

A photograph of two surgeons, a man and a woman, both wearing blue scrubs, standing in a surgical suite. They are looking towards the left side of the frame, where a large monitor is partially visible. The man is holding a white handheld device. In the background, there are surgical instruments and equipment, including a robotic arm with a pinkish tool. The lighting is dim and blue-toned.

**surgicalscience**

**Surgical Science  
Presentation of Interim Report Q3  
November 14, 2024**



## CEO comments – Q3

- **Continued increased momentum in Edu Products, +2% revenue**
  - +17% growth vs Q2
  - Big tenders materialize in sales
  - Stronger customer activity in all markets, but Edu Products will not show FY growth
- **Ind/OEM solid growth of +22% revenue**
  - Sales of simulators increased by 82% to 26 MSEK
- **License revenue increased by 17% to 65 MSEK**
  - High activity in the robotics market with new entrants either in FDA or closer to FDA approval
  - Continued collaboration with key customers on simulation integration
  - Confidence in license growth from existing and new customers
- **CEO transition completed successfully**
- **Positive outlook for 2025 – Market leader in a rapidly developing and growing market**

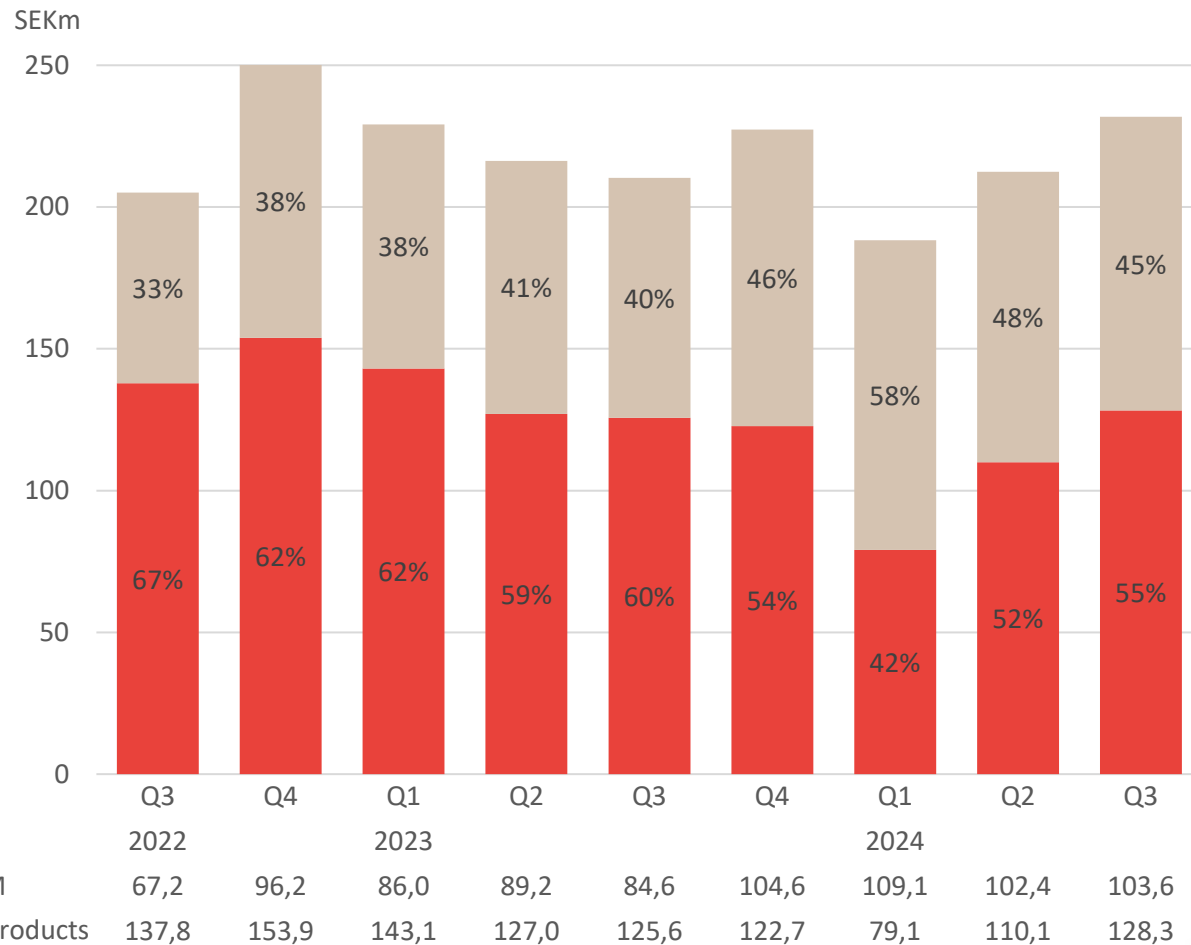


*Surgical Science's new Pediatric Advanced Echo module was launched in Q3, and offers a unique chance to master pediatric cardiac anatomy through safe, hands-on training.*





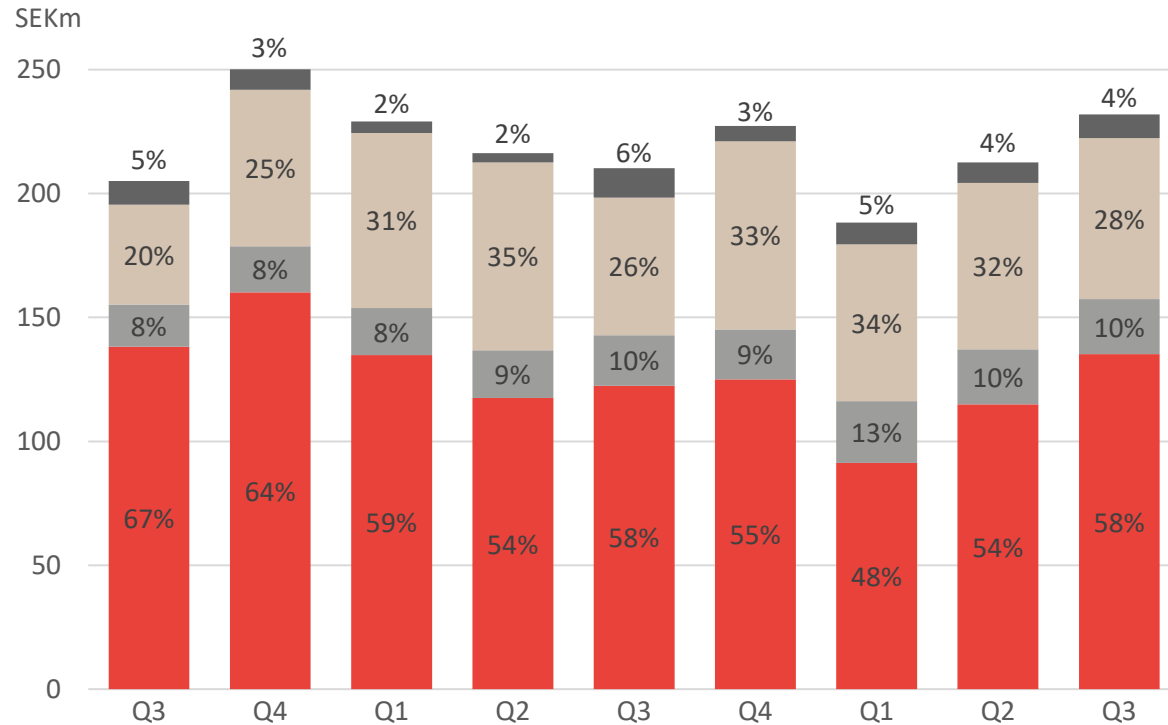
## Q3: Sales growth for both business areas



### Q3:

- Net sales was up 10% to SEKm 231.8 (210.2). In local currencies up 12%.
- Educational Products' sales was up 2%. India strong dev, China on par. Europe: Poland and Bulgaria strong. US on par, larger order in Brazil last year.
- Industry/OEM was up 22%. License rev's up 17%, SEKm 65.0 (55.5). Sim sales continued very strong development, SEKm 26.1 (14.4). Dev rev's SEKm 9.5 (12.0).

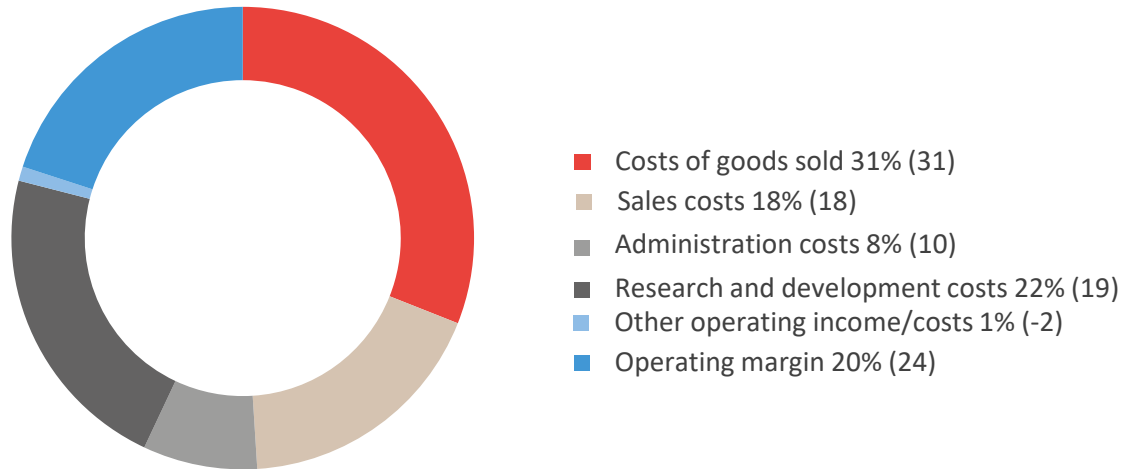
# REVENUE STREAMS – strong simulator sales



	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Development revenue	9,6	8,3	4,6	3,8	12,0	6,2	8,8	8,2	9,5
License revenue	40,4	63,1	70,6	75,7	55,5	75,9	63,2	67,1	65,0
Service revenue	17,0	18,6	19,1	19,2	20,3	20,2	24,9	22,2	22,2
Simulators	138,2	160,1	134,7	117,5	122,4	125,0	91,3	114,9	135,2

- License rev's: 28 (26) percent of total revenues. Lumpy for new entrants, revenues from several customers.
- Simulator sales strongest since Q4 2022.
- Development rev's consist of both robotics projects and projects tied to sales of simulators w/in Indu.
- Service revenues stable, growing with installed base.

# COSTS AND EBIT MARGIN Q3 2024

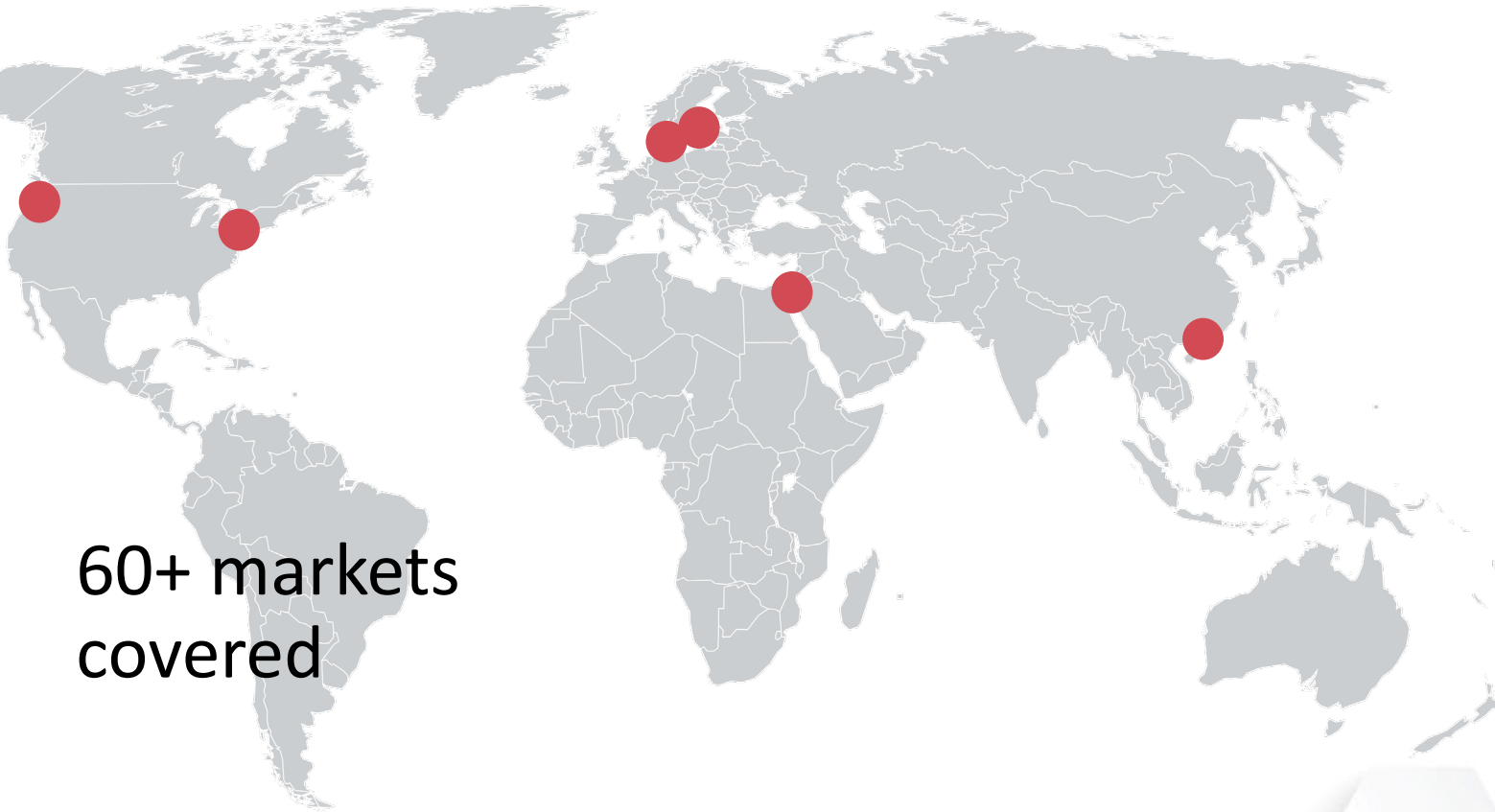


- Gross margin 69% (69). Increased share of license revenues (28 vs 26%) had a positive effect. Product mix favorable, ASP slightly lower.
- Sales: Lower activity re. congresses than Q1 and Q2. Offset by higher agent fees. 18% (18) of sales.
- Admin: 8% (10) of sales.
- R&D: higher costs, 22% (19) of sales. Activated costs SEKm 8.7 (12.1).
- Other: Option programs, FX-effects.
- EBIT SEKm 45.8 (50.7), 20% (24).

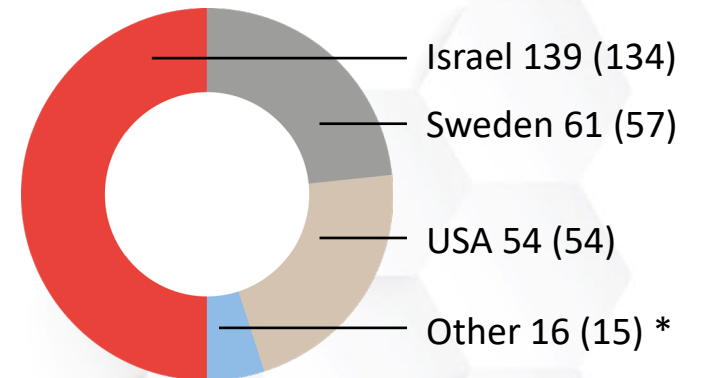
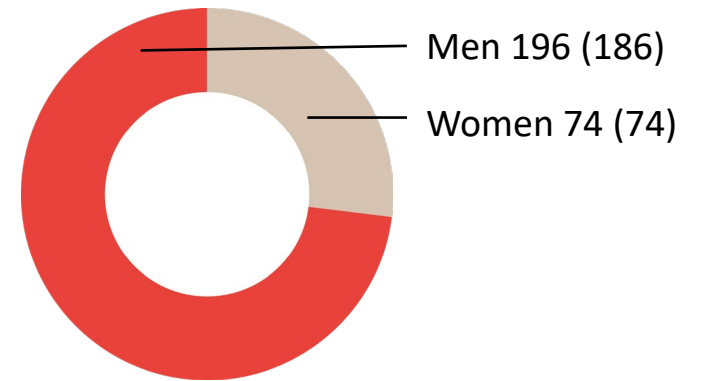


# ORGANIZATION

No of employees at end of period: 270 (260)



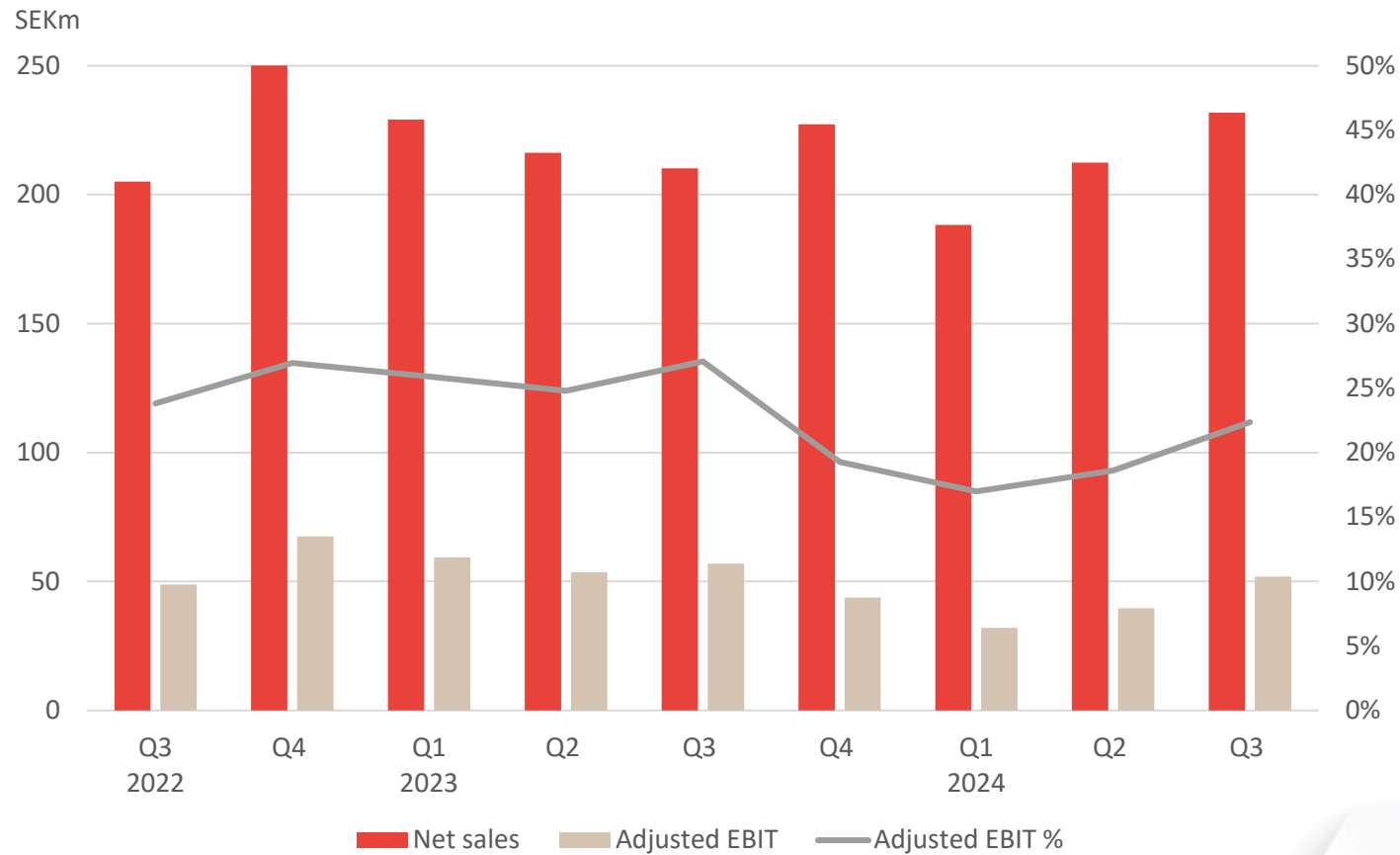
● Offices / Development sites



\* Other: Primarily Germany and China.



# ADJUSTED EBIT



## Q3:

- Adjusted EBIT SEKm 51.8 (56.9), margin 22% (27).

## YTD:

- Adjusted EBIT SEKm 123.4 (169.8), margin 20% (26).



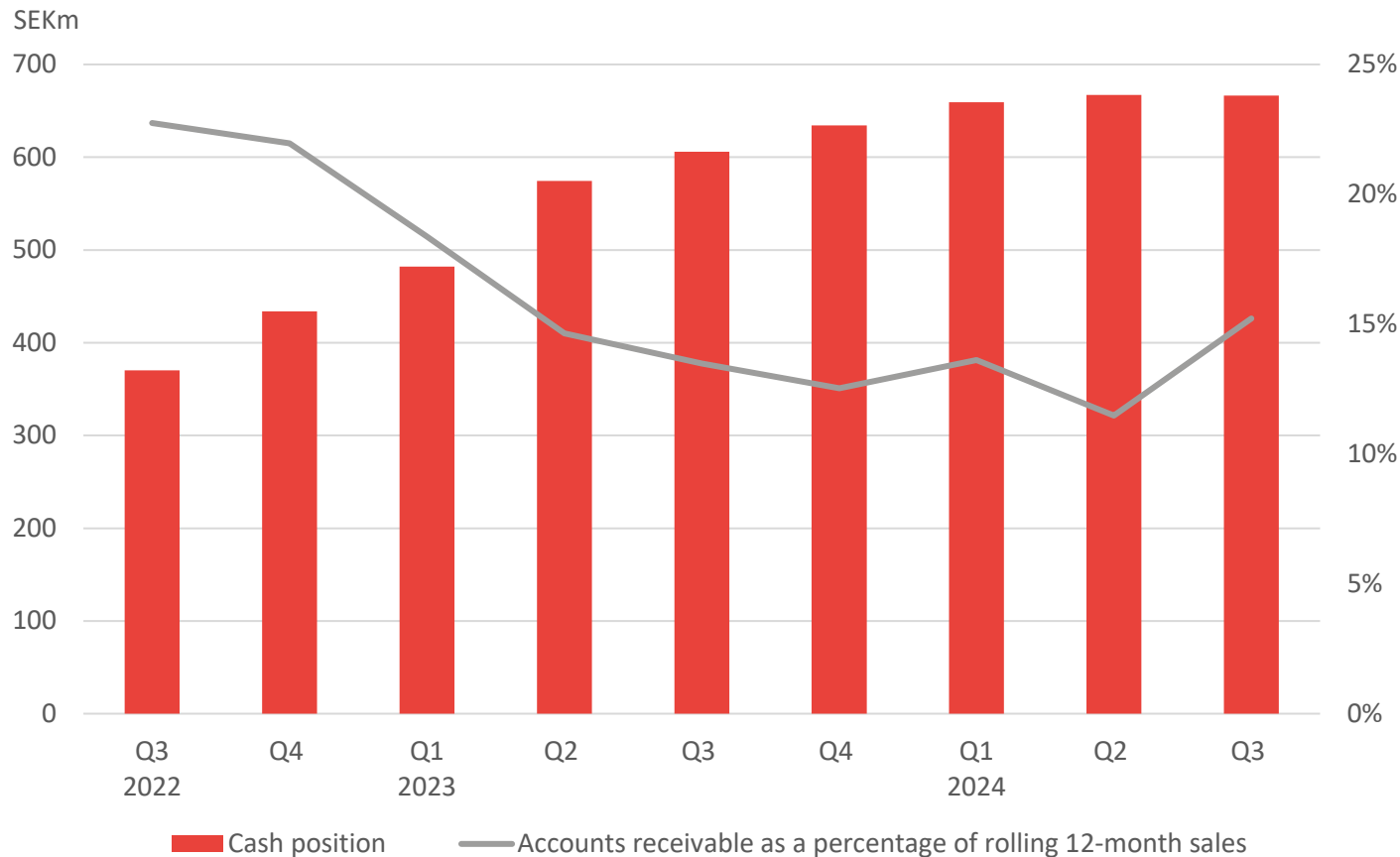
## FINANCE NET AND TAXES

- Finance net for the quarter SEKm 7.2 (1.7). Interest on bank balances, revaluation of internal loans towards subsidiaries and IFRS 16 effect.
- Net result for the quarter SEKm 43.0 (47.4).





# CASH FLOW



- Cash flow from operating activities SEKm 22.1 (53.1). Change in working capital SEKm -32.5 (-15.0). Inventory changed marginally, A/R increased significantly.
- Cash flow from investing activities mainly investments in development costs.
- Exchange rate difference in cash SEKm -7.2 (-0.3). Cash at end of period SEKm 666.3 (606.1).
- A/R as % of sales LTM higher but no general increasing trend.

# Thank you

---

**Find out more at:**  
[www.surgicalscience.com](http://www.surgicalscience.com)

Tom Englund, CEO  
[tom.englund@surgicalscience.com](mailto:tom.englund@surgicalscience.com)

Anna Ahlberg, CFO  
[anna.ahlberg@surgicalscience.com](mailto:anna.ahlberg@surgicalscience.com)