



## Continued strong sales growth and record high gross margins

### Quarter from October to December 2023

- Net sales amounted to SEK 45.4 million (34.2), corresponding to a 32.7 percent increase. Adjusted for exchange rate fluctuations, net sales increased by 27.5 percent.
- Gross profit totaled SEK 40.0 million (27.2), corresponding to a gross margin of 88.1 percent (79.5).
- Operating profit (EBIT) amounted to SEK -18.5 million (-25.9).
- Profit after tax totaled SEK -13.1 million (-16.7).
- Earnings per share before and after dilution amounted to SEK -0.80 (-1.04).
- Cash flow from operating activities stood at SEK -13.8 million (-13.4).

### Important events during the quarter

#### *Contract for RHD testing won in Wales*

In December, Devyser won a contract for Devyser RHD, the company's product for the non-invasive testing of maternal plasma during pregnancy to determine fetal RHD status. The contract with Wales Blood Services in Wales is for three years, with an option to extend it for two years. The value of the order is estimated at approximately SEK 1.0 million per year.

#### *CFTR contract won in Italy*

In December, Devyser won a contract for CFTR genotyping tests used for newborn screening and cystic fibrosis detection. The contract with the University Hospital of Bologna is for three years. The value of the order is estimated at approximately SEK 2.0 million per year.

### The period from January to December 2023

- Net sales amounted to SEK 169.3 million (126.6), corresponding to a 33.7 percent increase. Adjusted for exchange rate fluctuations, net sales increased by 24.9 percent.
- Gross profit totaled SEK 144.7 million (103.4), corresponding to a gross margin of 85.5 percent (81.7).
- Operating profit (EBIT) amounted to SEK -58.9 million (-52.0).
- Profit after tax totaled SEK -53.6 million (-46.0).
- Earnings per share before and after dilution amounted to SEK -3.31 (-2.89).
- Cash flow from operating activities stood at SEK -69.7 million (-40.5).
- The Board is not proposing a dividend for 2023.

### Important events after the end of the quarter

#### *IVD development agreement with Illumina Inc.*

An IVD (in-vitro diagnostic) development agreement was signed with Illumina to enable regulatory registrations of Devyser's NGS tests on MiSeqDx, Illumina's FDA-regulated and CE-IVD-marked sequencing instrument.

#### *Cystic fibrosis contract won in Italy*

Devyser won another contract for CFTR genotyping tests in Italy. The contract with the University Hospital of Verona is for twelve months. The value of the order is estimated at approximately SEK 1.5 million.

#### *Devyser Genomic Laboratories signed its first commercial contract*

Devyser Genomic Laboratories, Devyser's US-based CLIA-certified laboratory, signed its first commercial contract with UK-based diagnostics company Cyted. The contract's term is initially two years, and revenues are estimated to total approximately SEK 25.0 million, of which up to around SEK 6.0 million in 2024.

#### *Devyser strengthened its management team*

The management team was expanded on February 1 with the edition of CSO Michael Uhlin, who has extensive experience in the global life sciences sector and has long been engaged in translational research and development.

Devyser's senior management now consists of CEO Fredrik Alpsten, CFO Sabina Berlin, CCO Theis Kipling, COO Göran Rydin, CSO Michael Uhlin, and CHRO Camilla Wiberg.

## Important events during the period from January to December 2023

### *Devyser launches IVDR-certified products*

In March, Devyser launched Compact, the company's first IVDR-certified product. This genetic test for the diagnosis of fetal chromosomal abnormalities is the first in its field to be approved under the IVDR, the new comprehensive European regulatory framework that came into force in May 2022. The product was launched back in 2006 and is now the leading standard for prenatal diagnosis in several European countries.

In July, IVDR approval was granted for Devyser's new test for the detection of donor-derived cell-free DNA in blood samples from kidney transplant patients, and the company's product for the monitoring of stem cell transplant patients.

### *Agreement with Thermo Fisher Scientific*

Devyser signed an exclusive collaboration and distribution agreement with Thermo Fisher Scientific in April. The agreement gives Thermo Fisher exclusive rights to market Devyser's post-transplantation products in North America and Europe. In September, the collaboration was expanded to include Brazil, and the marketing by Thermo Fisher Scientific of Devyser's laboratory services for pharmaceutical companies.

### *Winner of the Swecare Export Award 2023*

Devyser received the Swecare Export Award 2023 in April. This prize is awarded to companies that "with creativity, commitment and scope put Swedish innovation in health and healthcare on the world map". The award was presented by Minister for Social Affairs Jacob Forssmed.

### *CLIA certification of Devyser's clinical laboratory*

Devyser's clinical testing laboratory in Atlanta, Devyser Genomic Laboratories, became CLIA-certified in May, and was inaugurated on June 30. The laboratory offers a range of clinical testing services. The first commercial test was carried out at the end of June.

### *Devyser's RHD product was approved in Canada and a contract was won in Wales*

In June, Devyser was granted regulatory approval in Canada for non-invasive fetal RHD testing.

In December, Devyser signed a three-year contract with Wales Blood Services. The contract is for three years, with an option to extend it for two years. The value of the order is estimated at approximately SEK 1.0 million per year.

### *Devyser won a CFTR contract in Italy*

In December, Devyser signed a three-year contract with the University Hospital of Bologna. The value of the order is estimated at approximately SEK 2.0 million per year.

### *Launching of two new genetic tests for hereditary cancers*

At the end of June, Devyser launched two new products, Devyser LynchFAP and Devyser BRCA PALB2. The products offer efficient analysis of genes associated with an increased cancer risk, as in the case of Lynch syndrome, and breast and ovarian cancer.

### *The Board and management*

At the Annual General Meeting in May, Mia Arnhult, Lars Höckenström, Fredrik Dahl, Pia Gideon and Fredrik Mattsson were re-elected as Board members. Mia Arnhult was re-elected as Chair of the Board.

In June, Devyser announced that Ulf Klangby, Devyser's Deputy CEO and co-founder, would leave his position and move to an advisory role as a consultant from July 1, 2023. At the end of the year, Devyser's senior management consisted of CEO Fredrik Alpsten, CFO Sabina Berlin, CCO Theis Kipling, COO Göran Rydin, and CHRO Camilla Wiberg.

### *The share and new issues*

During the period from January to December, 162,000 shares were issued in connection with the exercising of warrants outstanding under the 2020/2023 warrant program. See Note 2 on page 15. The new issues brought in SEK 5.6 million for the company. Following the issues, the number of Devyser shares totaled 16,284,469.

The Annual General Meeting in May decided to introduce an additional employee stock option plan. See Note 2 on page 15.

Performance measures	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Net sales, SEK million	45.4	34.2	169.3	126.6
Sales growth, %	32.7	39.5	33.7	35.4
Gross margin, %	88.1	79.5	85.5	81.7
EBITDA, SEK million	-14.2	-23.4	-45.8	-43.4
EBITDA margin, %	Neg	Neg	Neg	Neg
Operating profit/loss (EBIT), SEK million	-18.5	-25.9	-58.9	-52.0
Operating margin (EBIT margin), %	Neg	Neg	Neg	Neg
Profit/loss after tax, SEK million	-13.1	-16.7	-53.6	-46.0
Cash flow from operating activities, SEK million	-13.8	-13.4	-69.7	-40.5
Cash and cash equivalents, SEK million	262.9	363.6	262.9	363.6
Net cash (-)/Net debt (+), SEK million	-188.2	-342.4	-188.2	-342.4
Equity ratio, %	75.5	86.2	75.5	86.2
Return on equity, %	Neg	Neg	Neg	Neg
Average no. of employees	111	87	102	76

See page 17 for definitions of the performance measures.

# A word from the CEO

**Devyser is able to report strong sales growth and record high gross margins for the fourth quarter. During the quarter, Devyser continued to demonstrate the competitiveness of its products by winning several contracts. We saw significant development in the US, where we achieved an important milestone after the end of the quarter with the first commercial contract for Devyser Genomic Laboratories, our CLIA-certified laboratory. After the quarter, we also signed an agreement with Illumina Inc, the global leader in instrument manufacturing.**

The positive trend seen for the first three quarters continued in the fourth quarter. If we look back at the full-year 2023, we would summarize it as a year of strong growth during which we established ourselves in several new markets and strengthened our presence in existing markets. Thanks to increased volumes and higher prices we were able to further bolster our gross margins.

## **A strong fourth quarter affected by one-off costs**

The fourth quarter saw strong organic sales growth and a 33 percent increase in sales, of which 5 percent was driven by favorable currency effects as the majority of our sales are in EUR and USD.

We are growing well in all our geographical markets. Growth was strong in the Americas and Asia during the quarter, albeit from still relatively low levels. We remain positive about the potential to be found in these regions and expect strong development. At the same time, we believe that sales growth in Europe will also increase, as several of the important steps that we took in 2022 and 2023 start to fully produce their effects.

The consolidation of the gross margin continued during the quarter, bringing it to a record 88.1 percent compared with 79.5 percent for the same quarter of last year. We are positive about the gross margin's development over time, partly because we have a scalable manufacturing process, and partly because we believe that we have retained the ability to continually raise prices.

Our expected growth means that, according to plan, during the fourth quarter we invested further in both production capacity, and in market and sales support. In order to enable significantly higher production volumes, we will move all operations to new premises in 2024. As announced in the report for the third quarter, the move entails one-off costs that burden the fourth quarter, and to some extent also the current quarter. This, together with non-recurring costs for the implementation of a new ERP system and a new CRM system, means that we are reporting a SEK 18.5 million loss for the quarter. This is according to plan, and we are confident that the positive earnings trend that we have seen will continue, and that we will meet our financial target of an operating margin of more than 20 percent during the 2024-2026 period.

## **A greater market presence**

We entered 15 new markets during the year, and our products now reach 65 countries, of which 17 through direct sales and 52 countries through our distributor network. In some markets, such as the US, we have both distributors for some products and direct sales for others. In 2023, direct sales accounted for 77% of net sales and distributor sales for 23%. We expect the share of distributor sales to increase as the promising collaboration with Thermo Fisher Scientific in the transplant area starts to fully deliver.

## **Agreement with world leader Illumina Inc.**

After the end of the quarter, Devyser entered into an agreement with Illumina, meaning that we will be able to start the process of registering and offering some of Devyser's IVD tests on Illumina's

MiSeqDx NGS instrument in the US and Europe. The agreement is an important step towards giving more laboratories access to end-to-end, IVD-approved, simple, fast and efficient genetic testing solutions, so that more patients can receive the best possible care. With its market-leading position and ever-growing installed base of NGS instruments, Illumina is a natural partner for us. The agreement also means that Illumina will support Devyser during the process of securing regulatory approval for our products in the US and Europe.

**"2023 was the most successful year yet for the company"**

## **First commercial contract for the CLIA-certified laboratory**

In 2023, we invested in the development of Devyser Genomic Laboratories, our CLIA-certified laboratory in Atlanta, in the US. One of the main aims of the laboratory is to offer contract-based research and testing on behalf of medtech and pharmaceutical companies. The laboratory's second most important aim is to offer tests to hospitals and laboratories as a service. It is therefore very gratifying that we have now signed the first commercial contract for the laboratory, with British-based Cyted, a contract worth up to SEK 25 million over two years. This also means that the laboratory is expected to become profitable in the second half of 2024.

## **Stepping up sustainability efforts**

As announced at the beginning of 2023, we stepped up our sustainability efforts during the year. A lot of the related costs were recognized in the fourth quarter. A stakeholder dialogue and materiality analysis were carried out and used as the basis for the development of our new sustainability strategy, which includes sustainability-related KPIs that we will be monitoring. This has given us a solid platform for ensuring sustainable growth and value creation over time.

## **Prepared for the future**

Overall, 2023 was a very eventful year and our most successful year yet for the company. During the year, 400,000 people worldwide were diagnosed using our products.

It is great to work for a company whose products provide patients with fast and accurate test results that will lead to faster treatment and therefore improved patient outcomes. It is also great to be involved in a market with strong growth

I am very confident in our growth strategy for 2024, which includes continued investment in direct sales, an increased focus on the transplant area, together with our partner Thermo Fisher, and a stronger presence in the US. I look forward to keeping you informed about our ongoing growth journey towards profitability.

Stockholm, February 20, 2024

Fredrik Alpsten, CEO



# Group development, January to December 2023

## Net sales

Net sales for the period from January to December 2023 amounted to SEK 169.3 million (126.6), corresponding to an increase of 33.7 percent. Adjusted for exchange rate fluctuations, the increase was 24.9 percent. The increase was driven by higher direct sales and distributor sales.

Net sales for the fourth quarter 2023 amounted to SEK 45.4 million (34.2), corresponding to an increase of 32.7 percent. Adjusted for exchange rate fluctuations, the increase was 27.5 percent.

There are no major seasonal variations in the company's sales.

## Gross profit

Gross profit for the period from January to December totaled SEK 144.7 million (103.4). Gross profit for the fourth quarter totaled SEK 40.0 million (27.2).

The gross margin for the period from January to December 2023 amounted to 85.5 percent, compared with 81.7 percent for the same period of the previous year. For the fourth quarter, the gross margin amounted to 88.1 percent, compared with 79.5 percent for the same prior-year quarter. The increase was mainly attributable to higher net sales as a proportion of fixed costs and higher prices.

The cost of goods sold includes the direct costs of producing the products sold, the amortization of capitalized development expenses, the overhead expenses for the production department, and personnel expenses for the department's employees.

The amortization of capitalized development expenses amounted to SEK 3.1 million (2.1) for the period from January to December 2023, and SEK 1.1 million (0.5) during the fourth quarter 2023.

## Operating expenses

Operating expenses for the period from January to December 2023 amounted to SEK 201.3 million (158.4), and for the fourth quarter to SEK 55.0 million (52.3). The increase in expenses is primarily due to the recruitment of sales, development and administrative personnel as part of the company's growth strategy, expenses relating to the implementation of a new ERP system and CRM system, and extensive work to enhance the company's sustainability efforts. Selling expenses include the reversal of the SEK 6.9 million provision for the payback

levy in Italy, for which a provision was recognized in December 2022. See Note 7 on page 16.

Total research and development costs during the period from January to December 2023 amounted to SEK 54.7 million (40.4), of which SEK 16.9 million (14.2) was capitalized and SEK 37.8 million (26.3) was expensed. During the fourth quarter, costs amounted to SEK 15.6 million (14.3), of which SEK 4.4 million (7.3) was capitalized and SEK 11.2 million (7.0) was expensed. The expensed research and development costs mainly comprise employee and consultant-related costs attributable to the R&D department's non-capitalizable project phases. The capitalized expenses include costs for development projects related to products not yet completed.

During the period from January to December 2023, other operating income and expenses came to a net amount of SEK -2.3 million (3.0), and SEK -3.4 million (-0.8) for the fourth quarter. Other operating income for 2022 includes SEK 1.6 million related to the revaluation of the acquisition of control of SmartSeq S.r.l. See Note 6 on page 16.

## Operating profit/loss (EBIT)

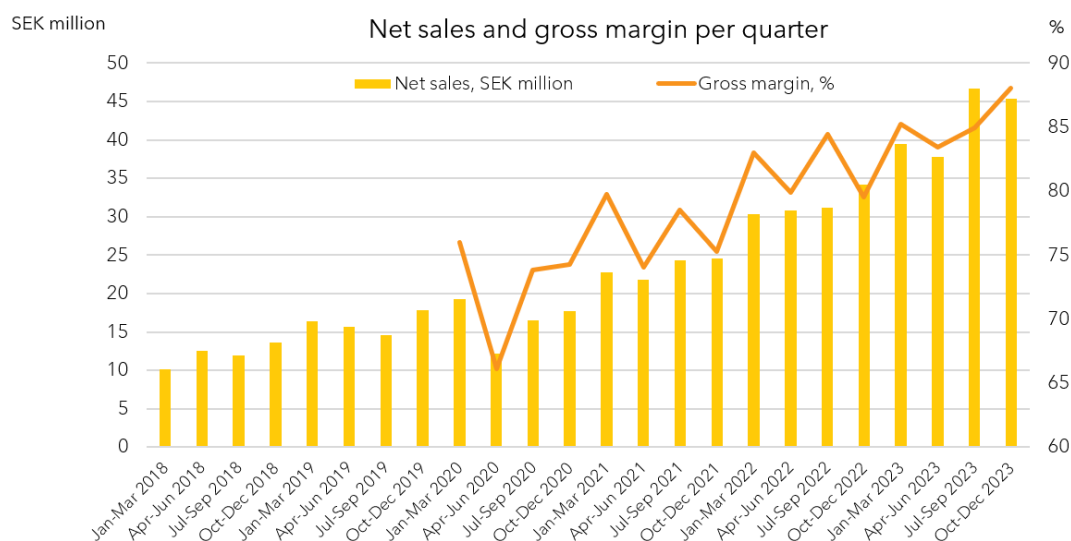
Operating profit/loss (EBIT) for the period from January to December 2023 totaled SEK -58.9 million (-52.0). For the fourth quarter, operating profit/loss stood at SEK -18.5 million (-25.9). The reason for the negative operating result compared with both 2023 and 2022 is primarily increased investments in sales in the form of new hires.

## Net financial items

Net financial items for the period from January to December 2023 totaled SEK 4.5 million (-0.8). For the fourth quarter, net financial items stood at SEK 2.3 million (0.2).

## Profit/loss

Loss before tax for the period from January to December 2023 was SEK -54.4 million (-52.7), and loss after tax was SEK -53.6 million (-46.0). For the fourth quarter, loss before tax was SEK -16.2 million (-25.7), and loss after tax was SEK -13.1 million (-16.7). See Note 8 on page 16.



Sales by region, SEK million	Oct - Dec 2023	Oct - Dec 2022	Change, %	Jan - Dec 2023	Jan - Dec 2022	Change, %
EMEA	40.6	32.3	25.7	149.4	119.2	25.4
Asia-Pacific	1.8	0.8	121.3	6.1	4.2	42.9
North and South America	3.0	1.1	174.2	13.8	3.2	332.7
<b>Total</b>	<b>45.4</b>	<b>34.2</b>	<b>32.7</b>	<b>169.3</b>	<b>126.6</b>	<b>33.7</b>

Sales by sales channel, SEK million	Oct - Dec 2023	Oct - Dec 2022	Change, %	Jan - Dec 2023	Jan - Dec 2022	Change, %
Direct sales	33.9	28.5	18.8	130.8	97.3	34.4
Distributor sales	11.5	5.7	102.3	38.4	29.3	31.2
<b>Total</b>	<b>45.4</b>	<b>34.2</b>	<b>32.7</b>	<b>169.3</b>	<b>126.6</b>	<b>33.7</b>

## Cash flow and cash position

For the period from January to December 2023, the cash flow from operating activities after changes in working capital was SEK -69.7 million (-40.5). For the fourth quarter 2023, the cash flow from operating activities amounted to SEK -13.8 million (-13.4). During the period, three new issues of 162,000 shares were completed in connection with the exercising of warrants issued to employees, which brought in SEK 5.6 million for the company. Cash and cash equivalents as of December 31, 2023 amounted to SEK 262.9 million (363.6).

## Investments

Total net investments came to SEK 32.0 million (23.9), including capitalized development expenses of SEK 18.1 million (14.2), and SEK 7.6 million (0.0) related to the establishing of Devyser Genomic Laboratories in Atlanta. The Group has no investment commitments. See Note 6 on page 16.

## Assets

As of December 31, 2023, intangible assets amounted to SEK 56.1 million (39.7). The intangible non-current assets consist of the capitalized development expenses for Devyser's products, license fees, capitalized development expenses for software and goodwill acquired from the subsidiary SmartSeq S.r.l., totaling SEK 6.5 million (6.5), and the subsidiary TrenDx AB, totaling SEK 0.2 million (0.2). Capitalized development expenses are amortized on a straight-line basis over their estimated useful life, which varies from five to ten years.

The amortization of capitalized development expenses attributable to the products developed by Devyser is recognized in the Group cost of goods sold and in the Parent Company's research and development costs.

In 2024, Devyser will move to new premises in Årsta in Stockholm. The lease was signed during the second quarter of 2023 and will run for seven years, with a four-year option. The asset's value, of SEK 64.9 million, is recognized in Right-of-use assets, and the related liability in Lease liabilities. The value of the total right-of-use assets as of December 31, 2023 was SEK 74.5 million (21.1).

## Equity and liabilities

As of December 31, 2023, the Group's equity amounted to SEK 385.1 million (431.4), and the equity ratio was 75.5 percent (86.2). During the period from January to December, 162,000 new shares were issued in connection with the exercising of warrants.

As of December 31, 2023, interest-bearing liabilities amounted to SEK 74.8 million (21.2). Interest-bearing liabilities relate mainly to lease liabilities. Current non-interest-bearing liabilities totaled SEK 45.4 million (45.7).

## Important events in the Parent Company

Group contributions of SEK 68.4 million (70.8) were made to the subsidiary Devyser AB in 2023. During the period from January to December, 162,000 new shares were issued in connection with the exercising of warrants issued to employees, which brought in SEK 5.6 million for the company.

Performance measures by quarter	Oct - Dec 2023	Jul - Sep 2023	Apr - Jun 2023	Jan - Mar 2023	Oct - Dec 2022	Jul - Sep 2022	Apr - Jun 2022
Net sales, SEK million	45.4	46.7	37.7	39.5	34.2	31.2	30.9
Gross profit, SEK million	40.0	39.6	31.5	33.7	27.2	26.3	24.7
Gross margin, %	88.1	85.0	83.4	85.2	79.5	84.4	79.9
EBITDA, SEK million	-14.2	-4.1	-11.1	-16.3	-23.4	-5.8	-10.5
EBITDA margin, %	Neg	Neg	Neg	Neg	Neg	Neg	Neg
Operating profit/loss (EBIT), SEK million	-18.5	-7.8	-13.5	-19.1	-25.9	-8.2	-12.6
Operating margin (EBIT margin), %	Neg	Neg	Neg	Neg	Neg	Neg	Neg
Profit/loss after tax, SEK million	-13.1	-6.0	-14.6	-19.9	-16.7	-8.8	-14.3
Cash flow from operating activities, SEK million	-13.8	-13.9	-22.8	-19.3	-13.4	-11.8	-7.9
Average no. of employees	111	102	98	93	87	78	72

See page 17 for definitions of the performance measures.

## Parent Company

Devyser Diagnostics AB (publ), Corporate Registration Number 556669-7834, is a Swedish limited company domiciled in Stockholm. The address of its head office is Instrumentvägen 19, 126 53 Hägersten, Sweden. Devyser Diagnostics AB has been listed on the Nasdaq First North Premier Growth Market since December 2021.

Receivables and liabilities in respect of Group companies primarily consist of amounts owed by the Swedish subsidiary Devyser AB and the Italian subsidiary Devyser Italia s.r.l. The Parent Company's risks and uncertainties indirectly coincide with those of the Group.

## Employees

From January to December 2023, the average number of Group employees was 102 (76), including 2 (2) Parent Company employees. The average number broken down by country was 70 (58) in Sweden, 17 (10) in Italy, 7 (2) in the United States, 3 (3) in Germany, 2 (1) in Belgium, 1 (1) in the United Kingdom, 1 (1) in Spain and 1 (0) in France. The average number of women employed by the Group was 62 (46) and the average number of men was 40 (30). At the balance sheet date, the number of employees was 118 (92).

## Market

Devyser sells genetic testing products to laboratories in more than 65 countries. The products include reagent kits and the related software. Sales are made primarily to routine diagnostic laboratories, partly through our own sales teams in selected markets and partly through distributors.

The products are used for complex DNA testing in the hereditary disease, oncology and transplant fields, to enable targeted cancer treatment, the diagnosis of a large number of genetic diseases, and transplant patient follow-up.

The market size for the company's products is large and, according to an external market survey conducted in 2021, should reach EUR 5.6 billion by 2026.

## Related-party transactions

See Notes 2 and 3 on page 15 for a description of the related-party transactions.

## Significant risks and uncertainties

The Group's activities are associated with a number of risks and uncertainties.

Russia's invasion of Ukraine and the war in Gaza have no direct impact on Devyser, as it has no or limited business activities in the countries concerned.

The current market turmoil and inflation, and changes in interest rates, may have an impact on the industry, and on Devyser's operating expenses and sales growth. A possible recession could negatively affect future revenues. Devyser's sales are mainly in Euros and US dollars, meaning that the company is exposed to exchange rate fluctuations.

For more information, a detailed description of the company's risk exposure can be found in the 2022 Annual Report, pages 51-52, and in Note 3, pages 78-80. No changes are considered to have occurred since the Annual Report was published other than those described.

The Board of Directors and the CEO certify that the year-end report provides a true and fair overview of the operations, financial position and earnings of the Group and the Parent Company, and describes the significant risks and uncertainties faced by the Parent Company and the companies included in the Group.

Stockholm, February 20, 2024  
Devyser Diagnostics AB (publ)

Mia Arnhult  
Chair of the Board

Lars Höckenström  
Board member

Fredrik Dahl  
Board member

Fredrik Mattsson  
Board member

Fredrik Alpsten  
CEO

Pia Gideon  
Board member

## The share and shareholders

As of December 31, 2023, Devyser Diagnostics AB had a total of 16,284,469 (16,122,469) shares and voting rights. During the period from January to December 2023, three new share issues were carried out through the exercising of warrants issued to employees.

On the submission date of this report, the company had four outstanding incentive programs for employees and key personnel.

The new and existing incentive programs may currently increase the number of shares by 871,338 (see Note 2 on page 15).

*The largest shareholders as of December 31, 2023 were:*

Owner	Number of shares	Ownership, %
Rutger Arnhult via company	3,935,000	24.2
Nordnet Pensionsförsäkringar	1,348,886	8.3
Swedbank Robur	1,304,100	8.0
Ferd	1,000,000	6.1
Anders Hedrum, privately and via company	816,720	5.0
Berenberg Asset Management on behalf of Universal Investment funds	778,000	4.8
Fourth Swedish National Pension Fund	759,821	4.7
Åsa Riisberg via company	664,294	4.1
Dan Hausenberger, privately and via company	547,680	3.4
Deka Investments	420,200	2.6
Other shareholders, around 900	4,709,768	28.9
<b>Total</b>	<b>16,284,469</b>	<b>100.0</b>

## Analysts covering the company

Ulrik Trattner, Carnegie  
Oscar Bergman, Redeye  
Johan Unnérus, Redeye  
Oliver Uusitalo, Aktiespararna.

## Auditors' review

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

# Consolidated statement of income and other comprehensive income

SEK million	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Net sales	45.4	34.2	169.3	126.6
Cost of goods sold	-5.4	-7.0	-24.5	-23.2
<b>Gross profit</b>	<b>40.0</b>	<b>27.2</b>	<b>144.7</b>	<b>103.4</b>
Other operating income <sup>1</sup>	2.4	1.4	9.0	8.0
Selling expenses <sup>2</sup>	-30.8	-33.3	-121.5	-94.2
Administrative expenses	-13.0	-12.0	-42.0	-37.9
Research and development costs	-11.2	-7.0	-37.8	-26.3
Income from investments in associates	-	-	-	-0.0
Other operating expenses	-5.8	-2.3	-11.4	-5.0
<b>Operating profit/loss</b>	<b>-18.5</b>	<b>-25.9</b>	<b>-58.9</b>	<b>-52.0</b>
Financial income	2.1	0.3	5.3	0.4
Financial expenses	0.1	-0.1	-0.8	-1.2
Net financial items	2.3	0.2	4.5	-0.8
<b>Profit/loss before tax</b>	<b>-16.2</b>	<b>-25.7</b>	<b>-54.4</b>	<b>-52.7</b>
Tax <sup>3</sup>	3.1	9.0	0.8	6.8
<b>Profit/loss for the period</b>	<b>-13.1</b>	<b>-16.7</b>	<b>-53.6</b>	<b>-46.0</b>
<b>Other comprehensive income</b>				
<i>Items which may be recognized in the income statement</i>				
Exchange rate differences for the period when translating foreign subsidiaries	-0.3	1.1	0.3	1.3
Total other comprehensive income	-0.3	1.1	0.3	1.3
<b>Total comprehensive income for the period</b>	<b>-13.4</b>	<b>-15.6</b>	<b>-53.2</b>	<b>-44.7</b>
Earnings per share before dilution, SEK	-0.80	-1.04	-3.31	-2.89
Earnings per share after dilution, SEK	-0.80	-1.04	-3.31	-2.89
Average no. of shares, before dilution	16,284,469	16,017,727	16,180,907	15,922,126
Average no. of shares, after dilution	17,155,807	16,806,677	17,052,245	16,711,076

Since there are no minority interests in the Group (holdings without controlling influence), all earnings are wholly attributable to the owners of the Parent Company.

1) See Note 6 on page 16.

2) See Note 7 on page 16.

3) See Note 8 on page 16.

# Consolidated statement of financial position

SEK million	Dec 31, 2023	Dec 31, 2022
<b>ASSETS</b>		
<b>Non-current assets</b>		
Goodwill <sup>1</sup>	6.7	6.8
Capitalized development expenses	43.9	30.3
Other intangible assets <sup>1</sup>	5.4	2.6
Tangible assets	17.1	9.4
Right-of-use assets	74.5	21.1
Deferred tax assets <sup>3</sup>	20.6	18.3
Other non-current receivables	0.1	0.1
<b>Total non-current assets</b>	<b>168.3</b>	<b>88.5</b>
<b>Current assets</b>		
Inventories	20.6	10.1
Trade receivables	33.7	27.5
Current tax assets	1.9	0.9
Other receivables	9.7	4.8
Prepaid expenses and accrued income	13.0	5.1
Cash and cash equivalents	262.9	363.6
<b>Total current assets</b>	<b>341.8</b>	<b>412.1</b>
<b>Total assets</b>	<b>510.1</b>	<b>500.6</b>
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Share capital	0.9	0.9
Other paid-in capital	513.2	507.6
Translation reserve	1.2	0.8
Retained earnings, including profit/loss for the period	-130.2	-77.9
<b>Total equity</b>	<b>385.1</b>	<b>431.4</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Borrowings	0.6	0.6
Lease liabilities	56.7	15.1
Deferred tax liabilities <sup>1</sup>	0.2	0.3
Provisions	1.0	0.8
Other non-current liabilities	3.7	1.2
<b>Total non-current liabilities</b>	<b>62.1</b>	<b>18.0</b>
<b>Current liabilities</b>		
Borrowing from credit institutions	-	0.1
Lease liabilities	17.5	5.4
Trade payables	14.2	9.6
Current tax liabilities	0.3	3.1
Other liabilities <sup>2</sup>	10.9	12.5
Accrued expenses and deferred income	20.0	20.6
<b>Total current liabilities</b>	<b>62.9</b>	<b>51.2</b>
<b>Total equity and liabilities</b>	<b>510.1</b>	<b>500.6</b>

1) See Note 6 on page 16. 2) See Note 7 on page 16. 3) See Note 8 on page 16.



# Consolidated statement of changes in equity

SEK million	Share capital	Other paid-in capital	Translation reserve	Retained earnings, including profit/loss for the period	Total equity
<b>Opening equity, Jan 1, 2022</b>	<b>0.9</b>	<b>449.3</b>	<b>-0.4</b>	<b>-33.0</b>	<b>416.7</b>
<i>Comprehensive income</i>					
Profit/loss for the period	-	-	-	-46.0	-46.0
Other comprehensive income for the period	-	-	1.3	-	1.3
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>1.3</b>	<b>-46.0</b>	<b>-44.7</b>
<i>Shareholder transactions</i>					
New share issues	0.1	61.3	-	0.1	61.5
New share issue expenses	-	-3.0	-	-	-3.0
Employee stock options	-	-	-	0.9	0.9
<b>Closing equity, Dec 31, 2022</b>	<b>0.9</b>	<b>507.6</b>	<b>0.8</b>	<b>-77.9</b>	<b>431.4</b>
<b>Opening equity, Jan 1, 2023</b>	<b>0.9</b>	<b>507.6</b>	<b>0.8</b>	<b>-77.9</b>	<b>431.4</b>
<i>Comprehensive income</i>					
Profit/loss for the period	-	-	-	-53.6	-53.6
Other comprehensive income for the period	-	-	0.3	-	0.3
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>0.3</b>	<b>-53.6</b>	<b>-53.2</b>
<i>Shareholder transactions</i>					
New share issues	0.0	5.6	-	-	5.6
Warrants	-	-0.0	-	-	-0.0
Employee stock options	-	-	-	1.3	1.3
<b>Closing equity, Dec 31, 2023</b>	<b>0.9</b>	<b>513.2</b>	<b>1.2</b>	<b>-130.2</b>	<b>385.1</b>

1) See Note 6 on page 16.

# Consolidated cash flow statement

SEK million	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
<b>Cash flow from operating activities</b>				
Operating profit/loss <sup>2</sup>	-18.5	-25.9	-58.9	-52.0
Adjustment for non-cash items				
- Depreciation, amortization and impairment	4.3	2.5	13.1	8.5
- Other non-cash items	0.2	-0.1	2.0	0.2
Interest received	4.9	0.3	5.0	0.3
Interest paid	-0.3	0.6	-0.8	-0.5
Income tax paid	-3.7	-1.3	-8.6	-1.6
<b>Cash flow from operating activities before changes in working capital</b>	<b>-13.1</b>	<b>-23.9</b>	<b>-48.2</b>	<b>-44.9</b>
<b>Cash flow from changes in working capital</b>				
Increase (-)/Decrease (+) in inventories	-5.0	-1.1	-10.5	-3.4
Increase (-)/Decrease (+) in operating receivables	-0.5	3.5	-15.7	-8.4
Increase (+)/Decrease (-) in operating payables	4.8	8.2	4.7	16.2
<b>Cash flow from operating activities</b>	<b>-13.8</b>	<b>-13.4</b>	<b>-69.7</b>	<b>-40.5</b>
<b>Cash flow from investing activities</b>				
Investments in intangible non-current assets	-7.6	-7.5	-20.5	-17.9
Investments in property, plant and equipment	-2.1	-1.3	-11.5	-7.9
Acquisition of businesses or activities less cash and cash equivalents acquired <sup>1</sup>	-	-	-	1.9
<b>Cash flow from investing activities</b>	<b>-9.7</b>	<b>-8.7</b>	<b>-32.0</b>	<b>-23.9</b>
<b>Cash flow from financing activities</b>				
New share issues <sup>1</sup>	-0.0	4.3	5.6	55.3
New share issue expenses	-	-	-	-3.0
Warrant programs	-	-0.0	-0.0	-0.0
Proceeds from borrowings	-	-	-	0.7
Repayments of borrowings	-0.1	-0.1	-0.1	-
Repayments of lease liabilities	-1.8	-1.0	-5.7	-4.0
<b>Cash flow from financing activities</b>	<b>-1.8</b>	<b>3.2</b>	<b>-0.2</b>	<b>48.9</b>
<b>Cash flow for the period</b>	<b>-25.3</b>	<b>-18.9</b>	<b>-102.0</b>	<b>-15.4</b>
Cash and cash equivalents at the beginning of the period	287.9	382.2	363.6	377.6
Exchange gains/losses on cash and cash equivalents	0.3	0.3	1.3	1.4
<b>Cash and cash equivalents at the end of the period</b>	<b>262.9</b>	<b>363.6</b>	<b>262.9</b>	<b>363.6</b>

1) The consideration transferred on the acquisition of SmartSeq S.r.l. in 2022 consisted of SEK 2.0 million in cash and SEK 6.5 million through a new share issue. At the time of the acquisition, Devyser received SEK 4.0 million in cash and cash equivalents from the former associate. See Note 6 on page 16.

2) Operating profit for January to December 2022 includes the EUR 0,6 million provision made for the retroactive payback levy due to the Italian Ministry of Health. During the period January to December 2023 the entire provision has been reversed. See Note 7 on page 16.

## Parent Company income statement

SEK million	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
Net sales	12.5	6.4	37.7	23.9
Cost of goods sold	-0.1	-0.8	-0.2	-0.8
<b>Gross profit</b>	<b>12.5</b>	<b>5.6</b>	<b>37.5</b>	<b>23.2</b>
Other operating income	0.0	0.0	0.0	0.0
Selling expenses	-	-	-0.9	-
Administrative expenses	-6.9	1.7	-20.6	-10.6
Research and development costs	-1.1	-0.5	-3.1	-2.1
Other operating expenses	-0.0	-	-0.0	-0.0
<b>Operating profit/loss</b>	<b>4.4</b>	<b>6.8</b>	<b>12.9</b>	<b>10.4</b>
Net interest and similar items	2.5	0.4	5.2	-0.3
Profit/loss from financial items	2.5	0.4	5.2	-0.3
<b>Profit after financial items</b>	<b>6.9</b>	<b>7.2</b>	<b>18.1</b>	<b>10.2</b>
Appropriations	-68.4	-70.8	-68.4	-70.8
<b>Profit/loss before tax</b>	<b>-61.5</b>	<b>-63.6</b>	<b>-50.3</b>	<b>-60.6</b>
Tax <sup>3</sup>	2.0	10.7	2.1	11.0
<b>Profit/loss for the period</b>	<b>-59.5</b>	<b>-52.9</b>	<b>-48.2</b>	<b>-49.6</b>

As there are no items of other comprehensive income, the Parent Company's earnings are the same as the comprehensive income.

3) See Note 8 on page 16.

# Parent Company balance sheet

SEK million	Dec 31, 2023	Dec 31, 2022
<b>ASSETS</b>		
<b>Non-current assets</b>		
<b>Intangible assets</b>		
Capitalized development expenses	43.3	30.0
<b>Total intangible assets</b>	<b>43.3</b>	<b>30.0</b>
<b>Financial non-current assets</b>		
Investments in Group companies <sup>1</sup>	69.3	58.8
Deferred tax assets <sup>3</sup>	20.2	18.1
<b>Total financial non-current assets</b>	<b>89.5</b>	<b>76.9</b>
<b>Total non-current assets</b>	<b>132.8</b>	<b>106.9</b>
<b>Current assets</b>		
Amounts owed by Group companies	30.4	-
Current tax assets	0.5	0.5
Other receivables	0.3	0.0
Prepaid expenses and accrued income	0.8	0.8
Cash in hand and at bank	218.6	324.1
<b>Total current assets</b>	<b>250.5</b>	<b>325.5</b>
<b>Total assets</b>	<b>383.3</b>	<b>432.4</b>
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Share capital	0.9	0.9
Statutory reserve	3.7	3.7
Reserve for development expenses	43.3	30.0
<b>Total restricted equity</b>	<b>48.0</b>	<b>34.6</b>
Share premium reserve	507.8	501.8
Retained earnings	-131.2	-69.2
Profit/loss for the period	-48.2	-49.6
<b>Total non-restricted equity</b>	<b>328.4</b>	<b>383.0</b>
<b>Total equity</b>	<b>376.3</b>	<b>417.7</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Provisions	1.0	0.8
<b>Total non-current liabilities</b>	<b>1.0</b>	<b>0.8</b>
<b>Current liabilities</b>		
Trade payables	0.9	0.7
Amounts owed to Group companies	0.0	9.2
Current tax liabilities	-	0.3
Other liabilities	2.1	1.4
Accrued expenses and deferred income	2.9	2.3
<b>Total current liabilities</b>	<b>5.9</b>	<b>13.9</b>
<b>Total equity and liabilities</b>	<b>383.3</b>	<b>432.4</b>

1) See Note 6 on page 16. 3) See Note 8 on page 16.

## Changes in the Parent Company's equity

SEK million	Share capital	Reserve for development expenses	Reserves	Share premium reserve	Retained earnings	Profit/loss for the period	Total equity
<b>Opening equity, Jan 1, 2022</b>	<b>0.9</b>	<b>17.9</b>	<b>3.7</b>	<b>443.1</b>	<b>-37.2</b>	<b>-20.4</b>	<b>408.0</b>
Profit/loss for the period	-	-	-	-	-	-49.6	-49.6
Appropriation of earnings	-	-	-	-	-20.4	20.4	-
Capitalization of development expenses	-	12.1	-	-	-12.1	-	-
New share issues <sup>1</sup>	0.1	-	-	61.7	-0.4	-	61.4
New share issue expenses	-	-	-	-3.0	-	-	-3.0
Employee stock options	-	-	-	-	0.9	-	0.9
<b>Closing equity, Dec 31, 2022</b>	<b>0.9</b>	<b>30.0</b>	<b>3.7</b>	<b>501.8</b>	<b>-69.2</b>	<b>-49.6</b>	<b>417.7</b>
<b>Opening equity, Jan 1, 2023</b>	<b>0.9</b>	<b>30.0</b>	<b>3.7</b>	<b>501.8</b>	<b>-69.2</b>	<b>-49.6</b>	<b>417.7</b>
Profit/loss for the period	-	-	-	-	-	-48.2	-48.2
Appropriation of earnings	-	-	-	-	-49.6	49.6	-
Capitalization of development expenses	-	13.3	-	-	-13.3	-	-
New share issues	0.0	-	-	6.0	-0.4	-	5.6
Employee stock options	-	-	-	-	1.3	-	1.3
Warrants	-	-	-	-	-0.0	-	-0.0
<b>Closing equity, Dec 31, 2023</b>	<b>0.9</b>	<b>43.3</b>	<b>3.7</b>	<b>507.8</b>	<b>-131.2</b>	<b>-48.2</b>	<b>376.3</b>

1) See Note 6 on page 16.

# Parent Company cash flow

SEK million	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
<b>Cash flow from operating activities</b>				
Operating profit/loss	4.4	6.8	12.9	10.4
Adjustments for non-cash items				
- Depreciation, amortization and impairment	1.1	0.5	3.1	2.1
- Other non-cash items	0.5	-0.4	0.7	-0.7
Interest received	4.9	0.3	4.9	0.3
Interest paid	-0.0	0.7	-0.0	-0.0
<b>Cash flow from operating activities before changes in working capital</b>	<b>10.9</b>	<b>7.9</b>	<b>21.6</b>	<b>12.2</b>
<b>Cash flow from changes in working capital</b>				
Increase (-)/Decrease (+) in operating receivables	-0.1	13.1	-16.8	0.7
Increase (+)/Decrease (-) in operating payables	-7.6	-18.2	-6.4	-18.2
<b>Cash flow from operating activities</b>	<b>3.1</b>	<b>2.9</b>	<b>-1.6</b>	<b>-5.3</b>
<b>Cash flow from investing activities</b>				
Acquisitions of subsidiaries, net of cash acquired <sup>1</sup>	-	-	-	-2.0
Shareholder contributions	-9.3	-	-9.3	-
Investments in intangible non-current assets	-3.9	-7.3	-16.4	-14.2
Increase/decrease in financial non-current assets	-9.7	-33.7	-83.7	-68.5
<b>Cash flow from investing activities</b>	<b>-22.9</b>	<b>-40.9</b>	<b>-109.4</b>	<b>-84.7</b>
<b>Cash flow from financing activities</b>				
New share issues <sup>1</sup>	-0.0	4.3	5.6	55.3
New share issue expenses	-	-	-	-3.0
Stock option plans	-	-	-0.0	-
<b>Cash flow from financing activities</b>	<b>-0.0</b>	<b>4.3</b>	<b>5.6</b>	<b>52.3</b>
<b>Cash flow for the period</b>	<b>-19.8</b>	<b>-33.7</b>	<b>-105.5</b>	<b>-37.8</b>
Cash and cash equivalents at the beginning of the period	238.4	357.8	324.1	361.8
<b>Cash and cash equivalents at the end of the period</b>	<b>218.6</b>	<b>324.1</b>	<b>218.6</b>	<b>324.1</b>

1) See Note 6 on page 16.

# Notes

## Note 1 Accounting policies

The interim report for the Devyser Group has been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU. The Swedish Annual Accounts Act and RFR 1, Supplementary Accounting Rules for Groups, have also been applied.

The interim report for the Group has been prepared in accordance with IAS 34 Interim Financial Reporting. The Parent Company applies the Swedish Annual Accounts Act and RFR 2, Accounting for Legal Entities. Under RFR 2, the Parent Company is required to apply the same accounting policies as the Group, which means that IFRS should be applied as far as possible within the framework of the Swedish Annual Accounts Act, the Swedish Pension Obligations Protection Act and tax considerations.

New or amended IFRS standards and other IFRIC interpretations came into effect on January 1, 2023. None of the new standards had any impact on the Group's or Parent Company's financial statements at September 30, 2023.

All amounts are reported in millions of kronor (MSEK) unless otherwise stated. The information in brackets refer to the previous year. Rounding may occur in tables and statements, with the result that totals given are not always an exact sum of the rounded amounts.

For more information about the accounting policies, refer to the 2022 Annual Report.

### Segment reporting

Devyser applies IFRS 8 Operating segments. Devyser's activities are currently focused on development and sales within a niche and uniform category of goods of a similar nature in the product area of diagnostic reagents, and only one segment is therefore reported, which is fully reflected in the Group's financial statements. All development activities are focused on the same common base product. The Group's strategic steering committee and highest decision-makers, consisting of the CEO and a number of other senior executives who together form the senior management, evaluate the Group's activities as a whole based on products and product development. Sales are monitored by geographic region, currently Europe, the Middle East and Africa (EMEA), Asia-Pacific, North and South America and other regions. Refer to the table on page 5.

## Note 2 Incentive programs

Devyser has four outstanding incentive programs for employees and key personnel.

### 2021/2024 warrant program

The total program comprises 198,000 warrants. The warrants were acquired at market value. Each warrant entitles its holder to subscribe for one new share at SEK 87.06 per share until June 2024. The warrants are vested at a rate of one-third annually, provided that the holder remains an employee.

As of December 31, 2023, a total of 196,266 warrants had been granted and not exercised. Fredrik Alpsten, CEO, holds 51,000 warrants. Two members of the senior management together hold a total of 80,000 warrants.

### 2021/2026 employee stock option plan

The total plan comprises 102,000 employee stock options, plus 32,048 options for the hedging of social security contributions. The options are granted free of charge. Each option entitles its holder to subscribe for one new share at SEK 87.06 per share until June 2026. The options are vested at a rate of one-third annually starting from the grant date, provided that the holder remains an employee.

As of December 31, 2023, a total of 77,700 options had been granted and not exercised. No members of the senior management hold any employee stock options under the plan.

### 2022/2026 employee stock option plan

The total plan comprises 250,000 employee stock options, plus 78,550 options for the hedging of social security contributions. The options are granted free of charge. Each option entitles its holder to subscribe for one new share at SEK 89.34 per share until June 2026. The options are vested at a rate of one-third annually starting from the grant date, provided that the holder remains an employee.

As of December 31, 2023, a total of 222,900 options had been granted and not exercised. Two members of the senior management together hold a total of 100,000 employee stock options.

### 2023/2027 employee stock option plan

The total plan comprises 200,000 employee stock options, plus 62,840 options for the hedging of social security contributions. The options are granted free of charge. Each option entitles its holder to subscribe for one new share at SEK 101.71 per share until June 2027. The options are vested at a rate of one-third annually starting from the grant date, provided that the holder remains an employee.

As of December 31, 2023, a total of 131,800 options had been granted and not exercised. Fredrik Alpsten, CEO, holds 50,000 options. Four members of the senior management together hold a total of 50,000 employee stock options.

## Note 3 Related-party transactions

Related-party transactions arise in the normal course of business and are carried out at arm's length and market prices. In addition to customary transactions between Group companies and the remuneration of management and the Board, the following transactions with related parties took place during the period:

The Group purchased a software license from a company that is a related party to CFO Sabina Berlin. Expenses for the period from January to December amounted to SEK 30,0 thousand (30,0) and for the fourth quarter of 2023 to SEK 30,0 thousand (0). The transactions are considered to have been carried out at arm's length.

See Note 2 on incentive programs.

## Note 4 Financial assets and liabilities

The financial assets and liabilities on the balance sheet, mainly trade receivables and payables, are measured at amortized cost, which is considered the best estimate of their fair value. Provisions are measured at fair value. There are no derivative instruments.

# Notes, continued

## Note 5 Revenue from contracts with customers

Devyser applies IFRS 15 Revenue from contracts with customers. The majority of Devyser's revenue is from the sale of goods that are sold primarily to clinical labs at hospitals and other operators. Devyser's performance obligations in its contracts consist of providing the goods specified in them. The performance obligations are met and the revenue is reported when control of the products is transferred to the customer. For most delivery contracts, control is transferred when the goods leave Devyser and the customer can therefore control their use and benefit from them. Invoicing normally takes place in connection with delivery. Devyser has chosen to apply the practical solution available under IFRS 15 of not disclosing residual performance obligations if the term is less than one year.

## Note 6 Acquisitions of associates

In February 2022, the Group acquired the remaining 70.1 percent of the Italian associate SmartSeq S.r.l.'s shares. The consideration amounted to SEK 8.6 million, of which 23 percent was paid in cash and 77 percent in newly issued Devyser shares. A total of 81,083 new shares were issued in payment, corresponding to a dilution of around 0.5 percent. At the time of the acquisition, SmartSeq S.r.l. had equity of EUR 456.2 thousand, of which Devyser's share totaled EUR 136.4 thousand.

The acquisition analysis showed a surplus value of approximately SEK 7.7 million, which has been allocated to goodwill (SEK 6.2 million) and rights (SEK 1.5 million). The Amplicon Suite software being developed by SmartSeq is an important part of Devyser's diagnostic analysis customer offering. The acquisition gives Devyser control over the rights and the possibility of integrating the Amplicon Suite into Devyser's existing and future reagent kits at a lower cost.

*Information about the net assets and goodwill acquired:*

Group	Feb 4, 2022
Consideration	
- cash paid	4.0
- share issues	6.5
- revaluation of acquisition of control	1.6
<b>Total consideration</b>	<b>12.1</b>
Fair value of net assets acquired	6.0
<b>Goodwill</b>	<b>6.2</b>

In the item other operating income in the consolidated statement of income and other comprehensive income for 2022, SEK 1.6 million relate to the revaluation of the acquisition of control.

## Note 7 Provision due to retroactive payback levy

In 2022, the Italian Ministry of Health introduced a retroactive levy, known as "payback", on companies that marketed medical devices in Italy, for sales to the National Health Service (NHS-SSN) in 2015, 2016, 2017 and 2018.

The total amount provided for amounts to EUR 0,6 million as of December 31, 2022, and was reported in the consolidated statement of income and other comprehensive income in Selling expenses, and in the consolidated statement of financial position in Other liabilities. Estimated costs for the years 2019 to 2022 have been included. After evaluating the assessed legal situation together with the company's Italian lawyer, the assessment has been made that the payback fee will not have to be paid. During the second quarter 2023, EUR 0,2 million was reversed corresponding to SEK 2.1 million, and during the fourth quarter the remaining EUR 0,4 million of the provision was reversed corresponding to SEK 4.8 million.

## Note 8 Deferred tax

Within the Group, deferred tax is mainly recognized for accumulated losses, leases and endowment policies for which there are temporary differences.

The tax effects on loss carryforwards are taken into account only to the extent that there are convincing factors that suggest that these can be utilized in the foreseeable future. There are no time limits on any of the losses.

At year-end 2023, the Parent Company had carry forwards of unused tax losses of SEK 185.8 million (136.9), corresponding to deferred tax asset of SEK 38.3 million (28.2). After valuation, SEK 19.1 million (17.3) are recognized in deferred tax assets in the balance sheet.



## Use of non-IFRS performance measures

The Devyser Group prepares its consolidated financial statements in accordance with IFRS. Only a few performance measures are defined in the IFRS standards. Devyser applies the Guidelines on Alternative Performance Measures (APMs) issued by the European Securities and Markets Authority (ESMA). To support the assessment of the Group's performance made by senior management and other stakeholders, Devyser uses some non-IFRS performance measures. Senior management believes that these measures make it easier to evaluate the performance of the Group.

Definitions of non-IFRS performance measures that are not provided elsewhere in this report are presented in the following table. The measures have been calculated using the actual financial statements, including IFRS 16.

	Oct - Dec 2023	Oct - Dec 2022	Jan - Dec 2023	Jan - Dec 2022
<b>Gross margin (gross profit/net sales)</b>				
Gross profit, SEK million	40.0	27.2	144.7	103.4
Net sales, SEK million	45.4	34.2	169.3	126.6
Gross margin, %	88.1	79.5	85.5	81.7
<b>EBITDA margin (EBITDA/net sales)</b>				
Operating profit/loss, SEK million	-18.5	-25.9	-58.9	-52.0
Depreciation/amortization, SEK million	-4.3	-2.5	-13.1	-8.5
Net sales, SEK million	45.4	34.2	169.3	126.6
EBITDA margin, %	Neg	Neg	Neg	Neg
<b>Operating margin (operating profit/net sales)</b>				
Operating profit/loss, SEK million	-18.5	-25.9	-58.9	-52.0
Net sales, SEK million	45.4	34.2	169.3	126.6
Operating margin, %	Neg	Neg	Neg	Neg
<b>Return on equity (profit for the period/average equity)</b>				
Profit/loss for the period, SEK million	-13.1	-16.7	-53.6	-46.0
Average equity, SEK million	391.6	437.1	408.3	424.1
Return on equity, %	Neg	Neg	Neg	Neg
<b>Net cash/Net debt (interest-bearing liabilities - interest-bearing assets)</b>				
Interest-bearing liabilities, SEK million	74.8	21.2	74.8	21.2
Interest-bearing assets, SEK million	262.9	363.6	262.9	363.6
Net cash (-)/Net debt (+), SEK million	-188.2	-342.4	-188.2	-342.4
<b>Equity ratio (closing equity for the period/closing total assets for the period)</b>				
Closing equity, SEK million	385.1	431.4	385.1	431.4
Closing total assets, SEK million	510.1	500.6	510.1	500.6
Equity ratio, %	75.5	86.2	75.5	86.2
<b>Growth adjusted for exchange rate changes (((sales in currency for the period * (previous period's exchange rate - average exchange rate for the period in currency) + net sales)) - previous period's net sales))/previous period's net sales)</b>				
Net sales in EUR million	3.1	2.5	11.7	9.9
Net sales in USD million	0.5	0.1	1.8	0.7
Net sales in GBP million	0.1	0.1	0.5	0.3
Net sales, SEK million	45.4	34.2	169.3	126.6
Average exchange rate EUR/SEK	11.4788	10.9343	11.4751	10.6301
Average exchange rate USD/SEK	10.6850	10.7245	10.6121	10.1202
Average exchange rate GBP/SEK	13.2396	12.5735	13.1954	12.4658
Sales growth adjusted for exchange rate changes, %	27.5	29.8	24.9	29.0

# About Devyser

Devyser develops, manufactures and sells diagnostic solutions and analysis services to clinical laboratories in over 65 countries. Our products are used for advanced genetic testing in the fields of inherited diseases, oncology and transplantation. They provide the opportunity to tailor cancer treatments, diagnose a wide range of genetic diseases and follow up transplant patients. Devyser's products, and unique, patented solution, which require only a single test tube, simplify genetic testing processes, improve sample throughput, minimize hands-on time and deliver rapid results. Our goal is for every patient to receive a correct diagnosis in the shortest possible time. Sustainability is a central part of Devyser's business model, and is a prerequisite for long-term value creation over time.

Devyser was founded in 2004 and is based in Stockholm, Sweden. The company has eight in-house sales offices in Europe and the US, as well as a CLIA laboratory in Atlanta, Georgia. In August 2022, Devyser's quality management system was IVDR certified.

Devyser's shares are listed on the Nasdaq First North Premier Growth Market Stockholm (ticker: DVYSR).

For more information, visit [www.devyser.com](http://www.devyser.com).

The company's Certified Adviser is Redeye AB.

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All reports are published on the company's website: <https://investors.devyser.com/en/reports-presentations>

### Financial calendar

Interim report Q1 2023	May 9, 2023
Annual General Meeting	May 10, 2023
Interim report Q2 2023	August 23, 2023
Interim report Q3 2023	November 9, 2023
Year-end report 2023	February 20, 2024
Annual report 2023	April 11, 2024
Interim report Q1 2024	May 8, 2024
Annual General Meeting 2024	May 14, 2024
Interim report Q2 2024	July 23, 2024
Interim report Q3 2024	October 30, 2024
Year-end report 2024	February 13, 2025

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