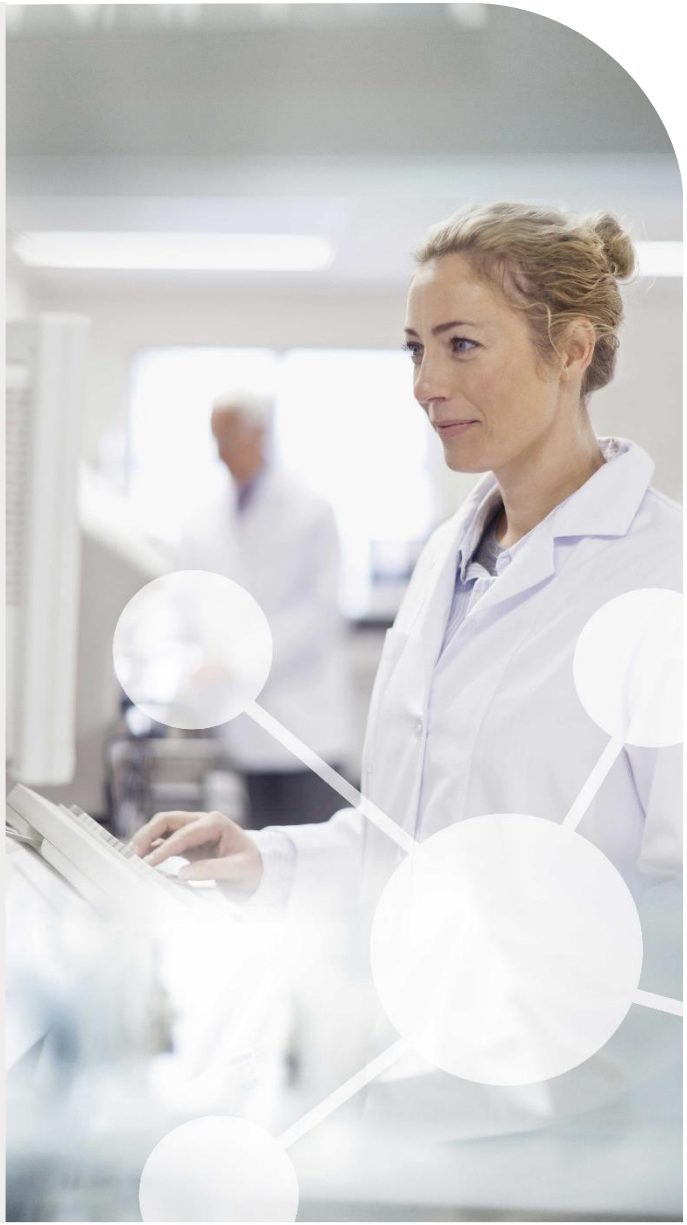


AddLife

Company presentation, LabRobot DP-meeting 2017

AddLife introduction

- A leading independent player mainly in the Nordic Life Science market
- Markets and sells instruments, equipment, consumables and related services mainly to the healthcare sector in the Nordics
- 33 subsidiaries
- Labtech and Medtech
- Net sales SEK 2 060m



AddLife's Company Heritage Dates Back to 1906

2016 – AddLife was listed

2015 – Mediplast and Fenno were acquired

2005 – Acquired by Addtech

2001 – B&B spin off; Addtech & Lagercrantz were listed

1976 – Bergman & Beving was listed

1941 – Agreement with Radiometer

1906 – Bergman & Beving was founded



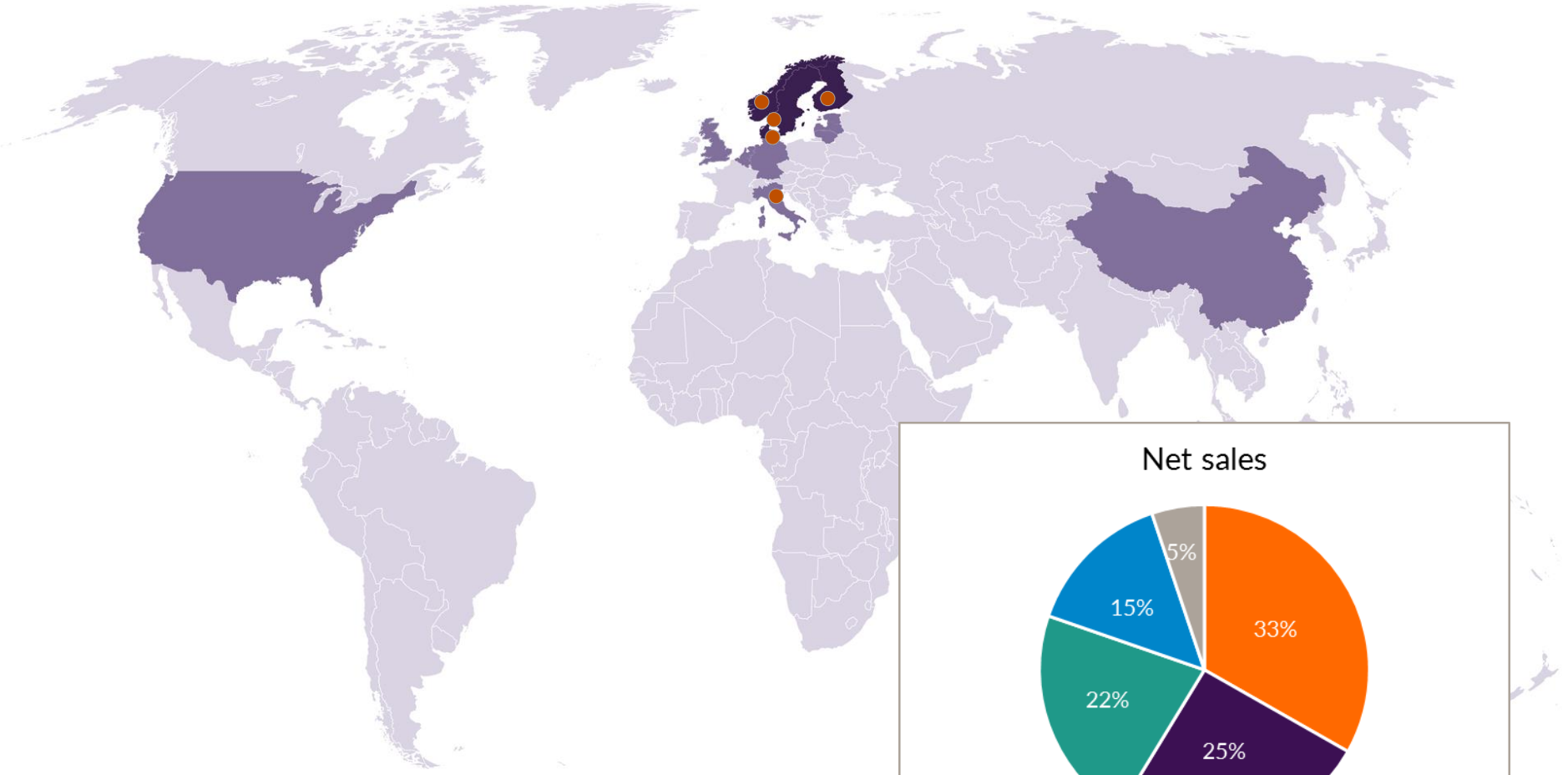
AddLife

Our vision

AddLife strives to improve people's lives by being a leading and value adding player within Life Science

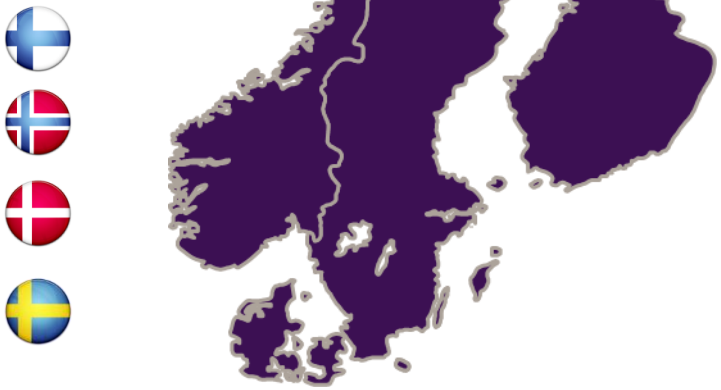


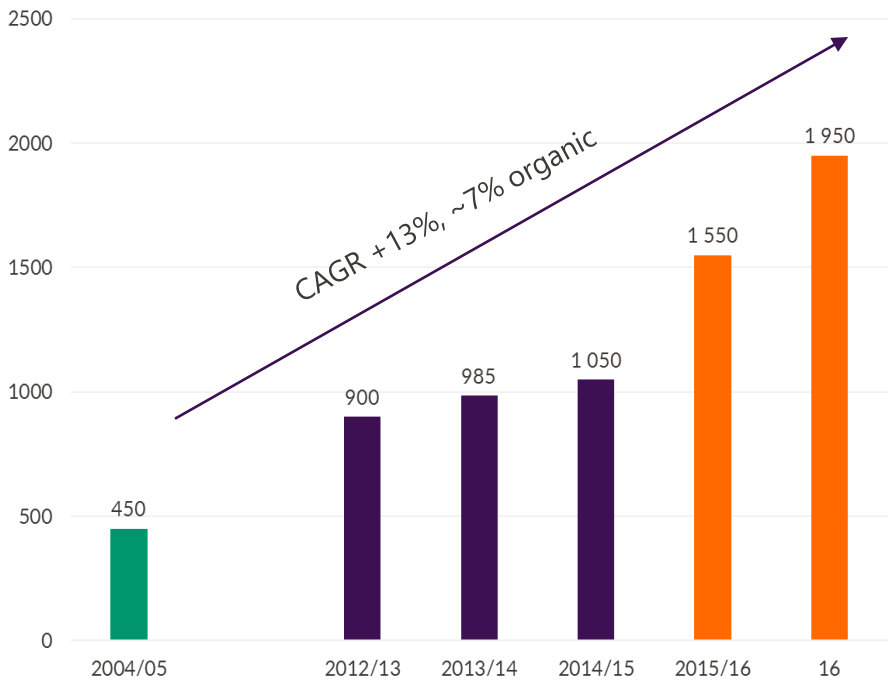
AddLife Markets



Nordics is our home market

~45 BSEK
CAGR 2-3 %



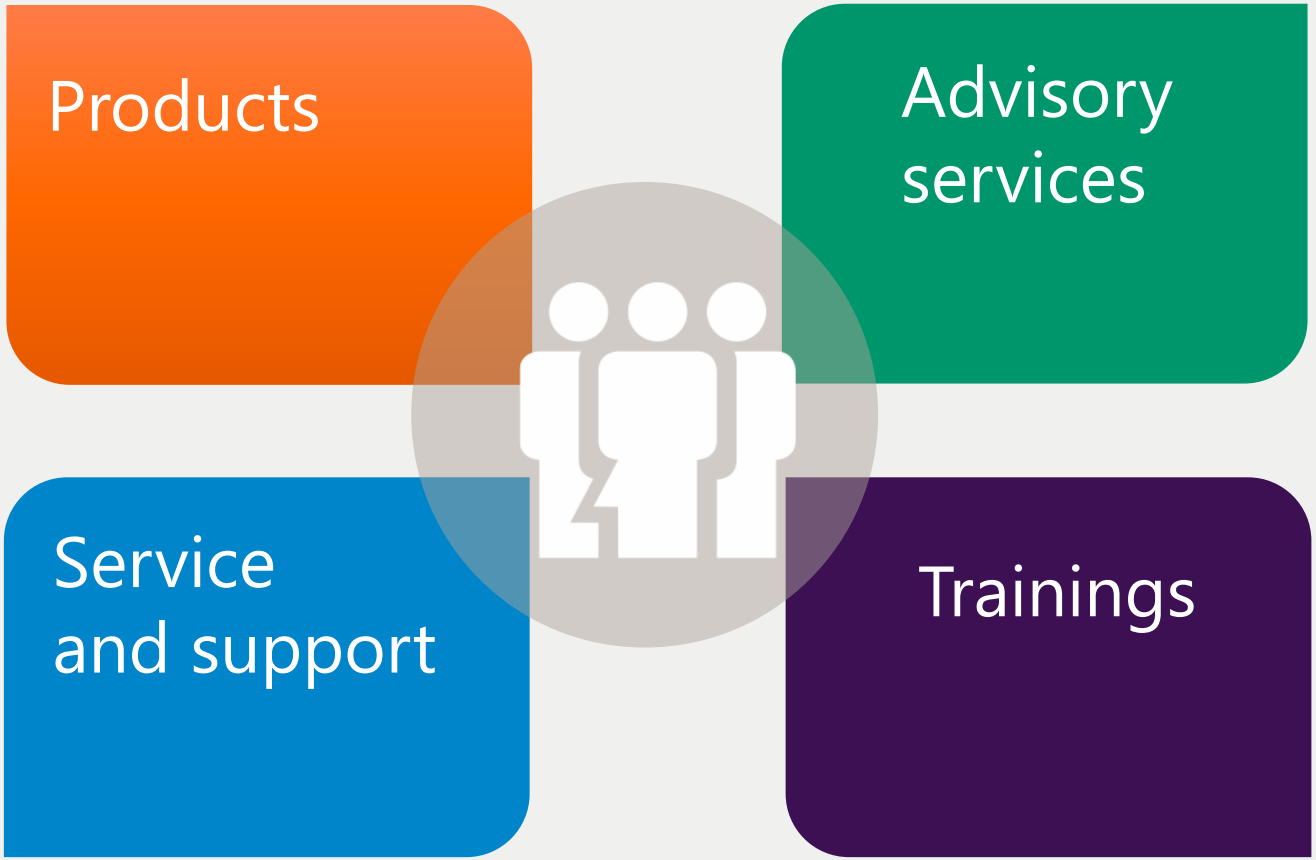


- One of the largest markets per capita
- Demographic trend
- Technical innovations and new treatment methods

- Strong organic growth and acquisitions
- Market leading positions in niche areas

AddLife

Customer offering



Two business areas

AddLife

Labtech

Products





Customers

AstraZeneca

novo nordisk

Karolinska Institutet

eurofins

Sahlgrenska Universitetssjukhuset

Companies

TRIOLAB

BERGMAN LABORA

BERGMAN DIAGNOSTIKA

BioNordika

immuno diagnostic oy

your partner in research and diagnostics

Biolin Scientific

Lab Robot

Holm & Halby

TIL LABORATORIER I UDVIKLING

Medtech

Products









Customers

Stockholms läns landsting

VÄSTRA GÖTALANDSREGIONEN

Region Hovedstaden

REGION SKÅNE

Companies

MEDI PLAST

erthe tech

HEPRO -easy life

krabat

V-TECH

SVANCARE

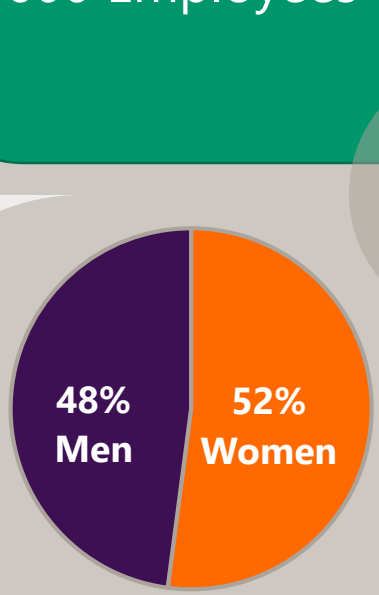
Techno Medica

AddLife

An attractive employeer

600 Employees

AddLife Academy



AddWomen

AddLife Academy

Sales and Business
Step 1 & 2

MD/Sales
Manager Training



350
participants

AddLife Vision
and Philsophy

Special courses in
marketing, finance

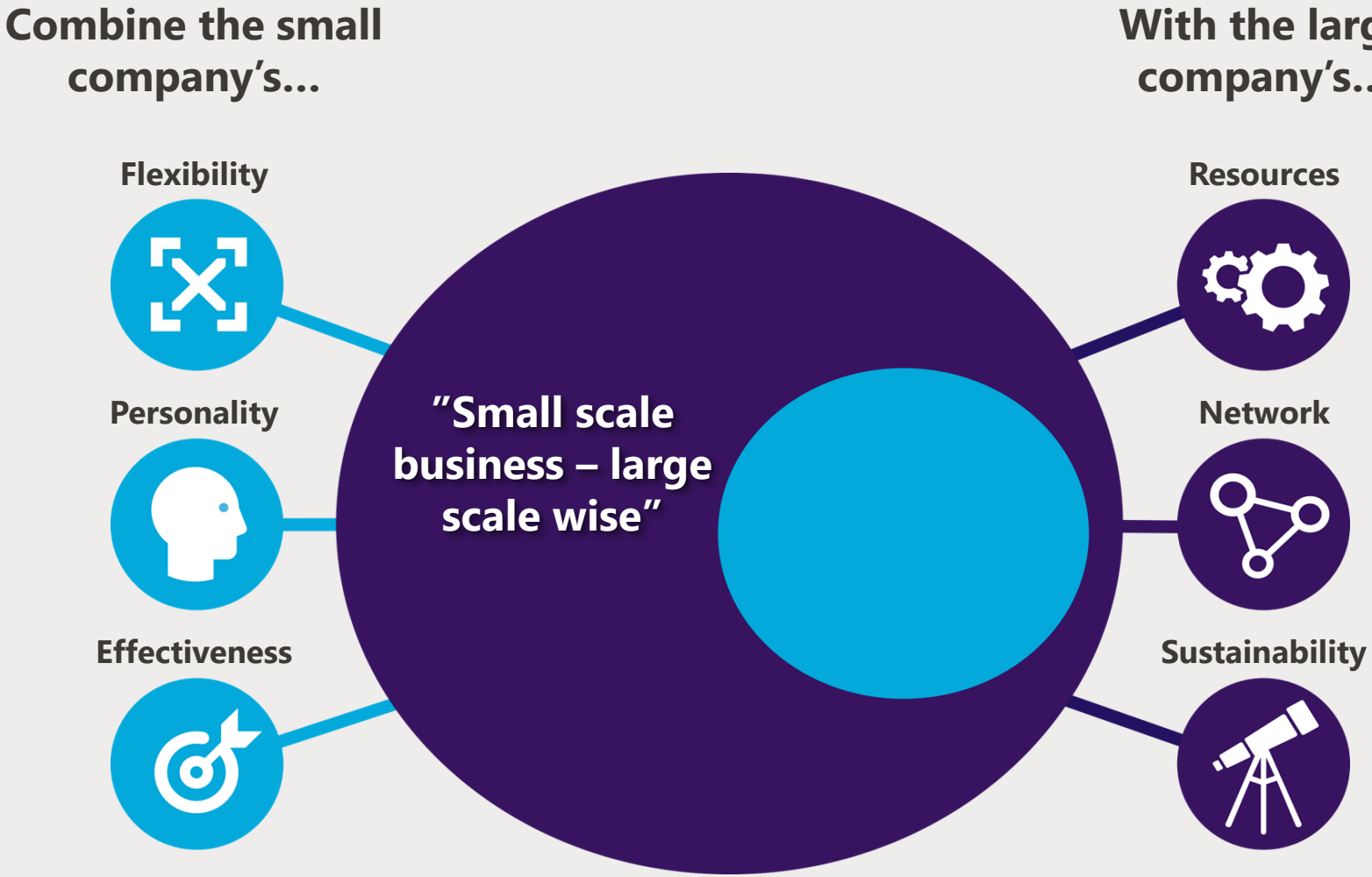
AddLife

With strong core values



AddLife

Decentralized organization with entrepreneurial business acumen



Our strategies



1 Market leading positions

- Market leaders in selected niches
- Niches with high knowledge & technology content
- Sustainable earnings growth and profitability

2 Operating mobility

- Flexible and agile subsidiaries
- Active ownership
- Includes moving, merging or splitting subsidiaries to form better combinations

3 Acquisitions

- To reach our financial goals
- AddLife continuously searches for new Life Science companies
- New products or access to new markets
- Strengthen the market position

Financial goals



Profit growth

- Long term 15 percent yearly

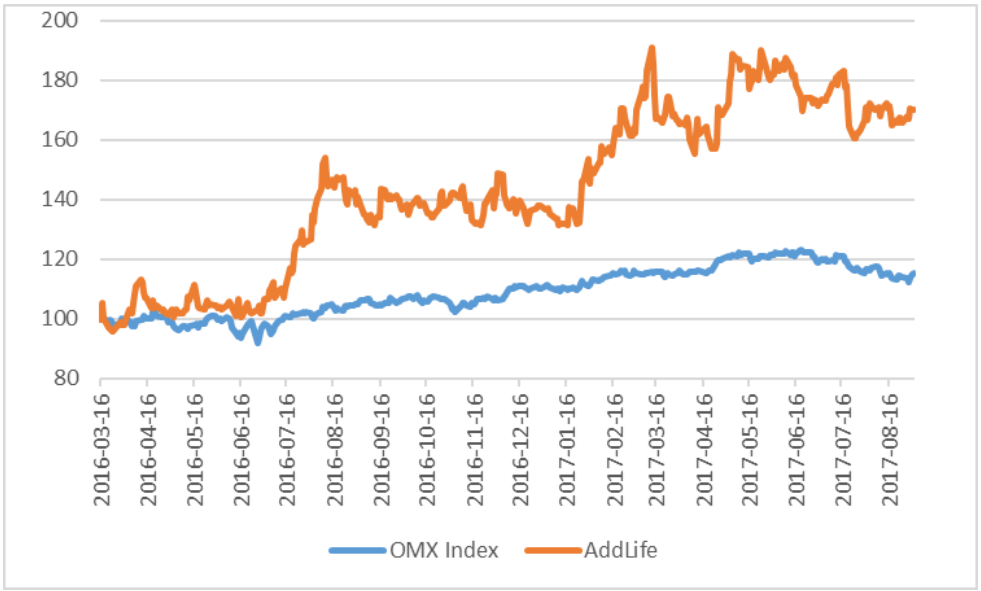
Profitability

- > 45 percent EBITA / WC

Dividend

- 30-50 percent of profit after tax

Share Development





Thank you!

AddLife