



AREX
ADVISOR

Annual Report

2024



A word from our CEO

Looking back at 2024, I am proud to share that our company has achieved a 10% growth in turnover, despite the challenging market climate in the life sciences sector. This accomplishment is a testament to the resilience, dedication, and expertise of our team.

Over the past year, we have continued to strengthen our organisation by welcoming a number of highly experienced colleagues, particularly within the areas of Regulatory Affairs and Quality Assurance. In addition, we have expanded our offering to include expert support for Medical Devices/IVDR.

We are also happy about the successful establishment of our sister company in Basel, Switzerland. Entering this key life science market allows us to further expand our commercial footprint. I look forward to continuing the development of our presence in Switzerland in the coming year.

As we move forward, we remain committed to delivering exceptional service, fostering innovation, and supporting the success of our clients in the ever-evolving life sciences landscape.

Linda Thunell
CEO Arex Advisor

Management report

The board and the chief executive officer of Arex Advisor AB, 559235-4905, emit the following annual report for the fiscal year 2024-01-01 - 2024-12-31. This publication is an independent document and does not form part of the submitted annual report for Arex Advisor AB.

Ownership

Arex Advisor was founded in Stockholm in 2020 on the basis of over twenty years of experience in pharma and biotech entrepreneurship.

Arex Advisor is owned by our founders, Linda Thunell, Staffan Thunell, Erik Hedner and Lovisa Rosenquist, together with a group of senior employees. The partnership program is part of Arex Advisors philosophy, to build a purposeful organisation of committed experts.



About Arex Advisor

Who

Arex Advisor is a dedicated team of experts, handpicked for their specific knowledge and management skills.

What

Our mission is to help leaders and companies in life science realise projects and reach goals.

Why

We are committed in heart and mind to the process of developing, submitting and successfully commercialising new therapies - ultimately improving the lives of patients.

Regulatory Affairs & CMC

A person wearing a white lab coat and gloves is holding a clear glass vial, examining its contents. The background is a blurred laboratory setting.

Quality Assurance

Two people in white lab coats are standing in a laboratory, looking at equipment. The background shows various lab instruments and shelving.

Market Access

A woman with dark curly hair, wearing a white lab coat, is looking at a tablet computer. She is standing in front of shelves filled with various bottles and containers, likely in a pharmacy or laboratory.

Pharmacovigilance

A close-up shot of various pills and capsules, including white round tablets, blue and white capsules, and black capsules, scattered together.

Business development in 2024

Our commitment to business development is founded on a deep understanding of the life sciences industry and a proactive approach to market needs. We closely monitor industry trends and the evolving market landscape to swiftly adapt and continue to meet the needs of our clients.

We see a strong and growing demand for commercialisation support and expertise. Our approach combines regulatory compliance with commercial competitiveness, enabling our clients to succeed not only with authorities but also in the market. Particularly for development-stage companies, we recognise the importance of building a business case that speaks the language of both investors and regulators. With the EU HTA Regulation coming into effect in January 2024, the relevance of an early and robust market access strategy has become clearer than ever.

By combining competences from several strategic locations, such as our Swiss sister company Arex Advisor AG, we are better positioned to deliver our renowned service and specialised expertise to more clients. We see a strong synergy between the types of life sciences companies flourishing in Switzerland and the extensive experience within our team. This alignment gives us great confidence as we build relationships and support new and existing clients in the region.

10%

change in net turnover

Change in net turnover
TSEK

5 167

Changes in equity

Amounts in SEK

	Share capital	Retained earnings	Profit/Loss of the year
Total at beginning of year	49 020	0	6 078 875
Balanced in new account		6 078 875	-6 078 875
Dividend		-5 295 369	
Conditional shareholder contribution		- 783 506	
New emission	5 447		
This years result			2 752 298
Total at year end	54 467	0	2 752 298

Comment

Conditional shareholder contributions amount to 4 393 558 SEK (5 177 064 SEK)

Profit disposition

Amounts in SEK

The annual general meeting has the following funds at its disposal

Profit/Loss of the year	2 752 298
Amount	2 752 298

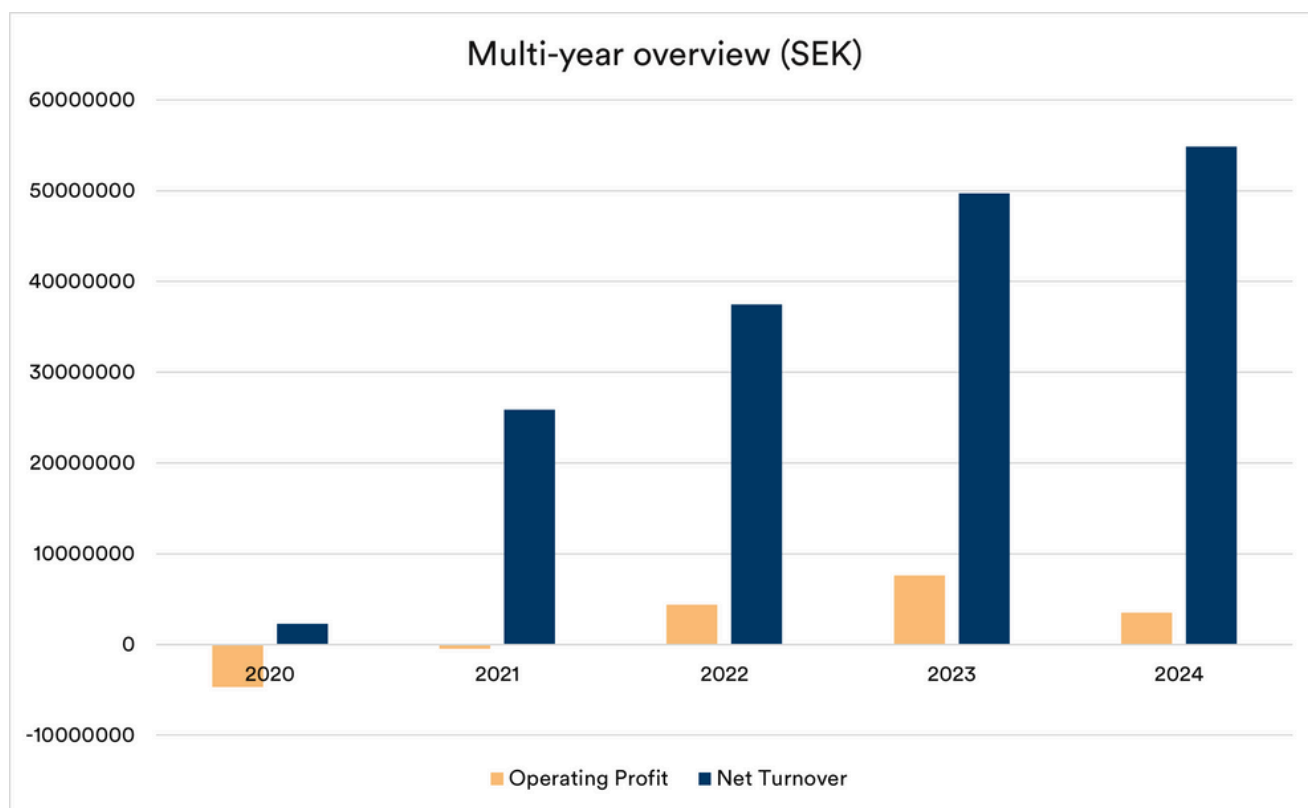
The board proposes the funds be allocated as follows

Dividend	1 937 644
Repayment of shareholder contributions	814 654
Retained earnings	0
Amount	2 752 298

Multi-year overview

Amounts in SEK

	2021	2022	2023	2024
Net turnover	25 884 545	37 492 111	49 733 307	54 900 413
Operating profit	-477 354	4 421 437	7 594 227	3 529 781
Solvency ratio	1%	43%	36%	18%



Income statement

Amounts in SEK	Note	2024-01-01- 2024-12-31	2023-01-01- 2023-12-31
Operating income, inventory changes etc.			
Net sales		54 900 413	49 733 307
Other operating income		113 766	274 268
Total operating income		55 014 179	50 007 575
Operating costs			
Raw materials and operating costs		-816 506	-2 208 733
Other external costs		-14 769 575	-13 274 842
Personnel costs	2	-35 385 119	-26 464 721
Depreciations of tangible and intangible assets		-370 881	-265 954
Other operating costs		0	0
Total operating costs		-51 342 081	-42 214 250
Operating profit		3 672 098	7 793 325
Financial records			
Other interest income and similar items		30 555	13 863
Interest and similar items	3	-172 872	-212 961
Total financial records		-142 317	-199 098
Profit/Loss after financial items		3 529 781	7 594 227
Profit/Loss before tax		3 529 781	7 594 227
Tax			
Tax on the year's profit		-777 483	-1 515 352
This year's net profit		2 752 298	6 078 875

Balance statement

Amounts in SEK	Note	2024-12-31	2023-12-31
ASSETS			
Fixed assets			
Tangible fixed assets			
Inventory, tools and installations	4	876 363	1 185 494
Total tangible fixed assets		876 363	1 185 494
Financial fixed assets			
Other long-term receivables	5	1 150 000	1 150 000
Total financial fixed assets		1 150 000	1 150 000
Total fixed assets		2 026 363	2 335 494
Current assets			
Short-term receivables			
Customer receivables		5 782 363	8 143 882
Other receivables		2 131	887 862
Accrued customer receivables		0	200 000
Prepayments and accrued income		1 524 972	1 462 442
Group receivables		28 392	0
Current tax receivables		1 524 857	0
Total short-term receivables		8 862 715	10 694 186
Cash and bank		4 783 138	3 875 451
Total cash and bank		4 783 138	3 875 451
Total current assets		13 645 853	14 569 637
TOTAL ASSETS		15 672 216	16 905 131

Balance statement

Amounts in SEK	Note	2024-12-31	2023-12-31
EQUITY AND LIABILITIES			
Equity			
Restricted equity			
Share capital		54 467	49 020
Total restricted equity		54 467	49 020
Non restricted equity			
Balanced accumulated profit and loss		0	0
This year's net profit		2 752 298	6 078 875
Total unrestricted equity		2 752 298	6 078 875
Total equity		2 806 765	6 127 895
Long-term liabilities			
Liabilities to Group entities		2 000 000	828 350
Total long-term liabilities		2 000 000	828 350
Current liabilities			
Advances from customers		236 157	0
Accounts payable		2 054 711	1 019 549
Liabilities to Group entities		4 324 937	5 310 874
Tax liabilities		0	725 883
Other liabilities		3 419 029	2 246 833
Accrued costs and prepaid income		830 617	645 747
Total current liabilities		10 865 451	9 948 886
TOTAL EQUITY AND LIABILITIES		15 672 216	16 905 131

Notes

Amounts in SEK

Note 1 Accounting principals

The annual report is prepared in accordance with the Swedish Annual Accounts Act and the Swedish Accounting Standards Board policy (BFNAR 2012:1) Annual reporting and group reporting (K3).

BFNAR 2012:1 is applied for the first time; comparative figures in the multi-year overview have not been restated.

Receivables and liabilities in foreign currencies have been valued at the exchange rate on the balance sheet date. Exchange gains and losses on operating receivables and liabilities are recognised in operating profit, while exchange gains and losses on financial receivables and liabilities are recognised under financial items.

Revenue

Service and contract assignments

Revenue is recognised at the fair value of the consideration received or expected to be received, and is reported to the extent that it is probable that the economic benefits will accrue to the company and the revenue can be measured reliably.

Revenue from assignments on a time and materials basis is recognised as income in line with the progress of the work, meaning that profit is recognised progressively as the services are rendered.

If it is no longer probable that payment will be received for amounts already recognised as income, the amount expected not to be recovered is recognised as an expense.

In the balance sheet, recognised revenue is compared with the amounts invoiced to the client during the same period. If the invoiced amounts exceed recognised revenue, the difference is reported as a liability under invoiced but unearned income. If the recognised revenue exceeds the invoiced amounts, the difference is reported as an asset under accrued but not yet invoiced income.

Notes

Employee benefits

Employee benefits refer to all forms of remuneration provided by the company to employees. Short-term benefits include, among others, wages and salaries, paid holiday, paid leave, bonuses, and post-employment benefits (pensions). Short-term benefits are recognised as an expense and a liability when there is a legal or constructive obligation to provide the benefit as a result of a past event and a reliable estimate of the amount can be made.

Taxes

Income Tax

Total tax comprises current tax. Tax is recognised in the income statement. Current tax refers to income tax for the financial year as well as any part of income tax from previous years that has not yet been reported. Current tax is calculated based on the tax rate applicable as of the balance sheet date.

Tangible fixed assets

Depreciation

Comment

Property, plant and equipment are recognised at cost less accumulated depreciation according to plan and any impairment losses.

Depreciation is applied on a straight-line basis over the estimated useful life of the asset, taking into account any significant residual value. The following useful lives are applied:

	Years
Inventory, tools and installations	3-5

Notes

Financial instruments

Trade receivables and other short-term receivables are recognised as current assets at the amount expected to be received, less individually assessed doubtful debts.

Loan liabilities and trade payables are initially recognised at cost, net of transaction costs. If the recognised amount differs from the amount repayable at maturity, the difference is amortised as an interest expense over the term of the loan using the instrument's effective interest rate. This ensures that the carrying amount at maturity corresponds to the amount repayable.

Note 2 Personnel

Average number of employees	2024-01-01- 2024-12-31	2023-01-01- 2023-12-31
Women	26	22
Men	6	5
Average number of employees	32	27
Salaries and other reimbursements	2024-01-01- 2024-12-31	2023-01-01- 2023-12-31
Other employees	23 104 030	17 320 873
Total	23 104 030	17 320 873
Social costs including pension costs	2024-01-01- 2024-12-31	2023-01-01- 2023-12-31
Pension costs		
Other employees	2 840 640	1 877 334
Total pension costs	2 840 640	1 877 334
Other social costs according to law and contract	7 945 764	5 835 725
Total	10 786 404	7 713 059

Notes

Note 3 Interest costs and similar income items

	2024-01-01- 2024-12-31	2023-01-01- 2023-12-31
Interest costs		
Group interest costs	-171 295	-178 208
Other interest costs	-1 577	-34 753
Total	-172 872	-212 961
Total	-172 872	-212 961

Note 4 Inventory, tools and installations

	2024-12-31	2023-12-31
Initial acquisition values	1 860 239	895 031
<i>Changes in acquisition values</i>		
Purchases	61 751	965 208
Reclassifications	0	0
Closing acquisition values	1 921 990	1 860 239
Initial depreciation	-674 746	-408 792
<i>Changes in depreciation</i>		
This year's depreciation	-370 881	-265 954
Closing depreciation	-1 045 627	-674 746
Recorded value	876 363	1 185 493

Note 5 Other long-term receivables

	2024-12-31	2023-12-31
Initial acquisition values	1 150 000	684 528
Changes in acquisition values		
Additional receivables		1 150 000
Regulated receivables		-684 528
Closing acquisition values	1 150 000	1 150 000
Recorded value	1 150 000	1 150 000