

# PRESS RELEASE

# ZINZINO

Corporate ID no. 556733-1045

FAO: News Editor

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## ZINZINO AB (PUBL): PRELIMINARY SALES REPORT 2019

**Strong sales growth during 2019; total revenue increased with a total of 47% for Q4 and 33% for the full year 2019, compared with the previous year.**

The revenue in December for Zinzino's sales markets increased by 84% to MSEK 66.6 (36.1) due to strong growth foremost in Central Europe. Faun Pharma's external sales decreased by 56% and amounted to MSEK 2.8 (6.3) due to high level of internal production during the month. Overall the Group increased revenues by 64% to MSEK 69.3 (42.4) compared with the previous year.

The fourth quarter of 2019 became the strongest sales quarter in history of the company; the Zinzino based revenue in October-December increased 57% to MSEK 219.9 (140.4). Total revenue increased by 47% to MSEK 230.0 (156.3).

Accumulated revenue for January – December 2019 increased by 33% MSEK 765.2 (577.1).

Revenues distributed as follows:

Regions,MSEK	19-dec	18-dec	Change	Q4 2019	Q4 2018	Change	YTD 2019	YTD 2018	Change
Baltic Markets	5.0	3.4	47%	15.9	12.9	23%	54.4	44.5	22%
Nordic Markets	29.1	22.5	29%	104.3	90.8	15%	378.9	361.5	5%
Europe Other Markets	29.0	8.8	230%	87.2	31.2	179%	252.0	86.7	190%
North America	2.0	1.4	40%	6.7	5.5	22%	23.6	20.9	13%
Australia	1.4	0.0		5.8	0.0		10.5	0.0	
<b>Zinzino</b>	<b>66.6</b>	<b>36.1</b>	<b>84%</b>	<b>219.9</b>	<b>140.4</b>	<b>57%</b>	<b>719.4</b>	<b>513.6</b>	<b>40%</b>
Faun Pharma	2.8	6.3	-56%	10.1	15.8	-36%	45.7	63.6	-28%
<b>Zinzino Group</b>	<b>69.3</b>	<b>42.4</b>	<b>64%</b>	<b>230.0</b>	<b>156.3</b>	<b>47%</b>	<b>765.2</b>	<b>577.1</b>	<b>33%</b>

The sales figures are prepared according to IFRS. Adjustment for IFRS 15, income from customers has affected comparative figures.

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