

# PRESS RELEASE

# ZINZINO

Corporate ID no. 556733-1045

FAO: News Editor

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## ZINZINO AB (PUBL): PRELIMINARY SALES REPORT Q2 2023

### Zinzino group revenue increased 23% in Q2, compared with the previous year.

The revenue in June for Zinzino's sales markets increased by 20% and amounted to SEK 127.9 (106.9) million. Faun Pharma's external sales were unchanged and amounted to SEK 8.4 (8.4) million. Overall, the Group increased revenues by 18% to SEK 136.3 (115.3) million compared with the previous year.

Sales in Zinzino's sales markets increased by 24% in the second quarter of 2023 compared with the same period last year and amounted to SEK 384.0 (308.5) million. Total revenues in the Group increased by 23% in the second quarter and amounted to SEK 404.5 (329.5) million.

Accumulated revenue for January – June 2023 increased by 20% to SEK 798.2 (663.9) million.

Revenues were distributed as follows:

Regions, mSEK	23-Jun	22-Jun	Change	Q2 2023	Q2 2022	Change	YTD 2023	YTD 2022	Change
The Nordics	23.3	24.4	-5%	71.1	75.9	-6%	144.7	156.2	-7%
Central Europe	35.8	24.4	47%	99.2	64.7	53%	190.1	123.9	53%
East Europe	28.4	24.3	17%	93.1	76.7	21%	185.6	160.0	16%
South & West Europe	21.7	12.9	68%	62.3	36.6	70%	111.3	74.7	49%
The Baltics	6.8	5.2	31%	21.4	16.4	30%	42.5	34.7	22%
North America	6.5	7.9	-18%	19.3	18.5	4%	38.9	32.6	19%
Asia-Pacific	4.4	7.1	-38%	14.3	17.9	-20%	29.9	34.3	-13%
Africa	1.0	0.7	43%	3.3	1.8	83%	7.1	3.2	122%
<b>Zinzino</b>	<b>127.9</b>	<b>106.9</b>	<b>20%</b>	<b>384.0</b>	<b>308.5</b>	<b>24%</b>	<b>750.1</b>	<b>619.6</b>	<b>21%</b>
Faun Pharma	8.4	8.4	0%	20.5	21.0	-2%	48.1	44.3	9%
<b>Zinzino Group</b>	<b>136.3</b>	<b>115.3</b>	<b>18%</b>	<b>404.5</b>	<b>329.5</b>	<b>23%</b>	<b>798.2</b>	<b>663.9</b>	<b>20%</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.