

Coala Life March monthly KPI's USA

KPI's March 2023:

- Patients in RPM as of March 31, 2023: 3,700
- Annual revenue rate as of March 31, 2023: 4.8 MUSD

Explanations of KPI's

Patients in RPM as of March 31, 2023 – Number of patients that the company monitors in USA at the end of March.

Annual revenue rate as of March 31, 2023 – Estimated recurring revenue in USD based on March month's revenue, measured at an annual rate.

Comments of KPI's March 2023

During March, the average value for revenue per patient continued to increase, by approximately 5%. The value will continue to increase as all patients are under the extended service model from the beginning of April. Between September 2022 and March 2023, the monthly cumulative turnover growth is about 10% as forecasted.

The work with transferring customers to Coala's more profitable model has been the focus of the organization during March, which has affected the sales work. Despite that, agreements were also concluded with a number of new clinics during the month, which will generate more connected patients in the future.

Historical KPI's

Month	Patients in RPM	Annual rate of turnover
March	3,700	4.8 MUSD
February 2023	3,700	4.6 MUSD
January 2023	3,800	3.7 MUSD
December 2022	3,500	3.6 MUSD
November 2022	3,100	3.2 MUSD
October 2022	2,800	3.2 MUSD
September 2022	2,600	2.7 MUSD

The figures in this press release are preliminary and unaudited.

About us

Coala-Life Group AB ("Coala Life" or the "Company") founded in 2015, is a Cloud Based Software as a Service provider, and medical device developer and reseller, listed on Nasdaq First North Growth Market. The Company focuses on B2B solutions for managed Remote Patient Monitoring ("RPM"), offering medical care providers, primarily in the US, with a highly scalable, cost-efficient platform to remotely and virtually manage large volumes of patients suffering from chronic diseases. The company offers care providers a comprehensive solution and lifts the administrative work from the care providers regarding, amongst other things, follow-up, 24/7 monitoring, as well as the reimbursement process from state and private health insurance companies. Patients are monitored long-term in everyday life and typically have diabetes, obesity, and /or cardiovascular disease.

For more information see www.coalalife.com

For more information, please contact:

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Certified Adviser

The company's Certified Adviser is Erik Penser Bank AB.

Attachments

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