

PRESS RELEASE

ZINZINO

Corporate ID no. 556733-1045

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ZINZINO AB (PUBL): PRELIMINARY SALES REPORT Q3 2024

Zinzino group revenue increased 22% in Q3, compared with the previous year.

The revenue in September for Zinzino's sales markets increased by 20 % and amounted to SEK 177.8 (148.3) million. Faun Pharma's external sales decreased and amounted to SEK 5.8 (9.9) million. Overall, the Group increased revenues by 16% to SEK 183.6 (158.2) million compared with the previous year.

Sales in Zinzino's sales markets increased by 22% in the third quarter of 2024 compared with the same period last year and amounted to SEK 503.9 (413.8) million. Total revenues in the Group increased by 22 % in the third quarter and amounted to SEK 531.9 (436.9) million.

Accumulated revenue for January – September 2024 increased by 21% to SEK 1493.5 (1238.5) million.

Revenues were distributed as follows:

Regions, mSEK	24-Sep	23-Sep	Change	Q3 2024	Q3 2023	Change	YTD 2024	YTD 2023	Change
The Nordics	25.0	25.5	-2%	72.0	72.3	0%	213.6	217.1	-2%
Central Europe	48.8	37.0	32%	138.7	111.8	24%	394.5	303.0	30%
East Europe	28.1	31.9	-12%	88.1	94.3	-7%	279.7	281.3	-1%
South & West Europe	38.1	26.4	44%	104.3	68.7	52%	264.6	180.2	47%
The Baltics	7.2	8.3	-13%	22.0	24.1	-9%	69.5	66.8	4%
North America	20.3	14.5	40%	52.6	28.7	83%	134.0	67.8	98%
Asia-Pacific	9.1	3.7	146%	21.8	11.0	98%	47.1	41.0	15%
Africa	1.2	1.0	20%	3.9	2.9	36%	10.8	10.0	8%
Zinzino	177.8	148.3	20%	503.5	413.8	22%	1413.8	1167.2	21%
Faun Pharma	5.8	9.9	-41%	28.4	23.1	23%	79.7	71.3	12%
Zinzino Group	183.6	158.2	16%	531.9	436.9	22%	1493.5	1238.5	21%

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, Serbia, 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.