

# Report on operations 2006

# Vitrolife AB (publ)

- Net sales for 2006 increased by 43 percent to SEK 171.3 (120.1) million, of which SEK 41.8 (30.1) million was for the fourth quarter, corresponding to an increase of 39 percent. Adjusted for exchange rate effects, the increase for the whole year was 44 percent and for the fourth quarter 41 percent.
- Gross income amounted to SEK 116.5 (82.9) million, an increase of 41 percent, and the gross margin to 68 percent (69). Gross income for the fourth quarter increased by 38 percent to SEK 28.9 (21.0) million and the gross margin was 69 percent (70). Further gains in efficiency have been achieved during the year. It has been possible to keep the gross margin at a high and even level, despite the fact that the production of instruments, with lower margins, has been integrated during the year.
- Operating income amounted to SEK 20.0 (12.1) million, which gives an operating margin of 11.7 percent (10.0). Adjusted for items of a one-time nature, the increase was 167 percent. Costs of a one-time nature of SEK 2.1 million in income for the year are attributable to the acquisition of Swemed. Furthermore, last year's operating income included revenues of a one-time nature of SEK 4.0 million. Operating income for the fourth quarter amounted to SEK 3.9 (2.4) million, corresponding to an operating margin of 9.3 percent (8.0).

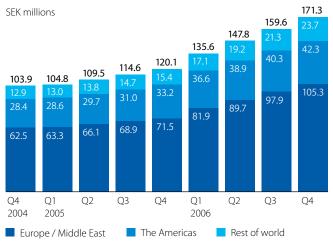
- Comparable operating income before research and development costs amounted to SEK 45.8 (23.9) million for the whole of 2006, an increase of 92 percent. This corresponds to a margin of 26.7 percent (20.0) and operating income before R&D per share of SEK 2.31 (1.30).
- Consolidated net income was SEK 15.2 (14.9) million, of which SEK 2.1 (2.9) million was for the fourth quarter. Unrealized exchange rate effects from internal receivables affect net income for 2006 by SEK -3.1 million (3.6).
- The cash flow from operating activities increased by 69 percent and amounted to MSEK 23.8 (14.1) million, of which SEK 5.4 (3.9) million was for the fourth quarter.
- Earnings per share amounted to SEK 0.77 (0.81), of which SEK 0.11 (0.16) was for the fourth quarter.
- The equity/assets ratio amounted to 81 percent (83).



# Sales and income

Vitrolife's net sales for 2006 amounted to SEK 171.3 (120.1) million, which corresponds to an increase of 43 percent compared to the previous year. Adjusted for negative exchange rate effects the increase was 44 percent. Compared with pro forma sales for 2005, including Swemed, the increase was 13 percent. Net sales during the fourth quarter increased by 39 percent and amounted to SEK 41.8 (30.1) million. Adjusted for exchange rate effects net sales during the fourth quarter increased by 41 percent.





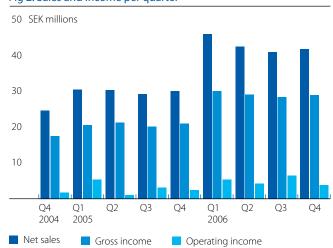


Fig 2. Sales and income per quarter

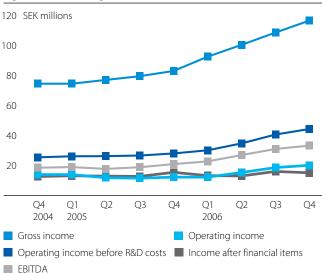
Gross income was SEK 116.5 (82.9) million. The cost of goods sold includes SEK 1.1 million attributable to the Swemed acquisition, as the valuation of Swemed's inventory at sales value with a deduction for selling expenses in connection with the acquisition meant that the inventory was revaluated by SEK 1.1 million. This was then in its entirety entered against the cost of goods sold for the first quarter. The gross margin for 2006 amounted to 68 (69) percent. Gross income for the fourth quarter amounted to SEK 28.9 (21.0) million and the gross margin to 69 (70) percent. The gross margin for 2006 includes instrument products, which had a margin that upon the acquisition of Swemed was just over 10 percentage points lower than for Vitrolife's media products. The gross margin for these products, but above all for media products, has improved during the year.

Operating income was SEK 20.0 (12.1) million, which corresponds to a margin of 11.7 percent (10.0). Adjusted for all items of a one-time nature, operating income compared with the previous year increased by 167 percent. Operating income for 2005 included a capital gain of SEK 2.4 million on the sale of the shares in Cellartis AB, revenue of SEK 1.2 million from a settlement in the USA regarding a damaged production module and a repaid insurance premium of SEK 0.4 million. Income for 2006 includes costs of SEK 1.0 million attributable to the integration of Swemed, consisting primarily of IT costs. Other revenues for the fourth quarter include disposal of machinery for SEK 0.5 million.

Selling expenses as a percentage of sales amounted to 27.6 percent (32.3), administrative expenses to 14.2 percent (17.1) and R&D costs to 14.1 percent (13.2). As the company not only invests in the existing business operations but also in new technology, as for example a completely new transplantation method using Steen Solution, it is also relevant to assess operating profit before R&D costs. For 2006 operating profit before R&D costs amounted to SEK 45.8 (23.9) million excluding items of a one-time nature, or 26.7 percent (20.0) of net sales.

Depreciation and amortization of SEK 13.1 (8.8) million has been charged against the year, including amortization of SEK 0.6 (–) million for intangible assets attributable to the Swemed acquisition. For the fourth quarter operating income amounted to SEK 3.9 (2.4) million. Depreciation and amortization amounted to SEK 3.4 (2.7) million. Other operating revenues for 2006 include disposal of machinery for SEK 0.5 million. For 2005 they included revenue of a one-time nature, attributable to a repaid insurance premium of SEK 0.4 million. Other operating expenses for the fourth quarter of 2006 contain an exchange rate loss of SEK –0.8 million from accounts receivable, due to the fact that the exchange rate for the Euro weakened considerably during the period.





Net income amounted to SEK 15.2 (14.9) million, of which SEK 2.1 (2.9) million was for the fourth quarter. Net financial income amounted to SEK –5.0 (3.2) million, of which SEK –1.8 (0.5) million was for the fourth quarter. Net financial income includes non-realized exchange rate fluctuations regarding internal receivables and liabilities of SEK –3.1 (3.6) million. The restatement of the Parent Company's loan and receivable regarding the American subsidiary Vitrolife, Inc. is booked directly against non-restricted equity. The restatement effect in the financial statements amounts to SEK –1.3 (1.0) million net. Tax for the year amounted to SEK 0.2 (–0.4) million and this is deferred tax on the Group's internal profits from inventories of SEK 0.3 (–0.4) million and on tangible assets of SEK –0.1 (–) million. Loss carry-forward from previous years means that no tax expense has been charged against net income for the year.

# Fertility products

- Sales amounted to SEK 148.0 (101.2) million, an increase of 46 percent. This includes sales of instruments (by the former Swemed) of SEK 37.5 (–) million. For the fourth quarter sales amounted to SEK 35.3 (24.7) million, an increase of 43 percent. This includes sales of instruments of SEK 9.6 (–) million.
- Focus on the integration of the instrument range in marketing has paid dividends, in the form of increased sales of these products.

A positive development of sales has been noted in large parts of the Europe/Middle East region. Sales in these markets increased by 51 percent during the year (43 percent during the fourth quarter). The largest increase in sales was in Scandinavia, England, Spain, Belgium and Turkey. For the most part development continued to be very positive in those markets in Europe where the sales organization is operating with its own sales people, with the continuing exception of the German market. The less beneficial reimbursement rules and changes in the law in Germany and Italy have led to patients transferring to other nearby markets, with weak development of the market for fertility clinics and thereby for fertility products in these countries as a consequence.

In the Rest of the World region sales increased by 53 percent (65 percent during the fourth quarter). Australia/New Zealand, where Vitrolife has operated under its own management since the beginning of 2005, displayed the greatest increase, as well as China. In both of these areas sales increased by more than 50 percent and China is now the 6th largest country in terms of sales for Vitrolife.

In the American region sales increased by 28 percent compared with the previous year (22 percent during the fourth quarter). Sales of instruments are mainly conducted through a distributor, and the marketing synergies have thus not yet been utilized. The increase in the sales of media has accelerated during the year: growth was 7 percent during the first half of the year and 12 percent during the second half. Focus has during the year been put on marketing of the product line that was acquired in January, fertility instruments. This has resulted in a 19 percent sales increase compared to last year's sales (pro forma).

### Transplantation products

- Sales amounted to SEK 22.4 (18.3) million, an increase of 22 percent. For the fourth quarter sales amounted to SEK 6.1 (5.3) million, an increase of 15 percent.
- Clinical breakthrough for Steen Solution<sup>™</sup> in lung transplantations. A total of seven transplantations were carried out during the year.

Continued great interest has been noted for the new technology for organ evaluation outside the body using Steen Solution<sup>™</sup>. This interest has also led to increased attention being paid to the good results that have been obtained using Perfadex<sup>®</sup> for traditional cold storage of the organs, which has further increased sales of Perfadex<sup>®</sup>, which is thereby estimated to have a market share of approximately 90 percent within the storage of lungs. Trials using the new Steen Solution<sup>™</sup> method have also indirectly increased sales, as Perfadex<sup>®</sup> is also included as a part of this method.

During the year seven lung transplantations have been performed using Steen Solution<sup>™</sup>. This means that a total of nine people have received new lungs with the aid of this method. The transplantation group at the University Hospital in Lund is the first to have implemented the method in regular clinical use, a clinical breakthrough that makes it possible for more organs to be available for the patients waiting for transplantation. There is also great interest in North America, where the technology has begun to be introduced, so far in animal trials and in trials on donated human lungs not fit for use in transplantations.

As the technology differs considerably from what has been used previously, Vitrolife anticipates that the introduction of Steen Solution<sup>™</sup> will be carried out gradually, starting with the more research-intensive and experienced clinics. However, the initial position is very favourable, as Vitrolife is known through Perfadex<sup>®</sup> in by and large all the lung transplantation centres in the world.

The Stem Cell Cultivation product area is not reported separately as it is still at the research stage and sales are small. During 2006 they were SEK 0.9 (0.6) million. However, increased interest has also been noted within this area, primarily in the USA.

# Investments and cash flow

Cash flow from operating activities amounted to SEK 23.8 (14.1) million for 2006. Accounts receivable increased by SEK 5.4 million to SEK 24.9 (19.5 pro forma at December 31, 2005) million. The cash flow from investing activities was SEK –79.1 (–9.0) million. Gross investments in the Group's fixed assets amounted to SEK 7.7 (7.0) million during 2006 and in intangible fixed assets to SEK 3.4 (5.0) million. SEK 69.1 million due to the acquisition of

Swemed is included. The cash flow from financing activities was SEK 21.7 (-2.0) million, which includes the new share issue of SEK 37.1 million in connection with the acquisition. Loans of SEK -15.4 (-2.6) million net were paid off, including SEK -12.6 (-1.2) million during the fourth quarter. In all, the cash flow for the year amounted to SEK -33.6 (3.1) million. The cash flow for the fourth quarter amounted to SEK -10.1 (2.5) million. The Group's liquid funds at December 31, 2006 amounted to SEK 14.5 (48.3) million. The equity/assets ratio for the group amounted to 81 (83) percent.

# Acquisition of Swemed

On January 26, 2006 Swemed was acquired, with operations within high-quality medical device instruments such as needles, pipettes and catheters for ovum and embryo treatment in connection with in vitro fertilization. The products complement Vitrolife's products within the fertility field very well. The combined product portfolio therefore entails good market synergies and gives the clinics the security of being able to obtain the same high quality in all fertility products, from one and the same supplier. Swemed had sales in almost 70 countries and had a turnover of just over SEK 31 million in 2005. Vitrolife consolidates Swemed's net income as from January 1, 2006, operating income for the year was SEK 3.0 million.

The revaluation surplus attributable to the acquisition amounted to SEK 52.8 million. There was already goodwill of SEK 33.8 million in Swemed. The share of the revaluation surplus that has been classed as other assets amounts to SEK 6.2 million, with an amortization period of 10 years. In addition, the valuation of the inventory at sales value with a deduction for selling expenses meant that the inventory was revaluated by SEK 1.1 million. This was then entered against the cost of sold goods as the inventory was sold. All of this item affected the consolidated income for the first quarter of 2006.

The remainder of the revaluation surplus is attributable to goodwill, which primarily consists of synergy effects in the form of increased potential sales value per customer. In addition, the goodwill consists of synergy effects in the form of more effective logistics management, quality control and administration.

# Parent Company

Business activities focus on company-wide management and the company has no employees. Other operating revenues in the Parent Company amounted to SEK 0.0 (2.4) million. The costs that arise are mainly attributable to the Board and to the Stockholm Stock Exchange and the listing of the company's shares. Income before tax amounted to SEK –2.8 (4.6) million. Liquid funds amounted to SEK 2.0 (37.3) million. Swemed was acquired during the year, see above. Otherwise no investments were made (2005: SEK 0.3 million).

The Vitrolife share is listed on the Stockholm Stock Exchange's Nordic Small Cap list under the symbol VITR. The closing price on December 31, 2006 was SEK 34.50 (27.00).

# Organization and personnel

For the co-workers at Vitrolife, 2006 has been an eventful year, largely due to the acquisition of Swemed in the month of January. Initially the integration work focused on training the sales force in the company's new complete range of products and coordinating the distribution of all the products. After this stage a lot of work has been put into implementing and securing the new processes and ways of working that the acquisition brought with it. All the co-workers have been affected by the integration in one way or another, and ways of working and routines have been questioned and discussed during the past year. This development has resulted in more efficient processes throughout the company, which has meant, amongst other things, cut costs and increased production capacity. The merger led to an increase in the workforce of 28 people.

During 2006 the average number of employees was 116 (81), of whom 74 (54) were women and 42 (27) were men. 94 (66) people were employed in Sweden and 22 (15) in the USA. The number of employees at the end of the year was 119 (80).

# Proposed treatment of unappropriated earnings

The Board and the CEO propose that the earnings at the disposal of the Annual General Meeting, SEK 178.0 million, be carried forward. Thus no dividend will be proposed.

# Prospects for 2007

Integration work has been ongoing since the acquisition of Swemed, with the aim of bringing the market organizations together and taking full advantage of the synergy effects made possible by the complete combined product line within fertility. Good growth for the instrument products can already be noted and we can expect continued positive effects in the time ahead of us. The cost-saving synergies are also beginning to have an effect on the cost side and the development of the company's results has been very good, particularly bearing in mind the one-time effects which cloud the picture during 2005–2006.

The synergies' positive effects on the results and cash flow also now make it possible to gradually put more effort into Vitrolife's very interesting product development projects, with the aim of carrying out a number of product launches during 2007, at the same time as satisfactory levels of income are maintained. The percentage of expenses that go towards marketing and administration has stabilized and even decreased, as has the cost of goods sold, which can be seen in the increased gross margins and the increased operative earnings. The strong infrastructure is robust enough to support continued sustainable expansion of markets and results, which thus stimulates continued offensive drives with regard to product development and market presence.

Vitrolife has two strengths as a company: first, a business that is developing rapidly with growing earning power, second, a research and development pipeline that is reminiscent of that of product development companies. Using its own competence and its own resources, Vitrolife can thus work on interesting development projects within medical technology, proceeding as the company's financial strength increases. The rapid positive development of earning power becomes clearer if operating income before R&D costs is considered. With new products it will be possible to further improve this earning power.

### **Election committee**

The following people have been appointed as members of Vitrolife's election committee for the Annual General Meeting in 2007:

Henrik Blomquist, representing Skanditek Industriförvaltning Gunnar Lindberg, representing Länsförsäkringars Småbolagsfond

Johan Ståhl, representing Carnegie Asset Management Patrik Tigerschiöld, Chairman of the Board

The appointments have been made in accordance with the instructions regarding principles for the appointment of the company election committee which were determined at the Annual General Meeting of Vitrolife on May 10, 2005.

Proposals and views from shareholders regarding the composition of the Board may be submitted either in writing to the following address: Patrik Tigerschiöld, Skanditek Industriförvaltning AB, Nybrogatan 6, 114 34 Stockholm, Sweden, or by phone: +46 8 614 00 22.

### Annual General Meeting and Annual Report

The Annual General Meeting will be held on Thursday May 3, 2007, at 5 pm on SE Banken's premises in Gothenburg at Östra Hamngatan 24, 405 04 Gothenburg, Sweden. Shareholders will be invited to attend through an announcement in the Swedish Official Gazette and in Dagens Industri no earlier than six weeks and no later than four weeks before the meeting.

It is estimated that Vitrolife's Annual Report for 2006 will be available at the company's head office in Kungsbacka at the beginning of April. The Annual Report is sent out to all those who have become new shareholders during the year and to those who are still shareholders from the previous year who have requested to have the Annual Report sent to them. It is also published on the company's homepage as a pdf file.

February 8, 2007 Kungsbacka, Sweden

The Board

#### **Financial reports**

Vitrolife's interim reports are published on the company's homepage, www.vitrolife.com, and are sent to the shareholders who have registered that they would like to have this information.

 During 2007 it is planned that the following reports will be submitted:

 Interim report January – March:
 Thursday May 3

 Interim report January – June:
 Friday July 13

 Interim report January – September:
 Thursday October 25

#### Queries should be addressed to:

Magnus Nilsson, CEO, phone +46 31 721 80 00 or +46 708 22 80 61. Anna Ahlberg, CFO, phone +46 31 721 80 13 or +46 708 22 80 13.

# Consolidated income statements

	Januar	January–December		October-December	
(SEK thousands)	2006	2005	2006	2005	
Net sales	171 264	120 120	41 776	30 115	
Cost of goods sold	-54 744	-37 193	-12 826	-9 162	
Gross income	116 520	82 927	28 949	20 953	
Selling expenses	-47 241	-38 855	-12 747	-9 750	
Administrative expenses	-24 339	-20 525	-5 946	-5 215	
Research and development costs	-24 183	-15 819	-6 096	-3 885	
Other operating revenues and expenses	-730	4 326	-277	300	
Operating income	20 027	12 054	3 884	2 403	
Financial income and expenses	-4 988	3 204	-1817	529	
Income after financial items	15 039	15 258	2 067	2 932	
Tax on income for the period	160	-399	73	-26	
Net income	15 199	14 859	2 140	2 906	
Earnings per share, SEK	0.77	0.81	0.11	0.16	
Earnings per share, SEK*	0.77	0.81	0.11	0.16	
Average number of outstanding shares	19 790 157	18 390 157	19 790 157	18 390 157	
Average number of outstanding shares*	19 790 157	18 390 157	19 790 157	18 390 157	
Number of shares at closing day	19 790 157	18 390 157	19 790 157	18 390 157	
Number of shares at closing day*	19 858 868	18 390 157	19 861 226	18 390 157	

Depreciation and amortization has reduced income for the period by SEK 13 061 thousand (8 779), of which SEK 3 359 thousand (2 695) is for the fourth quarter. \* After dilution. Vitrolife has two outstanding share warrant programs, comprising 44 490 (1999) and 550 000 (2005) warrants. The net present values of the issue prices were higher in the program from 1999 than the share price on the closing day but were lower than the share price on the closing day with regard to the program from 2005. With regard to the average share price, the net strike prices in both cases were higher than this price.

# Other key ratios

	January–E	January–December		October-December	
	2006	2005	2006	2005	
Gross margin, %	68.0	69.0	69.3	69.6	
Operating margin, %	11.7	10.0	9.3	8.0	
Operating margin before R&D costs, %	25.8	23.2	23.9	20.9	
Net margin, %	8.9	12.4	5.1	9.6	
Equity/assets ratio, %	81.4	83.5	81.4	83.5	
Shareholders' equity per share, SEK	11.15	9.59	11.15	9.59	
Shareholders' equity per share, SEK*	11.11	9.59	11.11	9.59	
Return on equity, %	6.9	8.8	6.9	8.8	
Return on capital employed, %	8.0	8.8	8.0	8.8	

\* After dilution, see above.

# Consolidated income statements per quarter

(SEK thousands)	Oct–Dec 2006	Jul–Sep 2006	Apr–Jun 2006	Jan–Mar 2006	Oct–Dec 2005	Jul–Sep 2005
Net sales	41 776	41 045	42 461	45 982	30 1 1 5	29 203
Cost of goods sold	-12 826	-12 682	-13 324	-15 911	-9162	-9 048
Gross income	28 949	28 363	29 137	30 071	20 953	20 155
Selling expenses	-12 747	-10 624	-12 259	-11611	-9 750	-10 193
Administrative expenses	-5 946	-5 176	-6 258	-6 959	-5 215	-4 506
Research and development costs	-6 096	-6 096	-6 066	-5 926	-3 885	-3 513
Other operating revenues and expenses	-277	75	-388	-140	300	1 234
Operating income	3 884	6 542	4 166	5 435	2 403	3 177
Financial income and expenses	-1817	-607	-1 420	-1 143	529	-166
Income after financial items	2 067	5 935	2 746	4 292	2 932	3 0 1 1
Tax on income for the period	73	65	35	-15	-26	-99
Net income	2 140	6 000	2 781	4 277	2 906	2 912

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# Consolidated balance sheets

(SEK thousands)	Dec 31, 2006	Dec 31, 2005
ASSETS		
Goodwill	83 265	4011
Other intangible fixed assets	24 682	20 543
Tangible fixed assets	81 736	88 802
Financial fixed assets	6 264	5 934
Inventories	28 328	24 802
Accounts receivable	24 868	14 107
Other current receivables	7 421	4 876
Cash and bank balances	14 470	48 295
Total assets	271 034	211 370
SHAREHOLDERS' EQUITY AND LIABILITIES		
Shareholders' equity	220 639	176 450
Deferred tax liability	683	_
Long-term interest-bearing liabilities	21 138	15 552
Short-term interest-bearing liabilities	6 553	2 644
Accounts payable	9170	7 263
Other short-term interest-free liabilities	12 851	9 461
Total shareholders' equity and liabilities	271 034	211 370

# Change in shareholders' equity

	January–December		
(SEK thousands)	2006	2005	
Amount at beginning of year	176 450	151 303	
Translation difference	-8 110	9 753	
New share issue	37 100		
Warrants programs	—	535	
Net income for the year	15 199	14 859	
Amount at end of year	220 639	176 450	

# Consolidated cash flow statements

	Januar	January–December	
(SEK thousands)	2006	2005	
Income after financial items	15 039	15 257	
Adjustment for items not affecting cash flow	15 619	-650	
Change in inventories	-386	-2 103	
Change in trade receivables	-7 385	-1 828	
Change in trade payables	897	3 445	
Cash flow from operating activities	23 784	14 121	
Cash flow from investing activities	-79 141	-9 023	
Cash flow from financing activities	21 729	-2 047	
Cash flow for the year	-33 628	3 051	
Liquid funds at beginning of year	48 295	44 935	
Exchange rate difference in liquid funds	-197	309	
Liquid funds at end of year	14 470	48 295	

# Financial data per geographic area

(SEK thousands)	January- 2006	-December 2005
Europe / Middle East		
Net sales	105 313	71 530
Operating income	12 315	7 178
The Americas		
Net sales	42 265	33 194
Operating income	4 942	3 331
Rest of world		
Net sales	23 686	15 396
Operating income	2 770	1 545

#### Accounting principles

This interim report for the Group has been drawn up in accordance with IAS 34, Interim Financial Reporting. Vitrolife reports in accordance with IAS 14, Segment Reporting, geographic areas as primary segment.

As from January 1, 2005, Vitrolife is applying International Financial Reporting Standards (IFRS) in its consolidated accounts. This applies to all listed companies within the EU. As of January 1, 2005, the Parent Company applies RR 32:05, Accounting for Legal Entities. The main significance of RR 32:05 is that IFRS shall be applied, but with certain exceptions.

During 2006 changes have been made to IAS 21 The Effects of Changes in Foreign Exchange Rates, IAS 19 Employee benefits and IAS 39 Financial instruments. A number of interpretations from IFRIC have also been issued. These changes and interpretation messages have not had any effect on the company's position and performance. Otherwise, the accounting principles are unchanged compared with the last Annual Report and a description is to be found in the Annual Report for 2005.

Vitrolife is a global biotechnology/medical device Group that works with developing, manufacturing and selling advanced products and systems for the preparation, cultivation and storage of human cells, tissue and organs. The company has business activities within three product areas: Fertility, Transplantation and Stem Cell Cultivation. The Fertility product area works with nutrient solutions (media) and advanced one-time instruments such as needles and pipettes, for the treatment of human infertility. The Transplantation product area works with solutions and systems to maintain tissue in optimal condition outside the body for the required time while waiting for transplantation. The Stem Cell Cultivation product area works with media to enable the use of stem cells for therapeutic purposes.

Vitrolife today has approximately 120 employees and the company's products are sold in more than 80 markets. The head office is in Kungsbacka, Sweden, and there are subsidiaries outside Gothenburg, Sweden and in Denver, USA. The Vitrolife share is listed on the Stockholm Stock Exchange's Nordic Small Cap list.

# Vitrolife 🦳

Innovative Cell and Tissue Technology

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