



Conference Call

ABG Sundal Collier 2020-10-22

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Agenda

- 1 Introduction
- 2 Q3 summary
- 3 Q&A

Probi – "First in probiotics"



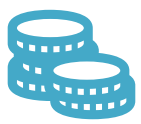
Founded 1991



420 patents



40 markets



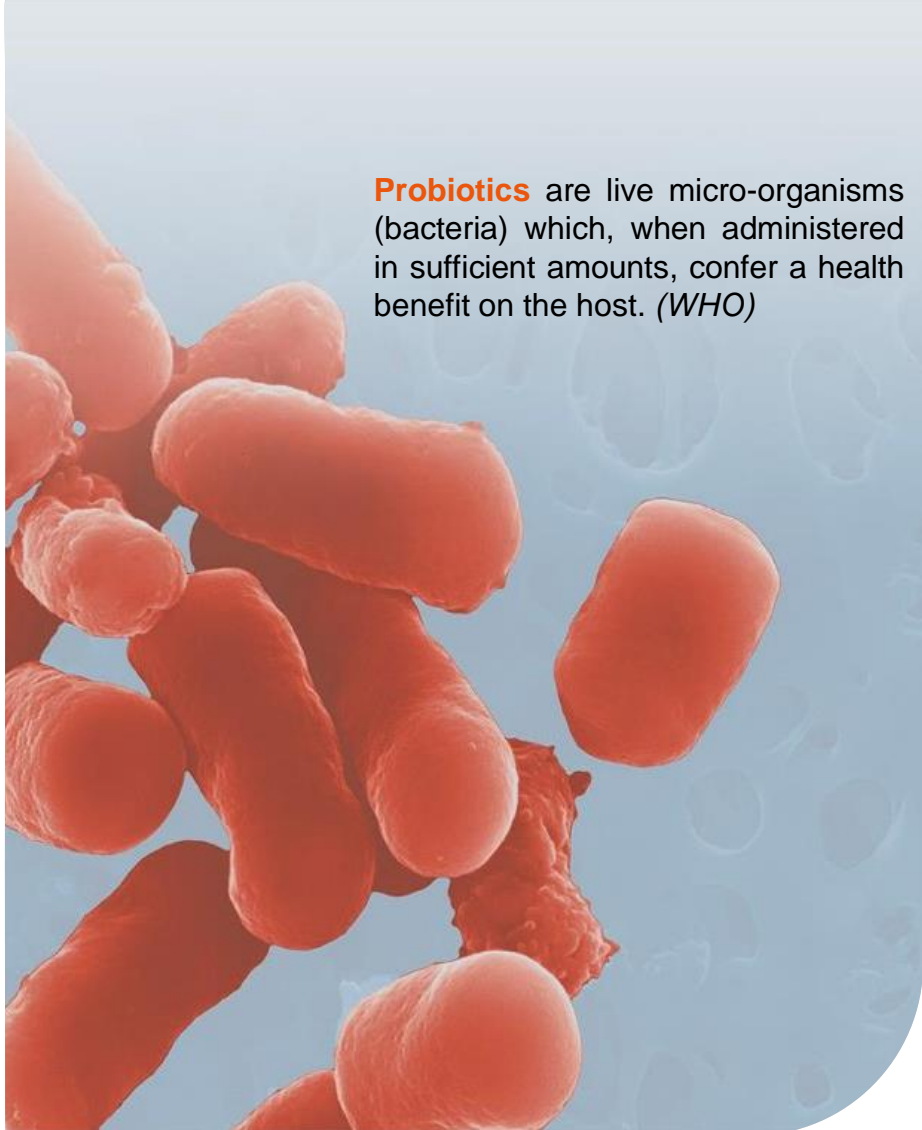
626 MSEK Net Sales
183 MSEK EBITDA



170 employees



4.400 MSEK Market Cap



Probiotics are live micro-organisms (bacteria) which, when administered in sufficient amounts, confer a health benefit on the host. (WHO)

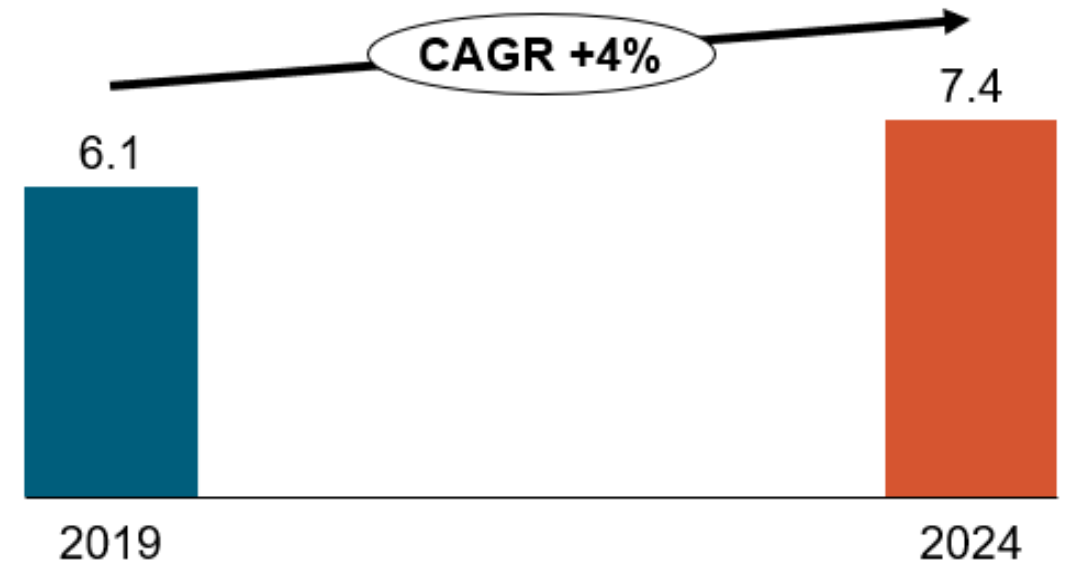


Trends driving future probiotics market

Reconciliation of group liquidity SEK m



Probiotics – Supplements Expected global growth 2019-2024 (USD bn consumer value)¹



¹ Source: Global Probiotics Market Insights – Euromonitor December 2019.

Strategic focus



Doubled sales



Growth

- Stronger presence in growth markets
- Solidify position in premium probiotic segments
- Strategic partnerships
- Acquisitions



Lead the way in probiotic innovation and science




Accelerate development of new products

- Expand range of clinically documented offerings
- Increase international collaborations
- Evaluate growth potential in probiotic related market segments



Manufacturing excellence



More efficient manufacturing

- High quality production adapted to market needs
- New manufacturing capabilities in growth regions
- Gradually improved gross margins





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Strong growth in Q3

- Net sales growth by 38% driven by strong development in region Americas
- EBITDA margin 32% in Q3 and 28% YTD
- Weaker development in EMEA and APAC as result of earlier stock build-up
- New management team complete with recruitment of VP R&D
- New research study showing link between probiotics and reduced side-effects related to acute stress
- Generally limited impact of COVID-19 on Probi operations
- **Post quarter:** Acquisition of shares and strategic partnership with Vital Nutrients Holdings

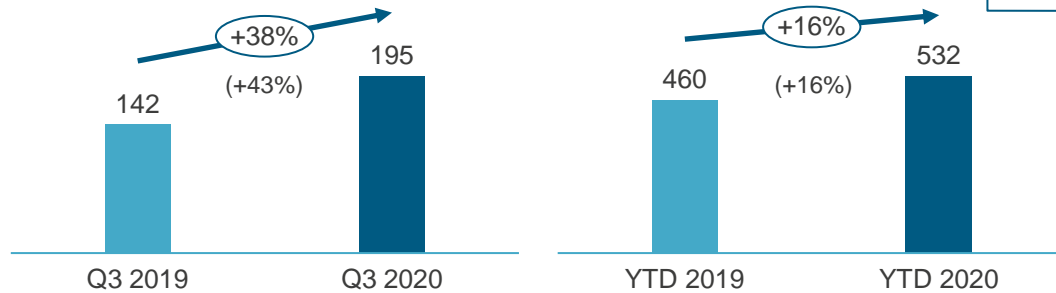


Strong sales growth with good profitability in Q3

Net sales

SEK m, sales growth in % (constant currency growth)

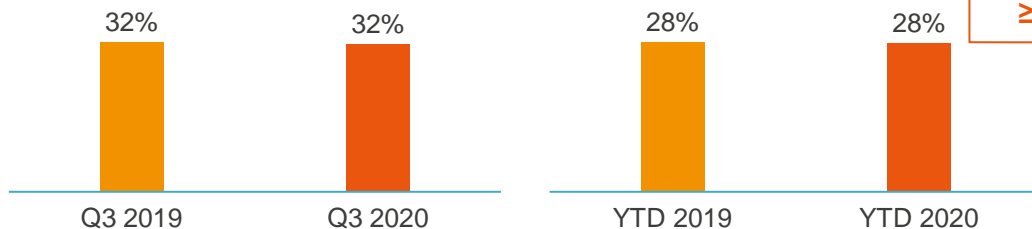
Target
> 7 %



EBIDTA %

EBITDA margin as % of Group net sales

Target
≥ 29 %



Highlights in the quarter

- Net sales (organic) growth by 38%
- Positive one-off effect in the quarter of SEK ~15 m from customer update program in region Americas
- Higher sales and product mix delivered good margin
- Higher OPEX in Q3 reflecting increased activity levels





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Financial calendar

Year-end report 2020: 9th February 2021

