



Q2 2022 Conference Call

Tom Rönnlund, CEO
Henrik Lundkvist, CFO

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Agenda

1 Executive Overview

2 Financial Review

3 Outlook

4 Q&A

Solid second quarter on par with last year

- Net sales increased by 10% (-1% currency adjusted) in Q2 and was on par with last year in H1
- EBITDA margin 26% in Q2 (25%)
- Investments in sales activities and strengthening of sales organization in Americas
- Region Americas still affected by specific customers' order patterns. Softer underlying market.
- EMEA continues to show stable development, organic growth of 10% adjusted for milestone-related revenues in Q2 2021
- APAC shows best quarter since Covid-boosted Q2 2020. Sinopharm on track with roll-out. Highest priority on sales activities after eased quarantine
- Product development with Symrise of skincare product based on upcycled fermentation broth

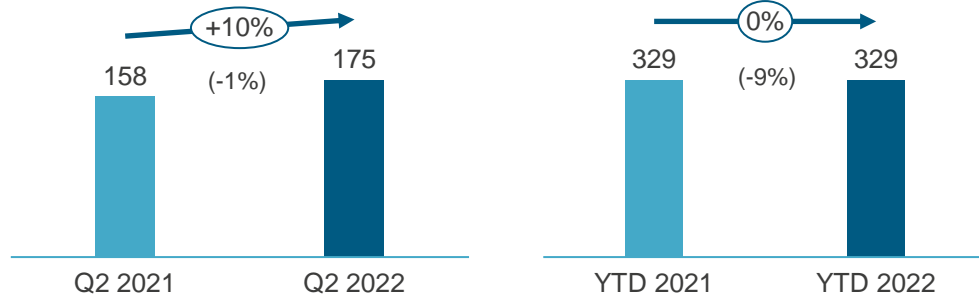


FX contribute to good growth in the quarter

Net sales

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

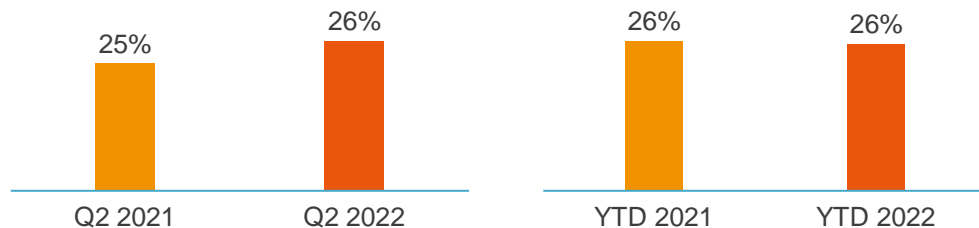
Target
> 7 %



EBITDA %

EBITDA margin as % of Net sales

Target
≥ 29 %



Highlights in the quarter

- Net sales in Q2 increase by 10%, positively affected by FX
- Net sales YTD on par with previous year
- Improved EBITDA margin in Q2 supported by increased gross margin in Americas
- EBITDA margin YTD 26% on par with previous year

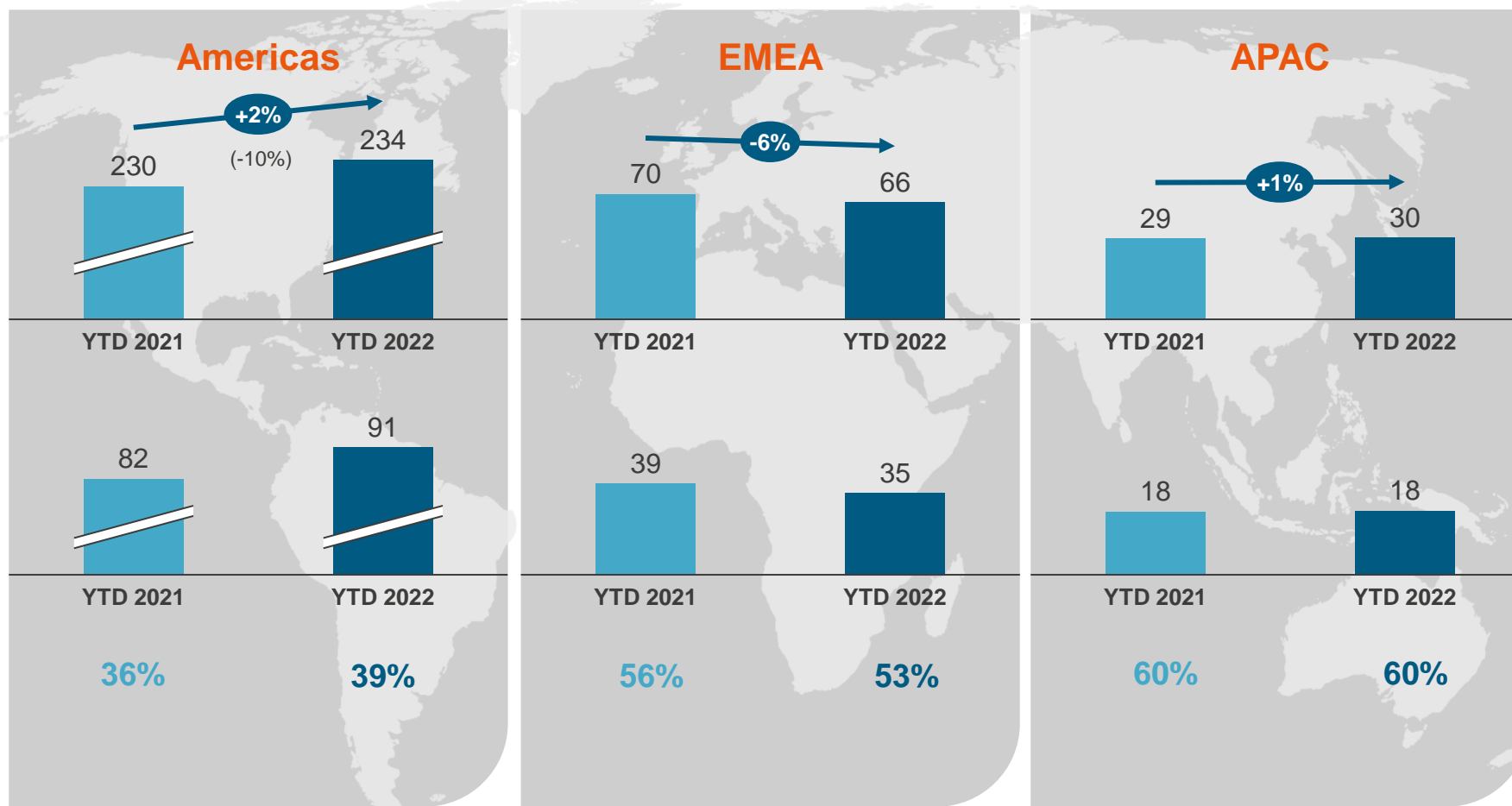


YTD Net Sales and Gross Profit by region

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

Gross profit
SEK m

Gross margin





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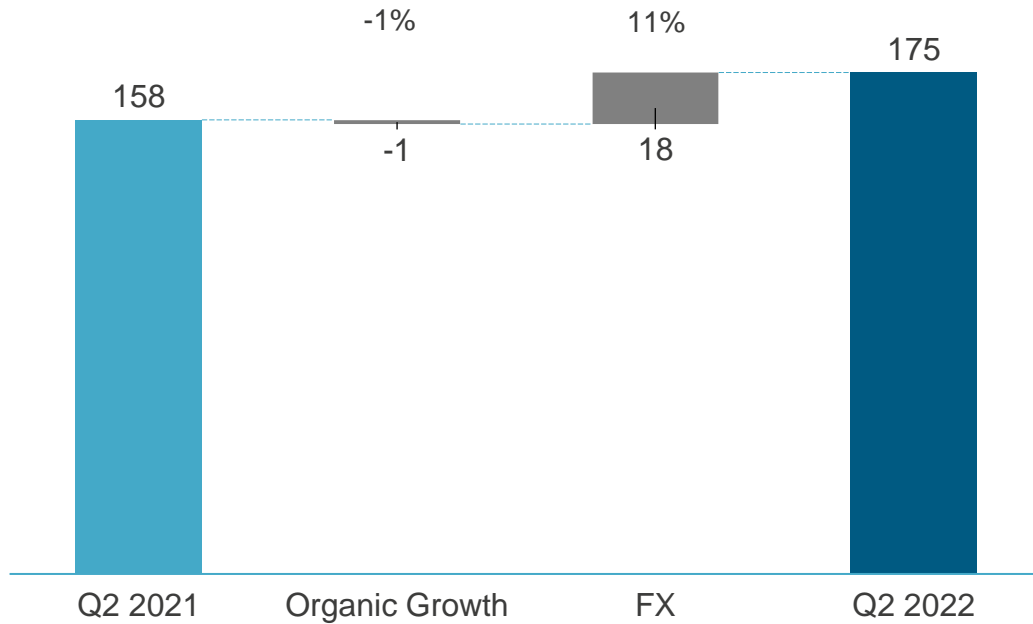
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Net Sales increase with FX tailwind in Q2

Probi sales bridge
SEK m, sales in %



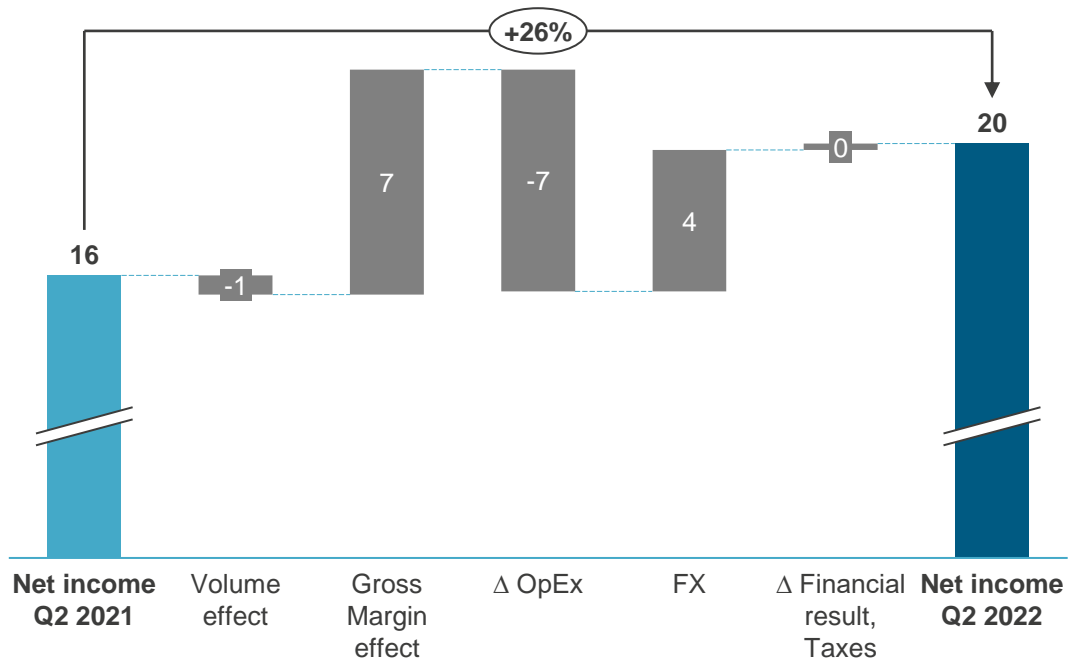
Condensed P&L
SEK m

	Q2 2022	Q2 2021	Change
Net sales	174.5	158.0	▲ 10%
EBITDA	45.9	39.0	▲ 18%
EBITDA margin	26.3%	24.7%	▲ 1.6pp
EBIT	25.2	21.1	▲ 20%
Net income	20.0	15.8	▲ 26%
EPS	1.75	1.39	▲ 26%



Improved net income resulting from increase in gross margins and FX

Reconciliation of net income SEK m



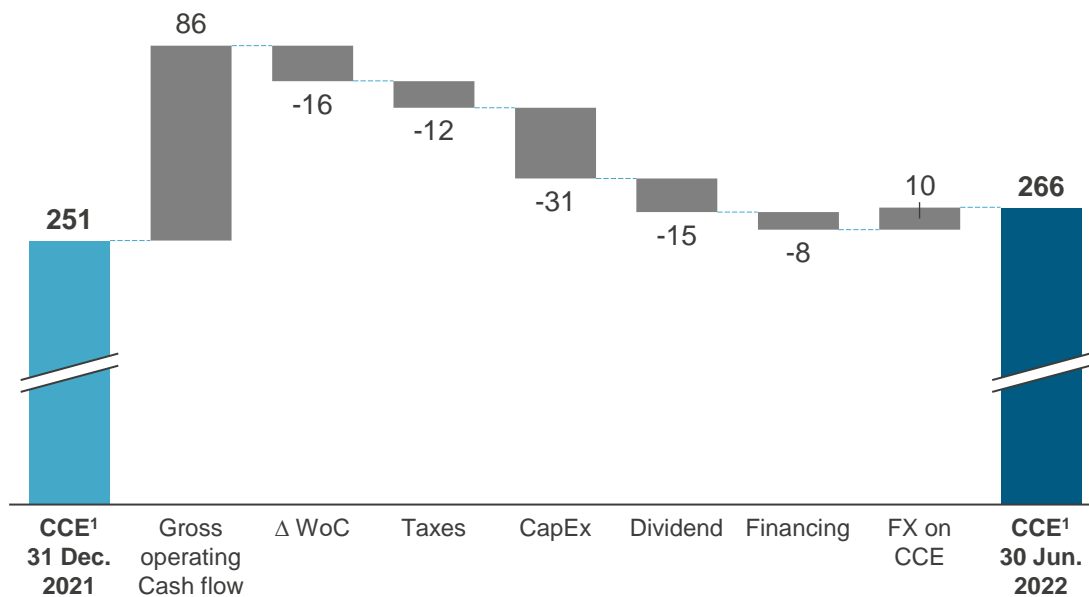
Key aspects

- Net income increase by SEK 4 m compared to previous year mainly explained by higher gross margin in region Americas and FX
- Investments in sales organization and activities, R&D and business development drive OpEx in the quarter



Solid cash flow from operations

Reconciliation of group liquidity SEK m



Key aspects

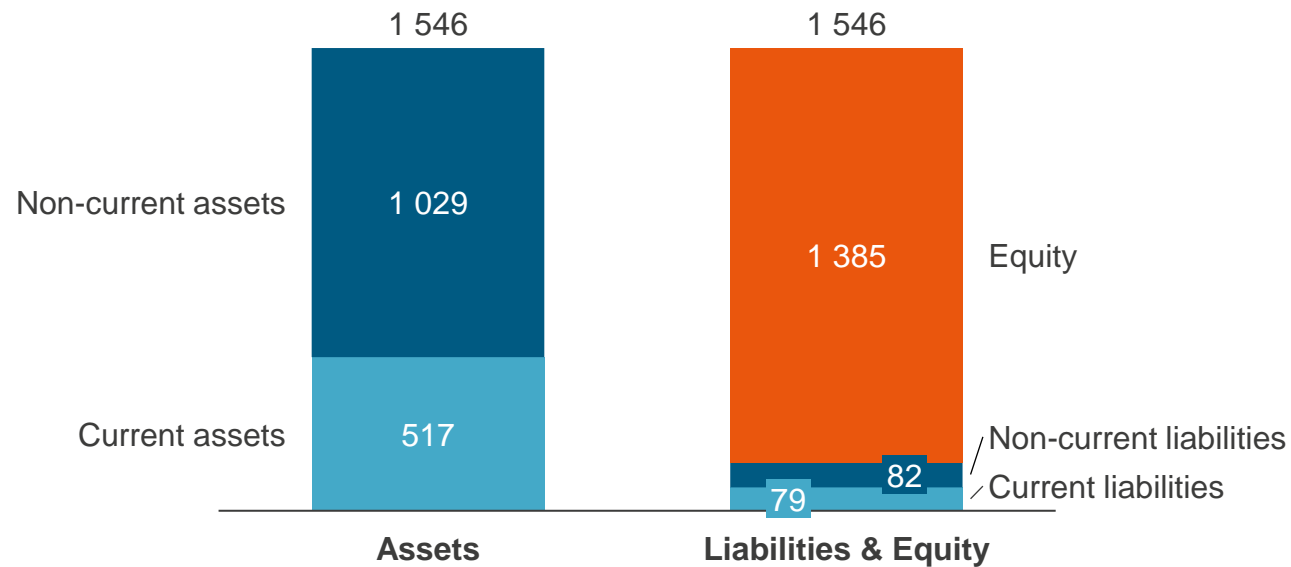
- Gross operating cash flow of SEK 86 m YTD
- CapEx of SEK 31 m mainly due to investments in production facilities (SEK 4 m higher than previous year)
- Dividend of SEK 15 m (SEK 2 m higher than previous year)
- Financing includes payments of lease obligations
- Positive FX effect on cash of SEK 10 m



¹ CCE = Cash and cash equivalents.

Solid balance sheet with no external loans

Balance sheet as per June 30, 2022
SEK m



Key aspects

- Total equity of SEK 1 385 m
- No external loans
- Equity ratio 90%





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Strategic focus

Doubled sales



Growth

- Stronger presence in growth markets
- Solidify position in premium probiotic segments
- Expand global key account portfolio
- Strategic partnerships and 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
- Develop manufacturing capabilities/partnerships in growth regions
- Gradually improved gross margins





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Financial calendar

Interim report Q3 2022:
Year-end report 2022:

October 21, 2022
January 27, 2023

