



## PROSTALUND AB

### Interim report January-September 2024

**“With the first ten CoreTherm® Eagle machines manufactured, we see great opportunities to provide more clinics, both in the Nordic region and internationally, with the possibility to offer an effective, outpatient treatment for benign prostate enlargement. Together we can improve the quality of life for men with prostate problems.”**

Lund November 7, 2024  
Anders Kristensson, CEO

# Third quarter

## July 1 - September 30

- Net sales reached SEK 3,5 million (4,8)
- Operating profit/loss totaled SEK -4,4 million (-6,2)
- Loss after taxes SEK -4,5 million (-6,3)
- Earnings per share, SEK before and after dilution amounted to SEK -0,04 (-0,08)
- Cash flow from operating activities amounted to SEK -3,4 million (-11,9)

## January 1 - September 30

- Net sales reached SEK 9,8 million (10,9)
- Operating profit/loss totaled SEK -16,3 million (-13,4)
- Loss after taxes SEK -16,5 million (-13,5)
- Earnings per share, SEK before and after dilution amounted SEK -0,18 (-0,21)
- Cash flow from operating activities amounted to SEK -16,1 million (-17,9)
- Cash and cash equivalents amounted to SEK 12,1 million (22,5)

## Key figures

| (SEK MILLION)                       | JUL-SEP<br>2024 | JUL-SEP<br>2023 | JAN-SEP<br>2024 | JAN-SEP<br>2023 |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|
| Net sales                           | 3,5             | 4,8             | 9,8             | 15,6            |
| Gross Margin, (%)                   | 62,9            | 73,2            | 68,6            | 69,5            |
| Operating profit/loss, EBIT         | -4,4            | -6,2            | -16,3           | -13,4           |
| Cash flow from operating activities | -3,4            | -11,9           | -16,1           | -17,9           |
| Cash and cash equivalents           | 12,1            | 22,5            | 12,1            | 22,5            |
| Average number of employees         | 9               | 9               | 7               | 9               |

## Significant events during the period

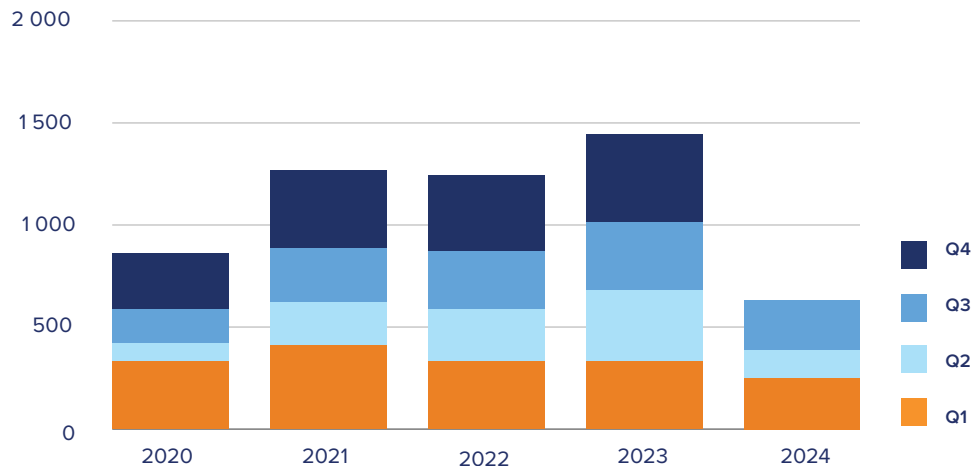
- On July 3, ProstaLund announced that it is carrying out a directed issue of units to the guarantor in connection with the completed rights issue.
- ProstaLund informed on July 11 to return with an announcement last day of trading in BTU after the rights issue has been registered.
- ProstaLund announced on July 17 the last day of trading in BTUs and first day of trading in warrants of series TO 3.
- First patients treated with CoreTherm® Concept in Austria.
- Published study confirms the good effect of transurethral intraprostatic anesthesia (TUIA) via Schelin Catheter®.
- ProstaLund's CEO and CFO have acquired shares and warrants.

## Significant events after the end of the period

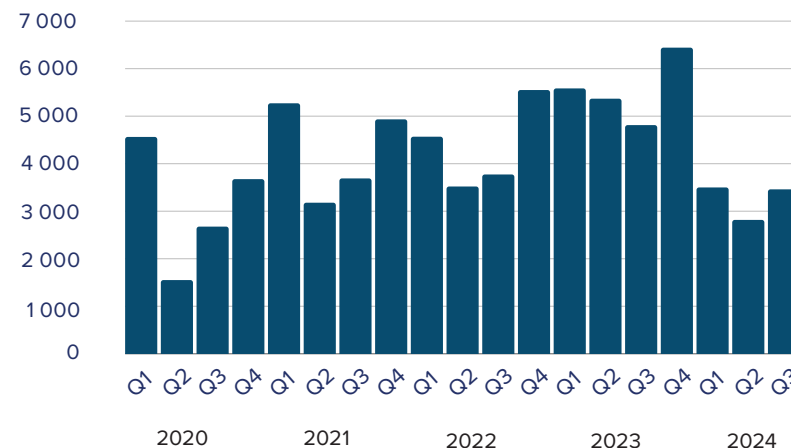
- First published report of transurethral intraprostatic anaesthesia (TUIA) using the Schelin Catheter® in patients undergoing holmium laser enucleation of the prostate.
- Short-term results and long-term durability after CoreTherm® treatments presented at the Emirates International Urological Conference in Dubai, UAE.
- Notice of Extraordinary General Meeting regarding decision on reverse share split.

# Overview of the company's development

Number of CoreTherm® treatments sold in the Nordic region 2020-2024



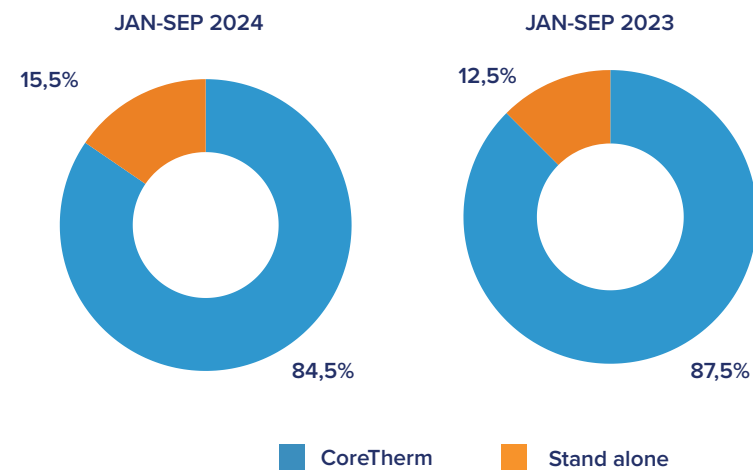
Sales development per quarter, 2020-2024 (SEKt)



Quarterly financial performance

| (KSEK)                     | Q3 2024 | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|
| Net sales                  | 3 461   | 2 816   | 3 500   | 6 418   | 4 791   | 5 335   | 5 518   |
| Gross profit/loss          | 2 177   | 2 087   | 2 440   | 4 718   | 3 507   | 3 602   | 3 763   |
| Gross margin (%)           | 62,9%   | 74,1%   | 70,0%   | 73,5%   | 73,2%   | 67,5%   | 68,2%   |
| Overhead costs             | -6 591  | -9 242  | -7 180  | -8 454  | -9 570  | -7 260  | -6 906  |
| Operating profit/loss      | -4 443  | -7 162  | -4 732  | -6 461  | -6 231  | -4 022  | -3 143  |
| Profit/loss for the period | -4 489  | -7 209  | -4 759  | -3 489  | -6 270  | -4 074  | -3 183  |
| Cash flow                  | 8 741   | -3 564  | -8 075  | -7 527  | -11 516 | 28 130  | -5 930  |

Sales distributed by category (SEKt)





# CEO update

**The third quarter of the year has been intensive for ProstaLund, the main focus has been on turning sales development and finalizing the work with CoreTherm® Eagle, and it is pleasing that we are now seeing positive results on both these fronts.**

In terms of sales, we have seen an improved sales volume compared to the previous quarter, both in terms of the number of CoreTherm treatments and stand-alone products mainly the Schelin catheter. It is also positive that we now see increased incoming calls to our based on the marketing activities initiated both in Sweden and Denmark, which is pleasing and creates optimism for the number of CoreTherm® treatments in the future. We have achieved this through advertising, targeted campaigns and keyword optimization, and in the future we will work even more closely with our clinics to get more men to actively seek help for their prostate problems.

Interest in the Schelin Catheter® continues to grow and we have been pleased to share additional studies where our catheter has been used in connection with other types of surgery for benign prostate prostate enlargement with good results. As part of strengthening our sales and marketing activities in one of our most important markets, we welcome Nicholas Cooper to ProstaLund. Nicholas lives in Germany, has worked in the field of urology for many years. He will work exclusively with our stand-alone products where the focus focus is to work in close cooperation with our European distributors for a continued positive development of these.

During the quarter, the work of finalizing CoreTherm® Eagle has progressed very positively and together with our supplier we have developed 10 new CoreTherm® Eagle machines. In the near future, the first CoreTherm® Eagle machine will be rolled out to customers. In recent years, ProstaLund has had a clear limitation in the number of machines, 28 in total. With the upcoming rollout, completely new conditions are created for ProstaLund to be able to increase sales volumes in both the short and long term and give more men with prostate problems the opportunity for a better everyday life and future.

The new CoreTherm® Eagle machines will be available on a volume, lease or purchase basis purchase agreements, where we have developed different pricing models for the treatment catheters and accessories based on the contract model preferred by the customer. Based on customer discussions held during the quarter, we envision a mix of agreements, which is expected to have positive effects on the company's liquidity going forward.

In conclusion, we continue to see good prospects for a return to previous normal sales levels and that we will soon be able to start adding new customers with the launch of CoreTherm® Eagle, both in the Nordic region and internationally, which gives us new opportunities for growth.

We look forward to an exciting end of the year!



Lund November 7, 2024  
Anders Kristensson  
CEO

# Financial information

## Net sales and profit/loss

Net sales amounted to KSEK 3 461 (4 791) for the third quarter, which was a total decrease of 27.8 percent compared to the corresponding quarter last year.

The gross margin weakened during the quarter and amounted to 62.9% (73.2). The margin was negatively affected by an obsolescence write-down of inventory of approximately SEK 250 thousand. Apart from this, the gross margin amounted to 70.0%.

The operating result for the third quarter amounted to -4 443 (-6 231) KSEK.

Profit after tax amounted to SEK -4,489 (-6,270) thousand.

Net sales for the period January-September amounted to KSEK 9,777 (15,644), a decrease of 38 percent.

The gross margin for the period January-September amounted to 68.6% (69.5). Underlying margin excluding write-down of obsolete inventory was 71.1%.

The operating result for the period January-September amounted to KSEK -16 337 (-13 396).

Profit after tax for the corresponding period amounted to -16 457 (-13 527) KSEK.

## Investments

Investments in property, plant and equipment amounted to SEK 486 (45) thousand for the third quarter. Investments in intangible fixed assets amounted to SEK 2,601 (531) thousand, which mainly relates to the company's new platform CoreTherm® Eagle.

For the period January-September, investments in property, plant and equipment amounted to SEK 537 (146) thousand. Investments in intangible assets amounted to SEK 5,319 (1,558) thousand for the same period.

## Financial position and financing

Cash flow from operating activities for the third quarter amounted to SEK -3 365 (-11 927) thousand.

For the period January-September, cash flow from operating activities amounted to KSEK -16,065 (-17,933).

The company took out a bridge loan of SEK 4 million in June, without collateral, from the main owner Mats Alyhr. The short-term loan of SEK 4 million was repaid in full including interest on July 12.

The rights issue, which was carried out in June and was 80% subscribed, provided the company with SEK 23 million in new capital before deduction of issue costs. Transaction costs amounted to SEK 3.7 million.

Equity amounted to KSEK 57,906 (58,778) and the equity ratio was 90 (85) percent.

Cash and cash equivalents amounted to KSEK 12,121 (22,546) as of September 30, 2024.

## Organisation

At the end of the period, the company had 9 (9) employees, of whom 6 (6) were women and 3 (3) men. The average number of employees during the period was 7 and the number of consultants was 7.

A decision has been made to merge the subsidiary Nordisk Medicin & Teknik AB into the parent company ProstaLund AB through a so-called absorption. This process is now completed as the merger was approved and executed on August 5, 2024.

## Research and development

Development work is carried out in-house in collaboration with external clinics and technical consultants. Develop-

ment work is focused on new development and further refinement of the current product portfolio.

## Insurance

ProstaLund has common corporate insurance, which also includes product liability. The insurance is subject to ongoing review. The Board of Directors has determined that the corporate insurance is adapted to the current scope of operations.

## Disputes

ProstaLund is not a party in any legal disputes or arbitrations. The Board of Directors is not aware of any circumstances that could lead to any such legal processes being imminent.

## Risk factors

ProstaLund is affected by a number of risks whose effects could have a negative impact on its future, earnings or financial position.

The latest annual report and prospectus, which is available at the company's website, [www.prostalund.se](http://www.prostalund.se), contains a description of the risk factors. The risk factors that are judged to be of the greatest importance are listed below, in no particular order:

- Dependence on financing
- Dependence on key personnel
- Regulatory approvals
- Product liability
- Currency risk
- Competition
- Disputes
- Changes in legislation

## Prerequisites for continued operation

This financial information has been prepared based on the assumption of continued operations. The company has historically reported losses. In preparing the report, management has based its assumptions on existing cash and cash equivalents, increased sales and the possibility of

other financing.

There are uncertainties that could lead to significant doubts to continuing operations if the assumptions above are not fulfilled.

The management and the Board of Directors are aware that there are uncertainties in the estimation of future cash flows as well as uncertainties in the financing of operations. The current assessment is that the conditions for positive development over time are good and that new financing of the company would be possible if needed. If the Group for some reason can't continue to operate, it may affect the Group's ability to realize the carrying amount of the assets, especially related to capitalized expenses for development work, and to pay debts at a normal rate and in the amounts included in the Group's interim report.

#### Transactions with related parties

##### Contracts with members of the Board of Directors

The Company has entered into consultancy agreements with some of its Directors. The consultancy agreements regulate the Board members' performance of assignments that cannot be regarded as tasks normally incumbent on a Board member. The fee for work under the consultancy agreement amounts to SEK 1 800 per hour. Other members of the Board and the CEO must approve such work before it is carried out.

##### Royalty agreement

The company has previously entered into a royalty agreement with Schelin Medicin AB regarding the rights to the products Coreflow® Soft Stent and the Schelin Catheter®. The agreement states that 2 percent of the invoiced amount for these products must be paid in royalties to Schelin Medicin AB, provided that the company reports a profit and that a patent has been granted. The royalties can amount to a maximum of SEK 4 million per year and a maximum of SEK 20 million in total. The agreement shall cease to apply once SEK 20 million has been paid out to Schelin Medicin AB.

#### Valuation of intangible assets

The reported capitalized expenses for development work are subject to management's impairment test. The most critical assumption, evaluated by management, relates to whether the intangible asset is expected to generate future economic benefits, which at least must correspond to the carrying amount of the intangible asset. Management has determined that the expected future cash flows are sufficient to justify the carrying amount of the intangible asset, which is why no write-down has been made. However, the valuation is based on and dependent on the conditions for continued operation.

#### Remuneration policy

The guiding principle is that ProstaLund will offer its management and key personnel competitive remuneration based on the market situation, the company's performance and individual performance. The design of the remuneration policy shall ensure that management and key personnel and the shareholders have common goals.

#### Shares

ProstaLund is listed on Nasdaq First North Growth Market. The company is traded under the ticker PLUN and the ISIN code SE0002372318. Certified Adviser is Västra Hamnen Corporate Finance AB.

The number of shares at the end of the period was 123 038 037. and the quota value was SEK 0.1 per share. All shares are of the same class and have the same voting rights.

Through the rights issue and the replacement issue, the number of shares in ProstaLund increased from 76,588,737 to 123,038,037 and the share capital increased from SEK 7,658,873.70 to SEK 12,303,803.70.

Upon full exercise of the warrants of series TO 3 issued in connection with the rights issue, the number of shares will increase by an additional 22,976,619, from 123,038,037 to 146,014,656, and the share capital will increase by an additional SEK 2,297,661.90, from SEK 12,303,803.70 to SEK 14,601,465.60. Upon full exercise of the warrants of series

TO 3 issued in the Compensation Issue are fully exercised for subscription of new shares in the company, the number of shares in the company will increase by an additional 248,031 shares to a total of 146,262,678 shares, and the share capital will increase by an additional SEK 24,803.10 to SEK 14,626,268.70 (calculated on the number of outstanding shares and the share capital in the company after the Rights Issue and the Compensation Issue).

#### Annual report

The annual report for 2023 was published on April 19, 2024. The annual report is available on the company's website, [www.prostalund.se](http://www.prostalund.se).

#### Annual General Meeting

The Annual General Meeting 2024 was held on May 30th in Lund.

#### Financial calendar

- 2025-02-20 Year-end report 2024

#### Scope of the report

This year-end report covers the period from January 1, 2024 to September 30, 2024. The comparative information in the report refers to the corresponding period in 2023, unless otherwise stated. All information in the report refers to ProstaLund AB (publ). No consolidation of the wholly owned subsidiaries is performed since they are an insignificant part of the operations. For the full year 2023 the subsidiaries accounted for less than 1% of the total sales and profit.

#### Accounting policies

This report has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Accounting Standards Board's general advice. Accounting principles and calculation methods applied are in accordance with the accounting principles used in the preparation of the most recent annual report.

#### Audit

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

## Assurance of the Board of Directors and Managing Director

The Board and the Managing Director assure that the interim report provides a fair overview of the company's operations, position and results, and describes significant risks and uncertainty factors that ProstaLund AB face.

Lund, November 7, 2024

Per Langö  
Chairman of the Board

Tomas Eriksson  
Board member

Paul de Potocki  
Board member

Tom Rönnlund  
Board member

Marianne Östlund  
Board member

Anders Kristensson  
CEO

## Sharholder information

### For questions about this report, please contact:

Anders Kristensson CEO, ProstaLund AB (publ)

- Tel: 0769-42 12 16
- E-post: anders.kristensson@prostalund.com

### Publication

This information is information that ProstaLund AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 07:30 a.m. CET on November 7, 2024.

ProstaLund is listed on Nasdaq First North Growth Market. The company is traded under the ticker PLUN and ISIN code SE0002372318.

Certified Advisor is Västra Hamnen Corporate Finance AB.

## Income Statement in Summary

| KSEK  | JUL-SEP<br>2024 | JUL-SEP<br>2023 | JAN-SEP<br>2024 | JAN-SEP<br>2023 | JAN-DEC<br>2023 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating income</b>                         |                 |                 |                 |                 |                 |
| Net sales                                       | 3 461           | 4 791           | 9 777           | 15 644          | 22 062          |
| Cost of goods sold                              | -1 284          | -1 284          | -3 073          | -4 772          | -6 472          |
| <b>Gross profit</b>                             | <b>2 177</b>    | <b>3 507</b>    | <b>6 704</b>    | <b>10 872</b>   | <b>15 590</b>   |
| Sales and Marketing expenses                    | -3 205          | -5 872          | -10 924         | -14 287         | -17 855         |
| Administrative expenses                         | -2 119          | -2 641          | -8 135          | -5 955          | -9 316          |
| Research and development costs                  | -1 267          | -1 057          | -3 954          | -3 494          | -5 019          |
| Other operating income                          | 43              | 20              | 399             | 20              | 669             |
| Other operating costs                           | -72             | -188            | -427            | -552            | -926            |
| <b>Operating profit/loss</b>                    | <b>-4 443</b>   | <b>-6 231</b>   | <b>-16 337</b>  | <b>-13 396</b>  | <b>-16 857</b>  |
| <b>Profit/loss from financial items</b>         |                 |                 |                 |                 |                 |
| Interest income and similar profit/loss items   | 4               | 2               | 31              | 3               | 14              |
| Interest expenses and similar profit/loss items | -50             | -41             | -151            | -134            | -173            |
| <b>Profit/loss after financial items</b>        | <b>-4 489</b>   | <b>-6 270</b>   | <b>-16 457</b>  | <b>-13 527</b>  | <b>-17 016</b>  |
| Tax expenses                                    | -               | -               | -               | -               | -               |
| <b>Profit/loss for the period</b>               | <b>-4 489</b>   | <b>-6 270</b>   | <b>-16 457</b>  | <b>-13 527</b>  | <b>-17 016</b>  |

## Per share data

|   | JUL-SEP<br>2024 | JUL-SEP<br>2023 | JAN-SEP<br>2024 | JAN-SEP<br>2023 | JAN-DEC<br>2023 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| Earnings per share, SEK (basic and diluted) | -0,04           | -0,08           | -0,18           | -0,21           | -0,25           |
| Equity per share, SEK                       | 0,47            | 0,77            | 0,47            | 0,89            | 0,81            |
| Equity-asset ratio, %                       | 90%             | 85%             | 90%             | 85%             | 84%             |
| Number of outstanding shares                | 123 038 037     | 76 588 737      | 123 038 037     | 76 588 737      | 76 588 737      |
| Average number of outstanding shares        | 123 038 037     | 76 588 737      | 92 071 837      | 65 732 570      | 68 446 612      |
| Share value at the end of the period, SEK   | 0,40            | 2,39            | 0,40            | 2,39            | 1,63            |

Note: All figures above concerns the parent company ProstaLund AB (publ). For more info look at page 6 under Scope of the report.

## Definitions of financial ratios

### Earnings per share

Profit/loss for the period divided by average weighted number of shares.

### Equity-asset ratio

Equity divided by total assets.

### Equity per share

Equity divided by number of shares at the end of the period.



## Balance Sheet in Summary

| All amounts in SEK thousand            | 2024-09-30    | 2023-09-30    | 2024-06-30    | 2023-12-31    |
|--|---------------|---------------|---------------|---------------|
| <b>Assets</b>                          |               |               |               |               |
| Intangible assets                      | 33 274        | 26 422        | 30 701        | 28 038        |
| Property, plant & equipment            | 854           | 431           | 398           | 396           |
| Financial assets                       | 0             | 464           | 464           | 464           |
| Inventories                            | 14 564        | 14 607        | 15 292        | 16 955        |
| Trade receivables                      | 2 141         | 2 722         | 1 233         | 2 182         |
| Receivables from group companies       | -             | -             | -             | -             |
| Other receivables                      | 1 736         | 1 613         | 4 347         | 2 504         |
| Cash and bank balances                 | 12 121        | 22 546        | 3 380         | 15 019        |
| <b>Total assets</b>                    | <b>64 690</b> | <b>68 805</b> | <b>55 815</b> | <b>65 558</b> |
| <b>Equity and liabilities</b>          |               |               |               |               |
| Equity                                 | 57 906        | 58 778        | 43 321        | 55 289        |
| Interest-bearing liabilities, longterm | 633           | 1 033         | 733           | 933           |
| Current interest-bearing liabilities   | 400           | 400           | 4 430         | 400           |
| Liabilities to group companies         | -             | -             | 165           | 98            |
| Trade payables                         | 4 552         | 5 535         | 5 961         | 6 413         |
| Other liabilities                      | 1 199         | 3 059         | 1 205         | 2 425         |
| <b>Total equity and liabilities</b>    | <b>64 690</b> | <b>68 805</b> | <b>55 815</b> | <b>65 558</b> |

## Summary statement of changes in equity

| All amounts in SEK thousand | 2024-09-30    | 2023-09-30    | 2023-12-31    |
|-----------------------------|---------------|---------------|---------------|
| Opening balance             | 55 289        | 41 684        | 41 684        |
| New share issues            | 22 976        | 32 669        | 33 942        |
| Cost of new share issues    | -3 653        | -3 135        | -3 321        |
| Result from merger          | -249          | -             | -             |
| Profit/loss for the period  | -16 457       | -13 527       | -17 016       |
| <b>Closing balance</b>      | <b>57 906</b> | <b>58 778</b> | <b>55 289</b> |

Note: All figures above concerns the parent company ProstaLund AB (publ). For more info look at page 6 under Scope of the report.

## Cash Flow Analysis in Summary

| All amounts in SEK thousand   | JUL-SEP 2024  | JUL-SEP 2023   | JAN-SEP 2024   | JAN-SEP 2023   | JAN-DEC 2023   |
|---|---------------|----------------|----------------|----------------|----------------|
| <b>Profit/loss after financial items</b>                                    | <b>-4 489</b> | <b>-6 270</b>  | <b>-16 457</b> | <b>-13 527</b> | <b>-17 016</b> |
| Adjustments for non-cash items  | 53            | 83             | 157            | 204            | 265            |
| Tax paid  | -             | -              | -              | -              | -              |
| <b>Cash flow from operating activities before changes in working capita</b> | <b>-4 436</b> | <b>-6 187</b>  | <b>-16 300</b> | <b>-13 323</b> | <b>-16 751</b> |
| Changes in working capital  | 1 071         | -5 740         | 235            | -4 610         | -6 967         |
| <b>Cash flow from operating activities</b>                                  | <b>-3 365</b> | <b>-11 927</b> | <b>-16 065</b> | <b>-17 933</b> | <b>-23 718</b> |
| Capitalization of development expenditure                                   | -2 601        | -531           | -5 319         | -1 558         | -3 200         |
| Acquisition/disposal of property, plant & equipment                         | -486          | -45            | -537           | -146           | -146           |
| Acquisition/disposal of financial fixed assets                              | -             | -              | -              | -              | -              |
| <b>Cash flow from investing activities</b>                                  | <b>-3 087</b> | <b>-576</b>    | <b>-5 856</b>  | <b>-1 704</b>  | <b>-3 346</b>  |
| New share issue   | 22 976        | 1 273          | 22 976         | 33 942         | 33 942         |
| Transaction costs attributable to new share issue                           | -3 653        | -186           | -3 653         | -3 321         | -3 321         |
| Change in bank overdraft facilities   | -             | -              | 4 030          | 1 000          | 1 000          |
| Change in bank overdraft facilities   | -4 130        | -100           | -4 330         | -1 300         | -1 400         |
| <b>Cash flow from financing activities</b>                                  | <b>15 193</b> | <b>987</b>     | <b>19 023</b>  | <b>30 321</b>  | <b>30 221</b>  |
| <b>Total cash flow for the period</b>                                       | <b>8 741</b>  | <b>-11 516</b> | <b>-2 898</b>  | <b>10 684</b>  | <b>3 157</b>   |
| Cash and cash equivalents at start of period                                | 3 380         | 34 062         | 15 019         | 11 862         | 11 862         |
| <b>Cash and cash equivalents at end of period</b>                           | <b>12 121</b> | <b>22 546</b>  | <b>12 121</b>  | <b>22 546</b>  | <b>15 019</b>  |

Note: All figures above concerns the parent company ProstaLund AB (publ). For more info look at page 6 under Scope of the report.

# Business overview

## The Company in brief

ProstaLund is a Swedish company with headquarters in Lund. The company's registration number is 556745-3245. ProstaLund is a Swedish public limited company that was registered at the Swedish Companies Registration Office on December 4, 2007. The Board has its registered head office in the municipality of Lund and operations are based in Sweden. The company's office address is Scheelevägen 19 in Lund with telephone number +46 46-12 09 08. The company's website is [www.prostalund.se](http://www.prostalund.se). The company is a reconciliation company and its share register is kept by Euroclear Sweden AB. In addition to ProstaLund, which is the parent company, the group includes the wholly owned subsidiaries Nordisk Medicin & Teknik AB ("NMT") and the American subsidiary CoreTherm® Medical Inc. ("CMI").

## Introduction to the Company's operations

The company develops, markets and sells products in urology. The majority of the sales are made through recurring sales of disposable catheters and other accessories that are used together with the Company's platform in the treatment of BPH/BPE.

The company has a treatment concept (CoreTherm® Concept) for individually adapted heat treatment for benign prostate enlargement, also called BPE or BPH, which mainly affects men over 50 years of age.

In recent years, the company has developed a new platform, CoreTherm® Eagle, which received market approval through a CE marking based on the EU's medical technology regulations (MDR) in February 2023.

The platform now has, among other things, a built-in computer, temperature reading in real time, storage of patient data and built-in recommendations for treating doctors. The company believes that CoreTherm® Concept constitutes one of the market's best treatments against BPH/

BPE with regards to parameters such as treatment results, possibility to treat regardless of prostate size, retreatment frequency, treatment time, fewer complications compared to surgical intervention, learning time for doctors and cost of a treatment. CoreTherm® Concept consists of several patented and unique inventions where the machine's treatment control is based on 25 years of research and clinical experience.

At the same time, the Company has two independent products, Schelin Catheter® and CoreFlow® Soft Stent, which were launched in Europe in September 2022 with good results. These products have shown strong growth for the full year 2023 compared to the previous year and their share of the Company's total sales now corresponds to 15%. It is the Company's opinion that the products are unique because there are no similar products on the market as a result of the Company holding patents for both products in the markets in which the Company operates.

The company's product range is CoreTherm® Concept, which consists of anesthetic catheters (Schelin Catheter®), treatment catheters (CoreTherm® Catheter) and aftercare catheters (CoreFlow® Soft Stent).

Schelin Catheter® and CoreFlow® Soft Stent are also sold for use in other treatment methods outside of the CoreTherm® Concept. The company also sells the urine flow meter Oruflow.



CoreTherm® Eagle



CoreTherm® Catheter

### **CoreTherm® Concept – Treatment concept**

CoreTherm® Concept is a patented and individually adapted treatment concept of BPH/BPE through heat.

CoreTherm® Concept is used today primarily in public hospitals and private clinics in the Nordics region. In 2023, the company had approximately 20 percent market share of the treatments performed in Sweden. The treatment is evidence-based and has the same end result as surgery<sup>1</sup>. The concept has a number of advantages:

- The size of the prostate does not limit the method
- The treatment is performed under local anesthesia, as compared with full anesthesia during surgery
- Maximum treatment time is 15 minutes

During a CoreTherm® Concept treatment, the temperature is measured in real time. The treatment effect can thus be calculated continuously and with the help of the temperature monitoring, the responsible doctor or nurse can control the treatment. The treatment takes a maximum of 15 minutes and the entire visit to the reception takes around 1 hour in total.

### **Schelin Catheter® - Injection tool**

Schelin Catheter® is a patented and unique product that has a built-in needle in the catheter intended for intraprostatic and periprostatic injection of drugs directly into the prostate. With the Schelin Catheter®, anesthetics and adrenaline are administered to manage pain and prostatic blood flow during a CoreTherm® Concept treatment of BPH/BPE, and the catheter thus plays a central role in the development of the treatment concept.

The product can also be used in other contexts, for example before local anesthesia and other treatment procedures for ailments of the prostate, where drugs need to be administered into the prostate sterily. Since the launch, September 2022, the company has experienced increased demand for the product in Europe.

### **CoreFlow® Soft Stent – Aftercare product**

CoreFlow® Soft Stent is a patented and unique product. The product is a hybrid between a catheter and a stent and has many uses. The product can be used as a disposable product after the BPH/BPE treatment regardless of the treatment method. The product can also be used as a diagnostic tool and simulate what the results of treatment might be prior to undergoing an invasive measure against obstruction, microwave therapy (TUMT) or transurethral resection (TURP). The product is also an alternative to an indwelling catheter (CAD) in case of urinary retention, which enables self-drainage and reduces the risk of urinary tract infection. CoreFlow® Soft Stent can partially replace urodynamic examinations, as well as be used where such examinations are not possible.

This product is also used outside of the CoreTherm® Concept treatment and is sold as a stand-alone product in Europe together with the Schelin Catheter® (see above).



Schelin Catheter®



CoreFlow® Soft Stent

1. Mattiasson A., Wagrell L., Schelin S., et al: Five-year follow up of feed-back microwave thermotherapy versus TURP for clinical BPH: a prospective randomized multicenter study. Urology 69, 91-97, 2007





ProstaLund is a Swedish medtech company, a leader in the development of innovative urology products and treatments. ProstaLund has patented CoreTherm®, customised thermal treatment of Benign Prostatic Enlargement (BPE).

**ProstaLund AB**  
**Scheelevägen 19**  
**SE-223 63 Lund**

**[info@prostalund.com](mailto:info@prostalund.com)**

**Tel: +46 46-12 09 08**

**[www.prostalund.se](http://www.prostalund.se)**

