

# Q4 REPORT

## July – September 2024



**CSMEDICA**  
WORLD-CHANGING PRODUCTS FOR A BETTER EVERY DAY

CS MEDICA A/S | 33871643 | [www.cs-medica.com](http://www.cs-medica.com)

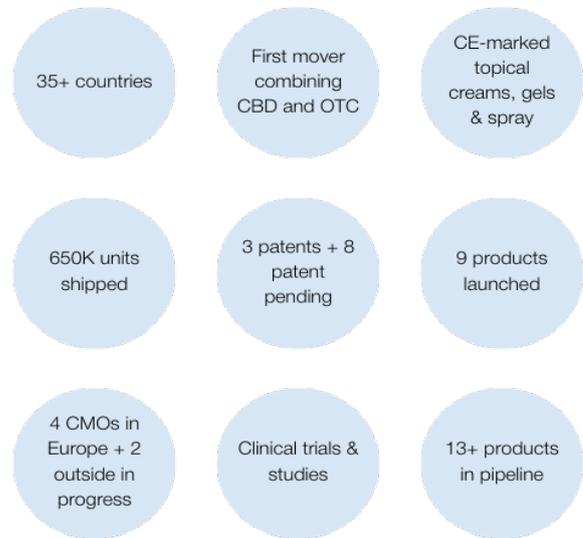


## BRIEFLY ABOUT CS MEDICA A/S

As a Danish MedTech combining **research & development, technology, and nature to advance human health**, we are dedicated to improving people's quality of life, by **challenging how to treat pain, autoimmune diseases, and stress-related disorders** like arthritis, psoriasis, insomnia, hair loss, allergies, and overall pain relief.

Our purpose is to **drive change to treatments**, built upon our knowledge of the endocannabinoid system, the benefits of the cannabis plant, and our experience in the pharmaceutical industry.

We envision a world where treatments have **proven efficacy but fewer side effects** for pain relief, transforming 2 or 4-legged patients' symptoms for a better everyday with evidence-based, CBD-infused treatments in the form of **topical creams; gels, lotion, and sprays, registered under medico legislations** globally as OTC (over-the-counter) or substance-based medical device products.



The **company is listed** on Spotlight Stock Market in Stockholm (symbol: "CSMED. For more information, visit [cs-medica.com](http://cs-medica.com) and LinkedIn.



## TABLE OF CONTENT

BRIEFLY ABOUT CS MEDICA A/S .....	2
COMMENTS FROM THE CEO .....	4
PERFORMANCE HIGHLIGHTS.....	5
STRATEGIC ASPIRATIONS.....	9
STRATEGIC OUTLOOK.....	14
INNOVATION AND THERAPEUTIC FOCUS.....	15
SHARE INFORMATION.....	17
ABOUT CS MEDICA .....	19
CS MEDICA Group Overview.....	19
Financial Calendar .....	21
MANAGEMENT STATEMENT .....	22
FINANCIALS.....	23
Financial comments .....	23
Financial Statements .....	27
Financial Statements Parent.....	32



## COMMENTS FROM THE CEO

As we closed the fourth quarter of 2023/2024, I am pleased to reflect on our progress and the challenges we've navigated. We have developed a lean, agile business model with the core assets of our competitive products, offered as branded or white-label productions.

**Financial Performance and Market Expansion:** In the fourth quarter, revenue reached mDKK 3.9 (mDKK 0.073), elevating the annual total to mDKK 8.4, a significant rise from mDKK 1.1 the previous year. Despite successfully converting part of our order pipeline, production delays and challenges in finalizing a critical deal within the year hindered our ability to meet the budgeted target of mDKK 15. The pipeline and deal remain active but have been postponed to next fiscal year.

Our **order pipeline remains healthy**, and the shift in our strategic and operational focus is beginning to pay off. We **grew with a more controlled cost-efficient** operation improving our gross and net profits, and operating loss reduced by 39%. However, we still experience financial constraints and funding to fully scale.

The demand for our products is becoming easier to convert, driven by the critical mass of product registrations and our demonstrated resilience in complying with strict regulatory standards. We ran a **record number of production activities** this quarter, reflecting repurchases for our core products like CANNASEN® Pain Patch and CANNASEN® Pain & Arthritis Gel and white-label productions on the Pain Patch.

**Strategic Partnerships and Regulatory Achievements:** This quarter saw several important milestones. We made substantial headway in our compliance journey by passing the second audit from our notified body as part of the European Medical Device Regulation (MDR) transition. We achieved

classification milestones in countries outside Europe, bringing us closer to converting our order pipeline into active sales.

This quarter's highlight was signing a partnership with **Nimbus Health**, a medical cannabis company in Germany, **part of Dr. Reddy's Laboratories**, a leading multinational pharmaceutical company. It will strengthen our position in the German market, our portfolio's most mature market in Europe. We kickstarted the US market with strong initial feedback from our agent, ScanPartners, and we recognize the urgency of capitalizing on this momentum. We signed our first Letter of Intent (LoI) with a pharmaceutical company in India and secured key partnerships to drive market expansion into South America and the MENA region.

**Growth Strategy and Financial Resilience:** While we continue to face challenges scaling our operations to the level we aspire to; we are more resilient than we have been in the past. We've mitigated risks, consolidated our operations, and improved efficiency.

Our **preparations for the German IPO of CANNORDIC** remain on track. This move will provide a necessary capital increase, improve liquidity, and help us scale our sales and activate our innovation again. With continued focus on creating value for our shareholders, we are confident this will be a pivotal step in our long-term growth strategy.

**Looking Ahead:** As we move into 2025, challenges remain, our outlook is positive, and we are confident in our strategy. I thank our stakeholders and employees for their dedication. We're not entirely in the clear yet, but we're on a promising path, and I look forward to sharing more positive updates as we continue our growth journey.

*Lone Henriksen, CEO of CS MEDICA*

## PERFORMANCE HIGHLIGHTS

The fourth quarter of fiscal year 2023/2024 (July–September 2024) highlighted the company's resilience in overcoming challenges while seizing growth opportunities despite external disruptions.

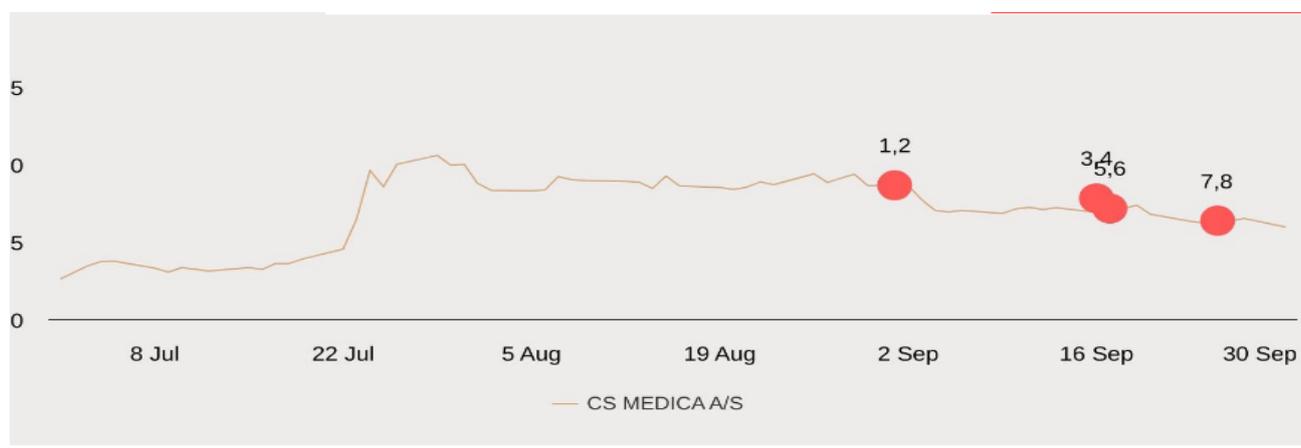
### Financial highlights for Q4 2023/2024 (July – September 2024)

- **Q4 Fiscal Year 2023/2024 Performance:** In the fourth quarter (July–September 2024), CS MEDICA reported a revenue of mDKK 3.9, marking an increase from mDKK 0.073 in the corresponding quarter of the previous year. The year-to-date revenue escalated to mDKK 8.4, substantially up from mDKK 1.1 of the previous year. Despite converting part of our order pipeline, delays in production and in finalizing a deal within the year means we fall short of meeting the budgeted target of mDKK 15. The pipeline and deal remain active but have been postponed to next fiscal year.
- **Order Intake and Backlog:** The company recorded an order intake backlog of mDKK 9.4 for the fourth quarter. With orders from the existing pipeline originated at mDKK 53, we have converted orders to revenue, which brings the total order backlog to mDKK 49.0 at the end of the year.
- **Gross Profit:** For the fourth quarter 1.4. Year-to-Date Gross Profit stands at mDKK 3.2, achieving a 38% margin. The performance is slightly below our target margin of 40%, primarily due to impacts from stock write-downs and the distribution of free samples, which adjusted our margins by about 10%. When excluding these factors, our underlying gross profit surpasses the projected 40%, indicating robust progress and positive performance.
- **Net profit** in the fourth quarter reached -1,06 mDKK (-3,7) and YTD -9,65 mDKK (-14,5) showing a more controlled result than last year.
- **Operating loss** in the fourth quarter was reduced by 39%, from mDKK 4,6 last year to mDKK 2,8 in the fourth quarter, a cumulative reduction of 30% for the year 2023/2024.
- **Credit bank/Cash and cash equivalents:** At the end of Q4 stood at mDKK -0.8 (compared to mDKK -0.4 in the previous year). While long-term funding remains under development and has not yet met our expectations, we have maintained liquidity through organic operations, short-term funding, and direct financial activities in Germany and Sweden. These measures resulted in a key focus at the Extraordinary General Meeting (EGM) on November 12, 2024, where debt conversion to shares was also addressed.
- At the end of the Q4 period, CS MEDICA's **equity/asset ratio** was 17% (40%).

	Quarter 4		YTD	
	2023/2024 DKK	2022/2023 DKK	2023/2024 DKK	2022/2023 DKK
Net sales	3.868.527	72.992	8.461.357	1.067.275
Gross profit	1.444.684	46.769	3.208.847	913.546
Operating profit	- 2.840.513	- 4.639.841	- 12.484.963	- 17.898.645
Depreciation and amortisation	- 558.629	- 519.045	- 2.115.764	- 2.076.080
Net financials	- 422.264	- 212.772	- 1.525.886	- 568.148
Profit before taxes	- 3.262.777	- 4.852.613	- 14.469.990	- 18.466.793
Net profit	- 1.055.657	- 3.714.834	- 9.650.907	- 14.512.764
Credit bank/Cash and cash equivalents	- 795.371	- 415.014	- 795.371	- 415.014
Addition R&D costs	435.589	740.062	3.354.373	2.188.336
Cash flow	246.164	- 64.366	- 380.357	- 3.348.797
Total Assets	36.380.082	25.855.057	36.380.082	25.855.057
Equity	6.015.953	10.413.779	6.015.953	10.413.779
<b>Financial Ratios</b>				
Gross margin	37%	64%	38%	86%
Operating margin	-73%	-6357%	-148%	-1677%
Addition R&D cost in % of sale	11%	1014%	40%	205%
Net profit margin	-27%	-5089%	-114%	-1360%
Equity ratio	17%	40%	17%	40%
<b>Share performance</b>				
Basic earnings per share	-6%	-30%	-56%	-118%
Total number of shares	17.125.827	12.322.635	17.125.827	12.322.635
Share Price	5,94	10,9	5,94	10,9

These unaudited consolidated financial statements for the fourth quarter of 2023/2024 have been prepared in accordance with IAS 34 'Interim Financial Reporting' and additional Danish disclosure requirements for listed companies. The accounting policies adopted in the preparation are consistent with those applied in CS MEDICA's Annual Report 2022/2023.

### Significant events in the financial period, Q4 2023/2024 (July - September 2024)



- [Mon, Sep 30, 2024](#), CS MEDICA's Subsidiary Signs Agreement to Target the German Market, Leveraging Expertise of Nimbus Health, a Dr. Reddy's Laboratories company.

- [Thu, Sep 26, 2024](#), CS MEDICA A/S Update from CEO: Strategic Developments on CANNORDIC Planned IPO Milestones **7** **8**
- [Wed, Sep 18, 2024](#), CS MEDICA A/S Announces Strategic Partnership with Scan MedPartners to Expand Reach into the US Market **5** **6**
- [Tue, Sep 17, 2024](#), CS MEDICA Announces Approval of CANNASEN® Pain Patch in Malaysia and Trademark Registration in Thailand **3** **4**
- [Mon, Sep 16, 2024](#), Technical News 6/24 – Information regarding the introduction of CCP solution at Spotlight Stock Market
- [Mon, Sep 02, 2024](#), CEO Letter: Updates on BSI and Last Months' Activities **1** **2**
- [Mon, Sep 02, 2024](#), CANNORDIC India Ltd., a CS MEDICA Subsidiary, Signs Letter of Intent with the Pharmaceutical Company Zuventus Healthcare to Launch CANNASEN® in India
- [Wed, Aug 21, 2024](#), CS MEDICA Achieves MDR Classification, Setting New Standards in Substance-Based Medical Devices
- [Tue, Aug 20, 2024](#), CS MEDICA Pioneers CBD-Infused Medical Devices in Jordan with Confirmed Classification
- [Mon, Aug 19, 2024](#), CS MEDICA Q3 2023/2024: Growth Through Strategic Regulatory and Market Adaptations
- [Fri, Aug 16, 2024](#), CS MEDICA Q3 2023/2024 Results: Strong Revenue Growth of 400% Despite Production Delays
- [Aug 07, 2024](#), CS MEDICA's CANNORDIC Names Pharma Avanti as Preferred Partner in Brazil
- [Aug 02, 2024](#), CS MEDICA's Subsidiary, CANNORDIC, Signs Distributor Partnership with PHARMALINK
- [Aug 01, 2024](#), CS MEDICA's View of the Evolving European CBD Market
- [Jul 26, 2024](#), CS MEDICA A/S Evaluates Pre-IPO Share Distribution for CANNORDIC Stock Spin-off
- [Jul 26, 2024](#), CS MEDICA Leverages Strategic Partnerships for CANNASEN® Brand Launch in APAC and MENA
- [Jul 24, 2024](#), CS MEDICA Receives "Intention To Grant" for European Patent Application Concerning CANNASEN® Psoriasis Gel, Reinforcing Leadership in CBD-infused Dermatological Innovations
- [Jul 19, 2024](#), CS MEDICA A/S Secures Repurchase Orders from Key European Partners
- [Jul 15, 2024](#), CS MEDICA Announces Strategic Partnerships to Enhance Funding
- [Jul 15, 2024](#), CS MEDICA A/S: Notice of Extraordinary General Meeting
- [Jul 01, 2024](#), CS MEDICA Stock Now Also Traded on XETRA

### Significant events after the period

- [Fri, Nov 22, 2024](#), Update on the Share Distribution of CANNORDIC Shares
- [Fri, Nov 22, 2024](#), Permanent regulation could pave the way for better access and understanding of CBD's benefits and the diversity of products, as seen in more mature global markets.
- [Tue, Nov 12, 2024](#), CS MEDICA A/S: Update on the Strategic Rationale Behind CANNORDIC IPO and Aim for Capital Increase
- [Mon, Nov 11, 2024](#), CANNORDIC, the subsidiary of CS MEDICA, secures an exclusive deal with Deutsch-Pharm in Ukraine, signaling a sales potential of DKK 750.000.

- [Mon, Nov 04, 2024](#), CS MEDICA Valued at 17,16 DKK (€2.30 ) per Share Ahead of German IPO, Highlighting Unique Regulatory Position and Growth Potential
- [Tue, Oct 29, 2024](#), CS MEDICA Achieves Key Milestone in MDR Compliance with Finalized Classification, Solidifying Unique Market Position for Medical Devices
- [Mon, Oct 21, 2024](#), CS MEDICA A/S Update from CEO: Progress on CANNORDIC IPO, Share Distribution & Upcoming Market Analysis
- [Wed, Oct 02, 2024](#), CS MEDICA A/S Secures Sales Approval in Azerbaijan & Georgia, Valued at 1.17 mDKK
- [Wed, Oct 02, 2024](#), CS MEDICA A/S Share Capital Increase Registered with the Danish Companies Registration Office



## STRATEGIC ASPIRATIONS

Our shift to a leaner, agile structure, combined with strong partnerships and a growing white-label business, has set the foundation for a cost-controlled growth model. While we've made significant progress adjusting our strategy, mitigating risks, and strengthening our operations, we still require funding to fully scale and capture the growing market demand as lead time from order to invoice is too long.

### Enhanced Operational Strategy and "4R" Framework Progress:

1. **Reflect:** Over the past year, we've taken a hard look at our operational and financial structure, adjusting our approach to build a more resilient, lean and agile organization. Our strategy is now centered on reducing costs and risks while positioning ourselves to capture market opportunities. While we are facing strong market demand, scaling our operations requires additional funding to fully capitalize on this momentum but now we have an optimized business model. We made strategic adjustments to drive value into our company and share to enhance our financial footing. Investments in compliance, clinical trials, and process improvements are yielding tangible results, positioning us as a trusted partner in delivering alternative medicine to the global healthcare space.
2. **Revise:** To further increase our market value and improve our growth trajectory, we shifted our strategy towards a more flexible B2B2C model, optimizing partnerships with strong local market players. Focusing on our core DNA, which combines R&D, innovative treatments, compliance, and knowledge of consumers' pains & gains, allows us to accelerate market entry and expansion without needing heavy organizational outlay. Additionally, we have focused on intellectual property management, securing new patents, local registrations, and key distribution agreements to strengthen our competitive position. These efforts, combined with our increased focus on white-label business, have improved our financial outlook, allowing us to reinvest resources into reactivating our premium CANNASEN® brand with strategic partners.
3. **Reframe:** As part of our refined market strategy, we prioritize scalability and operational efficiency. Our shift to B2B2C and strong partnerships enable us to deliver innovative products more effectively while gaining deeper consumer insights. This strategic pivot positions us to scale faster, but it also requires access to capital to meet growing market demand. Hence, we've made significant progress in preparing for the IPO of our subsidiary CANNORDIC on the German stock market, a key step that will enable us to secure the growth capital needed to scale our operations, meet demand, and capture the full market potential.
4. **Reinvigorate:** Our team has demonstrated exceptional resilience in navigating the challenges of supply chain constraints and production delays while the high demand for our products pressured for faster lead time to markets. Throughout this quarter, we've had an all-time high number of production in process and maintained high morale and operational efficiency, allowing us to stay on course with our strategic objectives. As we continued to optimize our processes and comply with the new European MDR transition, we created a more streamlined and efficient organization capable of responding to market fluctuations and operational demands.

## Market Performance

**In this fourth quarter** we had the highest level of production, delivering 106.000 units to our customers while our popular products Nasal Night Spray and Pain & Arthritis Gel sold out. It meant our revenue reached 3.9 mDKK, missing the option to invoice orders on Nasal Night Spray and 50% of a white-label order on the Pain & Arthritis gel.

Europe accounted for 17,4% of sales. with white label business covering 61,9% of the revenue. Products were delivered to 14 countries, We activated Denmark again, now accounting for 5,2 % of sales with our new distributor OneMed onboard.

This quarter, we reached three core milestones:

- We established a partnership with Nimbus Health, a German medical cannabis firm under Dr. Reddy's Laboratories, a leading multinational pharmaceutical company. This collaboration will support the introduction of our pain patch formulation into the German market under their new brand. The patches are now in the production process.
- We engaged a U.S. agent to capitalize on the momentum and enter the American market.
- We also signed our first Letter of Intent with an Indian pharmaceutical company and formed strategic alliances to expand our market presence into South America and the MENA region.

**For the Q4 YTD performance**, net sales accumulated to 8,4 mDKK, falling short of the budgeted mDKK 15, primarily due to a planned revenue of 7 mDKK being delayed. This year-over-year growth from 1,1 mDKK last year highlights we can convert from our order pipeline, that is growing based on strong market demand. However, challenges in meeting production targets persist, reflecting the need for further enhancements in our production capabilities. Despite successfully converting pipeline, production challenges and last-minute delay in finalizing a critical deal within the year created a gap versus the budgeted target of mDKK 15. The pipeline and deal remain active but have been postponed to next fiscal year.

52.6% of the revenue Q4 YTD was recurring sales, 240.000 units was delivered to 17 countries, with EU accounting for 79,5% of sales. White label accounted for 73,6% and the pain category still being the hero category w/ 81% of sales.

Due to an extraordinary long lead times on the Nasal Night Spray, we decided to shift our production to our largest CMO in Germany. Unfortunately, this will necessitate a temporary delay in our production schedule and revenue. However, we anticipate that this change will ultimately shorten the overall lead time compared to continuing with our current CMO in Poland.

**The order intake pipeline** for the fourth quarter reached mDKK 9.4, so with orders from the existing pipeline originated at mDKK 53 converting into revenue, this brings the total order backlog to mDKK 49.0 at the end of the year. Furthermore, we signed with **18 new countries**, enhancing our global market presence and driving long-term growth.

This quarter's key highlight was the successful onboarding of **Nimbus Health** (part of the strong pharmaceutical player Dr. Reddy's) as a strategic partner for the German pain market. This significant achievement followed over a year of negotiations and solidified our entry into one of the largest healthcare markets in Europe. The order pipeline is currently being executed in the design process, moving to production.

## China Status

In Quarter 4, we finalized a new agreement, replacing RongShi's company in Inner Mongolia with Unitech International (HK) Limited, Hong Kong, China. This milestone is driven by the challenges for initiating the long-awaited money transfer.

The application for **the Hainan fast-track registration** is under internal review at West China Hospital. The Hainan fast-track approvals typically take 3 to 6 months post-submission. Based on learnings we estimate 6 months. Securing this approval marks a milestone in expanding our presence in the Chinese market and leveraging the fast-track system's benefits and unlocking the full potential of agreed funding.

## India Status

During this quarter, our focus in the Indian market has been on finalizing key operational agreements and setting the stage for a significant expansion. We have selected manufacturers in the cosmetics, medical devices, and Ayurveda sectors. These manufacturers operate facilities certified with ISO 13485 and GMP, allowing us to reduce production lead times to 8 weeks and cut costs by up to 50%. We are ready to proceed with product registrations and initiate our launch in India.

However, our next steps require funding. We are cautious about undertaking new investments until our liquidity position is more stable.

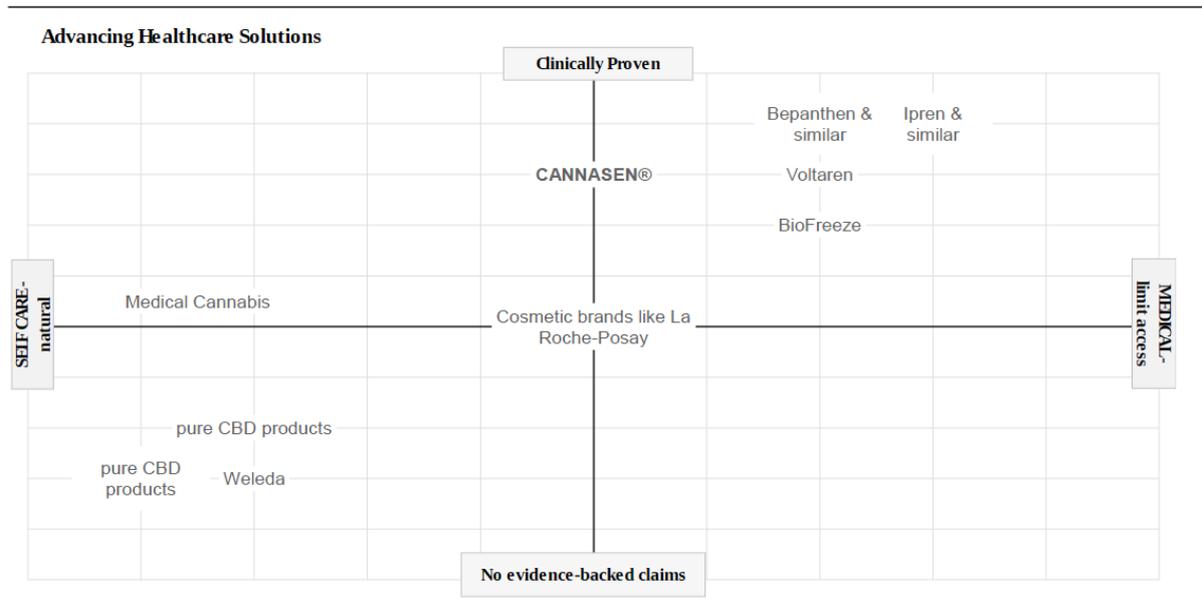
## Compliance as a Competitive Advantage

CS MEDICA is positioned at the intersection of the pharmaceutical and the cosmetic/CBD market. While the pharmaceutical market offers products that have clinically proven efficacy, its solutions often come with side effects that customers wish to minimize and / or avoid altogether. On the other hand, cosmetic products may have fewer or virtually no side effects, but only possess beautifying functions.

The advantage of CS MEDICA's positioning lies in its innovative, **compliant** gels, sprays, and patches, combining the growing self-care trends with the advantages of natural ingredients known from cosmetics, offering fewer side effects with pharma-driven proven efficacy based on its clinical trials.

We have reached a significant milestone in local registrations and are now in an even stronger position to accelerate both net sales and market penetration. Our Compliance & Marketing as a Service (CMaaS) framework continues to ensure strict adherence to regulatory standards, enabling faster and more efficient market entry. As we move forward with a more streamlined approach, we share compliance-related costs with our partners, while maintaining the control of our regulatory processes.

## CS MEDICA's positioning

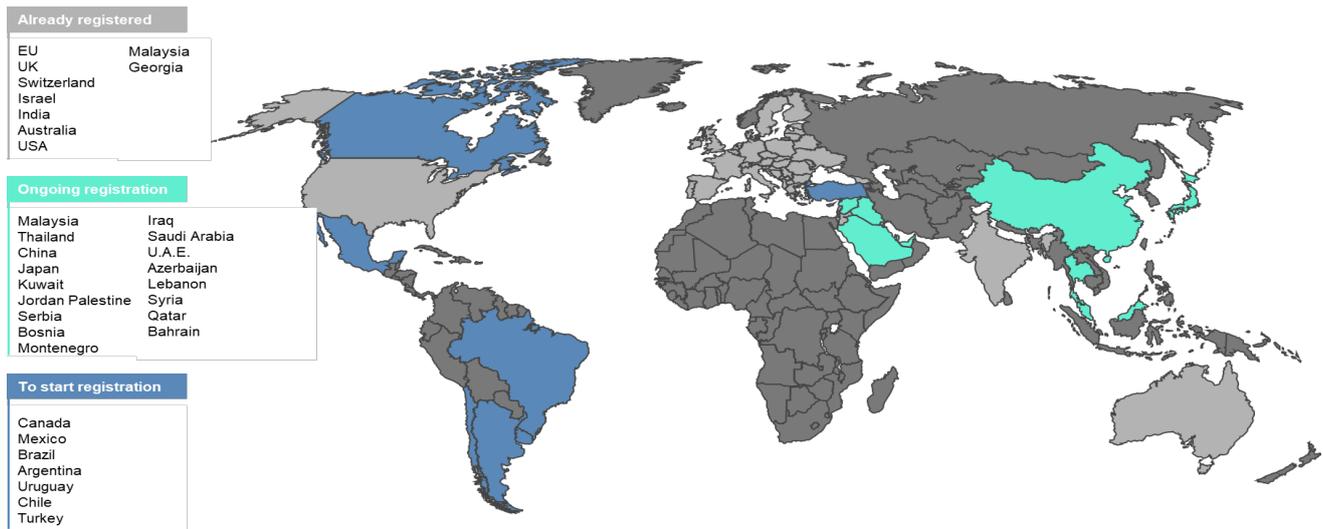


Source: NuWays Research, company data

In Q4, our compliance initiatives have resulted in the following key achievements:

- **MDR Transition Readiness:** We are progressing on track with the transition to Medical Device Regulation (MDR). Successful first-stage and second-stage audit by Notified Body BSI strengthened our compliance strategy. Two treatments are already MDR-compliant, and three treatments are reclassified to Class IIa under the MDR, in accordance with Rule 21.
- **Market Expansion Achievements:** On September 17, 2024, the CANNASEN® Pain Patch was approved in Malaysia, marking another significant step in our market expansion in Southeast Asia.
- **India Market Progress:** With ingredient purchase agreements finalized and manufacturers secured for both Ayurveda and medical devices, we are preparing for product registrations in India, with market entry expected in Q2 2024/2025.

Following successful local registration—which typically takes between 1 to 12 months, depending on the market—we can market and sell our products under the CANNASEN® brand or as own-label solutions. As we continue to optimize our registration processes and expand into new markets, our compliance efforts remain a key competitive advantage, enabling us to scale efficiently.



## Funding and Strategic Cooperation

**Controlled Organic Growth Strategy Amid Financial Constraints:** In response to our current financial challenges and limited funding, we have strategically pivoted to drive organic growth, focusing on scaling our operations in a financially sustainable manner. Central to this approach is the expansion of our own-label solutions, which facilitates quicker market penetration and improves cash flow, while minimizing financial risks. By working strategically with local distributors for our CANNASEN® brand, we reduce the costs associated with launching new product lines, leveraging the distributors' established market presence. Supported by a growing order pipeline, existing credit facilities, and factoring arrangements, we are still exploring partnerships and innovative growth opportunities, such as potential reverse mergers. This approach aims to fortify our financial foundation, optimize our supply chain management, and enhance our marketing and administrative capacities—all crucial for navigating effectively and preparing for scalability.

**Short-Term Funding:** In Q4, we secured short-term funding through minor direct issues with investors in Germany and Sweden. This has enabled us to support our operation and address immediate financial requirements.

**Long-term Investment and Hainan Fast-Track:** The long-awaited funding process is slowly progressing. We have a signed investment agreement with an initial tranche of mDKK 2, pending a test transfer from Hong Kong. Additionally, the release of a second tranche of mDKK 28 is dependent on the approval of one product under the Hainan fast-track registration. Our Compliance department is actively working on this while we await the completion of the first closing.

**CANNORDIC IPO:** CS MEDICA is advancing the IPO of its fully owned subsidiary, CANNORDIC, on the German stock exchange. The IPO aims to secure vital funds to expand sales, enhance operations, strengthen supply chain resilience, and accelerate R&D innovation. The goal is to raise approximately DKK 40.3 million (€5.4 million) by offering up to 20% of CANNORDIC shares. CS MEDICA will retain 80% ownership in its subsidiary, ensuring substantial value retention as the parent company. In appreciation for their patience and support, existing shareholders will be granted a 1% allocation of CANNORDIC shares. The IPO is progressing, with a preliminary valuation set at DKK 224 million (€30 million). The IPO prospectus has been submitted for review by BaFin and is currently pending approval. For further details, please refer to the press release [here](#).

For more details, please refer to the "Financing and Financial Position" section.

## STRATEGIC OUTLOOK

The Q4 ending the fiscal year 2023/2024 was a period of substantial progress and resilience for CS MEDICA. We effectively navigated challenges, enhancing our market presence and improving regulatory compliance, which strengthened our year-end performance. Notably, we surpassed our net sales targets and significantly expanded our order pipeline, underscoring our strategic success.

### Looking Ahead: 2024/2025 Financial Year

For the upcoming financial year, we aim for accelerated growth and greater operational efficiency. Key initiatives include expanding our geographical reach in the EU and APAC, LATAM, MENA, by converting our order pipeline, while making strategic inroads into the U.S. market with our partners. Additionally, relocating production to India in 2024/2025 can streamline operations and cut costs, boosting profitability, however until we have the needed investments to start the journey and business case, we harmonize and optimize the operation we have in Europe to control our cost and support the order flow.

### Strategic Priorities for 2024/2025

- Stabilizing funding to support our expansion and operational goals.
- Completing product registrations in markets with high growth potential.
- Launching innovative products and progressing clinical trials.
- Strengthening partnerships to foster long-term value.

Despite improving operations and controlling costs, we remain cautious about liquidity risks and scalability constraints. Nonetheless, our commitment to regulatory excellence and stakeholder value positions CS MEDICA for sustained growth and success in the evolving global MedTech landscape.

### Expectations

The Strategic Outlook for CS MEDICA encapsulates our comprehensive vision across various treatment areas and markets, setting the stage for our future growth and operational targets. These strategic aspirations and objectives are the milestones we strive to achieve as we advance.

Expectations	2023/2024	2024/2025
Net Sales - mDKK	15	33.8
Gross Margin % (GM)	40	60
Order Pipeline - mDKK	+53	+80
New Markets	EU/LATAM/APAC	US, EU/LATAM/APAC
Product Registration initiated in new markets	THAILAND, CHINA, JAPAN, KUWAIT, JORDAN, PALESTINE, IRAQ, LEBANON, SYRIA, YEMEN, SAUDI ARABIA, U.A.E, QATAR, BAHRAIN, SOUTH AFRICA.	Only initiated with approved business case.
Production time	Currently 4 months+	8-10 weeks
Clinical Trials Finalized	Nasal Night Spray	Nasal Night Spray, Wound Gel

## INNOVATION AND THERAPEUTIC FOCUS

CS MEDICA awaits funding to progress its next innovative breakthroughs within the therapeutic landscape:

1. **Pharmaceutical Advances**
2. **Sports Recovery**
3. **Dermaceutical Innovations.**
4. **CBD Technology Patent**

Treatment Registration	Desease indications	Development Stage			
		I	II	III	IV
Medical Device	Arthritis Gel*	█	█	█	LAUNCHED
	Psoriasis Gel*	█	█	█	LAUNCHED
	Pain Patch*	█	█	█	LAUNCHED
	Wound Gel*	█	█	█	LAUNCHED
	Protective Intranasal Gel*	█	█	█	LAUNCHED
	Insomnia Nasal Spray*	█	█	█	LAUNCHED
	Infect Protect Lozenges	█	█	█	LAUNCHED
	Pain Patch Hot	█			Q2 2025
Medical device Veterinary	Hotspot Gel – Dogs*	█	█	█	Q4 2023
	Mud Fever Gel – Horses*	█	█	█	Q4 2023
	Pain Patch – Horses*	█	█	█	Q4 2023
	Pain Gel – Dogs & Horses*	█	█	█	Q4 2023
Cosmeceuticals	Hair regrowth*	█	█	█	LAUNCHED
	PSOR + ATOPIC Lotion	█	█	█	LAUNCHED
	Sport Gel 1000*	█	█	█	Q4 2024
	Sport CBD Patch*	█	█	█	Q1 2024
	Sport Spray + Mg*	█	█		Q4 2024
	Anti-Hair loss Shampoo	█	█	█	Q2 2024
	Anti-Hair loss Mask	█	█	█	Q2 2024
	Psoriasis Shampoo	█	█		Q4 2024
Medicine	Inhalator – CBD	█			
	Inhalator – CBD + THC	█			
	Inhalator – CBD + Other Cannabinoid	█			

I: Concept and Feasibility - II: Research and Development - III: Clinical Development - IV: Regulatory Approval & Market Launch

\* Patent Pending

### IPR Rights

The Company protects its IPR by the mentioned patents and global trademarks registration in class 03 (Cosmetic), 05 (Pharmaceutical and natural remedies; health and medicated food supplements), and 10 (medical devices). Find more information on CS MEDICA's IPR rights at [cs-medic.com](http://cs-medic.com) [here](#).

### Patent Update

CS MEDICA strives towards granting patent acceptance on all present and future treatment products. All CS MEDICA's treatment products (topical and intranasal products) as of today are patent pending and have moved, from PCT (Patent Cooperation Treaty) covering 153 nations across

the globe, into the following national continuation: DK, EU, USA, INDIA, CANADA, ISRAEL, AUSTRALIA, NEW ZEALAND, BRAZIL, JAPAN, SOUTH KOREA, CHINA, MALAYSIA, THAILAND.

In the fourth quarter, we made significant progress in strengthening our intellectual property portfolio. On July 24, 2024, we received an "Intention to Grant" for a European Patent related to our CANNASEN® Psoriasis Gel, which builds upon the successful granting of the Danish patent. This achievement reinforces our position as a leader in the CBD-infused dermatological sector, offering enhanced protection for our innovative products across Europe. The next step in the process will be to determine in which European countries the patent should be filed. As we continue to expand our product offerings, securing patents in key regions remains a priority to safeguard our innovations and support long-term growth.

During the year we achieved three patents in Denmark:



The Company has additionally seven proceeding patent families that are filed and pending.

### Trademarks

As we continue to grow our market presence, securing trademarks in key regions remains a priority to ensure the long-term success of our products.

In the fourth quarter, we achieved a significant milestone in reinforcing our brand presence in Southeast Asia. On September 17, 2024, we successfully completed the trademark registration for CANNASEN® in Thailand. This achievement strengthens our intellectual property position in the region, providing us with legal protection and enabling further expansion of the CANNASEN® brand in Southeast Asia.

## SHARE INFORMATION

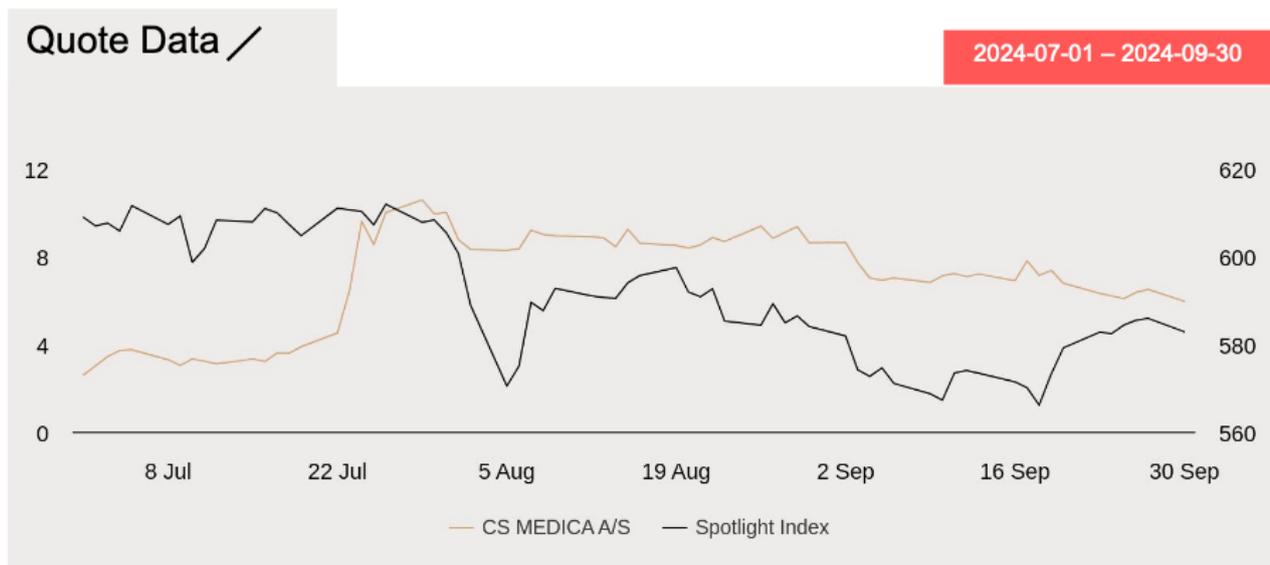
### CS MEDICA´s share

CS MEDICA´s share is listed on Spotlight Stock Market, [www.spotlightstockmarket.com](http://www.spotlightstockmarket.com). The share has the ticker name CSMED and ISIN code DK0061668225. The number of shares in CS MEDICA as of September 30, 2024: 17.125.826 shares after capital increase following the [EGM 12. November 2024](#).

Since March 2023, CS MEDICA's shares have been available for trading in [Germany](#) on the [Frankfurt Börse](#), [Stuttgart](#), [Munich](#), Dusseldorf and July 1 on [Xetra](#), with press releases published on [EQS](#).

### Share price performance Q4 2023/2024

In the fourth quarter of 2023/2024, the CS MEDICA share reached an average price of 6,94 on Spotlight Denmark in the period, with a closing/last price of DKK 5,94. The highest price reached DKK 11,45 and the lowest level at DKK 2,20. The trading volume of the CS MEDICA shares was 8.775.039, with a turnover of DKK 62.280.772 and 9.474 trades. As of September 30, 2024, the market average capitalization (MCAP) of CS MEDICA was mDKK 85.463.



Dev. %	Dev.	Last	High	low	Average	No. of Trades	Volume	Turnover
129,3%	3,35	5,94	11,45	2,20	6,94	9 474	8 775 039	69 280 722

*Hist.Dev. /	%	High	low	T/O / day	Data /	
1 week	-5,7%	6,86	5,30	296 564	Average MCAP	85 463 075
1 month	-30,9%	9,40	5,30	625 325	VWAP	8,09
3 months	129,3%	11,45	2,20	1 049 708	Average Spread	3,84%
This year	98,0%	11,45	2,20	406 052	Volatility	152.30%
1 year	51,9%	11,45	2,01	315 762	Turnover Rate (yearly)	307.06%
3 years	-4,2%	20,90	2,01	276 474	Number of Days Traded	66
5 years	-29,3%	20,90	2,01	292 140	Number of Days Traded	100.00%
					Index Development	-4,28%

## Trade balance

Net Buyer /						
Member	Net	Transactions Bid	VWAP-buy	Transactions Ask	VWAP-sell	Total Turnover
AVA	3 329 104	4 884	8.00	4009	8.31	59 807 083
SHB	650 086	116	7.66	41	9.27	1 479 739
DDB	- 16 576	108	9.34	139	8.88	2 998 569

Net Seller /						
Member	Net	Transactions Bid	VWAP-buy	Transactions Ask	VWAP-sell	Total Turnover
NON	- 1 601 889	3 764	7.70	4385	7.68	60 515 720
SWB	- 995 875	377	8.09	460	8.13	8 126 240
ENS	- 638 104	40	6.44	138	4.73	1 059 097

In Q4 2023/2024, CS MEDICA's share price and trading activity experienced an improvement, reflecting the company's focus on investor relations and strategic agreements, particularly in Sweden. During this subsequent period, the share price reached a new high of DKK 11,45, signaling increased investor confidence and market interest. Additionally, the trading volume surged, with a maximum daily turnover of 1.010.510 shares. This performance underscores the positive impact of the company's efforts to enhance shareholder engagement and visibility in key markets.

## Share ownership and Impact

The three largest shareholders own approximately 66% of the share capital. Shareholders owning more than 5% of the share capital in CS MEDICA according to the latest shareholding notifications, are:

- Lone Henriksen, CEO/CSO & Founder of CS MEDICA A/S (LHX Invest Aps)
- Gitte Lund Henriksen, CFO/CIO & Founder of CS MEDICA A/S (CoLund Aps)
- Nina Henriksen, mother of the 2 Founders of CS MEDICA A/S

While having 66% of the share ownership in the hands of the founders, their families, and management can provide stability and long-term focus, it raises concerns about share sensitivity, minority shareholder influence, market liquidity, and potential conflicts of interest. The overall impact on the share will depend on how the company and its investors perceive and manage these factors. The aim is still to protect the share from dilution in the short term and up list in the long term.

## Strengthening Awareness and Valuation Alignment

CS MEDICA is focused on enhancing awareness of its shares and aligning its valuation with the company's potential. During Q4, the company's market capitalization (MCAP) averaged mDKK 85.5, which reflects a significant discrepancy compared to the valuation outlined in NuWays' recent report released on November 4, 2024, which values CS MEDICA at DKK 17,41 (€2.3) per share (see [link here](#)).

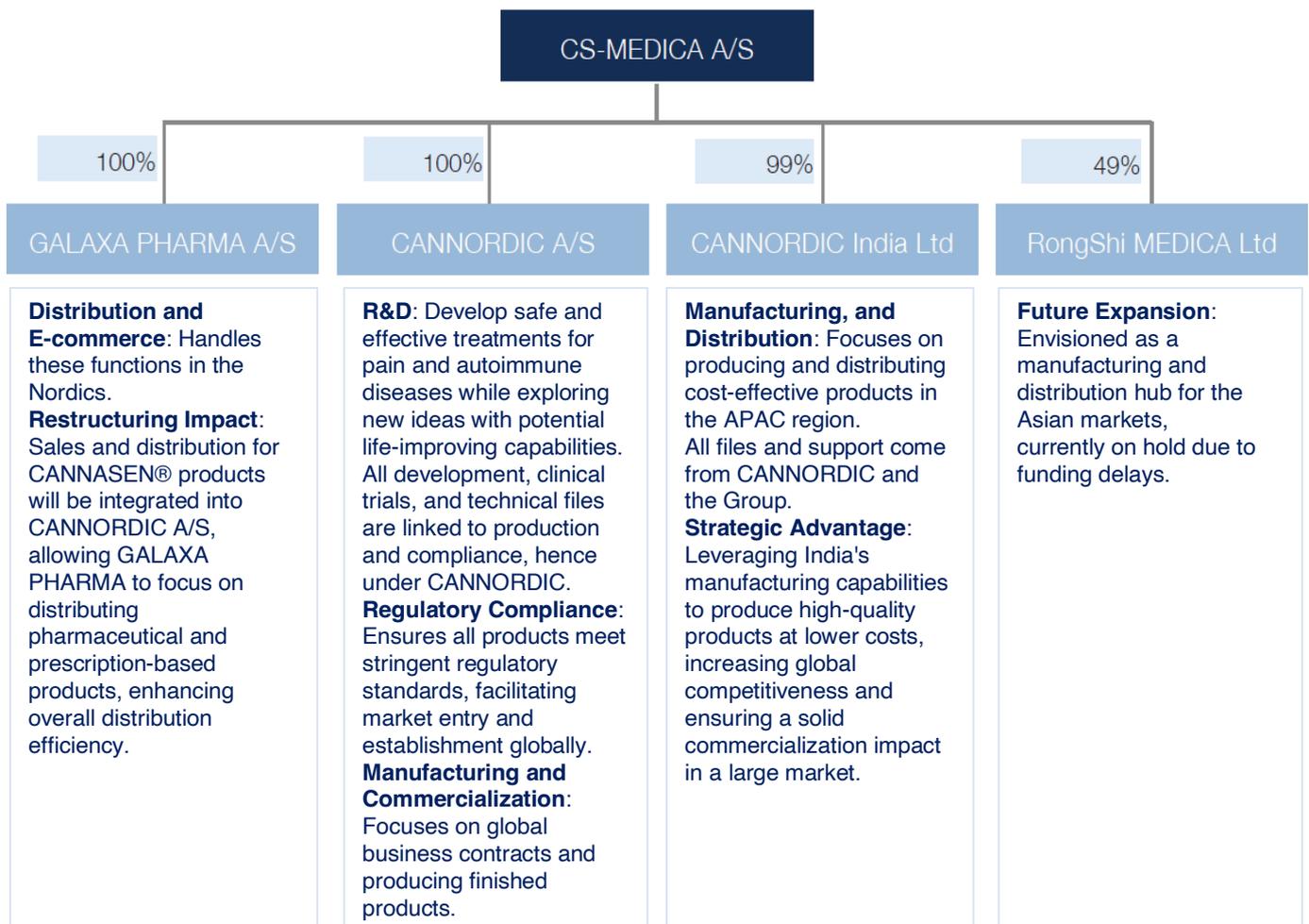
With a tentative valuation set at DKK 224 million (€30 million), CS MEDICA aims to showcase the value of its assets for an IPO in Germany, boosting investor interest and enhancing market visibility. This IPO is anticipated to increase trading activity and draw a broader mix of institutional and retail investors, aligning with our long-term strategic goals. Through this IPO and proactive communication of our strategic developments and market potential, CS MEDICA is positioned to strengthen its market presence. This effort will help ensure the valuation truly reflects the company's worth and the potential of our innovative MedTech solutions.

## ABOUT CS MEDICA

CS MEDICA is a Danish MedTech company with assets in Research & Development, Manufacturing, and Commercializing, while operating within the intersection of the pharmaceutical industry and CBD market. The company combines science and nature with the purpose of creating alternative medicine as over-the-counter treatments to fight autoimmune and stress-related diseases. Built upon knowledge of the endocannabinoid system, patients' needs, and experience from the pharmaceutical industry. We do so by pioneering scientific breakthroughs, expanding access to our treatments, understanding patients globally, and working to prevent the pain caused by the diseases we treat.

The company is listed on the Spotlight Stock Market in **Stockholm** (symbol: "CSMED"). Furthermore, the company's shares are available for trading on Nordnet Denmark and the Frankfurt Börse. For further details, please visit [cs-medica.com](http://cs-medica.com) and follow us on LinkedIn.

## CS MEDICA Group Overview



## Company Information

The Company	CS MEDICA A/S Indiakaj 10 DK-2100 Copenhagen
CVR	33871643
Founding date	17.08.2011
Research startup	2015
First products launched	2021
Headquarter	Copenhagen
Financial period	1. October 2023 - 30. September 2024
Board of Directors	Flemming Hegaard Anders Permin Jesper Herold Halle Ib Madsen Gitte Henriksen
Executive Management	Lone Henriksen Gitte Henriksen Heidi Ahlefeldt-Laurvig Mikkel Raahauge Nielsen Suzan Al-Shuweli

## Contacts for further information

### Media:

Heidi Ahlefeldt-Laurvig      +45 8175 9440      hal@cs-medica.com

### Investors:

Lone Henriksen      +45 7120 3047      lh@cs-medica.com  
Gitte Henriksen      +45 2774 2280      glh@cs-medica.com  
Heidi Ahlefeldt-Laurvig      +45 8175 9440      hal@cs-medica.com

## Financial Calendar

Annual report 2023/2024	17 January 2025
Annual General Meeting 2023/2024	31 January 2025
Q1: Interim report, October– December 2024	19. February 2025
Q2: Interim report, January – March 2025	17. April 2025
Q3: Interim report, April– June 2025	17. July 2025
Q4: Year-end report, July– September 2025	30. November 2025
Annual report 2024/2025	10. January 2025
Annual General Meeting 2024/2025	27. January 2025

## Forward-looking statements

*This document may contain forward-looking statements regarding CS MEDICA's future performance, operations, and objectives. Words such as "believe," "expect," "may," "will," "plan," "forecast," "target," "anticipate," and similar expressions identify these statements. Examples include, but are not limited to:*

- *Targets or goals related to CS MEDICA's products, research, development, and partnerships.*
- *Projections of future financial performance, including revenue, earnings, and other financial metrics.*
- *Statements about future economic conditions, contingencies like legal proceedings, and underlying assumptions.*

*These statements are based on current estimates and projections, and as such, involve risks and uncertainties. Factors that could cause actual results to differ include:*

- *Changes in global or local political and economic conditions.*
- *Delays or challenges in product development or regulatory approvals.*
- *Risks related to competition, supply chain disruptions, or legal issues.*

*CS MEDICA does not assume any obligation to update or revise forward-looking statements unless required by law.*

## MANAGEMENT STATEMENT

The Board of Directors and Executive Management have reviewed and approved the financial report of CS MEDICA A/S for the period 01.07.2024 – 30.09.2024. The financial report has not been audited or reviewed by the company's independent auditors.

The financial report has been prepared in accordance with IAS 34 'Interim Financial Reporting' and additional Danish disclosure requirements for listed companies. In our opinion, the financial report gives a true and fair view of the Group's assets, liabilities, and financial position at 30. September 2024, and of the results of the Group's operations and cash flow for the period 01.07.2024 – 30.09.2024. Furthermore, in our opinion, Management's Review includes a true and fair account of the development in the operations and financial circumstances of the results for the period and of the financial position of the Group as well as a description of the most significant risks and elements of uncertainty facing the Group in accordance with Danish disclosure requirements for listed companies. Besides what has been disclosed in the quarterly financial report, no changes in the Group's most significant risks and uncertainties have occurred relative to what was disclosed in the consolidated Annual Report 2022/2023.

Copenhagen, 30. November 2024

### Executive Management



Lone Henriksen  
CEO and CSO



Heidi Ahlefeldt-Laurvig  
COO and CMO



Mikkel Raahauge Nielsen  
CCO



Suzan Al-Shuweli  
PRRC/Quality & RA manager

### Board of Directors



Flemming Hegaard  
Chairman of the Board



Anders Permin  
Member of the Board



Jesper Herold Halle  
Member of the Board



Ib Madsen  
Member of the Board



Gitte Henriksen  
Member of the Board  
CIO and CFO

## FINANCIALS

### Financial comments

#### Net Sales

In the fourth quarter of fiscal year 2023/2024 (July–September 2024), CS MEDICA reported a revenue of DKK 3.9 million, an exceptional increase from DKK 0.073 million in the same quarter last year. Year-to-date revenue reached DKK 8.4 million, significantly higher than the DKK 1.1 million achieved in the prior year. Despite converting part of our order pipeline, delays in production and in finalizing a deal within the year mean we fall short of meeting the budgeted target of mDKK 15. The pipeline and deal remain active but have been postponed to the next fiscal year.

Due to the anticipated funding through the IPO of CANNORDIC on the German market, we expect to meet our target of mDKK 33.8 for the financial year 2024/2025, setting a strong foundation for future growth.

#### Gross Profit

For the year-to-date period, gross profit amounts to **DKK 3.2 million, equivalent to 38%**. For Q4, gross profit was DKK 1.1 million, corresponding to a 28% margin. While the year-to-date gross profit was slightly below the initial target of 40%, the impact of stock write-downs and free samples contributed to a 10% adjustment. Excluding these factors, the gross profit surpasses the projected 40%, showcasing positive progress and strong underlying performance.

The slight reduction in the gross margin is primarily due to stock write-downs and the cost of providing free product samples for testing purposes. Stock write-downs were necessary to align inventory value with market conditions, while the free product samples were a strategic decision to support customer acquisition and testing. These factors temporarily impacted the gross margin but are expected to improve as sales volumes increase and inventory management improves. Moving forward, we expect further margin improvements driven by the reduced cost by moving part of the production to India together with optimized inventory management, increased product sales.

#### Operating Loss

Operating loss for Q4 was **DKK 2.8 million, a reduction of 39%** from DKK 4.6 million in the same quarter last year. Year-to-date, the operating loss for 2023/2024 decreased by 30%, from DKK 15.2 million to DKK 10.5 million.

The reduction in operating loss for both Q4 and year-to-date was driven by the strong increase in net sales.

#### Sales and Distribution Costs

For Q4, Sales and Distribution Costs were DKK 1.2 million, reflecting a reduction of 12% compared to DKK 1.4 million in the same quarter last year. Year-to-date, Sales and Distribution Costs amounted to **DKK 4.9 million, representing a reduction of 12%** compared to DKK 5.6 million last year. This supports our strategic objective to optimize operations and improve cost-efficiency as we scale our revenue base.

The reduction in Sales and Distribution Costs was driven by targeted cost-saving initiatives and improved operational efficiency.

#### Staff Costs

For Q4, Sales and Distribution Costs were DKK 1.2 million, reflecting a reduction of 12% compared to DKK 1.4 million in the same quarter last year. Year-to-date, Sales and Distribution Costs amounted to **DKK 4.9 million, representing a reduction of 12%** compared to DKK 5.6 million last year. This supports our strategic objective to optimize operations and improve cost-efficiency as we scale our

revenue base. The reduction in Sales and Distribution Costs was driven by targeted cost-saving initiatives and improved operational efficiency.

### **Administration Costs**

For Q4, administration costs were DKK 0.5 million, reflecting a 15% reduction compared to DKK 0.6 million in the same period last year. For the year-to-date period, administration costs totaled **DKK 2.1 million, a 10% reduction** from DKK 2.3 million in the prior year.

Administration costs were effectively controlled despite the increased activity and operational demands. This reduction is the result of a concerted effort to streamline administrative processes and implement cost-saving initiatives. These measures allowed the company to allocate more resources toward growth and operational expansion while keeping administrative expenses under control.

### **Depreciation and Amortization**

For Q4, depreciation and amortization expenses were DKK 558,629, reflecting the ongoing investment in infrastructure and product innovation. Year-to-date depreciation and amortization amounted to **DKK 2,115,764**.

Depreciation and amortization expenses remained stable compared to the previous year, with minor increases linked to investments in intangible assets, particularly those related to product development.

### **Financial Items**

For Q4, financial expenses amounted to DKK 1.2 million, a 20% increase compared to DKK 1.0 million in Q4 of the previous year. Year-to-date, financial expenses totaled **DKK 1.5 million**, compared to DKK 1.0 million for the same period last year, reflecting a 50% increase.

The increase in financial expenses is primarily due to prolonged credit facilities together with minor bridge loans secured to support liquidity during the quarter. This short-term financing helped the company navigate cash flow requirements but resulted in higher interest expenses. The company expects these costs to decrease as more stable funding arrangements are secured in the future.

### **Effective Tax Rate**

The effective tax rate for Q4 and the year-to-date period remained 0% due to the company's tax loss carryforward and current tax position. During this period, the company recognized tax income of DKK 2.2 million for Q4 and **DKK 4.8 million** for the year-to-date period, related to the activation of tax assets. This activation reflects adjustments made to the company's deferred tax assets, anticipating future profitability.

As a result of the tax loss carryforward, CS MEDICA did not incur tax liabilities for Q4 or the year-to-date period. This position is expected to change as the company becomes profitable, at which point tax payments will begin to reflect the company's taxable income.

### **Income from Equity Investments in Group Enterprises**

Year-to-date, CS MEDICA has recognized loss of **DKK -459,141** from its Joint Venture (JV), as the JV has not yet started its operation. The JV has not managed to finalize its financial statements. Consequently, the quarterly figures could not be incorporated.

This income aligns with CS MEDICA's strategy of focusing on strategic investments, reinforcing the company's commitment to long-term growth through key partnerships and investments.

## Net Profit/Loss

Net loss for the fourth quarter amounted to DKK -2.8 million, a substantial improvement of 39% from DKK -4.6 million in the same quarter last year. **Year-to-date, the net loss was reduced to DKK -10.5 million, compared to DKK -15.2 million in the prior year, representing a 31% improvement.**

The improvement in net loss is primarily attributed to higher revenue, reduced operating loss, and successful cost optimization measures. The company's focus on consolidating operations and reducing unnecessary expenses helped improve the overall financial performance, setting the stage for profitability in future periods.

## Cash flow and capital allocation

**Cash flow from operating activities** in Q4 of 2023/2024 showed an **outflow of DKK 5.318.130 million**, compared to an inflow of DKK 1.017.500 million in Q4 of 2022/2023. This change was driven primarily by fluctuations in working capital.

These changes, along with other working capital movements, contributed to the negative cash flow from operating activities in the current quarter.

**Cash flow from investment activities** in Q4 was mainly influenced by continued capital expenditure in Development projects & IPR rights, which totaled **DKK 435.589** (compared to DKK 740,062 in Q4 of the previous year). These investments are largely focused on product development, including the costs associated with transitioning to the new Medical Device Regulations (MDR) and investments in securing intellectual property such as patents.

**Cash Flow from Financing Activities:** In Q4, cash flow from financing activities was positive, with an **inflow of DKK 5.999.884**, compared to 1.693.196. This increase was driven by the company's capital-raising and debt-conversion efforts, contributing to strengthening its balance sheet. The primary source of this inflow was the company's capital increase following the EGM on [12/11](#) and [31/7](#), which helped improve liquidity and provide resources for future investments.

**Total Cash Flow and Cash Position:** At the end of Q4, the total cash flow was a **net inflow of DKK 246,164**, compared to a net outflow of DKK -64,366 in Q4 of the previous year.

**At the end of Q4, cash and credit stood at DKK -795.371**, compared to DKK -415,014 at the beginning of the quarter, equal to an equity ratio of 17% (compared to 40% in Q4 previous year).

## Equity Statement

**Contributed Capital:** In Q4 2023/2024, contributed capital increased significantly by DKK 312,207, bringing the total to **DKK 1,113,179** by the end of the quarter, up from DKK 800,971 at the beginning of the period. This increase is due to capital raised during the EGM (Extraordinary General Meeting), where new shares were issued or capital was injected through debt-conversion into the company. This capital raise contributes to strengthening the company's equity base.

**Reserve for Development Costs:** The Reserve for Development Costs increased by DKK 184,068, reaching DKK 9,445,405 by the end of Q4 2023/2024, compared to DKK 9,261,338 at the beginning of the quarter. This increase aligns with ongoing investments in development projects, reflecting a reserve corresponding to 78% of the investment for the period, as mandated by regulatory frameworks governing development cost capitalization and reporting under IAS 38. The reserve's

growth compared to the same period last year highlights CS MEDICA's sustained commitment to innovation and development activities.

**Retained Earnings:** Retained earnings for the period show a loss of DKK -1,055,657 in Q4 2023/2024, an improvement from DKK -3,714,834 in the same quarter of the previous year. However, the overall retained earnings at the end of the period are negative at DKK -4,542,631, due to accumulated losses over the year. This loss is typical in growth stages of a company, especially with significant capital expenditures or investments in R&D and other growth activities.

**Share Premium:** A major development in Q4 2023/2024 is the significant increase in share premium to DKK 11,252,599. This increase is linked to the capital raised during the EGM and reflects the premium over the nominal value of the shares issued. This is a positive indicator, as it shows investor confidence and the value placed on the company's equity during the capital increase.

**IPO Cost and Capital Raising:** The company incurred significant capital raising expenses, amounting to DKK -6,311,725. These expenses represent the costs of the recent capital raising efforts, connected to the IPO and other fundraising initiatives undertaken during the quarter.

**Total Equity:** At the end of Q4 2023/2024, total equity stands at DKK 6,015,953, a decrease from DKK 10,413,779 in Q4 2022/2023. The decrease in equity is mainly due to the high costs associated with the capital raising and IPO, which have impacted the retained earnings. However, the increase in contributed capital and share premium demonstrates the positive financial impact of the capital increase, which helps to offset some of the losses and maintain a solid equity base.

In summary, the EGM capital increases had a notable impact on the company's equity structure, particularly through the share premium and contributed capital. However, the costs associated with the capital raise (such as IPO expenses) and the ongoing losses have led to a decrease in total equity for the quarter. Despite this, the capital increase represents a strong effort to strengthen the company's financial position.

## Financing and financial position

At the end of Q4 2023/2024, **credit bank/cash and cash equivalents amounted to a credit of DKK -795,371**, reflecting an increase credit compared to DKK -415,014 at the same period last year. This change highlights the company's need for additional funding but also focus on navigating its liquidity amid strategic growth efforts and capital conversion of new shares.

**Short-Term Funding:** In Q4, CS MEDICA secured short-term funding through minor direct issues with investors in Germany and Sweden, enabling the company to sustain operations and address immediate financial needs. These efforts demonstrate our agility in managing liquidity challenges while aligning with our broader strategic objectives.

**Long-term Investment:** The long-awaited funding process is slowly progressing. With a signed investment agreement for an initial tranche of mDKK 2, pending a test transfer from Hong Kong. The release of a second tranche of mDKK 28 is dependent on the approval of one product under the Hainan fast-track registration. Our Compliance department is actively working on this while we await the completion of the first closing.

**CANNORDIC IPO:** The planned IPO of our 100%-owned subsidiary, CANNORDIC, on the German stock exchange is advancing. The IPO aims to raise approximately DKK 40.3 million (€5.4 million) by selling up to 20% of CANNORDIC shares while retaining an 80% ownership. The IPO prospectus has been submitted to BaFin in Germany, and the subsidiary is tentatively valued at DKK 224 million (€30 million).

## Financial Statements

### Income Statement

1. July – 30. September 2024

	Quarter 4		Year-to-Date	
	2023/2024 DKK	2022/2023 DKK	2023/2024 DKK	2022/2023 DKK
<b>Income Statement</b>				
Net Sales	3.868.527	72.992	8.461.357	1.067.275
Costs of goods sold	-2.423.844	-26.223	-5.252.511	-153.729
<b>Gross Profit</b>	<b>1.444.684</b>	<b>46.769</b>	<b>3.208.847</b>	<b>913.546</b>
Other operating income	0	41.234	0	164.948
Sales and distribution cost	-428.209	-1.360.763	-2.065.411	-4.615.345
Administrative costs	-543.004	-722.078	-2.448.336	-4.268.109
Staff costs	-2.755.355	-2.125.958	-9.064.302	-8.017.606
Depreciation and amortisation	-558.629	-519.045	-2.115.764	-2.076.080
<b>Operating profit</b>	<b>-2.840.513</b>	<b>-4.639.841</b>	<b>-12.484.966</b>	<b>-17.898.645</b>
Income from equity investments in group enterprises	0	0	-459.141	0
Financial costs net	-422.264	-212.772	-1.525.883	-568.146
<b>Profit or loss before tax</b>	<b>-3.262.777</b>	<b>-4.852.613</b>	<b>-14.469.990</b>	<b>-18.466.791</b>
Tax on net profit or loss for the year	2.207.119	1.137.780	4.819.083	3.954.029
<b>Net profit or loss for the year</b>	<b>-1.055.657</b>	<b>-3.714.834</b>	<b>-9.650.907</b>	<b>-14.512.762</b>
<b>Comprehensive income</b>				
Net profit or loss for the year	-1.055.657	-3.714.834	-9.650.907	-14.512.762
<b>Other comprehensive income:</b>				
Cost Direct Issue & IPO	-6.311.725	0	-6.311.725	0
<b>Total comprehensive income for the year</b>	<b>-7.367.382</b>	<b>-3.714.834</b>	<b>-15.962.632</b>	<b>-14.512.762</b>

## Balance

30. September 2024

	30. September 2024 DKK	30. September 2023 DKK
<b>Balance Sheet</b>		
<b>Assets</b>		
Development projects & IPR rights	12.109.494	10.152.837
Rights	2.756.230	3.474.277
Deferred tax assets	12.278.731	7.459.648
Deposits	57.000	106.688
<b>Total non-current assets</b>	<b>31.314.465</b>	<b>21.193.451</b>
Manufactured goods and goods for resale	963.245	2.710.031
Trade receivables	3.859.610	2.451.646
Other receivables	225.051	-85.057
Cash and equivalents	17.710	-415.014
<b>Total current assets</b>	<b>5.065.617</b>	<b>4.661.606</b>
<b>Total assets</b>	<b>36.380.082</b>	<b>25.855.057</b>



## Balance

30. September 2024

	30. September 2024 DKK	30. September 2023 DKK
<b>Equity and liabilities</b>		
Share Capital	1.113.179	800.971
Reserve for net revaluation according to the equity method	0	0
Reserve for development costs	9.445.405	7.919.212
Retained earnings	-4.542.631	1.693.595
Other Capital reserves	0	0
<b>Total equity</b>	<b>6.015.953</b>	<b>10.413.778</b>
Other provisions	4.802.000	0
Subordinate loan capital	8.093.332	8.098.428
Interest bearing liabilities	537.449	489.060
<b>Total non-current liabilities</b>	<b>13.432.781</b>	<b>8.587.488</b>
Credit bank	813.081	0
Interest bearing liabilities	3.747.000	192.019
Trade payables	8.900.911	5.108.285
Other payables	3.470.356	1.553.487
<b>Total current liabilities</b>	<b>16.931.348</b>	<b>6.853.791</b>
<b>Total liabilities</b>	<b>36.380.082</b>	<b>25.855.057</b>

## Equity Statement

1. July – 30. September 2024

	Quarter 4		Year-To-Date	
	2023/2024 DKK	2022/2023 DKK	2023/2024 DKK	2022/2023 DKK
Balance, beginning of period	800.971	800.971	800.971	800.971
Change	312.207	0	312.207	0
<b>Contributed capital, end of period</b>	<b>1.113.179</b>	<b>800.971</b>	<b>1.113.179</b>	<b>800.971</b>
Balance, beginning of period	0	0	0	0
Change	0	0	0	0
<b>Reserve for net revaluation, end of period</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Balance, beginning of period	9.261.338	7.693.546	7.919.213	7.435.878
Change	184.068	225.667	1.526.192	483.335
<b>Reserve for development costs, end of period</b>	<b>9.445.405</b>	<b>7.919.213</b>	<b>9.445.405</b>	<b>7.919.213</b>
Balance, beginning of period	-8.243.780	5.634.096	1.693.595	16.689.694
Share premium	11.252.599	0	11.252.599	0
Deferred tax	0	0	0	0
IPO cost and capital raising	-6.311.725	0	-6.311.725	0
Reserve for development costs	-184.068	-225.667	-1.526.192	-483.337
Retained earnings for the period	-1.055.657	-3.714.834	-9.650.907	-14.512.762
<b>Retained earnings, end of period</b>	<b>-4.542.631</b>	<b>1.693.595</b>	<b>-4.542.631</b>	<b>1.693.595</b>
<b>Total Equity, end of period</b>	<b>6.015.953</b>	<b>10.413.779</b>	<b>6.015.953</b>	<b>10.413.779</b>

## Cash flow and capital allocation

1. July – 30. September 2024

	Quarter 4		Yeart-To-Date	
	2023/2024	2022/2023	2023/2024	2022/2023
	DKK	DKK	DKK	DKK
<b>Cash Flow statement</b>				
Profit/loss before tax	-1.055.657	-3.714.834	-9.650.904	-14.512.762
Financial expenses, reversed	422.264	212.772	1.525.883	568.146
Depreciation, reversed	558.629	519.045	2.115.764	2.076.080
Changes in working capital	-5.243.366	1.965.516	1.657.804	3.539.666
<b>Cash flows from operating activities</b>	<b>-5.318.130</b>	<b>-1.017.500</b>	<b>-4.351.453</b>	<b>-8.328.871</b>
Investing in Development projects	-435.589	-740.062	-3.354.373	-2.188.336
<b>Cash flow from investment activities</b>	<b>-435.589</b>	<b>-740.062</b>	<b>-3.354.373</b>	<b>-2.188.336</b>
Share capital	312.207	0	312.207	0
Share premium	11.252.599	0	11.252.599	0
Financial expenses paid	-422.264	-212.772	-1.525.886	-568.148
IPO cost and capital raising	-6.311.725	0	-6.311.725	0
Loan internal partners	-622.139	1.997.861	-5.096	8.098.428
Credit institutions	126.225	70.570	48.390	-105.865
Loan - short	1.664.981	-162.463	3.554.981	-256.006
<b>Cash flow from financing activities</b>	<b>5.999.884</b>	<b>1.693.196</b>	<b>7.325.469</b>	<b>7.168.410</b>
<b>Total cashflows end of period</b>	<b>246.164</b>	<b>-64.366</b>	<b>-380.357</b>	<b>-3.348.797</b>
Cash/Credit, beginning of period	-1.041.535	-350.647	-415.014	2.933.783
<b>Cash/ Credit , end of period</b>	<b>-795.371</b>	<b>-415.014</b>	<b>-795.371</b>	<b>-415.014</b>

	Quarter 4		Yeart-To-Date	
	2023/2024	2022/2023	2023/2024	2022/2023
	DKK	DKK	DKK	DKK
<b>Change in working capital</b>				
Change in Finished goods	494.325	-1.002.766	1.746.786	-1.361.497
Trade + other receivables	-666.158	1.868.895	-1.718.073	4.127.045
Trade + other payables	-2.872.791	2.184.380	5.709.496	4.890.691
Other provisions	0	-41.234	0	-164.948
Deferred tax	-2.207.119	-1.137.780	-4.819.083	-3.953.949
Joint Venture, not consolidated	2.810	0	688.990	0
Deposits	5.569	94.021	49.688	2.324
	<b>-5.243.366</b>	<b>1.965.516</b>	<b>1.657.804</b>	<b>3.539.666</b>

## Financial Statements Parent

### Income Statement

1. July – 30. September 2024

	Quarter 4		Year-To-Date	
	2023/2024 DKK	2022/2023 DKK	2023/2024 DKK	2022/2023 DKK
Net Sales	386.051	359.845	1.497.241	1.210.737
<b>Gross Profit</b>	<b>386.051</b>	<b>359.845</b>	<b>1.497.241</b>	<b>1.210.737</b>
Sales and distribution cost	-2.731	-85.279	-130.352	0
Administrative costs	-398.822	-293.732	-1.480.932	-2.585.081
Staff costs	-1.531.251	-876.230	-4.897.906	-3.822.808
Depreciation and amortisation	-410.399	-171.050	-445.249	-684.098
<b>Operating profit</b>	<b>-1.957.151</b>	<b>-1.066.445</b>	<b>-5.457.198</b>	<b>-5.881.251</b>
Income from equity investments in group enterprises	-717.571	-2.956.070	-6.739.489	-10.259.837
Financial costs net	-132.363	84.328	-411.901	564.142
<b>Profit or loss before tax</b>	<b>-2.807.085</b>	<b>-3.938.186</b>	<b>-12.608.588</b>	<b>-15.576.947</b>
Tax on net profit or loss for the year	1.751.428	223.352	2.957.681	1.064.180
<b>Net profit or loss for the year</b>	<b>-1.055.657</b>	<b>-3.714.834</b>	<b>-9.650.907</b>	<b>-14.512.767</b>
<b>Comprehensive income</b>				
Profit or loss before tax	-1.055.657	-3.714.834	-9.650.907	-14.512.762
<b>Other comprehensive income:</b>				
Cost Direct Issue & IPO	-6.311.725	0	-6.311.725	0
<b>Total comprehensive income for the year</b>	<b>-7.367.382</b>	<b>-3.714.834</b>	<b>-15.962.632</b>	<b>-14.512.762</b>

## Balance

30. September 2024

	30. September 2024 DKK	30. September 2023 DKK
<b>Balance Sheet</b>		
<b>Assets</b>		
Development projects & IPR rights	2.985.221	1.265.935
Equity investments in associated & group enterprises	17.639.635	9.099.093
Deferred tax assets	5.408.103	2.450.422
Deposits	57.000	57.000
<b>Total non-current assets</b>	<b>26.089.958</b>	<b>12.872.449</b>
Receivables from group enterprises	1.704.477	12.918.671
Other receivables	207.859	-134.118
Cash and equivalents	1.559	-265.411
<b>Total current assets</b>	<b>1.913.894</b>	<b>12.519.142</b>
<b>Total assets</b>	<b>28.003.852</b>	<b>25.391.592</b>
<b>Equity and liabilities</b>		
Share Capital	1.113.179	800.971
Reserve for net revaluation according to the equity method	0	0
Reserve for development costs	2.328.472	987.429
Retained earnings	2.574.302	8.625.378
<b>Total equity</b>	<b>6.015.953</b>	<b>10.413.778</b>
Subordinate loan capital	8.093.332	8.098.428
Other Provisions	0	4.802.000
Interest bearing liabilities	12.901.453	12.900.428
<b>Total non-current liabilities</b>	<b>12.901.453</b>	<b>12.900.428</b>
Credit bank	808.961	0
Loan Short	3.747.000	0
Trade payables	3.327.079	1.712.395
Other payables	1.203.406	364.990
<b>Total current liabilities</b>	<b>9.086.447</b>	<b>2.077.385</b>
<b>Total liabilities</b>	<b>28.003.852</b>	<b>25.391.592</b>

## Equity Statement

1. July – 30. September 2024

	Quarter 4		Year-To-Date	
	2023/2024 DKK	2022/2023 DKK	2023/2024 DKK	2022/2023 DKK
Balance, beginning of period	800.971	800.971	800.971	800.971
Change	312.207	0	312.207	0
<b>Contributed capital, end of period</b>	<b>1.113.179</b>	<b>800.971</b>	<b>1.113.179</b>	<b>800.971</b>
Balance, beginning of period	0	0	0	0
Change	0	0	0	0
<b>Reserve for net revaluation, end of period</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Balance, beginning of period	2.223.034	926.310	987.429	862.855
Change	105.438	61.119	1.341.043	124.574
<b>Reserve for development costs, end of period</b>	<b>2.328.472</b>	<b>987.429</b>	<b>2.328.472</b>	<b>987.429</b>
Balance, beginning of period	-1.205.476	12.401.331	8.625.378	23.262.717
IPO cost and capital raising	-6.311.725	0	-6.311.725	0
Reserve for development costs	-105.438	-61.119	-1.341.043	-124.572
Retained earnings for the period	-1.055.657	-3.714.834	-9.650.907	-14.512.767
<b>Retained earnings, end of period</b>	<b>2.574.302</b>	<b>8.625.378</b>	<b>2.574.302</b>	<b>8.625.378</b>
<b>Total Equity, end of period</b>	<b>6.015.953</b>	<b>10.413.778</b>	<b>6.015.953</b>	<b>10.413.778</b>

## Cash flow and capital allocation

1. July – 30. September 2024

	Quarter 4		Year-To-Date	
	2023/2024	2022/2023	2023/2024	2022/2023
	DKK	DKK	DKK	DKK
<b>Cash Flow statement</b>				
Profit/loss before tax	-1.055.657	-3.714.834	-9.650.907	-14.512.767
Financial expenses, reversed	132.363	-84.328	411.901	-564.142
Depreciation, reversed	410.399	171.050	923.547	684.098
Changes in working capital	-5.397.496	7.505.154	1.109.049	3.768.695
<b>Cash flows from operating activities</b>	<b>-5.910.392</b>	<b>3.877.041</b>	<b>-7.206.410</b>	<b>-10.624.116</b>
Investing in Development projects	-186.552	-181.108	-1.924.786	-365.210
<b>Cash flow from investment activities</b>	<b>-186.552</b>	<b>-181.108</b>	<b>-1.924.786</b>	<b>-365.210</b>
Share capital	312.207	0	312.207	0
Share premium	11.252.599	0	11.252.599	0
Financial expenses paid	-132.363	84.328	-411.901	564.144
IPO cost and capital raising	-6.311.725	0	-6.311.725	0
Loan internal partners	-622.139	1.997.861	-5.096	8.098.428
Credit institutions	0	0	0	0
Loan - short	1.747.000	-5.848.614	3.747.000	0
<b>Cash flow from financing activities</b>	<b>6.245.579</b>	<b>-3.766.425</b>	<b>8.583.084</b>	<b>8.662.572</b>
<b>Total cashflows end of period</b>	<b>148.635</b>	<b>-70.491</b>	<b>-548.112</b>	<b>-2.326.754</b>
Cash/Credit, beginning of period	-962.158	-194.920	-265.411	2.061.343
<b>Cash/ Credit , end of period</b>	<b>-813.523</b>	<b>-265.411</b>	<b>-813.523</b>	<b>-265.411</b>

	Quarter 4		Year-To-Date	
	2023/2024	2022/2023	2023/2024	2022/2023
	DKK	DKK	DKK	DKK
<b>Change in working capital</b>				
Trade + other receivables	-485.787	134.118	-341.977	134.118
Trade + other payables	-484.420	358.647	2.453.101	1.437.117
Other provisions	0	4.802.000	0	4.802.000
Deferred tax	-1.751.428	-223.352	-2.957.681	-1.064.180
Loan Group Enterprises	-2.675.862	2.433.742	1.955.606	-1.483.360
Deposits	0	0	0	-57.000
	<b>-5.397.496</b>	<b>7.505.154</b>	<b>1.109.049</b>	<b>3.768.695</b>

# Verification

Transaction 09222115557533046896

## Document

CS MEDICA Q4 2023\_2024

Main document

35 pages

Initiated on 2024-11-30 12:32:21 CET (+0100) by Frederik Westin (FW)

Finalised on 2024-11-30 14:32:53 CET (+0100)

## Initiator

Frederik Westin (FW)

CANNORDIC

frederik@cannordic.com

+4591828293

## Signatories

Lone Henriksen (LH)

lh@cannordic.com



Signed 2024-11-30 14:19:48 CET (+0100)

Heidi Ahlefeldt-Laurvig (HA)

hal@cs-medica.com



Signed 2024-11-30 13:36:23 CET (+0100)

Mikkel Raahauge Nielsen (MRN)

mn@cannordic.com



Signed 2024-11-30 14:18:28 CET (+0100)

Suzan Al-Shuweli (SA)

sas@cannordic.com



Signed 2024-11-30 14:32:53 CET (+0100)

Flemming Heegaard (FH)

fh@advokaten.net



Signed 2024-11-30 13:36:47 CET (+0100)

Anders Permin (AP)

aper@unibrains.dk



Signed 2024-11-30 13:43:18 CET (+0100)



# Verification

Transaction 09222115557533046896

Jesper Halle (JH)

*jesperhalle@outlook.com*



Signed 2024-11-30 13:04:39 CET (+0100)

Ib Madsen (IM)

*ib@bangjensengroup.com*



Signed 2024-11-30 12:49:34 CET (+0100)

Gitte Lund Henriksen (GLH)

*glh@cs-medica.com*



Signed 2024-11-30 12:41:57 CET (+0100)

This verification was issued by Scrive. Information in italics has been safely verified by Scrive. For more information/evidence about this document see the concealed attachments. Use a PDF-reader such as Adobe Reader that can show concealed attachments to view the attachments. Please observe that if the document is printed, the integrity of such printed copy cannot be verified as per the below and that a basic print-out lacks the contents of the concealed attachments. The digital signature (electronic seal) ensures that the integrity of this document, including the concealed attachments, can be proven mathematically and independently of Scrive. For your convenience Scrive also provides a service that enables you to automatically verify the document's integrity at: <https://scrive.com/verify>

