

Coala Life November monthly KPI´s USA

KPI´s November 2023:

- Patients in RPM as of November 30, 2023: 3,800
- Annual revenue rate as of November 30, 2023: \$3.7 million

Explanations of KPI´s

Patients in RPM as of November 30, 2023 – Number of patients that the company monitors in USA at the end of November.

Annual revenue rate as of November 30, 2023 – Estimated recurring revenue in USD based on November month´s revenue, measured at an annual rate.

Comments of KPI´s November 2023

November was with the holidays one week shorter than October, at the same time during the month Coala ended its collaboration with about 10 clinics that turned out to be poor payers. With a good pipeline, we believe this will be compensated for in Q1 2024.

Historical KPI´s

Month	Patients in remote monitoring	Annual rate of turnover
November 2023	3,800	3.7 MUSD
October 2023	4,400	4.6 MUSD
September 2023	4,400	5.0 MUSD
Augusti 2023	4,400	5.2 MUSD
Juli 2023	4,100	5.0 MUSD
Juni 2023	4,100	5.6 MUSD
Maj 2023	3,800	5.7 MUSD
April 2023	3,700	5.4 MUSD
Mars 2023	3,700	4.8 MUSD
Februari 2023	3,700	4.6 MUSD
Januari 2023	3,800	3.7 MUSD
December 2022	3,500	3.6 MUSD

November 2022	3,100	3.2 MUSD
Oktober 2022	2,800	3.2 MUSD
September 2022	2,600	2.7 MUSD

The figures in this press release are preliminary and unaudited.

About us

Coala-Life Group AB ("Coala Life" or the "Company") founded in 2015, is a Cloud Based Software as a Service provider, and medical device developer and reseller, listed on Nasdaq First North Growth Market. The Company focuses on B2B solutions for managed Remote Patient Monitoring ("RPM"), offering medical care providers, primarily in the US, with a highly scalable, cost-efficient platform to remotely and virtually manage large volumes of patients suffering from chronic diseases. The company offers care providers a comprehensive solution and lifts the administrative work from the care providers regarding, amongst other things, follow-up, 24/7 monitoring, as well as the reimbursement process from state and private health insurance companies. Patients are monitored long-term in everyday life and typically have diabetes, obesity, and /or cardiovascular disease.

For more information see www.coalalife.com

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Certified Adviser

The Company's Certified Adviser is Carnegie Investment Bank AB (publ).

Attachments

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