

PRESS RELEASE

ZINZINO

Corporate ID no. 556733-1045

FAO: News Editor

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ZINZINO AB (PUBL): PRELIMINARY SALES REPORT Q3 2023

Zinzino group revenue increased 24% in Q3, compared with the previous year.

The revenue in September for Zinzino's sales markets increased by 19 % and amounted to SEK 145.6 (122.4) million. Faun Pharma's external sales increased by 56 % and amounted to SEK 9.5 (6.1) million. Overall, the Group increased revenues by 21% to SEK 155.1 (128.5) million compared with the previous year.

Sales in Zinzino's sales markets increased by 24% in the third quarter of 2023 compared with the same period last year and amounted to SEK 411.3 (332.9) million. Total revenues in the Group increased by 24 % in the third quarter and amounted to SEK 434.0 (349.9) million.

Accumulated revenue for January – September 2023 increased by 22% to SEK 1235.6 (1013.8) million.

Revenues were distributed as follows:

Regions, mSEK	23-Sep	22-Sep	Change	Q3 2023	Q3 2022	Change	YTD 2023	YTD 2022	Change
The Nordics	25.0	28.6	-13%	71.8	79.5	-10%	216.6	235.7	-8%
Central Europe	36.4	27.6	32%	111.3	72.7	53%	302.5	196.5	54%
East Europe	32.3	29.1	11%	94.7	77.7	22%	281.7	237.8	18%
South & West Europe	25.8	15.2	70%	68.1	39.3	73%	179.6	114.0	58%
The Baltics	8.1	6.8	19%	23.9	17.9	34%	66.6	52.6	27%
North America	12.8	6.1	110%	27.0	19.4	39%	66.1	52.0	27%
Asia-Pacific	4.2	7.7	-45%	11.5	23.4	-51%	41.5	57.7	-28%
Africa	1.0	1.3	-23%	2.9	3.0	-2%	10.0	6.2	61%
Zinzino	145.6	122.4	19%	411.3	332.9	24%	1164.6	952.5	22%
Faun Pharma	9.5	6.1	56%	22.8	17.0	34%	71.0	61.3	16%
Zinzino Group	155.1	128.5	21%	434.0	349.9	24%	1235.6	1013.8	22%

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, Mexico
- 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.