

PRESS RELEASE

ZINZINO

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ZINZINO AB (PUBL): PRELIMINARY SALES REPORT Q3 2020

Strong sales growth during Q3; Zinzino group revenue increased with a total of 49% in Q3 and 49% YTD, compared with the previous year.

The revenue in September for Zinzino's sales markets increased by 64% to SEK 98.1 (60.0) million primarily due to strong growth foremost in Central Europe. Faun Pharma's external sales increased by 32% and amounted to SEK 5.4 (4.1) million. Overall, the Group increased revenues by 61% to SEK 103.5 (64.1) million compared with the previous year.

The third quarter of 2020 became the strongest quarter in the history of the company. The Zinzino based revenue in July - September increased 52% SEK 265.4 (174.9) million compared with previous year. Total group revenue increased 49% to SEK 278,2 (186,5) million.

Accumulated revenue for January – September 2020 increased by 49% SEK 794.6 (534.3) million.

Revenues distributed as follows:

Regions,MSEK	20-sep	19-sep	Change	Q3 2020	Q3 2019	Change	YTD 2020	YTD 2019	Change
Nordic Markets	34.5	28.9	19%	96.6	88.3	9%	288.8	277.0	4%
Europe Other Markets	50.5	23.4	116%	137.3	65.6	109%	372.1	162.3	129%
Baltic Markets	5.5	4.2	31%	15.4	12.3	25%	48.8	38.3	27%
North America	4.1	1.8	128%	10.1	5.4	87%	27.0	16.1	68%
Australia	3.5	1.7	106%	6.0	3.3	81%	15.7	4.8	227%
Zinzino	98.1	60.0	64%	265.4	174.9	52%	752.4	498.5	51%
Faun Pharma	5.4	4.1	32%	12.8	11.6	10%	42.2	35.8	18%
Zinzino Group	103.5	64.1	61%	278.2	186.5	49%	794.6	534.3	49%

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Zinzino AB (publ.) is a global Direct Sales company that markets and sells test-based nutrition, skincare and life-style products. Zinzino owns the research unit BioActive Foods AS and production unit Faun Pharma AS. Zinzino is based in Gothenburg, with additional offices in Finland, Latvia, Norway, USA, Australia and Hong Kong. Zinzino is a public company and its shares are listed on Nasdaq First North Premier Growth Market.