

ZINZINO AB

PRESS RELEASE



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Interim Report July–September 2016: Q3 highlights include new product launches, high growth and a Faun Pharma sales record

The third quarter summary for Zinzino AB (publ) in 2016 shows sustained growth and a continued increase in profitability. A number of important objectives have also been achieved, most notably a growth of 20%, the launch of 19 new EU markets and registering 100,000 customers. During this period new products were also launched and Faun Pharma in Norway set a new sales record in October.

Commenting on the report, Dag Bergheim Pettersen, CEO of Zinzino said, "Reaching 100,000 customers was an important milestone. It has taken us 10 years to reach this number and our ambition now is to reach the next 100,000 in less than two years. To achieve this our goal is annual growth of at least 20%".

Previous quarter

- Total revenue amounted to MSEK 121.3 (101.3) representing a growth in sales of 20% (16%).
- Gross profit amounted to MSEK 39.5 (30.4) with a profit margin of 32.6% (30.0%).
- EBITDA amounted to MSEK 5.8 (5.3) with an operating margin before amortization of 4.8% (5.3%).
- Good sales growth in a number of EU markets while the trend of strong growth continued in Sweden and the USA.
- Launch of Zinzino Skin Care, a new product segment with great potential.
- Launch of a newly developed range of protein bars.

Cumulative from January – September

- Total revenue amounted to MSEK 343.0 (321.8), representing sales growth of 7 % (32%).
- Gross profit amounted to MSEK 116.3 (100.2) with a profit margin of 33.9% (31.1%).
- EBITDA amounted to MSEK 18.5 (22.0) with an operating profit before amortization of 5.4% (6.8%).

For a copy of the complete interim report visit www.zinzino.se.

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Zinzino AB (publ) is obliged to publish this information in compliance with current EU regulations governing market abuse. The information was provided by the above contact person for publication at 09.00 am on 15th November, 2016.

Zinzino Nordic AB (publ.) is a direct sales company that operates throughout the EU, Norway, Iceland and North America. Zinzino markets and sells products in two product lines; Zinzino Health, with a focus on long term health, and Zinzino Coffee, consisting of espresso machines, coffee, tea and accessories. Zinzino owns the Norwegian company BioActie Foods AS and the research and production unit Faun Pharma AS. Today Zinzino has 100 employees and its head office is located in Gothenburg, with additional offices in Helsinki, Riga, and in Florida, USA. Zinzino is a public company and its shares are listed on Nasdaq First North. Zinzino has received business awards such as "Superföretag 2015" from Veckans Affärer and was also recognised by Dagens Industri with the "Gazelle" award in 2013.