

# PRESS RELEASE

# ZINZINO

Corporate ID no. 556733-1045

FAO: News Editor

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## ZINZINO AB (PUBL): PRELIMINARY SALES REPORT Q1 2023

### Zinzino group revenue increased with a total of 18% in Q1 compared with the previous year.

The revenue in March for Zinzino's sales markets increased by 13% and amounted to SEK 135.4 (119.5) million. Faun Pharma's external sales were unchanged and amounted to SEK 9.9 (9.9) million. Overall, the Group increased revenues by 12% to SEK 145.3 (129.4) million compared with the previous year.

The group revenue increased with 18% for Q1 2023 compared with the first quarter last year and amounted to SEK 393.0 (334.4) million.

Revenues were distributed as follows:

Regions, mSEK	23-mar	22-mar	Change	Q1 2023	Q1 2022	Change
The Nordics	26.0	32.8	-21%	72.8	80.3	-9%
Central Europe	35.4	22.2	59%	90.8	59.1	54%
East Europe	34.6	31.5	10%	92.6	83.4	11%
South & West Europe	18.7	14.3	31%	49.0	38.1	29%
The Baltics	7.7	6.7	15%	21.1	18.3	15%
North America	7.1	5.4	31%	19.6	14.1	39%
Asia-Pacific	4.5	6.1	-26%	15.6	16.4	-5%
Africa	1.4	0.5	180%	3.8	1.4	171%
<b>Zinzino</b>	<b>135.4</b>	<b>119.5</b>	<b>13%</b>	<b>365.3</b>	<b>311.1</b>	<b>17%</b>
Faun Pharma	9.9	9.9	0%	27.7	23.3	19%
<b>Zinzino Group</b>	<b>145.3</b>	<b>129.4</b>	<b>12%</b>	<b>393.0</b>	<b>334.4</b>	<b>18%</b>

#### 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, Luxembourg, Malta, Netherlands, Slovenia, Spain, United Kingdom, Belgium, Ireland, Turkey
- 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 direct sales company from Scandinavia specializing in test-based, personalized nutrition and scientific skincare. It is a public limited company with its shares listed on Nasdaq First North Premier Growth Market. Their scientifically proven nutritional supplements are available in more than 100 markets across the world. Zinzino owns the Swiss, biotech skincare brand HANZZ+HEIDI, as well as the Norwegian research and production units BioActive Foods AS and Faun Pharma AS. The company headquarters is in Gothenburg, Sweden with additional offices in Europe, Asia, the US and Australia.