

A photograph of a snowy mountain range under a starry night sky with a vibrant green aurora borealis. The mountains are covered in snow and have some small buildings at their base. The sky is dark blue with many stars and a bright green aurora borealis. The water in the foreground is calm and reflects the lights.

# ArcticZymes Technologies

Shaped by the Arctic

May 2021



# Specialist supplier of best-in-class novel enzymes



## Innovative Offering

- Novel enzymes technology
- Focus on high-quality, robust manufacturing and reliable supply



## B2B and OEM sales

- Broad customer base and long-term commercial relationships
- Serve 3 attractive growth market



## Performance

- Profitable & sales rapidly growing
- Forward leaning growth strategy

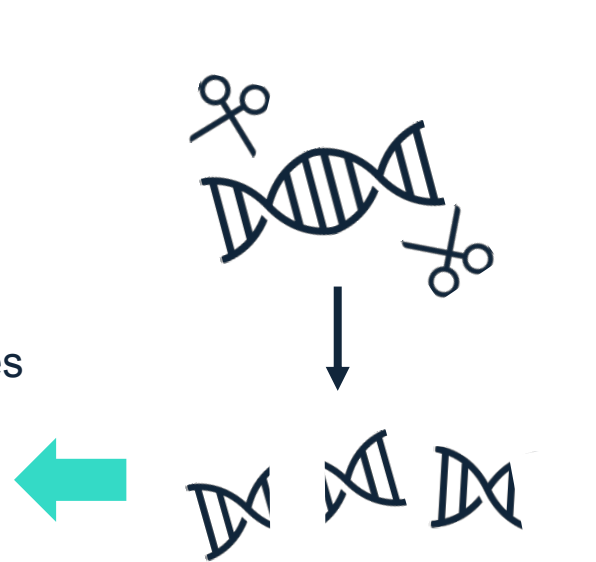
# Our Novel Enzyme Products

Different ways in which enzymes can manipulate DNA, for example:

## Therapeutics

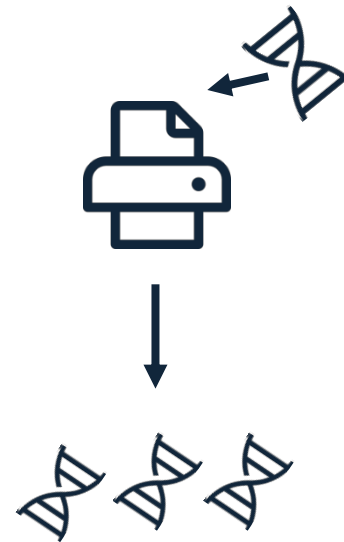
Gene therapy & DNA vaccines

- Optimal solution
- Streamlines workflow
- Cost effective



## Salt Active Nuclease

Cuts up and destroys DNA



## IsoPol™ Polymerase

Amplifies/Copies DNA

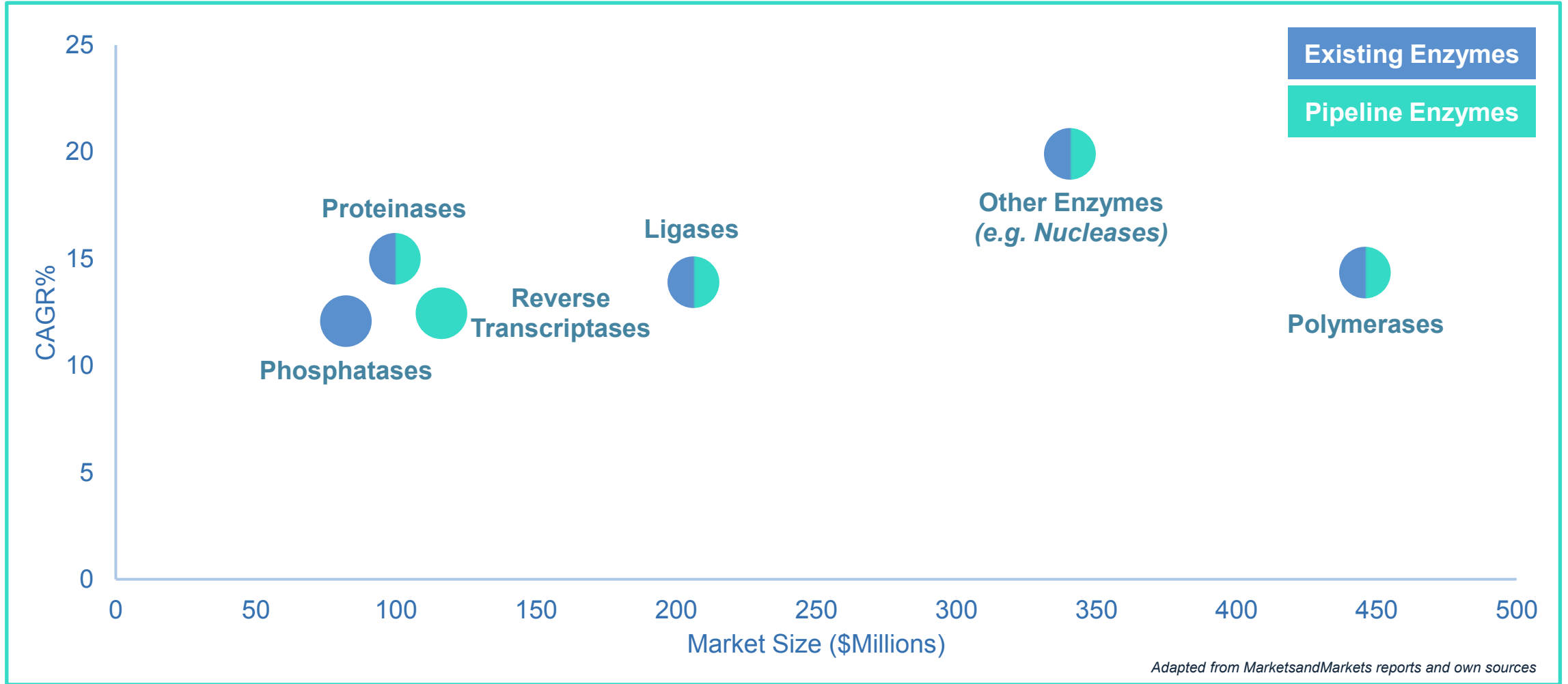
## Molecular Diagnostics

Viral Based Diagnostics

- Faster sample-to-answer
- Workflow simplified
- Supports simpler instrumentation

# Innovations and Molecular Enzyme Market

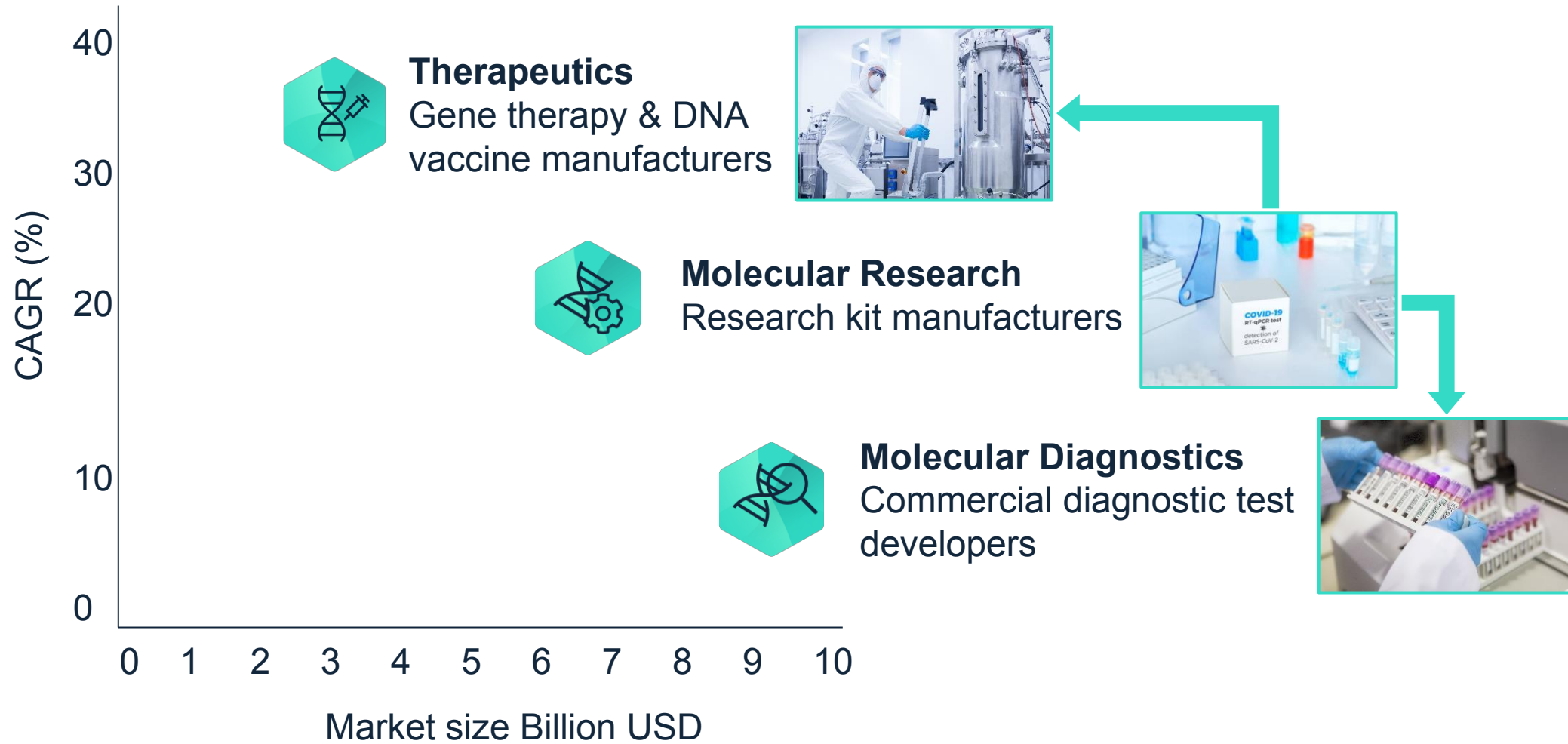
Estimated value \$1.2 Bil (2021)



- Enzyme developments have been prioritise based on Voice Of Customer (VOC) and underlying business cases
- ArcticZymes Technologies has unique access to a broad range of discovery libraries - physical and in silico

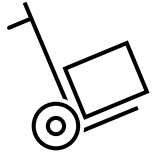
# Target Markets & Customers

Serving attractive & growing markets

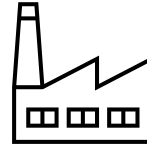


# Our Customers

ArcticZymes is a trusted critical raw material supply



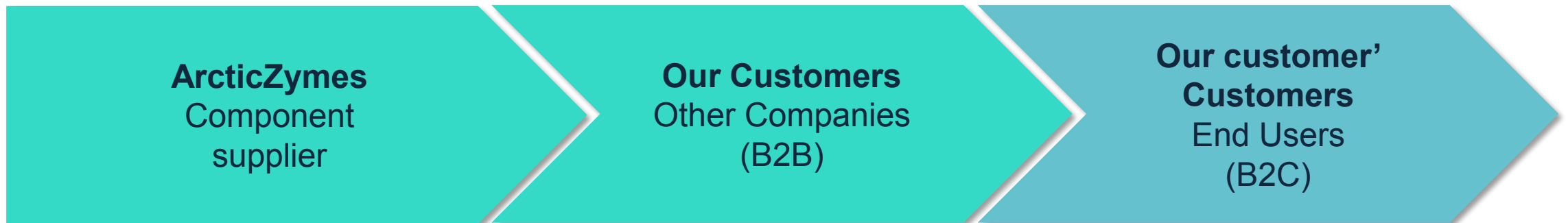
Worldwide reach



Over 300 customers



100,000's researchers/clinics



## Our Business Dynamics

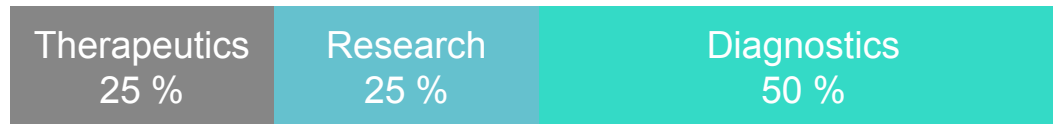
- Large volume bulk sales (often >1MNOK orders)
- Economies of scale achieve highest gross margins
- Enzymes are integrated into our customers products or manufacturing processes (long-term business created)

# Financials

## Q1 2021 Performance

### Sales

- 119% improvement in sales (MNOK 40.4 vs 18.5)
- Commercial drivers:



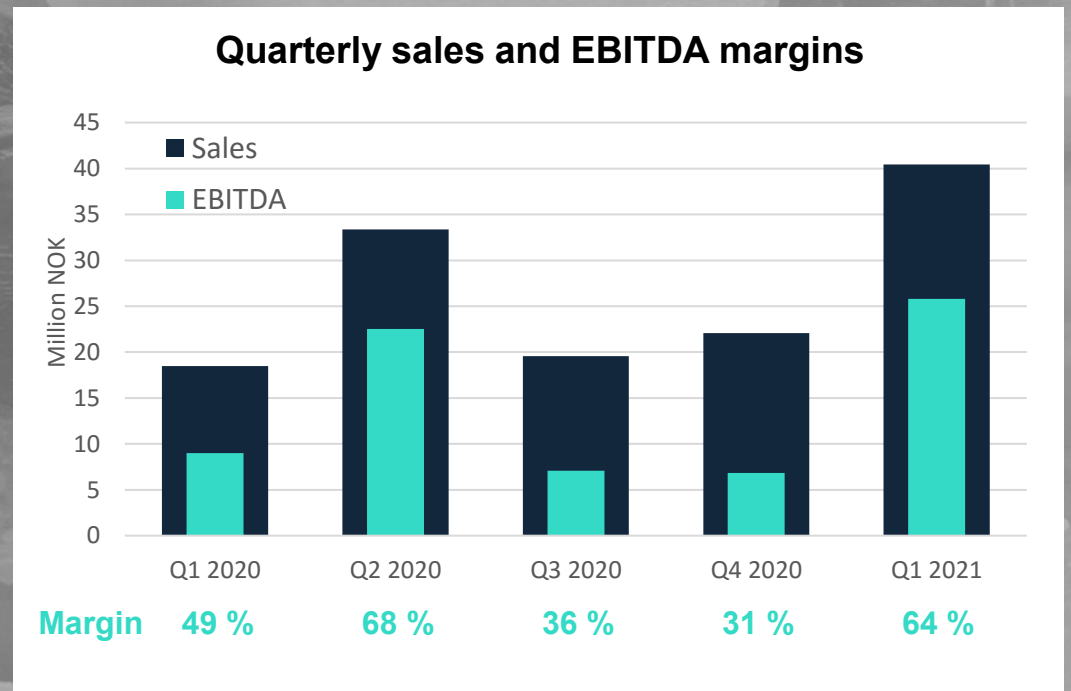
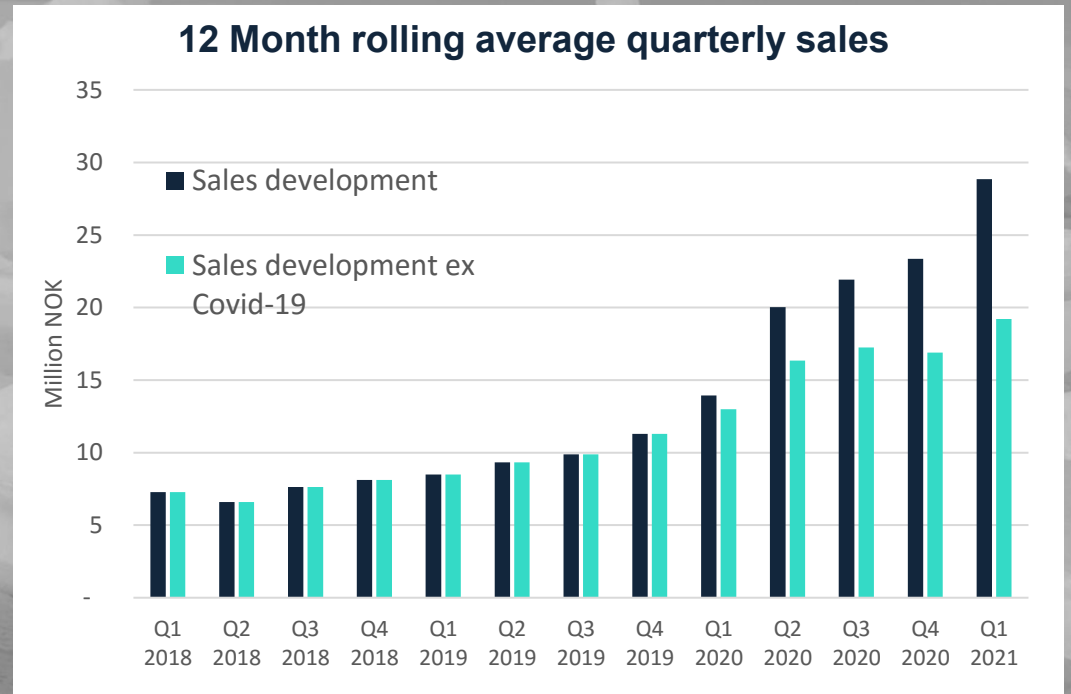
- Coronavirus related sales: 41% contribution

### EBITDA

- 194% improvement in EBITDA (MNOK 25.8 vs 9.0)

### Cash

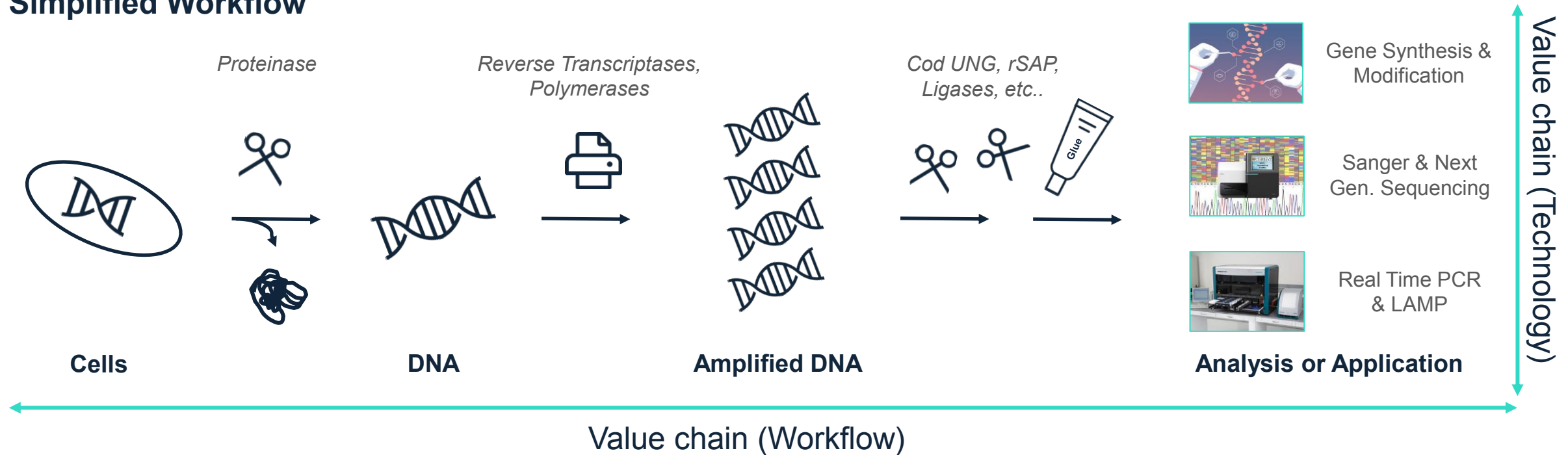
- Cash balance MNOK 163.3 (Q1 2020: MNOK 35.7)



# Growth Strategy

European's leading one-stop-shop novel enzyme supplier

## Simplified Workflow



- Achieved through building a complete portfolio of enzymes to support any workflow
- Positioned to exploit the whole value chain. Both horizontally and vertically
- Adopting a forward leaning approach via organic and inorganic growth initiatives

# Summary

## High Growth Business

About leverage existing and new long-term B2B relationships

## Accelerate Expansion

Broaden product range:

- Bolt and build via M&A
- Ramp up innovation pipeline & operations

## Build Long-Term Shareholder Value

Driven by sustainable profitability and topline growth



**Thank you**

**Q&A Session**

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