

# ALLENEX AB (PUBL)

# INTERIM REPORT JANUARY - SEPTEMBER 2013

#### For the third quarter, July-September

- Net sales for the quarter amounted to SEK 28.4 million (26.7). Sales were impacted by a positive currency effect of SEK 0.3 million compared to the same period last year.
- Operating income (EBIT) for the quarter was SEK 2.8 million (1.3), with currency effects having a negative impact of SEK 1.0 million compared to the same period last year.
- Operating margin for the quarter was 9 percent (4).
- Loss after tax for the quarter was SEK 0.3 million (-1.8).
- Earnings per share for the quarter, basic and diluted, were SEK 0.00 (-0.01).

# For the January-September period

- Net sales for the period amounted to SEK 82.4 million (85.3). Sales were impacted by a negative currency effect of SEK 1.9 million compared to the same period last year.
- Operating income (EBIT) for the period was SEK 7.4 million (7.4), with currency effects having a negative impact of SEK 2.5 million compared to the same period last year.
- Operating margin for the period was 8 percent (8).
- Earnings after tax for the period were SEK 2.1 million (-0.6).
- Earnings per share for the period, basic and diluted, were SEK 0.03 (0.00).

### Significant events in the third quarter

- Allenex XM-ONE® test is approved for sales in Mexico.
- Allenex appoints new Head of Olerup Inc. in the U.S.

Allenex president and CEO Anders Karlsson's commentary on the third quarter 2013:

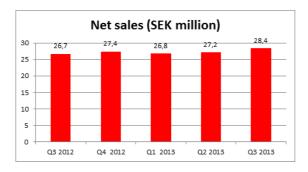
"It is good to see that sales of the SBT Resolver™ product line from our Australian partner Conexio Genomics have now taken off. During the third quarter, several new centers in the U.S. commenced clinical use of the product. Sales growth in our U.S. based sales company was a full 29 percent compared to the same period last year. We are also positive about the European market, where in the third quarter, despite the challenging business environment, we successfully met last year's sales figures. Our geographic expansion of the Olerup SSP® product line continues and we are working actively to build up new distribution channels on growth markets."

#### **GROUP PERFORMANCE**

Allenex is a life science company that develops, manufactures, markets and sells products on the global market that facilitate safer transplantation of blood stem cells and organs. Allenex is listed on NASDAQ OMX Stockholm, Small Cap, (ticker: ALNX). There are 54 employees in the Allenex group.

# **SALES**

Net sales for the third quarter amounted to SEK 28.4 million (26.7), corresponding to an increase of 7 percent compared to the same period last year.



Sales in the third quarter mainly comprised HLA typing kits based on SSP technology.

During the first six months of the year, Allenex reported lower sales in Europe that last year. This was due to a significant fall in the number of new donors in Germany because of, among other things, the transplantation scandal that arose in early 2013. At the beginning of the year the number of transplants was down by around 20 percent in one of the company's single largest markets in Europe. The strained financial climate is also deemed to have had a certain role in the fall in sales in Europe. During the third quarter 2013, sales recovered, however. Sales in local currencies in Europe are basically back at the same levels as they were in the third quarter 2012. During the third quarter we also saw the positive sales effects of the four-year public tender contract that Allenex won in collaboration with a local distributor in France in autumn 2012.

Sales in North America increased in local currency (USD) by 29 percent compared to the same period last year. During the first quarter, Allenex announced that one of the leading American SBT laboratories decided to switch to SBT Resolver™ and since then additional SBT laboratories have followed suit. Indeed, the strong growth in North America during the third quarter was predominantly fueled by an increase in sales in the SBT segment.

Allenex work to expand geographically to countries outside Europe and North America continues according to plan and during the second quarter Allenex SSP products were approved for sale in Mexico. The local distributor immediately generated sales in the third quarter. In China, Brazil, South

Korea and Canada, work is ongoing to register the company's products. Furthermore, work to secure strong local sales partners/distributors in these markets is underway.

#### **CUSTOMER GROUPS**

Allenex customers largely constitute laboratories active in transplantation diagnostics. Today there are three different technologies on the market for HLA typing (SSP, SSO and SBT). Globally, the most common typing technique in terms of volume is SSO. However, most laboratories use SSP typing, either as a primary or complementary technique. The size of the laboratory and its level of automation determines how much of respective technologies are used. Today, the largest laboratories mainly use automated solutions (SBT and SSO) as their primary technology, while smaller laboratories generally prefer SSP typing. Subsequently, the choice of typing technology is a key parameter for customer categorization.

All large Allenex competitors offering automated SSO or SBT solutions (OneLambda, Life Technologies, Abbott Laboratories) also provide SSP products.

Even smaller laboratories are increasingly adopting more automated solutions and Allenex is therefore working to meet market requirements, in part through proprietary product development, and in part through partnerships with other companies. Since mid-2011, Allenex is the exclusive global distributor of the HLA typing products SBT Resolver™ and the related software Assign-SBT™ from the Australian company Conexio Genomics. SBT Resolver™ was introduced by Allenex in the second half of 2011. This strategically important contract gives Allenex greater opportunity to partner with larger, automated laboratories. Since these laboratories increasingly tend to use the same supplier for all HLA typing products, this contract will facilitate increased sales opportunities for Allenex SSP products. SBT Resolver™ has been introduced to a large number of potential customers. Following an introductory demonstration, the laboratory usually conducts an independent comparison to the product currently in use. If the comparison favors Allenex, careful product validation is then carried out prior to fully converting to SBT Resolver™.

This is a long process, normally taking from 6 to 15 months. To date, 24 laboratories have converted, partially or fully, to SBT Resolver™, (9 in North America and 15 in Europe) and around 20 laboratories are currently validating the product. An additional 20 or so laboratories are currently comparing SBT Resolver™ to their current product.

# MARKET DEVELOPMENT

The strategy is to introduce SBT Resolver™ to the largest and most automated HLA laboratories in the U.S. and Europe. Several of these laboratories have very high volumes as they conduct tests for national or regional typing registers. Major register typing laboratories conduct HLA typing

tests on more than 5,000 individuals per year and are very careful in their evaluation of new suppliers, which leads to long sales processes. Purchasing patterns are further impacted by the fact that laboratories maintain major inventories of tests, ordering every 3 to 6 months. Allenex has chosen to focus on these major laboratories as they hold high value as reference customers, which is important in this segment. Moreover, the sales potential at these laboratories is significantly higher than at other, smaller laboratories.

The American company Celera, which distributes its SBT products via Abbott Laboratories, is market leader in SBT typing in the HLA sector. Conexio has collaborated with partners and distributers since it started producing reagents on a commercial basis in 1998, and more recently software for SBT typing. Since 2009, Celera has included in-licensed PCR primers from Conexio in its typing kit (to type the HLA-DRB1 gene) as a well as the Conexio-developed software program Assign-SBT™ 3.6. This contract will expire at the year-end 2013. Celera/Abbott have instead entered into an agreement with the Dutch company GenDx to in-license their software. Celera is also working on the development of a proprietary SBT kit for DRB1 analysis, in order to offer customers a total typing solution.

From, January 1, 2014, Assign SBT<sup>TM</sup> will only be available through Allenex and Conexio. The software is a key part of analysis and is often what sets the offering apart from those of other SBT suppliers. Changing software is considered by many tissue typing laboratories to be very resource intensive. Consequently, Allenex sees great market potential in being exclusively able to offer Assign-SBT<sup>TM</sup>3.6+ as well as the recently introduced fourth generation of this software, Assign-SBT<sup>TM</sup>4.7+, cost free as a part of our product offering to those customers who choose to work with SBT Resolver<sup>TM</sup>. These are upgraded versions of the software used today at laboratories that purchase reagents from the market leading Celera/Abbott.

# PRODUCT DEVELOPMENT

Today, Allenex SSP products have a strong market position in this domain. Products are updated on an ongoing basis and the strategy is to offer solutions that are as complete as possible. In line with this, continuous product development is carried out to enable the company to maintain its market leading position in SSP technology. Allenex continues to develop the existing product line to secure high performance SSP typing.

The company is also reviewing solutions adapted for laboratories looking for SSP technology to attain a higher degree of automation, used as a complement to the SSO- and SBT techniques. In 2012, Allenex started the roll out of Olerup SSP® Add-ons as a complement to automated techniques (SSO and SBT). This product line will be expanded going

Allenex development work also includes adapting the company's current SSP products to SBT Resolver™ in order to

meet customer needs of flexibility in HLA typing. This includes both SSP products, such as Olerup SSP® Add-ons, specific kits that complement SBT Resolver™, well as more general SSP kits based on areas where automated techniques have proved to be insufficient.

Furthermore, the company is working on making both supporting software programs SCORE™ (SSP) and Assign-SBT™ (SBT) compatible. This will create even greater cross-selling opportunities between SBT Resolver™ and Allenex SSP products.

For the cross-match text XM-ONE®, focused on antibody detection, several national and regional clinical trials commenced in 2012-2013, both in the U.S. and Europe, at the initiative of leading transplantation centers. These ongoing trials are aimed at further demonstrating the product's clinical value. Interest is also being shown by countries in Asia, with studies either ongoing or being planned in South Korea, Taiwan, India and China

# FINANCIAL RESULTS

Consolidated operating income for the first nine months amounted to SEK 7.4 million (7.4). The results include realized and unrealized currency effects corresponding to a loss of SEK 2.5 million (-2.3).

#### SIGNIFICANT EVENTS IN THE GROUP

Significant events in the first quarter

- The Allenex subsidiary AbSorber, in collaboration with EUROSTAM, a consortium of European transplantation centers, received a grant under the EU Commissions 7th Framework Programme, FP7. The purpose is to improve the results of kidney transplants among patients with higher risks of complications due to significant genetic deviation from the donor. The Allenex cross-test XM-ONE® will be used throughout the project. Of the total EU grant of EUR 2.6 million, AbSorber will receive EUR 215,000 over a three-year period.
- A leading U.S. based HLA laboratory chose Allenex U.S. distribution company, Olerup Inc. as supplier of sequence-based HLA typing (SBT). The laboratory, which is one of the ten largest tissue typing laboratories in the U.S., has been evaluating and validating SBT Resolver™ from Allenex partner Conexio Genomics for some time. The laboratory has already placed its initial order, which also includes software Assign-SBT™ 3.6+. The yearly sales value of the contract is estimated at more than SEK 2 million.

# Significant events in the second quarter

- Allenex AB (publ) entered into an agreement regarding the refinancing of its existing loans. Allenex and the other companies in the group had a bank loan of SEK 30 million as well as a SEK 31 million convertible loan that matured on June 30, 2013. The refinancing process involved repaying the above mentioned loans as well as an additional bank loan of SEK 27 million, while securing a new bank loan of SEK 90. The new loan is being provided by Allenex primary bank Danske Bank, at an amount of SEK 70 million, and by the company's principal owners FastPartner AB (publ) and Mohammed Al Amoudi, at an amount of SEK 20 million. The loan (SEK 90 million) has a term of three years and a current interest rate of 5.8 %.
- ONCOlog Medical filed for bankruptcy in May. Allenex owns 14.9% of ONCOlog. The company's bankruptcy will not have any impact on Allenex results, as the company's shares in ONCOlog were previously written down to zero.
- Allenex sold its holdings in AnaMar in June to the company's principal owner Koncentra Holding for a consideration of SEK 1.7 million. Allenex holdings corresponded to around 2.1 percent of AnaMar's total share capital. From an accounting perspective, the holdings are reported as zero, meaning that the transfer entails a corresponding gain during the second quarter 2013.
- Allenex Olerup SSP products for HLA typing were approved for sale in Mexico. The application was handled by Olerup's local representative Biodist S.A. de C.V., which is a leading player in the Mexican HLA market. Sales started immediately, with the Mexican sales team already up to speed on the new range of products.
- Michael Petruny, General Manager of Olerup Inc. resigned after heading the company for three years. Anders Karlsson, president and CEO of Allenex, as well as CEO and Chairman of Olerup Inc. has assumed operating responsibility as General Manager in the US until a successor has been appointed.

# Significant events in the third quarter

- Allenex application to sell AbSorber's antibody detection product, XM-ONE ®, in Mexico has been approved by the local regulatory bodies. AbSorber developed and manufactures XM-ONE® for the detection of HLA and non-HLA antibodies between donors and recipients prior to organ transplantation. The application was handled by the company's local representative Biodist S.A. de C.V., which is a leading player in the Mexican HLA market.
- On October 7, Gordon Hill was appointed National Sales
   Director, responsible for sales and operations in Olerup

Inc., Allenex sales company in the US. He joins the company from One Lambda/Thermo Fisher, where he was head of Technical Sales. Mr. Hill brings with him an extensive network of contacts at transplant laboratories on the North American market.

# FINANCIAL POSITION, CASH FLOW AND FINANCING

The group's operations are financed by shareholders' equity and loans. Interest-bearing liabilities amounted to SEK 98.1 million (112.2) primarily secured to finance the acquisition of Olerup SSP and AbSorber.

The consolidated equity/assets ratio was 63 percent (60). Consolidated equity was SEK 215.6 million (214.8), corresponding to SEK 1.79 per share (1.79). Cash and cash equivalents amounted to SEK 7.6 million (30.7). Cash flow from operating activities before changes in working capital during the January –September period was SEK 5.0 million (1.7).

#### RISKS AND UNCERTAINTIES

Allenex has long been a well-established business with well-known products in the field of genomic HLA typing based on SSP technology, with a significant market share. At the same time, the company faces market risk in the form of competition from other producers, the transition to more automated typing processes as well as new technologies, which may make it difficult for the company to maintain market share and margins.

Operational risk is primarily tied to the company's ability to constantly update its product range and to produce continually updated test kits in pace with market demand.

In 2011, the addition of products sold and distributed on the basis of cooperation agreements with other companies increases opportunities to strengthen market position and profitability, while it also carries an increased risk in light of the commitments with respect to resource investments and costs resulting from such agreements. The SBT products from the Australian company Conexio Genomics in particular are expected to achieve significant sales. At the same time, this involves significant competition and market risk. Establishing the products has proven to take longer than planned and there is a risk that they may not attain the anticipated success. The ability to deliver the right quality on time has both a short and long-term significance for the business. For example, the inability of the partner to deliver due to production downtime could have a substantial negative effect on sales.

The transplantation test XM-ONE® is primarily used as a research product by larger centers. Work is underway to get the product established in broad clinical use. This has proven to take longer than planned and there is a risk that the product may not attain the success anticipated. This in turn could have a negative on the value of the company's intangible assets and other assets. To date, XM-ONE® is a unique

product in its area and has significant patent protection. However, there is a risk that the company's competitors may challenge these patents or otherwise introduce competing test methods.

A large part of Allenex sales are carried out in currencies other than SEK, mostly in EUR but also a significant share in USD. A lesser portion of purchases are also made in currencies other than SEK. This may signify a currency risk for the company. Allenex does not conduct currency hedging activities.

Attracting and maintaining qualified personnel for development, production, marketing, sales, logistics and administration is essential to group performance.

The value of the company is partly dependent on its ability to maintain and protect patents, other intellectual property rights and specific expertise. Patent protection for medical, medtech and biotech products can be uncertain and involve complex legal and technical issues. Patents must usually be sought and maintained in several jurisdictions, and issued patents may be challenged, invalidated and circumvented. For Allenex or its subsidiaries this may mean loss of or shortened patent protection, which in turn may mean that the company cannot prevent competitors from marketing similar products. The uncertainty associated with patents and patent litigation and other patent processes, may have a negative impact on the competitiveness of Allenex and its subsidiaries, which in turn may have a negative effect on their business.

Both clinical trials and the marketing and sales of products pose a significant risk in terms of product liability. When deemed necessary, the company obtains product liability insurance. No assurance can be given that insurance will cover future claims against Allenex or its subsidiaries.

Some of the companies are dependent on approval through clinical trials or decisions from public authorities. There are no guarantees that an associated company will achieve satisfactory results in such trials, or that the required regulatory approval will be granted.

The group's customer relations are stable and long-term, with historically low credit losses. Credit evaluations are carried out on new customers. Credit risk is currently assessed as low, but any change in a negative direction could impact the company's results and financial position.

Part of the financing was raised at variable interest rates, therefore rising interest rates could lead to lower returns for the company, which in turn could affect the company's results and financial position.

Based on the current circumstances, the group is of the opinion that it has sufficient liquidity to conduct its operations according to current plans. There is a risk that market conditions and sales will develop negatively, which may hamper ongoing financing. The group's ability to refinance maturing loans may also be adversely impacted by group performance and overall conditions in the financial markets.

The company's cash and cash equivalents are placed in liquid assets with low credit risk.

#### FINANCIAL INSTRUMENTS

Allenex financial instruments consist of trade account receivables, cash and cash equivalents, trade accounts payable, accrued supplier expenses, interest-bearing liabilities as well as participations in associated companies and other holdings. Liabilities to credit institutions have variable interest rates. Liabilities to shareholders have fixed interest rates, which essentially correspond to current market rates. Participations in associated companies and other holdings are valued at fair value via the income statement based on input corresponding to level 3 in accordance with IFRS 7. With the sale of the company's shares in AnaMar, Allenex earlier portfolio of holdings in associated companies has been completely divested. The holding was reported at nil, and consequently no changes in value occurred during the year. Other financial assets and liabilities have short life spans. The fair value of all financial instruments is hereby deemed to approximate the book value. Allenex has not netted any financial assets or liabilities and has not entered into any offset agreements.

#### TRANSACTIONS WITH RELATED PARTIES

Transactions with related parties are described in detail in Note 11 of the Annual Report for 2012. Apart from the transactions described below, the content or scope of these transactions have not changed substantially. In connection with the refinancing that occurred in the second quarter 2013, Allenex principal owners Fast Partner AB (publ) and Mohammed Al Amoudi, in relation to ownership share, made available a loan totaling 20 million. The loan carries a fixed interest rate of 10%. The convertible loan from SSP Primers was settled in connection with the refinancing.

# PARENT COMPANY

Revenues for the first nine months amounted to SEK 2.2 million (1.9). Operating loss for the same period was SEK -10.5 million (-10.9). The company's long-term intragroup receivables amounted to SEK 92.2 million (103.2). Cash and cash equivalents was SEK 1.5 million (15.0). Cash flow from operating activities before changes in working capital was a negative SEK -11.2 million (-12.2). The parent company had 4 employees (4) at the period end.

# ACCOUNTING PRINCIPLES

Allenex applies International Financial Reporting Standards (IFRS) as adopted by the EU and the Swedish Annual Accounts Act. This interim report was prepared in accordance with IAS 34 and the Annual Accounts Act for the group and in accordance with the Annual Accounts Act for the parent

company. The accounting principles applied for the group and the parent company are consistent with those used in the preparation of the most recent Annual Report.

# **Future report dates**

Year-end report: February 20, 2014

Interim Report January-March: April 29, 2014 Allenex Annual General Meeting: May 13, 2014

The Annual General Meeting will be held in Stockholm on May 13, 2014. Shareholders wishing to have matters addressed at the meeting should submit their proposals in writing to the company at the following address: Allenex AB (publ), Attn AGM 2014, Box 122 83, 102 27 Stockholm or via email to <a href="mailto:arsstamma@allenex.se">arsstamma@allenex.se</a>. All proposals must be received by Allenex by April 1, 2014 at the latest, or in sufficient time in order to guarantee that their proposals, if required, may be included in the AGM notice.

Stockholm, November 22, 2013

Anders Karlsson CEO

The information in this interim report is such that Allenex AB (publ) is required to disclose under the Securities Market Act and/or the Financial Instruments Trading Act. This report and earlier financial reports are available at www.allenex.com

This information was released for publication on November 22, 2013 at 08.30



#### REVIEW REPORT

Allenex AB (publ), org. nr 556543-6127

#### Introduction

We have conducted a review of the financial interim information for Allenex AB (publ) at September 30, 2013 and of the nine-month period ending on that date. The Board of Directors and CEO are responsible for preparing this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express an opinion on this interim report based on our review.

#### Focus and scope of the review

We conducted our review in accordance with the Standard on Review Engagements (SÖG) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially less in scope than an audit conducted in accordance with the Standards on Auditing in Sweden RS and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not provide the same level of assurance as a conclusion expressed based on an audit.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim report for the group, in all material respects, is not prepared in accordance with IAS 34 and the Annual Accounts Act, and the interim report for the Parent Company is not prepared in accordance with the Annual Accounts Act.

Stockholm, November 22, 2013

Ernst & Young AB

Erik Åström Authorized public accountant

Consolidated statement of comprehensive income	2013	2012	2013	2012
Amounts in SEK thousand	JULY-SEPT	JULY-SEPT	JAN-SEPT	JAN-SEPT
Net sales	28,394	26,683	82,364	85,324
Changes in inventory of finished goods	1,776	1,330	4,368	785
Other revenue	633	816	2,870	2,583
	30,803	28,829	89,602	88,692
Raw materials and consumables	-6,376	-5,143	-14,465	-12,294
Other expenses	-11,385	-11,350	-33,530	-33,270
Cost of employee remuneration	-9,728	-10,531	-32,624	-34,055
Depreciation/amortization	-545	-523	-1,609	-1,715
Operating income	2,769	1,282	7,374	7,358
Results from associated companies	-	-	1,705	1,050
Other financial expenses and income	-2,231	-2,291	-4,399	-5,644
Results after financial items	538	-1,009	4,680	2,764
Taxes	-801	-813	-2,531	-3,339
Net income/loss for the period	-263	-1,822	2,149	-575
Other comprehensive results for the period:				
Components that will not be reclassified to net income				
Components that will be reclassified to net income				
Translation differences	1,325	705	612	254
Comprehensive income for the period	1,062	-1,118	2,761	-321
Deputto for the period portaining to				
Results for the period pertaining to:  Owners of the parent company	82	-728	3,280	469
· · · ·				
Non-controlling interests	-344	-1,094	-1,131	-1,044
Comprehensive results for the period pertaining to:				
Owners of the parent company	703	-586	3,603	352
Non-controlling interests	359	-531	-842	-673
Earnings per share, basic and diluted, SEK	0.00	-0.01	0.03	0.00
Average number of outstanding shares, basic and diluted	120,288,448	120,288,448	120,288,448	120,288,448
Number of shares at the period-end	120,288,448	120,288,448	120,288,448	120,288,448

Consolidated statement of financial position

Amounts in SEK thousand	SEPT 30	DEC 31
Assets		
Goodwill	214,589	
Other intangible assets	63,518	
Tangible assets	3,969	,
Participations in associated companies and other holdings Deferred tax assets	- 7,367	0 8,711
Total non-current assets	289.443	
Inventories	28,723	·
Current receivables	16,317	
Cash and cash equivalents	7,606	14,327
Total current assets	52.646	
Total assets	342,089	342,908
Equity and liabilities		
Equity	215,550	216,196
Interest-bearing non-current liabilities	78,000	18,000
Non-interest bearing non-current liabilities and provisions	13,353	13,172
Interest-bearing current liabilities	20,094	80,774
Non-interest bearing current liabilities and provisions	15,092	14,766
Total equity and liabilities	342,089	342,908
Consolidated statement of changes in equity	2013	2012
Amounts in SEK thousand	SEPT 30	DEC 31
Opening balance	216,196	
Dividends paid to non-controlling interests	-3,407	,
Comprehensive results for the period	2,761	
Closing balance Of which pertaining to:	215.550	216,196
Owners of the parent company	222,222	222,025
Non-controlling interests	-6,672	-5,829
Consolidated statement of cash flows	2013	2012
Consolidated statement of cash flows  Amounts in SEK thousand	2013 JAN-SEPT	
Amounts in SEK thousand Operating income		JAN-SEPT
Amounts in SEK thousand	JAN-SEPT 7,374 2,197	JAN-SEPT 7,358 3,202
Amounts in SEK thousand  Operating income  Adjustment for items not included in the cash flow Financial items	JAN-SEPT 7,374 2,197 -3,528	JAN-SEPT 7,358 3,202 -5,721
Amounts in SEK thousand Operating income Adjustment for items not included in the cash flow Financial items Taxes paid	JAN-SEPT 7,374 2,197 -3,528 -1,010	JAN-SEPT 7,358 3,202 5,721 -3,096
Amounts in SEK thousand  Operating income  Adjustment for items not included in the cash flow Financial items	JAN-SEPT 7,374 2,197 -3,528	JAN-SEPT 7,358 3,202 5-5,721 -3,096
Amounts in SEK thousand Operating income Adjustment for items not included in the cash flow Financial items Taxes paid Cash flow from operations before changes in working capital	JAN-SEPT 7,374 2,197 -3,528 -1,010	JAN-SEPT 7,358 3,202 5,721 -3,096 1,743
Amounts in SEK thousand  Operating income  Adjustment for items not included in the cash flow  Financial items  Taxes paid	JAN-SEPT 7,374 2,197 -3,528 -1,010 5,033	JAN-SEPT 7,358 3,202 5,721 -3,096 1,743 -1,237
Amounts in SEK thousand  Operating income Adjustment for items not included in the cash flow Financial items  Taxes paid  Cash flow from operations before changes in working capital  Increase (-)/Decrease(+) in inventories Increase (-)/Decrease(+) in operating receivables	JAN-SEPT 7,374 2,197 -3,528 -1,010 5,033	JAN-SEPT 7,358 3,202 5,721 -3,096 1,743 -1,237 -3,033
Amounts in SEK thousand  Operating income Adjustment for items not included in the cash flow Financial items  Taxes paid  Cash flow from operations before changes in working capital  Increase (-)/Decrease(+) in inventories Increase (-)/Decrease(+) in operating receivables Increase (-)/Decrease(+) in operating liabilities	JAN-SEPT 7,374 2,197 -3,528 -1,010 5,033 -6,657 -1,829	JAN-SEPT 7,358 3,202 5,721 3,096 1,743 -1,237 -3,033 -5,382
Amounts in SEK thousand  Operating income Adjustment for items not included in the cash flow Financial items  Taxes paid  Cash flow from operations before changes in working capital  Increase (-)/Decrease(+) in inventories Increase (-)/Decrease(+) in operating receivables Increase (-)/Decrease(+) in operating liabilities  Cash flow from operating activities	JAN-SEPT 7,374 2,197 -3,528 -1,010 5,033 -6,657 -1,829 -209	JAN-SEPT 7,358 3,202 -5,721 -3,096 1,743 -1,237 -3,033 -5,382 -7,909
Amounts in SEK thousand  Operating income Adjustment for items not included in the cash flow Financial items  Taxes paid  Cash flow from operations before changes in working capital  Increase (-)/Decrease(+) in inventories Increase (-)/Decrease(+) in operating receivables Increase (-)/Decrease(+) in operating liabilities  Cash flow from operating activities  Cash flow from investing activities	JAN-SEPT 7,374 2,197 -3,528 -1,010 5,033 -6,657 -1,829 -209 -3,662 1,369	JAN-SEPT 7,358 3,202 5,721 -3,096 1,743 -1,237 -3,033 -5,382 -7,909 972
Operating income Adjustment for items not included in the cash flow Financial items Taxes paid Cash flow from operations before changes in working capital Increase (-)/Decrease(+) in inventories Increase (-)/Decrease(+) in operating receivables Increase (-)/Decrease(+) in operating liabilities	JAN-SEPT 7,374 2,197 -3,528 -1,010 5,033 -6,657 -1,829 -209 -3,662	JAN-SEPT 7,358 3,202 5,721 -3,096 1,743 -1,237 -3,033 -5,382 -7,909 972 -42,885
Amounts in SEK thousand  Operating income Adjustment for items not included in the cash flow Financial items  Taxes paid  Cash flow from operations before changes in working capital  Increase (-)/Decrease(+) in inventories Increase (-)/Decrease(+) in operating receivables Increase (-)/Decrease(+) in operating liabilities  Cash flow from operating activities  Cash flow from investing activities  Cash flow from financing activities	JAN-SEPT 7,374 2,197 -3,528 -1,010 5,033 -6,657 -1,829 -209 -3,662 1,369 -4,428	JAN-SEPT 7,358 3,202 5,721 -3,096 1,743 -1,237 -3,033 -5,382 -7,909 972 -42,885 -49,822

2013

2012

Parent company income statement	2013	2012	2013	2012
Amounts in SEK thousand	JULY-SEPT	JULY-SEPT	JAN-SEPT	JAN-SEPT
Other revenue	714	613	2,217	1,901
Other external expenses	-2,031	-1,657	-7,103	-6,410
Personnel costs	-1,436	-1,760	-5,472	-6,272
Depreciation/amortization	-34	-43	-110	-131
Operating results	-2,787	-2,847	-10,468	-10,912
Results from associated companies	-	-	1,705	1,050
Other financial expenses and revenues	-468	-625	-387	424
Results before tax	-3,255	-3,472	-9,150	-9,438
Taxes	0	0	0	0
Net income/loss for the period	-3,255	-3,472	-9,150	-9,438
Parent company statement of comprehensive income				

# Parent company statement of comprehensive income

Results for the period				
Other comprehensive results for the period	-	-	-	-
Comprehensive results for the period	-3,255	-3,472	-9,150	-9,438

Parent company balance sheet	2013	2012
Amounts in SEK thousand	SEPT 30	DEC 31
Assets		
Intangible and tangible assets	249	322
Shares in subsidiaries	57,378	57,378
Participations in associated companies	0	0
Non-current intra-group receivables	92,242	99,872
Deferred tax assets	1,626	1,626
Total non-current assets	151,495	159,198
Current receivables	26,786	38,128
Cash and bank	1,506	5,480
Total current assets	28,292	43,608
Total assets	179,787	202,806
F 9 10 100		
Equity and liabilities	4-4-4-0	400.004
Equity	154,470	163,621
Non-current liabilities	20,000	0
Current liabilities	5,317	39,185
Total equity and liabilities	179,787	202,806
Changes in equity, parent company	100.001	400.00=
Opening balance	163,621	163,325
Net income/loss for the year	-9,150	296
Closing balance	154,470	163,621

Parent company statement of cash flows	2013	2012
Amounts in SEK thousand	JAN-SEPT	JAN-SEPT
Operating income	-10,468	-10,912
Adjustments for items not included in the cash flow	110	131
Financial items	-889	-1,437
Taxes paid	0	0
Cash flow from operating activities before changes in working capital	-11,247	-12,218
Increase (-)/Decrease(+) in operating receivables	-1.944	-396
Increase (-)/Decrease(+) in operating liabilities	-431	-3,540
Cash flow from operating activities	-13,622	-16,154
Cash flow from investing activities	20,648	1,022
Cash flow from financing activities 1)	-11,000	-25,203
Cash flow for the period	-3,974	-40,335
Cash and cash equivalents at the start of the year	5,480	55,320
Cash and cash equivalents at the period end	1,506	14,985

<sup>1)</sup> Amortization of convertible loan of SEK 31 million, newly raised shareholder loan of SEK 20 million

Key figures	2013	2012
	JAN-SEPT	JAN-SEPT
Net sales, SEK thousand	82,364	85,324
Operating income, SEK thousand	7,374	7,358
Net income, SEK thousand	2,149	-575
Earnings per share, basic and diluted, SEK	0.03	0.00
Equity per share, SEK	1.79	1.79
Equity/assets ratio, %	63	60
Return on equity, %	1	0
Average number of employees	54	52
Number of shares outstanding at the period end	120,288,448	120,288,448
Average number of shares outstanding	120,288,448	120,288,448
Share price at the period end, SEK	2.59	1.35
Market cap, SEK thousand	311,547	162,389

Definitions:

Earnings after tax attributable to the parent company divided by the average number of outstanding Earnings per share

shares.

Equity per share Equity divided by the number of outstanding shares at the period end. Equity at the period end in relation to total assets.

Equity/assets ratio

Results attributable to parent company shareholders divided by equity attributable to the owners of the Return on equity

parent.

# Companies in the Allenex group

MANUFACTURING AND R&D COMPANIES



Olerup SSP AB is world leading in the development of kits for genomic HLA typing, based on SSP technology. The product is used prior to a transplantation to match the donor and recipient. The better the match the lower the risk of complications following transplantation. HLA typing is a standard procedure prior to bone marrow transplantation (hematopoietic stem cell transplantation) and is also used in conjunction with organ transplants (kidney, lung, heart, etc.). In 2011, Olerup SSP entered into a five-year exclusive global agreement (excl. Australia, New Zealand and Taiwan) with Conexio Genomics, Perth, Australia. Allenex ownership stake in Olerup SSP AB is 91 percent. For more information visit www.olerup-ssp.com



AbSorber develops products that facilitate successful transplantation. AbSorber's transplantation test XM-ONE®, identifies antibodies that play a key role in causing rejection subsequent to transplantation. The company's research portfolio also includes a patented ABO column for transplantations between people of different blood groups and an ABO diagnostic test that measures the occurrence of blood group antibodies. Allenex ownership stake of AbSorber is 98 percent. For more information visit <a href="https://www.absorber.se">www.absorber.se</a>

#### SALES AND DISTRIBUTION COMPANIES



Olerup GmbH, based in Vienna, is responsible for sales, distribution and logistics in Europe and the rest of the world excluding North, Central and South America as well as the Nordic region. Sales encompass Olerup SSP's HLA typing products and AbSorber's XM-ONE® transplantation test. Furthermore, from mid-year 2011, the company also sells and distributes products from the Australian company Conexio Genomics. Sales are conducted by a proprietary sales team in Germany, Austria and Slovenia, as well as the Nordic region. From May 1, 2012, Olerup GmbH also started selling directly to end-customers in the Netherlands and Belgium. Sales in other markets are handled by subdistributors. The company is owned by Olerup International, in which Allenex has an ownership stake of 75 percent. For more information visit www.olerup.com



Olerup Inc., domiciled in West Chester, PA, USA, is responsible for the sales, distribution and logistics of Olerup SSP and AbSorber products in the North American market. Furthermore, since mid-2011, the company sells and distributes products from the Australian company Conexio Genomics. The company has its own sales organization in the US, while sales in Canada and Central and South America are handled by sub distributors. AbSorber owns 50 percent of the company. For more information visit <a href="https://www.olerup.com">www.olerup.com</a>