

PRESS RELEASE

ZINZINO

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ZINZINO AB (PUBL): PRELIMINARY SALES REPORT 2021

Strong sales growth during 2021; Zinzino group revenue increased with a total of 15% in Q4 and 20% for the full year 2021, compared with the previous year.

The revenue in December for Zinzino's sales markets increased by 6% to SEK 135.2 (127.3) million due to solid growth in several regions. Faun Pharma's external sales decreased by 38% and amounted to SEK 4.0 (6.5) million. Overall, the Group increased revenues by 4% to SEK 139.2 (133.8) million compared with the previous year.

The fourth quarter of 2021 became a solid quarter; the Zinzino based revenue in October – December increased by 17% to SEK 377.4 (322.7) million compared with the previous year. Total group revenue increased by 15% to SEK 391.5 (340.4) million.

Accumulated revenue for January – December 2021 increased by 20% to SEK 1,360.9 (1,138.6) million.

Revenues were distributed as follows:

Regions,MSEK	21-dec	20-dec	Change	Q4 2021	Q4 2020	Change	YTD 2021	YTD 2020	Change
The Nordics	34.2	31.3	9%	96.5	100.1	-4%	367.7	387.7	-5%
Central Europe	26.0	22.2	17%	68.7	54.7	26%	231.2	180.6	28%
East Europe	31.1	39.8	-22%	98.0	85.0	15%	336.0	272.3	23%
South & West Europe	15.9	12.8	24%	43.4	31.9	36%	146.3	89.1	64%
The Baltics	9.7	8.2	18%	26.3	21.6	22%	78.5	70.4	12%
North America	5.2	5.7	-9%	14.4	12.9	12%	50.5	42.7	18%
Asia-Pacific	12.6	7.3	73%	29.0	16.5	76%	88.3	35.9	146%
Africa	0.5	0.0		1.1	0.0		1.1	0.0	
Zinzino	135.2	127.3	6%	377.4	322.7	17%	1,299.6	1,078.7	20%
Faun Pharma	4.0	6.5	-38%	14.1	17.7	-20%	61.3	59.9	2%
Zinzino Group	139.2	133.8	4%	391.5	340.4	15%	1,360.9	1,138.6	20%

Countries in regions:

- The Nordics: Denmark, Faroe Island, Finland, Iceland, Norway, Sweden
- Central Europe: Austria, Germany, Switzerland
- East Europe: Czech Republic, Slovakia, Hungary, Poland, Romania
- South & West Europe: Cyprus, France, Greece, Italy, Netherlands, Spain, United Kingdom
- The Baltics: Estonia, Latvia, Lithuania
- North America: Canada, USA
- Asia-Pacific: Australia, Hong Kong, India, Malaysia, Singapore, Taiwan, Thailand
- Africa: South Africa

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Zinzino is a global D2C company from Scandinavia specializing in biomarker-based, personalized nutrition. It is a public limited company with its shares listed on Nasdaq First North Premier Growth Market. Their test-based, scientifically proven nutritional supplements are available in over 100 markets across the world.

Zinzino owns the Norwegian research and production units BioActive Foods AS and Faun Pharma AS. The company headquarters is in Gothenburg, Sweden with additional offices in Finland, Latvia, Norway, USA, Australia, Hong Kong, Malaysia, India, Taiwan and South Africa.