

Interim Report Q1/2024

January-March 2024

Enzymatica AB develops and sells products that treat infections and alleviate symptoms in the upper respiratory tract. The products are based on the Penzyme® technology, which includes marine enzymes with unique properties. The best-selling product is ColdZyme®, a mouth spray for colds and cold-like symptoms of the upper respiratory tract. ColdZyme has been launched in over 30 markets on four continents. The strategy is to continue to grow by developing more health products, strengthening the company's position in existing markets and expanding into new geographic markets through established partners. The company is headquartered in Lund and is listed on Nasdaq First North Growth Market. Certified Adviser is Carnegie Investment Bank AB (publ). For more information please visit www.enzymatica.com.

Enzymatica AB (publ) Interim Report January-March 2024

First quarter

- Net sales reached SEK 9.4 (13.0) million.
- The operating result totaled SEK -18.4 (-14.4) million.
- Earnings per share, basic and diluted, were SEK -0.11 (-0.09).
- Cash flow from operating activities totaled SEK -7.3 (-12.2) million.

"The MDR certification during the quarter is an acknowledgment of our solid scientific and regulatory documentation."

Claus Egstrand, CEO

Key figures

(SEK million)	Q1 2024	Q1 2023	Full year 2023
Net sales	9.4	13.0	50.9
Gross margin, %	69	61	63
Operating profit/loss	-18.4	-14.4	-48.1
Cash flow from operating activities	-7.3	-12.2	-40.3
Net cash	-1.1	16.0	-17.7
Average number of employees	18	22	20

Enzymatica AB (publ) Interim Report January-March 2024

Significant events in during the quarter	Significant events after the quarter
• On February 16, 2024, the Board of Directors decided to carry out a rights issue, with preferential rights for existing shareholders, of SEK 27.4 million before issue expenses. The rights issue was 72.7 percent subscribed with the support of subscription rights and 7.9 percent without the support of subscription rights. The remaining part of the rights issue was subscribed through guarantee commitments from Enzymatica's three largest owners, through wholly or partly owned companies, and the Chairman of the Board and CEO. After issue expenses, the company receives SEK 25.5 million.	• No significant events were reported after the end of the quarter.
• ColdZyme [®] was certified in March 2024 under the EU MDR (Class III) regulation. The MDR replaces the EU's Medical Device Directive (MDD) and imposes stricter requirements on the evidence for clinical validity, safety design and market surveillance. ColdZyme is one of the first cold and flu products to be certified under the regulation.	

Other events during and after the quarter

- On March 2, 2024, Professor Glen Davison presented the first results from his ongoing clinical trial on ColdZyme at the IOC's 7th World Conference on Prevention of Injury and Illness in Sport, the premier international conference on clinical aspects of sports and exercise medicine.
- The British Journal of Sports Medicine published an abstract about the ongoing clinical trial on ColdZyme at the University of Kent. The initial results from the study showed that ColdZyme significantly reduced the quantity of rhinovirus and symptoms of sore throat compared with placebo. The final results of the study are expected in the first half of 2024.
- Enzymatica will participate in the Global Health Campaign initiative that brings together consumer health and life science companies. At the end of May 2024, participating companies will join researchers and experts for the Global Health Summit in Geneva.
- The Swedish government has tasked the Swedish Agency for Health Technology Assessment and Assessment of Social Services with the task of investigating the state of knowledge regarding the effect of products that are claimed to combat colds. The assignment must be reported by 1 September 2024 at the latest.

CEO Claus Egstrand: MDR certification opens up great commercial opportunities



The MDR certification during the quarter is an acknowledgment of our solid scientific and regulatory documentation, which will contribute to creating new and exciting opportunities for Enzymatica.

Sales for the first quarter were lower than the same period last year, which in its entirety is due to the low partner sales. We are working intensively, on a broad front, to reverse this trend. In the Swedish market, the picture is different: Sales were up by 21% compared to the same quarter last year and our market share continues to increase. There are several internal and external factors are working together, making me expect Enzymatica to take several important steps in 2024.

In early March, Professor Glen Davison presented his research on ColdZyme in Monaco at the International Olympic Committee's conference on injury and illness in sport. Later, the prestigious British Journal of Sports Medicine published an abstract of the same research. These are two examples of how the scientific work on ColdZyme and Enzymatica's Penzyme technology are becoming increasingly visible in international contexts. Later this spring, we will attend the Global Health Summit in Geneva to present the research results there as well. We are seeing considerable interest in both the technology and the product from both scientific and commercial sources.

MDR offers great opportunities

The MDR certification was a labor-intensive and costly process, but now that ColdZyme has been certified as one of the first cold products in Europe, it opens up great commercial opportunities.

From now on, we can make stronger and better health claims, that will fortify our marketing. We have received

confirmation of the high quality of our scientific and regulatory documentation. We have also secured the possibility to sell in European markets for a long time to come, and MDR certification will help when seeking authorization for new markets. Immediately after the announcement, we started to develop new MDR packaging and are planning new marketing activities.

Development of the business model

Another important area concerns our business model. We currently have our own production of Penzyme, which is the patented key component of our barrier technology. For purely strategic reasons, we shall keep control of it, but we should challenge ourselves when it comes to other parts of the value chain. One definite possibility would be to become a "content provider". With "Penzyme Inside" we could broaden our business model and pave way for an international expansion.

We now know that our barrier technology has a proven effect against viruses in the upper respiratory tract. This is an area that we continue to explore through our various university collaborations. But there are more potential uses in consumer health, or in other areas. This is something we will explore going forward – on our own and in collaboration with new partners and the scientific community.

Review of markets underway

During the first quarter, we continued our discussions with our current partners. The MDR certification was very welcome, but sales to our partners were still far from satisfactory in the first quarter. We are therefore continuing to pursue discussions with other potential partners who can take over current markets or help us enter new ones. Our focus is on becoming established in the coming years in some of the major cold remedy markets globally, such as China, Japan and the US. For Enzymatica it is more important that we have efficient operations in the large markets than that we have a presence in many small ones. In retrospect, I can see that historically, we have placed too much emphasis on increasing the number of markets.

Important steps during the year

I already wrote in the year-end report for last year that 2024 has every chance of being an important and exciting year for Enzymatica. We have the MDR certification in place, we are hoping for good research results during the second quarter, and we are engaged in discussions with potential partners with great faith in our technology, our product and our capabilities.

We also have a production facility that is ready for sharply increasing volumes and an organization that is quickly scalable when needed. Although it is always difficult to predict the future, I expect that the many long-term shareholders who have been so patient will see Enzymatica make great strides this year.

Claus Egstrand, CEO



Enzymatica at a glance

Enzymatica's business concept is to develop self-care products, based on the company's barrier technology platform. The company was founded in 2007, has its head office in Lund, Sweden, and has been listed on the Nasdaq First North Growth Market since 2015.

Enzymatica has developed ColdZyme, a unique mouth spray for colds. It has been launched in over 30 markets on four continents.

Sales are handled in Sweden and the UK through contract organizations and in other markets through partner agreements with leading players in consumer healthcare, such as French Sanofi and German STADA. They have launched the product under their own brands, such as ViruProtect (STADA) and Bisolviral (Sanofi).

Enzymatica's development work is focused on products related to upper respiratory tract infections. Research and development is led from Lund, in close collaboration with the production facility in Iceland.

Seasonal variations

Cold products usually have a seasonal peak in the winter in the northern hemisphere, while sales level out in the summer months. During the coronavirus pandemic, sales were low even in the winter months due to social distancing, leading to a lower spread of the cold virus.

Financial targets

In November 2021, the Board set financial targets for Enzymatica for the next five years. At the end of 2026, sales will amount to at least SEK 600 million, with an EBIT margin of at least 28%. The strong growth compared with current sales is expected to result from launching in new major markets such as China, Japan and the US, as well as by achieving increased market share in existing core markets, including Sweden, the UK, Germany, Italy and France.

New markets

The company is engaged in discussions regarding the launch with its partners in China and Japan. Given the new research findings, optimal product claims and classifications are under evaluation. Efforts continue to find a partner for the North American markets. In the UK, Enzymatica is looking for a new partner to step up sales and marketing efforts.



Launch planned within the next few years



Financial overview – January-March 2024

Sales and market

Consolidated net sales in the first quarter of 2024 came in at SEK 9.4 (13.0) million – a 28% year-on-year decrease compared with the same period in 2023. Currency fluctuations did not affect sales in the first quarter.

The decline is attributable to a lack of orders from partners. Sales increased in the company's own markets – in Sweden, sales growth was 21% compared with the same period in 2023. In Sweden, Enzymatica engaged in extensive marketing activities during the period, including TV commercials and a campaign in digital media.

The cold remedy market at pharmacies in Sweden decreased 1.6% in value for the quarter compared with the same quarter in 2023. In the same period, ColdZyme sales from pharmacies increased by 4.8% in value compared with 2023. ColdZyme's market share in the barrier segment increased by 4 percentage points with respect to number of packages sold and by 6 percentage points in terms of value. ColdZyme's share of the total cold remedy market in terms of value was 5.3%, compared with 4.9% for the same period year-on-year.

In the UK, sales increased during the quarter. At Boots, ColdZyme's sales increased by 9,7% with respect to number of packages sold, compared with the same quarter in 2023. At amazon.co.uk, sales increased by 82,8% during the quarter compared with the same quarter in 2023.

Sales to the company's partners continue to be inadequate and discussions are underway with both current and new partners on how to boost sales.

Performance

The gross margin during the quarter was 69% (61). Enzymatica experiences variations in gross margins between individual quarters, which is due to the distribution between its own sales and sales via partners.

Total operating expenses for the quarter amounted to SEK 25.4 (22.5) million. The higher costs can mainly be attributed to the marketing campaign carried out in Sweden during the quarter, as well as higher administrative expenses and research and development costs. No expenses for development projects were capitalized during the quarter (0).

The consolidated operating loss was SEK -18.4 (-14.4) million. Net financial income and expenses for the period amounted to SEK -0.8 (-0.4) million. Tax expense for the period was SEK 0.3 (-0.2) million. Impairment charges totaled SEK -1.5 (-1.5) million.

Research, development and other investments

Total consolidated research and development expenses in the Group were in line with the plan and amounted to SEK 4.4 (3.5) million for the first quarter. The Group's investments in property, plant and equipment and intangible assets for the quarter totaled SEK 0.1 (1.0) million, of which SEK 0 (0) million are intangible assets.

In November 2022, the University of Kent (UK) initiated a double-blind, placebo-controlled clinical study to explore the preventative effects of ColdZyme on upper respiratory tract infections in elite athletes. The study is in the final phase and results from the study are expected to be presented in the second quarter of 2024.

Funding and cash flow

The Group's available funds at the end of the period totaled SEK 27.0 (39.9) million, of which SEK 26.9 (38.4) million were in cash and cash equivalents and SEK 0.1 (1.5) million in unutilized credit facilities.

During the quarter, a small rights issue was carried out that raised SEK 25.5 million after issue expenses of SEK 1.9 million. The purpose of the rights issue was to secure working capital for the business and create a stable basis for negotiations with stakeholders regarding expansion in existing and new markets.

Enzymatica has a loan agreement for SEK 20 million.

Net cash at the end of the period totaled SEK -1.1 (16.0) million. Cash flow from operating activities from January through March 2024 totaled SEK -7.3 (-12.2) million. Total cash flow for the period amounted to SEK 18.6 (-12.3) million.



Financial overview – January-March 2024

Parent company

The parent company is responsible for group management and all operational activities, with the exception of enzyme production and the part of research and development that take place within the subsidiary Zymetech.

The parent company's sales from January through March 2024 reached SEK 9.1 (11.8) million. Loss before tax came in at SEK -4.4 (-15.7) million. The parent company's investments in property, plant & equipment and intangible assets for the period totaled SEK 0 (0) million and cash flow was SEK 19.4 (-12.3) million. Please see the consolidated figures for more information.

Staff

The number of people employed by the group, converted to full-time positions, was 16 (22) at the end of the period. The employees included 8 (10) men and 8 (12) women.

120,0 115,0 110,0 105,0 100,0 95,0 90,0 85,0 80,0 75,0 70,0 65,0 60,0 55,0 50,0 45,0 MSEK 40,0 40,0 35,0 30,0 25,0 20,0 15,0 10,0 5,0 0,0 11 Q1 Q3 Q1 Q3 Q1 Q3 Q1Q1 Q3 Q1 Q3 Q1 Q3 Q1 Q3 Q3 Q1 Q3 Q1 Q3 Q1 Q3 Q1 2016 2017 2018 2019 2020 2021 2022 2023 2024 2013 2014 2015 Sales per quarter Rolling 12 months 45,0 Sales per guarter 40,0 35,0 30,0 ¥^{25,0} ¥_{20,0} 15,0 10,0 5,0 0,0 Q2 Q1 Q3 Q4 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024

Sales per quarter and rolling 12 months



Other information

Group

Enzymatica AB (publ) (corporate identity no. 556719- 9244), with its head office in Lund, Sweden, is the parent company of the 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, Sweden.

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. Disclosures in accordance with IAS 34.16A are incorporated in the financial statements and its accompanying notes, as well as in other parts of this interim report. The recognition and measurement policies applied in the 2023 Annual Report have been applied in this interim report as well.

Segment reporting

Enzymatica's operations currently include only one operating segment: Medical devices. Please see the income statement and balance sheet for reporting on this operating segment.

Audit

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

Related-party transactions

In June 2022, a loan agreement for SEK 20 million was signed with Enzymatica's three largest owners – Mats Andersson (SEK 5 million), Håkan Roos (SEK 5 million) and Björn Algkvist (SEK 5 million) – as well as Chairman of the Board Bengt Baron (SEK 3 million) and CEO Claus Egstrand (SEK 2 million). Mats Andersson, Bengt Baron and Claus Egstrand are related parties with respect to the company. The utilized loan amount must be repaid starting September 30, 2024, and be repaid in full by March 30, 2026, at the latest. The loan runs at an annual interest rate of STIBOR 3 months + 7 percent. As of March 31, 2024, SEK 20 million of the loan had been utilized.

Information about risks and uncertainties

The financial statements have been prepared on the assumption that the Group operates on a going concern basis, which assumes that the Group will be able to settle its liabilities as they fall due. In confirming the going concern assumption at preparation, the Group has considered the following factors:

• The Group's liquidity needs are regularly monitored. Net liquidity needs are compared with available borrowing opportunities to identify what margins exist and whether additional funding is needed.

• Management establishes an annual budget and long-term strategic plans including an assessment of cash flow needs and continues to monitor actual performance against budget and plans throughout the reporting period.

• Ability to defer repayment of all or part of shareholder loans.

Management and the Board have prepared these plans based on significant judgments that support the going concern assumption and have expectations that the Group will have sufficient funding for at least 12 months.

Enzymatica's business is exposed to several risks, both operational and financial risks. The operational risks mainly comprise uncertainty related to product development, supplier agreements, competition, regulatory permits, product liability, dependency on key personnel, legislation and regulatory requirements, intellectual property and distribution, as well as the impact of the coronavirus pandemic. The financial risks mainly comprise currency, credit, funding and liquidity risks. For a more detailed description of the risks and uncertainties Enzymatica faces, please see the 2023 Annual Report, which is available on the company's website.

Enzymatica is affected by the economic uncertainty in the world, with respect to geopolitical conflicts, rising inflation, higher interest rates, and climbing costs for transports, energy, equipment and materials. However, the impact on the company has been marginal.

Annual Report

Enzymatica's 2023 annual report was published on April 9, 2024, and is available at the company's website: <u>www.enzymatica.se</u>.

Annual General Meeting

Enzymatica's 2024 Annual General Meeting will be held at 2:30 p.m. on May 7 at the Elite Hotel Ideon in Lund, Sweden.



Other information

Upcoming financial information

2024 Annual General Meeting Interim report, Jan–June 2024 Interim report, Jan–Sep 2024 Year-end report 2024 May 7, 2024 July 18, 2024 November 7, 2024 February 18, 2025

The interim reports and annual report are available at www.enzymatica.com.

Signing of the interim report

Lund, April 25, 2024

Claus Egstrand CEO For questions about this report, please contact: Claus Egstrand, CEO, Enzymatica AB +44 7780 22 8385 | claus.egstrand@enzymatica.com

Therese Filmersson, CFO, and Deputy CEO, Enzymatica AB +46 708 40 72 24 | therese.filmersson@enzymatica.com

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 Thursday, April 25, 2024.

Street address

Enzymatica AB (publ), corp. ID no. 556719-9244.

Mailing address: Ideon Science Park, 223 70 Lund, Sweden Street address: Scheelevägen 19, Ideon, Lund Tel: +46 46 286 31 00 | com| www.enzymatica.com

Enzymatica is listed on the Nasdaq First North Growth Market. The Company is traded under the ticker symbol ENZY and ISIN code SE0003943620. Certified Adviser is Carnegie Investment Bank AB (publ), certifiedadviser@carnegie.se



Condensed consolidated statement of comprehensive income

All amounts in SEK thousand	Jan-Mar 2024	Jan-Mar 2023	Jan-Dec 2023
Operating income			
Net sales	9 422	13 038	50 904
Cost of goods sold	-2 965	-5 099	-19 041
Gross profit	6 457	7 939	31 863
Sales & Marketing expenses	-10716	-9 844	-28 371
Administrative expenses	-10 232	-9 146	-39 414
Research and development costs	-4 445	-3 511	-15 310
Other operating income	799	428	3 891
Other operating costs	-271	-246	-721
Operating profit/loss	-18 409	-14 380	-48 062
Profit/loss from financial items			
Interest income and similar profit/loss items	25	83	602
Interest expenses and similar profit/loss items	-787	-444	-2 260
Profit/loss after financial items	-19 171	-14 741	-49 719
Tax expenses	308	-179	-9
Profit/loss for the period	-18 863	-14 920	-49 728
Other comprehensive income:			
Items that have been redirected or may be included in the profit/loss:			
Translation difference of subsidiaries	667	681	44
Total other comprehensive income, net of tax	667	681	44
Total comprehensive income for the period	-18 196	-14 240	-49 684
Share attributable to parent company shareholders	-18 196	-14 240	-49 684



Earnings per share

	Jan-Mar 2024	Jan-Mar 2023	Jan-Dec 2023
Earnings per share, SEK (basic and diluted)	-0,11	-0,09	-0,30
Equity per share, SEK	0,48	0,68	0,47
Equity-asset ratio, %	61%	74%	61%
Number of outstanding shares	173 382 220	164 256 840	164 256 840
Average number of outstanding shares (basic and diluted)	167 298 633	164 256 840	164 256 840

Key financial indicators

Earnings per share

Profit/loss for the period in relation to average weighted number of shares.

Equity per share

Equity in relation to number of shares at the end of the period.

Equity ratio

Equity in relation to total assets.

Net cash

Interest-bearing current and non-current liabilities, less cash and cash equivalents.

Quarterly review by auditors

All amounts in SEK thousand	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
Net sales	9 422	15 834	13 268	8 764	13 038
Gross profit/loss	6 457	10 163	8 282	5 479	7 939
Gross margin in %	69%	64%	62%	63%	61%
Operating costs	-25 394	-26 288	-17 272	-17 033	-22 501
Operating profit/loss	-18 409	-13 779	-8 748	-11 155	-14 380
Profit/loss for the period	-18 863	-14 061	-9 236	-11 511	-14 920
Cash flow	18 563	-4 567	-16 165	-9 389	-12 285



Condensed consolidated statement of financial position

All amounts in SEK thousand	2024-03-31	2023-03-31	2023-12-31
Assets			
Intangible assets	67 786	70 218	68 331
Tangible assets	16 351	16 242	16 484
Financial assets	2 698	2 206	2 315
Inventories	13 236	11 217	11 499
Trade receivables	4 814	9 783	11 342
Other receivables	5 259	4 136	7 574
Cash and cash equivalents	26 924	38 422	8 366
Total assets	137 068	152 224	125 911
Equity and liabilities			
Equity	83 928	112 053	76 609
Long-term interest-bearing liabilities	25 315	21 495	24 884
Current interest-bearing liabilities	2 692	972	1 219
Trade payables	8 470	3 071	7 372
Other liabilities	16 663	14 633	15 827
Total equity and liabilities	137 068	152 224	125 911

Condensed consolidated statement of changes in equity

All amounts in SEK thousand	2024-03-31	2023-03-31	2023-12-31
Opening balance	76 609	126 293	126 293
New share issue	27 376	0	0
Issue expenses related to New share issue	-1861	0	0
Total comprehensive income for the period	-18 196	-14 240	-49 684
Closing balance	83 928	112 053	76 609

Condensed consolidated statement of cash flows

All amounts in SEK thousand	Jan-Mar 2024	Jan-Mar 2023	Jan-Dec 2023
Operating profit/loss	-18 409	-14 380	-48 062
Adjustments for non-cash items Note 1	1 471	1 380	6 417
Financial items	-762	-361	347
Cash flow from operating activities before changes in working capital	-17 700	-13 361	-41 298
Changes in working capital	10 370	1 201	1011
Cash flow from operating activities	-7 330	-12 160	-40 287
Acquisition/disposal of property, plant & equipment	-120	-277	-730
Cash flow from investing activities	-120	-277	-730
Rights Issue	27 376	0	0
Transaction costs attributable to new share issue	-1 861	0	0
Change in bank/overdraft facilities	498	152	-1 388
Cash flow from financing activities	26 013	152	-1 388
Total cash flow for the period	18 563	-12 285	-42 405
Cash and cash equivalents at start of period	8 366	50 689	50 689
Translation difference cash and cash equivalents	-4	18	82
Cash and cash equivalents at end of period	26 924	38 422	8 366

Note 1: Primarily related to depreciation.



Parent company income statement

All amounts in SEK thousand	Jan-Mar 2024	Jan-Mar 2023	Jan-Dec 2023
Operating income			
Net sales	9 140	11 779	48 829
Cost of goods sold	-5 467	-7 044	-29 295
Gross profit	3 673	4 735	19 534
Sales & Marketing expenses	-10 308	-9 493	-27 606
Administrative expenses	-6 611	-6 319	-26 933
Research and development costs	-4 196	-4 434	-15 143
Other operating income	291	315	921
Other operating costs	-270	-240	-711
Operating profit/loss	-17 421	-15 436	-49 937
Profit/loss from financial items			
Interest income and similar profit/loss items	10	115	625
Interest expenses and similar profit/loss items	-577	-413	-2 125
Results from subsidiaries	13 628	0	0
Profit/loss after financial items	-4 359	-15 735	-51 437
Tax expenses	0	0	0
Profit/loss for the period	-4 359	-15 735	-51 437

Parent company balance sheet

All amounts in SEK thousand	2024-03-31	2023-03-31	2023-12-31
Assets			
Intangible assets	5 479	7 912	6 0 2 4
Tangible assets	22	105	30
Financial assets	18 452	18 452	18 452
Inventories	10 433	8 121	9 166
Trade receivables	4 199	9 367	10 615
Receivables from group companies	8 962	444	0
Other receivables	2 955	4 158	6 083
Cash and bank balances	26 857	36 665	7 407
Total assets	77 359	85 224	57 777
Equity and liabilities			
Equity	32 836	47 382	11 680
Long-term interest-bearing liabilities	23 432	21 266	22 879
Current interest-bearing liabilities	0	0	0
Liabilities to group companies	0	0	2 651
Trade payables	6 5 9 5	2 696	7 046
Other liabilities	14 496	13 880	13 522
Total equity and liabilities	77 359	85 224	57 777





www.enzymatica.com