

**surgicalscience**

# Presentation of Year-end Report 2025

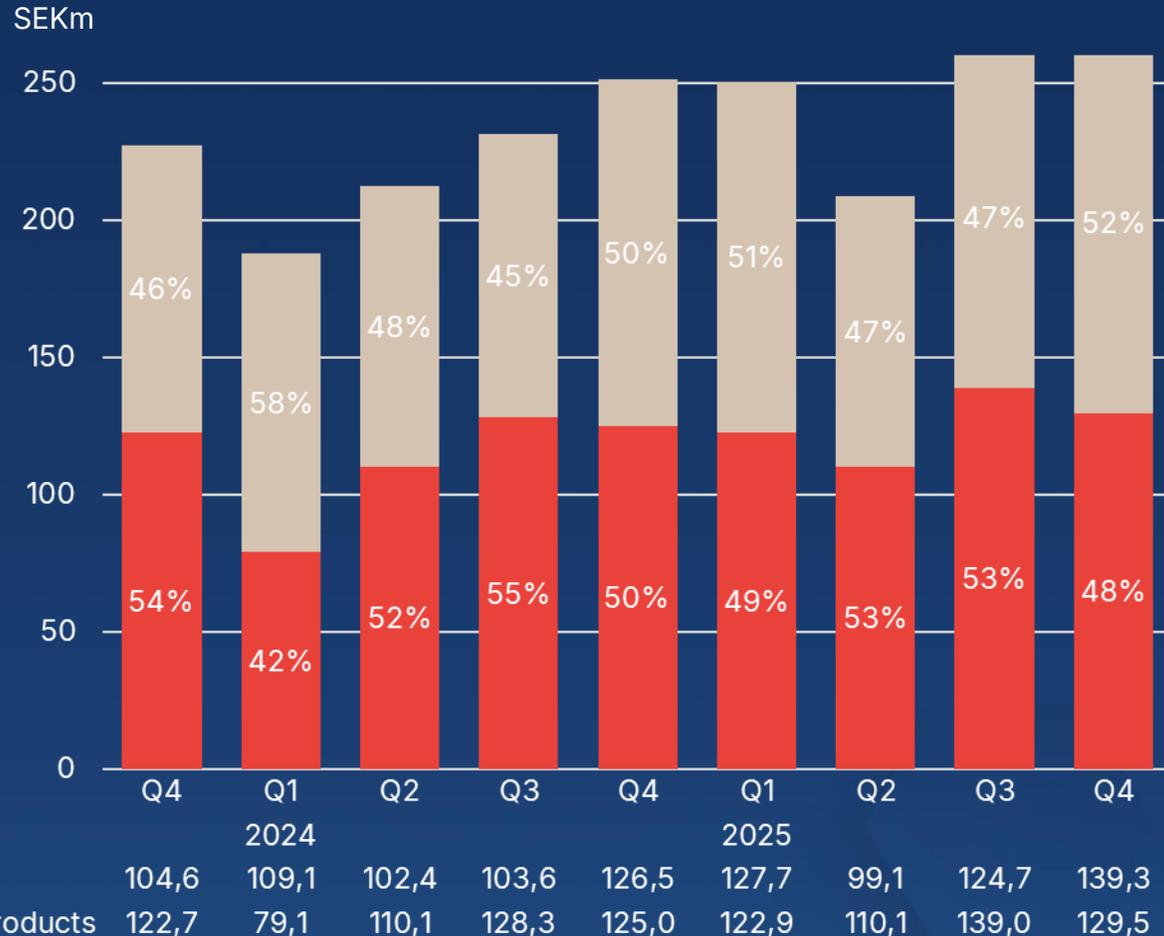


# CEO comments – Q4 2025

- **In Q4, Surgical Science continued to take steps in the right direction**
  - Net sales of SEKm 269, 7% growth. 15% growth adjusted for FX
  - Adjusted EBIT at 17%, in line with financial targets
- **Mixed performance in Educational products with 4% growth**
  - Continued high activity in ultrasound and strong demand globally, with sales up 48%
  - Profitability improvement efforts are starting to have a positive impact, but were offset by adverse currency effects
  - New distributor program launched. Impact expected in Q1 2026
- **Industry/OEM performed well with sales increasing by 10%**
  - All time high license sales of SEKm 92, from Intuitive and several other customers
  - Continued strong development of the robotic surgery market, with more players and bigger pipeline of robotics projects
  - Continued strong interest for the newly launched RobotiX Express platform
  - Pipeline of ongoing medical device development projects up 15%, repeat customers exceeding 70%
- **New strategy presented at Capital Markets Day in December.** Focus on increased market penetration and profitable growth across the five defined market segments



# Q4: Profitability in line with financial targets



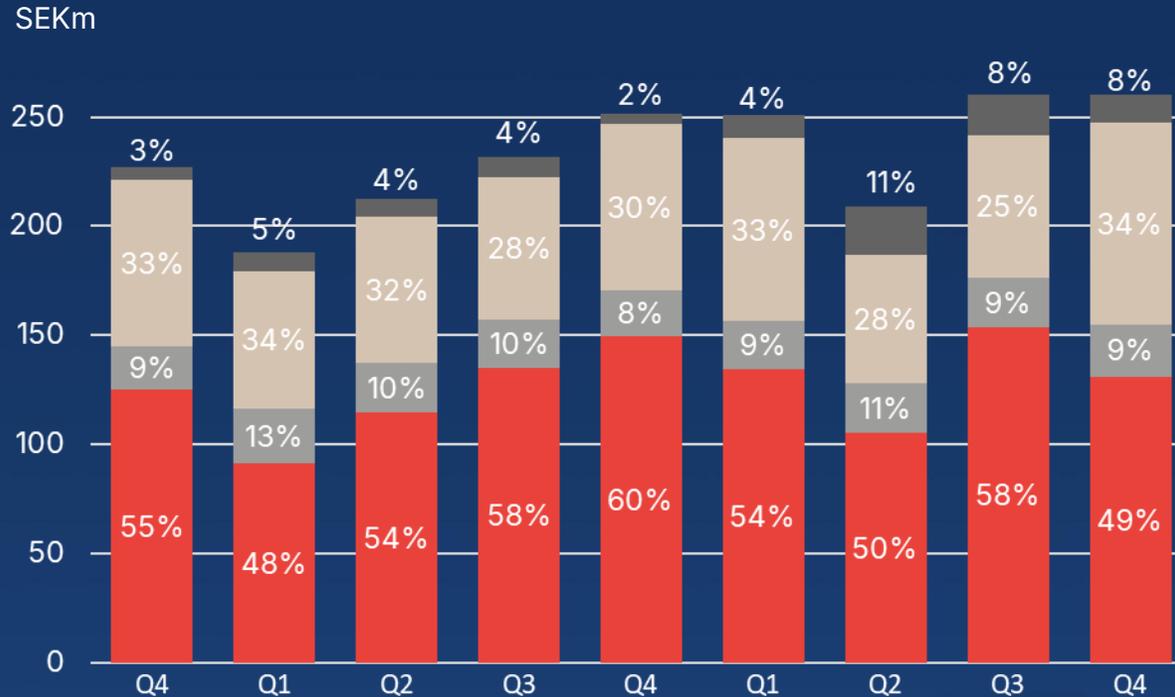
## Q4:

- Net sales up 7% to SEKm 268.9 (251.5). In local currencies up 15%. SEKm 14.2 from IU.
- Educational Products up 4% (-8% excl IU). Regions: Europe +4%, Asia -21%, Americas +43%.
- Industry/OEM up 10%. License revenues up 21%, SEKm 92.3 (76.4). Sim sales SEKm 21.4 (42.5). Dev rev's SEKm 21.5 (4.7).

## FY2025:

- Net sales up 12% to SEKm 992.3 (884.1). In local currencies up 19%. SEKm 75.3 from IU.
- Educational Products sales up 13% to SEKm 501.5 (442.5).
- Industry/OEM sales up 11% to SEKm 490.8 (441.6).

# Revenue streams



|                     | Q4    | Q1   | Q2    | Q3    | Q4    | Q1    | Q2    | Q3    | Q4    |
|---------------------|-------|------|-------|-------|-------|-------|-------|-------|-------|
| Development revenue | 6,2   | 8,8  | 8,2   | 9,5   | 4,7   | 10,5  | 22,3  | 21,9  | 21,5  |
| License revenue     | 75,9  | 63,2 | 67,1  | 65,0  | 76,4  | 83,8  | 58,9  | 65,5  | 92,3  |
| Service revenue     | 20,2  | 24,9 | 22,2  | 22,2  | 20,9  | 21,9  | 22,8  | 22,6  | 23,8  |
| Simulators          | 125,0 | 91,3 | 114,9 | 135,2 | 149,6 | 134,4 | 105,2 | 153,6 | 131,2 |

- License rev's: 34% (30) of total revenues. Intuitive sales strong both in terms of dV5 and older generations. Larger batch order from another robotic customer.
- Simulator sales down 12%.
- Continued strong development rev's. Consists of both robotics' projects and sales of simulators w/in Indu. For the Q revenues from project in Southeast Asia.
- Stable service revenues.

# Costs and EBIT margin Q4 2025

## Costs/margin as a percentage of sales



- Gross margin 66% (68). Higher license revenues positive, but currency and inclusion of IU negative effect.
- Sales: 17% (20) of sales. SEKm 3 in tariffs on simulators from non-US production units.
- Admin: 9% (9) of sales. Increased costs related to for example internal dividend and CMD.
- R&D: 22% (21) of sales. Activated costs SEKm 9.5 (10.2). SEKm 3 restructuring in Seattle.
- Other: Option programs, FX-effects.
- EBIT SEKm 40.1 (39.1), 15% (16). EBIT for IU SEKm -4.8.

### FY2025:

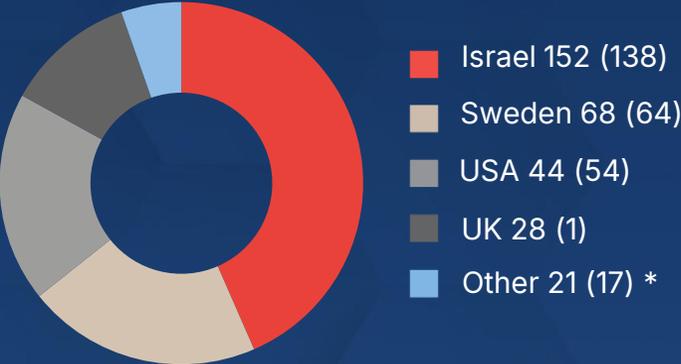
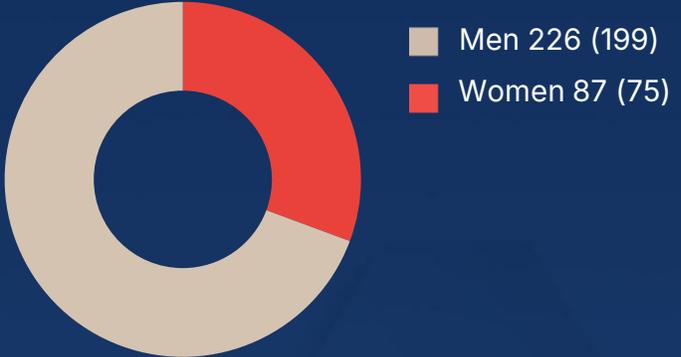
- EBIT adjusted for acquisition and restructuring costs 10% (16). Adjusted for FX effects 17%.

# Organization

No of employees at end of period: 313 (274)

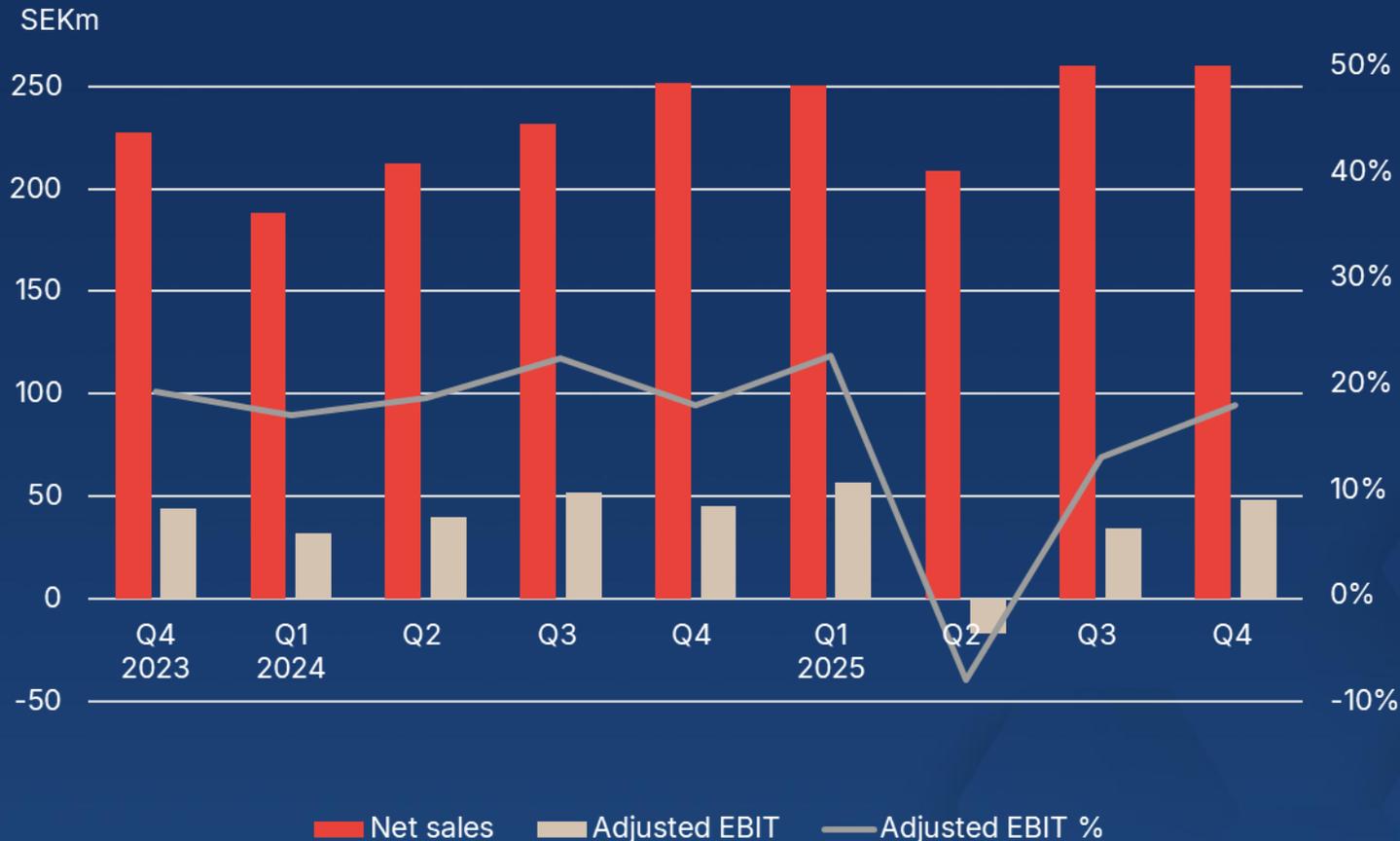


 Offices / Development sites



\* Other: Primarily Germany and China.

# Adjusted EBIT\*



## Q4:

- Adjusted EBIT SEKm 45.7. Adjusted for restructuring costs SEKm 48.4 (45.3), margin 18% (18).

## FY2025:

- Adjusted EBIT SEKm 91.8. Adjusted for acquisition and restructuring costs SEKm 122.4 (168.7), margin 12% (19).

\*Excluding acquisition and restructuring costs related to IU in Q1 and Q3 2025 and Seattle in Q4 2025.

# Finance net and taxes

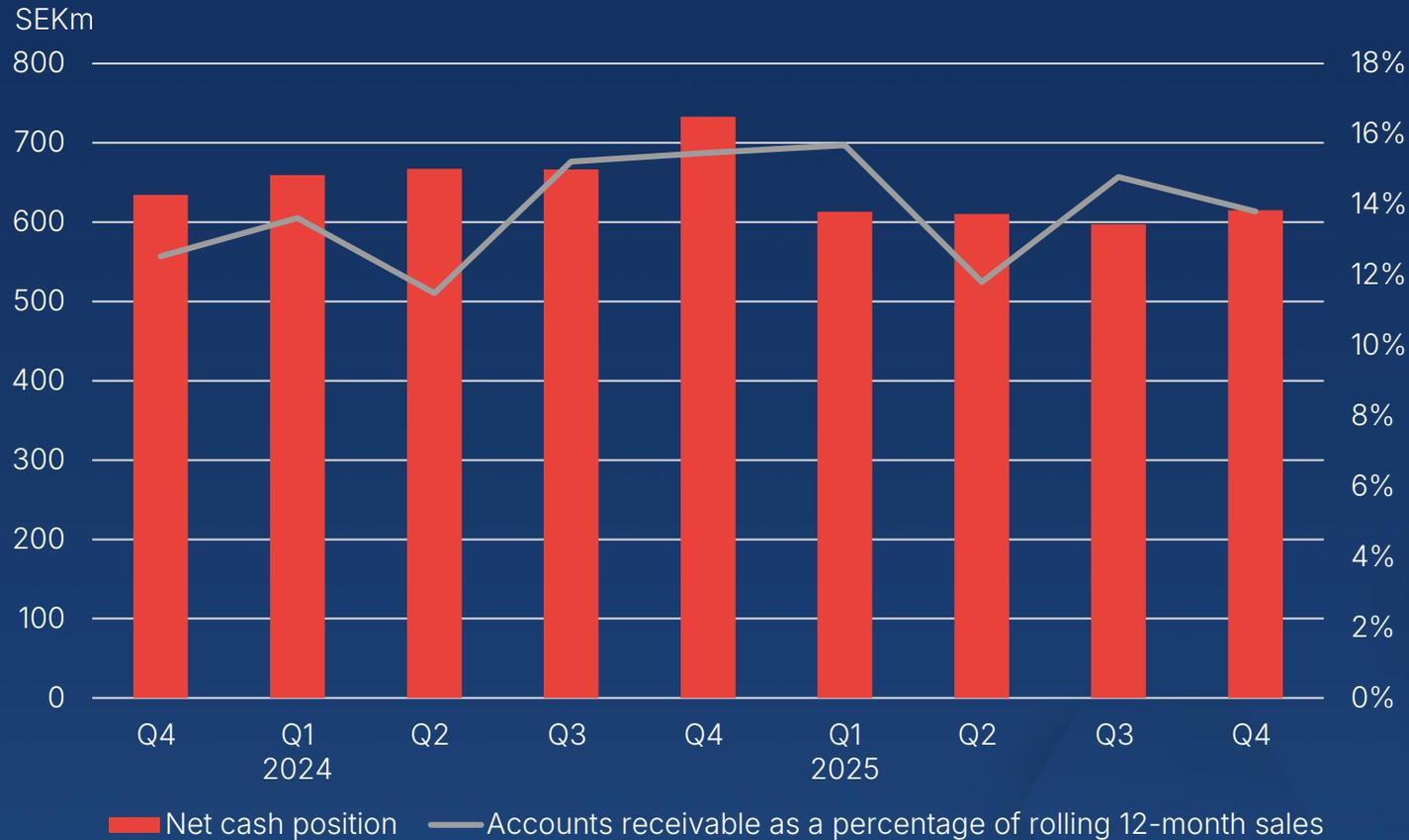
## Q4:

- Finance net for the quarter SEKm 2.4 (0.3). Interest on bank balances, revaluation of internal loans and IFRS 16 effect.
- Tax expense for the quarter SEKm -9.2 (-3.2).
- Net result for the quarter SEKm 33.3 (36.3).

## FY 2025:

- Finance net for the year SEKm 31.3 (13.8). Interest on bank balances, revaluation of internal loans and IFRS 16 effect.
- Tax expense for the year SEKm -33.3 (-26.4).
- Net result for the year SEKm 66.8 (131.6).

# Cash flow



- Cash flow from operating activities SEKm 72.9 (56.7). Change in working capital SEKm -3.0 (-2.2). Inventory unchanged, A/R decreased.
- Cash flow from investing activities SEKm -15.1 (-12.1) mainly investments in development costs. SEKm 3.2 invested in production facility in Tel Aviv.
- Cash flow from financing activities SEKm -25.7 (240.0).
- Cash at end of period SEKm 616.4 (968.2).
- A/R as % of sales LTM at good level.



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**Thank you**

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[www.surgicalscience.com](http://www.surgicalscience.com)**