4 MSEK last year. The cash flow from operating activities was 26.0 (7,4) MSEK in the fourth quarter and 14.9 (-5.1) MSEK for the full year.

Despite the higher net sales and the increase in accounts receivables overall we have been able to reduce the oldest overdue receivables with 13 MSEK in the quarter.

The cash flow for the year was affected in the second quarter by directed issue of shares which generated 56.5 MSEK in positive cash flow net of transactions costs of 3.5 MSEK from financing activities and paid the first payment of -19.2 MSEK for the assets in Ankyras.

CASH AND FINANCIAL POSITION

Cash at the end of the period was 47.3 (12.7) MSEK. The group's total assets amounted to 333.0. (261.9) MSEK. IFRS 16 affected total assets by 14.4 (14.1) MSEK. Accounts receivable increased during the period to 85.6 (68.3) MSEK. Inventories amounted to 16.9 (9.2) MSEK. Current liabilities were 153.7 (110.3) MSEK excluding current leasing liability. The carrying amounts of financial assets and liabilities are considered to correspond essentially to fair value.

The company has an overdraft facility of 20 MSEK.



INVESTMENTS

Investments during the fourth quarter totaled -6.2 (-5.1) MSEK. Of the investments -1.3 (-2.8) MSEK refers to the capitalization of development costs. The remainder refers to investments in tangible assets relating to new hardware devices for internal use and customer rentals.

As at the balance sheet date 31 December 2022, the group carried a payable in the amount of 9.0 MSEK for the remaining purchase price for the assets in Ankyras.

ANKYRAS AQUISITION

On the 30th of June the acquisition of the assets related to the software solution Ankyras from the Spanish corporation Galgo Medical SL was completed. The purchase price of 2.775 MEUR or 29 MSEK at exchange rate of 9th of June. This total price has now been reduced to 2.610 MEUR due to performance-related price adjustments. The first part of the purchase price 1.8 MEUR was paid on 30th of June and the second contingent payment of 0.56 MEUR was paid in January 2023. The last contingent payment of 0.25 MEUR is due in July 2023. The acquisition is related to precision medicine software solutions for the area of minimally invasive neuro interventional therapies, specifically for planning of aneurysm treatment in the brain.

The full purchase price allocation is preliminary based on estimates of the earn-out components and indicates allocation of 1,549 MEUR for patents, 0.499 MEUR for trademark and the remaining 0.572 MEUR in goodwill.

PARENT COMPANY

The parent company is an operating company. Net sales for the parent company amounted to 135.1 (132.7) MSEK for the full year. The income for the year corresponds largely to the sales within EMEA and APAC, the development department, and the head office in Sweden. The net income for the period was -32.8 (-31.3) MSEK. impacted by the 10.1 MSEK profit liquidating the group company in Switzerland.

SHARE CAPITAL

The total number of shares as of December 31, 2022 after the direct issue of shares were 25,568,850 (24,764,261) and the share capital was SEK 1,278 million. All shares are ordinary shares with equal voting value. The shares have a face value of SEK 0.05.

DISPUTES

The group has no current disputes.

TRANSACTIONS WITH RELATED PARTIES

Board member Denis Gestin has on a consulting basis acted as an advisor to the company in connection with customer related activities within the medical device industry. During the period January through December 2022 Gestin received 1.0 (0.6) MSEK.

Above transaction were conducted based on market value.

THE PURPOSE OF MENTICE

The purpose of Mentice solutions is to support the health-care professionals in their mission to; ensure all patients have an optimal outcome. improve cost-effectiveness. and generally, offer opportunities for the healthcare sector to better utilize its resources.

RISKS

Important risks and uncertainties for the group are primarily related to commercial customers and suppliers related to their supply and security in the implementation of new medical equipment. The financial risks lie in the global operations that the company operates.

This affects changes in exchange rates and interest rates. as well as liquidity. financing, and credit. Currency risk also arises when translating foreign net assets and earnings into Swedish kronor. Mentice overall goal is to avoid as far as possible financial risk taking, which can arise through changes in exchange rates, interest rates and market prices, as well as liquidity, financing, and credit risks. Exchange rate risk is divided into translation exposure and transaction exposure. Translation exposure refers to the exposure of net assets for foreign subsidiaries. Transaction exposure refers to the risks associated to purchases and net sales in foreign currency.

The group's external sales are made in the currencies EUR, GBP and USD. In the parent company. 75% (83%) of the external sales are in EUR. and most of the operating costs are in SEK. Net sales and cost in the US subsidiary are exclusively conducted in USD. For more information about the company's risks. see the board of directors' report in the annual report for 2021.



THE SHARE AND OWNERSHIP

Mentice AB (publ.) shares are traded on Nasdaq First North Growth Market since June 18. 2019 under MNTC. According to Euroclear's official register of shareholders. Mentice had a total of 1.669 shareholders by December 31, 2022. FNCA is the company's certified advisor.

| Largest shareholders (source Euroclear 2022-12-31) Name | Number of shares | Shareholding in % |
|---|------------------|-------------------|
| Karin Howell-Bidermann | 8 690 980 | 34.0% |
| Bure Equity AB (publ) | 3 761 659 | 14.7% |
| Handelsbanken Microcap Sverige | 1 930 000 | 7.6% |
| Fjärde AP fonden | 1 664 804 | 6.5% |
| Medical Simulation Corporation | 1 191 074 | 4.8% |
| Berenberg Funds | 932 391 | 3.7% |
| TIN Fonder | 812 847 | 3.2% |
| Göran Malmberg | 711 670 | 2.8% |
| Andra AP Fonden | 446 620 | 1.8% |
| Avanza Pension | 373 186 | 1.5% |
| 10 largest shareholders total | 20 515 231 | 80,2% |
| Others | 5 053 619 | 19.8% |
| Total number of shares | 25 568 850 | |

The information regarding shareholders has earlier only been taken from Euroclear and due to this some owners has been clustered into custodians without the correct breakout.

EXAMINATION BY THE AUDITORS

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

FINANCIAL REPORTS

Interim reports and other financial reports are available on the company's website. www.mentice.com.



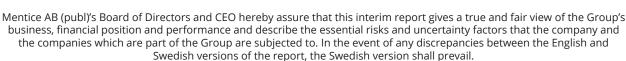
AFFIRMATION











Gothenburg. February 2nd, 2023

Mentice AB (publ)

Magnus Nilsson Chairman of the Board

Lawrence D. Howell Board member

David J. Ballard Board member

Denis Gestin Board member

Gösta Johannesson Board member

Johann Koss Board member

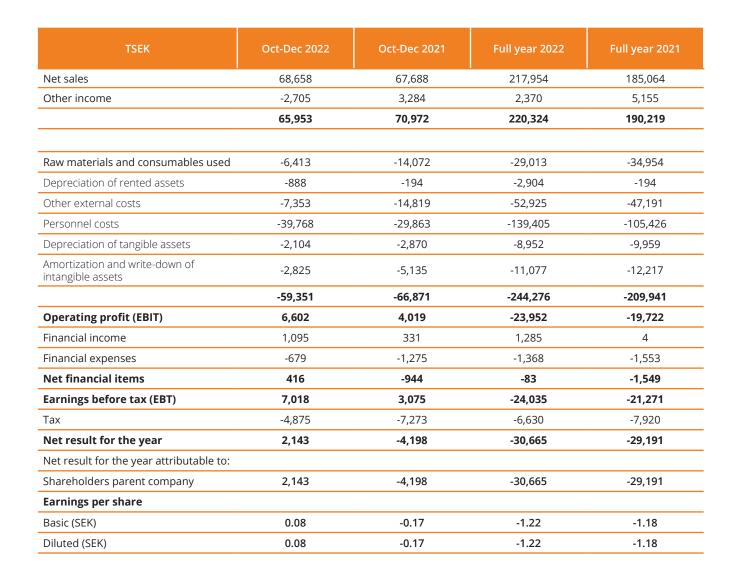
Eola Änggård Runsten Board member

Göran Malmberg CEO





CONSOLIDATED INCOME STATEMENT



CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| TSEK | Oct-Dec 2022 | Oct-Dec 2021 | Full year 2022 | Full year 2021 |
|---|--------------|--------------|----------------|----------------|
| Net result for the year | 2,143 | -4,198 | -30,665 | -29,191 |
| Other comprehensive income | | | | |
| Items that will not be reclassified to profit or loss | | | | |
| | | | | |
| Items that may be reclassified to profit or loss | | | | |
| Translation difference on translation of foreign operations | -3,741 | 1,734 | -46 | 2,827 |
| Other comprehensive income for the year. net of tax | -3,741 | 1,734 | -46 | 2,827 |
| Total comprehensive income for the year | -1,598 | -2,464 | -30,711 | -26,364 |



CONSOLIDATED BALANCE SHEET

| TSEK | 31 December 2022 | 30 December 2021 |
|--|------------------|------------------|
| Assets | | |
| Goodwill | 48,070 | 42,291 |
| Patents | 32,618 | 17,945 |
| Trademarks | 5,443 | - |
| Internally developed intangible assets | 44,285 | 45,766 |
| Tangible assets | 13,500 | 14,091 |
| Rights-of-use assets | 14,442 | 14,062 |
| Deferred tax assets | 9,777 | 13,966 |
| Total non-current assets | 168,135 | 148,121 |
| Inventories | 16,861 | 9,195 |
| Accounts receivables | 85,582 | 68,324 |
| Prepaid costs and accrued income | 9,858 | 17,895 |
| Other receivables | 5,255 | 5,672 |
| Cash and cash equivalents | 47,285 | 12,697 |
| Total current assets | 164,841 | 113,783 |
| Total assets | 332,976 | 261,904 |
| Equity and liabilities | | |
| Share capital | 1,278 | 1,238 |
| Other paid in capital | 201,169 | 144,760 |
| Retained earnings | -39,812 | -9,111 |
| Total equity attributable to parent company shareholders | 162,635 | 136,887 |
| Long term liabilities | | |
| Leasing liabilities long-term | 8,875 | 10,086 |
| Total long-term liabilities | 8,875 | 10,086 |
| Accounts payable | 14,231 | 8,997 |
| Tax liabilities | 99 | 319 |
| Other liabilities | 3,554 | 3,602 |
| Current leasing liability | 7,800 | 4,618 |
| Accrued expenses and deferred income | 135,782 | 97,395 |
| Total current liabilities | 161,466 | 114,931 |
| Total equity and liabilities | 332,976 | 261,904 |



CONSOLIDATED STATEMENT OF CHANGES IN EQUITY













| TSEK | Share Capital | Other Paid in Capital | Translation reserve | Retained Earnings | Total equity |
|--|---------------|--------------------------|---------------------|----------------------|--------------|
| At 1 January 2021 | 1,236 | 144,760 | -1,919 | 19,174 | 163,251 |
| Transactions with owners in their capacity s owners | | | | | |
| Issue of shares | 2 | | | -2 | 0 |
| Profit for the year | | | | -29,191 | -29,191 |
| Other comprehensive income for the year | | | 2,827 | | 2 827 |
| Total comprehensive income for the period | | | 2,827 | -29,193 | -26 364 |
| Closing balance at 31 December 2021 | 1,238 | 144,760 | 908 | -10,019 | 136,887 |
| At 1 January 2022 | 1,238 | 144,760 | 908 | -10,019 | 136,887 |
| Transactions with owners in their capacity as owners | | | | | |
| Issue of shares | 40 | 56,460 | | | 56,500 |
| Payment of share options | | -41 | | | -41 |
| Profit for the year | | | | -30,665 | -30,665 |
| Other comprehensive income for the year | | -10 | -1,278 | 1,242 | -46 |
| Total comprehensive income for the year | | -10 | -1,278 | -29,423 | -30,711 |
| Closing balance at 31 December 2022 | 1,278 | 201,169 | -370 | -39,442 | 162,635 |

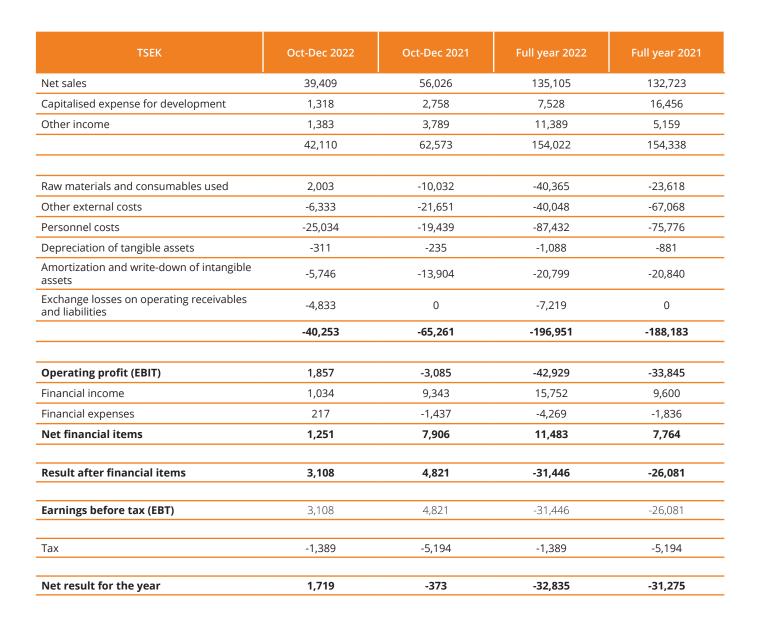


CONSOLIDATED STATEMENT OF CASH FLOWS

| TSEK | Oct - Dec 2022 | Oct - Dec 2021 | Full year 2022 | Full year 2021 |
|--|----------------|----------------|----------------|----------------|
| Operating activities | | | | |
| | | | | |
| Earnings before tax | 7,018 | 3,075 | -24,035 | -21,271 |
| Adjustment for non-cash items | 4,364 | 8,320 | 19,113 | 22,367 |
| Income tax paid | -315 | -54 | -871 | -434 |
| Cash flow from operating activities be- fore changes in working capital | 11,067 | 11,341 | -5,793 | 662 |
| Change in trade receivables and other current assets | 4,143 | -23,113 | -2,279 | -39,425 |
| Change in inventories | -5,502 | -2,038 | -6,953 | -3,138 |
| Change in trade payables and other cur- rent liabilities | 16,285 | 21,185 | 29,933 | 36,771 |
| Change in working capital | 14,926 | -3,966 | 20,701 | -5,792 |
| Cash flow from operating activities | 25,993 | 7,375 | 14,908 | -5,130 |
| Investing activities | | | | |
| Acquisitions of tangible assets | -4,887 | -2,327 | -5,526 | -9,049 |
| Capitalisation of internally developed intangible assets | -1,318 | -2,758 | -7,528 | -16,853 |
| Acquisition of business, net cash effect | | | -19,224 | |
| Cash flow from investing activities | -6,205 | -5,085 | -32,278 | -25,902 |
| Financing activities | | | | |
| Payment of share options | -12 | | -41 | |
| Proceeds from issue of share capital | | | 60,000 | |
| Payment of transaction costs | | | -3,500 | |
| Amortization of lease liability | -2,223 | -1,289 | -7,468 | -5,783 |
| Cash flow from financing activities | -2,235 | -1,289 | 48,991 | -5,783 |
| Cash flow for the period | 17,553 | 1,001 | 31,621 | -36,815 |
| Opening cash balance | 27,525 | 11,360 | 12,697 | 48,753 |
| Translation difference on cash and cash-equivalents | 2,207 | 336 | 2,967 | 759 |
| Cash and bank balances at year-end | 47,285 | 12,697 | 47,285 | 12,697 |



PARENT COMPANY INCOME STATEMENT





PARENT COMPANY BALANCE SHEET

| TSEK | 31 December 2022 | 31 December 2021 |
|---|------------------|---------------------------------------|
| Assets | | |
| Intangible and tangible assets | | |
| Goodwill | 30,552 | 34,093 |
| Patents | 33,288 | 19,016 |
| Trademarks | 5,442 | - |
| Internally developed in-tangible assets | 44,285 | 45,766 |
| Tangible assets | 3,482 | 3,158 |
| Financial assets | | · · · · · · · · · · · · · · · · · · · |
| Shares in group companies | 19,705 | 41,656 |
| Receivables from group companies | 10,213 | 13,476 |
| Deferred tax assets | 6,615 | 7,966 |
| Total non-current assets | 153,582 | 165,132 |
| | | |
| Inventories | 10,104 | 6,541 |
| Accounts receivables | 50,087 | 35,400 |
| Current receivables from group companies | 2,701 | - |
| Prepaid costs and accrued income | 7,923 | 6,887 |
| Other receivables | 4,768 | 15,075 |
| Cash and cash equivalents | 36,419 | 4,968 |
| Total current assets | 112,001 | 68,871 |
| Total assets | 265,583 | 234,003 |
| Total assets | 203,363 | 234,003 |
| Equity and liabilities | | |
| Restricted equity | | |
| Share capital | 1,278 | 1,238 |
| Fund for development costs | 48,468 | 52,914 |
| Non-restricted equity | | |
| Other paid in capital | 201,169 | 144,750 |
| Retained earnings | -62,145 | -35,316 |
| Net result for the year | -32,835 | -31,275 |
| Other paid in capital | | |
| Total equity | 155,935 | 132,311 |
| Long term liabilities | | |
| Liabilities to group companies | 970 | 31,449 |
| Total long-term liabilities | 970 | 31,449 |
| Accounts payable | 9,383 | 7,978 |
| Tax liabilities | 79 | <u> </u> |
| Current liabilities to group companies Other liabilities | 2,068 | 2 005 |
| Other liabilities Accrued expenses and de-ferred Income | 1,778 95,370 | 3,805 58,460 |
| Total current liabilities | 108,678 | 70,243 |
| Total equity and liabilities | 265,583 | 234,003 |
| | 22 | |



PARENT COMPANY STATEMENT OF CHANGES IN EQUITY











| | Restrict | ed equity | Non-restricted equity | | | | |
|--|---------------|---------------------------------|-----------------------|------------------------|-------------------------------|--------------|--|
| TSEK | Share capital | Fund for develop- ment costs | Share premium reserve | Retained earn- ings | Net result for the year | Total equity | |
| At 1 January 2021 | 1,236 | 45,750 | 144,760 | -11,058 | -17,096 | | |
| Proposed appropriation of profits | | | | -17,096 | 17,096 | 0 | |
| Transactions with owners in their capacity as owners | | | | | | | |
| lssue of shares | 2 | | | -2 | | 0 | |
| Payment of share options | | | | | | | |
| Profit for the year | | 7,164 | -10 | -7,160 | -31,275 | -31 281 | |
| Other comprehen-sive income for the year | | | | | | | |
| Total comprehensive income for the year | | | | | -31,275 | -31,275 | |
| Closing balance at 31 December 2021 | 1,238 | 52,914 | 144,750 | -35,316 | -31,275 | 132,311 | |
| At 1 January 2022 | 1,238 | 52,914 | 144,750 | -35,316 | -31,275 | 132,311 | |
| Proposed appropriation of profits | | | | -31,275 | 31,275 | 0 | |
| Transactions with owners in their capacity s owners | | | | | | | |
| Issue of shares | 40 | | 56,460 | | | 56,500 | |
| Payment of share options | | | -41 | | | -41 | |
| Profit for the year | | -4,446 | | 4,446 | -32,835 | -32,835 | |
| Other comprehen-sive income for the year | | | | | | | |
| Total comprehensive income for the year | | | | | -32,835 | -32,835 | |
| Closing balance at 31 December 2022 | 1,278 | 48,468 | 201,169 | -62,145 | -32,835 | 155,935 | |
| | | | | 0 | | | |



NOTES



ACCOUNTING POLICIES

Mentice applies International Financial Reporting Standards (IFRS) as adopted by the EU. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act.

The parent company's interim report has been prepared in accordance with the Swedish Annual Accounts Act and RFR 2. Accounting for Legal Entities. issued by the Swedish Financial Reporting Board.

The accounting policies applied correspond to those of the previous financial year, as described in the annual report for 2021.

BUSINESS SEGMENTS

Mentice started to report business segments in accordance with IFRS 8 for the first time in the annual report for 2021. Mentice's business is divided into three business segments, which reflect the group's operations, financial management and management structure. These three business segments are System, Software licenses and Service and we also added accessories and spare parts separately within the System group

We also report the net sales divided into for Capex - capital expenditure and recurring revenue and gross profit for these segments. The capital expenditure we refer to is our customer's point of view.

This is a change since earlier years and quarters where we were referring to our business areas as segments – see more information on page 28.

- System sales and rental revenues including accessories and spare parts from hardware
- Software licenses sales of licenses both perpetual and subscription model
- Service sales of support. development. and other service contracts

| First half | | System sales | | | | Software licenses Service | | | 7.16 | | | |
|------------------------------------|--------------|--------------|--------------------------|--------|-------------------|---------------------------|---------|--------|-------------|---------|--|--|
| TSEK | System sales | | Accessories & spareparts | | Software licenses | | Service | | Total Group | | | |
| TOER | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | | |
| Sales for capital expenditure | 83,268 | 78,398 | 17,498 | 16,834 | 28,108 | 37,739 | 37,374 | 25,770 | 166,249 | 158,741 | | |
| Recurring revenue | 17,584 | 7,056 | - | - | 34,122 | 19,267 | - | - | 51,706 | 26,323 | | |
| Total | 100,852 | 85,454 | 17,498 | 16,834 | 62,230 | 57,005 | 37,374 | 25,770 | 217,954 | 185,064 | | |
| Raw materials and consumables used | -25,944 | -22,227 | -5,754 | -7,920 | - | - | -219 | -1,374 | -31,917 | -35,148 | | |
| Gross profit | 74,908 | 63,227 | 11,744 | 8,915 | 62,230 | 57,005 | 37,155 | 24,396 | 186,037 | 149,916 | | |
| Gross profit % | 74.3% | 74.0% | 67.1% | 53.0% | 100% | 100% | 99.4% | 94.7% | 85.4% | 81.0% | | |

Based on what has been mentioned above, note 3 from the annual report of 2021 will be adjusted according to the table above. See page 28.



NOTES, CONT.

BASES OF VALUATION APPLIED IN THE PREPARATION OF THE FINANCIAL STATEMENTS

Assets and liabilities are recognized at historical cost with the exception of currency derivatives, which are measured at fair value. As per December 31, 2022, the total actual value of forward contracts was 0,04 (0) MSEK.

ASSESSMENTS AND ESTIMATES IN THE FINANCIAL STATEMENTS

Preparation of the financial statements in compliance with IFRS requires the company's management to make assessments. estimates and assumptions that affect the application of the accounting policies and the carrying amounts of assets, liabilities, income, and expenses. Actual outcomes may deviate from these estimates and assessments. Assumptions are reviewed on a regular basis. Changes to estimates are recognized in the period when the change is made if the change affects only that period, or in the period when the change is made and future periods if the change affects both the current period and future periods.

ADJUSTMENTS, ROUNDING

Some of the financial information provided in this report has been rounded, which may affect the totals in the tables.

FINANCIAL INSTRUMENTS. CURRENCY EXPOSURE AND RISK MANAGEMENT

Mentice uses forward exchange contracts to manage currency risk. Forward exchange contracts are used to hedge risk in connection with accounts receivable and are placed at the time of ordering. Other future cash flows are not hedged. Mentice operations expose it to credit risk when selling to customers. Only advance payments or letters of credit are accepted for sales to new customers or to customers which are deemed to represent a high-risk exposure.

ABOUT THE PARENT COMPANY

Mentice AB (publ.), company registration number 556556-4241, is a Swedish public company with its registered office in Gothenburg, Sweden.

ALTERNATIVE PERFORMANCE MEASURES

Alternative performance measures (APM) are financial measurements that cannot be directly discerned or derived from financial statements. These financial measurements are intended to help the company management and investors to analyze the group's performance. Investors should view these alternative key performance indicators as a complement to the financial statements prepared in accordance with IFRS.



NOTES, CONT.

DEFINITION OF KEY PERFORMANCE INDICATORS REPORTED

Order intake – The value of orders received during the period.

Net sales – sales of products and services are normally recognized in connection with delivery to customer, depending on the terms of delivery. Services, software and projects that run over several periods are recognized as net sales over time.

Order book – Amount of not yet delivered products and services.

Order intake rolling 12 months – Mentice has had recurring growth phases and it is important to view performance over time and not solely for an individual quarter as Mentice historically has had a strong fourth quarter.

Net sales rolling 12 months – Mentice has had recurring growth phases and it is important to view performance over time and not solely for an individual quarter as Mentice historically has had a strong fourth quarter.

Gross profit – Net sales with deduction for cost of goods sold. The indicator shows profitability before fixed costs.

Gross profit margin – Gross profit as a part of net sales. The measure is used to measure operational profitability before fixed costs.

EBITDA – Mentice uses the key performance indicator EBITDA to demonstrate the earning power of the business from operating activities without taking into account the capital structure and tax situation and this is intended to make comparison easier with other companies in the same industry.

EBITDA margin – EBITDA as part of net sales. The measure is used to measure operating profitability, independent of financing, impairment and depreciation.

EBITDA rolling 12 months – Mentice has repeatedly had individual strong quarters, and it is therefore important to continuously see developments over time and not just focus on individual quarters.



REVENUE GROWTH

30 – 40% average annual revenue growth during short to medium term (next 3–5 years).

PROFITABILITY

30 % EBITDA margin within short to medium term (3-5 years).

DIVIDEND POLICY

Mentice is a company on a rapidly growing market. In order to capitalise on its market opportunities, the company will prioritise growth, both organic and through acquisitions.



CHANGE IN REPORTING OF NET SALES

A review has been carried out of how our net sales has been distributed between our business areas, geographic markets, and business segments. This review was done based on more consistent analysis and is securing consistency in the numbers. The table named Old reporting show the previous way we reported these sales while the table named New reporting shows the figures after adjustments. Our business segments. we started to report in accordance with IFRS 8 in our annual report 2021, and we have broken out Accessories and spare parts, which earlier was reported as Service. The software development is now a part of Service while it was earlier reported as software licenses. Support as a subscription service is being moved from service to software licenses, recurring. Furthermore, a review has been made of how our metadata connects to the accounting data which is the foundation for the geographic and the business area reporting. This change gives a better possibility to follow our business in a correct way.

OLD REPORTING

| TSEK | | 20 | 20 | | 2021 | | | | | |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--|--|
| ISLK | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | | |
| EMEA | 16,427 | 8,842 | 6,707 | 10,277 | 4,207 | 12,992 | 9,717 | 14,885 | | |
| APAC | 9,067 | 5,245 | 11,833 | 11,164 | 12,049 | 12,736 | 10,010 | 15,765 | | |
| Americas | 8,289 | 10,260 | 14,892 | 24,500 | 16,060 | 20,661 | 18,944 | 37,038 | | |
| | | | | | | | | | | |
| MDI | 20,456 | 15,848 | 23,998 | 27,226 | 22,123 | 33,567 | 31,642 | 51,828 | | |
| HCS | 7,050 | 4,698 | 7,031 | 16,138 | 8,847 | 8,124 | 5,144 | 9,461 | | |
| SA | 6,277 | 3,801 | 2,403 | 2,577 | 1,346 | 4,698 | 1,885 | 6,399 | | |
| | | | | | | | | | | |
| System sales, CAPEX | 13,515 | 9,763 | 15,834 | 24,065 | 15,580 | 22,427 | 7,426 | 33,137 | | |
| System sales, recurring | 470 | 0 | 282 | 1,588 | 815 | 1,701 | 1,789 | 2,751 | | |
| Software licenses, CAPEX | 8,854 | 3,553 | 8,115 | 7,962 | 6,274 | 11,754 | 8,743 | 12,985 | | |
| Software licenses, recurring | 4,571 | 5,025 | 4,145 | 5,835 | 4,249 | 5,062 | 3,825 | 6,130 | | |
| Accessories and spareparts | 541 | 231 | 316 | 1,631 | 2,828 | 3,740 | 4,394 | 5,873 | | |
| Service | 5,832 | 5,774 | 4,741 | 4,859 | 2,569 | 1,705 | 12,495 | 6,812 | | |

NEW REPORTING

| TSEK | | 20 | 20 | | 2021 | | | | |
|------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--|
| IJLK | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | |
| EMEA | 16,171 | 8,825 | 7,474 | 9,370 | 4,882 | 12,353 | 8,668 | 15,397 | |
| APAC | 9,154 | 5,612 | 8,359 | 14,184 | 11,633 | 13,152 | 10,011 | 15,765 | |
| Americas | 8,454 | 9,910 | 17,599 | 22,387 | 15,801 | 20,884 | 19,992 | 36,526 | |
| | | | | | | | | | |
| MDI | 21,683 | 14,613 | 25,274 | 27,586 | 19,939 | 35,752 | 31,641 | 51,829 | |
| HCS | 5,531 | 6,453 | 6,797 | 16,138 | 10,231 | 6,739 | 5,145 | 9,461 | |
| SA | 6,570 | 3,281 | 1,362 | 2,217 | 2,150 | 3,894 | 1,885 | 6,398 | |
| | | | | | | | | | |
| System sales, CAPEX | 13,513 | 9,768 | 15,929 | 23,083 | 12,871 | 17,275 | 16,226 | 32,027 | |
| System sales, recurring | 470 | - | 282 | 1,588 | 815 | 1,701 | 1,789 | 2,751 | |
| Software licenses, CAPEX | 8,853 | 3,553 | 8,187 | 7,654 | 5,814 | 12,813 | 7,197 | 11,915 | |
| Software licenses, recurring | 4,571 | 5,025 | 4,145 | 5,835 | 4,249 | 5,062 | 3,825 | 6,130 | |
| Accessories and spareparts | 541 | 231 | 316 | 1,631 | 2,828 | 3,740 | 4,394 | 5,873 | |
| Service | 5,834 | 5,770 | 4,573 | 6,149 | 5,742 | 5,796 | 5,240 | 8,993 | |



CHANGE IN REPORTING OF NET SALES

In the annual report of 2021, we defined and started reporting on business segments in accordance with IFRS 8.

Our business segments we started to report in accordance with IFRS 8 in our annual report 2021, and we have broken out Accessories and spare parts which earlier was reported as Service. The software development is now a part of Service while it was earlier reported as software licenses. Support as a subscription service is being moved from service to software licenses, recurring.

FIRST QUARTER 2022

BUSINESS SEGMENTS

| | | Syster | n sales | | Software licenses | | Service | | | |
|------------------------------------|--------------|--------|---------|------------------------------|-------------------|--------|---------|---------|---------|--------|
| TSEK | System sales | | | essories & Software licenses | | Serv | vice | Total (| roup | |
| ISER | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 |
| Sales for capital expenditure | 22,972 | 12,871 | 5,663 | 2,828 | 4,896 | 5,814 | 9,004 | 5,742 | 42,535 | 27,255 |
| Recurring revenue | 3,380 | 815 | 0 | 0 | 7,170 | 4,249 | 0 | 0 | 10,550 | 5,064 |
| Total | 26,352 | 13,686 | 5,663 | 2,828 | 12,066 | 10,064 | 9,004 | 5,742 | 53,085 | 32,320 |
| Raw materials and consumables used | 8,019 | -4,259 | -2,383 | -1,956 | 0 | 0 | -157 | -167 | -10,559 | -6-382 |
| Gross profit | 18,333 | 9,427 | 3,280 | 872 | 12,066 | 10,064 | 8,847 | 5,575 | 42,526 | 25,938 |
| Gross profit % | 69,6% | 68,9% | 57,9% | 30,8% | 100,0% | 100,0% | 98,3% | 97,1% | 80,1% | 80,3% |

FULL YEAR 20221

BUSINESS SEGMENTS

| | System sales | | | | Software licenses | | Service | | | |
|------------------------------------|--------------|---------|--------------------------|-------|-------------------|--------|---------|--------|-------------|---------|
| TSEK | System sales | | Accessories & spareparts | | Software licenses | | Service | | Total Group | |
| | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 |
| Sales for capital expenditure | 78,398 | 62,300 | 16,834 | 2,719 | 31,739 | 28,246 | 25,770 | 22,327 | 158,741 | 115,592 |
| Recurring revenue | 7,056 | 2,341 | - | - | 19,267 | 19,570 | - | - | 26,323 | 21,911 |
| Total | 85,454 | 64,641 | 16,834 | 2,719 | 57,006 | 47,816 | 25,770 | 22,327 | 185,064 | 137,503 |
| Raw materials and consumables used | -23,648 | -22,227 | -7,920 | -1550 | 0 | -378 | 1,374 | -697 | -32,942 | -24,852 |
| Gross profit | 61,806 | 42,414 | 8,915 | 1,169 | 57,006 | 47,438 | 24,396 | 21,630 | 152,122 | 112,651 |
| Gross profit % | 72,3% | 65,6% | 53,0% | 43,0% | 100,0% | 99,2% | 94,7% | 96,9% | 82,2% | 81,9% |



ABOUT MENTICE



BUSINESS OPERATIONS

Mentice is a company that offers high-technology solutions for simulation to the medical sector with focus on the fast-growing market for endovascular procedures. Mentice's simulators are used to educate, train and improve the practitioners' skills in different types of interventions and when introducing new clinical instruments. The company offers "flight simulations" for physicians and clinical teams to provide practitioners with experiences as realistic as possible. Headquartered in Gothenburg, Sweden. Mentice has a strong global presence with companies established in the US, Japan and China.

BUSINESS IDEA

Mentice business idea is to assist in the aim to reduce deaths. injuries and costs resulting from medical errors and inefficiencies and ultimately to reduce risk of harm to patients. By developing and providing innovative and realistic training tools, the company will help to improve the clinical skills of doctors and reduce the risk of needless errors. Medical errors are a major problem for society that come at a large cost and are the third most common cause of death in the USA, behind heart disease and cancer Close integration with health service and the rest of the medical device industry is vital to promote innovative solutions that enhance the simulation experience.

Sustainability, social and environmental issues are a core element of Mentice code of conduct and its operations. Mentice has a strong focus on the continuing innovation of the products it offers and on taking simulation to new heights to offer the best possible solutions for customers at hospitals, clinics, universities and in research groups as well as in the medical device industry. The company has clear ambitions and principles to take economic, social, and environmental responsibility.

PURPOSE

Mentice's purpose is to reduce deaths. injuries and costs resulting from medical errors and inefficiencies by developing innovative and inspirational tools for the improvement of clinical skills.

VISION

Mentice's vision is to lead endovascular care to the highest standards of patient safety and performance.

MISSION

We believe medical technology helps to improve patient outcomes and clinical performance. Our mission is to improve operational efficiency and patient outcomes by introducing innovative solutions that eliminate proficiency barriers.

OUR RESULTS ARE GLOBAL

PROUD TO BE TRUSTED BY ORGANIZATIONS WORLDWIDE





FINANCIAL CALENDAR

ANNUAL REPORT 2022
INTERIM REPORT JAN-MAR 2023
ANNUAL GENERAL MEETING
INTERIM REPORT APR-JUN 2023
INTERIM REPORT JUL-SEP 2023

APRIL6, 2023 APRIL 27, 2023 MAY 11, 2023 JULY 20, 2023 OCTOBER 26, 2023





MENTICE AB (PUBL) - YEAR END REPORT JAN-DEC 2 0 2 2