

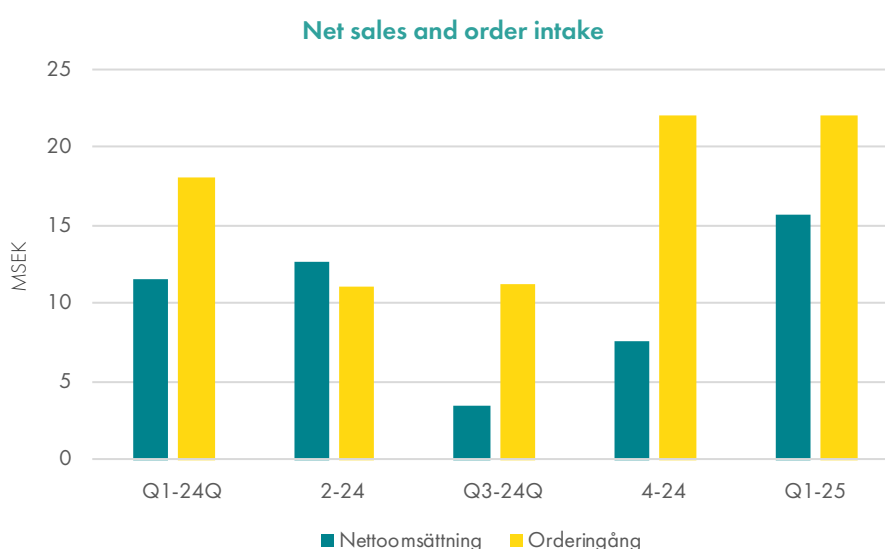
Securing sustainable use
of N₂O while significantly
reducing the carbon footprint.

THE GROUP

The consolidated income statement for the period January to March 2025 includes earnings from the parent company Medclair AB and the subsidiary Medclair Sweden AB. The comparative period is January to March 2024 and also includes the subsidiary Spintso AB, which was sold in June 2024.

Summary of the first quarter

- Medclair continues to deliver on its strategy to become the recognised authority in sustainability solutions for healthcare. The company builds its position by developing and selling patented systems that capture, measure and destroy nitrous oxide directly at source.
- During the quarter, Medclair grew its business by 35% and reported net sales of MSEK 15.6 (11.6) with a higher gross margin for the period of 71% (61%) driven by individual business deals.
- Medclair achieved improved earnings for the quarter despite increased costs related to development and marketing. Net profit before depreciation and financial items amounted to MSEK 5.7 (1.2).
- During the quarter, the company received new orders in Sweden, Germany and Denmark worth MSEK 22.0 (18.0).
- Medclair meets geopolitical challenges through a geographically diversified sales strategy. The company has adopted a cautious approach towards the USA during the quarter, and growth has been centred on the European market.



MSEK	Q1-25	Q1-24	R12-25 ¹⁾	2024
Net sales	15.6	11.6	39.4	35.4
Net profit before depreciation and financial items	5.7	1.3	6.4	1.9
Net operating profit/loss	4.0	-0.3	0.3	4.0
Earnings per share, after tax (SEK)	0.05	0.00	0.00	-0.01
Total assets	61.4	60.0	61.4	60.0
Equity ratio (%)	86%	80%	86%	82%
Cash flow	1.0	-0.3	0.6	-0.6

1) R12-25 = the period April 2024 to March 2025

SIGNIFICANT EVENTS DURING THE FIRST QUARTER

■ **Medclair chosen as supplier to Region Hovedstaden**

The Region's procurement process, announced on 15 January, has now been completed. The order, which totals SEK 10 million, has been approved, and Medclair AB (publ) has officially been appointed as the supplier.

■ **Breakthrough in the German market, Nippon Gases orders six MDUs**

Nippon Gases Deutschland GmbH, a leading gas company in Germany, has placed an order for 6 Mobile Destruction Units (MDUs). The order is worth SEK 1.8 million.

■ **Medclair continues to grow in the recycling sector in Sweden**

Medclair has received an order from Renova for a solution that enables safe and sustainable handling of nitrous oxide cylinders. The order, worth SEK 4.4 million, represents an important step in the continued establishment of Medclair's technology in the Swedish recycling sector.

SIGNIFICANT EVENTS AFTER THE END OF THE REPORT PERIOD

■ **Medclair delivers major nitrous oxide management systems to Veolia in the recycling sector**

As previously announced, Medclair had received a conditional order regarding systems for management of nitrous oxide in the recycling sector. The conditions for the order have been met, and Medclair has now received a final order. The delivery, which has been initiated within the framework of the conditional order, is expected to be completed within three months. The customer is Veolia Ireland, and the order value is SEK 14.5 million.

CEO message

We continue to deliver on our strategy to become the recognised authority in sustainability solutions for healthcare, and we have started the year with both increased growth and improved earnings. Net sales for the first quarter amounted to SEK 15.6 million, which corresponds to growth of approximately 35% compared to the same period last year. We achieved a high gross margin of 71% driven by individual business deals, and net profit before depreciation and financial items amounted to SEK 5.7 million, which represents a clear improvement compared to previous quarters. We are now beginning to see the results of our long-term efforts, and with an established product-market fit, we are well positioned for continued growth.

While we are steadily delivering on our strategy, the world around us is increasingly uncertain. We are focused within our niche but diversified geographically, which is a strength in an increasingly uncertain world with increased political risks. In the American market, we have previously been focused on more progressive states such as California and Colorado, but are now generally cautious. There are no domestic competitors to our system in the American market, which is why we expect the direct effects of the tariffs to be limited. That said, the political uncertainty impacts us negatively, and we are monitoring developments closely. We are now seeing the strength of our European presence and the opportunities for growth in our immediate area. During the quarter, we primarily received orders from Sweden, Denmark and Germany. Through our collaboration with Nippon Gases Deutschland, a leading gas company in Germany, we have taken an important step into the German market, which is experiencing an upward trend in the use of nitrous oxide for pain relief in healthcare. We are also seeing major interest in our systems in the Asian market, and it is gratifying to see how we have become the natural point of contact when it comes to sustainable use of nitrous oxide. A clear example is the National University Health System in Singapore, whose representatives visited us in March to learn how we use our systems together with our partners Region Hovedstaden and Region Skåne.

We continue to see a strong level of interest in the recycling segment, where the lead times are shorter, which benefits our



Net sales for the first quarter amounted to SEK 15.6 million, which corresponds to growth of approximately 35% compared to the same period last year.

business in the short and medium term. In February, we received an order for a Recycling Decomposition Unit (RDU) from Renova, a leading operator in waste management and recycling in western Sweden. Society has a growing problem with the recreational use of nitrous oxide (commonly known as laughing gas) as an intoxicant, and faces major challenges when it comes to combating such use and recycling empty nitrous oxide cylinders. Until society overcomes these problems, the recycling of nitrous oxide cylinders needs to be managed, which is what our systems do. However, healthcare is our primary market and is one of the largest areas of public expenditure in most developed countries. One of the major challenges of our time is the increasing life expectancy of the population in

the western world, which will place great pressure on healthcare systems. The need for cost-effective pain relief is great and is expected to increase, while there is a lack of options that are equally as cost-effective and patient-friendly as nitrous oxide. However, to achieve healthcare's net zero targets and meet the requirements for a safe work environment, the nitrous oxide must be destroyed, an area in which Medclair's systems are world-leading. The world needs to transition to a more sustainable society, and experience has shown that it is rarely the most symbolic or most extensive investments that drive real change. Instead, it is the small, continuous improvements that happen every day over a long period of time that create real impact. Our system facilitates a reduction in emissions of up to 10 kg CO₂e per krona invested. According to the Swedish Environmental Protection Agency, this corresponds to five times greater climate benefit than several other established environmental initiatives, such as biogas, while major investments in areas such as charging infrastructure or solar energy often generate even lower benefit per krona invested. That the sustainability discussion today is somewhat more modest than for a few years ago is something we view as an opportunity. For us, it is an advantage if decision makers focus increasingly on benefit per krona invested, and less on symbolic politics.

Our performance during the quarter showed continued strong order intake and that we are well positioned for growth. An important aspect of our go-to-market strategy is sales through established distributor networks combined with direct sales in strategic markets. We have recently strengthened

our sales organisation to meet demand from distributors as well as from end customers.



In February, we received an order for a Recycling Decomposition Unit (RDU) from Renova, a leading operator in waste management and recycling in western Sweden.

Our solutions address two major structural challenges of our time: an ageing population that places increased pressure on healthcare systems, and a growing need to reduce the carbon footprint. Our systems facilitate a significant reduction in emissions per krona invested and are also easy for the customer to install and use.

Thank you for choosing to join us on this journey!

Jonas Lundh
CEO

Business and market description

MEDCLAIR MEETS HEALTHCARE CHALLENGES REGARDING NITROUS OXIDE USE

Challenges in healthcare

The healthcare sector is faced with a growing need to provide care in a more cost-effective manner, without compromising on quality or patient safety. Nitrous oxide is one of the most effective and affordable options for pain relief, especially in maternity care and dental care, but its use also entails challenges. Nitrous oxide leakage negatively affects the work environment for healthcare personnel, and the emissions have nearly 300 times greater climate impact than carbon dioxide.

As net zero targets are established in more and more healthcare markets, it becomes necessary to manage these emissions, not least to enable continued use of nitrous oxide according to clinical practice. At the same time, there are growing demands on safety, air quality and documentation of the emissions that are caused. Given the current lack of pain relief options that can match nitrous oxide from a patient and cost perspective, there is a major need to manage the emissions that are caused by nitrous oxide.

Medclair addresses this by facilitating the continued use of nitrous oxide, combined with an improved work environment and measurable climate benefit, in a manner that is both cost-effective and future-proof from a regulatory perspective. Medclair also sees markets where the use of nitrous oxide is increasing and where, in connection with new implementation, it is natural to simultaneously include nitrous oxide management as an integral part of the solution.

NITROUS OXIDE MANAGEMENT CREATES MAJOR VALUE FOR BOTH THE CLIMATE AND WORK ENVIRONMENT

Medclair develops and sells patented systems that capture, measure and destroy nitrous oxide directly at source. Nitrous oxide management requires only a small investment, which makes it easier to make purchasing decisions that also create major value for both the climate and work environment.

The company's technology for nitrous oxide management is one of the most cost-effective climate measures, with up to 10 kg CO₂e in emission reduction per krona invested. This, according to the Swedish Environmental Protection Agency, is five times greater than the benefit from other established environmental initiatives, such as biogas, while investments in areas such as charging infrastructure or solar cells often generate even lower benefit per krona invested.

Medclair offers both stationary and mobile systems that cover all forms of nitrous oxide use and are easy to install and use without affecting existing work processes. The systems are delivered with associated measurement and control systems as well as service and support agreements.

Healthcare's net zero targets drive demand for nitrous oxide management

Nitrous oxide accounts for a significant proportion of the healthcare sector's greenhouse gas emissions globally. As more healthcare systems set net zero targets, the need for concrete measures is increasing in an area where Medclair is one of only few operators with ready-to-use and validated technology.

The NHS (National Health Service) in the United Kingdom has already started to implement nitrous oxide management as part of its climate plans, and similar initiatives are emerging in the rest of Europe and in North America. In the United Kingdom, France and USA, there are more than a quarter of a million installation points in the healthcare, dental care and recycling market segments. The USA is the single largest market in terms of volume, while Europe is benefiting from stronger climate legislation. Due to the recent political uncertainty, we are now more cautious towards the American market and are instead strengthening our focus on Europe.

Medclair is well positioned and growing steadily

With 350 installations in 20 countries, Medclair

is an established international operator and a first mover in a rapidly growing market. The company has developed strongly over the past three years and has achieved product-market fit. In Sweden and the Netherlands, where the technology is widely used in healthcare, Medclair has a market penetration in excess of 80% and is an established standard. In the United Kingdom, the adoption rate for nitrous oxide management is increasing rapidly, in particular in the healthcare sector, which means that the company is expected to achieve critical market establishment in the near future prior to future and planned scale-up. In addition to the United Kingdom, France is a prioritised growth market, as the company is adopting a more cautious approach towards the USA.

Growth is achieved through established distributor networks, including Linde, Air Liquide and Apex, and is combined with direct sales in strategic markets. The go-to-market strategy is based on establishing reference installations, collaborating with Key Opinion Leaders (KOL) and offering knowledge-based sales. Medclair has a well-developed model for how each individual market is prioritised based on the application of nitrous oxide and the number of potential installation points.

Medclair has built up a cost-effective and scalable supply chain where selectively chosen components from established suppliers are assembled at the facility located outside Stockholm. Over time, as the delivery volumes increase, the strategy is to migrate the assem-

bly process locally in each market via the distributor level of the supply chain, to secure an even more cost-effective production process with shorter delivery times.

BUSINESS MODEL

Medclair’s business model combines the sale of systems with recurring revenue from the aftermarket. The company’s main revenue comes from the sale of systems for management and destruction of nitrous oxide. In addition to system sales, recurring revenue is generated through service agreements, support services and rental solutions. The rental agreements are currently financed through the company’s own funds, but will be offered through external financing solutions in the future.

In total, Medclair has delivered more than 350 systems in 20 countries. Most systems have been delivered in Sweden and the Netherlands, where these have become an established standard with a market penetration in excess of 80%. The company’s main sales currently take place in the United Kingdom and Europe, while the company has seen an increased level of interest in the Gulf Region and Asia during the period. Medclair is currently adopting a more cautious approach towards the USA, but the American market will be important in the long term as it is the single largest market in terms of volume.

Systems	MDU – Mobile Destruction Unit RDU – Recycling Decomposition Unit CDU – Central Destruction Unit
Options	NOD – Nitrous Oxide Detector
Services	Service agreements Support services Rental solutions

Earnings and financial position

THE GROUP

The consolidated income statement for the period January to March 2025 includes earnings from the parent company Medclair AB and the subsidiary Medclair Sweden AB. The comparative period is January to March 2024 and also includes the subsidiary Spintso AB, which was sold in June 2024.

Order intake

The first quarter saw an order intake amounting to MSEK 22.0, compared to MSEK 18.0 in the same quarter in the previous year. Medclair's target market is characterised by long cycles from quote to delivery, which means that the company strives to secure a growing quote backlog for long-term revenues.

Revenue and earnings

Net sales for the quarter amounted to MSEK 15.6 (11.6). It is Medclair's assessment that there is good underlying demand for the products and solutions in the company's portfolio. However, the lead times between the provision of quotes and the receipt of customer decisions and subsequent delivery have often been longer than previously expected.

Net profit before depreciation and financial items amounted to MSEK 5.7 (1.3). Net profit after tax amounted to MSEK 4.0 (-0.2), with earnings per share after tax of SEK 0.05 (0.00).

Investments and depreciation/amortisation

The Group's investments in tangible and intangible fixed assets amounted to MSEK 1.5 (0.9) during the quarter and are related to costs associated with the development of new products.

Assets

As at 31 March 2025, the Group's fixed assets amounted to MSEK 40.6 (40.9), of which approximately MSEK 20.3 (23.9) relates to goodwill attributable to the acquisition of Medclair AB. Other intangible assets consist of capitalised development expenditure of MSEK 11.0 (10.1) and patents related to product development of MSEK 2.2 (1.7). The Group's current assets, excluding cash and cash

equivalents, amounted to MSEK 17.2 (18.3).

Equity

At the beginning of the financial year, the Group's equity amounted to MSEK 49.0 (50.0), and at the end of the quarter, the company's equity amounted to MSEK 53.0 (49.8), with an equity ratio of 86% (80%). As at the latest year-end, the share capital amounted to SEK 8,249,206, divided into 82,492,057 shares, each with a quota value of SEK 0.10.

Cash flow and financial position

The period's cash flow from operating activities amounted to MSEK 5.2 (0.3) before changes in working capital and MSEK 2.4 (0.7) after changes in working capital. Cash and cash equivalents at the end of the period amounted to MSEK 3.6 (2.9). Current liabilities amounted to MSEK 8.5 (12.4), while there were no non-current liabilities as at 31/03/2025 or 31/03/2024.

PARENT COMPANY

The parent company's net sales for the quarter amounted to MSEK 0.0 (0.0). The net operating loss amounted to MSEK -0.3 (-0.7), and the net loss for the period was MSEK -0.3 (-0.7). The parent company's equity ratio was 99% (96%), while cash and cash equivalents at the end of the period amounted to MSEK 0.7 (0.2).

NOTES

Risks and uncertainties

- There are a number of important patents within the Group, which entails a risk of third-party infringement and associated long and costly disputes.
- The uncertain global situation could entail risks related to raw material supply, purchasing prices, currency losses and sales.
- Unwanted staff turnover could lead to disruptions in planned activities.
- Disruptions in supplier production, delays or failed delivery could negatively impact the company.

INFORMATION

This information is information that Medclair Invest AB is obliged to disclose pursuant to the EU Market Abuse Regulation and the Swedish Securities Market Act. The information was provided, through the agency of the CEO, for publication at 08.00 on 14 May 2025.

The report has not been subject to audit by the company's auditors.

Stockholm, 8 May 2025

Medclair AB
Jonas Lundh, CEO

ACCOUNTING PRINCIPLES

This report has been prepared in accordance with the Swedish Annual Accounts Act and BFNAR 2012:1 (K3). The accounting principles applied are the same as those applied in the latest annual report.

For further information, please contact:

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FUTURE REPORTING DATES



Interim Report Q2 2025
Interim Report Q3 2025

21 August 2025
6 November 2025

Medclair's contribution to global climate benefit



~424,000

TONNES CO₂e

...WHICH CORRESPONDS TO THE EMISSIONS FROM



~100,000

CARS DRIVEN ON PETROL FOR ONE YEAR

...OR THE EMISSIONS FROM



~215,000

TONNES OF COAL COMBUSTION

CONSOLIDATED INCOME STATEMENT

SEK thousand (TSEK)	JAN–MAR 2025 3 MTH	JAN–MAR 2024 3 MTH	JAN–DEC 2024 12 MTH	JAN–DEC 2023 12 MTH
Net sales	15,633	11,588	32,203	39,853
Own work capitalised	956	947	3,746	2,566
Other operating income	99	230	764	899
Goods for resale	-4,594	-4,517	-12,604	-17,657
Other external expenses	-3,595	-3,751	-12,682	-11,682
Personnel expenses	-2,820	-3,197	-11,630	-10,225
Net profit before depreciation and financial items	5,679	1,300	-203	3,754
Depreciation, amortisation and impairment of tangible and intangible fixed assets	-1,248	-1,435	-5,278	-5,535
Other operating expenses	-465	-74	-566	-833
Net operating profit/loss	3,966	-209	-6,047	-2,614
Financial items	-15	36	5,383	-161
Tax	-	-	-	-10
Net profit/loss for the period	3,951	-173	-664	-2,785

CONSOLIDATED BALANCE SHEET

SEK thousand (TSEK)	31 MAR 2025	31 DEC 2024	31 DEC 2023
Fixed assets			
Intangible fixed assets	33,554	33,104	35,562
Property, plant and equipment	6,040	6,268	5,017
Financial fixed assets	1,055	1,055	-
Total fixed assets	40,649	40,427	40,579
Current assets			
Inventories etc.	7,569	7,653	8,727
Accounts receivable	2,533	3,764	5,115
Current tax assets	137	88	88
Other receivables	2,225	3,374	558
Prepaid expenses and accrued income	4,773	2,072	378
Cash and cash equivalents	3,559	2,583	3,201
Total current assets	20,796	19,534	18,067
TOTAL ASSETS	61,445	59,961	58,646
Equity	52,985	49,034	49,954
Current liabilities			
Liabilities to credit institutions	-	-	390
Advances from customers	-	-	14
Accounts payable	2,538	7,347	2,877
Tax liabilities	-	-	40
Other liabilities	998	891	1,578
Accrued expenses and deferred income	4,924	2,689	3,793
Total current liabilities	8,460	10,927	8,692
TOTAL EQUITY AND LIABILITIES	61,445	59,961	58,646

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

SEK thousand (TSEK)	31 MAR 2025	31 DEC 2024	31 DEC 2023
Changes in equity			
Opening equity	49,034	49,954	52,739
Net profit/loss for the period	3,951	-920	-2,785
Total equity	52,985	49,034	49,954

CONSOLIDATED CASH FLOW STATEMENT

SEK thousand (TSEK)	JAN–MAR 2025 3 MTH	JAN–MAR 2024 3 MTH	JAN–DEC 2024 12 MTH	JAN–DEC 2023 12 MTH
Net profit/loss after financial items	3,951	-173	-664	-2,775
Non-cash items	1,199	453	1,159	5,520
Cash flow before changes in working capital	5,150	280	495	2,745
Changes in working capital	-2,705	431	2,733	2,515
Cash flow from operating activities	2,445	711	3,228	5,260
Cash flow from investing activities	-1,469	-893	-3,456	-5,454
Cash flow from financing activities	-	-123	-390	-493
Total cash flow	976	-305	-618	-687
Cash and cash equivalents at beginning of period	2,583	3,201	3,201	3,888
Cash and cash equivalents at end of period	3,559	2,896	2,583	3,201

PARENT COMPANY INCOME STATEMENT

SEK thousand (TSEK)	JAN-MAR 2025 3 MTH	JAN-MAR 2024 3 MTH	JAN-DEC 2024 12 MTH	JAN-DEC 2023 12 MTH
Other operating income	14	11	78	301
Other external expenses	-140	-587	-2,230	-3,441
Personnel expenses	-179	-99	-462	-427
Net profit before depreciation and financial items	-305	-675	-2,614	-3,567
Other operating expenses	-	-	-	-
Net operating profit/loss	-305	-675	-2,614	-3,567
Financial items	32	-27	5,559	42
Group contributions received	-	-	-	1,127
Tax	-	-	-	-
Net profit/loss for the period	-273	-702	2,945	-2,398

PARENT COMPANY BALANCE STATEMENT

SEK thousand (TSEK)	31 MAR 2025	31 DEC 2024	31 DEC 2023
Fixed assets			
Participations in subsidiaries	46,504	46,504	47,029
Financial fixed assets	1,055	1,055	-
Total fixed assets	47,559	47,559	47,029
Current assets			
Receivables from group companies	16,667	15,117	18,751
Current tax assets	25	-	-
Other receivables	1,733	2,367	75
Prepaid expenses and accrued income	142	-	-
Cash and cash equivalents	694	2,239	364
Total current assets	19,261	19,723	19,190
TOTAL ASSETS	66,820	67,282	66,219
Equity	66,409	66,682	63,737
Current liabilities			
Liabilities to credit institutions	-	-	390
Accounts payable	4	-	727
Tax liabilities	0	-	22
Other liabilities	0	22	23
Accrued expenses and deferred income	407	578	1,320
Total current liabilities	411	600	2,482
TOTAL EQUITY AND LIABILITIES	66,820	67,282	66,219

PARENT COMPANY STATEMENT OF CHANGES IN EQUITY

SEK thousand (TSEK)	31 MAR 2025	31 DEC 2024	31 DEC 2023
Changes in equity			
Opening equity	66,682	63,737	66,135
Net profit/loss for the period	-273	2,945	-2,398
Total equity	66,409	66,682	63,737

PARENT COMPANY CASH FLOW STATEMENT

SEK thousand (TSEK)	JAN–MAR 2025 3 MTH	JAN–MAR 2024 3 MTH	JAN–DEC 2024 12 MTH	JAN–DEC 2023 12 MTH
Net profit/loss after financial items	-273	-702	2,945	-3,525
Non-cash items	-25	-15	-5,497	54
Cash flow before changes in working capital	-298	-717	-2,552	-3,471
Changes in working capital	-1,247	644	2,114	2,812
Cash flow from operating activities	-1,545	-73	-438	-659
Cash flow from investing activities	-	-	2,703	-
Cash flow from financing activities	-	-123	-390	634
Total cash flow	-1,545	-196	1,875	-25
Cash and cash equivalents at beginning of period	2,239	364	364	389
Cash and cash equivalents at end of period	694	168	2,239	364

Care for future



We care for the patients.
For the care workers.
And for the nature.

We are here to evolve
the healthcare industry to
significantly reduce the carbon
footprint for a living future.

Medclair
CARE FOR FUTURE



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Medclair is a member of Swedish Medtech and
the Nordic Centre for Sustainable Healthcare.

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