

# PRESS RELEASE

ZINZINO

Organization no. 556733-1045

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To: The news manager

Gothenburg 2022-08-26

## **ZINZINO AB (PUBL): INTERIM REPORT SECOND QUARTER 2022**

### **GROWTH DESPITE GREAT UNCERTAINTY IN THE WORLD**

Revenues during the second quarter of 2022 amounted to SEK 329.5 (322.4) million, which corresponded to 2% (18%) growth compared to the corresponding period last year. The EBITDA result amounted to SEK 20.1 (33.4) million and the EBITDA margin to 6.1% (10.4%). This demonstrated that the company managed to maintain high sales levels combined with profitability despite the influence of external factors. Sharply rising commodity and transportation prices, sales-suppressing shutdowns in the APAC region, and effects of the Russia-Ukraine war made an impact on profitability.

Considering the current world market situation and the lower growth rate in 2022 that the situation entailed, the board of Zinzino has adjusted down the expected revenues for the full year 2022 to amount to approx. SEK 1,400 (1,370) million. The previously submitted revenue forecast for 2022 amounted to SEK 1,500 million. At the same time, the expected EBITDA margin for the full year is adjusted down by 1 percentage point to instead amount to approx. 6%. The board states that the uncertainty is still very great.

During the quarter Zinzino acquired the company Enhazz IP AG including IP rights to its brands HANZZ+HEIDI and YU. In addition, Enhazz Global AG was acquired with the associated distributor organization and inventory. Furthermore, the new products HbA1c Test, which measures the long-term blood sugar levels in the body, and BalanceOil Tutti Frutti, which is completely adapted for children, were launched.

#### **APRIL - JUNE**

- The total revenues amounted to SEK 329.5 (322.4) million, which corresponded to a growth of 2% (18%)
- The gross profit amounted to SEK 105.5 (105.1) million and the gross profit margin amounted to 32.0% (32.6%)
- EBITDA amounted to SEK 20.1 (33.4) million and the EBITDA margin to 6.1% (10.4%)
- Cash flow from current operations amounted to SEK 20.5 (22.4) million

#### **JANUARY - JUNE**

- The total revenues amounted to SEK 663.9 (655.8) million, which corresponds to an increase of 1% (27%)
- The gross profit amounted to SEK 204.8 (206.3) million and the gross profit margin amounted to 30.8% (31.5%)
- EBITDA amounted to SEK 45.8 (70.7) million and the EBITDA margin to 6.9% (10.8%)
- Cash flow from current operations amounted to SEK 11.6 (70.4) million
- Cash and cash equivalents on the balance sheet date amounted to SEK 151.5 (166.9) million

#### **For more information please contact:**

Dag Bergheim Pettersen CEO Zinzino +47 932 25 700 , email: [dag@zinzino.com](mailto:dag@zinzino.com)

Fredrik Nielsen CFO Zinzino +46 (0) 707 900 174, email: [fredrik.nielsen@zinzino.com](mailto:fredrik.nielsen@zinzino.com)

Zinzino is a global direct sales company from Scandinavia specializing in test-based , personalized dietary supplements. It is a limited company with shares listed on the Nasdaq First North Premier Growth Market. The company's scientifically proven nutritional supplements are currently available in more than 100 markets worldwide. Zinzino owns the Norwegian research and production units BioActive Foods AS and Faun Pharma AS. The company's head office is located in Gothenburg and additional offices are located in Europe, Asia, the USA and Australia.

**Images for free publication:**  
marketing@zinzino.com

**Certified Adviser:** Erik Penser Bank Aktiebolag, +46 (0) 8 463 83 00, email: [certifidadvise@penser.se](mailto:certifidadvise@penser.se)

This information is such that Zinzino AB ( publ ) is obliged to make public according to the EU's market abuse regulation. The information was provided by the above contact person for publication at 08.00 on 26 August 2022.

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