

## Brado AB Q1 interim report 2021: Standing ready for growth opportunities

### Q1 2021 Highlights

- Q1'21 operating revenues of SEK 510.4 million
- EBITA of SEK 17.3 million (3.4 %)
- In Q1'21, the total revenues decreased somewhat, due to expired contracts within Disability and Elderly Care. During the quarter we also started up new units within Disability and Elderly Care and was awarded tenders within Disability.
- The EBITA of SEK 17.3 million was slightly lower compared to Q1'20. Main reason for the decline is the decreased utilization within Elderly Care due to Covid-19.
- The company has, under the circumstances, handled the effects of the pandemic well. The resulting lower occupancy does however remain challenging within Elderly Care.
- From Q1'21 and onwards, the segment Individual & Family is included in the financial reports of the segment Disability, both the actual reporting as well as the historic figures.
- As per 31 March, the spread of Covid-19 in the operations were on a low level.

### Comment by Kristoffer Lorck, CEO of Brado AB:

” The number of customers in the Personal Assistance segment remains stable. The pandemic's effects on the segment have been limited. However, it makes it difficult to recruit new customers. Main focus during 2021 will be to increase the market activities to try to increase the customer base.

The Disability segment is continuously investigating and monitoring new market opportunities and the segment also has a pipeline of new units starting up during the year. The segment has ambitious targets for 2021 as an outcome of continuous efforts on delivering high quality services, leading to high customer satisfaction and efficient operations..

From 1 January 2021, the Individual & Family segment has been transferred to the Disability segment.

The Elderly care segment has suffered from Covid-19 effects also during Q1'21, resulting in lower occupancy as well as higher sick leave than expected. The slight increase in occupancy in the beginning of Q4'20, has again decreased. During Q1'21, one contract was terminated upon expiration, and two new units were started. After the pandemic, we expect the occupancy to return to normal levels. Occupancy within newly started units is also expected to improve and with a lower cost structure the operations are expected to generate healthy margins.”

### The Q1 interim report 2021 is available at:

<https://www.brado.se>

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