

AddLife in brief - 2025

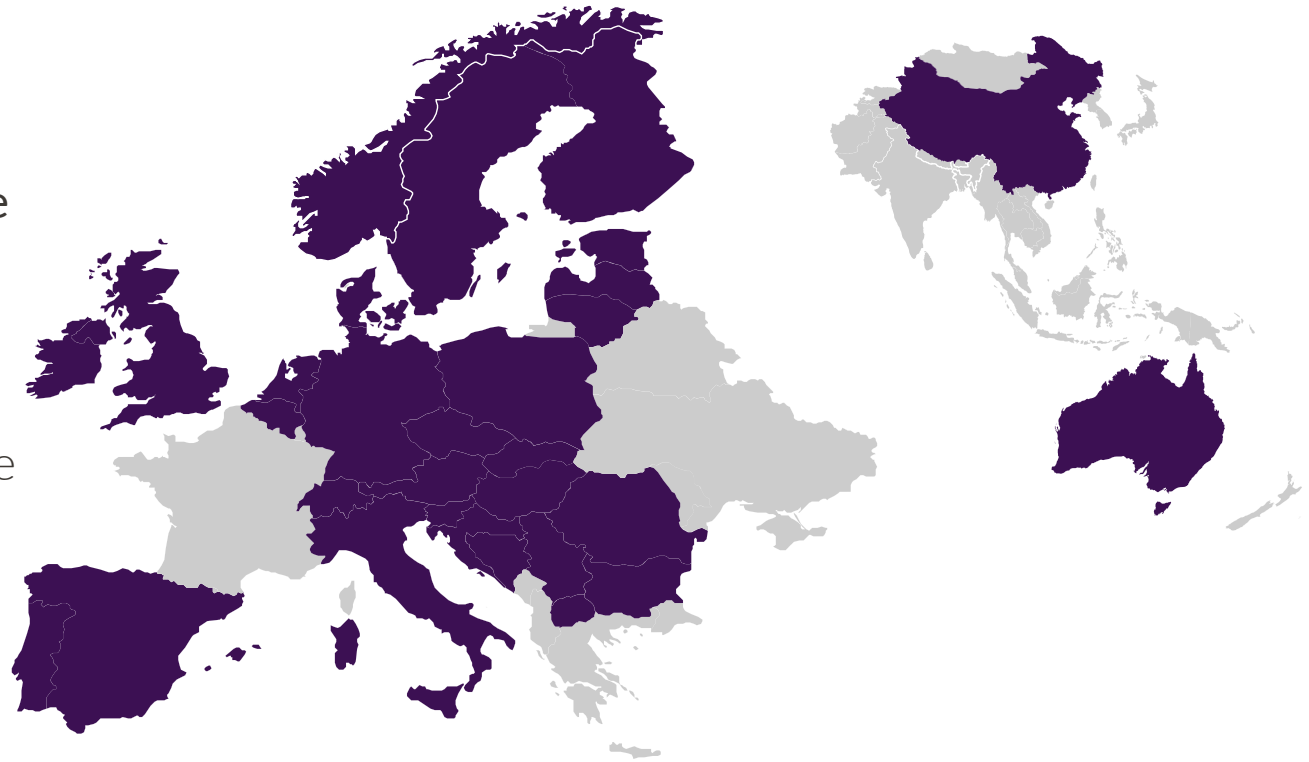
Mattias Bengtsson / VP BU BMR

Lab Robot Distributor Meeting
September 25 -26, 2025

AddLife in brief

A leading, independent partner in the European Life Science market

- Provide equipment, consumables and related services mainly to the healthcare sector
- Owns, develop and acquire market-leading niche companies
- Labtech and Medtech



2,300
EMPLOYEES

85
SUBSIDIARIES

10
NET SALES
SEK BILLION

A long, successful company history

1906 — Bergman & Beving founded



1941 — Radiometer supplier

1997 — Business area MediTech was formed in B&B

2005 — Addtech acquires the business area Life Science

2015 — Mediplast is aquired

2016 — AddLife on Nasdaq

2018 — Strategic step into European markets for Labtech

COVID-19

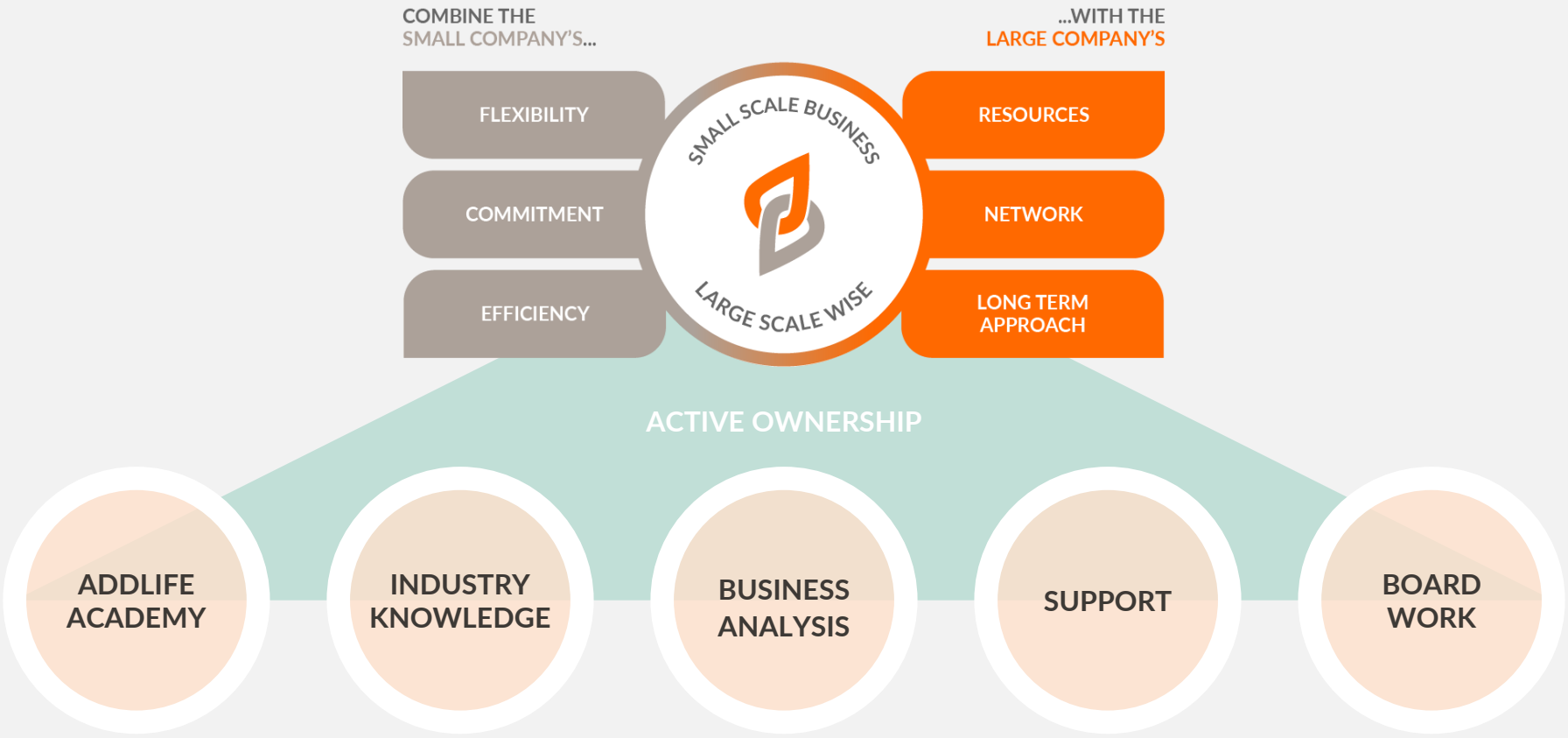
2021-22 — Strategic steps into European markets for Medtech

Decentralized organization



AddLife combines the resources, networks and expertise of a large company and complements them with the flexibility, personality and efficiency of an entrepreneur.

AddLife Business Model



AddLife combines the resources, networks and expertise of a large company and complements them with the flexibility, personality and efficiency of an entrepreneur.

AddLife Academy

- AddLife Vision and Corporate Philosophy
- The JOLT Effect - How to handle customer indecision
- Effective Sales 1
- Leadership
- Negotiation Skills
- Presentation Skills
- Public Procurement
- Sales Oriented Customer Service
- Sales Psychology
- Soft Selling
- Supplier Management

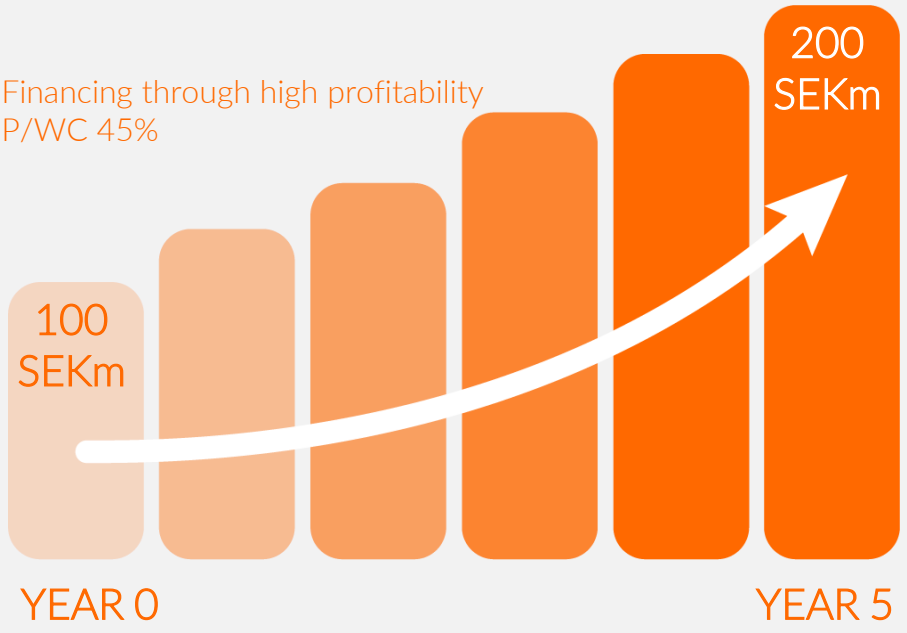


Clear, long-term goals and a strong culture

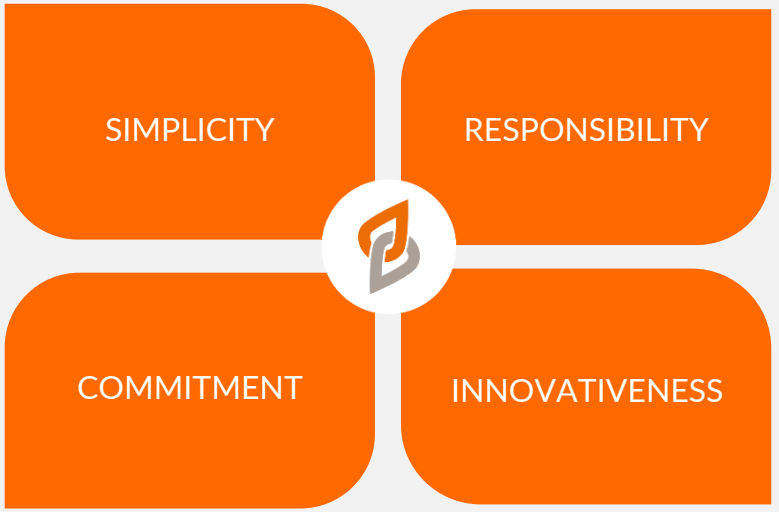
Long term goals

Annual profit growth of 15%, both organically and through acquisitions

Financing through high profitability P/WC 45%



Core Values



AddLife from a sustainability perspective



AddLife provides health solutions within life science to improve people's lives

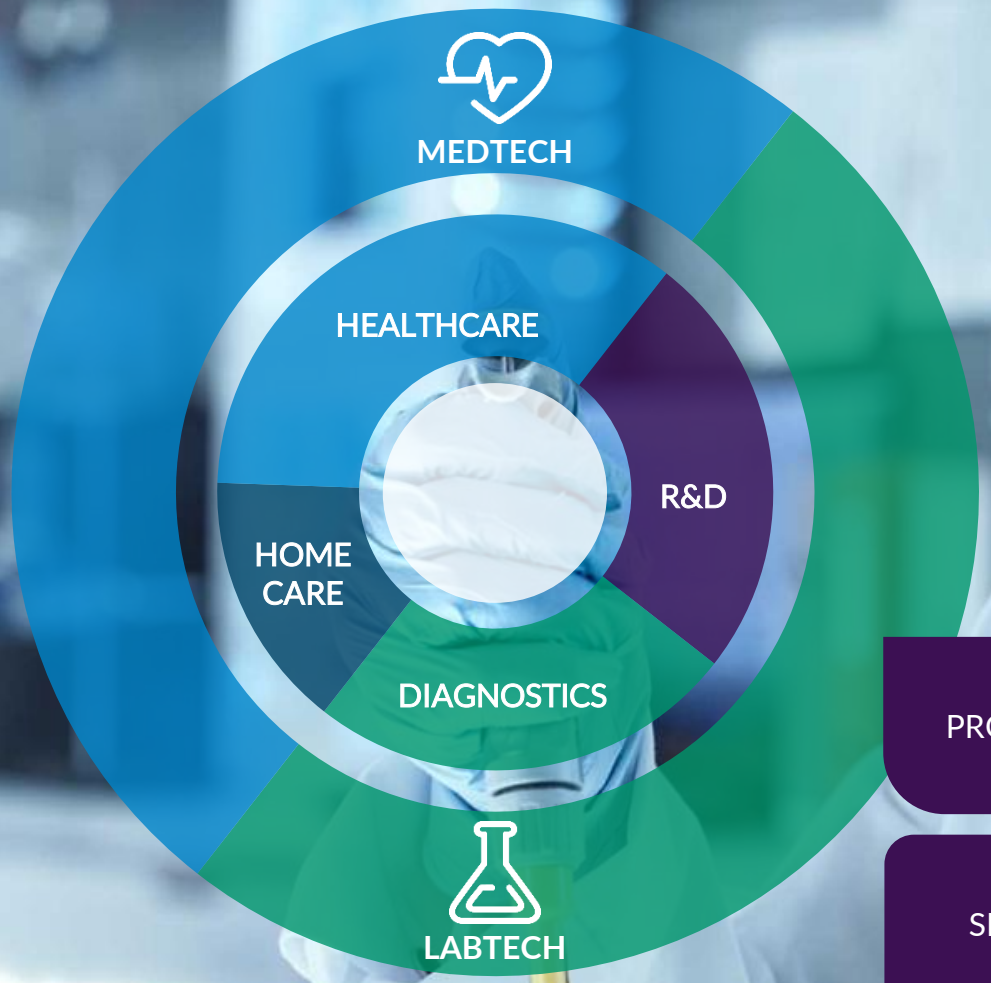


AddLife builds an entrepreneurial, inclusive and responsible culture.



AddLife strengthens its sustainable supply chain practices.

Market offer



- PRODUCTS
- ADVISE
- SERVICE
- TRAINING

15%
OWN BRANDS

85%
DISTRIBUTION

Our bussiness offering

DIAGNOSTICS

- Microbiology
- Molecular genetics
- Clinical chemistry
- Immunology
- Hematology
- Cytology and pathology
- Point of Care

BIOMEDICAL AND RESEARCH

- Advanced instruments
- Plastic consumables
- General lab equipment
- Cell biology
- Reagents



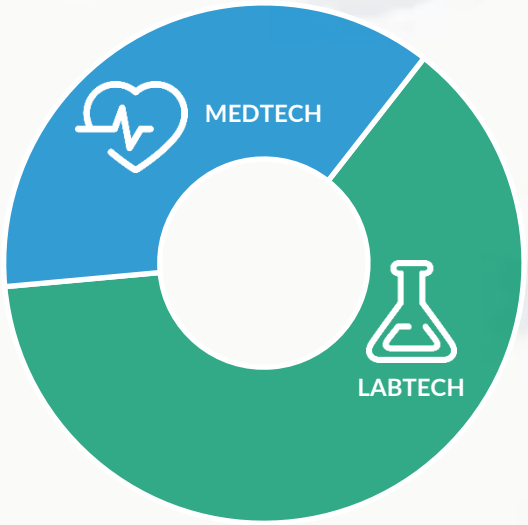
HOSPITAL

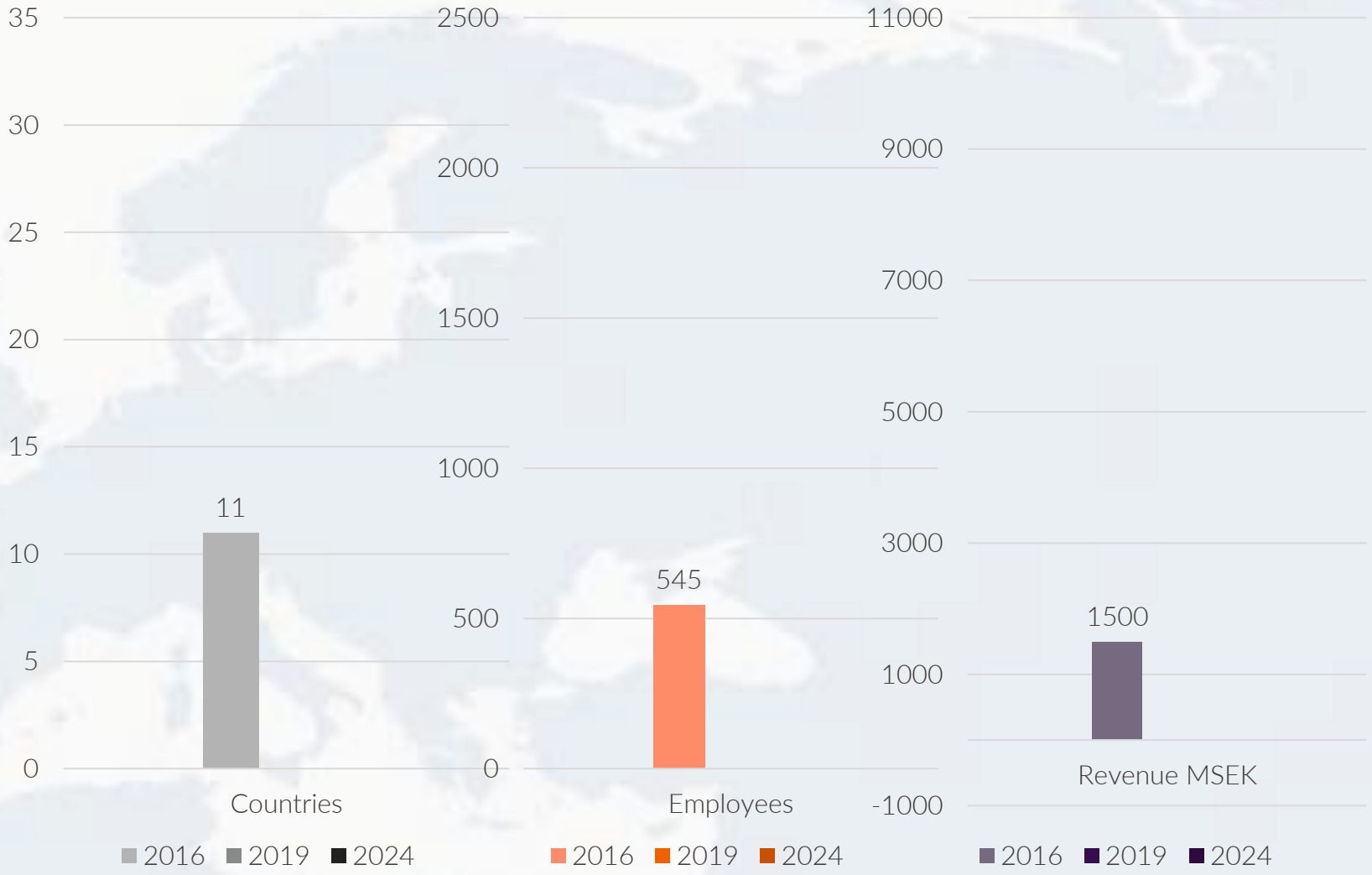
- Surgery
- Orthopedic
- Hospital consumables
- Critical care
- Endoscopy
- Woundcare
- Healthcare IT
- Ophthalmology

HOMECARE

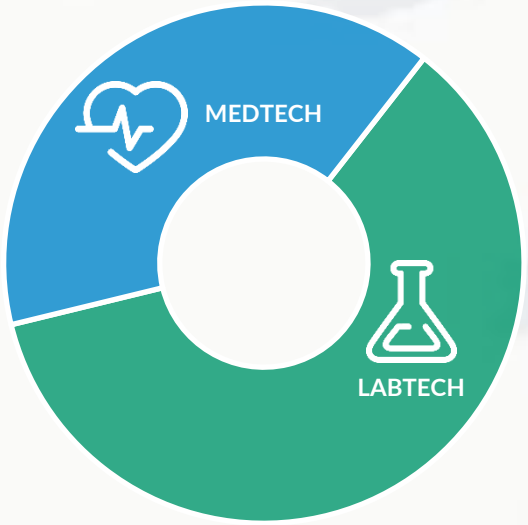
- Home adaptation
- Welfare technology
- Technical aids

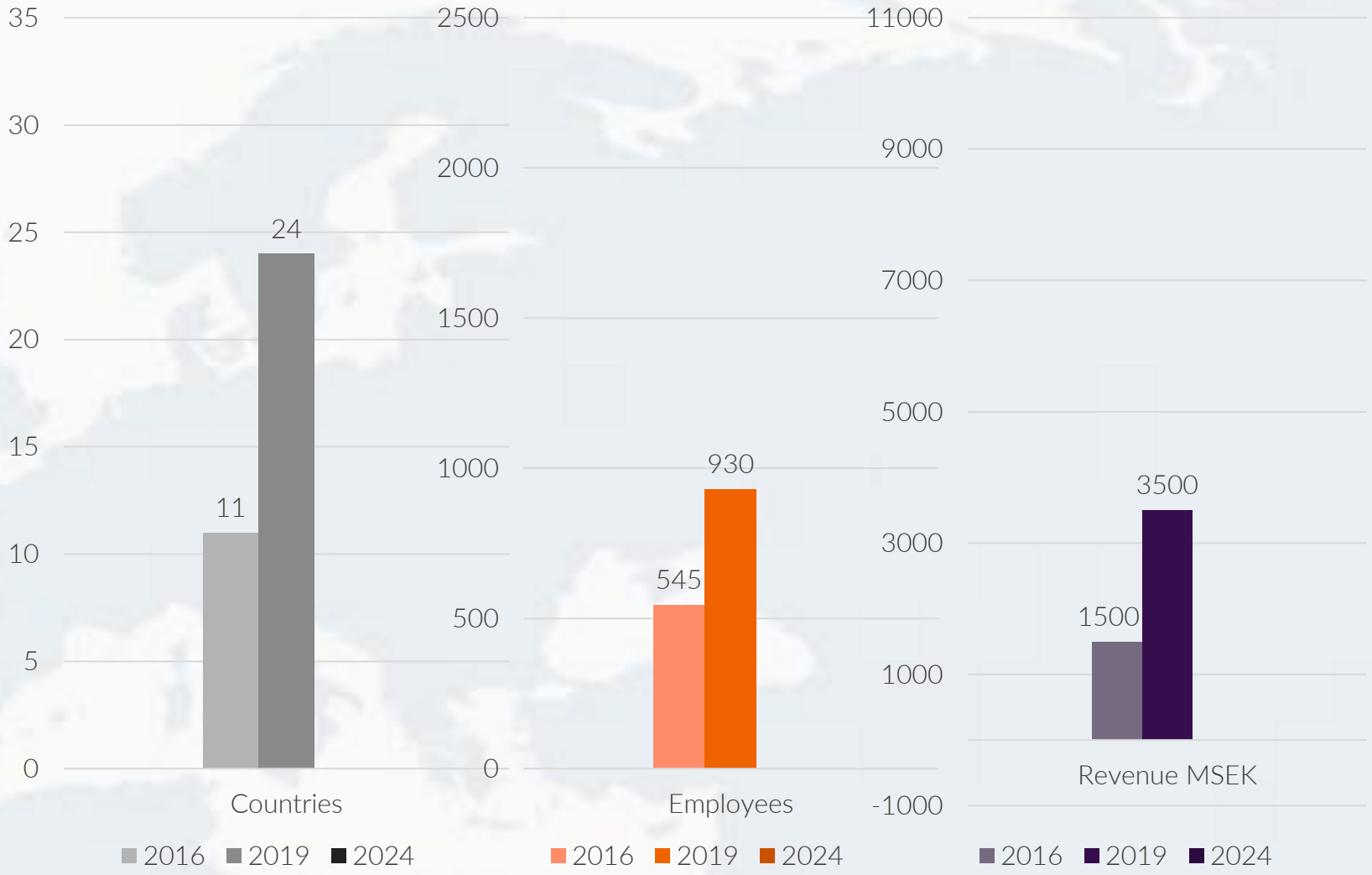
AddLife is evolving: 2016



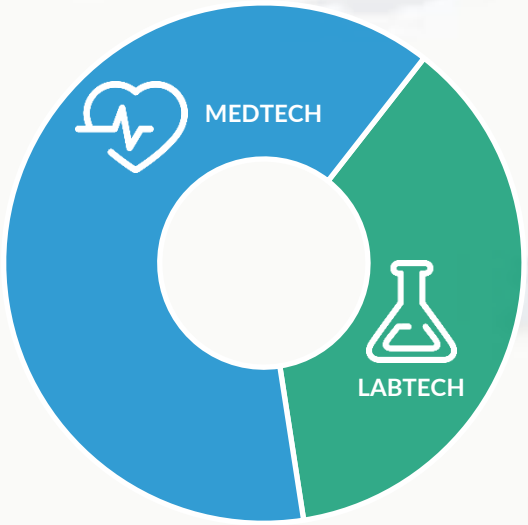


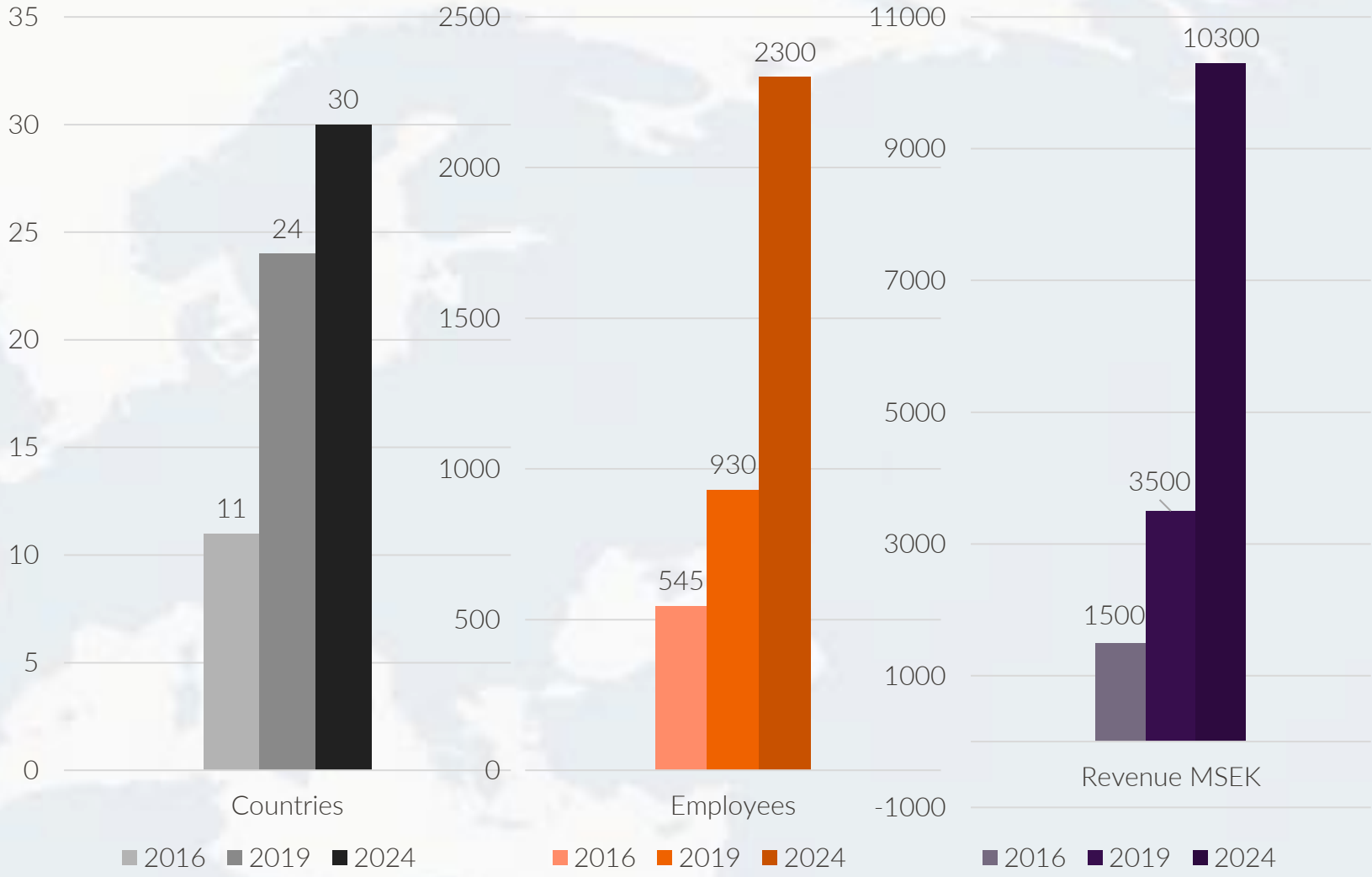
AddLife is evolving: 2019





AddLife is evolving: 2024





A European Partner within Life Science

BUSINESS AREAS

LABTECH

37%



DIAGNOSTICS

BIOMEDICAL & RESEARCH

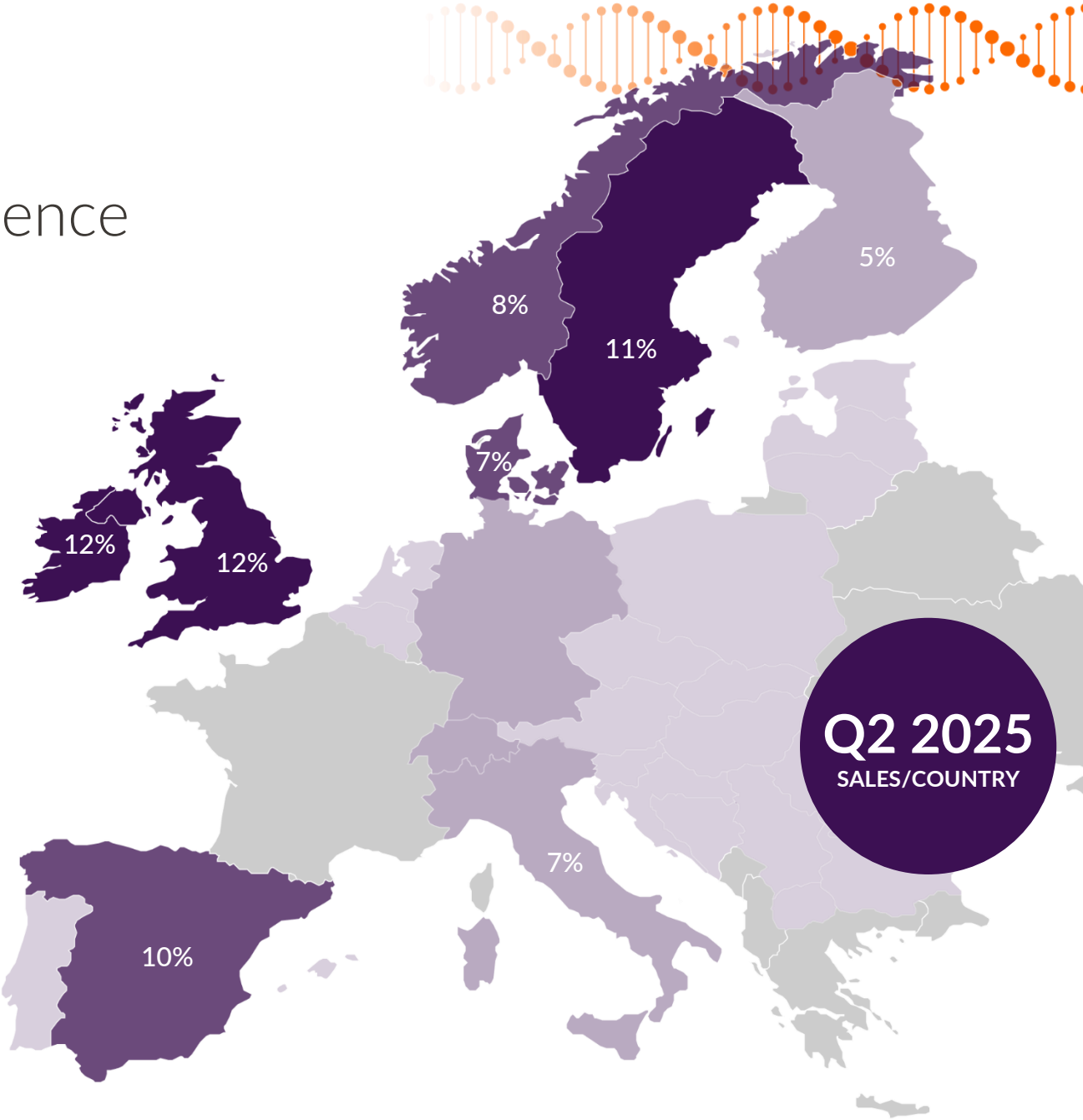
MEDTECH

63%



HOMECARE

HOSPITAL



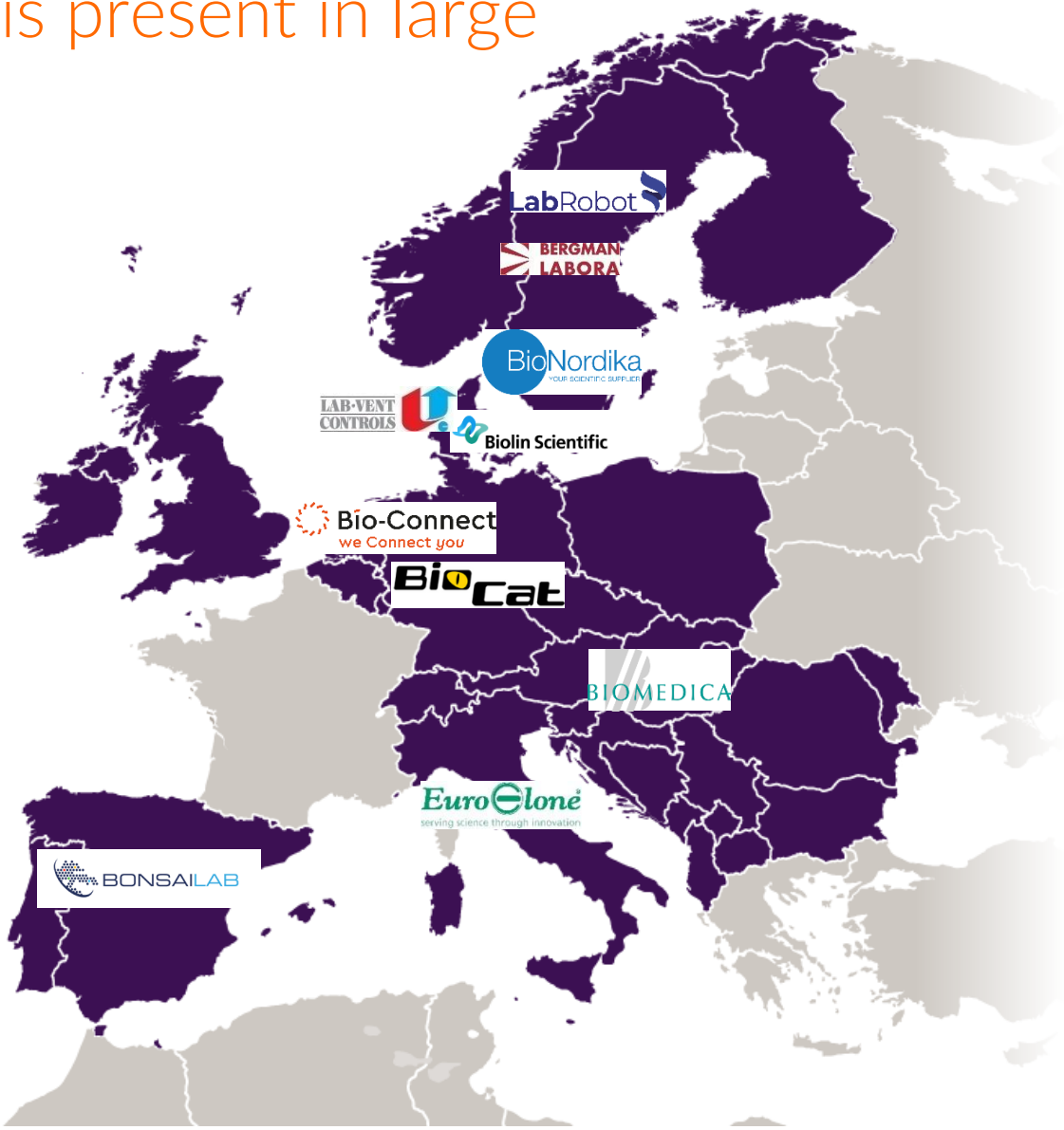
The BioMedical & Research Network is present in large part of Europe

Nine self-managed companies:

Combining the **strength** and **stability** of a large enterprise with the **focus**, **dedication**, **speed** and **business skills** of an entrepreneur.

What we offer our supplier partners:

- ✓ Decades of experience and market knowledge.
- ✓ Market access in selected geographies.
- ✓ Lasting relationships with customers, built on trust and loyalty.
- ✓ Expertise and local know-how.
- ✓ Exhibitions, PR and seminars.



Labtech - BMR

Manufacturer / Supplier

LabRobot

LAB-VENT CONTROLS

Biolin Scientific

Research

Distributors – Lab instr./Services/Advanced instr.:

BERGMAN LABORA

Holm & Halby
TIL LABORATORIER I UDVIKLING

Research

BioMedical

Distributors – Reagents/Services/Advanced instr.:

BioNordika
YOUR SCIENTIFIC SUPPLIER

BioCat

EuroClone
serving science through innovation

Bio-Connect
we Connect you

BONSAILAB

AddLife

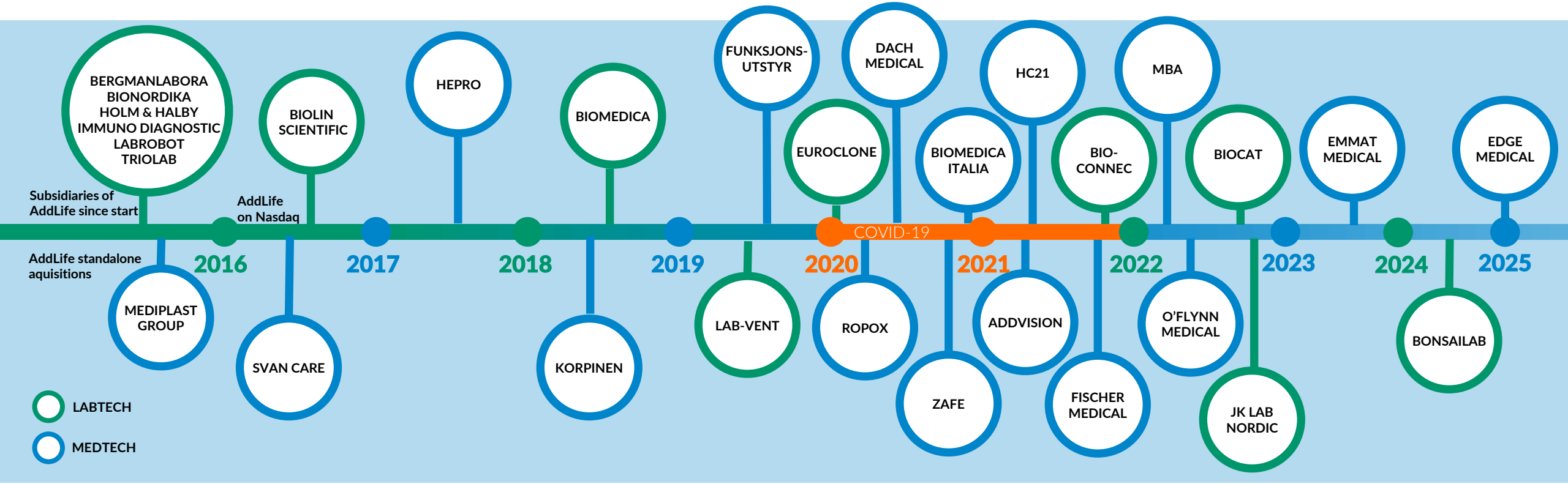
Acquisitions

- Profitable companies
- New markets & segments
- Trading companies
- Nished own products
- Strong management



STRATEGY IDENTIFICATION EVALUATION TRANSACTION INTEGRATION CONTINUOUS IMPROVEMENT

Acquisitions



Acquisition of BonsaiLab

- AddLife acquires BonsaiLab in Q3 2024, a leading Spanish distributor in the field of cell and molecular biology
- Molecular biology, a fast-growing and profitable segment, is a prioritized growth segment for AddLife
- Business developing well, favourable market conditions and good profitability
- We are very pleased to welcome the BonsaiLab team to the AddLife family

13
EMPLOYEES

90
NET SALES SEKM



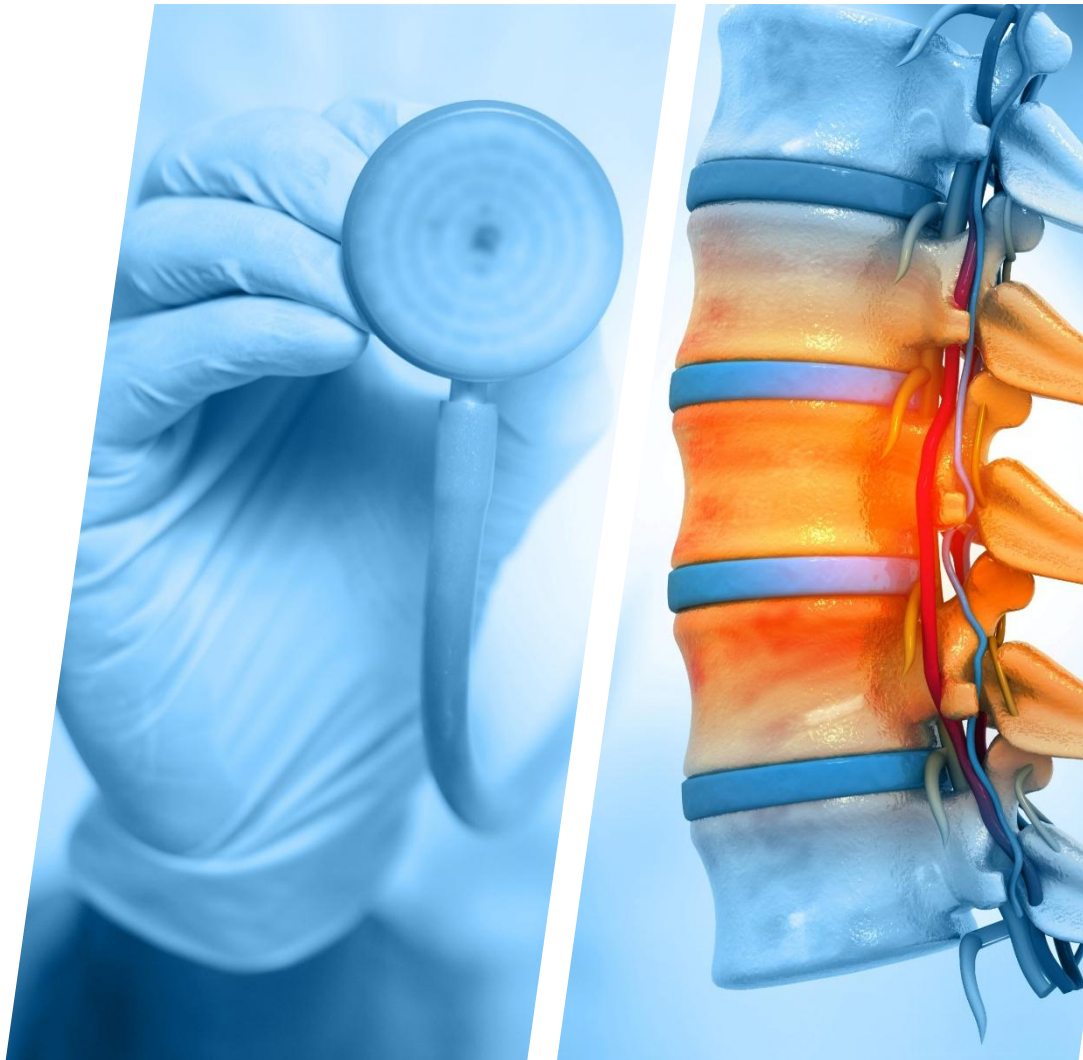
Acquisition of Edge Medical

APRIL 1, 2025

- Leading distributor of advanced products and services in orthopedic surgery, spine and neurology in UK and Ireland
- Fast growing, with sales of approximately GBP 8 million, high margins (>30% EBITDA margin)
- The acquisition is in line with the AddLife strategy to grow in orthopedic surgery
- Edge Medical's commitment to innovative products brings long-term partnerships with customers and global manufacturers
- Other companies in the AddLife Group will contribute with complementary products and services to further develop the market position

24
EMPLOYEES

103
NET SALES SEKM



Group-wide initiatives since 2023 -



Significant technological trends expected to drive growth

1. Next-Generation Sequencing (NGS) – expected annual market growth ~20%
   - Research and increasingly diagnostics linked to broad range of therapies
   - Potential: Leverage current significant suppliers to build portfolio further, combined with acquisitions
2. Robotics systems - expected annual market growth 15-20%
   - Significantly reduces staffing needs and improves clinical outcomes
   - Potential: Building our offering primarily through adding new suppliers. Leverage position as trusted local partner with significant service and support resource
3. Artificial Intelligence (AI) - expected annual market growth ~40%
   - Proven to increase diagnostic accuracy and healthcare efficiency
   - Potential: Broaden portfolio of customer offerings with AI solutions, leverage our knowledge and trust, hardware portfolio and IT experience.



Images generated by AI

AddLife

Current market trends, according to AI

Market Change/Trend	→	Why it drives more testing	Reference
• Stricter Food Safety Regulations	→	Compliance requires more frequent testing	*Futuremarketinsights.com*
• Foodborne Illness Outbreaks	→	Outbreaks prompt investment in testing tech	*Openpr.com*
• Technological Advancements	→	Faster, cheaper, more comprehensive testing	*Mordorintelligence.com*
• Complex Global Supply Chains	→	More risk points require more testing	*Futuremarketinsights.com*
• Consumer Demand for Transparency	→	Brands use testing as a trust mechanism	*Futuremarketinsights.com*
• Ready-to-Eat/Minimally Processed Foods	→	Higher risk, more testing needed	*Futuremarketinsights.com*
• Growth in Emerging Markets	→	New regulations and audits drive demand	*Mordorintelligence.com*

LabRobot

AddLife

Q & A

