



Q4 2022 Conference Call

Anita Johansen, Interim CEO
Henrik Lundkvist, CFO

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Agenda

1 Executive Overview

2 Financial Review

3 Outlook

4 Q&A

Fourth quarter impacted by one-off items

- Net sales decreased by 15% (-27% adjusted for currency effects) to SEK 144 m (170) in Q4. Snowstorms in the USA delayed deliveries to the value of SEK 18 m in net sales.
- The EBITDA margin amounted to 11% (32) in Q4. Adjusted for the delayed deliveries and one-off items, the EBITDA margin was 24%.
- Probi will take over the distribution of its own brand Probi® from April 1, 2023.
- Purchase of strain rights from American partners for faster commercialization of spores.
- The Board appointed Anita Johansen as Interim CEO.
- Dividend of 1.30 SEK (1.30) proposed by Board of Directors.



Year 2022 – Challenging markets

- Net sales down 6% (-17% adjusted for currency effects) to SEK 618 m (658).
- The EBITDA margin amounted to 22% (28).
- Region Americas faced a weaker market and some negative customer dynamics.
- Region EMEA had a decent market development but affected by changed strategy of Perrigo.
- Region APAC developed according to plan with good growth in China.
- The technology transfer of BLIS products started, with first batch of BLIS K12.
- New skin care product based on by-product from production, with good market potential plus reducing both environmental costs and impact.
- Slower progression of clinical studies due to pandemic, however pilot study in Gut-Brain completed in Q4.
- Continued investments in production facilities.





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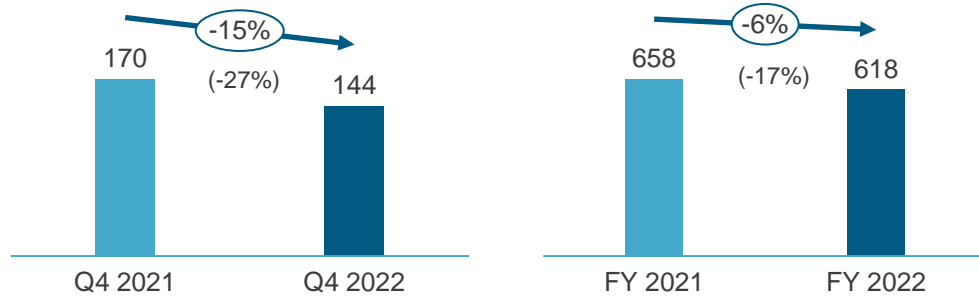
4 Q&A

Region Americas sales affecting growth

Net sales

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

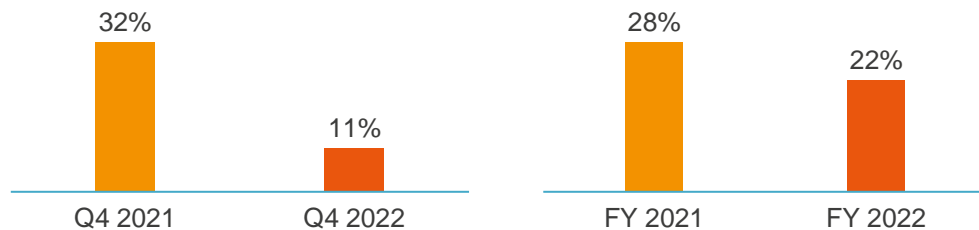
Target
> 7 %



EBITDA %

EBITDA margin as % of Net sales

Target
≥ 29 %



Highlights in the quarter

- Net sales in Q4 decreased by 15%
- Net sales YTD down 6% from previous year
- EBITDA-margin lower than previous year due to lower sales volumes and one-off items

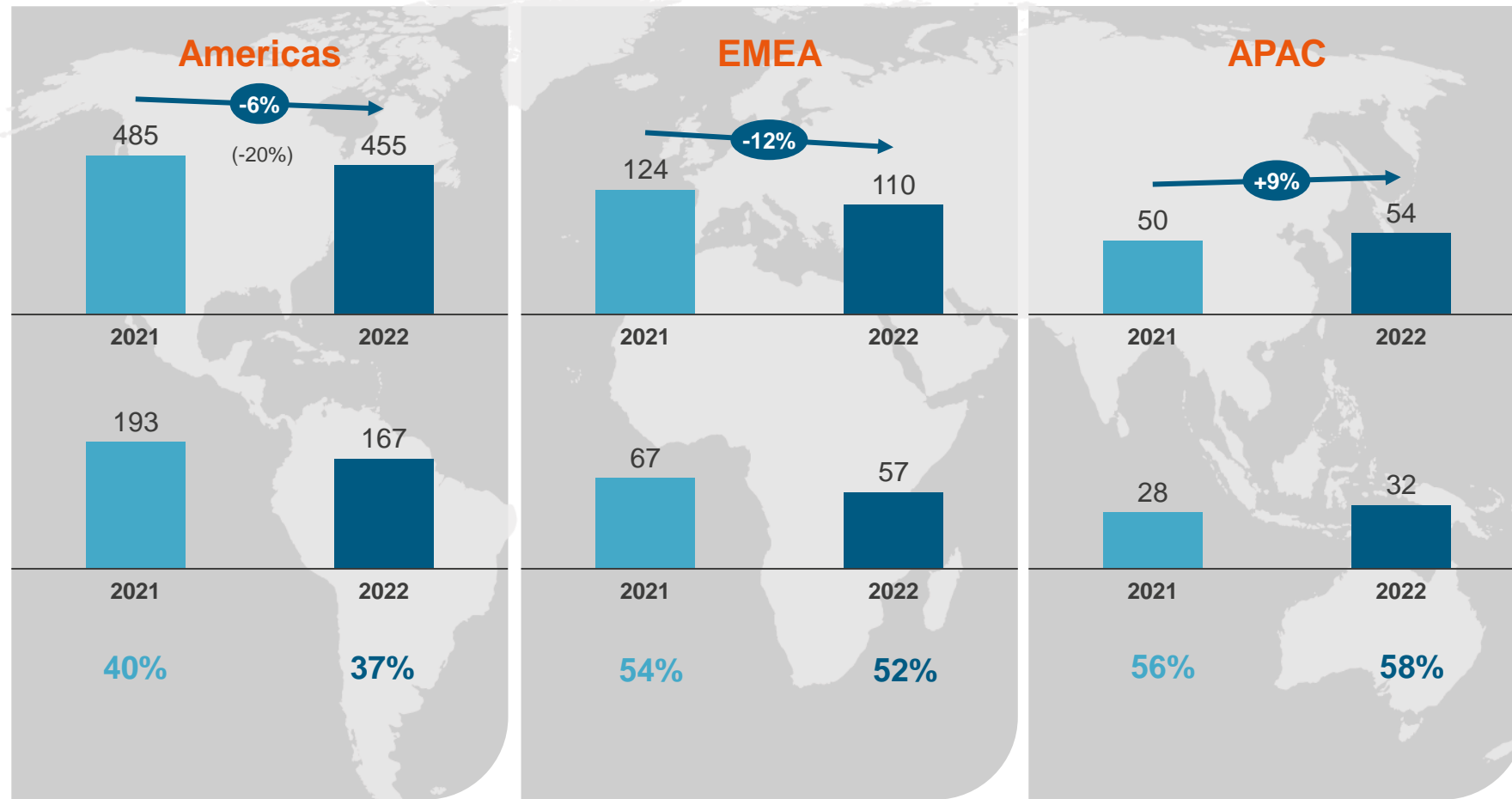


Net Sales and Gross Profit by region

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

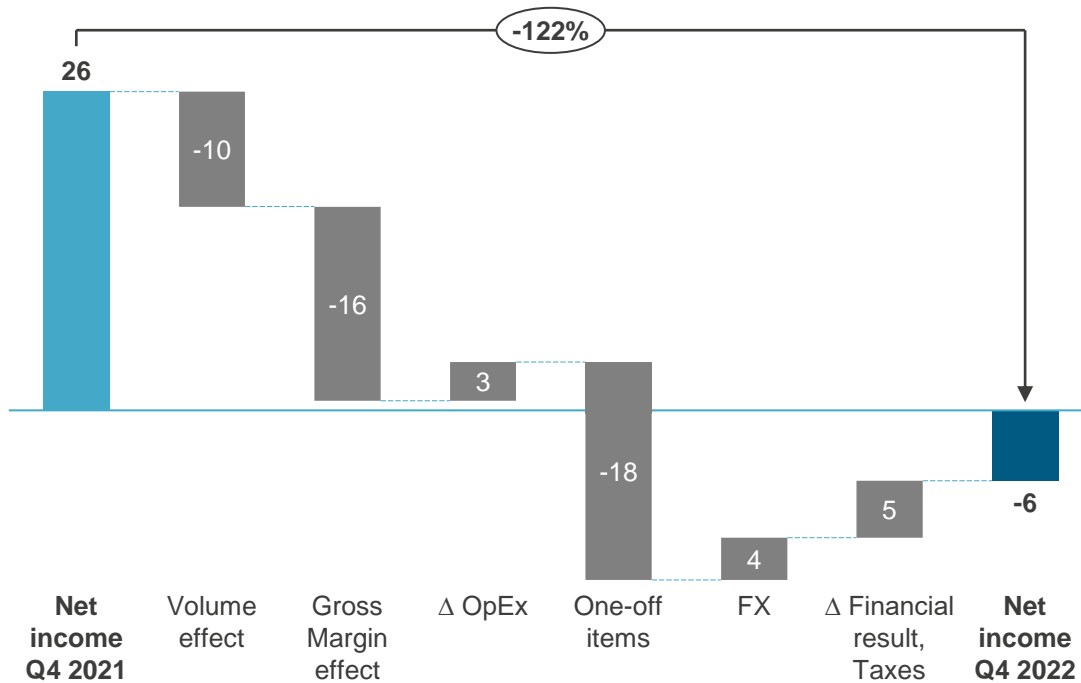
Gross profit
SEK m

Gross margin



Lower volumes and one-off items put pressure on net income

Reconciliation of net income SEK m



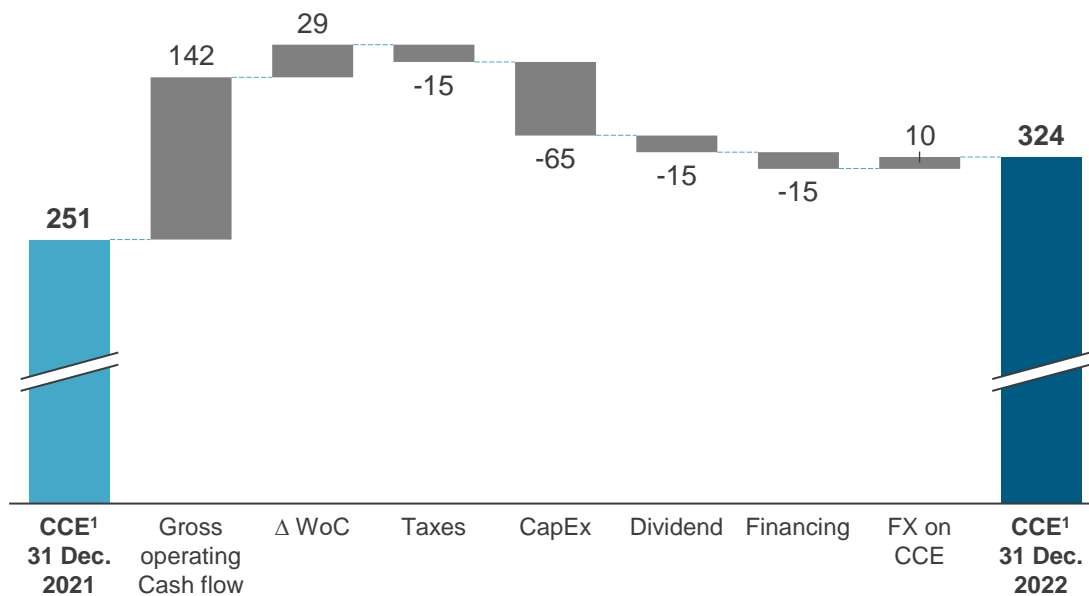
Key aspects

- Net income decreased by SEK 32 m compared to previous year explained by lower sales volumes and large one-off items
- Excluding delayed orders and one-off items net income at ca SEK 12 m
- Favorable FX development contribute to SEK 4 m on net income



Solid cash flow from operations

Reconciliation of group liquidity SEK m



Key aspects

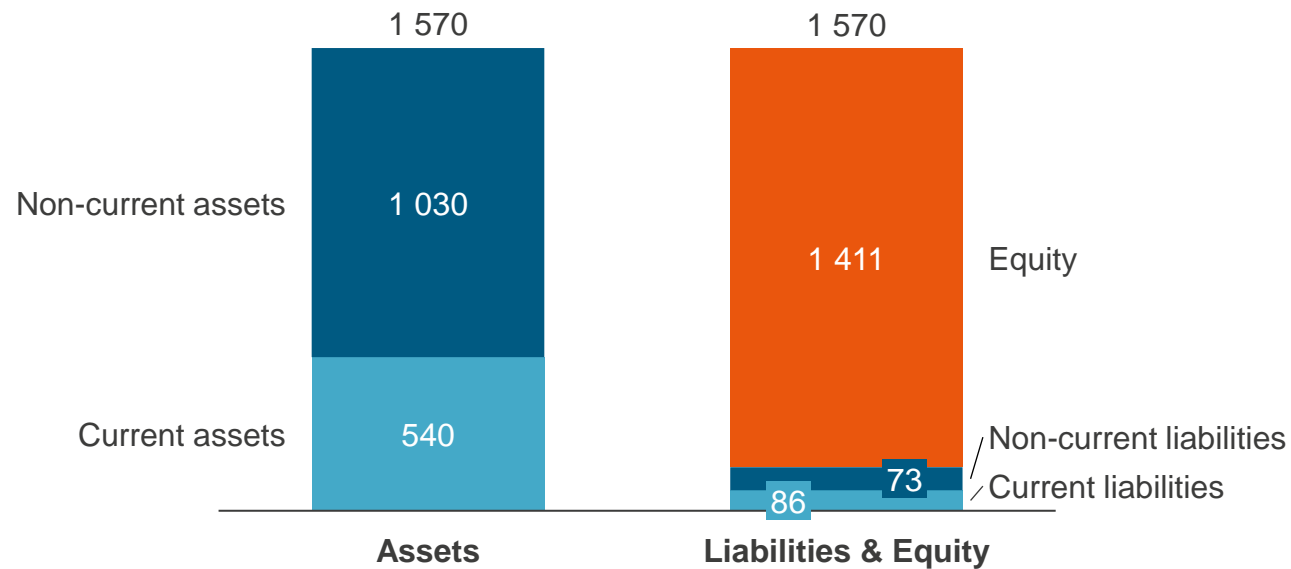
- Gross operating cash flow of SEK 142 m
- Positive working capital effect
- CapEx of SEK 65 m mainly due to investments in production facilities
- Dividend of SEK 15 m (SEK 2 m higher than previous year)
- Financing includes payments of lease obligations
- Positive FX effect on cash of SEK 10 m



¹ CCE = Cash and cash equivalents.

Solid balance sheet with no external loans

Balance sheet as per Dec 31, 2022
SEK m



Key aspects

- Total equity of SEK 1 411 m
- No external loans
- Equity ratio 90%





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My agenda for 2023

- Increase growth and profitability
- Launch new innovations
- Manufacturing excellence





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Financial calendar

Interim report Q1 2023	April 26, 2023
Annual General Meeting	May 4, 2023
Payment date for dividend	May 11, 2023
Interim report Q2 2023	July 18, 2023
Interim report Q3 2023	October 24, 2023
Year-end report 2023	January 26, 2024

