

**Camanio
Care**



Interim report
Camanio Care AB
January – September 2017

Summary

Figures in parentheses refer to the corresponding period during the previous year, unless otherwise stated. The comparative figures for the key ratios which relate to the Group's profit/loss and income statement refer to the Parent Company, Camanio Care AB (formerly Brighter Two AB), as the subsidiary Bestic AB was acquired in October 2016, implying that the company did not constitute a corporate group until the final quarter of 2016.

1 JULY – 30 SEPTEMBER 2017

- Net sales for the period amounted to kSEK 775 (324)
- Operating profit/loss was kSEK -3,749 (-1,122)
- Profit/loss after financial items was kSEK -3,799 (-1,172)
- Earnings per share amounted to SEK -0.26 (-0.24)
- Equity in the Group as at 30 September amounted to kSEK 18,919 (31 Dec 2016: kSEK 22,398)
- Cash and cash equivalents in the Group as at 30 September amounted to kSEK 431 (31 Dec 2016: kSEK 6,701). Liquidity amounted to 155% (31 Dec 2016: 296%)
- The equity/assets ratio was 70% (31 Dec 2016: 76%)
- The number of shares at the end of the period was 14,642,970 (31 Dec 2016: 10,315,592). Of this amount, a total of 2,407,037 shares have been subscribed for as a part of the share issue currently in progress, but were registered with the Swedish Companies Registration Office in October. The number of registered shares at the end of the period on 30 September was 10,406,501.

1 JANUARY – 30 SEPTEMBER 2017

- Net sales for the nine months constituting the period amounted to kSEK 4,760 (891)
- Operating profit/loss was kSEK -11,092 (-2,442)
- Profit/loss after financial items was kSEK -11,191 (-2,541)
- Earnings per share was SEK -0.90 (-0.52)

Significant events during the third quarter

- *24 August* | Camanio Care strengthens its organisation through the recruitment of two new members to the management team
- *28 August* | Camanio Care's product Bestic is exhibited at the World Robot Conference in Beijing receives substantial attention from the print media and TV in China
- *1 September* | Partial registration of Camanio Care's preferential rights issue
- *8 September* | Camanio Care initiates a collaboration with Olivia Rehabilitating to improve the mealtime situation in the health care sector
- *13 September* | Registration of Camanio Care's preferential rights issue completed, conversion of paid subscription shares to ordinary shares
- *19 September* | Notice of extraordinary general meeting of shareholders
- *21 September* | New video from Google illustrates the value of Camanio Care's welfare technology through a warm and personal film report from Tibro municipality

Significant events after the end of the period

- *11 October* | Camanio Care receives the remaining proceeds of the share issue from the company's Chinese partner Zhongrui Funing Robotics
- *12 October* | Camanio Care broadens its product family with the BikeAround Screen
- *18 October* | Report on the extraordinary general meeting of shareholders
- *24 October* | Camanio Care implements offset share issue to finance international sales activities
- *9 November* | Camanio Care launches Giraff – a digital monitoring and communication robot

Commentary on the Group's financial performance during the third quarter

The Group's sales during the period July – September 2017 amounted to kSEK 775. This is a lower sales figure than in the preceding quarters of 2017, but is nonetheless in line with expectations, as sales historically tend to be lower during the summer months. However, when compared with the same period during the previous year, July – September 2016, when sales of kSEK 324 were reported, the Group's sales figure has doubled.

In addition, the Group has incurred a lower level of expenses during the summer months, primarily other external expenses, which have decreased by kSEK 783 compared with the previous quarter. Operating profit/loss therefore continues to be in line with previous performance and amounted to kSEK -3,749 for the quarter, compared to kSEK -3,337 and kSEK -4,006, respectively, for the previous two quarters.

The new share issue carried out in June was not yet completed at the end of the interim period, as the Group was still waiting for the final issue payment of SEK 7.2 million. For this reason, the Group has borrowed an amount of SEK 1 million to strengthen liquidity. This is a short-term loan that was repaid in October after the company received the final issue payment. The issue, which raised a total of SEK 9.5 million for the Group in cash and cash equivalents, was registered with the Swedish Companies Registration Office in October.

Key financial ratios

Quarterly overview - Group

kSEK

	Quarter 1 1 Jan - 31 Mar 2017	Quarter 2 *) 1 April - 30 June 2017	Quarter 3 1 Jul - 30 Sept 2017	1
Net sales	1,669	2,316	775	
Cost of goods sold	-876	-480	-313	
EBITDA	-3,110	-2,365	-2,775	
EBIT	-4,006	-3,337	-3,749	
Profit/loss for the period	-4,034	-3,265	-3,753	
Earnings per share, SEK	-0.39	-0.28	-0.26	
Liquidity, %	216%	286%	155%	
Equity/assets ratio, %	74%	77%	70%	

*) During the period, the company detected an error in the value of inventory at the end of the second quarter, arising as a result of the company reporting an inventory value which was too low.

Quarter 2 has therefore been adjusted to rectify the error, which affected the cost of goods sold and profit/loss for the second quarter positively in an amount of kSEK 671.

A Word from the CEO

The third quarter was, in spite of the summer months, very eventful – especially with regard to the company’s international expansion. Behind the scenes, we have focused on starting up and increasing cooperation with our strategic partner ZFR in China. In addition, we have strengthened the company’s sales and marketing activities in the USA and Canada, two large and fast-growing markets where we see potential within rehabilitation, activation and digital care.

The partnerships and sales support activities that we launched in the spring and summer have meant that we are entering the fourth quarter and 2018 on exceptional terms. During the quarter, we strengthened not only the company’s financial position, but also our management team, with the recruitment of new personnel who will add skills and competencies vital for the growth journey which Camanio Care is facing.

At the annual World Robot Conference in Beijing, 23 - 26 August, our Chinese partners demonstrated Camanio’s popular robotics solutions Bestic in their booth. The results were beyond all expectations and interest in Bestic was enormous; China Daily, a Chinese English-language newspaper that is distributed to 150 different countries and regions, gave Bestic top ranking on their website.

Looking at the Swedish market, we began a 5-year collaboration with Olivia Rehabilitering, giving people with eating difficulties the possibility of rehabilitation with mealtimes in focus – a unique programme in Sweden! Olivia Personlig Assistans, which has annual sales of approximately SEK 400 million, currently has 10 local assistance offices around Sweden, with approximately 1,500 employed personal assistants and 240 customers. This of course is a great partner for us and we are glad that Olivia has chosen Camanio to improve their rehabilitation programme.

In September, Google published a video and blog post about our activation aid the BikeAround jDome, which saw a tremendous spreading through shares and links. We are naturally very proud that companies the size of Google see the value in our solution and devote their time and energy to highlight the importance of the product to the individual.

BikeAround jDome is one of several products within robotics and welfare technology from Camanio Care that contribute to a better life for the elderly and disabled. At present, the BikeAround jDome is used at several retirement homes in Sweden and interest in the solution is also increasing in the global market, not least thanks to Google’s action. We have also launched a complementary product, the BikeAround Screen, a smaller version of the BikeAround jDome where the characteristic dome has been replaced with a flat screen.

Our work in the coming months and years will now be to focus on efficiency in our sales activities and production. These two fundamental areas form the basis of our obvious platform for growth with our innovative products. Our goal is to move from innovation to standardisation, whereby technology is a necessary and important part of the future of social care.

Catharina Borgenstierna, CEO Camanio Care



Income statement

Group				
kSEK				
	1 Jul - 30 Sept 2017 (Group)	1 Jul - 30 Sept 2016 (Camanio Care AB)	1 Jan - 30 Sept 2017 (Group)	1 Jan - 30 Sept 2016 (Camanio Care AB)
Net sales	775	324	4,760	891
Other operating income	178	13	295	57
Operating expenses				
Cost of goods sold	-313	-106	-1,669	-307
Other external expenses	-1,508	-264	-5,988	-1,174
Personnel costs	-1,907	-1,036	-5,648	-1,750
Operating profit/loss before depreciation, amortisation and financial items (EBITDA)	-2,775	-1,069	-8,250	-2,283
Depreciation and amortisation	-974	-53	-2,842	-157
Operating profit/loss (EBIT)	-3,749	-1,122	-11,092	-2,442
Financial items	-50	-50	-99	-99
Profit/loss before tax	-3,799	-1,172	-11,191	-2,541
Deferred tax	46	-	139	-
Profit/loss for the period	-3,753	-1,172	-11,052	-2,541

Net profit/loss for the year is attributable to the shareholders in the Parent Company.

Parent Company				
kSEK				
	1 Jul - 30 Sept 2017	1 Jul - 30 Sept 2016	1 Jan - 30 Sept 2017	1 Jan - 30 Sept 2016
Net sales	905	324	4,648	891
Other operating income	178	13	294	57
Operating expenses				
Cost of goods sold	-346	-106	-1,562	-307
Other external expenses	-1,843	-264	-6,222	-1,174
Personnel costs	-1,907	-1,036	-5,648	-1,750
Operating profit/loss before depreciation, amortisation and financial items (EBITDA)	-3,013	-1,069	-8,490	-2,283
Depreciation and amortisation	-213	-53	-560	-157
Operating profit/loss (EBIT)	-3,226	-1,122	-9,050	-2,442
Financial items	-33	-50	-71	-99
Profit/loss for the period	-3,259	-1,122	-9,121	-2,541

Balance sheet

kSEK				
	30 Sept 2017	31 Dec 2016	30 Sept 2017	31 Dec 2016
	(Group)	(Group)	(Camanio Care AB)	(Camanio Care AB)
Non-current assets				
Capitalised expenditure	2,301	2,619	2,301	1,134
Patents, trademarks	3,368	4,013	15	15
Goodwill	10,086	10,374	1,350	-
Equipment	469	513	469	-
Participating interests in Group companies	-	-	14,823	14,823
Total non-current assets	16,224	17,519	18,958	15,972
Current assets				
Inventories	1,724	856	1,724	567
Short-term receivables	8,552	4,491	8,906	4,361
Cash and bank balances	431	6,701	380	6,491
Total current assets	10,707	12,048	11,010	11,419
TOTAL ASSETS	26,931	29,567	29,968	27,391
Equity				
Equity	18,919	22,398	21,966	23,596
Equity	18,919	22,398	21,966	23,596
Deferred tax liability	744	883	-	-
Liabilities				
Non-current liabilities	1,457	2,445	1,996	890
Current liabilities	5,811	3,841	6,006	2,905
Total liabilities	7,268	6,286	8,002	3,795
TOTAL LIABILITIES AND EQUITY	26,931	29,567	29,968	27,391

Changes in equity, Group

kSEK	Share capital	Subscribed, non-registered share capital	Other paid in capital	Retained earnings	Net profit/loss for the year	Total capital
Opening balance	2,063		30,911	-6,445	-4,131	22,398
New share issue	18		482			500
Issue expenses after tax			-39			-39
New share issue in progress	366	481	11,861			12,708
Issue expenses after tax			-123			-123
Repayment of shareholders' contributions				-5,555		-5,555
Appropriation of profits			-30,911	26,780	4,131	
Profit/loss for the period					-11,052	-11,052
Translation difference				81		81
Closing balance	2,447	481	12,181	14,861	-11,052	18,919

Changes in equity, Parent Company

kSEK	Share capital	Subscribed, non-registered share capital	Share premium reserve	Retained earnings	Net profit/loss for the year	Total capital
Opening balance	2,063		30,911	-6,445	-2,933	23,597
New share issue	18		482			500
Issue expenses after tax			-39			-39
New share issue in progress	366	481	11,861			12,708
Issue expenses after tax			-123			-123
Repayment of shareholders' contributions				-5,555		-5,555
Appropriation of profits			-30,911	27,977	2,933	
Profit/loss for the period					-9,121	-9,121
Closing balance	2,447	481	12,181	15,977	-9,121	21,966

The company's operations

Camanio Care is an innovative robotics and information technology company which operates in the field of welfare technology and aims to help people improve their quality of life. On 28 March 2017, Camanio Care AB was listed on the AktieTorget trading platform.

Camanio Care is one of the first companies in Europe to work on the implementation of robots in the health care sector, and has developed unique expertise and insight in this market. With our innovative and value-adding products within activation, safety, communications and mealtimes, we are at the forefront of development for the future of welfare.

The company currently has its head office in Stockholm, with a subsidiary in the USA and distributors in China, Denmark, Finland, Norway, the Netherlands, United Kingdom, Spain, France, Germany, Italy and Australia.

Subscribe to our newsletter and learn more about the company on our website www.camanio.com.



Supplementary disclosures

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

Accounting principles

The Group and the Parent Company apply the Swedish Annual Accounts Act and the Swedish Accounting Standards Board's general recommendation "K3" (BFNAR 2012:1). The accounting principles are unchanged from those described in the most recent annual report. For a more detailed description of the accounting principles, please refer to Camanio Care AB's annual report for 2016, pages 14 - 18.

Financial calendar

Date	Report
24 November 2017	Interim report (Q3)

The company's reports are published on the company's website, www.camanio.com. The reports can also be accessed via Aktietorget's website, www.aktietorget.se.

About Camanio Care

Camanio Care is a company operating in the welfare technology sector with products in robotics, assistive devices and gamification which focuses on people's fundamental needs. We offer products and solutions that enhance quality and competence in the areas of activation, the mealtime situation and digital monitoring, such as the BikeAround™ family, Giraff and Bestic®. Camanio Care today has its head office in Stockholm, a subsidiary in the USA and distributors in numerous countries across Europe, as well as in Australia and China.

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This interim report was approved for publication by the Board of Directors on 25 August 2017.