



**ANNUAL REPORT AND  
CONSOLIDATED FINANCIAL STATEMENTS  
FOR EQ L PHARMA AB**

Corporate ID No 556713-3425



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## EQL Pharma in brief

EQL Pharma is a company specialising in the development and supply of generics, that is, medicines that are medically equivalent to originator products. The company is currently marketing nine niche generics in the Swedish, Danish and Finnish markets; in addition to these we have a significant pipeline of other niche generics that are due to be launched from 2018 onwards.

At present operations are entirely focused on prescription medicines in the Nordic region. Based in Lund, EQL Pharma has 7 (8) employees and is listed on Spotlight Stock Market.

EQL Pharma is running an extensive development programme in collaboration with leading contract manufacturers and large pharmaceutical companies in countries including India and China.

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## CEO's report

*We executed our strategic plan satisfactorily during the past year, but growth was negatively affected by the temporary withdrawal of our major seller Hydroxyzine and that few new products were launched. However, the profitability of our marketed products is stable with margins remaining at over 50 per cent.*

Our financial target of achieving average annual growth of at least 30 per cent over a five-year period from 2016 until 2021 is unchanged. The targeted annual growth of 30 per cent will be distributed unevenly over the five-year period. Sales will increase in 2018/2019 and we expect growth in excess of 30 per cent.

### **Many exciting new products**

Our considerable investment in product development is continuing and in 2018/2019 we plan to launch a number of new products. The main focus for 2018/2019 will be the continued upscaling of our niche generics pipeline, but we are also preparing for launches in several Nordic countries in the coming financial year.

### **Well prepared**

The management team was further strengthened during the past year and EQL Pharma now has an organisation that is well equipped for current and future major investments. A strong team gives us good possibilities to continue to execute and deliver on our strategic plan.



*Christer Fähræus, CEO*

A handwritten signature in blue ink, consisting of a stylized 'C' followed by a loop and a long horizontal stroke.

Christer Fähræus,  
CEO and board member of EQL Pharma AB (publ)

# EQL Pharma – niche generics

Founded in 2006 by Christer Fähræus and Karin Wehlin, EQL Pharma specialises in the development and supply of generics, that is, medicines that are medically equivalent to originator products. On 31 March 2018 EQL Pharma had nine niche generics on the market. In addition to these there is a significant pipeline of other niche generics that are due to be launched from 2018 onwards. More information on this can be found in the Pipeline section on page 7. At present operations are entirely focused on prescription medicines in the Nordic region. With operations based in Lund, EQL Pharma has 7 (8) employees and is listed on Spotlight Stock Market. EQL Pharma has an extensive development programme in collaboration with leading contract manufacturers and large pharmaceutical companies in countries including India and China.

More specifically EQL Pharma is targeting generic medicines with no or few competitors in the Nordic region, other than the originator product. We refer to these as niche generics. When EQL Pharma started the company focused on 'broader' generics with larger volumes and also more competition. However, from 2009 onwards the company has elected to focus exclusively on a niche strategy. The main reason EQL Pharma is targeting areas with low levels of competition is that the more competitors for a generic product, the more the price will be forced downwards. EQL Pharma's products are typically small in a global context but larger in the Nordic region. For this reason major international generics companies have not considered these local products worth pursuing since sales both in terms of value (euro) and number of tablets (units) has been too low. Because these products are not offered for sale as fully developed projects, EQL Pharma is running an extensive development programme

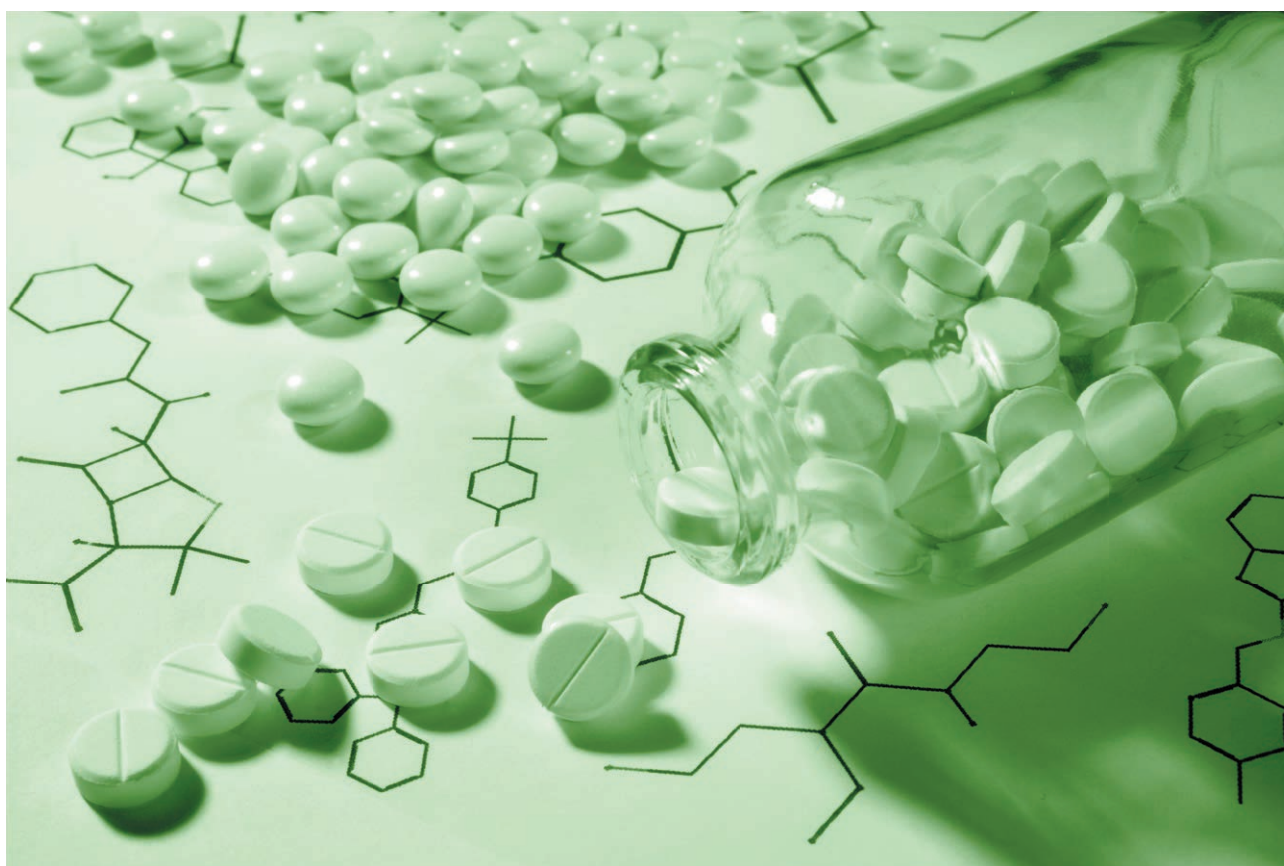
for these niche generics through development partners and contract manufacturers.

## How are generics sold?

Sweden, Denmark, Finland and Norway all have specific legislation and regulations that are applied to keep down the cost of prescription medications to society. Under the Pharmaceutical Benefits Act, products included in the pharmaceutical benefits scheme (högkostnadsskyddet) must be substituted with the least expensive equivalent product containing the same active ingredient and in the same formulation.<sup>1</sup> Originator products tend to remain on the market in Sweden, Denmark, Finland and Norway even after generic competitors have appeared, but unless there are special circumstances a cheaper alternative will be dispensed to the patient.

In many cases several different generics are available on the market for a single originator product. To decide which generic product gets to replace the originator product in Sweden, each generics company wishing to participate as a competitor submits pricing applications on a monthly basis to the Swedish Dental and Pharmaceutical Benefits Agency (Tandvårds- och läkemedelsförmånsverket, TLV). TLV selects the cheapest generic and circulates information on its choice to pharmacies. Whenever an EQL Pharma product is selected, information is also sent directly to the company's distribution partners, such as Oriola or Tamro, who in turn ensure that the generic is promptly distributed to all pharmacies.

Apart from Sweden, EQL Pharma also has ongoing product sales in Denmark. The company also plans to commence sales operations in Norway and Finland later as new products



are launched. In Sweden pricing applications are submitted to TLV once a month. In Denmark this process takes place once a fortnight and in Finland once every three months. In Norway the above process differs slightly in that promotion and pricing negotiations are conducted with pharmacy chains directly.

### Generic product development

As part of the development of an originator product the manufacturer will apply for patent protection. The product is granted exclusivity for 20 years from the time of patent approval, with the option of an extension of up to 5 years in case of a prolonged development process. In reality, the period of market exclusivity will be significantly shorter than 20 years since the patent application is typically filed many years ahead of launch.

Once the patent expires, EQL Pharma and other players in the generics marketplace are able to develop medicines that are identical to the originator product. Once marketing authorisation has been granted by the regulatory authority in the relevant country, the new generic product can be promoted and sold. Increased competition in the marketplace with multiple suppliers will in turn typically lead to reduced prices. Many countries also have legislation to ensure that the least expensive versions of prescription medications are available. It should be stressed that all medicines offered on the market are subject to the same quality and safety testing.

Developing a new generic, from the time of EQL Pharma commencing the work to approval by the regulatory authority, generally takes around 30–40 months. At the start of the process the constituents of the new generic product are formulated and an agreement is signed with a so-called CRO (Contract Research Organisation), which will support EQL Pharma throughout the development process, including with regulatory affairs and compilation of documentation (a so-called dossier) for the subsequent regulatory submission. Clinical studies, so-called bioequivalence studies, are performed on healthy volunteers to demonstrate that the generic product is medically equivalent and of the same quality as the originator product. After around two years the development process and clinical studies are completed and the dossier is submitted to the regulatory authority. It takes approximately one year from submitting the dossier to the regulatory authority before EQL Pharma obtains the final report and potential approval, and sales can commence.

### Products

EQL Pharma's marketed portfolio currently comprises nine products: Hydroxyzine, Clarithromycin, Cilostazol, Doxycycline, Zonisamide, Metformin (only some dosages and pack sizes), Potassium Chloride, Eletriptan and Phenoxyethylpenicillin. The majority of these are marketed in several dosages and pack sizes. All products are included in the pharmaceutical benefits scheme and are subject to limited competition. In addition to this the company has a number of ongoing development projects that will be launched from 2018 onwards.

### Development

EQL Pharma develops niche generics based on their estimated return on investment. Since a large number of projects have been identified, generics are selected on the basis of providing the best return on investment with a reasonable level of risk from a competition, regulatory and development perspective. Costs incurred on development projects are capitalised. EQL Pharma is currently not providing subsidies to other research organisations or to universities.



<sup>1</sup> <http://www.lakemedelsverket.se/malgrupp/Halso---sjukvard/Forskrivning/Utbytbara-lakemedel-/Fragor-och-svar-om-utbytbarhet/>

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# Markets

EQL Pharma operations are currently focused on the Nordic countries of Sweden, Denmark, Finland and Norway. Sales have commenced in Sweden and Denmark. In addition sales are planned to commence in Norway and Finland in connection with the planned launch of new products. The main rationale for the current marketing territory is that Sweden and Denmark have specific legislation and regulations that are applied to keep down the cost of prescription medications to society. Under the Pharmaceutical Benefits Act, products included in the pharmaceutical benefits scheme (högekostnadsskyddet) must be substituted with the least expensive equivalent product containing the same active ingredient and in the same formulation.<sup>1</sup>

## Sweden

The generic substitution scheme is well developed and widely accepted, and in the board's opinion working efficiently. New prices are established every month. In Sweden annual sales of generics amount to approximately SEK 5.0 billion, which accounts for around 16.5 per cent of total sales of prescription medicines in Sweden.<sup>2</sup> Sweden is currently EQL Pharma's main market, accounting for approximately 85 per cent of overall company revenue.

## Denmark

The generic substitution scheme is working well in the board's opinion. New prices are established every other week. In Denmark annual sales of generics amount to approximately SEK 4.2 billion, which accounts for just under 23 per cent of the country's total sales of prescription medicines.<sup>3</sup>

## Finland

Finland too has a principle where the cheapest version of a medicine should be sold. However, the Finnish scheme allows substitution with any generic product that is priced no higher than SEK 15 above the cheapest product in a given group. This means it is considerably more difficult to achieve a large market share in Finland even with the lowest price. Although

pharmacies 'should' dispense the cheapest available alternative, the board reckons in reality the most well-known product will be chosen, which will often be a Finnish brand. New reference prices, or maximum prices, are established at three-month intervals; however, adjustments can be made on a fortnightly basis. The Finnish generics market has annual sales of approximately SEK 3.1 billion or just under 16 per cent of the total prescription medicines market in Finland.<sup>4</sup>

## Norway

Norway operates a scheme whereby pharmaceutical wholesalers, which have complete control over the product range in Norwegian pharmacies, have the right to negotiate directly with pharmaceutical companies and then set a price as appropriate within the price limit set by the state (70 per cent of the price of the originator product at the commencement of generic competition, with further stepwise reductions down to 20 per cent of the price of the originator product after 18 months). All generics in Norway are therefore sold at the highest possible price, the so-called 'maximum price', even though the pharmacy purchase price may be only 1–2 per cent of the originator price. It is therefore the board's opinion that access to Norwegian pharmaceutical wholesalers requires unique generic products so that the wholesalers will not be able to play one company against another. In Norway annual sales of generics amount to approximately SEK 1.6 billion, which accounts for just over 10 per cent of the country's total sales of prescription medicines.<sup>5</sup>

## Other potential markets for workup

A potential future new geographic market for EQL Pharma is Germany, which has a scheme based on the principle of the lowest price. Other market niches that EQL Pharma is considering include parallel imports in Sweden. Briefly, parallel import involves purchasing originator products in certain EU countries where the prices of originator products are low, such as Poland, and then importing and repackaging these for sale in another EU country such as Sweden.

<sup>1</sup> <http://www.lakemedelsverket.se/malgrupp/Halso---sjukvard/Forskrivning/Utbytbara-lakemedel-/Fragor-och-svar-om-utbyttbarhet/>

<sup>2, 4, 5</sup> IMS Health

<sup>3</sup> DLi-MI

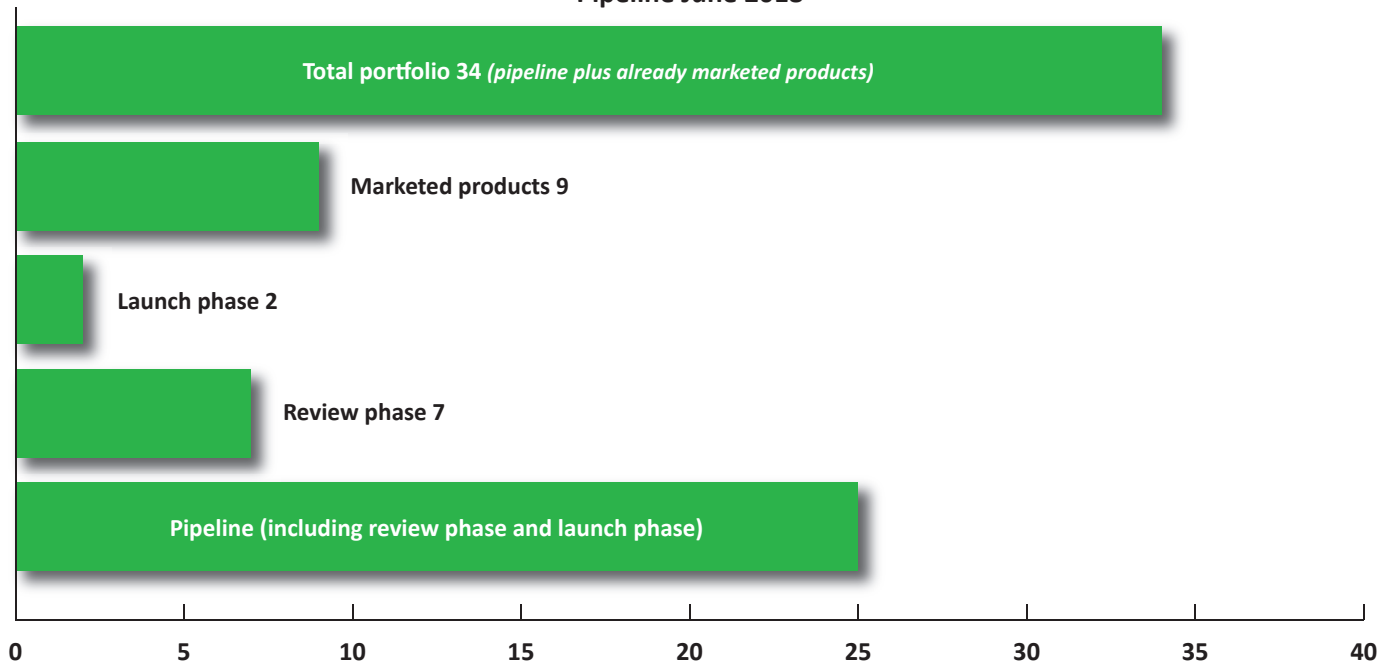
# Pipeline

EQL Pharma has chosen to highlight our product pipeline from 2017 onwards. This information will be reported at a high level and will not include names of single products or their current or anticipated markets. Our intention is to provide better guidance for shareholders without divulging information to competitors and without enabling financial forecasting based on our pipeline. The information will be updated regularly, mainly through quarterly reporting.

## Number of marketed products and products in development (pipeline)

EQL Pharma's total pipeline currently comprises 25 products, seven (7) of which are undergoing regulatory assessment, two (2) have been approved and are in launch phase, and the remaining 18 are in development. In addition to our pipeline we have 9 approved and marketed products. Our pipeline is in continuous development and it is expected that new products will be added during the year. (Previous year's figure in brackets).

**Pipeline June 2018**

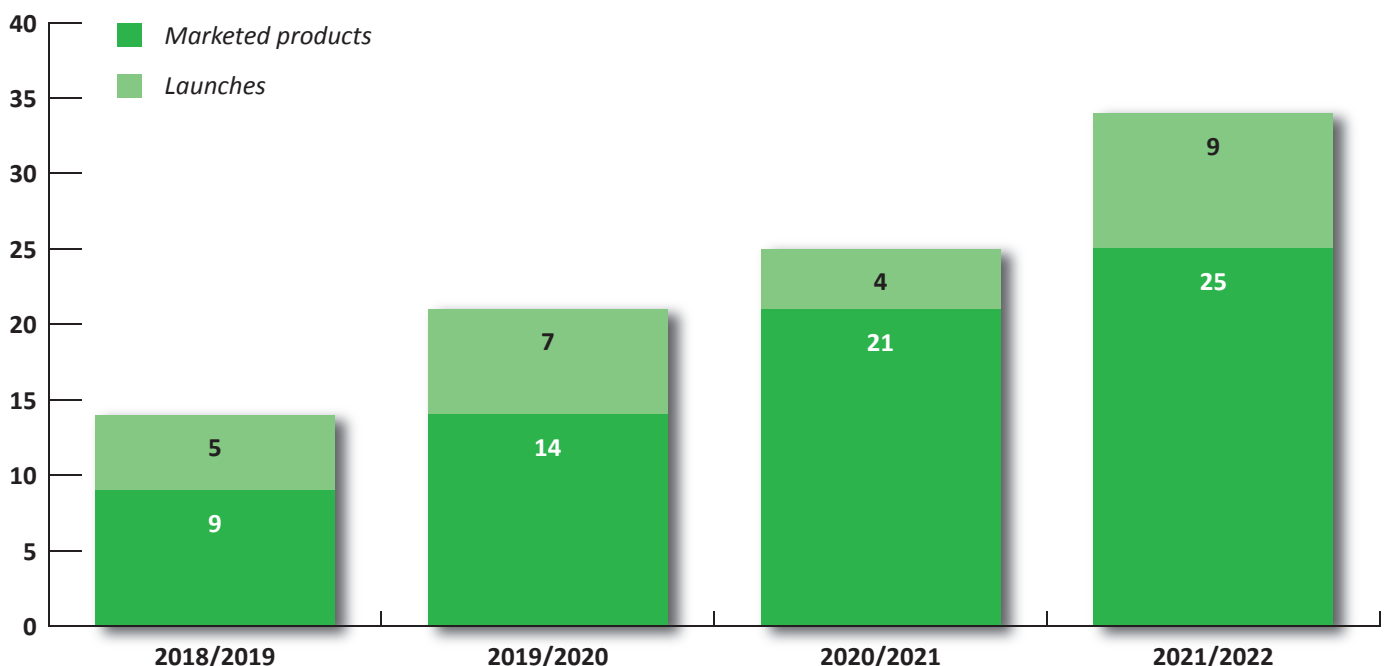


### Number of marketed and launched products year on year

The majority of our total of 34 agreed products are expected to be launched in the coming three-year period. At the start of the financial year 2018/2019 we have 9 products on the market, and we expect to have a total of 14 products on the

market at the start of 2019/2020. The chart also shows that we expect to have 21 marketed products at the start of 2020/2021 and 25 at the start of 2021/2022. New in-licensing and product development projects are expected during the year; however some products may be cancelled and others may be delayed.

**Portfolio development**



# Board of directors and auditors



## **Rajiv I Modi**

Member of the board since 2015.  
Born: 1960

Other roles: Chairman and CEO of Cadila Pharmaceuticals. Chairman of the CII National Committee on Pharma 2015–2016. Chairman of the Board of Governors of the Indian Institute of Technology, Guwahati, India. Former chairman of CII Gujarat State Council. Shareholding: 7,473,000 through companies.



## **Christer Fåhraeus**

Member of the board since 2006 and CEO. Co-founder of EQL Pharma.  
Born: 1965

Other roles: Chairman of FlatFrog Laboratories AB, Respiratorius AB (publ), Longboat Explorers AB and Umansense AB. Board member of CellaVision AB (publ), Reccan AB and LU Innovation AB. Mr Fåhraeus has previously served as CEO of CellaVision AB (publ), Anoto Group AB (publ), FlatFrog Laboratories and Agellis Group AB (publ). Shareholding: 6,674,873 through companies.



## **Maria Öhlander**

Member of the board since 2015.  
Born: 1968

Other roles: Chief Scientific Officer at Smartfish AS and Smartfish AB. Board member of Neuronano AB, Iconovo AB and Paxman Coolers Limited. Former positions include VP Clinical Development and Regulatory Affairs at Karo Bio AB and Study Delivery Director at AstraZeneca. Has a total of 20 years' experience within project management and clinical trials at pharmaceutical companies and CROs. Shareholding: 0.



## **Ingemar Kihlström**

Ingemar Kihlström  
Chairman of the board since 2015.  
Born: 1952

Other roles: Independent consultant for over 15 years at Ingemar Kihlström AB. Prior to this, positions held within R&D and business development at Astra AB and Pharmacia AB for almost 20 years. Also has 10 years' experience in the financial sector focusing on analysis and corporate finance (Aros Securities and ABG Sundal Collier). Currently chairman of BoMill AB, Ilya Pharma AB, Miris Holding AB, Sensidose AB and Spectracure AB. Board member of Attana AB, Emlpicure AB, Health Invest Partners AB, Prolight Diagnostics AB, Respiratorius AB and Sprint Bioscience AB. Shareholding: 316,800 including companies.



## **Björn Beermann**

Member of the board since 2013.  
Born: 1941

Other roles: Physician, specialist in internal medicine and clinical pharmacology, senior lecturer at Karolinska Institute. Has been active for over 20 years as a member of the executive team and professor at the Swedish Medical Products Agency; experienced as head of the medical products information, inspections, and adverse event reporting units during different periods. Was a member of the Committee for Orphan Medicinal Products (COMP) at the European Medicines Agency (EMA) in London for five years. He has also for two periods held government appointments as a member of the Swedish Medical Research Council and the Swedish Research Council. Shareholding 17,748 including companies.



## **Lars Holmqvist**

Member of the board since 2009.  
Born: 1955

Other roles: From 2005 positions including Senior Advisor to BearingPoint, and 2010–2015 Senior Advisor to IKEA Industry Investment & Development. Long experience both with listed and unlisted companies, and as founder, owner and CEO of companies in the IT, R&D, VC and retail industries. Shareholding: 487,432 including companies.

## **Olov Strömberg**

Authorised Public Accountant,  
Crowe Osborne AB



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# Executive team



**Christer Fähræus**  
CEO and group president

See board of directors.



**Jennie Sterning**  
CFO

Jennie has 12 years of experience within the accounting and auditing industry. Prior to joining EQL Pharma she held a position as a chartered accountant (FAR) and office head at Resursgruppen Ekonomi & Revision AB in Lund. Since the start of EQL Pharma in 2006 Jennie has been in charge of book-keeping and year-end accounts. At present she is also responsible for consolidated financial statements and financial reporting.



**Axel Schörling**  
COO

MSc. Engineering Physics, Chalmers University of Technology and MSc. Finance, School of Business, Economics and Law, University of Gothenburg. Axel Schörling has a background as a management consultant at BearingPoint and joined EQL Pharma from his previous role as Director of Perstorp's Business Controlling team. Overall, he has considerable experience from a number of sectors and positions in logistics and supply chain from an operational/ financial perspective.



**Anna Rytter**  
Senior Regulatory Affairs & Quality Assurance Manager

MSc. Molecular Biology, PhD, Lund University. Anna has several years of regulatory experience from working as a Regulatory Affairs Professional at Leo Pharma. Prior to this she worked in medical research for more than 10 years, specialising in neurobiology and oncology.

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## Executive team (cont.)



**Alexander Brising**  
Business Development Director

Alexander Brising, who has held a series of marketing and business development positions within the pharmaceutical industry, joined the company from Sandoz Nordic headquarters in Copenhagen where he held the position of Commercial Head Sweden. He has an MBA from the School of Business, Economics and Law, University of Gothenburg.



**Catarina Hjelm**  
Regulatory Affairs Manager

MSc. Chemistry and Mathematics, Lund University. Catarina joined the company from the department of Clinical Genetics within Skåne Regional Council, where she held a position as quality manager. Prior to that she worked in drug development within AstraZeneca for more than 10 years.



**Katarina Wallentin**  
Senior Regulatory Affairs Manager

BSc. Chemistry, Lund University. Katarina has 10 years' experience in regulatory affairs in various positions and over 14 years' experience as an analytical chemist.

# Directors' report

The Board of Directors and CEO of EQL Pharma AB (publ), corporate identification number 556713-3425 with registered offices in Lund, hereby submit the annual accounts for operations in the Group and parent company for the financial year 1 January 2017 to 31 March 2018.

## Operations

EQL Pharma AB specialises in developing and selling generics, that is, drugs that are pharmacologically identical to the original drug. The company currently markets nine niche generics on the Swedish, Danish and Finnish markets. Moreover, there is a substantial pipeline of additional niche generics for launch in 2018 and beyond. For further details, see 'Pipeline' on page 7. At present operations are entirely focused on prescription medicines in the Nordic region. With operations based in Lund, EQL Pharma has 7 (8) employees and is listed on Spotlight Stock Market (AktieTorget). EQL Pharma is running an extensive development programme in collaboration with leading contract manufacturers and large pharmaceutical companies in countries including India and China.

## Significant events during the financial year

EQL Pharma decided at the Annual General Meeting on 15 May 2017 to extend the 2017 financial year to 31 March 2018. The year-end report therefore covers 15 months and comparative figures for the most recently completed financial year are therefore not fully comparable.

During the financial year several products were launched on both the Swedish and Danish markets. Among these are

Zonisamide, Eletriptan and Potassium Chloride. EQL Pharma has also received approval for Paracetamol EQL Pharma from the Swedish Medical Products Agency. Paracetamol EQL Pharma is expected to be launched in the second half of 2018.

## Significant events after the end of the financial year

The Swedish Medical Products Agency approved several medicines after the end of the financial year. Prednisolone and acetazolamide are both expected to be launched in the second half of 2018, and at the latest by the turn of the year 2018/2019. Eletriptan was launched on the Danish market in May.

## The share

The company's share has been listed on Spotlight Stock Market (AktieTorget) since 17 December 2013. The number of shares in the company at the end of the period was 24,911,666 (23,938,666) with a quotient value of SEK 0.045 per share.

## Shareholders

The number of shareholders totalled around 1,100 at the start of the year and at the end of 2017/2018.

## Dividend policy

The Board of Directors does not intend to propose a dividend until the company is generating healthy cash flows that cannot be put to better use through reinvestment in the business. EQL Pharma has not issued a dividend since the company was founded in 2006.

### Changes in equity – Group

	Share capital	Other contributed capital	Other capital including profit for the year
<b>Amount at start of year</b>	<b>1,077</b>	<b>43,402</b>	<b>12,790</b>
New share issue / issue expenses	44	-68	-
Translation difference for the year	-	-	5
Profit for the year	-	-	-516
<b>Amount at end of year</b>	<b>1,121</b>	<b>43,334</b>	<b>12,278</b>

### Changes in equity – Parent company

	Share capital	Other restricted equity	Other non-restricted equity	Profit for the year	Total non-restricted equity
<b>Amount at start of year</b>	<b>1,077</b>	<b>2,160</b>	<b>50,173</b>	<b>3,815</b>	<b>53,988</b>
Appropriation of profit per AGM decision	-	-	3,815	-3,815	-
Development expenditure fund	-	4,312	-4,312	-	-4,312
New share issue / issue expenses	44	-44	-24	-	-24
Profit for the year	-	-	-	-895	-895
<b>Amount at end of year</b>	<b>1,121</b>	<b>6,428</b>	<b>49,652</b>	<b>-895</b>	<b>48,756</b>

## Financial statements

### Earnings

Consolidated net sales totalled SEK 33.9 million (28.2).

Gross profit amounted to SEK 21.6 million (19.7) for the year and the gross margin was 51% (61).

EBITDA totalled SEK 1.3 million (5.1).

Earnings for the period amounted to SEK -0.5 million (3.5). Earnings per share reached SEK -0.02 (0.14).

Total operating expenses, excluding depreciation/amortisation, amounted to SEK 20.4 million (14.6) during the year. Depreciation/amortisation during the year totalled SEK -1.8 million (-1.6).

Net finance items amounted to SEK -0.0 million (-0.0).

### Cash flow

Cash flow from operating activities, before changes in working capital amounted to SEK 1.3 million (5.1). Changes in working capital totalled SEK -1.1 million (-4.1).

### Investments

Cash flow from investing activities amounted to SEK -18.5 million (-7.0).

### Financing

Cash flow from financing activities totalled SEK -0.0 million (6.3).

## Financial position at 31 March 2018

### Cash and cash equivalents

Cash and cash equivalents at the end of the period totalled SEK 8.9 million (27.1). The company invested considerably in its development portfolio during the period. If the investment strategy is maintained, new capital may be required.

### Equity

Equity at 31 March 2018 was SEK 56.7 million (57.3) and equity per share was SEK 2.28 (2.30).

### Equity/assets ratio

The equity/assets ratio was 84.6% (90.0) at the end of the period.

The annual accounts are prepared in thousands of Swedish krona.

# Five-year comparison, Group

	2017/2018	2016	2015	2014	2013
Net sales	33,905	28,200	26,872	17,589	22,172
Profit after financial items	-515	3,541	3,722	-8,785	-7,710
Profit for the year	-515	3,541	3,722	-8,785	-7,710
Equity/assets ratio (%)	85	90	89	35	26
Return of equity (%)	neg.	14	14	neg.	neg.

For key ratio definitions, see supplementary disclosures.

## Parent company

EQL Pharma AB is the parent company in the EQL Pharma Group. Net sales for 2017/2018 reached SEK 24.7 million (27.5) and operating profit (EBITDA) totalled SEK -1.6 million (5.2).

## Going concern

The company assesses that conditions exist for a going concern for a period of 12 months from the end of the reporting period. Were the business to change its focus, increase the tempo of in-licensing or acquire more businesses than have been planned to date, it is possible that additional financing may be required.

## Future development

### The company's anticipated future development

The company's aim is to continue to invest in the development of its product portfolio. This aim is capital intensive and if considerable investment continues, additional capital may be required.

## Outlook

The company has continued with its target of achieving average growth of at least 30 per cent per year over a five-year period from 2016 until 2020/2021, and aims for growth in operating earnings to at least match that of sales growth. The targeted growth of 30 per cent per year will be distributed unevenly across the five-year period.

We anticipate that sales for the financial year 2018/2019 will be more than 30 per cent higher than the comparable period April 2017 to March 2018.

EQL Pharma will from this financial year onwards apply a considerably more restrictive accounting principle regarding development costs, which means that we will expense major parts of this directly. This will entail an effect on earnings of around SEK -10 million. Despite this, we expect earnings to be just above the zero mark for the coming financial year.

## Personnel

The Group employs 7 (8) people 4 (4) of whom are women. In addition to permanent staff there are also consultants with expertise in GMP, pharmacovigilance and wholesale operations linked to the parent company.

## Risk factors

EQL Pharma is exposed to several risk factors that can have a negative impact on the business. It is therefore extremely important to take account of relevant risks alongside the company's growth opportunities. Following is a description of risk factors, in no particular order. The list is not exhaustive.

Delays to breakthroughs in new markets may cause a decline in earnings for the company and it therefore cannot be ruled out that EQL Pharma may need to obtain additional capital in future. An extensive investment and product development from a competitor may entail risks in the form of a decline in sales and profitability. Increased competition may cause negative sales and earnings effects for the company in the future.

External factors such as inflation, exchange rate and interest rate changes, access and demand and periods of high and low economic activity can impact on operating expenses, sales prices and the value of the company's shares. EQL Pharma's future revenue and share value may be negatively affected by these factors, which are beyond the company's control. A large portion of purchases are in EUR, the value of which can change significantly.

EQL Pharma will continue to develop new products within its operating segment. The time and cost aspects of product development can be difficult to accurately determine in advance. This entails a risk that planned product development will incur greater costs than anticipated, or take longer than planned.

Naturally it is not possible to describe all risk factors without carrying out a combined evaluation of other information, together with a general assessment of the business environment. For a more detailed list of risks, please refer to EQL's memorandum dated 20 August 2013, pages 8–9.

# Appropriation of earnings

## Proposed appropriation of company profit/loss

At the disposal of the AGM:

non-restricted equity	49,651,624
profit/loss for the year	-895,296
	<b>48,756,328</b>

The Board of Directors proposes that the following amount be carried forward

48,756,328
<b>48,756,328</b>

Retained earnings are offset against non-restricted equity.

The company's earnings for the financial year and financial position at 31 March 2018 are detailed in the attached financial statements with accompanying notes, which comprise an integral part of these annual accounts.

EQL Pharma AB  
Corp. ID no. 556713-3425

# Financial overview

## Income statement

	Note	Group		Parent company	
		1/1/2017 3/31/2018	1/1/2016 12/31/2016	1/1/2017 3/31/2018	1/1/2016 12/31/2016
<b>Operating income, etc.</b>					
Net sales	12	33,905	28,200	24,698	27,473
Capitalised work for own account		4,312	2,470	4,312	2,278
Other operating income		0	1	0	1
		<b>38,217</b>	<b>30,671</b>	<b>29,010</b>	<b>29,752</b>
<b>Operating expenses</b>					
Goods for resale		-16,578	-10,951	-11,292	-10,468
Other external costs	1, 2, 10	-8,147	-7,510	-7,864	-7,000
Employee expenses	2	-12,226	-7,099	-11,457	-7,099
Depreciation/amortisation and impairment of property, plant and equipment and intangible assets		-1,781	-1,562	-1,690	-1,362
		<b>-38,731</b>	<b>-27,122</b>	<b>-32,303</b>	<b>-25,929</b>
<b>Operating profit</b>		<b>-514</b>	<b>3,549</b>	<b>-3,293</b>	<b>3,823</b>
<b>Profit/loss from financial items</b>					
Interest expense and similar profit/loss items		-2	-8	-2	-8
		<b>-2</b>	<b>-8</b>	<b>-2</b>	<b>-8</b>
<b>Profit/loss after financial items</b>		<b>-516</b>	<b>3,541</b>	<b>-3,295</b>	<b>3,815</b>
<b>Appropriations</b>					
Received group contributions		0	0	2,400	0
Tax on profit/loss for the year	3	0	0	0	0
<b>PROFIT/LOSS FOR THE YEAR</b>		<b>-516</b>	<b>3,541</b>	<b>-895</b>	<b>3,815</b>
Attributable to: Parent company shareholders		-516	3,541		

## Balance sheet

	Note	Group		Parent company	
		3/31/2018	12/31/2016	3/31/2018	12/31/2016
<b>ASSETS</b>					
<b>Non-current assets</b>					
<b><i>Intangible assets</i></b>					
Capitalised expenditure	4	7,794	3,607	7,794	3,607
Licensed and development products	5	29,382	17,104	28,798	16,836
		<b>37,176</b>	<b>20,711</b>	<b>36,593</b>	<b>20,443</b>
<b><i>Property, plant and equipment</i></b>					
Equipment, tools, fixtures and fittings	6	298	75	298	75
		<b>298</b>	<b>75</b>	<b>298</b>	<b>75</b>
<b><i>Non-current financial assets</i></b>					
Investments in Group companies	8	0	0	390	390
Participations in other companies		1	1	1	1
Deferred tax asset	7	295	295	0	0
		<b>296</b>	<b>296</b>	<b>391</b>	<b>391</b>
<b>Total non-current assets</b>		<b>37,770</b>	<b>21,083</b>	<b>37,282</b>	<b>20,909</b>
<b>Current assets</b>					
<b><i>Inventories, etc.</i></b>					
Goods for resale		9,203	5,759	7,634	5,176
Advance payments to suppliers		949	170	949	170
		<b>10,152</b>	<b>5,929</b>	<b>8,583</b>	<b>5,346</b>
<b><i>Current receivables</i></b>					
Trade receivables		8,930	8,183	7,575	7,380
Receivables from Group companies		0	0	5,490	1,461
Other receivables		152	189	151	81
Prepaid expenses and accrued income	11	1,165	1,026	1,118	914
		<b>10,247</b>	<b>9,398</b>	<b>14,334</b>	<b>9,837</b>
<b><i>Cash and bank balances</i></b>					
Cash and bank balances		8,870	27,179	5,788	27,072
		<b>8,870</b>	<b>27,179</b>	<b>5,788</b>	<b>27,072</b>
<b>Total current assets</b>		<b>29,270</b>	<b>42,505</b>	<b>28,705</b>	<b>42,255</b>
<b>TOTAL ASSETS</b>		<b>67,040</b>	<b>63,588</b>	<b>65,986</b>	<b>63,164</b>

## Balance sheet

	Note	Group		Parent company	
		3/31/2018	12/31/2016	3/31/2018	12/31/2016
<b>EQUITY AND LIABILITIES</b>					
<b>Consolidated equity</b>					
Share capital (24,911,666 shares)		1,121	1,077		
Other contributed capital		43,334	43,402		
Other equity including profit for the year		12,278	12,790		
<b>Total consolidated equity</b>		<b>56,733</b>	<b>57,269</b>		
<b>Equity – parent company</b>					
<b>Restricted equity</b>					
Share capital (24,911,666 shares)				1,121	1,077
Unregistered share capital				0	44
Development expenditure fund				6,428	2,116
				<b>7,549</b>	<b>3,237</b>
<b>Non-restricted equity</b>					
Retained earnings				49,652	50,173
Profit for the year				-895	3,815
				<b>48,756</b>	<b>53,988</b>
<b>Total equity – parent company</b>				<b>56,306</b>	<b>57,225</b>
<b>Current liabilities</b>					
Trade payables		7,472	3,585	7,173	3,398
Other liabilities		1,133	1,677	931	1,505
Accrued expenses and deferred income	9	1,701	1,057	1,576	1,037
<b>Total current liabilities</b>		<b>10,307</b>	<b>6,319</b>	<b>9,681</b>	<b>5,939</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>67,040</b>	<b>63,588</b>	<b>65,986</b>	<b>63,164</b>



## Cash flow statement

	Note	Group		Parent company	
		1/1/2017 3/31/2018	1/1/2016 12/31/2016	1/1/2017 3/31/2018	1/1/2016 12/31/2016
<b>Operating activities</b>					
Profit/loss for the year		-516	3,541	-895	3,815
Group contribution		0	0	-2,400	0
Depreciation/amortisation		1,781	1,563	1,690	1,362
<b>Cash flow from operating activities before changes in working capital</b>		<b>1,264</b>	<b>5,104</b>	<b>-1,605</b>	<b>5,177</b>
<b>Cash flow from changes in working capital</b>					
Decrease (+)/increase (-) in inventories		-4,223	-887	-3,237	-304
Decrease (+)/increase (-) in receivables		-850	-3,776	-4,497	-4,127
Decrease (-)/increase (+) in current liabilities		3,987	604	3,741	320
<b>Cash flow from operating activities</b>		<b>178</b>	<b>1,045</b>	<b>-5,597</b>	<b>1,066</b>
<b>Investing activities</b>					
Investment in capitalised expenditure	4	-4,312	-2,353	-4,312	-2,353
Investment in licensed and development products	5	-13,817	-4,614	-13,411	-4,371
Investment in equipment	6	-340	-36	-340	-36
Contributions/acquisitions of Group companies		0	0	2,400	-300
<b>Cash flow from investing activities</b>		<b>-18,468</b>	<b>-7,003</b>	<b>-15,662</b>	<b>-7,060</b>
<b>Financing activities</b>					
New issue/ issue costs		-24	6,325	-24	6,325
Amortisation of long-term loans		0	0	0	0
Translation difference		5	3	-	-
<b>Cash flow from financing activities</b>		<b>-19</b>	<b>6,328</b>	<b>-24</b>	<b>6,325</b>
<b>Change in cash and cash equivalents</b>		<b>-18,309</b>	<b>370</b>	<b>-21,284</b>	<b>331</b>
Opening cash and cash equivalents		27,179	26,809	27,072	26,741
<b>Closing cash and cash equivalents</b>		<b>8,870</b>	<b>27,179</b>	<b>5,788</b>	<b>27,072</b>

# Supplementary disclosures

## General disclosures

### Accounting policies

The annual accounts have been prepared in accordance with the Swedish Annual Accounts Act and BFNAR 2012:1 Annual and consolidated accounts.

The policies are the same as last year.

### Valuation principles

#### Receivables

Receivables have been stated at the amounts expected to be received.

#### Other assets, provisions and liabilities

Other assets, provisions and liabilities have been measured at cost, unless otherwise stated below.

#### Reporting of distribution costs

In the past, EQL Pharma has included pharmaceutical distribution costs in direct goods expenses. However, the pharmaceutical industry regards distribution as an operating activity and therefore includes these costs in sales and marketing costs, i.e. operating expenses. In order to facilitate the calculation of efficiency measures and production of comparative analyses vis-à-vis the pharmaceutical industry, EQL Pharma reports distribution costs under other external costs, in line with the pharmaceutical industry.

#### Revenue recognition

Revenue is recognised at the fair value of what has been received or what will be received. The company therefore recognises revenue at a nominal amount (invoice amount) if remuneration is received in cash immediately upon delivery. Deductions are made for discounts.

#### Property, plant and equipment

Property, plant and equipment is recognised at cost less accumulated depreciation and any impairment losses. Assets are depreciated on a straight-line basis over the assets' estimated useful life. Useful life is reviewed at every balance sheet date. The following useful life periods are applied:

	No. of years
Equipment, tools and machinery	5

#### Intangible assets

Non-current intangible assets are recognised at cost less accumulated amortisation and any impairment losses. Useful life is reviewed at every balance sheet date.

#### Licensed products

Licensed products relate to rights for the company to manufacture pharmaceuticals and to market and sell them within a specific territorial area. Depreciation of finished products, or licensed products, is carried out at 45 per cent in year 1, 35 per cent in year 2 and 20 per cent in year 3. Depreciation begins once the products have been launched.

#### Development products

Development products pertain to costs relating to the development of new pharmaceuticals. In order to obtain the right to market a particular drug, a new drug application also has to be submitted to the authority in the respective country for each drug. These are capitalised in connection with payment of licence and registration fees. Proprietary products, or development products, are depreciated on a straight-line basis at 20 per cent per year. Depreciation begins once the products have been launched.

In cases where it emerges that the potential for the products is fulfilled before three or five years respectively have elapsed since the launch, the remaining value is depreciated immediately. The following periods of use are applied.

	No. of years
Capitalised expenditure	3 or 5 years depending on the type of product
Licensed products	3
Development products	5
Registration fees licensed products	3
Registration fees development products	5

#### Inventories

Inventories are measured at the lower of cost and net realisable value. Net realisable value has been calculated at sales value less estimated selling expenses.

#### Income tax

Current tax is income tax for the current financial year that relates to taxable profit for the year and the portion of previous financial years' income tax that has not yet been recognised.

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Current tax is measured at the likely amount according to the tax rates and tax rules that apply on the balance sheet date.

Deferred tax is income tax for taxable earnings relating to future financial years resulting from previous transactions or events.

Deferred tax is calculated on temporary differences. A temporary difference exists when the carrying amount of an asset or liability differs from its tax value. Temporary differences are not considered in differences attributable to investments in subsidiaries, branches, associates or joint ventures if the company is able to determine the timing of reversal of the temporary differences, and it is not evident that the temporary difference will be reversed within the foreseeable future. Neither do differences deriving from initial recognition of goodwill or on initial recognition of an asset or liability, provided the attributable transaction is a business combination or affects tax or recognised earnings, constitute temporary differences.

Deferred tax assets regarding loss carryforwards or other future taxable deductions are recognised to the extent that it is highly likely that deductions can be offset against future taxable profit.

Deferred tax liabilities attributable to untaxed reserves are not recognised separately; untaxed reserves are recognised at gross amounts in the balance sheet.

## **Consolidated Financial Statements**

### **Subsidiaries**

Subsidiaries are companies in which the parent company directly or indirectly holds more than 50 per cent of the votes or in other ways exercises a controlling interest. A controlling interest means the right to govern a company's financial and operating strategies with a view to deriving economic benefits. Business combinations are accounted for using the economic unit approach. This means that the acquisition analysis is prepared on the date the acquirer obtains a controlling interest.

From this date, the acquirer and the acquired entity are treated as a reporting unit. The application of the economic unit approach also means that all assets (including goodwill) and liabilities, as well as revenue and expenses, are included in their entirety, even for part-owned subsidiaries.

The acquisition cost of subsidiaries is estimated at the sum of the fair value on the acquisition date of assets paid, plus liabilities arising and assumed and equity instruments issued, expenses directly attributable to the business combination and any additional consideration. The acquisition analysis establishes the fair value, with some exceptions, on the acquisition date of acquired identifiable assets and assumed liabilities, as well as minority interests. Minority interests are measured at fair value on the acquisition date. From the acquisition date, the acquired company's revenue and expenses, identifiable assets and liabilities and any goodwill or negative goodwill arising are included in the consolidated accounts.

### **Translation of foreign subsidiaries**

The accounts of foreign subsidiaries have been translated into Swedish krona in accordance with the current rate method.

The current rate method means that all assets, provisions and other liabilities are translated at the rate on the balance sheet date and all items in the income statement are translated at the average exchange rate for the year. Translation differences arising are recognised directly in consolidated equity.

### **Elimination of transactions between Group companies and associates**

Intra-Group receivables and liabilities, income and expenses and unrealised gains or losses arising on transactions between Group companies, are eliminated in their entirety. Unrealised gains arising on transactions with associates are eliminated in proportion to the Group's interests in the company. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no indication of any impairment.

## Disclosures for individual items

Note 1 Remuneration to auditors	Group		Parent company	
	2017/2018	2016	2017/2018	2016
<b>Crowe Osborne AB</b>				
Audit engagement	161	148	141	128
Other services	17	14	17	14
	<b>178</b>	<b>162</b>	<b>158</b>	<b>142</b>

Audit engagement refers to the auditor's work concerning the statutory audit and auditing services include various types of quality assurance services. Other services include such services that are not part of the audit engagement, auditing services or tax advice.

Note 2 Employees	Group		Parent company	
	2017/2018	2016	2017/2018	2016
<b>Average no. of employees</b>				
The average number of employees is based on paid attendance hours related to normal working hours.				
Average no. of employees has been	7,00	7,00	7,00	7,00
of which, women	4,00	4,00	4,00	4,00
of which, men	3,00	3,00	3,00	3,00
<b>Salaries, remuneration etc.</b>				
Salaries, remuneration, social security contributions and pension costs have been paid in the following amounts:				
<b>Board of directors</b>				
Salaries and remuneration	450	437	450	437
Invoiced fees	2,100	1,684	2,100	1,684
	<b>2,550</b>	<b>2,120</b>	<b>2,550</b>	<b>2,120</b>
<b>Other employees:</b>				
Salaries and remuneration	6,542	3,287	5,772	3,287
Pension costs	995	427	995	427
	<b>7,537</b>	<b>3,714</b>	<b>6,768</b>	<b>3,714</b>
Social security contributions	2,204	1,277	2,204	1,277
<b>Total for Board and other employees</b>	<b>12,291</b>	<b>7,111</b>	<b>11,522</b>	<b>7,111</b>

Fees have been paid in the amount of SEK 170 thousand to the Chairman of the Board in 2017/2018, previous year SEK 170 thousand.

Fees have been paid in the amount of SEK 70 thousand per member to the other members of the Board, totalling SEK 450 thousand, previous year SEK 437 thousand.

Fees have been paid to CEO Christer Fähræus' company affiliate in the amount of SEK 2,100 thousand in 2017/2018, previous year SEK 1,684 thousand.

Note 3 Tax on profit for the year	Group		Parent company	
	2017/2018	2016	2017/2018	2016
<b>Reconciliation of effective tax</b>				
Profit/loss before tax	-516	3,541	-895	3,815
Tax expense 22.00% (22.00%)	114	-779	197	-839
<b>Tax effect of:</b>				
Non-deductible costs	-8	-7	-8	-7
Non-taxable income	-0	0	-0	0
Tax adjustments	0	0	0	0
Loss carryforwards utilised this year	-105	786	-189	846
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

The parent company and Group's combined business losses amount to SEK 25.6 million, previous year SEK 25.5 million. The nominal value of deferred tax assets attributable to loss carryforwards in Sweden, at a tax rate of 22 percent, is SEK 5.6 million, previous year SEK 5.6 million. SEK 0.3 million of this figure has been recorded in the balance sheet. Tax assets that have not been recorded regarding loss carryforwards will be recorded as assets in the balance sheet when the company/Group reports stable profits.

Note 4 Capitalised expenditure	Group		Parent company	
	2017/2018	2016	2017/2018	2016
Opening cost	4,865	2,512	4,865	2,512
Purchases	4,312	2,353	4,312	2,353
Sales/disposals	-92	0	-92	0
<b>Closing accumulated depreciation</b>	<b>9,085</b>	<b>4,865</b>	<b>9,085</b>	<b>4,865</b>
Opening depreciation	-1,258	-862	-1,258	-862
Sales/disposals	92	0	92	0
Impairment losses for the year	-92	0	-92	0
Depreciation for the year	-32	-396	-32	-396
<b>Closing accumulated depreciation</b>	<b>-1,290</b>	<b>-1,258</b>	<b>-1,290</b>	<b>-1,258</b>
<b>Closing carrying amount</b>	<b>7,794</b>	<b>3,607</b>	<b>7,794</b>	<b>3,607</b>

The rate of depreciation is calculated according to whether the capitalised expenditure is attributable to a licensed product or a development product.

Licensed products are depreciated over three years from launch. In cases where it emerges that the potential for the product is fulfilled before three years have elapsed since the launch, the remaining value is depreciated immediately.

Development products are depreciated over five years from launch. In cases where it emerges that the potential for the product is fulfilled before five years have elapsed since the launch, the remaining value is depreciated immediately.

Note 5 Licensed and development products	Group		Parent company	
	2017/2018	2016	2017/2018	2016
Opening cost	22,767	18,354	22,500	18,129
Purchases	13,817	4,614	13,411	4,371
Sales/disposals	-3,128	-200	-3,128	0
<b>Closing accumulated cost</b>	<b>33,456</b>	<b>22,767</b>	<b>32,782</b>	<b>22,500</b>
Opening depreciation	-5,663	-4,738	-5,663	-4,738
Sales/disposals	3,128	200	3,128	0
Impairment losses for the year	-269	0	-269	0
Depreciation for the year	-1,270	-1,125	-1,180	-925
<b>Closing accumulated depreciation</b>	<b>-4,074</b>	<b>-5,663</b>	<b>-3,983</b>	<b>-5,663</b>
<b>Closing carrying amount</b>	<b>29,382</b>	<b>17,104</b>	<b>28,798</b>	<b>16,836</b>

Licensed products are depreciated over three years from launch. In cases where it emerges that the potential for the product is fulfilled before three years have elapsed since the launch, the remaining value is depreciated immediately.

Development products are depreciated over five years from launch. In cases where it emerges that the potential for the product is fulfilled before five years have elapsed since the launch, the remaining value is depreciated immediately.

Note 6 Equipment, tools, fixtures and fittings	Group		Parent company	
	2017/2018	2016	2017/2018	2016
Opening cost	380	407	380	407
Purchases	340	36	340	36
Sales/disposals	-250	-63	-250	-63
<b>Closing accumulated cost</b>	<b>470</b>	<b>380</b>	<b>470</b>	<b>380</b>
Opening depreciation	-305	-327	-305	-327
Sales/disposals	250	63	250	63
Depreciation for the year	-117	-41	-117	-41
<b>Closing accumulated depreciation</b>	<b>-172</b>	<b>-305</b>	<b>-172</b>	<b>-305</b>
<b>Closing carrying amount</b>	<b>298</b>	<b>75</b>	<b>298</b>	<b>75</b>

Scheduled depreciation is calculated based on a useful life of five years.

Note 7 Deferred tax		3/31/2018			12/31/2016		
Group	Temporary difference	Deferred tax asset	Deferred tax liability	Temporary difference	Deferred tax asset	Deferred tax liability	
Tax loss carryforwards	0	295	0	0	295	0	
	<b>0</b>	<b>295</b>	<b>0</b>	<b>0</b>	<b>295</b>	<b>0</b>	

Note 8 Investments in Group companies				3/31/2018	12/31/2016
Parent company					
Company	Corporate ID no.	Registered office	No./Cap. share, %	Carrying amount	Carrying amount
EQL Pharma Oy	2136140-3	Helsinki	100	40	40
EQL Pharma Int AB	556957-9484	Lund	100	350	350
				<b>390</b>	<b>390</b>

Note 9 Accrued expenses and deferred income	Group		Parent company	
	3/31/2018	12/31/2016	3/31/2018	12/31/2016
Accrued fees	687	447	687	447
Accrued holiday pay	269	178	269	178
Other interim liabilities	745	432	620	412
	<b>1,701</b>	<b>1,057</b>	<b>1,576</b>	<b>1,037</b>

Note 10 Operating leases	Group		Parent company	
	2017/2018	2016	2017/2018	2016
Future minimum lease payments to be paid regarding non-cancellable leases				
Payable within 1 year	620	563	620	563
Payable after 1 year and within 5 years	1,136	1,781	1,136	1,781
Payable after 5 years	0	0	0	0
Lease payments expensed during the period	795	611	795	611

In the company's financial statements, operating leases essentially comprise rented premises. Rental agreements for premises extend for a period of five years.

The present rental agreements expire in February 2021.

<b>Note 11 Prepaid expenses and accrued income</b>	<b>Group</b>		<b>Parent company</b>	
	<b>2017/2018</b>	<b>2016</b>	<b>2017/2018</b>	<b>2016</b>
Prepaid rents	165	203	165	203
Prepaid insurance premiums	58	105	58	105
Accrued contracted revenue	166	477	166	477
Other interim receivables	776	241	729	129
	<b>1,165</b>	<b>1,026</b>	<b>1,118</b>	<b>914</b>

<b>Note 12 Intra-Group purchases and sales</b>	<b>Group</b>		<b>Parent company</b>	
	<b>2017/2018</b>	<b>2016</b>	<b>2017/2018</b>	<b>2016</b>
Portion of purchases that concern Group companies	0	0	47	84

Lund, 23 July 2018

Christer Fåhraeus  
Chief Executive Officer

Maria Öhlander

Rajiv I Modi

Ingemar Kihlström

Lars Holmqvist

Björn Beermann

Our auditor's report was presented on 24 July 2018

Olov Strömberg  
Authorised Public Accountant,  
Crowe Osborne AB



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# Auditor's report

To the Annual General Meeting of the shareholders of  
EQL Pharma AB Corporate ID no. 556713-3425

## Report on the annual accounts and consolidated accounts

### Opinions

We have audited the annual accounts and consolidated accounts of EQL Pharma AB for the financial year January 1 2017 to 31 March 2018.

In our opinion, the annual and consolidated accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the parent company and Group at 31 March 2018 and of their financial earnings and cash flow for the year then ended in accordance with the Annual Accounts Act. The statutory administration report is consistent with the other parts of the annual accounts and consolidated accounts.

We therefore recommend that the general meeting of shareholders adopt the income statement and balance sheet for the parent company and the Group.

### Basis of opinion

We conducted our audit in accordance with International Standards on Auditing (ISA) and generally accepted auditing standards in Sweden. Our responsibility according to these standards is described in more detail under the section '*Auditor's responsibility*'. We are independent of the parent company and the Group, in accordance with the code of professional ethics for accountants in Sweden, and have fulfilled our ethical responsibilities in other respects according to these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

### Responsibilities of the Board of Directors and the CEO

The Board of Directors and CEO are responsible for ensuring that the annual accounts and consolidated accounts are prepared and that they provide a true and fair view in accordance with the Annual Accounts Act. The Board of Directors and the CEO are also responsible for such internal control as they deem necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or error.

When preparing the annual accounts and consolidated accounts, the Board of Directors and CEO are responsible for analysing the company and Group's ability to continue operating. Where applicable, they provide notification of circumstances that could affect the ability to continue operations and to use the going concern assumption. The going concern assumption does not apply, however, if the Board of Directors and the CEO intend to liquidate the company, discontinue operations or do not have any realistic alternative to taking either of these options.

### Auditor's responsibility

Our objectives are to achieve a reasonable level of assurance as to whether the annual accounts and the consolidated accounts as a whole do not contain any material misstatements, whether due to fraud or error, and to submit an auditor's report that contains our opinions. Reasonable assurance is a high level of assurance, but is no guarantee that an audit carried out in accordance with ISA and good auditing standards in Sweden will always detect a material misstatement if it exists. Misstatements may occur because of fraud or error and are deemed material if individually or together they could be expected to affect the financial decisions that users take based on the annual accounts and the consolidated accounts.

As part of an audit in accordance with ISA, we use our professional judgement and have adopted professional scepticism throughout the audit. In addition:

- » we identify and assess risks of material misstatement in the annual accounts and consolidated accounts, whether due to fraud or error, we design and implement auditing procedures based in part on such risks and obtain audit evidence that is sufficient and appropriate to provide the basis for our opinions. The risk of not detecting a material misstatement as a result of fraud is greater than for a material misstatement due to error, as fraud may comprise actions involving collusion, falsification, intentional omission, incorrect information or disregard of internal control.
- » we obtain an understanding of the part of the company's internal control that is of significance for our audit in order to develop auditing measures that are appropriate in view of the circumstances, but not in order to give an opinion on the effectiveness of such internal control.
- » we evaluate the suitability of the accounting policies used and the reasonableness of the Board of Directors and CEO's estimates in the accounts and associated information.
- » we draw a conclusion about the suitability of the Board of Directors and the CEO using the assumption of continued operations in preparing the annual accounts and the consolidated accounts. We also draw a conclusion, based on the audit evidence obtained, as to whether there is any uncertainty relating to such events or circumstances that could lead to significant doubt over the company and Group's ability to continue operating. If we conclude that there is material uncertainty, our auditor's report must draw attention to the relevant information in the annual accounts and consolidated accounts about the material uncertainty or, if such information is insufficient, modify our opinion about the annual accounts and the consolidated accounts. Our conclusions are based on the audit evidence obtained up to the date of the auditor's report. However, future events or circumstances may result in a company and a group no longer being able to continue operating.

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# Auditor's report (cont.)

- » we evaluate the overall presentation, structure and content of the annual accounts and consolidated accounts, including the disclosures, and whether the annual accounts and the consolidated accounts reflect the underlying transactions and events in a manner that provides a fair view.
- » we obtain sufficient and appropriate audit evidence regarding the financial information for the units or business activities within the Group in order to give an opinion on the consolidated accounts. We are responsible for the management, monitoring and implementation of the consolidated accounts. We are solely responsible for our opinions.

We must inform the Board of Directors about aspects such as the planned extent and focus of the audit and its date. We must also provide notification about significant observations during the audit, including significant deficiencies in internal control that we have identified.

## Report on other legal and regulatory requirements

### Opinions

In addition to our audit of the annual accounts and consolidated accounts, we have also audited the administration of the Board of Directors and the CEO of EQL Pharma AB for the financial year 1 January 2017 to 31 March 2018 and the proposed appropriations of the company's profit or loss.

We recommend to the general meeting of shareholders that the profit be appropriated in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the CEO be discharged from liability for the financial year.

### Basis of opinion

We conducted the audit in accordance with generally accepted auditing standards in Sweden. Our responsibility according to these standards is described in more detail under the section '*Auditor's responsibility*'. We are independent of the parent company and the Group, in accordance with the code of professional ethics for accountants in Sweden, and have fulfilled our ethical responsibilities in other respects according to these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinions.

### Responsibilities of the Board of Directors and the CEO

The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss. Any proposed dividend contains, among other things, an assessment of whether the dividend is justifiable with regard to the requirements that the company and Group's type of business, size and risks place on the size of the parent company and Group's equity, consolidation requirements, liquidity and position in general.

The Board of Directors is responsible for the company's organisation and management of the company's affairs. This includes continually assessing the company and Group's financial situation and ensuring that the company's organisation is structured so that its accounting records,

management of funds and the company's financial affairs in other respects are subject to satisfactory checks. The CEO must conduct ongoing management in accordance with the Board of Directors' guidelines and instructions and, for example, take the action necessary to ensure that the company's accounting records are implemented in compliance with the law and that management of funds is carried out satisfactorily.

### Auditor's responsibility

Our objective for the audit of management, and therefore our statement on discharge from liability, is to obtain audit evidence to have a reasonable level of assurance to be able to assess whether any Board member or the CEO in any significant respect:

- » has taken any action or is guilty of any negligence that could lead to a liability to the company, or
- » has in some way acted in breach of the Swedish Companies Act, the Annual Accounts Act or the Articles of Association.

Our objective for the audit of the proposed appropriation of the company's profit or loss, and therefore our statement about this, is to have a reasonable level of assurance to assess whether the proposal is consistent with the Swedish Companies Act.

Reasonable assurance is a high level of assurance, but is no guarantee that an audit carried out in accordance with good auditing standards in Sweden will always detect a material misstatement or negligence that could lead to a liability to the company, or that proposed appropriations of the company's profit or loss are not consistent with the Swedish Companies Act.

As part of an audit in accordance with generally accepted auditing standards in Sweden, we use our professional judgement and have adopted professional scepticism throughout the audit. The audit of management and the proposed appropriations of the company's profit or loss are mainly based on the audit of the financial statements. Additional auditing procedures are carried out according to our professional judgement based on risk and materiality. This means we focus the audit on such measures, areas and circumstances that are of significance to the business and in relation to which deviations and breaches would be of particular significance to the company's situation. We review decisions taken, documentation for decision-making, action taken and other circumstances that are relevant to our statement on discharge from liability. As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss, we have examined whether the proposal is in accordance with the Companies Act.

Lund, 24 July 2018  
Crowe Osborne AB

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Olov Strömberg  
Authorised Public Accountant

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# The Annual General Meeting and calendar

## AGM

The Annual General Meeting of the shareholders of EQL Pharma AB (publ) will take place on Wednesday 22 August 2018 at 3.00 pm at EQL Pharma AB's offices at Stortorget 1 in Lund.

Notice convening the Annual General Meeting is available on EQL Pharma's website, [www.eqlpharma.com](http://www.eqlpharma.com).

## Right to participate and registration

In order to participate in the Annual General Meeting, shareholders must be registered as a shareholder in the share register maintained by Euroclear Sweden AB on 16 August 2018, and notify the company by 16 August 2018, preferably before 4.00 pm, of their intention to attend the Annual General Meeting.

Notification of AGM attendance shall be submitted in writing, stating the shareholder's name, personal ID or corporate ID number, address, e-mail and telephone number, as well as the number of shares owned, to EQL Pharma AB for the attention of: Jennie Sterning, Stortorget 1, 222 23 LUND, or via e-mail to [jennie.sterning@eqlpharma.com](mailto:jennie.sterning@eqlpharma.com).

## Share registration

Shareholders of holdings in custody through a nominee must temporarily register the shares in their own names with Euroclear Sweden AB to be entitled to participate in the meeting. Such registration must be completed no later than

16 August 2018 and should be requested of the nominee well in advance of this date.

## Other information

### Upcoming reporting dates

Interim report April–June (Q1)	22 August 2018
Interim report April–September (Q2)	15 November 2018
Interim report April–December (Q3)	27 February 2019
Year-end Report April–March and Q4	8 May 2019

Financial reports, press releases and other information are available on EQL Pharma's website, [www.eqlpharma.com](http://www.eqlpharma.com), from the date of publication. You can subscribe to and download EQL Pharma's financial reports and press releases from the company's website, or via Spotlight Stock Market's (AktieTorget) website.

For environmental and cost reasons, EQL Pharma has decided to primarily distribute its annual report via the company's website. It will still be possible for those shareholders and stakeholders who request it to order a copy of the printed version of the annual report from the company to be sent by post. For further information, please contact Christer Fåhraeus, Chief Executive Officer, tel +46 (0)705 60 90 00 or e-mail: [info@eqlpharma.com](mailto:info@eqlpharma.com).

[www.eqlpharma.com](http://www.eqlpharma.com)

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