



INTERIM REPORT
JAN – MAR 2025





STABLE GROWTH AND STRATEGIC CHANGES IN THE FIRST QUARTER

SIGNIFICANT EVENTS DURING THE FIRST QUARTER 2025 (JAN – MAR)

- Mentice announced a significant order from a top 20 global Med Tech company for 6.5 MSEK.
- Frans Venker joined Mentice as new CEO on Jan 1, 2025.

FIRST QUARTER 2025 (JAN – MAR)

- Net sales amounted to 54.3 (45.3) MSEK, an increase of 19.5%, whereof 17.3% organic and 2.2% currency effect.
- Order intake amounted to 43.7 (37.9) MSEK, an increase of 15.1%.
- Earnings before interest, tax, depreciation, and amortization (EBITDA) amounted to -19.2 (-18.4) MSEK.
- Net income for the period amounted to -27.5 (-24.6) MSEK.
- Earnings per share (EPS) were till -1.08 (-0.96) SEK.
- Cash flow from operating activities amounted to -3.3 (1.9) MSEK.

COMMENTS BY THE CEO FRANS VENKER



STABLE GROWTH AND STRATEGIC CHANGES IN THE FIRST QUARTER

As we approach the midway point of 2025, Mentice has continued to take important strategic steps toward further solidifying our unique position as a global leader in simulation solutions for Image-Guided Interventional Therapies (IGIT). Mentice is well-positioned to capture growth opportunities in the sector, and I am optimistic about the direction in which we are heading.

Q1 in line with top-line growth

Mentice delivered solid top-line growth during the quarter, reaching SEK 53.3 million, an increase of 20% YoY. We see continued interest in our Mentice solutions, resulting in a 15% increase in order intake to SEK 43.7 million, of which 11% was organic. EBITDA for the quarter was SEK -19.2 million, impacted by SEK 3.5 million from one-off reorganization costs and SEK 5 million from currency effects.

On a regional level, the Americas remain our most important market, with sales increasing 17% YoY. APAC showed sales growth of 88% YoY to SEK 8.5 million, albeit from a relatively low quarterly base. In the EMEA region, we saw a 3.9% increase in sales YoY, which is a positive development, but somewhat below our expectations.

Overall, Q1 results indicate that we started with encouraging progress. Our efforts to strengthen our offerings and accelerate sales are ongoing, with a particular focus on deepening momentum in the Americas and addressing challenges in the EMEA region.

Recently, the macroeconomic climate has hardened. A weakening dollar, proposed tariffs, and an overall weaker outlook present a more challenging environment to navigate. Current foreign exchange rate movements, particularly the US dollar, present the most notable challenge. The strengthened Swedish Krona will impact our profitability going forward, and we are currently exploring mitigating measures.

Providing value to our customers

In Q1, we began reshaping our organization with the purpose of reaching our mid- to long-term strategic goals. We will place significant emphasis on product development and improvement within Healthcare Systems (HCS) and will continue to release products and updates to strengthen our offering. This week we launched Ankyras® in Brazil and we are awaiting the FDA's decision for the launch of Ankyras® in the USA. Simulations within neurovascular surgery, covering training, equipment, and decision-making, are a key growth area.

Servicing the Medical Device Industry (MDI) also remains a priority. I believe there is significant untapped potential within Mentice regarding efficiency and integration of our portfolios that we have yet to explore, as well as opportunities for new partnerships in adjacent areas such as robotics. Continuously improving realism, portability, and adding more clinical cases will strengthen our relationships with stakeholders in the MDI industry and bring us closer to new end-users.

Two strong business areas going forward

As of the publication of this report, Mentice has decided to integrate the Strategic Alliances (SA) business area into the Medical Device Industry (MDI) business area. The SA model has transitioned into the MDI offering, which focuses on innovative solutions and long-term strategic relationships. The result is two strong business areas with clear distinctions: Healthcare Systems (HCS) and Medical Device Industry (MDI), both of which have compelling offerings based on a sustainable model that benefits both parties.

We will also adjust our reporting accordingly to provide investors with a better understanding of our performance and the development of the company. The two business areas, HCS and MDI, will encompass all Mentice operations and serve as the foundation for strategic initiatives and product development moving forward.

At the segment level, also referred to as product areas, we will continue to report net sales in accordance with our normal segment reporting, which allows investors to track the performance of Physical Sim, Ankyras®, and the split between Hardware, Software/Licensing, and Development in Mentice VIST®.

Mentice has established itself as a major player in our market segments, with a strong organizational foundation, an attractive product portfolio and a solid balance sheet. This, combined with our talented team, gives us the flexibility to seize future growth opportunities and deliver value to our customers, patients and shareholders.

Gothenburg, May 2025

Frans Venker, CEO
Mentice

KEY FIGURES

	Jan-Mar 2025	Jan-Mar 2024	Change	RTM	Full Year 2024
Order intake, MSEK	43.7	37.9	15.1%	284.7	278.9
- whereof Medical Device Industry (MDI)	42.4	34.3	23.6%	239.9	231.8
- whereof Healthcaresystems (HCS)	1.3	3.6	-63.9%	44.9	47.2
Order book (end of period), MSEK	117.9	146.9	-19.7%	117.9	137.6
Net sales, MSEK	54.3	45.4	19.5%	299.2	290.3
Sales, MSEK	54.9	45.8	19.7%	301.6	292.5
Gross margin, %	92.4%	92.0%		88.3%	88.7%
Earnings before interest, tax, depreciation, and amortization (EBITDA), MSEK	-19.2	-18.4		15.7	16.6
EBITDA-margin, %	-35.1%	-40.5%		5.2%	5.7%
Income before tax (EBT), MSEK	-26.8	-24		-16.3	-13.5
Income for the period, MSEK	-27.5	-24.6		-21.3	-18.4
Earnings per share, SEK	-1.08	-0.96		-0.83	-0.72
Cash-flow from operations, MSEK	-3.3	1.9		12.6	17.9
Cash at the end of the period, MSEK	40.6	57.5		36.6	53.6
Equity/Asset ratio, %	38.7%	45.4%		38.2%	44.4%
Average FTE for the quarter and full year	130.2	127.6		131.9	131.8

FINANCIAL PERFORMANCE

ORDER INTAKE PER BUSINESS AREA

Mentice operates in two different business areas.

Healthcare Systems (HCS)

The HCS business area includes direct and indirect sales to hospitals, with the goal of implementing solutions that assist physicians in their daily clinical practice. The continuous goal for Mentice is to offer solutions for the daily clinical practice before, during and after an interventional procedure, thus contributing to an increased quality of patient care.

Medical Device Industry (MDI)

The MDI business area includes solutions for the world's leading manufacturers of medical devices. Mentice solutions are used by these customers for training, education, sales and marketing as well as to support medical device research. From 2025 Mentice has decided to integrate the Strategic Alliances (SA) business area into the Medical Device Industry (MDI) business area. Comparison figures for the previous year have been recalculated to reflect the current business area.

Q1 ORDER INTAKE

The order intake during the first quarter increased by 15% to 43.7 (37.9) MSEK of which 11% was organic and 4% FX. The increase is related to more order intake coming from the Americas region and business area MDI.

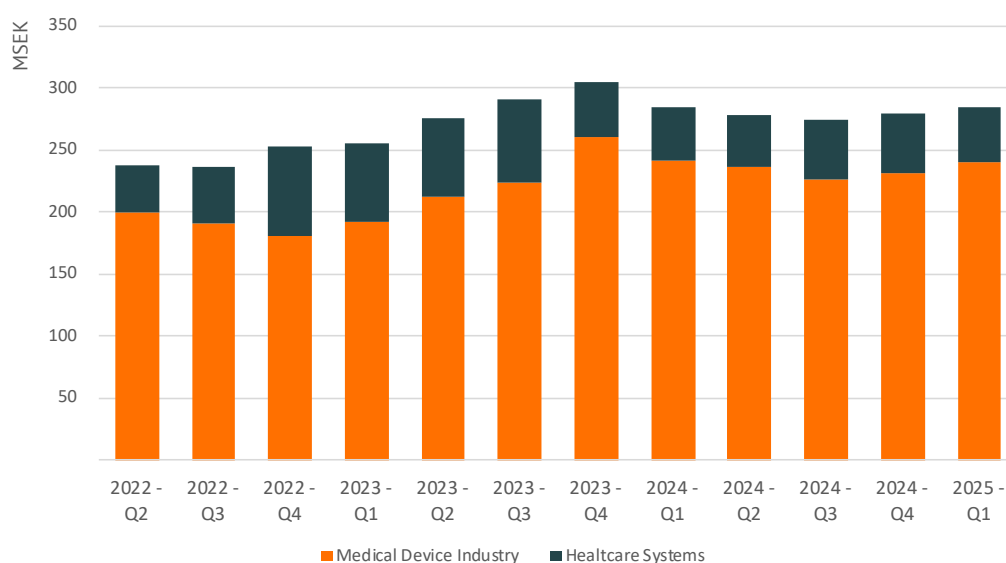
The Medical Device Industry business area grew by 23.7% in the first quarter compared to the same period last year. The largest impact comes from the Americas region.

Healthcare Systems had a negative order intake in the first quarter and decreased by -65.1%. The EMEA and Americas regions are underperforming compared to the corresponding quarter last year. From a 12-month rolling perspective, Mentice sees a flat development, i.e. in line with the 12-month rolling values from Q1 last year.

It is important to note that large orders can create a substantial variance in the distribution of order intake between business areas in individual quarters. Therefore, the Company is basing the evaluation of performance on rolling 12 months or full year figures.

Order intake per business areas KSEK	Jan-Mar 2025	Jan-Mar 2024	Change	RTM	Full Year 2024
Medical Device Industry (MDI)	42,392	34,282	23.7%	239,841	224,156
Healthcare Systems (HCS)	1,270	3,637	-65.1%	44,784	47,151
Total	43,662	37,919	15.1%	284,625	278,881

ORDER INTAKE PER BUSINESS AREA ROLLING 12 MONTHS (MSEK)

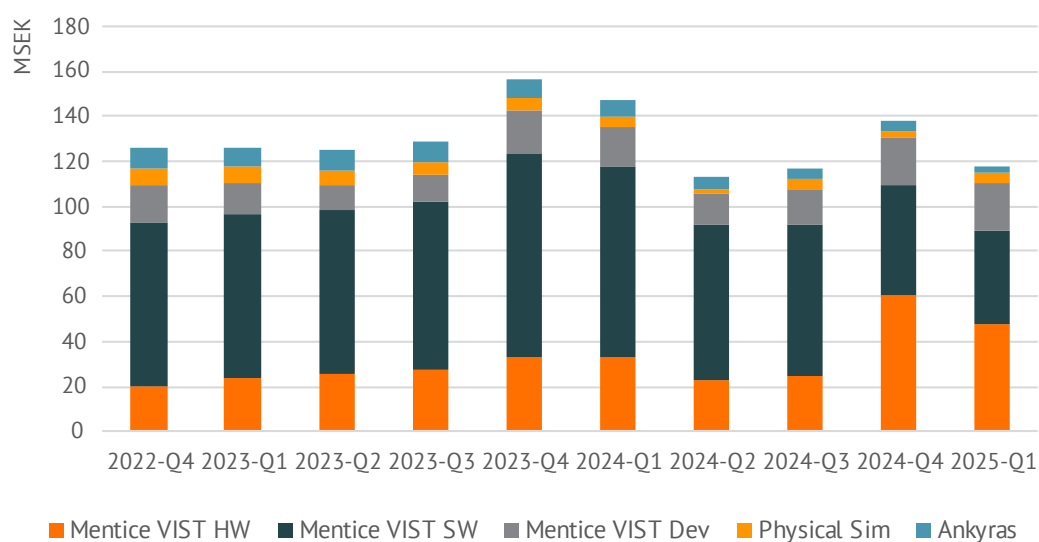


ORDER BOOK

The order book at the end of the quarter decreased by -19.8% and amounted to 118 (147) MSEK, whereof 75 MSEK is related to future revenue to be recognized in 2025. The order book represents orders received and which will be recognized as net sales in the coming periods.

Order book by product area KSEK	2025	2026-
Mentice VIST®	68,052	42,352
- Hardware	31,225	16,263
- License/software	15,664	25,886
- Development	21,163	203
Physical Sim	4,192	322
Ankyras®	2,891	50
Total	75,135	42,724

ORDER BOOK PER QUARTER (MSEK)



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.

Mentice also reports sales figures for the 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 product areas, Mentice VIST® (including Mentice Live), Physical Sim and Ankyras®.

NET SALES PER BUSINESS AREA

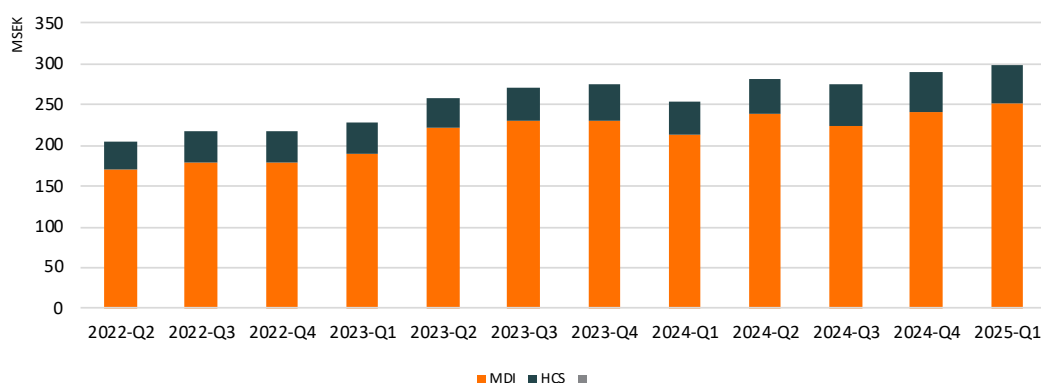
Out of the net sales for the quarter, 48.0 (38.2) MSEK came from the business area Medical Device Industry (MDI).

Business area Healthcare Systems (HCS) had net sales of 6.3 (7.3) MSEK for the quarter.

The quarter showed a total increase of 19.5%.

Net sales per business area KSEK	Jan-Mar 2025	Jan-Mar 2024	Change	RTM	Full Year 2024
Medical Device Industry (MDI)	47,996	38,156	25.8%	251,594	241,785
Healthcare Systems (HCS)	6,273	7,271	-13.7%	47,545	47,544
Total	54 269	45 427	19,5%	299 140	290 329

NET SALES BUSINESS AREA ROLLING 12 MONTHS (MSEK)



NET SALES PER REGION

The total net sales in the quarter increased by 19.5%, whereof 17.3% organic and 2.2% currency impact.

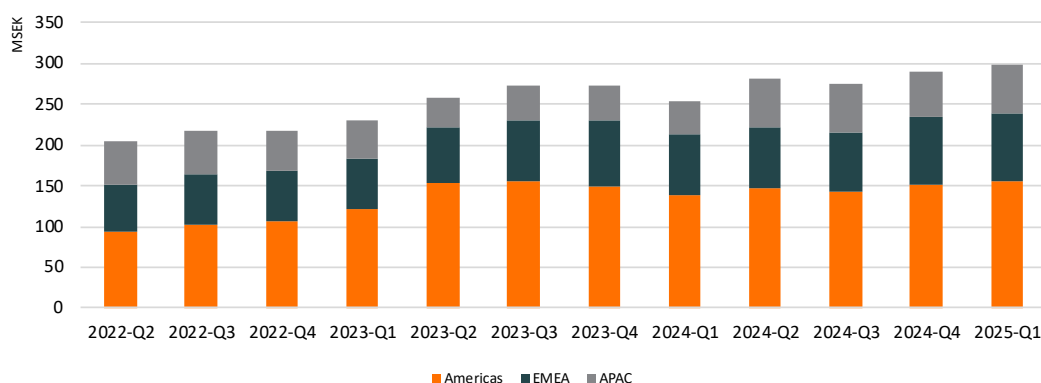
EMEA net sales increased by 3.9% for the quarter. The increase in the quarter is related to growth in the Medical Device Industry (MDI).

APAC grew by 88.2% for the quarter and is attributable to the Medical Device Industry (MDI).

Region Americas grew by 16.7% for the quarter compared to the same period last year. The increase in the quarter is related to growth in the Medical Device Industry (MDI).

Net sales per region KSEK	Jan-Mar 2025	Jan-Mar 2024	Change	RTM	Full Year 2024
AMERICAS	29,761	25,503	16.7%	154,566	150,257
EMEA	16,016	15,413	3.9%	84,987	84,161
APAC	8,492	4,511	88.2%	59,587	55,911
Total	54,269	45,427	19.5%	299,140	290,329

NET SALES REGION ROLLING 12 MONTHS (MSEK)



NET SALES PER SEGMENT

The Mentice product portfolio consists of four different product areas*, where Mentice VIST® accounts for the largest part of the company's turnover. The Mentice Live area is not reported separately but is included below in the Mentice VIST® area. The Mentice VIST® product area is further divided into three sub-areas: Hardware, License/Software and Development. The Physical Sim area includes only Hardware, and the Ankyras® area only License/Software.

Mentice VIST® – Immersive VR Simulation

Mentice physics engine and anatomy model together with a haptics-enabled hardware solution creates an optimal environment for procedural training, patient-specific simulation and objective assessment of device knowledge and procedural practical ability. Mentice Live is a cloud-based learning platform aimed at MedTech companies and providers wanting to offer a broader and more accessible medical course catalogue, creating structured curricula and enable distributed distance learning.

Physical Sim – physiological flow simulators

With a unique production process and advanced 3D printers, Mentice creates high-quality artificial blood vessels that, together with heart and blood flow pumping platforms, are the perfect complement to VR simulation, especially when developing new

medical devices or when training and planning for demanding high-cost and high-risk procedures.

Ankyras® – decision support

Ankyras® helps doctors determine which size and location of medical device implants for brain aneurysms (flow diverters) will best fit a specific patient's anatomy. The solution is FDA cleared, and CE marked medically approved software with high accuracy that also simplifies communication between doctors and manufacturers during planning.

Out of the net sales for the quarter, 47.4 (39.9) MSEK came from product area Mentice VIST®.

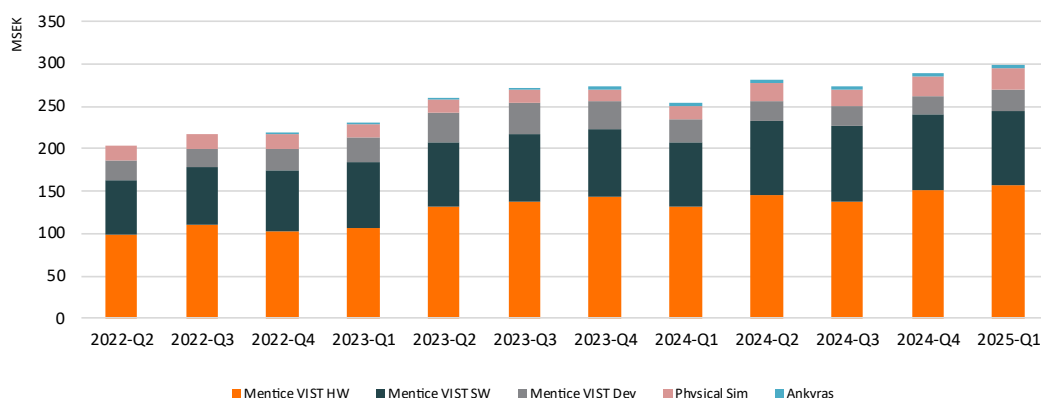
Product area Physical Sim had net sales of 6.4 (4.5) MSEK for the quarter.

0.5 (1.0) MSEK of net sales for the quarter came from Ankyras®.

The quarter showed a total increase of 19.5%.

Net sales per product segment KSEK	Jan-Mar 2025	Jan-Mar 2024	Change	RTM	Full Year 2024
Mentice VIST®	47,371	39,872	18.6%	269,725	262,239
- Hardware	26,625	20,030	32.9%	157,914	151,313
- License/software	11,429	13,700	-16.6%	86,260	88,494
- Development	9,317	6,224	49.7%	25,550	22,432
Physical Sim	6,424	4,499	42.8%	25,944	24,119
Ankyras®	474	974	-51.3%	3,471	3,971
Total	54,269	45,427	19,5%	299,140	290,329

NET SALES SEGMENT ROLLING 12 MONTHS (MSEK)



OTHER INCOME

Other income was 0.6 (0.4) MSEK for the quarter and is related to exchange rate impact on the operating activities.

GROSS PROFIT AND GROSS MARGIN

The gross profit for the first quarter was 50.7 (41.8) MSEK and the gross margin was at 92.4 (92.0) %.

Gross margin is impacted by the mix between products sold and the level of support and service as well as the level of net sales from software licenses versus systems. The gross margin is also affected by the mix of regions for net sales.

EBITDA AND EBITDA MARGIN

Earnings before interest, tax, depreciation and amortization, EBITDA, amounted to -19.2 (-18.4) MSEK for the quarter. This corresponds to an EBITDA margin of -35.1 (-40.1) % for the first quarter. The reason for the first quarter's lower operating profit compared to last year is mainly related to one-off personnel costs of 3.5 MSEK and FX, both realized and unrealized, related costs of 5 MSEK.

OTHER EXTERNAL COSTS

Other external costs amounted to -19.7 (-21.1) MSEK during the first quarter, which equals a decrease of 6.4% compared to the same period last year. While actively managing the cost base the company continues to invest in the future through its Strategic initiatives, presented in 2024. Simultaneously actions to improve efficiency and performance management to enable scaling of the business are taken.

PERSONNEL COSTS

Personnel costs during the first quarter were -50.3 (-39.6) MSEK, which equals an increase of 27%. The increase for the quarter is related to the increase in the number of employees compared to last year, as well as one off costs related to personnel changes during the quarter.

Personnel costs include capitalized costs for development with 2.3 (2.5) MSEK for the quarter.

The number of FTE, full-time equivalents average, amounted to 130.2 during the quarter, which is an increase compared with the same period 2024 which amounted to 127.6. This represents an increase of 2.0%.

CAPITALIZED EXPENSES FOR DEVELOPMENT COSTS

Capitalized expenses for development costs during the first quarter amounted to 3.2 (2.8) MSEK and are mainly related to several ongoing projects. The capitalization is accounted for as external costs if the original cost is for consultants for development and in personnel costs if the original cost is for own employees.

FINANCIAL ITEMS

Net financial items for the quarter amounted to 0.0 (0.2) MSEK.

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

Tax on income for the first quarter was -0.7 (-0.7) MSEK. Net income for the quarter was -27.5 (-24.6) MSEK. Earnings per share were -1.08 (-0.96) SEK for the first quarter.

CASH FLOW

Cash flow from operating activities before changes in working capital was 17.5 (18.3) MSEK for the first quarter. Cash flow from change in working capital was 14.2 MSEK compared to 20.2 MSEK in the same period last year. Cash flow from operating activities amounted to -3.3 (1.9) MSEK.

CASH AND FINANCIAL POSITION

Cash at the end of the period was 40.6 (57.5) MSEK. The group's total assets amounted to 295.7 (299.0) MSEK. IFRS 16 affected total assets by 20.4 (6.2) MSEK. Accounts receivable increased compared to the same quarter last year and amounted to 68.9 (64.3) MSEK.

Inventories amounted to 18.7 (16.8) MSEK. Current liabilities were 169.3 (162.1) MSEK. The carrying amounts of financial assets and liabilities are considered to correspond essentially to fair value. The company also has an overdraft facility of 20 MSEK.

INVESTMENTS

Investments during the first quarter amounted to 3.2 (3.2) MSEK, whereof 3.2 (2.8) MSEK refers to the capitalization of development costs. No new investments in tangible fixed assets occurred during the first quarter, 0.0 (0.3).

PARENT COMPANY

The parent company is an operating company based in Gothenburg, Sweden. Net sales for the first quarter for the parent company amounted to 32.4 (27.3) MSEK. The gross margin amounted to 86.0 (88.0) % for the quarter. The net income for the period was -32.2 (-27.9) MSEK.

SHARE CAPITAL

The total number of shares as of March 31, 2025, was 25,568,850 (25,568,850) and the share capital was 1,278 KSEK. All shares are ordinary shares with equal voting value. The shares have a quota value of 0.05 SEK.

DISPUTES

The group has no current disputes.

TRANSACTIONS WITH RELATED PARTIES

Board member Denis Gestin through related company has on a consulting basis acted as advisor to the company, in connection with customer related activities within the medical device industry and other consultation. During the period January through March

2025, Denis Gestin received 0,25 (0,26) MSEK as fee in addition to board fee.

The above transactions were conducted based on market value.

THE PURPOSE OF MENTICE

The purpose of Mentice's solutions is to support the healthcare 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 risks with customers and suppliers, operational risks with regards to competence 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 with purchases and net sales in foreign currency.

The group's external sales are made in the currencies EUR and USD. In the parent company, 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. Net sales and costs in the other subsidiaries are mainly in EUR or USD.

After the end of the period the new administration in the US announced its intention to introduce measures which need to be evaluated regarding the effect on the company.

For more information about the company's risks, see the board of directors' report in the annual report for 2024.

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 1,508 shareholders by March 31, 2025. FNCA is the company's certified advisor.

Largest shareholders (source Euroclear 2025-03-31) Name	Number of shares	Shareholding in %
Karin Howell-Bidermann	8,690,980	33.99%
Bure Equity	3,761,659	14.71%
Fjärde AP-fonden	1,971,000	7.71%
Gulf Offshore Limited	1,842,052	7.20%
Medical Simulation Corporation	1,191,074	4.81%
Avanza Pension	1,170,463	4.58%
Göran Malmberg	711,670	2.78%
Schroders	594,641	2.33%
Andra AP-fonden	446,620	1.75%
Handelsbanken Liv Försäkring AB	393,913	1.54%
10 largest shareholders total	20,774,072	81.40%
Others	4,794,778	18.60%
Total number of shares	25,568,850	100.00%

EXAMINATION BY THE AUDITORS

This report has not been reviewed by the company's auditors.

FINANCIAL REPORTS

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

AFFIRMATION

Mentice AB (publ)'s CEO hereby assures that this interim report gives a true and fair view of the Group's business, financial position and performance and describes the essential risks and uncertainty factors that the company and the companies which are part of the Group are subjected to. In the event of any discrepancies between the English and Swedish versions of the report, the Swedish version shall prevail.

Gothenburg, May 7, 2025

Mentice AB (publ)

Frans Venker

CEO



CONSOLIDATED INCOME STATEMENT

KSEK	Jan-Mar 2025	Jan-Mar 2024	Full year 2024
Net sales	54,269	45,427	290,329
Other income	607	422	2,149
Operating income	54,876	45,849	292,478
Raw materials and consumables used	-4,086	-3,015	-33,084
Depreciation of rented assets	-61	-596	-1,627
Other external expenses	-19,713	-21,055	-76,583
Personnel expenses	-50,257	-39,572	-164,625
Depreciation of tangible assets	-3,569	-2,311	-13,714
Amortization and write-down of intangible assets	-3,983	-3,497	-15,242
Operating expenses	-81,669	-70,046	-304,875
Operating profit (EBIT)	-26,793	-24,197	-12,397
Financial income	40	450	1,562
Financial expenses	-25	-244	-2,668
Net financial items	15	206	-1,106
Earnings before tax (EBT)	-26,778	-23,991	-13,502
Tax	-729	-650	-4,918
Net result for the year	-27,507	-24,641	-18,420
Net result for the year attributable to:			
Shareholders parent company	-27,507	-24,641	-18,420
Earnings per share			
Basic (SEK)	-1.08	-0.96	-0.72
Diluted (SEK)	-1.08	-0.96	-0.72

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

KSEK	Jan-Mar 2025	Jan-Mar 2024	Full year 2024
Net result for the year	-27,507	-24,641	-18,420
Other comprehensive income			
Items can be transferred to profit or loss for the year:			
Translation difference on translation of foreign operations	-2,642	1,284	2,767
Total comprehensive income for the year	-30,150	-23,356	-15,653

CONSOLIDATED BALANCE SHEET

KSEK	31 Mar 2025	31 Mar 2024	Full year 2024
Assets			
Goodwill	48,508	48,508	48,508
Patents	23,747	27,374	24,648
Trademarks	2,117	3,326	2,419
Internally developed intangible assets	41,824	37,609	41,527
Tangible assets	8,763	11,369	8,637
Right-of-use assets	21,341	6,987	7,727
Deferred tax assets	3,942	7,767	5,421
Total non-current assets	150,241	142,939	138,886
Inventories	18,737	16,814	17,419
Accounts receivables	68,911	64,293	97,492
Prepaid costs and accrued income	13,619	13,834	11,851
Other receivables	3,114	2,591	3,620
Current tax assets	480	1,009	1,045
Cash and cash equivalents	40,550	57,506	53,586
Total current assets	145,410	156,047	185,012
Total assets	295,651	298,986	323,899
Equity and liabilities			
Share capital	1,278	1,278	1,278
Other paid in capital	201,886	201,385	201,728
Retained earnings	-88,649	-67,047	-59,344
Total equity attributable to parent company shareholders	114,516	135,616	143,663
Long term liabilities			
Leasing liabilities long-term	11,859	1,207	4,727
Total long-term liabilities	11,859	1,207	4,727
Accounts payable	8,837	9,728	12,940
Other liabilities	2,964	4,374	5,120
Current leasing liability	8,888	6,736	4,409
Accrued expenses and deferred income	148,587	141,325	153,041
Total current liabilities	169,276	162,163	175,510
Total equity and liabilities	295,651	298,986	323,899

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

KSEK	Share capital	Other paid in capital	Translation reserve	Retained earnings	Total equity
At 1 January 2024	1,278	201,385	-1,431	-42,259	158,973
Transactions with owners in the group					
Issue of share options		343			343
Payment of share options					
Net result and other comprehensive income for the year					
Net result for the year				-18,420	-18,420
Other comprehensive income for the year			2,094	673	2,767
Total comprehensive income for the year			2,094	-17,747	-15,653
Closing balance at 31 December 2024	1,278	201,728	663	-60,006	143,663
At 1 January 2025	1,278	201,728	663	-60,006	143,663
Transactions with owners in the group					
Issue of share options		158			158
Payment of share options					
Net result and other comprehensive income for the year					
Net result for the year				-27,507	-27,507
Other comprehensive income for the year			-2,642	844	-1,798
Total comprehensive income for the year			-2,642	-26,663	-29,305
Closing balance at 31 March 2025	1,278	201,886	-1,979	-86,669	114,516

CONSOLIDATED STATEMENT OF CASH FLOWS

KSEK	Jan-Mar 2025	Jan-Mar 2024	Full year 2024
Operating activities			
Earnings before tax	-26,778	-23,991	-13,502
Adjustment for Non-cash items	8,571	7,767	30,456
Income tax paid	674	-2,076	-4,195
Cash flow from operating activities before changes in working capital	-17,533	-18,299	12,758
Change in trade receivables and other current assets	23,115	26,303	-3,881
Change in inventories	-2,157	-2,282	-2,662
Change in trade payables and other current liabilities	-6,764	-3,782	11,705
Change in working capital	14,194	20,238	5,161
Cash flow from operating activities	-3,339	1,939	17,919
Investing activities			
Acquisitions of tangible assets		-348	-1,283
Capitalisation of internally developed intangible assets	-3,166	-2,836	-15,155
Cash flow from investing activities	-3,166	-3,184	-16,438
Financing activities			
Amortization of lease liability	-3,710	-1,890	-9,312
Cash flow from financing activities	-3,710	-1,890	-9,312
Cash flow for the period	-10,214	-3,135	-7,830
Opening cash balance	53,586	59,121	59,121
Translation difference on cash and cash-equivalents	-2,821	1,521	2,295
Cash and bank balances at end of period	40,550	57,506	53,586

PARENT COMPANY INCOME STATEMENT

KSEK	Jan-Mar 2025	Jan-Mar 2024	Full year 2024
Net sales	32,418	27,303	200,639
Capitalised expense for development	2,888	2,836	13,471
Other income	607	920	17,308
Operating income	35,913	31,059	231,418
Raw materials and consumables used	-5,016	-3,739	-32,361
Other external expenses	-18,579	-18,967	-76,262
Personnel expences	-32,417	-27,351	-112,047
Depreciation of tangible assets	-441	-450	-1,790
Amortization and write-down of intangible assets	-6,465	-5,978	-25,169
Exchange losses on operating receivables and liabilities	-5,102	-2,669	-16,550
Operating expenses	-68,021	-59,154	-264,179
Operating profit (EBIT)	-32,108	-28,094	-32,762
Financial income	78	296	1,447
Financial expenses	-142	-110	-2,397
Net financial items	-64	186	-951
Result after financial items	-32,173	-27,908	-33,712
Earnings before tax (EBT)	-32,173	-27,908	-33,712
Tax			-36
Net result for the year	-32,173	-27,908	-33,748

PARENT COMPANY BALANCE SHEET

KSEK	31 Mar 2025	31 Mar 2024	Full year 2024
Assets			
Intangible and tangible assets			
Goodwill	8,585	18,378	11,034
Patents	23,783	27,574	24,731
Trademarks	2,117	3,326	2,419
Internally developed in-tangible assets	40,455	37,794	40,333
Tangible assets	4,601	5,295	4,958
Financial assets			
Shares in group companies	21,886	21,886	21,886
Receivables from group companies	980	1,041	1,037
Deferred tax assets	6,615	6,615	6,615
Total non-current assets	109,022	121,909	113,013
Inventories	9,871	10,968	9,633
Accounts receivables	29,855	32,580	50,868
Current receivables, group companies	4,738	6,491	9,723
Prepaid expenses and accrued income	9,907	10,913	9,224
Other receivables	2,536	2,146	2,892
Current tax assets	1,765	1,435	2,486
Cash and cash equivalents	6,911	32,335	27,462
Total current assets	65,583	96,868	112,287
Total assets	174,605	218,777	225,300
Equity and liabilities			
Restricted equity			
Share capital	1,278	1,278	1,278
Fund for development costs	40,888	38,031	41,047
Non-restricted equity			
Other paid in capital	201,886	201,385	201,728
Retained earnings	-138,048	-101,443	-104,458
Net result for the year	-32,173	-27,908	-33,748
Total equity	73,832	111,344	105,846
Long term liabilities			
Liabilities to group companies	784	823	815
Total long-term liabilities	784	823	815
Accounts payable	6,664	8,263	11,619
Current liabilities, group companies	3,569	4,006	4,587
Other liabilities	1,625	1,812	1,623
Accrued expenses and deferred income	88,132	92,529	100,810
Total current liabilities	99,989	106,610	118,638
Total equity and liabilities	174,605	218,777	225,300

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 are unchanged compared to 2024. Some minor structural adjustments were made in the financial tables in 2025.

BASES OF VALUATION APPLIED IN THE PREPARATION OF THE FINANCIAL STATEMENTS

Assets and liabilities are recognized at historical cost except for currency derivatives, which are measured at fair value. As per March 31, 2025, the total actual value of forward contracts was 0.0 (79.5) 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.

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 accordance with the group financial policy. 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.

ADJUSTMENTS, ROUNDING

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

ABOUT THE PARENT COMPANY

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

WARRANT PROGRAM

Mentice has two outstanding option programs for staff and external consultants, with the aim of stimulating increased commitment and interest in the business and its performance. Against this background, the programs are expected to have a positive impact on the company's continued development and thus be good for the company and its shareholders.

PRODUCT AREAS*

Mentice's business is divided into four product areas, which reflect the group's operations, financial management and management structure. These four product areas are Mentice VIST®, Physical Sim, Mentice Live and Ankyras®. The Mentice Live area is not reported separately but is included in the Mentice VIST® area.

OUTCOME PER PRODUCT AREA Q1

TSEK	Mentice VIST™			Physical Sim			Ankyras™			Total		
	Jan-Mar 2025	Jan-Mar 2024	FY 2024	Jan-Mar 2025	Jan-Mar 2024	FY 2024	Jan-Mar 2025	Jan-Mar 2024	FY 2024	Jan-Mar 2025	Jan-Mar 2024	FY 2024
Hardware	26,625	19,948	151,313	6,217	4,499	20,710	-	-	0	32,842	24,447	172,023
Licenses/Software	11,429	13,700	88,494	-	-	1,450	474	974	3,971	11,903	14,674	93,914
Development	9,317	6,224	22,432	207	-	1,958	-	-	0	9,524	6,224	24,390
Total	47,371	39,872	262,239	6,424	4,499	24,119	474	974	3,971	54,269	45,345	290,329
Raw mtrl and consumables used	-3,010	-3,075	-29,856	-1,174	-488	-4,058	-24	-49	-199	-4,208	-3,611	-34,112
Gross profit	44,360	36,797	232,383	5,250	4,011	20,061	451	925	3,772	50,061	41,734	256,217
Gross profit %	93.6%	92.3%	88.6%	81.7%	89.2%	83.2%	95.0%	95.0%	95.0%	92.2%	92.0%	88.3%

DEFINITION OF KEY PERFORMANCE INDICATORS REPORTED

Alternative performance measures (APM) are financial measurements that cannot be directly discerned or ordered 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.

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 customers, 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 first 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 first quarter.
Gross profit	Net sales with deduction for raw materials and consumables used and depreciation of rented assets.
Gross profit margin	Gross profit as a part of net sales.
EBITDA	Mentice uses the key performance indicator EBITDA to demonstrate the earning power of the business from operating activities without considering 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.
FTE	(Full-time Equivalent) Full-time employee based on employment percentage and long-time sick leave. Includes consultants replacing a permanent position during recruitment.
RTM	Rolling Twelve Months.

FINANCIAL TARGETS, SHORT TO MEDIUM TERM

REVENUE GROWTH

20-30% annual growth in net sales.

PROFITABILITY

To reach a 20% EBITDA margin within three years with a longer-term target of 30%.

ABOUT MENTICE

BUSINESS OPERATIONS

Mentice is a company that offers high-technology solutions for simulation to the medical sector with a 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, Spain, 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 offered 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

25+

Years of experience pioneering interventional simulation.

140+

Over 140 scientific papers reinforcing the value of simulation skills acquisition. Retention and assessment.

50+

Medical simulation patents across more than 30 different training procedures

>50%

Of global market share in endovascular simulation solutions.

FINANCIAL CALENDAR

ANNUAL GENERAL MEETING 2025	MAY 27, 2025
INTERIM REPORT APR - JUN 2025	JULY 24, 2025
INTERIM REPORT JUL - SEP 2025	NOVEMBER 6, 2025

Mentice's interim reports and annual reports are available on www.mentice.com

Mentice AB (publ) – Interim report Jan - Mar 2025