

# **Interim Report**

January - March 2025



Saving. Vital. Seconds.



Our ambition is not only to deliver technology, but to act as a strategic partner in the transformation of healthcare.

### January-March 2025

- Net sales decreased by 18% and amounted to SEK 18.1 million (22.1).
- The gross margin increased to 42% (41%).
- EBITDA amounted to SEK -1.1 million (-1.0).
- Net profit after tax amounted to SEK -2.5 million (-2.2).
- Earnings per share before and after dilution amounted to SEK -0.06 (-0.05).
- Cash flow from operating activities amounted to SEK -4.8 million (-6.4).

### Significant events during and after the end of the period

During the quarter, an agreement was signed with a new customer, East Midlands Ambulance Service NHS Trust (EMAS). The contract strengthens Ortivus' presence in the UK and concerns the delivery of a digital system for the management of controlled drugs. The agreement is valid for a minimum of three years and is expected to generate revenue of approximately SEK 3.6 million.

At the end of April, Ortivus hosted its annual international user forum in Birmingham. Participation was higher than ever, reflecting the growing interest in our initiatives within iOS, cloud-based solutions, cybersecurity, and more efficient data capture.

Ortivus AB has convened its Annual General Meeting for Thursday, 8 May 2025.

### The Group's key figures\*

Amount in tSEK	Jan-Mar	Jan-Mar	Jan-Dec
Alloon in total	2025	2024	2024
Net sales	18,143	22,054	80,413
Gross margin (%)	42%	41%	35%
Adjusted Gross margin	42%	41%	42%
EBITDA	-1,139	-989	-13,845
Adjusted EBITDA	-1,139	-989	-4,930
Operating profit	-2,461	-2,042	-19,532
Net profit after tax	-2,449	-2,152	-24,903
Equity ratio (%)	-16%	23%	-11%
Earning per share, before and after dilution, SEK	-0.06	-0.05	-0.56
Equity per share, before and after dilution, SEK	-0.23	0.35	-0.16

<sup>\*</sup>The table above includes alternative performance measures. For further details, refer to Note 6.

This is a translation of the original document written in Swedish. In case of any discrepancies, the Swedish version shall prevail.

### **CEO's Statement**

# Technology that connects the care chain

Healthcare is facing growing waiting lists, financial pressure, and increasing demands for efficiency. In the UK, ongoing discussions about potential NHS budget reductions of up to 50% are putting considerable strain on ambulance services, requiring them to optimise operations with constrained resources. At the same time, digitalisation in prehospital care is still in its early stages, often lacking access to critical patient data, resulting in gaps along the care pathway. This is where Ortivus can make a real difference.

Against this backdrop, Ortivus is intensifying its strategic efforts. We see a clear demand for robust and modern solutions that combine user-friendliness with security, performance, and cost-efficiency. We are meeting these needs through platform-independent technology and investments in iOS and cloud-based services via Microsoft Azure. Our ambition is not only to deliver technology, but to act as a strategic partner in the transformation of healthcare.

A concrete example is the roll-out of our iOS solution in Estonia. The project aims to strengthen the prehospital care chain through improved information sharing, enhanced working conditions for healthcare professionals, and reduced administration. This initiative marks an important milestone in our internationalisation and demonstrates how our solutions can contribute to a more integrated healthcare ecosystem.

Region Norrbotten has successfully implemented MobiMed 5 with full integration to the regional health record system Cambio Cosmic, SOS Alarm, and the national population register. This enables seamless, two-way communication between ambulances, hospitals, and other stakeholders, improving patient safety and allowing the appropriate care resources to be mobilised before the patient even arrives at the emergency department. The project, characterised by close collaboration and technical flexibility, represents the next level in digital health information management.

Ortivus continues to strengthen its presence in the UK market through active dialogue with decision-makers in the ambulance sector. During the quarter, we identified several concrete business opportunities linked to our solutions. At the same time, we recognise that the market is shaped by slow and complex procurement processes, requiring perseverance, trust-building, and long-term commitment.



GUSTAF NORDENHÖK
Chief Executive Officer

One of this year's key events was our annual international user forum, traditionally held in Birmingham in early April. This year marked an all-time high in participation, clearly reflecting the growing interest in our initiatives around iOS, cloud-based solutions, cybersecurity, and more efficient data capture.

The forum offered insightful discussions on how both productivity and clinical outcomes can be improved. A common theme was the importance of being able to measure and analyse daily operations, a prerequisite for true progress. The feedback we received confirmed the need for smoother system integration, greater security, and more frequent updates, fully aligned with our agile, user-driven development approach.

The positive response from participants shows we are on the right path. With continued dialogue and a shared commitment to developing prehospital care, we look forward to shaping future solutions together with our customers. The next opportunity to continue these important conversations will be at the Nordic User Days in Stockholm later this autumn.

Ortivus aims to be the leading software provider for prehospital care, not only through technology, but by contributing to real operational development. With an intuitive data capture interface and powerful business intelligence tools, our customers can benchmark outcomes, identify areas for improvement, and optimise their organisations. By combining financial discipline with investments in innovation and team development, we create solutions that are both technically and economically sustainable.

We are entering the next phase with a clear mission: to modernise and streamline prehospital care. With cutting-edge technology, global reach, and strong customer relationships, we are well positioned to meet the healthcare needs of tomorrow. Ortivus is not only delivering digital tools, but enabling a more accessible, integrated, and sustainable emergency care system.

### Group development January – March 2025

#### Financial performance

Net sales amounted to SEK 18.1 million (22.1). Of the revenues, SEK 9.3 million derived from ongoing contracts. Revenues in the UK remained reduced during the quarter due to the cyberattack in the summer of 2023. Revenues are partly generated from consultancy work in implementation projects for new customers and adaptations for existing customers. For longer projects, revenue is recognized using the percentage-of-completion method. Project activity naturally varies over time. During the quarter, only small amounts could be recognized under the percentage-of-completion method despite high activity, and few adaptation projects were carried out. Thanks to previous efficiency measures, the gross margin increased to 42% (41%) despite lower sales. Operating expenses amounted to SEK -10.0 million (-11.2), following significant personnel changes that led to both savings and investments to support proactive sales efforts.

The operating result for the quarter was SEK -2.5 million (-2.0).

The Group's net financial items were SEK 0.0 million (-0.1), including a positive currency effect of SEK 0.7 million. Profit after tax for the quarter amounted to SEK -2.4 million (-2.2), corresponding to earnings per share before and after dilution of SEK -0.06 (-0.05).

#### Cash flow and liquidity

Cash flow from operating activities for the quarter was SEK -4.8 million (-6.5). Cash flow from investing activities amounted to SEK -3.3 million (-1.1). Cash flow from financing activities was SEK 2.9 million (7.6). The Group's total cash flow during the quarter was SEK -5.1 million (0.1). Cash and cash equivalents at the end of the period amounted to SEK 2.1 million (1.3).

#### **Financial position**

Assets: Investments in intangible and tangible fixed assets amounted to SEK 35.0 million (29.0) at the end of the period. During the quarter, investments in intangible and tangible fixed assets resulted in SEK 3.3 million, with depreciation of SEK 0.8 million. Investments mainly related to ePR for iOS and Mobimed, with development expected to continue at a high pace during 2025. Financial fixed assets amounted to SEK 2.3 million (4.0). Inventory at the end of the period was SEK 7.6 million (13.6). Accounts receivable amounted to SEK 6.6 million (7.0), an increase from SEK 3.4 million in Q4'24, explained by more selective use of factoring.

Equity and liabilities: Group equity at the end of the period was SEK -10.2 million (15.6), with an equity ratio of -16% (23%). Long-term liabilities amounted to SEK 40.9 million (11.7), including lease liabilities under IFRS 16 of SEK 1.5 million (1.7) and deferred income for licenses and warranties of SEK 1.6 million (8.5). The Group's debt to the main shareholder, Ponderus Invest AB, converted to long-term debt as of December 31, 2024, amounted to SEK 37.9 million. Short-term liabilities were SEK 33.2 million (38.5), including customer prepayments of SEK 6.7 million (3.2), accounts payable of SEK 8.7 million (9.3), accrued expenses and deferred income of SEK 12.0 million (13.8), and lease liabilities under IFRS 16 of SEK 1.9 million (1.9).

#### The Group

The Group comprises the parent company Ortivus AB (publ), corporate ID 556259–1205, and its wholly owned subsidiaries: Ortivus UK Ltd, corporate ID 03558696; Ortivus MobiMed AB, corporate ID 556593–0707; and Ortivus MobiMed ApS, CVR 43419110.

#### **Personnel**

At the end of the period, the Group had 32 (42) employees, with 2 (2) in the parent company. Employees in Sweden numbered 26 (36). The proportion of women was 28%.

#### Related party transactions

The existing credit facility from Ponderus Invest AB is valid until December 31, 2026. Ponderus Invest AB owns 25.8% of the shares and is represented on the board.

#### Shares, share capital and shareholders

Ortivus A and B shares are listed on Nasdaq First North Growth Market. As of March 31, the number of shares was 44.3 million, comprising 1.7 million A shares and 42.6 million B shares. The number of shareholders was 4,080. The company's market capitalization at the end of the period was SEK 74.7 million (134.4).

#### Forward-looking statements

All forward-looking statements in this report are based on the company's best assessment at the time of the report. Such statements involve risks and uncertainties, which may result in actual outcomes differing. Except as required by applicable law, forward-looking statements are valid only as of the date they are made, and Ortivus undertakes no obligation to update any of them in light of new information or future events. Ortivus does not provide forecasts.

#### Other information

The Parent Company Ortivus AB (publ) conducts group-wide operations. The parent company's net sales during the period amounted to SEK 4.3 million (4.3). Operating profit was SEK 1.7 million

(1.2). Cash and cash equivalents at the end of the auarter were SEK 0.7 million (0.1).

**Certified Advisor** 

Certified Adviser on NASDAQ First North Growth Market is FNCA Sweden AB Box 5807 Nybrogatan 34 102 48 Stockholm

Phone: +46 8 528 00 399

#### Financial calender

Half-Year Report Jan-Jun: August 25 Interim Report Jan-Sep: November 14 Year-End Report 2025: February 20, 2026 Annual Report 2025: April 2026

#### Financial information

Ortivus AB (publ) is listed on Nasdag First North Growth Market. The information in this report is disclosed in accordance with the EU Market Abuse Regulation and the Swedish Securities Market Act. The information was submitted for publication through the agency of the contact persons below on May 8, 2025. Financial reports and press releases are published in Swedish and English and are available at www.ortivus.com.

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

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#### Board's assurance

The Board of Directors and the CEO certify that this interim report provides a fair overview of the Parent Company's and the Group's operations, financial position, and results, and describes the significant risks and uncertainties facing the Parent Company and the companies in the Group.

Danderyd 08-05-2025

Anna-Carin Strandberg Chairman of the Board

Peter Edvall **Board** member

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Anna Klevby Dalgaard Board member

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Ulf Järnberg Board member

Gustaf Nordenhök Chief Executive Officer

# **Financial reports**

The Group

### The Group's report on results in summary

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Net sales	18,143	22,054	80,413
Cost of sales	-10,557	-12,939	-52,478
Gross profit	7,586	9,115	27,935
Gross margin	42%	41%	35%
Selling expenses	-5,499	-5,562	-24,813
Administrative expenses	-2,524	-2,220	-11,392
Research and development expenses	-1,940	-3,214	-10,805
Other operating income	31	0	349
Other operating expanses	-113	-161	-805
Operating profit	-2,461	-2,042	-19,532
Operating margin	-14%	<b>-9</b> %	-24%
Income from other financial fixed asset	-	-	-1,690
Financial net	11	-58	-3,596
Profit before tax	-2 449	-2,100	-24,817
Tax	-	-52	-86
Profit for the period	-2,449	-2,152	-24,903
Items that may be subsequently reclassified to profit or loss			
Gains/losses arising on translation of the statements of foreign operations	-	479	-
Comprehensive income for the period	-2,449	-1,673	-24,903
Profit for the period attributable to Owners of the Parent Company	-2,449	-2,152	-24,903
Comprehensive income for the period attributable to Owners of the Parent Company	-2,449	-1,673	-24,903

### The Group's statement of financial position in summary

Amount in KSEK	31 Mar 2025	31 Mar 2024	31 Dec 2024
Fixed assets			
Intangible assets	30,647	23,838	28,067
Financial assets	4,380	5,186	5,012
Financial assets	2,310	4,000	2,310
Total fixed assets	37,337	33,024	35,389
Current assets			
Inventory	7,638	13,649	7,610
Accounts receivable	6,599	7,040	3,398
Other receivable	310	4,197	1,657
Prepaid expenses and accrued income	9,985	7,722	8,572
Cash	2,135	1,302	7,281
Total current assets	26,666	33,910	28,518
Total assets	64,003	66,934	63,907
Shareholders' equity	-10,196	1,632	-7,165
Provisions	60	1,055	89
Long term liabilities			
Long-term interest-bearing liabilities	1,558	8,545	2,136
Loan	37,864	1,500	33,664
Lease liabilities	1,501	1,653	1,981
Total long term liabilities	40,923	11,698	37,781
Short term liabilities			
Advance payments from customers	6,716	3,253	4,873
Accounts payable	8,703	9,340	7,378
Short term loan	250	8,000	500
Other liabilities	3,643	2,323	7,774
Lease liabilities	1,917	1,867	1,885
Accrued expenses and prepaid income	11,988	13,766	10,792
Total short term liabilities	33,217	38,549	33,202
Total liabilities and equity	64,003	66,934	63,907

### The Group's statement of changes in equity

Amount in KSEK	31 Mar	31 Mar	31 Dec
	2025	2024	2024
Opening balance	-7,165	17,305	17,305
Profit of the year	-2,449	-1,673	-24,903
Currency translation	-582	-	434
Closing balance	-10,196	15,632	-7,165

### The Group's statement of cash flow in summary

Amount in KSEK	Jan-Mar	Jan-Mar	Jan-Dec
AMOON III KOEK	2025	2024	2024
Profit before tax	-2,449	-2,100	-24,817
Adjustments for non-cash items	669	1,545	5,141
Cash flow from operating activities before changes in working capital	-1,780	-555	-19,676
Cash flow from changes in working capital	-3,031	-5,891	9,929
Cash flow from operating activities	-4,811	-6,446	-9,747
Cash flow from investing activities	-3,259	-1,070	-7,590
Cash flow from financing activities	2,924	7,586	23,330
Cash flow fro the period	-5,146	70	5,993
Cash at the beginning of the period	7,281	1,289	1,289
Exchange difference in cash	-	-57	-
Cash at the end of the period	2,135	1,302	7,281

# Financial reports

**The Parent Company** 

### The Parent Company's income statement in summary

Amount in KSEK	Jan-Mar	Jan-Mar	Jan-Dec
AHOUH III KOLK	2025	2024	2024
Net sales	4,293	4,326	16,231
Cost of sales	-	-	-
Gross profit	4,293	4,326	16,231
Gross margin	100%	100%	100%
Selling expenses	-	-1,749	-
Administrative expenses	-2,453	-1,359	-13,224
Research and development expenses	-	-	-
Other operating income	8	-	13
Other operating expenses	-125	-38	-63
Operating profit	1,723	1,180	2,957
Operating margin	40%	27%	18%
Income from investments in group companies	-	-	-50,034
Financial net	-705	-1,179	-2,754
Profit before tax	1,018	1	-49,831
Tax	-	-	-
Profit for the period	1,018	1	-49,831

### The Parent Company's statement of financial position in summary

Amount in KSEK	31 Mar	31 Mar	31 Dec
	2025	2024	2024
Fixed assets			
Intangible assets	1,168	-	1,230
Participation in group companies	60,009	60,216	60,009
Total fixed assets	61,177	60,216	61,239
Current assets			
Accounts receivable	-	322	210
Receivables from group companies	11,914	47,428	7,060
Tax receivables	174	-	146
Other receivables	-	3	191
Prepaid expenses and accrued income	1,366	1,457	765
Cash	722	81	67
Total current assets	14,176	49,291	8,438
Total assets	75,353	109,507	69,677
Shareholders equity	32,873	81,687	31,855
Non-current liabilities			
Long-term loans	37,864	-	33,664
Total non-current liabilities	37,864	-	33,664
Current liabilities			
Advance payments from customers	-	140	375
Accounts payable	1,516	1,430	1,183
Short-term loan	-	8,000	-
Liabilities to group company	299	16,713	278
Other liabilities	100	452	78
Accrued expenses and prepaid income	2,702	1,085	2,244
Total short term liabilities	4,616	27,820	4,158
Total liabilities and equity	75,353	109,507	69,677

### The Parent Company's statement of changes in equity

A	31 Mar	31 Mar	31 Dec
Amount in KSEK	2025	2024	2024
Opening balance	31,855	81,686	81,686
Profit of the year	1,018	1	-49,831
Closing balance	32,873	81,687	31,855

#### Note 1 General information

Ortivus AB (publ), corporate identity number 556259-1205, is a Swedish public limited company with its registered office in Danderyd. The head office is located at Svärdvägen 19, SE-182 33 Danderyd, Sweden. The Group provides digital medical technology and eHealth solutions, specifically developed for out-of-hospital care. Unless otherwise stated, all amounts are reported in thousands of SEK (KSEK). Figures in parentheses refer to the comparative period. This interim report was approved for publication by the Board of Directors on 8 May 2025.

#### Note 2 Accounting principles

This interim report for the Group has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The parent company's interim report has been prepared in accordance with the Swedish Annual Accounts Act. The same accounting and valuation principles have been applied for the Group and the parent company as in the most recently published annual report. Significant estimates and judgments are described in Note 29 of the 2024 annual report.

#### Note 3 Significant risks and uncertainties

Due to the nature of its operations, Ortivus is exposed to various types of risks. The Board's work on risk management is outlined in Note 26 of the 2024 annual report.

#### Note 4 Revenue distribution

The Group has only one operating segment, which is fully reflected in the Group's financial reports. Revenue is distributed geographically as shown in the table below.

	Jan-Mar	Jan-Mar	Jan-Dec
	2025	2024	2024
Nordics	9,813	12,743	43,450
Rest of Europe	7,955	8,654	35,419
Rest of the world	375	657	1,544
Total	18,143	22,054	80,413

#### Note 5 Significant exchange rates

31 Mar 2025	EUR	GBP	SGD	USD
Closing rate	10.85	12.99	7.47	10.03
Average rate Q1	11.23	13.44	7.92	10.68
31 Mar 2024	EUR	GBP	SGD	USD
31 Mar 2024 Closing rate	EUR 11.53	<b>GBP</b> 13.48	<b>SGD</b> 7.90	<b>USD</b> 10.66

#### Note 6 Alternative performance measures

Ortivus applies the European Securities and Markets Authority's (ESMA) guidelines for so-called Alternative Performance Measures (APMs). The company's management considers these alternative performance measures to be relevant for users of the financial report as a complement to the metrics that reflect the company's operational development. These financial measures are not always comparable with those used by other companies, as not all companies calculate such measures in the same way. Therefore, these financial measures should not be regarded as substitutes for measures defined in accordance with IFRS.

### Definitions of key performance indicators

### The Group

**Gross margin** - Gross profit as a percentage of net sales. The company believes that key figures provide a deeper understanding of the Company's profitability.

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Gross profit/	7,586	9,115	27,935
Net sales	18,143	22,054	80,413
Gross margin	42%	41%	35%

**Adjusted gross margin** - Adjusted gross margin for non-recurring items. Significant events and transactions that are relevant to consider when comparing one period's results with another. Non-recurring items refer to restructuring costs (consultancy fees, costs related to staff reductions, loss-making contracts, and impairments), significant customer losses, as well as disputes and insurance cases. Non-recurring items are excluded to facilitate comparisons of results between periods.

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Gross profit	7,586	9,115	27,935
EO items	0	0	5,500
Adjusted gross profit/	7,586	9,115	33,435
Net sales	18,143	22,054	80,413
Adjusted gross margin	42%	41%	42%

**Operating margin** - Operating margin as a percentage of net sales. The Company believes that key figures provide a deeper understanding of the company's profitability.

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Operating results/	-2,461	-2,042	-19,532
Net sales	18,143	22,054	80,413
Operating margin	-14%	<b>-9</b> %	-24%

**EBITDA** - Operating profit before net interest, tax, depreciation of tangible and intangible fixed assets. The Company believes that the key figure provides a deeper understanding of the Company's profitability.

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Profit before tax	-2,449	-2,100	-24,817
Financial net	11	-58	5,286
Depreciation	1,322	1,053	5,686
EBITDA	-1,139	-989	-13,845

**Adjusted EBITDA** - Adjusted EBITDA for non-recurring items. Significant events and transactions that are relevant to consider when comparing one period's results with another. Non-recurring items refer to restructuring costs (consultancy fees, costs related to staff reductions, loss-making contracts, and impairments), significant customer losses, as well as disputes and insurance cases. Non-recurring items are excluded to facilitate comparisons of results between periods.

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
EBITDA	-1,139	-989	-13,845
EO costs	0	0	8,915
Adjusted EBITDA	-1,139	-989	-4,930

**Solidity** - Equity as a percentage of total assets. Equity ratio shows what proportion of the balance sheet total is made up of equity and has been included so that investors can form a picture of the Company's capital structure.

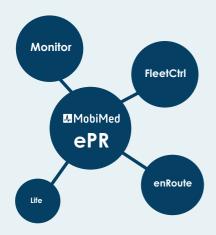
Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Equity at the end of the period/	-10,196	15,632	-7,165
The balance sheet	64,003	66,934	63,907
Solidity	-16%	23%	-11%

Earnings per share - Profit after tax divided by the average number of shares for the period.

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Profit after tax	-2,449	-2,152	-24,903
Average number of shares for the period	44,307	44,307	44,307
Earnings per share	-0.06	-0.05	-0.56

**Equity per share** - Equity at the end of the period divided by the number of shares at the end of the period. The Company considers this key figure to provide a deeper understanding of the Company's profitability.

Amount in KSEK	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Equity at the end of the period/	-10,196	15,632	-7,165
Numbers of share at the end of the period	44,307	44,307	44,307
Equity per share	-0.23	0.35	-0.16



### **Ortivus**

To ensure a smooth and efficient healthcare chain

### Our vision

Helping healthcare organizations provide the best possible care to their patients.

### Our mission

To create and implement innovative software solutions that facilitate diagnosis in healthcare delivery, ultimately improving the health and well-being of communities worldwide.

### Our business idea

Ortivus primarily works within ambulance services and prehospital care. We specialise in electronic patient records (ePR) and complementary solutions.

### Ortivus platform

MobiMed

### MobiMed ePR

MobiMed ePR gathers all essential patient information in an intuitive interface, making it easier to make informed decisions in real time and ensuring high-quality care documentation.

#### **MobiMed Monitor**

MobiMed Monitor enables real-time monitoring of vital signs directly in the ambulance, providing a stronger basis for decision-making during emergency interventions.

### MobiMed FleetCtrl

MobiMed FleetCtrl offers automated checks, status monitoring, and seamless communication between vehicles and personnel, reducing operational disruptions and improving availability.

#### MobiMed enRoute

MobiMed enRoute combines advanced navigation with case management, facilitating planning, communication, and follow-up during every mission.

### MobiMed Life

MobiMed Life is a portable, standalone defibrillator solution that provides immediate access to life-saving treatment and complements the ambulance's existing equipment.



# Ortivus AB

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