



Q3 2025

**Continued Growth momentum and
Strengthened Profitability**

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Overview

Driving Sustainable, Profitable Growth

Worldclass Products

- Provide novel enzymes for advanced therapies and molecular diagnostics
- Strong reputation in Molecular Tools and Bioprocessing segments.
- Net Promoter Score = 84

Segment & Customers

- Targeting segments with high growth potential
- Customers are life science tools, CDMO, Pharma and Biotech companies

Talent & Culture

- Management team committed to creating a culture where exceptional innovation thrives
- World class R&D team
- Strong manufacturing capabilities complying to ISO13485 and GMP
- 53 employees, HQ in Tromsø
- Direct sales in US & Europe
- SAN partnership with Brenntag

Strong Financials

- Margins > 90% all products
- Recurring revenue streams – sticky business
- Revenue 108 MNOK (2024)
- No debt – 258 MNOK in Cash reserve
- Listed on the Norwegian Stock Exchange



ArcticZymes
Technologies

Agenda

- 1 Highlights Q3 and Strategy Overview
- 2 Sales – Biomanufacturing & Molecular Tools
- 3 Financials
- 4 Outlook and Q&A

Highlights Q3 2025:

Profitable Growth Across Core Segments

Total
revenue up 24%
29.8 MNOK
(24.1 MNOK)

Brenntag
European
partnership deal
executed

Molecular tools
back on a growth
path
+45% YoY

EBITDA
up
3.5 MNOK
(-2.3 MNOK)

GMP Nuclease
growth
26% of
Biomanufacturing
sales in Q3

Biomanufacturing
23% growth YTD

Strategic Overview

Strategic Direction and Core Pillars

AZT 2026 – Scaling Through Customer Centricity



Transformation

- Transition from a product-oriented enzyme supplier to a customer-driven solutions partner
- Scale to meet global demand, strengthen customer intimacy, and evaluate inorganic growth opportunities



Molecular tools

- Strengthen leadership in metagenomics
- Expand NGS-focused enzyme portfolio



Biomanufacturing

- Accelerate adoption in viral vector workflows
- Deepen integration with CDMO manufacturing platforms
- Expand into new applications and protect IP



RNA Market

- Establish AZT as RNA brand with ET-N1
- Build portfolio to serve mRNA markets
- Exploration of GTM partnerships for faster market access



Channel

- Increase direct sales coverage
- Expand and activate distributor partner network





Sales Update
Q3 2025



Exclusive Partnership

ArcticZymes' enzyme innovation meets Brenntag's commercial scale

What?

Exclusive distribution partnership

for Salt Active Nuclease (SAN) across Europe

Continued direct sales

ArcticZymes retains direct sales to strategic & key accounts

Why?

Strategic alignment:

Combines Brenntag Pharma's life-science focus with ArcticZymes' channel strategy

Expanded reach

Leverages Brenntag's extensive European network within biotech & CDMO markets

Brand amplification

Brenntag will market ArcticZymes-branded enzymes, enhancing visibility & reinforcing the brand across the portfolio

Impact?

Improved customer access

Greater sales touchpoints and capacity to serve growth market

Drives commercial execution

Accelerates SAN adoption in advanced biomanufacturing

Builds long-term growth platform

A shared commitment to sustainable European expansion

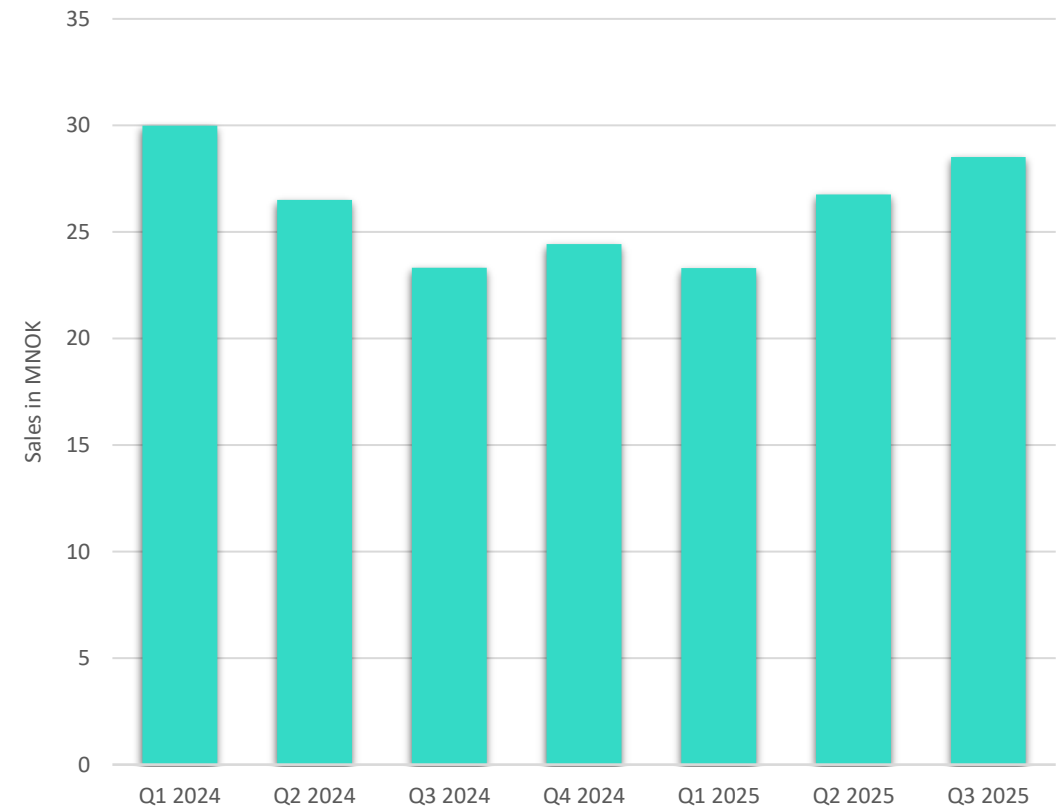
Q3 Sales - Overview

Biomanufacturing and Molecular Tools

- Total sales up in Q3-2025 vs Q3-2024 (28.5MNOK vs 23.3 MNOK, +24%)
- Sales in Biomanufacturing reasonable following an exceptionally strong Q2-2025.
- Sales in Molecular Tools also strong, even excluding our one significant customer, driven by Cod UNG and dsDNase products as well as significant Proteinase order.

Region	% Growth Vs Q3 2024
US	-10%
EMEA	71%
APAC	50%
TOTAL	24%

Combined Sales

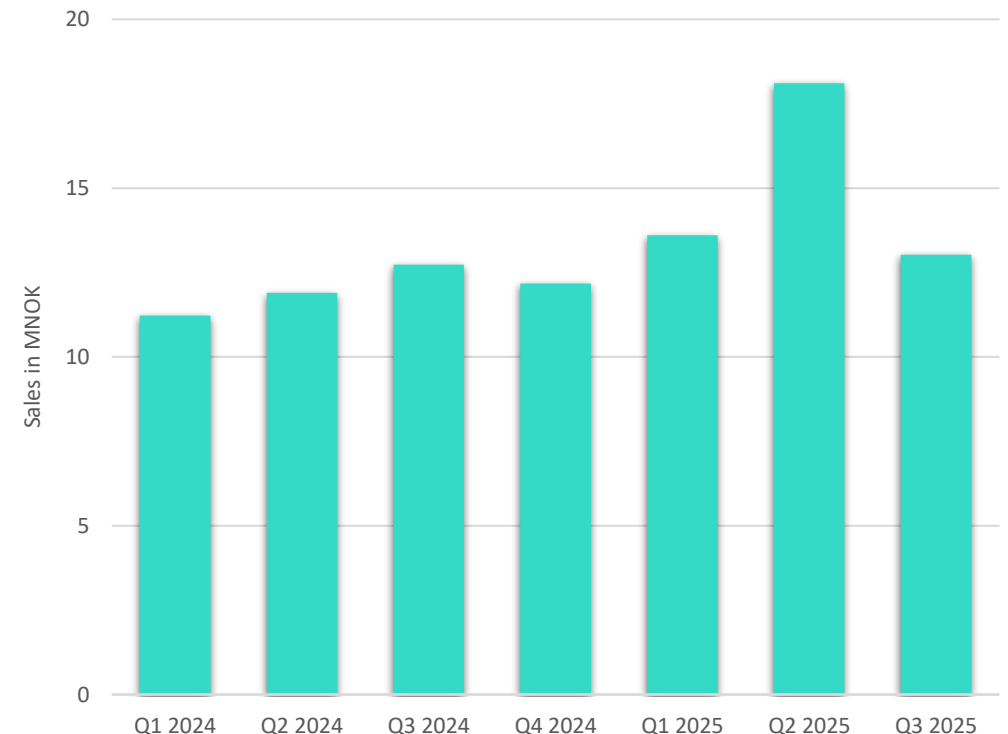


Q3 Sales - Biomanufacturing

Steady Performance with Expanding Customer Base

- ◆ Rebalancing of sales growth vs previous quarter of 13.0 MNOK
- ◆ GMP versions continue to show steady growth, with sales of 3.36 MNOK (vs 1.23 MNOK Q2)
- ◆ Increase in ELISA kit sales with significant contribution from recently product launches
- ◆ We provide SANS to 9 out of 10 of the top CDMOs within advanced therapies

Biomanufacturing sales



Strong leading indicator of future growth

Unique customers and Order Trends

- Lower Biomanufacturing AOV due to increased number of smaller validation projects
- Leading indicator for R&D testing projects – underpinning future growth

	Unique Customers	Orders	AOV
Biomanufacturing	+3%	+21.8%	-16.6%



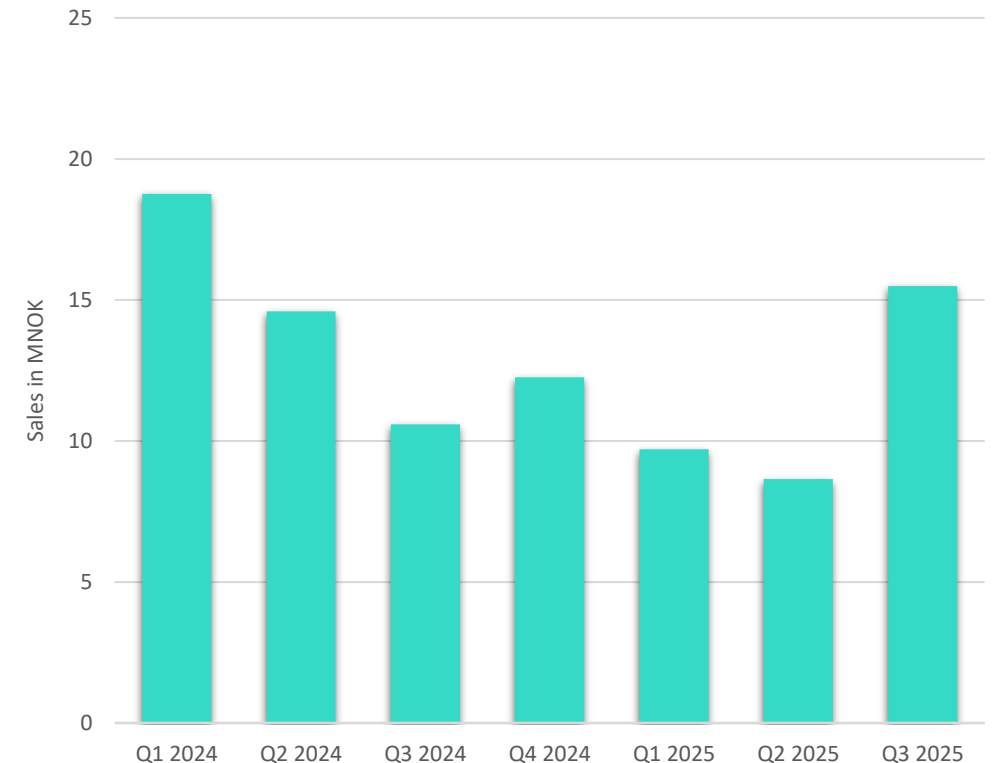
Q3 Sales - Molecular Tools

Underlying business intact

- ◆ Strong growth in diverse customer mix showing focus on key applications
- ◆ Large customer returned to standard purchasing patterns
- ◆ Good performance of core molecular tools business


45% growth in Molecular tools Vs
Q3 2024

Molecular Tool Sales




Q1-Q3 YTD Revenue Summary

Annual Revenue Overview

Total Revenues -1.9% (+22%) 
US +16% ; EMEA -21.3% (26%) ; APAC 52%

Biomanufacturing +22% 
US 10%; EMEA 49%; APAC 20%

Molecular Tools -21% 
US +32%; EMEA -43% (-9%); APAC +276%

Expenses & Profitability



ArcticZymes
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Profit and loss, Expense development

Continued cost control

◆ Personnel expenses

- ◆ Increased investment in commercial team
- ◆ Reduced capitalisation

◆ Other operating expenses

- ◆ IT cost reduced due to lower software expenses
- ◆ Continued investment in commercial efforts
- ◆ Currency headwinds continue
- ◆ Overall, lower spend than last year (ERP in 2024)

	Q3		YTD	
	2025	2024	2025	2024
Sales revenues	28,5	23,3	78,5	79,8
Other revenues	1,2	0,8	5,0	1,9
Sum revenues	29,8	24,1	83,6	81,7
Cost of materials	-0,6	-4,7	-2,7	-7,2
Change in inventory	-0,1	3,7	-0,4	2,8
Personnel expenses	-18,9	-16,2	-51,3	-47,1
Other operating expenses	-6,7	-9,1	-25,4	-27,6
Sum expenses	-26,2	-26,4	-79,9	-79,1
EBITDA	3,5	-2,3	3,7	2,6
Depreciation and amortisation	-2,2	-1,5	-6,7	-4,5
EBIT	1,3	-3,7	-3,0	-1,9
Net financials	2,3	1,8	6,6	7,4
EBT	3,6	-2,0	3,5	5,5

Currency impact

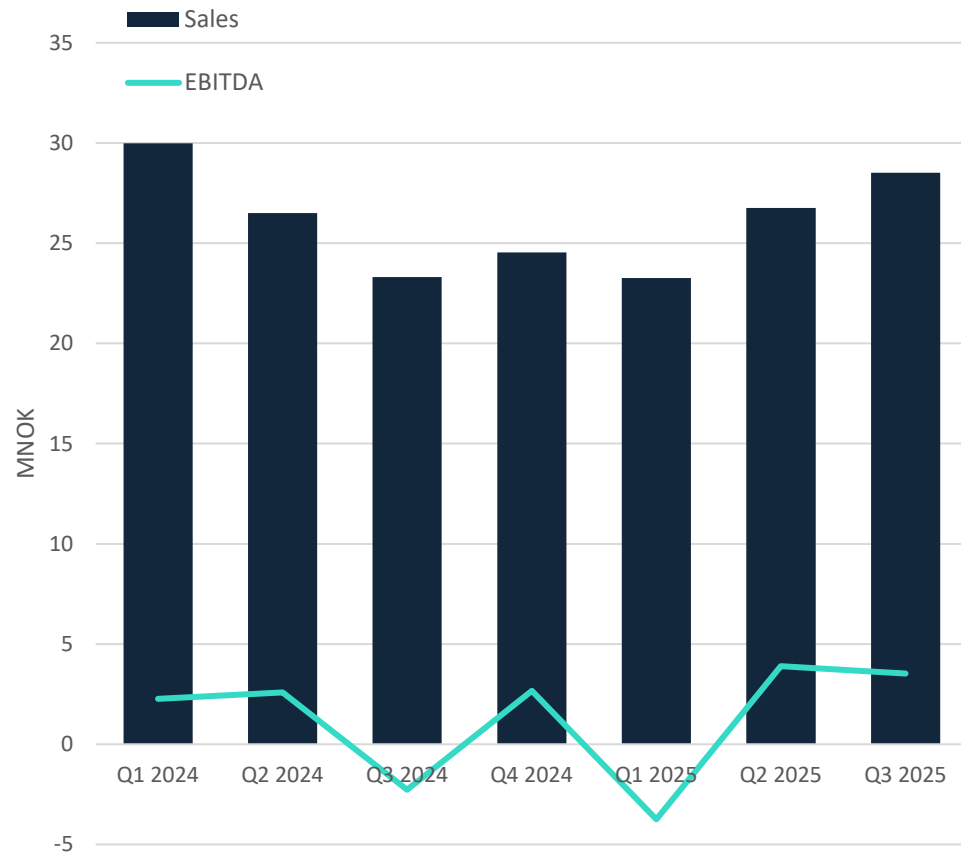
Slightly negative for the quarter

- **Majority** of revenues are in foreign currency
 - 70% in USD
 - 30% in EURO
 - 73% in USD and 27% in EURO for 2024
- **Currency effect on P&L**
 - Finance
 - Decrease of 0.4 MNOK in Q3 (0.0 MNOK in Q3 2024)
 - Decrease of 1.5 MNOK for 9M 2025 (+0.2 for 9M 2024)
 - Other operating expenses
 - Increase by 0.1 MNOK for Q3 (increase of 0.0 MNOK Q3 2024) and
 - Increase by 0.8 MNOK for 9M 2025 (reduction of 0.5 MNOK for 9M 2024)



Profitability and expenses

Another good quarter



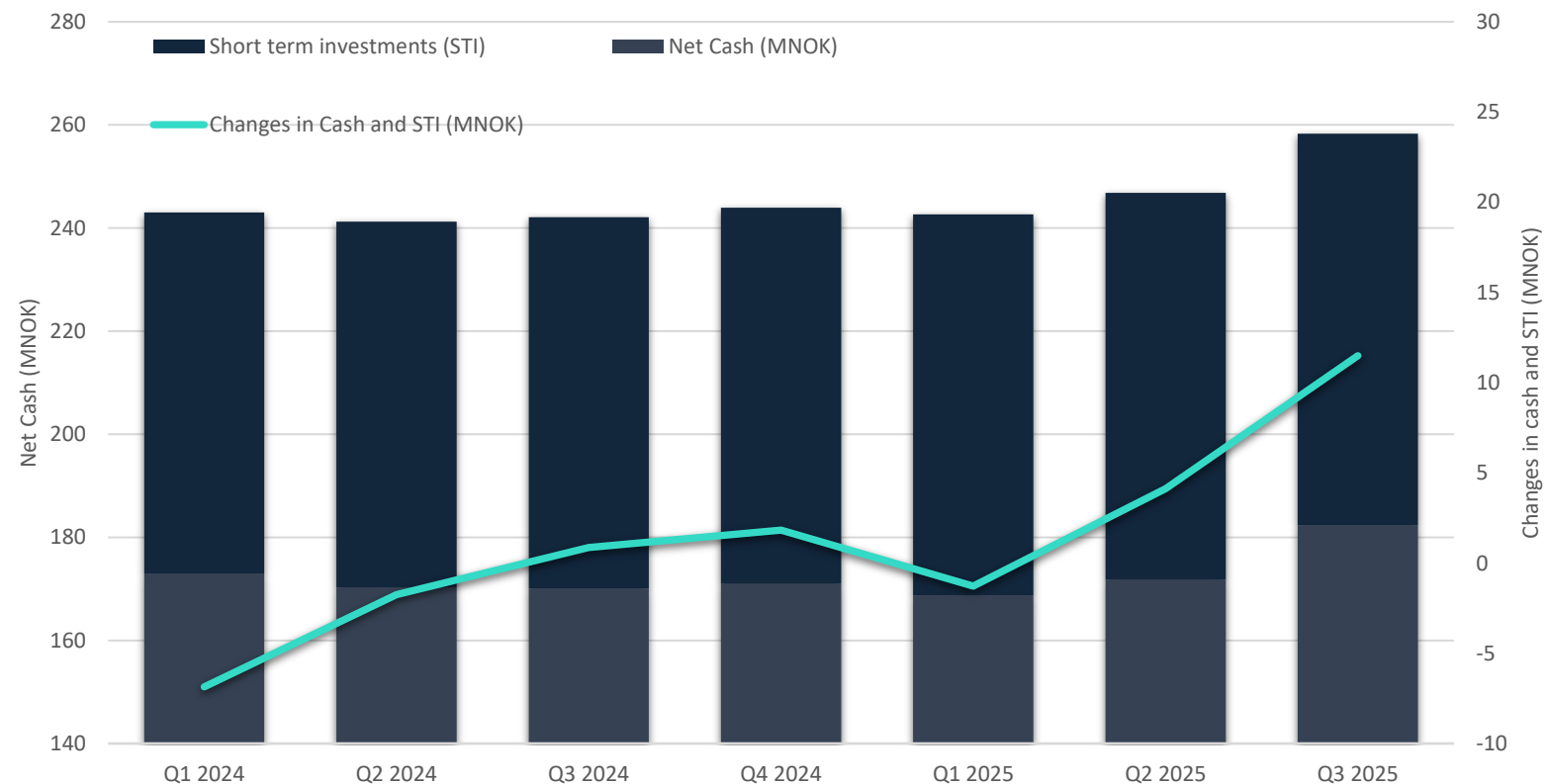
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Margin | 8% | 10% | -10% | 11% | -16% | 15% | 12%

Cash flow and short-term investments

11.5 MNOK in changes for Q3*

Cash and STI position



*includes changes in STI of +1.0 MNOK



Outlook 2025

Biomanufacturing

- Brenntag partnership is expected to be a long-term growth driver
- CDMO partnership accelerating, 192% growth YTD

Molecular Tools

- Major partner back on track - >10% growth from other key accounts in Q3, signaling renewed momentum
- M-SAN adoption expanding, now integrated in several metagenomic protocols => 81% growth YTD

Strategic Focus Ahead

- Broaden application of existing enzyme portfolio
- Develop RNA-focused solutions to support emerging therapeutic workflows
- Develop CDMO partnerships as a foundation for long-term growth
- Manage and drive direct and indirect sales channels to broaden reach

Thank you
Q & A

