

INTERIM REPORT FOR ENZYMATICA AB (PUBL)

JANUARY-JUNE 2019

# Good growth in Q2, driven mainly by strong sales in Sweden

#### Q2

- Net sales reached SEK 6.4 (5.3) million.
- Result after tax came in at SEK -15.7 (-15.5) million.
- Earnings per share, basic and diluted, were SEK -0.11 (-0.17).
- Cash and cash equivalents were SEK 40.8 (3.2) million

#### Significant events in Q2

- Enzymatica signed agreement with German Maren for delivery of enzyme formulation for skin care products.
   The agreement is worth SEK 120 million over three years.
- Enzymatica completed recruitment of patients to a double-blind, placebo-controlled multicenter study in Germany to evaluate the effects of ColdZyme on the common cold. A total of 700 patients were enrolled, of which more than 400 developed colds. At the end of the quarter the last patients had been treated. The results are expected to be ready in the late autumn of 2019.

#### H1

- Net sales reached SEK 19.7 (20.4) million.
- Result after tax came in at SEK -27.9 (-25.7) million.
- Earnings per share, basic and diluted, were SEK -0.20 (-0.28).

#### Financial ratios

(SEK THOUSAND)	Q2 2019	Q2 2018	H1 2019	H1 2018	Full year 2018
Net sales	6.4	5.3	19.7	20.4	52.6
Gross margin, %	63	51	70	66	70
Operating profit/loss	-15.6	-15.0	-27.5	-24.6	-40.6
Cash flow from operating activities	-12.3	-16.9	-27.8	-18.4	-28.8
Average number of employees	20	21	20	21	21

# CEO statement: The agreement with Maren provides us with greater opportunities to continue to develop cold products

Sales in the second quarter of 2019 totaled SEK 6.4 million, an increase of more than 20% year-on-year. Sales on the Swedish market continued to demonstrate strong growth. Sales of ColdZyme from pharmacies to consumers rose by more than 38% during the second quarter, corresponding to a market share of 6,1% based on MAT – Moving Annual Total. Digital marketing, social media and influencer marketing contributed to the strong increase. Earlier studies have also documented a high repurchase rate of ColdZyme.

At the end of the quarter Enzymatica entered into an agreement with the German cosmetics company Maren for delivery of an enzyme formulation for their skin care products. The value of the agreement is SEK 120 for the coming three-year period. For the first 12 months the value of the order is SEK 15 million, with SEK 3.5–5 million expected in 2019. The agreement with Maren demonstrates the potential of our barrier technology, even for cosmetic applications. The agreement will increase revenue streams and provide us with increased



opportunities to develop products for colds and upper respiratory tract infections, which will continue to be our business focus.

The activity level within the company is high, with a strong focus on new distributor agreements, clinical studies to strengthen documentation for ColdZyme and marketing initiatives for increased sales of our cold spray. I have every reason to view the future with confidence as the cold season begins in the third quarter.

Fredrik Lindberg, CEO

#### Enzymatica at a glance

Enzymatica AB is a life science company whose business concept is to develop medical devices based on barrier technology and marine enzymes for self-care in major market segments. The company developed ColdZyme®, a unique mouth spray for fighting colds, launched the product on about ten markets and since the launch in 2013 reached a position over the past winter as one of the most-sold brands in Swedish pharmacies measured in SEK. Enzymatica has its own sales organization in Scandinavia and collaborates with a contract sales organization in the UK. Enzymatica also sells via distributers in Spain, Greece, Finland, Iceland, Belgium, Germany and Austria. During the second quarter of 2019, ColdZyme also began to be sold in South Africa through our partner ABEX Pharmaceuticals. In the fall of 2019 sales are planned to begin in Hong Kong & Macau through the partner Evergreen Health.

Development work is currently focused on products related to upper respiratory tract infections. An enzyme extracted from deep-sea cod is a key sub-component in product development.

Enzymatica was founded in 2007, has its head office in Lund, Sweden, and has been listed on the Nasdaq First North since June 15, 2015.



ColdZyme is sold both directly and through distributors and partners in Sweden, Denmark, Norway, Finland, the UK, Greece

and Spain, and from fall 2017 under the ViruProtect® brand in Belgium, Germany and Austria. An equivalent product is sold in Iceland under the PreCold® brand and in Spain under the Cortagrip® brand. During the second quarter of 2019, ABEX Pharmaceuticals began to sell ColdZyme under the ColdGuard® brand on the South African market.

#### Performance during the quarter

ColdZyme (20 and 7ml) increased sales to consumers on the Swedish market by over 38% in value during the second quarter, at the same time that the total cold segment increased by about 14%. Thus ColdZyme strengthened its position as one of the best-selling brands in the cold category in Sweden. The increase is partly attributable to a focus on digital campaigns, social media and influencer marketing. ColdZyme increased its market share from 5.2 % to 6.1 % over the past 12 months. During the 12-month period, ColdZyme's sales rose by almost 25%, to be compared with the market growth of 6.6%.

On the Danish market, ColdZyme sales from warehouse to pharmacy declined somewhat in Q2, but have a positive development so far this year. The Finnish market was characterized by local competition from zinc products and ColdZyme sales were a bit lower compared to last year due to seasonal variations. In Spain sales of CortaGrip were lower because the cold season ended, but develop as the market overall. In the UK ColdZyme saw good sales growth during the quarter, which was positive in relation to the overall market development. Increased listings in more pharmacies is one of the explanations. The launch of ColdGuard in South Africa has developed well, and sales during the current cold season follow plan, and fulfil the distributor's expectation. Sales on other markets progressed according to plan.

# Sales, earnings and investments

Q2

Consolidated net sales for Q2 2019 came in at SEK 6.4 (5.3) million, a 20.3% increase compared with the same period in 2018, mainly because of strong growth in Sweden.

The gross margin during the quarter was 63% (51). Enzymatica has experienced fluctuations in its gross margins between individual quarters as a result of the distribution of sales via its own organization or distributors, the product mix and exchange rates.

Total operating expenses for the quarter amounted to SEK 19.8 (18.0) million. The increase in operating expenses compared with Q2 2018 is primarily due to higher research and development costs, primarily through the ongoing double-blind placebo-controlled study of ColdZyme in Germany. No expenses for development projects were capitalized during the quarter (0).

The consolidated operating loss was SEK -15.6 (-15.0) million.

#### Seasonal variations

Cold products have a seasonal peak in the winter, while sales level out in the summer months.





#### H1

Consolidated net sales for H1 2019 came in at SEK 19.7 (20.4) million, a 3.6 % year-on-year decrease. The decline is attributable to no sales in Germany and Spain. The increase in sales in the remaining current markets was 26%.

The gross margin for the period was 77 % (66).

Total operating expenses for the period were SEK 41.7 (38.6) million. The increase in total overhead costs is due to higher research and development costs.

The consolidated operating loss was SEK -27.5 (-24.6) million.

Capitalized expenses for development projects during the period totaled SEK 0 (0) million.

#### Research and development

Strengthening the clinical documentation for ColdZyme is a key part of Enzymatica's R&D activities. Total consolidated research and development expenses in the Group were in line with the plan and amounted to SEK 8.9 (6.1) million for the second quarter.

Barrier technology with enzyme from deep-sea fish
An enzyme from a deep-sea cod is a key sub-component in
Enzymatica's product development efforts for creating effective
products with barriers against viruses. The enzyme, a cold-adapted
trypsin, is formed in the cod's pancreas and becomes active when it
comes into contact with the warm skin and sinuses of humans.
Together with glycerol, the enzyme forms a temporary barrier on
the skin or sinuses. The barrier makes it more difficult for viruses to
locally infect cells and cause diseases.

#### **Funding**

The Group's available funds at the end of the period totaled SEK 42.3 (5) million, of which SEK 40.8 (3.3) million were in cash and cash equivalents and SEK 1.5 (1.7) million in unutilized credit facilities. In addition to the above available funds, there is an unutilized credit facility with a maximum amount of SEK 9.8 million via factoring in the parent company.

Cash flow from operating activities for the period totaled SEK -27.8 million (-18.4), mainly related to lower supplier liabilities and higher stocks compared with the same period the previous year. Cash flow from operating activities for Q2 came in at SEK -12.3 (-16.9) million.

Total cash flow for the period amounted to SEK -29.4 (-7.7) million.

#### Parent company

The parent company's sales for the period reached SEK 17.3 million (18.4). Profit/loss before tax came in at SEK -30.1 (-26.5) million.

The parent company's investments in property, plant & equipment and intangible assets for the period totaled SEK 0.2 (0) million and cash flow was SEK -32.2 (-9) million.

Please see the consolidated figures for more information.

#### Staff

The number of people employed by the group, converted to full-time positions, was 20 (21) at the end of the period. The employees included 8 (9) men and 12 (12) women.

#### Other information

#### Group

Enzymatica AB (publ) (corporate identity no. 556719-9244), with its head office in Lund, Sweden, is the parent company of the following subsidiaries: Zymetech ehf (corporate identity no. 6406830589), with its head office in Reykjavik, Iceland, and Enzymatica Care AB (corporate identity no. 556701-7495), with its head office in Lund.

#### Accounting policies

This interim report has been prepared in compliance with IAS 34 Interim Financial Reporting. The consolidated financial statements have been prepared in compliance with the International Financial Reporting Standards (IFRS) as adopted by the EU and the Swedish Annual Accounts Act. The parent company's financial statements have been prepared in compliance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities. The recognition and measurement policies as well as the bases of estimates and judgements applied in the 2018 Annual Report have been applied in this interim report as well, with the following addition.

New and amended standards applied from January 1, 2019

IFRS 16 Leases is being applied from January 1, 2019 and is replacing IAS 17. Under the new standard, essentially all leases are recognized in the balance sheet, the right to use the leased item as an asset and the remaining lease payments as current or noncurrent liability. In the income statement, the leasing cost has been replaced by depreciation of the assets and interest expense on the lease liabilities. Key figures such as the equity ratio and the

debt/equity ratio have been affected since the liabilities in the balance sheet increased. The leases recognized in the balance sheet mainly relate to rent for premises. Enzymatica has used a simplified method for the transition to IFRS 16. Under the simplified method, the opening balance is adjusted for the right-to-use asset and the liability is calculated as the remaining payments. The value of the right-to-use asset is based on the liability. Leases shorter than 12 months have not been taken into account. When calculating the liability for the remaining lease payments, an interest rate of 3 % has been used as a discount. As a result of the transition to IFRS 16 the balance sheet total as of January 1, 2019 increased by KSEK 1,300.

#### Segment reporting

Enzymatica's business currently only spans a single operating segment, Medical devices. Please see the income statement and balance sheet for reporting on this operating segment.

#### Information about risks and uncertainties

Enzymatica's business is exposed to several risks, both operational and financial risks. The operational risks mainly comprise uncertainty concerning product development, supplier agreements, regulatory permits, product liability and distribution. The financial risks primarily consist of currency, interest, price, credit and liquidity risks. For a more detailed description of the risks and uncertainties Enzymatica faces, please see the risk and sensitivity analysis in the 2018 Annual Report, page 41.

#### Audit

This report was not reviewed by the Company's auditors.

Upcoming financial information
Interim report, January–September 2019 November 5, 2019
Year-end report 2019 February 13, 2020

The interim reports and annual report are available on Enzymatica's website www.enzymatica.se.

The Board of Directors and CEO hereby confirm that this interim report provides a true and fair view of the parent company's and group's business, financial position and results of operations, and describes material risks and uncertainties faced by the parent company and group companies.

Lund, Wednesday, July 17, 2019

Bengt Baron
Board Chair

Marianne Dicander Alexandersson
Board Member

Board Member

Sigurgeir Guðlaugsson
Board Member

Mats Andersson
Board Member

Board Member

Board Member

Fredrik Lindberg, CEO

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#### **Publication**

This information is information that Enzymatica is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 8:30 a.m. CET on Wednesday, July 17, 2019.

#### Street address

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Enzymatica is listed on the Nasdaq First North. The Company is traded under the ticker symbol ENZY and ISIN code SE0003943620.

Enzymatica's certified advisor is Erik Penser Bank. Tel: +46 (0)8-463 83 00

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# Consolidated Income Statement in Summary

All amounts in SEK thousand	Apr-Jun 2019	Apr-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Dec 2018
Operating income					
Net sales	6 365	5 293	19 655	20 384	52 560
Cost of goods sold	-2 383	-2 575	-5 895	-6 958	-15 756
Gross profit	3 983	2 718	13 760	13 426	36 805
Sales & Marketing expenses	-4 223	-5 076	-13 134	-13 784	-29 236
Administrative expenses	-6 661	-6 867	-13 369	-13 919	-28 559
Research and development costs	-8 918	-6 076	-15 151	-10 861	-20 815
Other operating income	225	282	408	510	1 225
Operating profit/loss	-15 596	-15 019	-27 487	-24 626	-40 580
Profit/loss from financial items					
Interest income and similar profit/loss items	247	260	470	290	768
Interest expenses and similar profit/loss items	-120	-744	-337	-1 089	-2 337
Profit/loss after financial items	-15 469	-15 504	-27 354	-25 425	-42 150
Tax expenses	-212	-8	-546	-232	-429
Profit/loss for the period	-15 680	-15 512	-27 899	-25 657	-42 579
Other service baseline in control					
Other comprehensive income:					
Items that have been redirected or may be included in the profit/loss:  Translation difference of subsidiaries	200	140	527	020	200
	-286	-148	-537	839	-309 - <b>309</b>
Total other comprehensive income, net of tax	-286	-148	-537	839	-309
Total comprehensive income for the period	-15 967	-15 660	-28 436	-24 818	-42 888
Share attributable to parent company shareholders	-15 967	-15 660	-28 436	-24 818	-42 888
Per share data	Apr-Jun 2019	Apr-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Dec 2018
Earnings per share, SEK (basic and diluted)	-0,11	-0,17	-0,20	-0,28	-0,45
Equity per share, SEK	0,92	0,95	0,92	0,95	1,12
Equity-asset ratio, %	88%	74%	88%	74%	86%
Number of outstanding shares	142 823 696	90 887 808	142 823 696	90 887 808	90 887 808
Average number of outstanding shares (basic and diluted)	142 823 696	90 887 808	142 823 696	90 887 808	90 887 808

#### **Definitions of financial ratios**

Earnings per share. Profit/loss for the period divided by average weighted number of shares

Equity-asset ratio. Equity divided by total assets.

Equity per share. Equity divided by number of shares at the end of the period.

# Quarterly financial performance

All amounts in SEK thousand	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018
Net sales	6 365	13 289	18 945	13 232	5 293
Gross profit/loss	3 983	9 777	14 126	9 253	2 718
Gross margin in %	63%	74%	75%	70%	51%
Operating costs	-19 803	-21 852	-21 420	-18 627	-18 019
Operating profit/loss	-15 596	-11 891	-6 778	-9 175	-15 019
Profit/loss for the period	-15 680	-12 219	-7 361	-9 561	-15 512
Cash flow	-13 084	-16 306	60 841	6 308	-4 882

Consolidated Balance Sheet in Summary				
All amounts in SEK thousand	2019-06-30	2018-06-30	2019-03-31	2018-12-31
Assets				
Intangible assets	86 846	92 108	88 021	89 383
Property, plant & equipment	5 311	5 085	5 706	4 538
Financial assets	672	1 545	888	1 236
Inventories	7 070	6 956	6 988	5 552
Trade receivables	5 030	4 366	10 140	10 443
Other receivables	3 827	2 768	3 263	3 719
Cash and cash equivalents	40 777	3 249	53 917	70 301
Total assets	149 533	116 078	168 922	185 172
Equity and liabilities				
Equity	131 455	86 247	147 375	159 660
Long-term interest-bearing liabilities	3 138	4 840	3 780	3 873
Current interest-bearing liabilities	2 505	14 280	2 5 0 3	1 749
Trade payables	6 463	4 475	7 2 9 8	10 222
Other liabilities	5 973	6 236	7967	9 668
Total equity and liabilities	149 533	116 078	168 922	185 172
Consolidated statement of changes in equity				
All amounts in SEK thousand	2019-06-30	2018-06-30	2019-03-31	2018-12-31
Opening balance	159 660	110 695	159 660	110 695
New share issue	-	-	-	98 678
Issue expenses related to New share issue	-139	-	-	-7 569
Effect of employee share ownership plan	369	369	184	745
Total comprehensive income for the period	-28 436	-24 818	-12 469	-42 888
Closing balance	131 455	86 247	147 375	159 660

# Consolidated cash flow statement

All amounts in SEK thousand	Apr-Jun 2019	Apr-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Dec 2018
Operating profit/loss	-15 596	-15 019	-27 487	-24 626	-40 580
Financial items	127	-485	133	-799	-1 568
Adjustments for non-cash items	1 563	2 276	3 192	4 478	6 804
Cash flow from operating activities before changes in working capital	-13 905	-13 228	-24 161	-20 947	-35 345
Changes in working capital	1 634	-3 625	-3 668	2 535	6 552
Cash flow from operating activities	-12 271	-16 853	-27 830	-18 413	-28 793
Capitalization of development expenditure	-	-	-	-	-
Acquisition/disposal of property, plant & equipment	-243	-112	-557	-308	-520
Cash flow from investing activities	-243	-112	-557	-308	-520
New share issue	-	-	-	-	98 678
Transaction costs attributable to new share issue	-139	-	-139	-	-7 569
Change in bank/overdraft facilities	-432	12 083	-864	10 999	-2 368
Cash flow from financing activities	-570 <sup>*</sup>	12 083	-1 003	10 999	88 740
Total cash flow for the period	-13 084	-4 882	-29 390	-7 722	59 428
Cook and each actival ante at start of nation	F2 047	0.100	70 301	10.022	10.022
Cash and cash equivalents at start of period	53 917 -55	8 190 -59		10 932	10 932
Translation difference cash and cash equivalents		,	-133	39	-60
Cash and cash equivalents at end of period	40 778	3 249	40 778	3 249	70 301

Parent company income statement					
All amounts in SEK thousand	Apr-Jun 2019	Apr-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Dec 2018
Operating income					
Netsales	5 150	4 752	17 267	18 439	48 028
Cost of goods sold	-3 350	-3 237	-8 628	-9 186	-19 128
Gross profit	1 800	1 515	8 639	9 253	28 900
Sales & Marketing expenses Administrative expenses Research and development costs	-3 447 -5 275 -9 526	-4 242 -5 270 -6 805	-11 864 -10 322 -16 263	-12 398 -10 468 -12 155	-26 409 -21 756 -22 482
Other operating income	0	0	2	0	0
Operating profit/loss	-16 448	-14 802	-29 808	-25 767	-41 <b>7</b> 48
Profit/loss from financial items Interest income and similar profit/loss items Interest expenses and similar profit/loss items	0 -121	381 -982	0 -317	41 -766	97 -1 710
Profit/loss after financial items	-16 569	-15 404	-30 125	-26 492	-43 361
Tax expenses	-	-	-	-	-
Profit/loss for the period	-16 569	-15 404	-30 125	-26 492	-43 361

# Parent company balance sheet

All amounts in SEK thousand	2019-06-30	2018-06-30	2019-03-31	2018-12-31
Assets				
Intangible assets	24 539	29 802	25 714	27 077
Property, plant & equipment	9	29	10	12
Financial assets	20 017	19 688	20017	20 017
Inventories	4 875	6 2 0 8	4873	3 992
Trade receivables	4 017	3 684	9 264	9 847
Receivables from group companies	0	0	0	0
Other receivables	2 558	1433	2 196	2 812
Cash and bank balances	36 611	1695	47 564	68 776
Total assets	92 625	62 538	109 639	132 532
Equity and liabilities				
Equity	73 178	29 201	89 886	103 442
Long-term interest-bearing liabilities	2 333	16 251	2 683	3 033
Current interest-bearing liabilities	1 400	1400	1 400	1 400
Liabilities to group companies	4 824	6340	2 0 2 0	6 508
Trade payables	6 323	4251	6 935	9 755
Other liabilities	4 567	5 096	6715	8 394
Total equity and liabilities	92 625	62 538	109 639	132 532