

# PRESS RELEASE

# ZINZINO

Corporate ID no. 556733-1045

FAO: News Editor

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

### Zinzino group revenue increased with a total of 31 %, compared with the previous year.

The revenue in May for Zinzino's sales markets increased by 32 % and amounted to SEK 140.1 (106.0) million. Faun Pharma's external sales increased by 6 % and amounted to SEK 7.2 (6.8) million. Overall, the Group increased revenues by 31 % to SEK 147.3 (112.8) million compared with the previous year.

Accumulated revenue for January – May 2023 increased by 21 % to SEK 662.3 (548.0) million.

Revenues were distributed as follows:

| Regions,MSEK         | 23-May       | 22-May       | Change     | YTD 2023     | YTD 2022     | Change     |
|----------------------|--------------|--------------|------------|--------------|--------------|------------|
| The Nordics          | 25.7         | 26.9         | -4%        | 120.9        | 131.8        | -8%        |
| Central Europe       | 34.2         | 20.5         | 67%        | 154.4        | 99.4         | 55%        |
| East Europe          | 34.6         | 28.6         | 21%        | 157.8        | 135.7        | 16%        |
| South & West Europe  | 25.0         | 12.2         | 105%       | 89.5         | 61.3         | 46%        |
| The Baltics          | 7.5          | 6.0          | 25%        | 35.6         | 29.4         | 21%        |
| North America        | 7.2          | 6.2          | 16%        | 32.6         | 24.7         | 32%        |
| Asia-Pacific         | 4.5          | 5.0          | -10%       | 25.3         | 27.3         | -7%        |
| Africa               | 1.4          | 0.6          | 133%       | 6.2          | 2.5          | 148%       |
| <b>Zinzino</b>       | <b>140.1</b> | <b>106.0</b> | <b>32%</b> | <b>622.3</b> | <b>512.1</b> | <b>22%</b> |
| Faun Pharma          | 7.2          | 6.8          | 6%         | 40.0         | 35.9         | 11%        |
| <b>Zinzino Group</b> | <b>147.3</b> | <b>112.8</b> | <b>31%</b> | <b>662.3</b> | <b>548.0</b> | <b>21%</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.