

arCell

Year-end Report 2024

January - December

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### CALENDAR 2025

April 11, 2025	Annual Report 2024
May 7, 2025	Interim Report Q1 2025
August 21, 2025	Interim Report Q2 2025
October 23, 2025	Interim Report Q3 2025

All reports are published on the Company's website:

<https://arocell.com/investors/financial-reports/>

### HIGHLIGHTS

- » **Revenue Increases**  
Revenue increased by 62% during the quarter compared to the same quarter last year and by 33% for the full year compared to the previous year.
- » **On the path to long-term profitability**  
Positive net earnings during the fourth quarter.
- » **Strengthened market presence**  
A strategic partnership with a leading Japanese IVD company has been established, significantly strengthening the company's market presence in China.
- » **Focus on growth and business development**  
The company is now conducting a strategic review with a focus on growth and business development. Our strong cash position enables expansion, either through inlicensing or acquisition.

# About AroCell AB

AroCell is a Swedish diagnostic company with a vision to simplify and enhance the monitoring of oncological and bacterial diseases. Our product range encompasses a wide spectrum of indications, from urological cancers to typhoid fever. We offer various types of tests, including rapid tests, laboratory tests, and platform tests, which provide tangible solutions to enhance global patient care.

AroCell's organizational scope encompasses the entire value chain, from research and development to manufacturing and marketing. We are a small company with great flexibility, while we possess the characteristics associated with large companies, allowing us to navigate the rapidly expanding field of IVD-tests. This is essential for us to realize our vision of being a valuable and relevant diagnostic partner in oncological care.

Using biomarkers, we develop tests that are not only clinically useful but also economically sustainable. Our focus is on providing rapid, non-invasive, and cost-effective tests that improve decision-making for healthcare professionals and thus the well-being of patients.

The COVID-19 pandemic demonstrated the need and significance of diagnostics, and we are proud to be part of the global effort to improve it. We believe that the increased awareness of diagnostic tests will change the expectations of both healthcare professionals and patients regarding availability, speed, and accuracy. With the aging population on the rise in today's society and chronic diseases becoming more prevalent, the importance of accurate diagnostics becomes increasingly crucial.

Diagnostics play a key role in every stage of the patient's journey, from the initial diagnosis to continuous monitoring, screening, and final prognosis. Therefore, our work is not only business-oriented but also has a strong patient focus to continue developing and improving our diagnostic solutions. We strive to be a reliable partner for healthcare professionals and contribute to improving patient care at all levels. At AroCell, we believe in being part of the solution to today's and tomorrow's challenges in healthcare.

Our goal is to continue creating value for our shareholders by expanding our presence in existing markets, obtaining market approvals in new priority areas, and continuously developing the next generation of IVD tests. With our commitment to innovation and high-quality care, we aim to become the standard in oncological diagnostics and the obvious choice for healthcare providers worldwide.

AroCell (AROC) is listed on Nasdaq First North Growth Market. More information is available at [arocell.com](https://www.arocell.com).

## Summary

### October - December

Net sales amounted to KSEK 15 364 (9 511).

Profit after financial items amounted to KSEK -8 997 (-17 136)\*.

Cash flow from operating activities for the period amounted to KSEK 3 250 (-912).

Earnings per share before and after dilution amounted to SEK -0,04 (-0,07) SEK.

Cash and cash equivalents at the end of the period amounted to KSEK 47 785 (50 723).

EBITDA for the quarter amounted to KSEK 964 (-5,940).

\* Includes costs for goodwill amortization of KSEK 9 895 (9 895) for the quarter.

### January - December

Net sales amounted to KSEK 57 436 (43 039).

Profit after financial items amounted to KSEK -42 449 (-59 297)\*.

Cash flow from operating activities for the period amounted to KSEK -2 358 (-13 436).

Earnings per share before and after dilution amounted to SEK -0,18 (-0,26).

Cash and cash equivalents at the end of the period amounted to KSEK 47 785 (50 723).

EBITDA for the period amounted to KSEK -323 (-14,184).

\* Includes costs for goodwill amortization of KSEK 39 579 (39 579) for the full year.

# Profitability and growth as a foundation for expansion and continued development



It is with great pleasure that I present this year's results. The year has been characterized by continuous and strong sales growth. We have increased our sales by over 33% compared to the previous year. This marks the fourth consecutive year of stable sales growth, with a clear focus on achieving profitability. During the fourth quarter, we finally achieved both a positive EBITDA result and positive cash flow. The company is now well on its way toward sustainable profitability, while we continue to see strong order intake.

With a solid foundation for a profitable business now established, we can sharpen our sales focus by strategically launching our products in new markets. So far, we have only scratched the surface of our products' full sales potential. By further strengthening our sales efforts in various ways, we see significant opportunities to continue growing organically—both in existing markets and new ones.

## **Continued strong sales growth and global expansion**

Revenue grew sharply in the fourth quarter, rising by an impressive 62% compared to the previous year and over 33% for the full year. We now have four consecutive years of steady sales growth behind us, with an accelerated pace over the past year. In addition, we continue to see strong order intake.

We are gradually expanding our presence in our two key markets, Indonesia and Germany, strengthening our market position and establishing a solid foundation for continued growth.

## **Increased production capacity to meet demand**

The rapid sales growth has posed a challenge for our organization, which has been working intensively to meet rising demand. To secure our production, we have implemented strategic measures to strengthen our supply chain, including increasing raw material inventory and investing in production capacity. These actions will ensure our ability to maintain stable growth and high delivery reliability going forward. It is encouraging to see how our investments in production and sales are yielding results, and we look forward to continuing this positive development in 2025.

## **Strategic partnerships driving growth and innovation**

An important collaboration with ZECEN in China has been a highlight of the year. ZECEN specializes in automated CLIA platforms, which are fully automated and closed systems. Our product TPS®

CLIA is available on the Chinese market, and we expect sales volumes to increase in 2025 as it reaches more hospitals.

Through ZECEN, we are strengthening our presence in China as more partners join the collaboration. As part of this work, we established a new strategic partnership in December with a leading global Japanese IVD company, significantly enhancing the company's market presence in China by integrating TPS CLIA into their automated CLIA platforms. We are also running two development projects to introduce our products TK 210 ELISA and UBC® on ZECEN's platforms, with the goal of registering these products in China by the end of 2025.

The work to introduce our biomarkers on automated platforms in China is a key part of our strategy. The experience gained from this collaboration is expected to pave the way for including our TK1 marker on CLIA platforms in other markets. While development takes time, it is expected to create new growth opportunities in the coming years.

## **Important research findings for AroCell's products**

During the year, a significant study was published demonstrating that our bladder cancer test, UBC Rapid, can reduce the number of cystoscopies required for patients with bladder cancer. Cystoscopy has so far been the standard method for monitoring recurrence, but it is an invasive and costly procedure. The study results showed that UBC Rapid can serve as a first-line tool for monitoring recurrence, leading to lower costs and less discomfort for patients compared to cystoscopy.

During the year, results from our prostate cancer study with TK 210 ELISA were also presented, conducted in collaboration with the Medical University of Vienna (MedUni) and Semmelweis University in Budapest. The study demonstrated that serum thymidine kinase 1 (sTK1) levels can predict survival in patients with metastatic prostate cancer. The findings show that higher sTK1 levels correlate with shorter survival, making

the marker a valuable prognostic tool. The study also indicates that sTK1 may help identify patients who would benefit from chemotherapy with the medication docetaxel. This could enable more personalized and effective treatment, reduced toxicity, and improved quality of life for patients. TK 210 ELISA thus has the potential to become an important clinical decision-support tool, further strengthening our strategy to make the product accessible to more patients.

AroCell has both the expertise and capacity required to launch new products, either through in-licensing or strategic partnerships. We leverage our existing organization to drive both structural and organic growth. We also continuously advance our development program and support research that demonstrates the clinical benefits of our products, laying a strong foundation for continued growth.

## **Future and profitability – continued focus of growth**

In summary, 2024 has been a successful year, marked by strong sales growth, strategic partnerships, and significant research findings. We look forward with confidence to continued expansion and development, where strong order intake in our existing markets, combined with opportunities in new markets, provides a solid foundation for the future.

With great optimism and high ambition, we enter 2025 with the goal of building on our successes and continuing our journey toward long-term, sustainable profitability.

Stockholm, February 19, 2025

A handwritten signature in blue ink, reading "Anders Hultman".

**ANDERS HULTMAN**  
CEO, AroCell

# Sales and operating results

The Group's revenue, profit and financial position are shown in the financial statements on pages 7-9.  
The parent company's revenue, profit and financial position are shown in the financial statements on pages 10-14.

## October - December 2024

### Sales

Sales during the fourth quarter amounted to KSEK 15,364 (KSEK 9,511). The sales of the bacteriology segment are driven by the TUBEX® product family and the oncology segment by our UBC® Rapid product. Bacteriology's share of sales during the period was 64% (40%) and oncology's share was 36% (60%).

### Gross margin

The amount for COGS KSEK 12,020 (KSEK 11,735) includes goodwill amortization of KSEK 4,947 (KSEK 4,947) for the quarter. The margin excluding goodwill is 54% (28,6%)

### Other operating income

Other operating income mainly comprises positive currency differences in EUR and USD.

### Overhead costs

During the quarter, overhead costs amounted to KSEK 13,595 (KSEK 14,914), and distributed between sales 35% (29%), administration 24% (29%) and development costs 41% (42%). Goodwill amortization of KSEK 4,947 (KSEK 4 947) is included in overhead costs for the quarter.

### Result

Profit after financial costs for the quarter amounted to KSEK -8,997 (KSEK -17,136). The amount includes goodwill amortization of KSEK 9,895 (KSEK 9,895).

## January - December 2024

### Sales

Sales during the period amounted to KSEK 57,436 (KSEK 43,039). The sales of the bacteriology segment are driven by the TUBEX® product family and the oncology segment by our UBC® Rapid product. Bacteriology's share of sales during the period was 62% (49%) and oncology's share was 38% (51%).

### Gross margin

The amount for COGS KSEK 45,701 (KSEK 45,141) includes goodwill amortization of KSEK 14,842 (KSEK 14,842) for the period. The margin excluding goodwill is 54,9% (41,1%).

### Other operating income

Other operating income mainly comprises positive currency differences in EUR and USD. In the comparative figures for 2023, there are also revenues linked to the project collaboration with Attana AB, which began in the second quarter of 2022 and ended in the first quarter of 2023. During the period, other operating revenues in this regard amounted to KSEK 0 (KSEK 350).

### Overhead costs

Overhead costs during the period amounted to KSEK 56 609 (KSEK 58,311), and are distributed between sales 35% (30%), administration 25% (27%) and development costs 40% (43%). Goodwill amortization of KSEK 14,842 (KSEK 14,842) is included in overhead costs for the period.

### Result

Profit after financial costs for the period amounted to KSEK -42,449 KSEK (KSEK -59,297). The amount includes goodwill amortization of KSEK 39,579 (KSEK 39,579).

### Cash flow, investments and financial position

Cash flow from operating activities amounted to KSEK 3,250 (KSEK -912) during the third quarter and KSEK -2,358 (KSEK -13,436) for the period January – December.

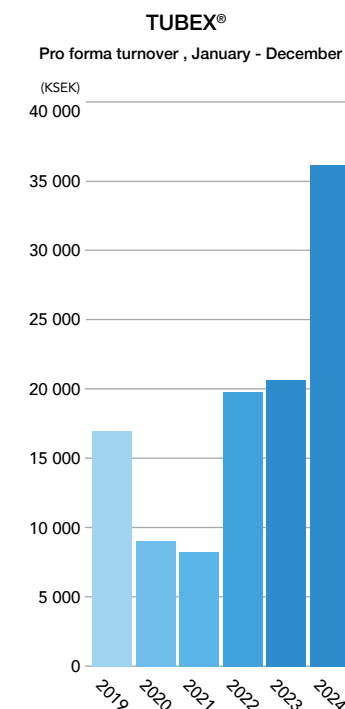
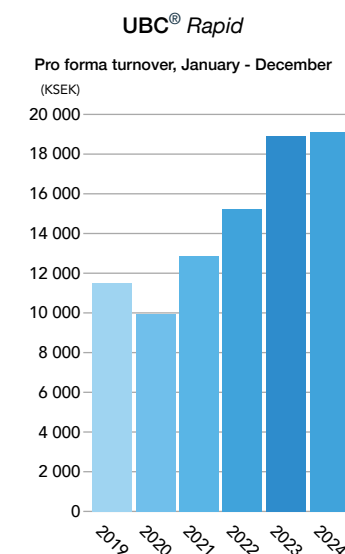
Cash flow from investment activities amounted to KSEK 0 (KSEK -128) for the quarter and KSEK -581 (KSEK -1,280 ) for the period January - December.

Cash flow from financing activities amounted to KSEK 0 (KSEK 250) for the quarter and KSEK 0 (KSEK 250) for the period January - December.

### Liquidity and equity

As of December 31, cash and cash equivalents amounted to KSEK 47,785 (KSEK 50,723). Available overdrafts are about KSEK 3,500.

As of December 31, equity amounted to KSEK 121,198 (KSEK 163,646).



\* The figures in comparison with year 2021 and back regarding turnover refer to pro forma.

## FUTURE DEVELOPMENTS

AroCell sees a substantial market for the company's biomarkers as the overall cancer diagnostics market grows rapidly. The cancer diagnostics market size and growth reached USD 10.9 billion in 2019 and is expected to grow to USD 26.9 billion by 2027, an increase of 147%. According to Kalorama Information, expectations for biomarkers and new technologies are behind the exponential increase in in-vitro cancer diagnostics. There is a need for patient-friendly, cost-effective approaches in healthcare. AroCell tests can often streamline monitoring and follow-up compared to other traditional methods.

## SIGNIFICANT RISKS AND UNCERTAINTIES

No significant change in material risks or uncertainties has occurred during the period. The risks remain unchanged compared to the description of AroCell's risks, uncertainties and management included in AroCell's 2023 Annual Report.

## SHARES

As of June 30, 2016, AroCell AB (publ) is listed on NASDAQ First North Growth Market Sweden under AROC. Certified Adviser: Redeye Aktiebolag, Certifiedadviser@redeye.se, +46 (0)8 121 576 90. As of December 31, 2024, the number of shares amounted to 230,361,066 (quota value SEK 0.10).

## ACCOUNTING PRINCIPLES

This interim report has been prepared in accordance with the Annual Accounts Act and the Swedish Accounting Standards Board's general advice BFNAR 2012:1 Annual Report and Consolidated Financial Statements (K3).

The accounting policies are unchanged from those stated in the 2023 Annual Report.

## REPORT AUDIT

This interim report has not been audited by the parent company's auditor.

## CONTACT DETAILS

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Organization number: 556596-6107

www.arocell.com

## Board of directors

Stockholm, Sweden, Februari 18, 2024

### Max Pihlqvist

Chairman

### Eva Nordström

Member

### Agneta Tufvesson Alm

Member

### Fredrik Lindgren

Member

### Clas Runnberg

Member

### Anders Hultman

CEO

# Group

## Income Statement

	2024 Oct - Dec	2023 Oct - Dec	2024 Jan - Dec	2023 Jan - Dec
(KSEK)				
Net revenue	15,364	9,511	57,436	43,039
Cost of goods sold*	-12,020*	-11,735*	-45,701*	-45,141*
Gross profit	3,345	-2,225	11,735	-2,103
Selling expenses**	-4,731**	-4,322**	-19,549**	-17,261**
Administrative expenses	-3,288	-4,361	-14,270	-15,808
Research and development expenses***	-5,576***	-6,231***	-22,789***	-25,243***
Other operating income	1,039	0	1,707	692
Other operating expenses	-25	-224	-264	-62
<b>Operating earnings (EBIT)</b>	<b>-9,235</b>	<b>-17,364</b>	<b>-43,430</b>	<b>-59,784</b>
Net profit financial items	238	228	981	487
Profit after financial items	-8,997	-17,136	-42,449	-59,297
<b>Net earnings for the period</b>	<b>-8,997</b>	<b>-17,136</b>	<b>-42,449</b>	<b>-59,297</b>
Attributable to the shareholders of the parent company	-8,997	-17,136	-42,449	-59,297
Attributable to non-controlling interest	0	0	0	0
Earnings per share (SEK), before and after dilution	-0,04	-0,07	-0,18	-0,26

\* Includes costs for goodwill amortization of KSEK 4,947 for the quarter, and KSEK19,789 for the period January - December.

\*\* Includes costs for goodwill amortization of KSEK 2,474 for the quarter, and KSEK 9,895 for the period January - December.

\*\*\* Includes costs for goodwill amortization of KSEK 2,474 for the quarter, and KSEK 9,895 for the period January - December.

# Group

## Balance Sheet

	2024 Dec 31	2023 Dec 31
(KSEK)		
<b>ASSETS</b>		
<b>Intangible fixed assets</b>		
Goodwill	59,415	98,994
Balanced expenses for development work	4,962	6,818
Patent	0	102
Other intangible assets	851	1,135
	<b>65,228</b>	<b>107,049</b>
<b>Tangible fixed assets</b>		
Machinery and other technical facilities	1,862	2,581
Equipment, tools and installations	107	162
	<b>1,969</b>	<b>2,743</b>
<b>Total fixed assets</b>	<b>67,198</b>	<b>109,793</b>
Inventories etc.	5,728	6,071
<b>Short-term receivables</b>		
Accounts receivable	10,316	6,083
Current tax receivables	1,082	245
Other receivables	1,639	729
Prepaid expenses and accrued income	379	1,248
	<b>13,416</b>	<b>8,306</b>
<b>Cash and bank balances</b>	<b>47,785</b>	<b>50,723</b>
<b>Total current assets</b>	<b>66,929</b>	<b>65,100</b>
<b>TOTAL ASSETS</b>	<b>134,126</b>	<b>174,892</b>

	2024 Dec 31	2023 Dec 31
(KSEK)		
<b>Equity</b>		
Share capital	23,036	23,036
Other contributed capital	441,007	441,007
Balanced result	-300,397	-241,100
The result of the period	-42,449	-59,297
Equity attributable to the parent company's shareholders	<b>121,198</b>	<b>163,646</b>
<b>Total equity</b>	<b>121,198</b>	<b>163,646</b>
<b>Current liabilities</b>		
<b>Accounts payable</b>	4,214	3,209
Other liabilities	813	1,579
Accrued costs and prepaid revenues	7,901	6,458
	<b>12,929</b>	<b>11,246</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>134,126</b>	<b>174,892</b>



# Group

## Change in Equity

	Aktiekapital	Övrigt tillskjutet kapital	Annat kapital inkl. periodens resultat	Totalt
(KSEK)				
<b>Eget kapital 2023-01-01</b>	<b>23 036</b>	<b>440 757</b>	<b>-241 100</b>	<b>222 694</b>
Teckningsoptioner		250		250
Periodens resultat			-59 297	-59 297
<b>Eget kapital 2023-12-31</b>	<b>23 036</b>	<b>441 007</b>	<b>-300 395</b>	<b>163 646</b>
Periodens resultat			-42 449	-42 449
<b>Eget kapital 2024-12-31</b>	<b>23 036</b>	<b>441 007</b>	<b>-342 847</b>	<b>121 198</b>

# Group

## Cash Flow Statement

	2024 Oct - Dec	2023 Oct - Dec	2024 Jan- Dec	2023 Jan - Dec
(KSEK)				
Cash flow from current operations	3,250	-912	-2,358	-13,436
Cash flow from investment activities	0	-128	-581	-1,280
Cash flow from financing activities	0	250	0	250
Cash flow for the period	3,250	-789	-2,939	-14,466
Liquid assets at the beginning of the period	44,535	51,512	50,723	65,189
<b>Liquid assets at the end of the period</b>	<b>47,785</b>	<b>50,723</b>	<b>47,785</b>	<b>50,723</b>

# Parent Company

## Income Statement

	2024 Oct - Dec	2023 Oct - Dec	2024 Jan - Dec	2023 Jan - Dec
(KSEK)				
Net revenue	1,331	36	5,457	49
Cost of goods sold	-73	-13	-961	-332
<b>Gross profit</b>	<b>1,258</b>	<b>23</b>	<b>4,496</b>	<b>-283</b>
Selling expenses	-119	-227	-731	-668
Administrative expenses	-1,674	-2,439	-6,751	-8,261
Research and development expenses	-70	-1,865	-3,860	-6,170
Other operating income	0	0	20	52
Other operating expenses	-1	-39	-12	-62
<b>Operating earnings (EBIT)</b>	<b>-606</b>	<b>-4,547</b>	<b>-6,837</b>	<b>-15,393</b>
Net profit financial items	-25,485	204	-24,749	471
<b>Net earnings for the period</b>	<b>-26,092</b>	<b>-4,343</b>	<b>-31,586</b>	<b>-14,921</b>
<b>Result of the period</b>	<b>-26,092</b>	<b>-4,343</b>	<b>-31,586</b>	<b>-14,921</b>

# Parent Company

## Balance Sheet

	2024 Dec 31	2023 Dec 31
(KSEK)		
<b>ASSETS</b>		
<b>Intangible fixed assets</b>		
Balanced expenses for development work	0	2 136
Patent	0	102
Other intangible assets	851	1 135
	<b>851</b>	<b>3 373</b>
<b>Tangible fixed assets</b>		
Machinery and other technical facilities	0	49
Equipment, tools and installations	104	144
	<b>104</b>	<b>193</b>
<b>Financial assets</b>		
Shares in group companies	190,916	216,587
<b>Total fixed assets</b>	<b>191,871</b>	<b>220,152</b>
<b>Inventories etc.</b>	<b>0</b>	<b>1,127</b>
<b>Short-term receivables</b>		
Current tax receivables	8	76
Other receivables	0	252
Prepaid expenses and accrued income	372	503
	<b>380</b>	<b>832</b>
<b>Cash and bank balances</b>	<b>44,687</b>	<b>49,525</b>
<b>Total current assets</b>	<b>45,066</b>	<b>51,484</b>
<b>TOTAL ASSETS</b>	<b>236,937</b>	<b>271,636</b>

	2024 Dec 31	2023 Dec 31
(KSEK)		
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share capital	23,036	23,036
Fund for development expenses	0	680
	<b>23,036</b>	<b>23,716</b>
Premium fund	441,007	441,007
Balanced result	-208,425	-194,184
The result of the period	-31,584	-14,921
	<b>200,998</b>	<b>231,902</b>
<b>Total equity</b>	<b>224,034</b>	<b>255,618</b>
<b>Current liabilities</b>		
Accounts payable	306	1,022
Liabilities to group companies	10,900	12,400
Other liabilities	357	243
Accrued costs and prepaid revenues	1,340	2,354
	<b>12,904</b>	<b>16,019</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>236,937</b>	<b>271,636</b>

# The share

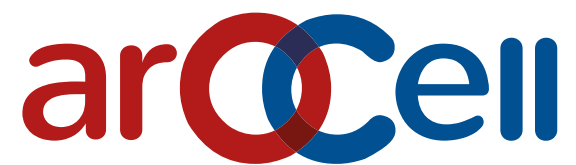
## Share Data

	2024 Oct - Dec	2023 Oct - Dec	2024 Jan - Dec	2023 Jan - Dec
Opening balance	230,361,066	230,361,066	230,361,066	230,361,066
Rights issue	0	0	0	0
Number of shares per balance sheet date	230,361,066	230,361,066	230,361,066	230,361,066
Average number of shares before and after dilution	230,361,066	230,361,066	230,361,066	230,361,066

## Shareholders

Date  
2024-12-31

Name	Holding	Votes
Labbex Förvaltnings AB	42,277,632	18.35%
Avanza Pension	21,587,987	9.37%
Jon Eiken	8,976,248	3.90%
Nordnet Pensionsförsäkring	7,252,977	3.15%
Mikael Jacobsson	4,502,834	1.95%
Gunvald Berger	3,724,237	1.62%
Didrik Hamilton	3,110,913	1.35%
Gerhard Dal	3,000,000	1.30%
Tommy Ure	2,300,000	1.00%
Max Pihlqvist	2,134,154	0.93%
<b>A total of 10 largest owners</b>	<b>98,866,982</b>	<b>42.92%</b>



## **AROCELL**

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[www.arocell.com](http://www.arocell.com)

Organization number:  
556596-6107