January-December 2023

Year-end report Q4

The quarter in summary

- Net sales amounted to SEK 199.4 million (196.2), an increase of 1.7 percent. Service sales amounted to 154.1 million (145.1), an increase of 6.2 percent. Product sales amounted to 45.3 million (51.1), a decrease of 11.3 percent.
- Gross margin amounted to 40.2 percent (39.4).
- Operating profit (EBIT) amounted to SEK 16.7 million (13.2), corresponding to an operating margin of 8.4 percent (6.7). The EBIT last year was positively affected by SEK 3.9 million from non-recurring items.
- Free cash flow amounted to SEK 35.8 million (-53.4).
- Earnings per share amounted to SEK 0.27 (0.35).

January-December in summary

- Net sales amounted to SEK 824.6 million (725.1), an increase of 13.7 percent. Service sales amounted to 614.8 million (550.8), an increase of 11.6 percent. Product sales amounted to 209.8 million (174.3), an increase of 20.4 percent.
- Gross margin amounted to 41.3 percent (37.8).
- Operating profit (EBIT) amounted to SEK 59.4 million (-15.8), corresponding to an operating margin of 7.2 percent (-2.2). The EBIT last year was negatively affected by SEK 5.7 million from non-recurring items.
- Free cash flow amounted to SEK 61.9 million (-87.1).
- Earnings per share amounted to SEK 1.56 (-0.47).

	Q4			Jan-Dec		
Key Ratios	2023	2022	%	2023	2022	%
Net sales	199.4	196.2	*1.7%*	824.6	725.1	*13.7%*
Net sales growth, %	*1.7%*	*20.9%*		*13.7%*	*23.4%*	
Organic growth %	*1.7%*	*20.9%*		*13.7%*	*16.6%*	
Gross margin %	*40.2%*	*39.4%*		*41.3%*	*37.8%*	
EBITDA	35.5	31.8	*11.7%*	138.0	58.8	*134.9%*
EBITDA margin	*17.8%*	*16.2%*		*16.7%*	*8.1%*	
Adjusted EBITDA*	35.5	35.1	*1.2%*	138.0	83.5	*65.3%*
*Adjusted EBITDA margin**	*17.8%*	*17.9%*		*16.7%*	*11.5%*	
EBIT	16.7	13.2	*26.1%*	59.4	-15.8	*476.9%*
EBIT margin, %	*8.4%*	*6.7%*		*7.2%*	*-2.2%*	
Adjusted EBIT*	16.7	16.5	*0.9%*	59.4	9.0	*556.2%*
Adjusted EBIT margin, %*	*8.4%*	*8.4%*		*7.2%*	*1.2%*	
Earnings per share, SEK	0.27	0.35	*-21.7%*	1.56	-0.47	*433.4%*

** Adjusted for restructuring costs but not for non-recurring items*

CEO's commentary

"Careium closes 2023 as a dynamic company ready for the future"

Careium closes 2023 as a dynamic company ready for the future, having completed its turnaround. Highlights of the fourth quarter of 2023 include strong cash flow and solid profitability. The lower sales growth in the quarter is reflective of leaving less profitable contracts as well as of delayed UK product sales.

In Q4 2023, Careium generated net sales of SEK 199.4 million (196.2), an increase of 1.7 percent. We attained 6.2 percent organic growth across services sales while product sales decreased 11.3 percent, fully attributable to the UK and its decision to extend the runway until analogue infrastructure is closed. Gross margin improved to 40.2 percent (39.4) following contract exits and efficiencies. EBIT grew to SEK 16.7 million, compared to last year's SEK 9.3 million when adjusted for non-recurring items. Operating margin amounted to 8.4 percent (6.7) for the quarter. Free cash flow increased significantly to SEK 35.8 million (-53.4) in the fourth quarter.

In the quarter, sales in the Nordics amounted to SEK 102.1 million (93.2), growing 9.5 percent and reaching a gross margin of 37.8 percent (38.3) indicating continued good performance. UK and Ireland delivered sales of SEK 67.5 million (74.9), decreasing 9.9 percent due to the UK's decision to postpone the closedown of analogue infrastructure to a longer horizon, slowing down the urgency of customers to replace products. The time plan for the extension, driven by the UK Government alongside UK telecom companies, is yet unknown and Careium is a part of the industry board to influence the process. In addition, the UK saw technical issues related to connectivity infrastructure and the protocols that Careium products use, all resolved within the quarter, which affected product sales compared to Q4 2022. UK and Ireland delivered a gross margin of 38.2 percent (35.2), as a result of the ongoing work to increase efficiency.

Netherlands delivered sales of SEK 17.1 million (17.4), a decrease of 1.8 percent, with a gross margin of 57.0 percent (54.8) and an improved profitability during the quarter. Sales in Other markets (Germany and France) amounted to SEK 12.8 million (10.7), an increase of 19.3 percent, reflecting the increased focus on the untapped potential in the region, with a gross margin of 47.3 percent (53.4), due to the product mix and the focus on growth.

Concluding the full-year, Careium achieved sales of SEK 824.6 million (725.1) with 13.7% organic growth and EBIT of SEK 59.4 million (-15.8), an increase of 476.9 percent, corresponding to an EBIT margin of 7.2 percent (-2.2). Free cash flow amounted to SEK 61.9 million (-87.1). Net debt at the end of the year amounted to SEK 194.3 million (253.6), a decrease of 23.4%.

For the full year 2024, Careium expects an organic sales growth of 12 to 15 percent. Alongside the robust growth in sales, we expect EBIT to increase in 2024. We will build on the dynamic and the solid platform that Careium has now become. Drivers of the 2024 outlook include further integration for efficiency and getting closer to customers with a new commercial function. We continue investments into an expanded offering covering both hardware and software and new partnerships.

I want to thank all employees, customers, and shareholders for the confidence, dedication, and engagement in delivering a remarkable turnaround in 2023 and a bright outlook for 2024.

Christian Walén,
President and CEO

Net sales

Highlights during the fourth quarter

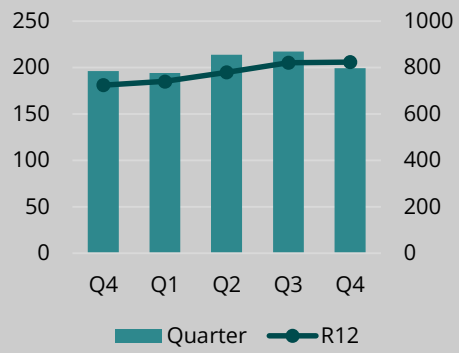
Careium's net sales for the fourth quarter amounted to SEK 199.4 million (196.2), an increase of 1.7 percent compared to the fourth quarter of 2022. Adjusted for currency effects, organic growth amounted to 0.4 percent.

The number of connections at the end of the period was 372,800 (379,900). The loss of a few large customer contracts in the UK explains the decrease in connections. In addition, the decreased product sales in the UK had a marked impact on the overall sales in the fourth quarter of 2023.

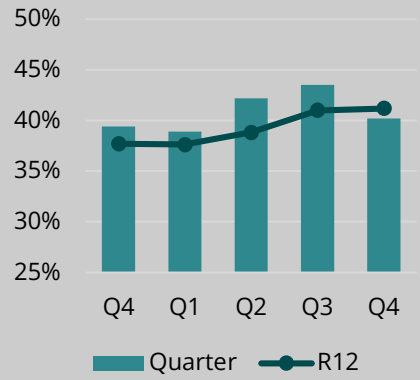
Net sales divided in products and services

	Q4			Jan-Dec		
SEKm	2023	2022	%	2023	2022	%
Product sales	45.3	51.1	*-11.3%*	209.8	174.3	*20.4%*
Service sales	154.1	145.1	*6.2%*	614.8	550.8	*11.6%*
Total	**199.4**	**196.2**	***1.7%***	**824.6**	**725.1**	***13.7%***
Connections (thousand)	372.8	379.9	*-1.9%*	372.8	379.9	*-1.9%*

Net sales, SEKm



Gross margin



Profitability

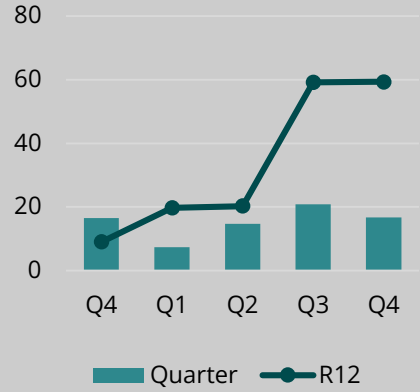
Highlights during the fourth quarter

Gross margin amounted to 40.2 percent (39.4) during the fourth quarter of 2023. The positive gross margin development was mainly due to lower cost for service delivery in the alarm receiving centres, as a result of efficiency improvements.

EBITDA amounted to SEK 35.5 million (31.8), which corresponds to an EBITDA margin of 17.8 percent (16.2). EBITA amounted to SEK 20.3 million (17.7). EBIT amounted to SEK 16.7 million (13.2) and an EBIT margin of 8.4 percent (6.7). The result in the fourth quarter of 2022 was positively affected by non-recurring expenses of in total SEK 3.9 million.

Net financial items for the fourth quarter totaled SEK -7.0 million (1.2). Net interest amounted to SEK -2.8 million (-4.2) and exchange rate losses to SEK -4.2 million (5.4). Exchange rate losses in the quarter are explained by balance sheet revaluation as holdings in foreign currencies depreciated in value vs SEK. Group tax for the quarter was SEK -2.3 million (-5.3). Net profit for the period was SEK 7.4 million (9.2).

Adjusted EBIT, SEKm



Key figures

	Q4			Jan-Dec		
SEKm	2023	2022	%	2023	2022	%
Net sales	199.4	196.2	*1.7%*	824.6	725.1	*13.7%*
Gross profit	80.2	77.3	*3.7%*	340.5	273.7	*24.4%*
Gross margin	*40.2%*	*39.4%*		*41.3%*	*37.8%*	
EBITDA	35.5	31.8	*11.7%*	138.0	58.8	*134.9%*
EBITDA margin %	*17.8%*	*16.2%*		*16.7%*	*8.1%*	
EBIT	16.7	13.2	*26.1%*	59.4	-15.8	*475.5%*
EBIT margin %	*8.4%*	*6.7%*		*7.2%*	*-2.2%*	
Net financial items	-7.0	1.2		-6.5	0.4	
Taxes	-2.3	-5.3		-12.1	6.8	
Profit/loss for the period	7.4	9.2	*-20.0%*	40.8	-8.6	*576.0%*

Financial development

Cash flow, investments and financial position

Cash flow from current activities during the fourth quarter amounted to SEK 53.8 million (-32.7). The reduced working capital tie-up had a positive cash flow impact of SEK 19.3 million (-62.0) in the quarter, explained by reduced inventories and lower accounts receivable balances.

Free cash flow amounted to SEK 35.8 million (-53.4). Investments during the period amounted to SEK 18.0 million (20.7).

Cash and cash equivalents totaled SEK 31.5 million (39.9) at the end of the fourth quarter. In addition, the bank overdraft facility had available cash of SEK 50.0 million (20.8). The equity ratio was 63.3 percent (57.2). Net debt amounted to SEK 194.3 million (253.1).

Group summary

	Q4			Jan-Dec		
SEKm	2023	2022	%	2023	2022	%
Operating profit/loss, EBIT	16.7	13.2	26.1%	59.4	-15.8	475.5%
Cash flow from current activities	53.8	-32.7	264.7%	111.9	-21.1	630.6%
Investments	-18.0	-20.6	-12.7%	-50.0	-66.0	-24.2%
Free cash flow	35.8	-53.4	167.1%	61.9	-87.1	171.0%
Cash and cash equivalents	31.5	39.9	-21.1%	31.5	39.9	-21.1%
Net Debt	194.3	253.6	-23.4%	194.3	253.6	-23.4%

Significant events during the period

No significant events were reported during the period.

Significant events after the period

No significant events were reported after the period.

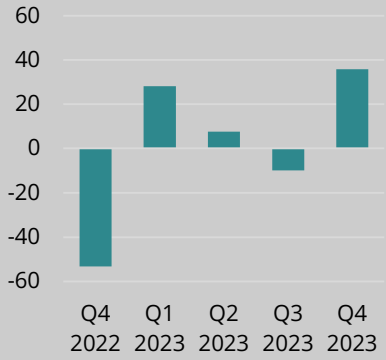
Outlook for 2024

For the full year 2024, Careium expects an organic sales growth of 12 to 15 percent. Alongside the robust growth in sales, we expect EBIT to increase in 2024.

Dividend

The Board of Directors proposes to the Annual General Meeting to be held on 25 April 2024 that no dividend shall be paid for 2023.

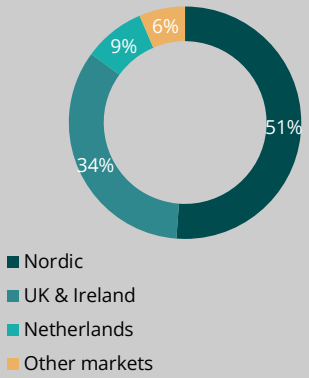
Free cash flow, SEKm



Sales by market, %

Highlights by region

Net sales for Careium in the fourth quarter amounted to SEK 199.4 million (196.2), an increase of 1.7 percent compared to the fourth quarter of 2022. Sales in the Nordics amounted to 51 percent (48) of total revenues and sales in the UK amounted to 34 percent (38). Of the remaining sales, Netherlands counted for 9 percent (9) and Other markets (mainly Germany and France) 6 percent (5).



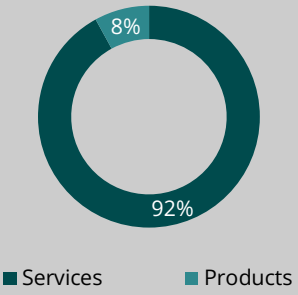
Nordic

	Q4			Jan-Dec		
SEKm	2023	2022	%	2023	2022	%
Product Sales	8.2	10.3	*-20.6%*	33.3	33.5	*-0.7%*
Service Sales	93.9	82.9	*13.2%*	352.0	311.2	*13.1%*
Total	**102.1**	**93.2**	***9.5%***	**385.3**	**344.8**	***11.8%***
Gross profit	38.6	35.7	*8.2%*	151.8	133.2	*14.0%*
Gross margin	*37.8%*	*38.3%*		*39.4%*	*38.6%*	
Connections (thousand)	129.6	134.7	*-3.8%*	129.6	134.7	*-3.8%*

Net sales in the Nordics increased 9.5 percent to SEK 102.1 million (93.2) compared with the fourth quarter of 2022. The increase in sales was related to the increased service sales of SEK 93.9 million (82.9), corresponding to 13.2 percent growth. This growth is related to the net win of service contracts in Sweden in the last year. Product sales amounted to SEK 8.2 million (10.3), a decrease of 20.6 percent. The coming sunset of the 2G networks in the Nordics increases the opportunities to sell 4G devices during 2024.

Gross margin was 37.8 percent (38.3). The small decrease in gross margin was mainly caused by higher-than-normal sick leave in the alarm receiving centres, due to an early start of the flu season.

Sales divided in products and services, Nordic %



United Kingdom & Ireland

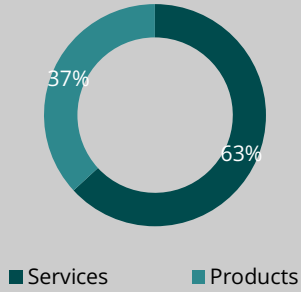
	Q4			Jan-Dec		
SEKm	2023	2022	%	2023	2022	%
Product Sales	24.9	30.7	*-18.9%*	135.7	102.8	*32.0%*
Service Sales	42.6	44.2	*-3.6%*	185.7	173.4	*7.1%*
Total	**67.5**	**74.9**	***-9.9%***	**321.5**	**276.2**	***16.4%***
Gross profit	25.8	26.3	*-2.1%*	124.7	88.0	*41.7%*
Gross margin	*38.2%*	*35.2%*		*38.8%*	*31.9%*	
Connections (thousand)	213.4	215.5	*-1.0%*	213.4	215.5	*-1.0%*

Net sales in the United Kingdom and Ireland decreased 9.9 percent to SEK 67.5 million (74.9) compared to the fourth quarter of 2022. The decrease of product sales to SEK 24.9 million (30.7), corresponding to -18.9 percent, was explained by the UK's decision to postpone the closedown of analogue infrastructure to a longer horizon, slowing down the urgency of customers to replace products. This was done in service of elderly and vulnerable people being place at risk of not having critical equipment functioning to ensure their safety, should analogue infrastructure cease. The time plan for the extension, driven by the UK Government alongside UK telecom companies, is yet unknown and Careium is a part of the industry board to influence the process. As an illustrative example, the UK is estimated to have around 25,000 "Schemes" (living facilities where elderly people live in individual apartments with a facility-wide warden to provide response if needed) and out of these around 3,000-4,000 are estimated to be digital as of today. It is clearly a challenge to transition all facilities within the span of 12 months as per the original plan. In addition, the UK saw technical issues related to connectivity infrastructure and the protocols that Careium products use, all resolved within the quarter, which affected product sales compared to Q4 2022.

Service sales decreased in the quarter to SEK 42.6 million (44.2), corresponding to -3.6 percent, due to the loss of a few contracts and the aim to focus on profitability in the service offering.

Gross margin in the quarter was 38.2 percent (35.2). The implementation of changes to improve the service efficiency explain the improvement compared to the fourth quarter 2022.

Sales divided in products and services, United Kingdom & Ireland, %



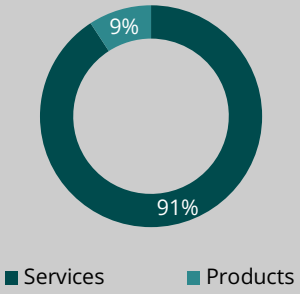
Netherlands

	Q4			Jan-Dec		
SEKm	2023	2022	%	2023	2022	%
Product Sales	1.6	1.5	*5.1%*	5.3	4.9	*7.0%*
Service Sales	15.5	15.9	*-2.4%*	65.5	58.4	*12.2%*
Total	**17.1**	**17.4**	***-1.8%***	**70.8**	**63.3**	***11.8%***
Gross profit	9.7	9.5	*2.2%*	40.9	33.9	*20.6%*
Gross margin	*57.0%*	*54.8%*		*57.7%*	*53.5%*	
Connections (thousand)	29.9	29.7	*0.6%*	29.9	29.7	*0.6%*

Net sales in the Netherlands saw a small decrease of 1.8 percent to SEK 17.1 million (17.4) compared to the fourth quarter of 2022, explained by a one-time effect in revenue recognition.

Gross margin in the quarter was 57.0 percent (54.8).

Sales divided in products and services, Netherlands, %



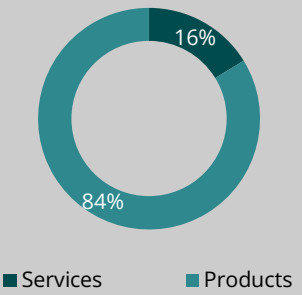
Other markets

	Q4			Jan-Dec		
SEKm	2023	2022	%	2023	2022	%
Product Sales	10.7	8.6	*23.8%*	35.5	33.1	*7.5%*
Service Sales	2.1	2.1	*0.8%*	11.5	7.8	*47.4%*
Total	**12.8**	**10.7**	***19.4%***	**47.0**	**40.8**	***15.1%***
Gross profit	6.1	5.8	*4.2%*	23.1	18.8	*22.7%*
Gross margin	*47.4%*	*54.3%*		*49.1%*	*46.1%*	

Net sales in other markets increased to SEK 12.8 million (10.7) in the fourth quarter of 2023, corresponding to an increase of 19.4 percent. The Other markets business mainly consists of product sales in Germany and France and subscription services related to the devices.

Gross margin was 47.4 percent (53.9) in the fourth quarter of 2023. The decrease was an effect of a different product mix, with lower share of service sales.

Sales divided in products and services, Other markets, %



Other information

Equity and the Careium share

Careium's share is listed on Nasdaq First North Growth Market. On 31 December 2023, the number of issued shares was 24,326,214. Total equity amounted to SEK 599.5 million (566.6). The share price at the end of the quarter was SEK 23.10 (9.00) corresponding to a market capitalization of SEK 561.9 million (218.9).

Employees

On 31 December 2023, Careium had 563 (595) full-time equivalents. Of these, 225 (230) are based in the Nordic region, 44 (42) in the Netherlands, 282 (306) in the United Kingdom and Ireland, and 12 (16) in the other markets.

Risks

Careium's position is affected by operational, strategic, financial and sustainability risks. Across the four main categories of risk, ranking of most critical risks consists of:

Strategic: Commercial failure, integration of acquisitions, changing legal requirements

Operational: Cyber security, service continuity, supply chain disturbances

Sustainability: Occupational health and safety risks, supply chain environmental impact, corruption

Financial risks: Credit and counterparty risk, liquidity risk, currency risks

While listed as an operational risk, cyber security is managed not just as part of risk assessments and action but integrated in the work of IT operations. For more information, see the section about risks in the Annual Report 2022.

Parent company

The parent company's net sales during the fourth quarter amounted to SEK -1.3 million (2.6). Net profit amounted to SEK -6.8 million (0.6).

Accounting principles

This interim report has been prepared for the group in accordance with IAS 34. "Interim Financial Reporting" and for the parent company in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2. "Accounting for legal entities". The accounting principles and calculation methods applied correspond to those that were used to prepare the most recent annual report.

Confirmation by the board

The board and CEO affirm that this Year-end report provides an accurate overview of the operations, position and earnings of the company and group and that it also describes the principal risks and uncertainty factors faced by the company and its subsidiaries.

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

Malmö, 15 February 2024

Maria Khorsand Chair of the Board	Cecilia Ardström Board member
Stefan Berg Board member	Kai Tavakka Board member
Christian Walén CEO	

Financial reports

Careium-group

Income statement

	Q4		Jan-Dec	
SEKm	2023	2022	2023	2022
Net sales	199.4	196.2	824.6	725.1
Cost of goods and services sold	-119.2	-118.9	-484.1	-451.4
Gross profit	**80.2**	**77.3**	**340.5**	**273.7**
Selling, distribution and marketing expenses	-37.2	-39.0	-145.2	-148.7
Research and development expenses	-4.7	-5.0	-19.8	-17.7
Administrative expenses	-22.6	-27.8	-118.5	-160.9
Other income and expense	1.0	7.7	2.3	37.7
Total operating expenses	**-63.5**	**-64.0**	**-281.1**	**-289.6**
whereof depreciation and amortisation of intangible and tangible fixed assets	-18.8	-18.5	-78.6	-74.6
Operating profit/loss before depreciation and amortisation (EBITDA)	**35.5**	**31.8**	**138.0**	**58.8**
Operating profit/loss after depreciation and amortisation (EBIT)	**16.7**	**13.2**	**59.4**	**-15.8**
Net financial items	-7.0	1.2	-6.5	0.4
Profit/loss before taxes	**9.7**	**14.5**	**52.9**	**-15.4**
Taxes	-2.3	-5.3	-12.1	6.8
Profit/loss for the period	**7.4**	**9.2**	**40.8**	**-8.6**
Where of related to Parent company's shareholders	6.6	8.5	37.9	-11.3
Average number of shares, thousands	24,326	24,326	24,326	24,326
Average number of shares after dilution, thousands*	24,326	24,326	24,326	24,326
Earnings per share, SEK	0.27	0.35	1.56	-0.47
Earnings per share,after dilution, SEK*	0.27	0.35	1.56	-0.47

*The effect of dilution is considered only when the effect on earnings per share is negative.

Statement of comprehensive income

	Q4		Jan-Dec	
SEKm	2023	2022	2023	2022
Profit/loss for the period	7.4	9.2	40.8	-8.6
Other comprehensive income to be reclassified to profit or loss in subsequent periods:				
Translation differences	-15.2	9.4	-7.9	23.7
Total Result	**-7.8**	**18.6**	**32.9**	**15.1**
where of related to Parent company's shareholders	*-8.5*	*17.9*	*30.0*	*12.3*

Statement of financial position

SEKm	31 Dec 2023	31 Dec 2022
Non-current assets		
Intangible assets	567.5	576.2
Property, plant and equipment	85.1	101.9
Financial assets	61.1	35.5
Deferred tax asset	19.5	13.2
Current assets		
Inventories	37.0	50.4
Current receivables	159.7	175.2
Cash and cash equivalents	31.5	39.9
Total assets	**961.4**	**992.1**
Equity and liabilities		
Equity	599.5	566.6
Long-term liabilities	226.5	283.8
Current liabilities	135.4	141.7
Total shareholders equity and liabilities	**961.4**	**992.1**

Statement of cash flows

	Q4		Jan-Dec	
SEKm	2023	2022	2023	2022
Operating profit/loss after depreciation and write-downs, EBIT	16.7	13.2	59.4	-15.8
Depreciation according to plan	18.8	18.5	78.6	74.6
Net paid financial items	-2.5	-3.9	-12.9	-7.8
Taxes paid	1.6	1.5	-2.2	-4.4
Changes in working capital (incl changes in provisions)	19.3	-62.0	-10.9	-67.7
Cash flow from current activities	**53.8**	**-32.7**	**111.9**	**-21.1**
Investments in intangible and tangible fixed assets	-18.0	-20.6	-50.0	-66.0
Total Free Cash flow before acquisitions	**35.8**	**-53.4**	**61.9**	**-87.1**
Acquisitions	-	-2.7	-	-2.7
Cash flow from investment activities	**-18.0**	**-23.4**	**-50.0**	**-68.7**
Amortisation of debt	-28.6	-3.4	-40.5	-69.3
New loans	-	25.0	-	25.0
Change in bank overdraft liability	-9.7	29.2	-29.2	29.2
Cash flow from financial activities	**-38.2**	**50.7**	**-69.7**	**-15.1**
Exchange rate differences in cash and cash equivalents	-2.2	1.5	-0.6	2.3
Change in liquid funds	-4.6	-3.9	-8.4	-102.6
Cash and cash equivalents at the beginning of the period	36.1	43.7	39.9	142.5
Cash and cash equivalents at the end of the period	**31.5**	**39.9**	**31.5**	**39.9**
Net debt	**194.3**	**253.6**	**194.3**	**253.6**

Statement of change in equity

SEKm	31 Dec 2023	31 Dec 2022
Opening balance	**566.6**	**551.5**
Total Result related to Parent company's shareholders	32.9	15.1
Other transactions with shareholders	-	-
Closing balance	**599.5**	**566.6**

Other key figures

SEKm	31 Dec 2023	31 Dec 2022
Equity/assets ratio, %	62.4%	57.2%
EBITA	76.4	1.8
Number of shares at the end of the period, thousands	24,326	24,326
Number of shares at the end of the period after dilution, thousands*	24,326	24,326
Equity per share, SEK	24.64	23.29
Equity per share, after dilution SEK*	24.64	23.29
Return on average shareholders' equity, %	7.0%	-1.5%
Return on average capital employed, %	7.3%	-2.1%
Share price at period's end, SEK	23.10	9.00
Market value, SEKm	561.9	218.9

*The effect of dilution is only considered when the effect on equity per share is negative.

Parent company

Income statement

	Q4		Jan-Dec	
SEKm	2023	2022	2023	2022
Net sales	-1.3	2.6	6.3	9.5
Cost of goods and services sold	0.1	0.1	0.1	0.0
Gross profit	**-1.2**	**2.7**	**6.4**	**9.5**
Operating expenses	0.7	-3.3	-8.4	-11.8
Operating profit/loss (EBIT)	**-0.5**	**-0.6**	**-2.0**	**-2.3**
Net financial items	-4.8	1.8	5.3	2.8
Profit/loss after financial items	**-5.3**	**1.2**	**3.3**	**0.5**
Group contribution	-3.3	-0.6	-3.3	-0.6
Taxes	1.8	0.0	0.0	0.0
Profit/loss for the period	**-6.8**	**0.6**	**0.0**	**-0.1**

Statement of comprehensive income

	Q4		Jan-Dec	
SEKm	2023	2022	2023	2022
Profit/loss for the period	-6.8	0.6	0.0	-0.1
Other comprehensive income to be reclassified to profit or loss in subsequent periods:	-	-	-	-
Total Result	**-6.8**	**0.6**	**0.0**	**-0.1**

Statement of financial position

SEKm	31 Dec 2023	31 Dec 2022
Non-current assets		
Intangible assets	-	-
Property, plant and equipment	-	-
Financial assets	609.4	599.5
Current assets		
Inventories	-	-
Current receivables	10.5	99.9
Cash and cash equivalents*	0.0	0.0
Total assets	**619.9**	**699.5**
Shareholders' equity	413.5	413.5
Provisions	-	-
Longterm liabilities	200.0	254.2
Current liabilities	6.3	31.7
Total shareholders equity and liabilities	**619.9**	**699.5**

Notes

Not 1. Region reporting

Careium has changed the reporting so that the Group reports in four regions, the Nordic countries, the United Kingdom and Ireland, the Netherlands, and Other markets. Earlier, Netherlands was included in Central Europe, which now have been split between Netherlands and Other markets. Other markets include countries that are not part of another region. For comparative figures for 2022, see note 2 below.

Not 2. Gross margin per region

Effective 1 January 2023, Careium reports Gross profit and Gross margin per region. The comparative figures for 2022 have been restated to comply with this new report model.

SEK, millions	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Full year 2022
Nordics					
Net sales	82.3	81.3	88.0	93.2	344.8
Gross profit	31.7	32.4	33.4	35.7	133.2
Gross margin	*38.5%*	*39.9%*	*38.0%*	*38.3%*	*38.6%*
UK & Ireland					
Net sales	69.4	67.4	64.5	74.9	276.2
Gross profit	24.8	20.5	16.3	26.3	88.0
Gross margin	*35.8%*	*30.5%*	*25.3%*	*35.2%*	*31.9%*
Netherlands					
Net sales	15.5	15.6	14.8	17.4	63.3
Gross profit	8.2	8.3	7.8	9.5	33.9
Gross margin	*53.2%*	*53.3%*	*52.6%*	*54.8%*	*53.5%*
Other markets					
Net sales	11.4	10.1	8.6	10.7	40.8
Gross profit	5.3	4.8	2.8	5.8	18.7
Gross margin	*46.4%*	*47.9%*	*32.4%*	*53.9%*	*45.8%*
Total					
Net sales	178.5	174.4	175.9	196.2	725.1
Gross profit	70.0	65.2	61.2	77.3	273.7
Gross margin	*39.2%*	*37.4%*	*34.8%*	*39.4%*	*37.8%*

Definitions

Financial definitions

Average number of shares after dilution	The average number of shares adjusted for the dilution effect of subscription options calculated as the difference between the presumed number of shares issued at the redemption price and the presumed number of issued shares at the average market price for the period.
Earnings per share	Profit after tax divided by the average number of shares for the period.
Earnings per share after dilution	Profit after tax divided by the average number of shares for the period after the dilution effect.
Number of shares at period end period after dilution effect	The number of shares at the end of the period adjusted for the dilution effect of subscription options calculated as the difference between the presumed number of shares issued at the redemption price and the presumed no of issued shares at the market price at the end of the period.
Equity per share	Equity on the balance date divided by the number of shares on the balance date.
Equity per share after dilution	Equity on the balance date divided by the number of shares at the end of the period after dilution effects.
Net debt/Net cash	Cash and bank deposits less interest-bearing liabilities.
Market value	Share price at the end of the period times the number of shares at the end of the period.

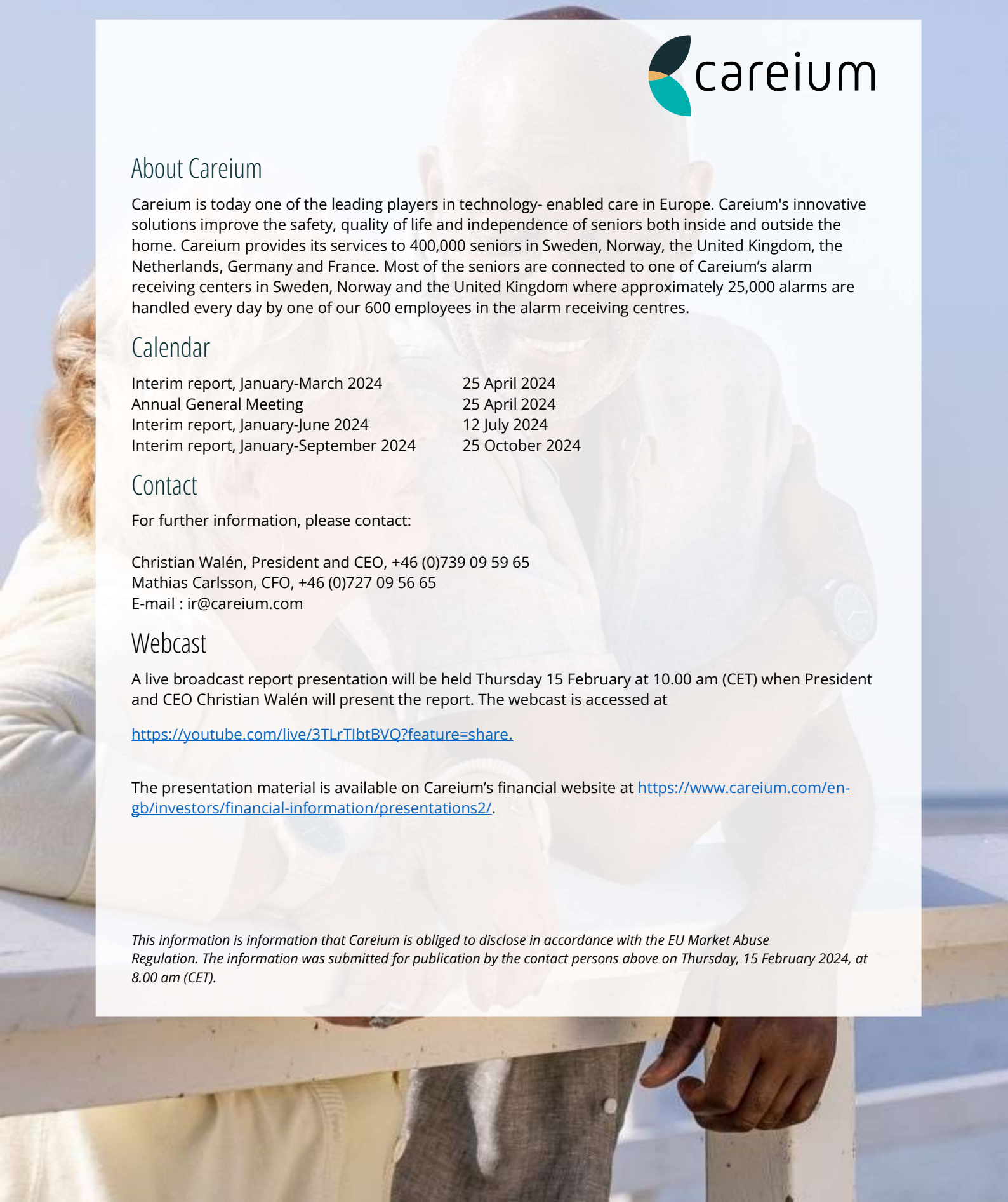
Use of non-IFRS results measurement

Guidelines regarding alternative key figures for companies with securities listed on a regulated market within the EU have been issued by the ESMA (European Securities and Markets Authority). These guidelines shall be applied to alternative key figures that are used with effect from 3 July 2016. The interim report has references to a number of non-IFRS result measurements that are used to help both investors and management in analysing the company's activities. Below we describe the non IFRS result measurements that are used as a supplement to the financial information that is reported according to IFRS.

	Q4		Jan-Dec	
SEKm	2023	2022	2023	2022
Currency adjusted sales growth				
Currency adjusted sales growth	0.9	25.1		
Currency effect	2.3	8.8		
Reported sales growth	**3.2**	**33.9**		
Capital employed				
Total assets			961.4	990.6
Non-interest bearing liabilities			141.0	130.5
Cash and cash equivalents			31.5	39.9
Reported capital employed			**788.9**	**820.2**

Description of financial result measurements that are not found in the IFRS rules

Non-IFRS result measurement	Description	Reason for use of measurement
Restructuring costs	Costs of impairment and personnel costs in connection with restructuring.	This measurement shows the specific costs that arise in connection with restructuring of a specific activity. which contributes to better understanding of the underlying cost level in the ongoing operational activities.
Gross margin %	Net sales minus cost of goods and services sold as a percentage of net sales.	The gross margin is an important measurement for showing the margin before other costs.
Organic growth %	Net sales for the period minus net sales for companies acquired during the period minus net sales for the corresponding period in the previous year as a percentage of net sales for the corresponding period in the previous year.	Organic growth shows the group's sales growth excluding company acquisitions.
Currency adjusted sales growth %	Net sales for the period recalculated with exchange rates for the corresponding period the previous year minus net sales for the corresponding period the previous year as a percentage of net sales for the corresponding period the previous year.	This measurement shows sales growth with currency effects cancelled out.
Equity ratio	Equity expressed as a percentage of total assets.	A traditional measurement for showing financial risk. expressed as the percentage of the total capital that is financed by the owners.
Return on average equity	Rolling 12-month profit after financial items and tax divided by average equity.	Shows from a shareholder perspective what the return is on the owners' invested capital.
Capital employed	Total assets less non-interest-bearing liabilities and cash and bank deposits.	The measurement shows how much total capital is used in the operation and is thus the only component in measuring return from the activities.
Return on average capital employed	Rolling 12-month operating profit divided by the average quarterly capital employed.	The key measurement for measuring the return on all the capital in the company.
Number of connections	Number of subscription customers connected to alarm reception.	This measurement shows the volume of customers in the services activities.



About Careium

Careium is today one of the leading players in technology- enabled care in Europe. Careium's innovative solutions improve the safety, quality of life and independence of seniors both inside and outside the home. Careium provides its services to 400,000 seniors in Sweden, Norway, the United Kingdom, the Netherlands, Germany and France. Most of the seniors are connected to one of Careium's alarm receiving centers in Sweden, Norway and the United Kingdom where approximately 25,000 alarms are handled every day by one of our 600 employees in the alarm receiving centres.

Calendar

Interim report, January-March 2024	25 April 2024
Annual General Meeting	25 April 2024
Interim report, January-June 2024	12 July 2024
Interim report, January-September 2024	25 October 2024

Contact

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Webcast

A live broadcast report presentation will be held Thursday 15 February at 10.00 am (CET) when President and CEO Christian Walén will present the report. The webcast is accessed at

https://youtube.com/live/3TLrTIbtBVQ?feature=share.

The presentation material is available on Careium's financial website at https://www.careium.com/en-gb/investors/financial-information/presentations2/.

This information is information that Careium is obliged to disclose in accordance with the EU Market Abuse Regulation. The information was submitted for publication by the contact persons above on Thursday, 15 February 2024, at 8.00 am (CET).