

Revenio Group Corporation: Financial Statement Bulletin January 1 – December 31, 2020

Figures in brackets refer to the same period in the previous year, unless otherwise stated.

Despite the exceptional circumstances, 2020 ended with very strong net sales and operating profit growth

October–December 2020

- Net sales totaled EUR 19.7 (14.9) million, showing an increase of 31.7%
- The currency-adjusted growth of net sales in October–December was 35.9%, or 4.2% percentage points stronger than reported
- The strong development of the business was due to the increased demand for iCare intraocular pressure measuring devices and sensors, especially in the United States
- Operating profit was EUR 7.6 (5.2) million, 38.8% of revenue, up 46.2%
- EBITDA was EUR 8.3 (5.8) million, up 43.7%
- EUR 1.0 million was booked as contingent consideration release to other operating profit due to the non-realization of additional outstanding purchase price criteria
- Cash flow from operations totaled EUR 6.2 (6.6) million
- Revenio revised its earnings guidance on December 17, 2020 in terms of net sales, mainly due to higher-than-expected growth sales in the United States and estimated that net sales in July–December 2020 will be EUR 33.5 – 35.5 million, resulting in very strong growth. Profitability excluding non-recurring expenses was estimated to be at a strong level in accordance with the guidance published on October 12, 2020.
- Undiluted earnings per share came to EUR 0.222 (0.143)

January–December 2020

- Net sales totaled EUR 61.1 (49.5) million, up 23.4%
- The currency-adjusted growth of net sales in January–December was 26.5%, or 3.1% percentage points stronger than reported
- Operating profit was EUR 17.1 (12.6) million, 28.1% of revenue, up 36.0%
- Operating profit for the reference period was weighed down by non-recurring acquisition costs amounting to EUR 2.8 million and the impact of the acquisition cost of CenterVue's inventories and the EUR 1.9 million costs related to the impairment of Cutica occurring during the financial year
- Adjusted for non-recurring acquisition costs, the operating profit for the reference period was EUR 15.4 million, while the operating profit for the period, adjusted with the impairment for Cutica, amounted to EUR 19.1 million. In relation to the adjusted operating profit for the reference and review period, operating profit grew by 24.2% in the period.
- EBITDA was EUR 21.7 (14.6) million
- EBITDA for the reference period was weighed down by non-recurring acquisition costs amounting to EUR 2.8 million and the impact of the acquisition cost of CenterVue's inventories.

- EBITDA adjusted for non-recurring acquisition costs was EUR 17.4 million in the reference period. In relation to the adjusted EBITDA for the reference period, EBITDA grew by 24.8% in the review period
- The Annual General Meeting of June 8, 2020 confirmed a dividend of EUR 0.30 (0.28)
- Cash flow from operating activities was EUR 15.2 (12.4)
- Undiluted earnings per share came to EUR 0.505 (0.365)
- The Board of Directors will propose to the Annual General Meeting of March 17, 2021 that a per-share dividend of EUR 0.32 (0.30) be paid

Key consolidated figures, EUR million

| | Oct-Dec/2020 | Oct-Dec/2019 | Change % | Jan-Dec/2020 | Jan-Dec/2019 | Change % |
|-------------------------------|--------------|--------------|----------|--------------------|--------------------|------------------|
| Net sales | 19.7 | 14.9 | 31.7 | 61.1 | 49.5 | 23.4 |
| Gross margin | 13.7 | 10.6 | 28.7 | 43.3 | 34.5 | 25.5 |
| Gross margin, % | 69.3 | 70.9 | -1.6 | 71.0 | 69.8 | 1.2 |
| EBITDA | 8.3 | 5.8 | 43.7 | 21.7 | 14.6 | 48.4 |
| EBITDA, % | 42.1 | 38.6 | 3.5 | 35.5 | 29.5 | 6.0 |
| Operating profit, EBIT | 7.6 | 5.2 | 46.2 | 17.1 | 12.6 | 36.0 |
| Operating profit, %, EBIT, % | 38.8 | 34.9 | 3.8 | 28.1 | 25.5 | 2.6 |
| Return on investment (ROI), % | 8.1 | 9.4 | -1.3 | 18.1 | 22.6 | -4.5 |
| Return on equity (ROE), % | 8.8 | 9.0 | -0.2 | 19.9 | 22.7 | -2.8 |
| Earnings per share, undiluted | | | | | | |
| | | | | Dec 31 2020 | Dec 31 2019 | Change, % |
| Equity ratio, % | | | | 60.9 | 58.6 | 2.3 |
| Net gearing, % | | | | -2.4 | 3.4 | -5.8 |

Financial guidance for 2021

Covid-19 pandemic continues to cause uncertainty related to the markets. Revenio Group's exchange rate-adjusted net sales are estimated to grow strongly from the previous year and profitability is to remain at a good level without non-recurring items.

President & CEO Jouni Toijala comments on 2020:

"The year 2020 will go down in history as an exceptional year marked by the Covid-19 pandemic. In these exceptional circumstances, we again achieved excellent performance and the fast adoption of new and innovative ways of working and a proactive approach delivered results. Our positive profit warning in July-December regarding net sales growth was an indication of our entire organization's excellent ability to adapt quickly to the changed situation.

In 2020, the impact of the Covid-19 pandemic were seen in our global business as challenges in arranging customer meetings, whereas the increased hygiene requirements were reflected in exceptionally strong demand for both iCare intraocular pressure measurement devices and their single-use probes throughout the year. We responded to the increased demand by expanding probe production capacity. The unique

features of the iCare intraocular pressure measurement devices demonstrated their strengths, allowing patient measurements to continue uninterrupted in a market situation marked by the pandemic.

In our industry, the focus of health care was largely on patient-critical tasks, and other matters were postponed as less urgent to a later date. The Covid-19 restrictions affected sales of iCare retinal imaging devices particularly in early 2020, as they are capital goods and require in-person meetings for both sales and installation. Their sales began to pick up from May onwards towards the end of the year, with deliveries also resuming. However, we expect the Covid-19 restrictions to continue to have some impact on imaging device sales and customer deliveries in 2021.

The iCare DRSpplus retinal imaging device, in particular, has been well received on the market, and demand for the device was strong despite the fact that the product launch took place at the start of the pandemic, and we were not able to launch it at full capacity yet. We believe that we have developed the best product on the market in this product group with a device that allows faster and fully automated high-resolution pictures.

Fixed costs were at an exceptionally low level throughout 2020 due to the travel restrictions imposed because of the Covid-19 pandemic. Opportunities for physical customer meetings were extremely limited, and important industry congresses were transferred online or cancelled altogether.

The United States is the single largest health technology market, and our sales there grew strongly during 2020. Demand was particularly strong for iCare intraocular pressure measurement devices and their single-use probes. Sales in the US were boosted by some unusually large orders.

The development of Ventica and Cutica continued as planned. We also continued clinical trials and the development of artificial intelligence.

During the fall, we successfully conducted remote follow-up audits under the Medical Device Single Audit Program (MDSAP) in both Finland and Italy. MDSAP certification is also recognized by the authorities in the United States, Canada, Australia, Brazil, and Japan. We have also been preparing for the adoption of the new European Medical Device Regulation (MDR) as scheduled in spring 2021.

We continued to further develop our corporate social responsibility program and we have defined our responsibility goals. Our corporate social responsibility priorities are based on our strategic guidelines and the value we create for stakeholders, society, the environment, and the climate. In every aspect of our operations, we take into account the special characteristics of the business and operating environment in the field of health technology and support the UN's sustainable development goals.

Due to the acquisition of CenterVue in April 2019, we are now operating on a considerably larger market, and our position as a global supplier of ophthalmic devices for diagnostics of the eye has strengthened significantly. Our product portfolio covers intraocular pressure measurement devices (tonometers),

retinal imaging devices, and perimeters. We have expanded from the diagnosis of glaucoma and its monitoring during treatment to the detection of eye diseases and their monitoring during treatment.

Our outlook for 2021 is positive, and we welcome the new year with enthusiasm. We plan to invest in the continuous development of our product portfolio and building our global competences, as well as in digital marketing. We combined all our ophthalmic products under the unified iCare brand. The synergies we have already achieved through the acquisition, especially in terms of sales and marketing and the supply chain, will allow us to further strengthen our competitiveness and market position.

Our success would not be possible without the commitment of our personnel, partners, and owners to our common goals. I would therefore like to express my warmest thanks to our customers, employees, partners, and investors for the exceptional past year.”

Impact of the Covid-19 pandemic and actions taken in 2020

The risks and uncertainties related to the global Covid-19 pandemic grew significantly during the first quarter of 2020. During the second quarter of 2020, a gradual market reopening could be observed around the world. Towards the end of the year, the uncertainty caused by the Covid-19 pandemic again increased.

In the early stages of the pandemic, the entire Revenio Group transitioned widely to remote working at all its locations, and customer meetings were conducted mainly via remote tools. The remote working recommendation have been continued until further notice, taking official local guidelines into consideration. The sales and marketing organization has transferred customer and distributor events online. Despite the Covid-19 pandemic, Revenio has continued its R&D projects without interruption.

The pandemic has not had a significant impact on the supply chain. Sales of intraocular pressure measurement devices (tonometers) and their single-use probes have been good due to their hygiene in the Covid-19 situation. Imaging devices, on the other hand, are capital goods, and their market is expected to recover more slowly, as they require both face-to-face presentations and physical installation and deployment.

Revenio’s balance sheet and cash flow have remained strong throughout the period. The Covid-19 pandemic has not had a significant impact on Revenio’s financial position. No material changes have been observed in customers’ liquidity.

Financial review 2020

Net sales, profitability and profit

October–December 2020

Revenio Group’s consolidated net sales in October 1–December 31, 2020 totaled EUR 19.7 (14.9) million. This represented net sales growth of 31.7%. The currency-adjusted growth of net sales in October–

December was 35.9%, or 4.2% percentage points stronger than reported. EBITDA was EUR 8.3 (5.8) million, representing 42.1% of net sales, an increase of 43.7%. Earnings before tax totaled EUR 7.4 (5.1) million, a growth of 44.9% from the preceding year. Consolidated operating profit in October–December, totaled EUR 7.6 (5.2) million, up 46.2% from the previous year.

Undiluted earnings per share came to EUR 0.222 (0.143). Equity per share was EUR 2.61 (2.42).

January-December 2020

Revenio Group's consolidated net sales in January 1–December 31, 2020 totaled EUR 61.1 (49.5) million. This represented net sales growth of 23.4%. The currency-adjusted growth of net sales in January–December was 26.5%, or 3.1% percentage points stronger than reported. EBITDA was EUR 21.7 (14.6) million, representing 35.5% of net sales, an increase of 48.4%. EBITDA for the reference period was weighed down by non-recurring acquisition costs amounting to EUR 2.8 million. EBITDA adjusted for non-recurring acquisition costs was EUR 17.4 million. In relation to the adjusted EBITDA for the reference period, EBITDA grew by 24.8% in the financial period.

Earnings before tax totaled EUR 16.7 (12.3) million, a growth of 36.2% from the preceding year. In the third quarter, an impairment of EUR 1.9 million was recorded in the capitalized product development expenses for the Cutica skin cancer camera due to the weakened outlook for future return expectations. Clinical trials and the development of artificial intelligence will continue as planned.

In January–December, consolidated operating profit totaled EUR 17.1 (12.6) million, up 36.0% from the previous year.

Undiluted earnings per share came to EUR 0.505 (0.365). Equity per share was EUR 2.61 (2.42).

Balance sheet, financing activities and cash flow

The consolidated balance sheet total stood at EUR 114.4 (109.8) million on December 31, 2020. The consolidated goodwill recorded on the balance sheet on December 31, 2020 was EUR 50.4 (50.4) million.

Shareholders' equity amounted to EUR 69.7 (64.4) million. At the end of the review period, net liabilities amounted to EUR -1.7 (2.2) million and net gearing stood at -2.4% (3.4). The consolidated equity ratio was 60.9% (58.6). The Group's liquid assets amounted to EUR 28.9 (26.7) at the end of the period on December 31, 2020. Cash flow from operations totaled EUR 15.2 (12.4) million.

Corporate Governance

Changes in the Group structure

CenterVue Inc. was merged with Icare USA Inc. As of April 1, 2020, Revenio Group's subsidiary in the United States is Icare USA Inc.

Personnel and management

Jouni Toijala, B.Sc., MBA (b. 1968) was appointed as President & CEO of Revenio Group Corporation on May 18, 2020. Timo Hildén served as Revenio Group Corporation's President & CEO for the first part of the year before Jouni Toijala took up his position.

The Management Team of Revenio Group includes Revenio Group Corporation's CEO Jouni Toijala (chair), R&D Director of Imaging Devices Giuliano Barbaro, QA Director Heli Valtanen, Operations Director Ari Isomäki, Sales and Marketing Director Tomi Karvo, CFO Robin Pulkkinen, and R&D Director of Tonometers Mika Salkola.

Average number of personnel during the period

| | Jan- Dec/2020 | Jan- Dec/2019 |
|---------------|------------------|------------------|
| Revenio Group | 135 | 88 |

At the end of the period on December 31, 2020, the number of employees was 143 (120), an increase of 23 employees. The growth was mainly due to new recruitments. Wages, salaries, and other remuneration paid in January–December amounted to EUR 11.0 (8.3) million.

Board of Directors

Until the Annual General Meeting, Pekka Rönkä (Chair), Kyösti Kakkonen, Ari Kohonen, Ann-Christine Sundell and Pekka Tammela served on the company's Board of Directors. As of the Annual General Meeting from June 8, 2020 the members of the Board of Directors were Pekka Rönkä (Chair), Kyösti Kakkonen, Arne Boye Nielsen, Ann-Christine Sundell, Pekka Tammela, and Bill Östman.

Audit Committee

At its organization meeting, held after the 2020 Annual General Meeting, the Board of Directors elected the members from among its members for the Audit Committee. The following members of the Audit Committee will continue: Pekka Tammela (Chair), Pekka Rönkä, and Ann-Christine Sundell.

The duties of the Audit Committee are to:

- monitor and assess the financial reporting system;
- monitor and assess the efficiency of internal control and auditing as well as of the risk management systems;
- monitor and assess how agreements and other legal acts between the company and its related parties meet the requirements of the ordinary course of business and market terms;
- monitor and evaluate the independence of the auditor and, in particular, the offering of services other than auditing services by the auditor;
- monitor the company's auditing;
- prepare the appointment of the company's auditor.

In addition, the tasks of the Audit Committee include:

- monitoring the statutory auditing of the financial statements and consolidated financial statements as well as the reporting process and ensure their accuracy;
- supervising the financial reporting process;
- reviewing the effectiveness of Revenio Group Corporation's internal control and risk management systems, the Group's risks, and the quality and scope of risk management;
- approving the internal audit guidelines and reviewing the internal audit plans and reports;
- reviewing the description of the main features of the internal control and risk management systems in relation to the financial reporting process, which is included in the company's Corporate Governance Statement;
- evaluating the independence and work of the statutory auditor and proposing a resolution on the election and fee of the auditor;
- evaluating compliance with laws, regulations, and Company policies and monitoring significant litigations of Group companies;
- executing any other duties bestowed upon it by the Board.

Nomination and Remuneration Committee

On October 21, 2020, Revenio's Board of Directors established a Nomination and Remuneration Committee. The Nomination and Remuneration Committee assists the Board of Directors in preparatory work for the election of Board members, the nomination and remuneration of the President & CEO and other management, and the remuneration schemes for other personnel.

In accordance with the charter of the Nomination and Remuneration Committee, the Board elected the following members from among its members for the Committee: Ann-Christine Sundell (Chair), Arne Boye Nielsen and Bill Östman.

The duties of the Nomination and Remuneration Committee include:

- preparing a proposal to the Annual General Meeting on the members of the Board of Directors;
- preparing a proposal to the Annual General Meeting on the remuneration of Board members;
- preparatory work for the nomination of the President & CEO;
- preparing proposals related to the salary and other financial benefits of the President & CEO and other management;
- preparing matters related to the Company's remuneration schemes;
- assessing the remuneration of the President & CEO and other management and ensuring the appropriateness of the remuneration schemes;
- preparing the Remuneration Report;
- answering questions related to the Remuneration Report at the Annual General Meeting.

Auditor

Deloitte Oy, Authorized Public Accountants, was re-appointed as the company's auditor, with Mikko Lahtinen, Authorized Public Accountant, as the principal auditor. The remuneration for the auditor is paid upon presentation of a reasonable invoice.

Shares, share capital, and management and employee holdings

On December 31, 2020, the Revenio Group Corporation's fully paid-up share capital registered with the Trade Register was EUR 5,314,918.72 and the number of shares totaled 26,658,952.

The company has one class of share, and all shares confer the same voting rights and an equal right to dividends and the company's funds. On December 31, 2020, the President & CEO, members of the Board of Directors, and their related parties held 0.23% of the company's shares, or 59,986 shares, and 0.0% of the option rights.

During the financial period, the company bought back 80,000 of its own shares. At the end of the period, the company held 131,058 of its own shares.

During the financial period, the number of shares increased by 49,545 following subscriptions made on the basis of the 2015B stock option scheme and by 64,665 following subscriptions made on the basis of the 2015C option scheme. A total of 114,210 shares were subscribed. Following these subscriptions, the number of shares and votes of Revenio Group Corporation increased to 26,658,952.

In late 2015, the employees of Revenio Group established a personnel fund, into which any bonuses earned by employees working in Finland on the basis of incentive schemes can be paid. The arrangement is widely used by the personnel.

The Annual General Meeting of Revenio Group Corporation held on June 8, 2020 decided that 40% of Board members' emoluments will be settled in the form of company shares.

Authorization for the purchase of own shares

On June 8, 2020, the Annual General Meeting authorized the Board to make the decision to buy back a maximum of 1,329,951 of the company's own shares in one or several tranches using the company's non-restricted equity capital. The authorization is valid until the end of the Annual General Meeting to be held in 2021, however, no later than until 30 June 2021. This authorization supersedes the buyback authorization granted at the Annual General Meeting of March 20, 2019.

Authorization to decide on a share issue and on the granting of stock options and other special rights giving entitlement to shares

The Annual General Meeting of June 8, 2020 authorized the Board of Directors to decide to issue a maximum of 1,329,951 shares or to grant special rights (including stock options) entitling to shares, as referred to in chapter 10, section 1 of the Limited Liability Companies Act, in one or several tranches.

This authorization will be used to finance and implement any prospective corporate acquisitions or other transactions, to implement the company's share-based incentive plans, or for other purposes determined by the Board.

The authorization is valid until the end of the Annual General Meeting to be held in 2021, however, no later than until 30 June 2021. This authorization supersedes the share-issue authorization granted at the Annual General Meeting of March 20, 2019.

Current option schemes

Based on the share issue authorization granted by the Annual General Meeting of March 19, 2015, Revenio Group Corporation's Board of Directors decided, on August 10, 2015, to implement a new option scheme comprising a maximum of 150,000 option rights. One option right entitles its holder to subscribe for three shares. New shares subscribed for via the option program entitle the holder to a dividend from the year of subscription onwards. The option rights will be allocated, as determined by the Board of Directors, to key personnel employed or to be employed by the Revenio Group in accordance with the terms and conditions of the option scheme.

These option rights are divided into three series: Series A (50,000), Series B (50,000), and Series C (50,000). The subscription periods for options were as follows: Series A: May 31, 2017–May 31, 2019; Series B: May 31, 2018–May 31, 2020; and Series C: May 31, 2019–May 31, 2021. The share subscription price for Series C options is the trade-weighted average price of a Revenio share quoted on Nasdaq Helsinki Oy during the period September 1–October 15, 2017, plus 15 per cent. On December 31, 2020, the share subscription price for Series C options was EUR 12.48. In accordance with the terms and conditions of the option scheme, the subscription price is reduced by the amount of dividends decided before the share subscription, on the record date of each dividend payment.

A total of 114,210 new shares were subscribed for under the option schemes in January–December 2020.

Performance share plans

On March 20, 2018, June 20, 2019, and March 13, 2020, the Board of Directors of Revenio Group Corporation decided on a long-term incentive scheme directed towards the President & CEO and other Management Team of Revenio Group. Long-term incentive schemes form part of the company's remuneration program for key personnel and are aimed at supporting the implementation of the company's strategy and harmonizing the objectives of key personnel and company shareholders in order to grow the company's value. Moreover, the CEO is entitled to a restricted share plan if certain conditions are met. According to the plan, the CEO would be entitled to receive a total of 3,000 company shares during 2021–2023.

Flagging notifications

On June 5, 2020, Revenio Group Corporation was notified of a change in shareholder ownership, in accordance with chapter 9, section 5 of the Securities Market Act, in which the number of shares and votes in Revenio Group Corporation held by William Demant Invest A/S rose above 10%. On June 5, 2020,

William Demant Invest A/S held 10.17% of Revenio Group Corporation's shares and votes, with a total of 2,705,336 shares in Revenio Group Corporation.

On October 13, 2020, Revenio was notified of a change in shareholder ownership, in accordance with chapter 9, section 5 of the Securities Market Act, in which the number of shares and votes in Revenio Group Corporation held by The Capital Group Companies Inc fell below 5%. The Capital Group Companies Inc held 4.8399% of Revenio Group Corporation's shares and votes. On October 13, 2020, The Capital Group Companies Inc held a total of 1,288,756 shares in Revenio Group Corporation.

At the end of the financial period, the number of Revenio Group Corporation shares registered with the Trade Register was 26,658,952.

Management transactions

Transactions in Revenio securities by members of Revenio Group Corporation's management during the financial period have been published as stock exchange releases and can be viewed on the company website at <https://www.reveniogroup.fi/en/investors/releases>.

Trading on Nasdaq Helsinki

During the period January 1–December 31, 2020, Revenio Group Corporation's share turnover on the Nasdaq Helsinki exchange totaled EUR 446.8 (123.9) million, representing 14.4 (6.0) million shares or 54.1% (22.4) of all shares outstanding. The highest trading price was EUR 51.50 (28.05) and the lowest was EUR 18.48 (12.56). At the end of the period, the closing price was EUR 50.30 (26.25), and the average share price was EUR 30.98 (20.8). Revenio Group Corporation's market value stood at EUR 1,341 (697) million on December 31, 2020.

Summary of trading on Nasdaq Helsinki January 1–December 31, 2020

| January-December 2020 | Turnover, number of shares | Value total, EUR | Highest, EUR | Lowest, EUR | Average price, EUR | Latest, EUR |
|-----------------------|----------------------------|------------------|--------------|-------------|--------------------|-------------|
| REG1V | 14,420,198 | 446,788,330 | 51.50 | 18.48 | 30.98 | 50.30 |

| | Dec 31 2020 | Dec 31 2019 |
|------------------------|---------------|-------------|
| Market value, EUR | 1,340,945,286 | 696,799,478 |
| Number of shareholders | 20,184 | 12,338 |

Risks and uncertainty factors

Revenio Group's typical risks are divided into strategic, operational, trade cycle, hazard, financial, and political risks. In addition, the threat of the global impact of pandemics and cyber threats has increased.

The Group's strategic risks include competition in all sectors, the threat posed by new competing products, and any other actions of the Company's rivals that may affect the competitive situation. Another strategic risk is related to the ability to succeed in R&D activities and to maintain a competitive product mix. The Group develops new technologies under Icare Finland Oy, Revenio Research Oy and CenterVue SpA, and any failure in the commercialization of individual development projects may result in the depreciation of capitalized development expenses, with an impact on the result. Strategic risks in the Group's segments that require special expertise are also associated with the successful management and development of key human resources and the management of the subcontractor and supplier network.

Corporate acquisitions and the purchase of assets with growth potential related to health tech are part of the Group strategy. The success of these acquisitions has a significant impact on the achievement of growth and profitability targets. Acquisitions may also change the Group's risk profile.

Strategic risks and the need for action are regularly assessed and are monitored in connection with day-to-day management, monthly Group reporting, and annual strategy updates.

Operational risks are associated with the retention and development of major customers, the operations of the distribution network, and success in extending the customer base and markets. In the health technology sector especially, operational risks include factors related to expansion into new markets, such as various countries' national regulations of marketing authorizations for medical instruments and the related official decisions concerning the health care market. Success in health tech R&D projects launched in accordance with the strategy can also be classified as an operational risk.

The operational risks related to the manufacture, product development, and production control of medical instruments are estimated to be higher than average due to the sector's requirements concerning quality. Hazard risks are covered by insurance. Property and business interruption insurance provides protection against risks in these areas. The business pursued is covered by international liability insurance.

Financial risks can be further categorized into credit, interest-rate, liquidity, and foreign exchange risks. To manage credit loss risks, the Group has taken out credit insurance that covers all companies in the Group. Every month, and more frequently if necessary, the Board, in its meetings, assesses matters related to financial issues. If required, the Board provides decisions and guidelines for the management of financial risks concerning interest-rate and currency hedging, for instance. The liquidity risk can be affected by the availability of external financing, the development of the Group's credit standing, the trend in business operations, and changes in the payment behavior of customers. Liquidity risks are monitored by means of cash forecasts, which are drawn up for periods of 12 months at the most at a time.

The Revenio Group sells products in nearly 100 countries. Trade policy uncertainties, an unstable political situation, Brexit, and any protective tariffs may affect demand for Revenio Group's products. Revenio

actively monitors political developments in different market areas from the risk management perspective. Developments in the political operating environment and legislation may have an impact on Revenio Group's business.

Moreover, global pandemics such as Covid-19 could have direct and indirect effects on Revenio Group's business, and a pandemic could increase the risk of personnel falling ill. Closures of factories and borders in accordance with government regulations could potentially weaken Revenio's business conditions, and restrictions on movement could hamper the sales and delivery of Revenio's products.

Annual General Meeting and Board authorizations in effect

Decisions by the Annual General Meeting of Revenio Group Corporation on June 8, 2020

1. Financial statements, Board and auditors

The Annual General Meeting confirmed the company's financial statements for the financial year January 1–December 31, 2019 and discharged the members of the Board of Directors and the Managing Director from liability.

The Annual General Meeting decided to elect six members to the Board of Directors. Pekka Rönkä, Kyösti Kakkonen, Ann-Christine Sundell, and Pekka Tammela were re-elected as Board members and Arne Boye Nielsen and Bill Östman were elected as new members. At its organization meeting, held after the Annual General Meeting, the Board of Directors elected Pekka Rönkä as Chair of the Board. The Board also decided on the composition of the Audit Committee and re-elected Pekka Rönkä, Pekka Tammela, and Ann-Christine Sundell as its members. Pekka Tammela was re-elected as Chair of the Audit Committee.

The Annual General Meeting decided that the Chair of the Board is entitled to an annual emolument of EUR 48,000, Board members acting as Chair of a committee to an annual emolument of EUR 30,000, and other Board members to an annual emolument of EUR 24,000.

A total of 40% of Board members' emoluments will be paid out in the form of company shares, while 60% will comprise a monetary payment. The Annual General Meeting also decided that the members of the Board of Directors and committees will be paid a fee of EUR 600 for board and committee meetings and EUR 300 per meeting for telephone meetings.

The Annual General Meeting decided to re-appoint Deloitte Oy, Authorized Public Accountants, as the company's auditors, with Mikko Lahtinen, Authorized Public Accountant, as the principal auditor. The Annual General Meeting decided to compensate the auditors upon the presentation of an invoice approved by the company.

2. Annual profit distribution and dividend distribution

In accordance with the proposal of the Board of Directors, the Annual General Meeting decided that a dividend of EUR 0.30 per share will be paid. Dividends will be paid to shareholders who have been

registered in the company's shareholder register, maintained by Euroclear Finland Ltd, by the dividend record date June 10, 2020. The dividend payment date was June 17, 2020.

3. Authorizing the Board of Directors to decide to repurchase the Company's own shares

The Annual General Meeting authorized the Board to make the decision to buy back a maximum of 1,329,951 of the company's own shares in one or several tranches using the company's non-restricted equity capital. The company may buy back shares to develop its capital structure, to finance and implement any corporate acquisitions or other transactions, to implement share-based incentive plans, to pay Board members' emoluments or otherwise transfer or cancel them.

The company may buy back shares in public trading on marketplaces whose rules and regulations allow the company to trade in its own shares. In such a case, the company will buy back shares through a directed purchase, that is, in a proportion other than its shareholders' holdings in company shares, with the consideration for the shares based on their publicly quoted market price. This will be done in such a manner that the minimum price of the purchased shares equals the lowest market price quoted in public trading during the authorization period, and, similarly, their highest price equals the highest market price quoted in public trading during that period.

The authorization is valid until the end of the Annual General Meeting to be held in 2021, however, no later than until 30 June 2021. This authorization supersedes the previous buyback authorizations granted at Annual General Meetings.

4. Authorization to the Board of Directors to decide on a share issue and on the granting of stock options and other special rights giving entitlement to shares

The Annual General Meeting authorized the Board of Directors to decide to issue a maximum of 1,329,951 shares or to grant special rights (including stock options) entitling to shares, as referred to in chapter 10, section 1 of the Limited Liability Companies Act, in one or several tranches.

This authorization will be used to finance and implement any prospective corporate acquisitions or other transactions, to implement the company's share-based incentive plans, or for other purposes determined by the Board.

It grants the Board the right to decide on all terms and conditions governing the said share issue and the granting of special rights, including the subscribers or grantees of the special rights, and the consideration payable. It also includes the right to waive shareholders' preemptive subscription rights, and it covers the issue of new shares and the transfer of any shares that may be held by the company.

The authorization is valid until the end of the Annual General Meeting to be held in 2021, however, no later than until 30 June 2021. This authorization supersedes the buyback authorizations granted at previous Annual General Meetings.

The Board's Proposal to the Annual General Meeting

The Group's profit for the period was EUR 13,361,739.31 and the parent company's profit was EUR 13,655,019.23. The parent company's distributable earnings on December 31, 2020 totaled EUR 68,822,657.00. The Board of Directors will propose to the Annual General Meeting on March 17, 2021 that the parent company's distributable earnings be distributed by paying a per-share dividend of EUR 0.32 (0.30), or a total of EUR 8,530,864.64, against the total number of shares at the close of the reporting period. The remainder of the distributable earnings will be retained in equity.

In the Board's opinion, the proposed distribution of earnings does not endanger the parent company's or Group's liquidity.

Major events after the financial period

There were no major events after the financial period.

Financial reporting in 2021

The Interim Report Q1/2021 will be published on Friday, April 23, 2021, the Half-Year Financial Report H1/2021 on Thursday, August 5, 2021, and the Interim Report for Q1–Q3/2021 on Thursday, October 21, 2021.

Results briefing

Revenio will arrange an audiocast conference call primarily aimed at investors, analysts, and the media on Thursday, February 11, 2021 at 3:30 p.m. EET. At the audiocast conference, Revenio's President & CEO Jouni Toijala and CFO Robin Pulkkinen will present the company's results for 2020. The invitation to the event has been published on February 8, 2021 as a press release and can be found on the website at: <https://www.reveniogroup.fi/en/investors/release?slug=invitation-to-revenios-audiocast-and-conference-call-on-financial-statements-for-the-year-2020>

Capital Markets Day

Revenio will organize a virtual Capital Markets Day on March 16, 2021. The invitation to the event will be published separately later.

Major shareholders on December 31, 2020*

| | | No. of shares | % |
|---|--|--------------------------|----------|
| 1 | William Demant Invest A/S | 2,899,237 | 10.88% |
| 2 | SEB Funds | 1,247,634 | 4.68% |
| 3 | Columbia Threadneedle | 1,129,985 | 4.24% |
| 4 | Capital Group | 792,790 | 2.97% |
| 5 | Ilmarinen Mutual Pension Insurance Company | 667,710 | 2.50% |
| 6 | Groupama Asset Management | 583,457 | 2.19% |
| 7 | Aktia Funds | 505,000 | 1.89% |
| 8 | Nordea Funds | 500,604 | 1.88% |

| | | | |
|----|------------|---------|-------|
| 9 | TIN Funds | 367,869 | 1.38% |
| 10 | Evli Funds | 352,000 | 1.32% |

* Monitor by Modular Finance AB. Compiled and processed data from various public sources, including Euroclear Finland and Morningstar, and from direct shareholder disclosures. Whilst all efforts have been made to secure as updated and complete information as possible, neither Revenio Group nor Modular Finance can guarantee the accuracy of the data.

FINANCIAL STATEMENTS January 1–December 31, 2020, TABLE SECTION

Statement of accounting policies

This financial statement bulletin has been prepared in compliance with IAS 34 Interim Financial Reporting and on the same principles as the 2019 financial statements, with the exception of the following amendments to existing Standards, which the Group has applied as of January 1, 2020:

- IAS 1 and IAS 8; amendments to definition of materiality
- IFRS 3; amendments to definition of a business
- IFRS 9, IAS 39 and IFRS 7; interest rate benchmark reform
- IFRS 16; Covid-19 related rent reductions in all changes (from June 1, 2020)

The adoption of the standards listed above has no essential impact on the Group's financial statements.

The figures of the financial statement bulletin are unaudited.

Consolidated comprehensive income statement (EUR million)

| | Oct–Dec/2020 | Oct–Dec/2019 | Jan–Dec/2020 | Jan–Dec/2019 |
|--|--------------|--------------|--------------|--------------|
| NET SALES | 19.7 | 14.9 | 61.1 | 49.5 |
| Other operating income | 1.2 | 1.3 | 1.3 | 1.3 |
| Materials and services | -6.0 | -4.3 | -17.7 | -14.9 |
| Employee benefits | -3.6 | -3.0 | -12.7 | -9.8 |
| Depreciation, amortization, and impairment | -0.7 | -0.5 | -4.6 | -2.0 |
| Other operating expenses | -2.9 | -3.1 | -10.2 | -11.5 |
| NET PROFIT/LOSS | 7.6 | 5.2 | 17.1 | 12.6 |
| Financial income and expenses (net) | -0.3 | -0.1 | -0.4 | -0.3 |
| PROFIT BEFORE TAXES | 7.4 | 5.1 | 16.7 | 12.3 |
| Income taxes | -1.5 | -1.4 | -3.4 | -2.9 |
| NET PROFIT | 5.9 | 3.7 | 13.4 | 9.3 |
| Other comprehensive income items | -0.6 | 0.0 | -0.6 | 0.0 |

| | | | | |
|---|-------|-------|-------|-------|
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 5.3 | 3.7 | 12,8 | 9.4 |
| Earnings per share, undiluted, EUR | 0.222 | 0.143 | 0.505 | 0.365 |
| Earnings per share, diluted, EUR | 0.222 | 0.143 | 0.504 | 0.364 |

Consolidated balance sheet (EUR million)

| | Dec 31/2020 | Dec 31/2019 |
|---------------------------------------|--------------|--------------|
| ASSETS | | |
| NON-CURRENT ASSETS | | |
| Tangible assets | 2.0 | 1.8 |
| Goodwill | 50.4 | 50.4 |
| Intangible assets | 16.9 | 19.4 |
| Right-of-use assets | 0.9 | 0.8 |
| Other receivables | 0.2 | 0.1 |
| TOTAL NON-CURRENT ASSETS | 70.4 | 72.5 |
| CURRENT ASSETS | | |
| Inventories | 4.9 | 3.5 |
| Trade and other receivables | 9.3 | 6.4 |
| Deferred tax assets | 1.0 | 0.8 |
| Cash and cash equivalents | 28.9 | 26.7 |
| TOTAL CURRENT ASSETS | 44.0 | 37.3 |
| TOTAL ASSETS | 114.4 | 109.8 |
| EQUITY AND LIABILITIES | | |
| SHAREHOLDERS' EQUITY | | |
| Share capital | 5.3 | 5.3 |
| Fair value reserve | 0.3 | 0.3 |
| Invested unrestricted capital reserve | 52.5 | 51.2 |
| Other reserves | 0.3 | 0.3 |
| Retained earnings | 14.0 | 8.0 |
| Translation differences | -0.3 | 0.1 |
| Own shares | -2.3 | -0.7 |
| TOTAL SHAREHOLDERS' EQUITY | 69.7 | 64.4 |
| LIABILITIES | | |
| NON-CURRENT LIABILITIES | | |
| Deferred tax liabilities | 3.9 | 4.1 |
| Financial liabilities | 22.4 | 25.4 |
| Lease liabilities | 0.4 | 0.4 |
| TOTAL NON-CURRENT LIABILITIES | 26.6 | 29.9 |
| CURRENT LIABILITIES | | |
| Trade and other payables | 12.6 | 10.5 |
| Provisions | 0.3 | 0.4 |

| | | |
|---|-------|-------|
| Financial liabilities | 4.6 | 4.3 |
| Lease liabilities | 0.6 | 0.4 |
| TOTAL CURRENT LIABILITIES | 18.1 | 15.5 |
| TOTAL LIABILITIES | 44.7 | 45.4 |
| TOTAL SHAREHOLDERS' EQUITY AND TOTAL LIABILITIES | 114.4 | 109.8 |

Consolidated statement of changes in equity (EUR million)

| | Share capital | Reserve for invested non- restricted reserve | Other reserves | Retained earnings | Translation differences | Own shares | Equity Total |
|--|------------------|--|-------------------|----------------------|----------------------------|---------------|-----------------|
| Equity Jan 1, 2020 | 5.3 | 51.2 | 0.6 | 8.0 | 0.1 | -0.7 | 64.4 |
| Dividend distribution | 0.0 | 0.0 | 0.0 | -7.9 | 0.0 | 0.0 | -7.9 |
| Disposal and purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | -1.6 | -1.5 |
| Other direct entries to retained earnings | 0.0 | 0.0 | 0.0 | 0.8 | 0.0 | 0.0 | 0.8 |
| Used option rights | 0.0 | 1.3 | 0.0 | 0.0 | 0.0 | 0.0 | 1.3 |
| Total comprehensive income | 0.0 | 0.0 | 0.0 | 13.2 | -0.4 | 0.0 | 12,8 |
| Equity Dec 31, 2020 | 5.3 | 52.5 | 0.6 | 14,0 | -0.3 | -2.3 | 69.7 |

| | Share capital | Reserve for invested non- restricted reserve | Other reserves | Retained earnings | Translation differences | Own shares | Equity Total |
|--|------------------|--|-------------------|----------------------|----------------------------|---------------|-----------------|
| Equity Jan 1, 2019 | 5.3 | 7.8 | 0.6 | 5.1 | 0.0 | -0.8 | 18.1 |
| Dividends | 0.0 | 0.0 | 0.0 | -6.7 | 0.0 | 0.0 | -6.7 |
| Disposal and purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 |
| Other direct entries to retained earnings | 0.0 | 0.0 | 0.0 | 3.9 | 0.0 | 0.0 | 3.9 |
| Used option rights | 0.0 | 1.9 | 0.0 | 0.0 | 0.0 | 0.0 | 1.9 |
| Share issue | 0.0 | 42.3 | 0.0 | 0.0 | 0.0 | 0.0 | 42.3 |
| Share issue costs | 0.0 | -0.9 | 0.0 | 0.0 | 0.0 | 0.0 | -0.9 |
| Total comprehensive income | 0.0 | 0.0 | 0.0 | 5.7 | 0.0 | 0.0 | 5.7 |
| Equity Dec 31, 2019 | 5.3 | 51.2 | 0.6 | 8.0 | 0.1 | -0.7 | 64.4 |

Consolidated cash flow statement (EUR million)

| | Jan-Dec/2020 | Jan-Dec/2019 |
|---|--------------|--------------|
| CASH FLOW FROM OPERATING ACTIVITIES | | |
| Profit for the period | 13.4 | 9.3 |
| Adjustments: | | |
| Depreciation, amortization, and impairment | 4.6 | 2.0 |
| Non-cash items | 0.5 | 1.8 |
| Interest expenses and other financial expenses | 0.4 | 0.4 |
| Interest income and other financial income | 0.0 | -0.1 |
| Taxes | 3.4 | 3.1 |
| Change in working capital: | | |
| Changes in sales and other receivables | -2.9 | -0.4 |
| Changes in current assets | -1.4 | -0.7 |
| Changes in trade and other payables | 1.0 | 1.0 |
| Change in working capital, total | -3.3 | -0.1 |
| Interest paid | -0.3 | -0.3 |
| Interest received | 0.0 | 0.0 |
| Taxes paid | -3.4 | -3.7 |
| NET CASH FLOW FROM OPERATING ACTIVITIES | 15.2 | 12.4 |
| CASH FLOW FROM INVESTING ACTIVITIES | | |
| Acquisitions of subsidiaries less cash and cash equivalents at acquisition time | 0.0 | -58.2 |
| Purchase of tangible assets | -0.8 | -0.8 |
| Purchase of intangible assets | -0.7 | -0.7 |
| Loans granted | -0.1 | 0.0 |
| NET CASH FLOW FROM INVESTING ACTIVITIES | -1.6 | -59.7 |
| CASH FLOW FROM FINANCING ACTIVITIES | | |
| Directed share issue | 0.0 | 42.3 |
| Share issue-related transaction costs | 0.0 | -1.1 |
| Short-term loans drawn | 0.0 | 4.2 |
| Long-term loans drawn | 0.0 | 25.8 |
| Repayments of loans | -2.2 | -2.2 |
| Dividends paid | -7.9 | -6.7 |
| Share subscription through exercised options | 1.3 | 1.9 |
| Acquisition of own shares | -1.6 | 0.0 |
| Payments of lease liabilities | -0.7 | -0.6 |
| NET CASH FLOW FROM FINANCING ACTIVITIES | -11.1 | 63.5 |
| Net change in cash and credit accounts | 2.6 | 16.2 |
| Cash and cash equivalents at beginning of period | 26.7 | 10.4 |
| Effect of exchange rates | -0.4 | 0.1 |
| Cash and cash equivalents at end of period | 28.9 | 26.7 |

Key figures, EUR million

Key consolidated figures, EUR million

| | Jan-Dec/2020 | Jan-Dec/2019 | Oct-Dec/2020 | Oct-Dec/2019 |
|---|--------------|--------------|--------------|--------------|
| Net sales | 61.1 | 49.5 | 19.7 | 14.9 |
| EBITDA | 21.7 | 14.6 | 8.3 | 5.8 |
| EBITDA, % | 35.5 | 29.5 | 42.1 | 38.6 |
| Operating profit | 17.1 | 12.6 | 7.6 | 5.2 |
| Operating profit, % | 28.1 | 25.5 | 38.8 | 34.9 |
| Profit before taxes | 16.7 | 12.3 | 7.4 | 5.1 |
| Profit before taxes, % | 27.4 | 24.8 | 37.5 | 34.1 |
| Net result for the period | 13.4 | 9.3 | 5.9 | 3.7 |
| Net result for the period, % | 21.9 | 18.9 | 29.8 | 24.9 |
| Gross capital expenditure | 2.4 | 68.2 | 0.6 | 0.9 |
| Gross capital expenditure, % of net sales | 3.9 | 137.8 | 2.9 | 6.3 |
| R&D costs | 4.6 | 4.2 | 1.2 | 0.9 |
| R&D costs, % of net sales | 7.5 | 8.5 | 5.9 | 6.2 |
| Net leveraging, % | -2.4 | 3.4 | -2.4 | 3.4 |
| Equity ratio, % | 60.9 | 58.6 | 60.9 | 58.6 |
| Return on investment (ROI), % | 18.1 | 22.6 | 8.1 | 9.4 |
| Return on equity (ROE), % | 19.9 | 22.7 | 8.8 | 9.0 |
| Undiluted earnings per share EUR | 0.505 | 0.365 | 0.222 | 0.143 |
| Diluted earnings per share EUR | 0.504 | 0.364 | 0.222 | 0.143 |
| Equity per share, EUR | 2.61 | 2.42 | 2.61 | 2.42 |
| Average no. of employees | 143 | 88 | 133 | 121 |
| Cash flow from operating activities | 15.2 | 12.4 | 6.2 | 6.6 |
| Cash flow from investing activities | -1.6 | -59.7 | -0.5 | -0.9 |
| Cash flow from financing activities | -11.1 | 63.5 | -0.8 | 0.1 |
| Total cash flow | 2.6 | 16.2 | 4.8 | 5.8 |

Alternative growth indicators used in financial reporting

Revenio has adopted the guidelines of the European Securities and Market Authority (ESMA) on Alternative Performance Measures. In addition to the IFRS-based key figures, the company will publish certain other generally used key figures that may, as a rule, be derived from the income statement and balance sheet. The calculation of these figures is presented below. According to the company's view, these key figures supplement the income statement and balance sheet, providing a better picture of the company's financial performance and position.

Revenio Group's net sales are strongly affected by fluctuations in the exchange rate between the euro and the U.S. dollar. As an alternative growth indicator, we also present our net sales with the exchange rate effect eliminated.

| Alternative growth indicator (EUR thousand) | Jan–Dec/2020 | Jan–Dec/2019 |
|---|---------------------|---------------------|
| Reported net sales | 61,067 | 49,474 |
| Effect of exchange rates on net sales | 1,493 | -841 |
| Net sales adjusted with the effect of exchange rates | 62,560 | 48,634 |
| Growth in net sales, adjusted with the effect of exchange rates | 26.5% | 58.6% |
| Reported net sales growth | 23.4% | 61.4% |
| Difference, % points | 3.1% | 2.8% |

Alternative profitability indicator EBITDA (EUR thousand)

EBITDA = Operating profit + depreciation + impairment

As an alternative growth indicator, the company will also present profitability as an operating margin (EBITDA) key figure.

| Alternative profitability indicator EBITDA (EUR thousand) | Jan–Dec/2020 | Jan–Dec/2019 |
|--|---------------------|---------------------|
| Operating profit, EBIT | 17,130 | 12,593 |
| Depreciation, amortization, and impairment | 4,563 | 2,023 |
| EBITDA | 21,693 | 14,617 |

| Operating profit adjusted by non-recurring acquisition costs (EUR thousand) | Jan–Dec/2020 | Jan–Dec/2019 |
|--|---------------------|---------------------|
| Operating profit, EBIT | 17,130 | 12,593 |
| Cutica-related impairments | 1,937 | |
| Non-recurring costs of the acquisition | 0 | 2,767 |
| Adjusted operating profit, EBIT | 19,067 | 15,361 |

| EBITDA adjusted by non-recurring acquisition costs (EUR thousand) | Jan–Dec/2020 | Jan–Dec/2019 |
|--|---------------------|---------------------|
| EBITDA | 21,693 | 14,617 |
| Non-recurring costs of the acquisition | 0 | 2,767 |
| Adjusted EBITDA | 21,693 | 17,384 |

Formulas

| | | |
|--------|---|---|
| EBITDA | = | Operating profit + amortization + impairments |
|--------|---|---|

| | | | |
|-------------------------------|---|----------|--|
| Gross margin | = | | <u>Sales revenue – variable costs</u> |
| Earnings per share | = | | <u>Net profit for the period (share calculated for the parent company's shareholders)</u> Average number of shares during the period – own shares purchased |
| Profit before taxes | = | | Operating profit + financial income – financial expenses |
| Equity ratio, % | = | 100 x | <u>Shareholders' equity on balance sheet + Non-controlling interest</u> Balance sheet total – Advance payments received |
| Net leveraging, % | = | 100 x | <u>Interest-bearing debt – cash & equivalents</u> Total equity |
| Return on equity (ROE), % | = | 100 x | <u>Profit for the period</u> Shareholders' equity + non-controlling interest |
| Return on investment (ROI), % | = | 100 x | <u>Profit before taxes + interest and other financial expenses</u> Balance sheet total – non-interest-bearing debt |
| Equity per share | = | | <u>Equity attributable to shareholders</u> Number of shares at end of period |

General statement

This report contains certain statements that are estimates based on the management's best knowledge at the time they were made. For this reason, they involve a certain amount of inherent risk and uncertainty. The estimates may change in the event of significant changes in general economic conditions.

Revenio Group Corporation
Board of Directors

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The Revenio Group in brief

Revenio is a health tech group operating on the international market and a global leader in ophthalmological devices. Revenio Group's ophthalmic diagnostic solutions include intraocular pressure (IOP) measurement devices (tonometers), retinal imaging devices, and perimeters under the iCare brand. The main tools for the detection and diagnosis of glaucoma and its monitoring during treatment are intraocular pressure measurement (tonometry), retinal imaging, and visual field tests (perimetry).

The Revenio Group comprises Revenio Group Corporation, Icare Finland Oy, Icare USA Inc., Revenio Italy S. R. L, CenterVue SpA, Revenio Research Oy, Done Medical Oy, and Oscare Medical Oy.

In 2020, the Group's net sales totaled EUR 61.1 million, with its operating profit standing at MEUR 17.1. Revenio Group Corporation is listed on Nasdaq Helsinki with the trading code REG1V.