

A scenic photograph of a snowy mountain range under a starry night sky with a vibrant green aurora borealis. The mountains are covered in snow, and a few small buildings are visible at the base. The sky is dark blue with numerous stars and a bright green aurora borealis. The foreground shows a calm body of water reflecting the lights and the aurora. A large, semi-transparent teal shape is overlaid on the left side of the image, containing the text.

# ArcticZymes Technologies

**Shaped by the Arctic**

Jethro Holter, CEO  
2<sup>nd</sup> September 2020



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# Business Model

# Specialist supplier of best-in-class novel enzymes



## Restructured business

Focus on profitability and accelerated growth



## Senior board and new CEO

Experienced leadership and commercial team



## Financially strong

Core business profitable and growing rapidly



## B2B and OEM sales

Broad customer base and long-term relationships



## Reliable Supplier

Security of supply and quality products



## Growing markets

Molecular research, diagnostics and therapeutics

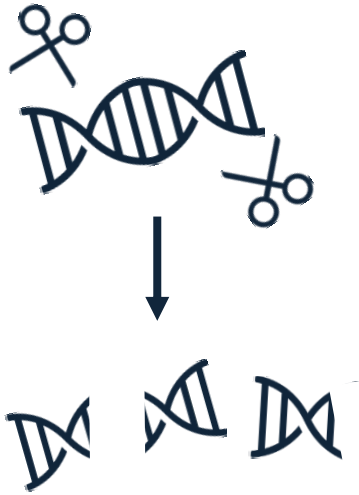


## Accelerated growth

Forward leaning organic and M&A growth strategy

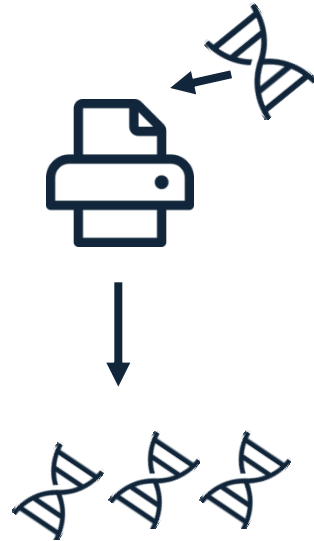
# Our Novel Enzyme Products

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



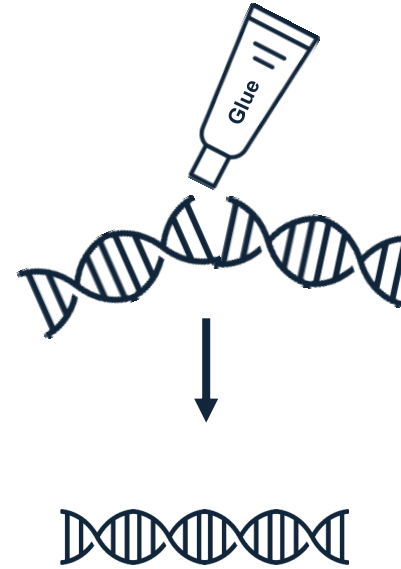
## Salt Active Nuclease

Cuts up and destroys DNA



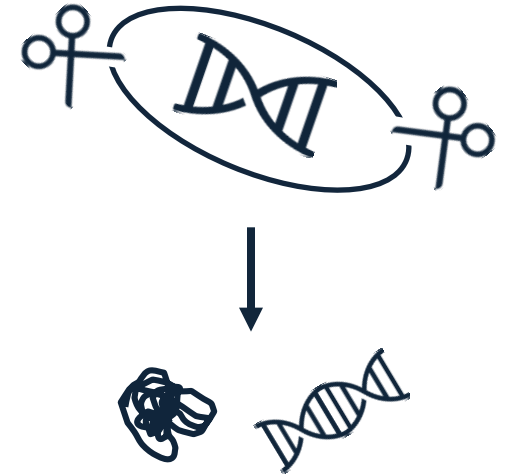
## IsoPol™ Polymerase

Amplifies/Copies DNA



## Ligase

Joins DNA together



## Proteinase

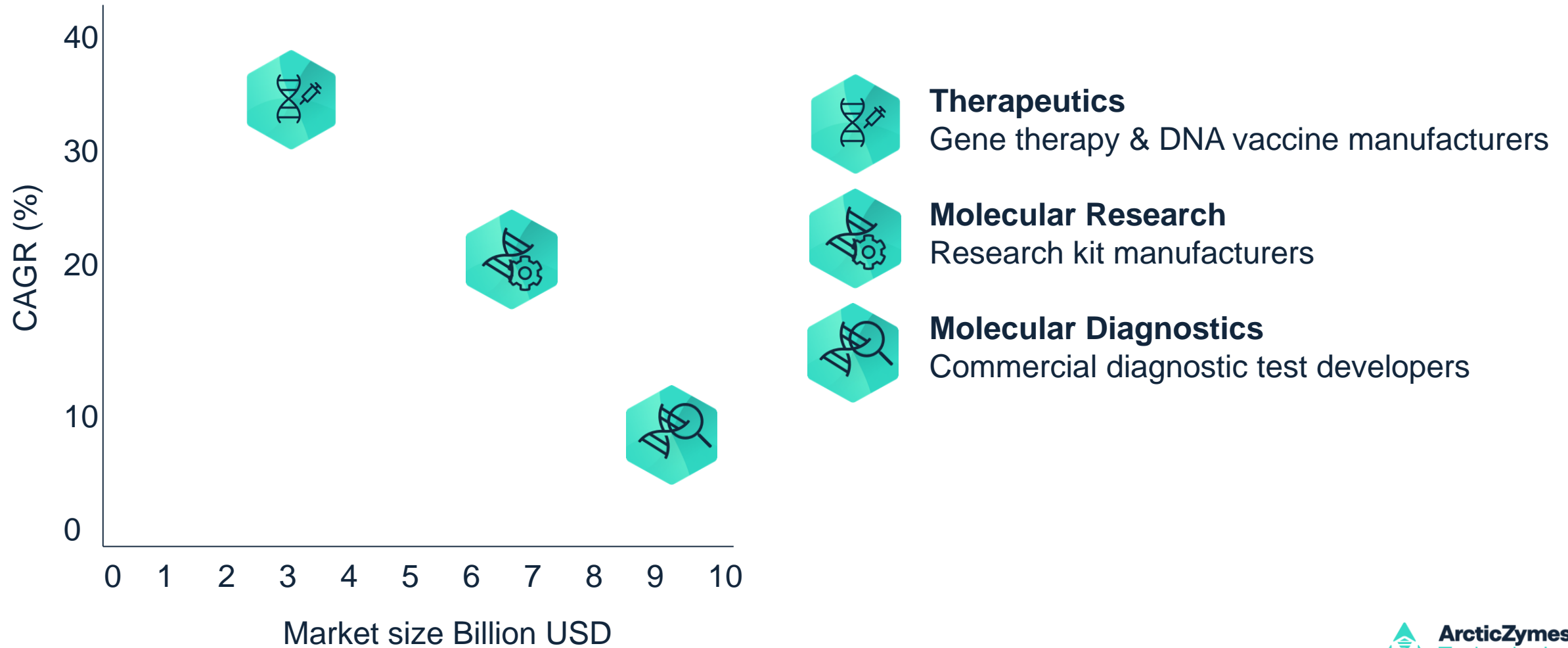
Digests cells to release DNA



# Markets & customers

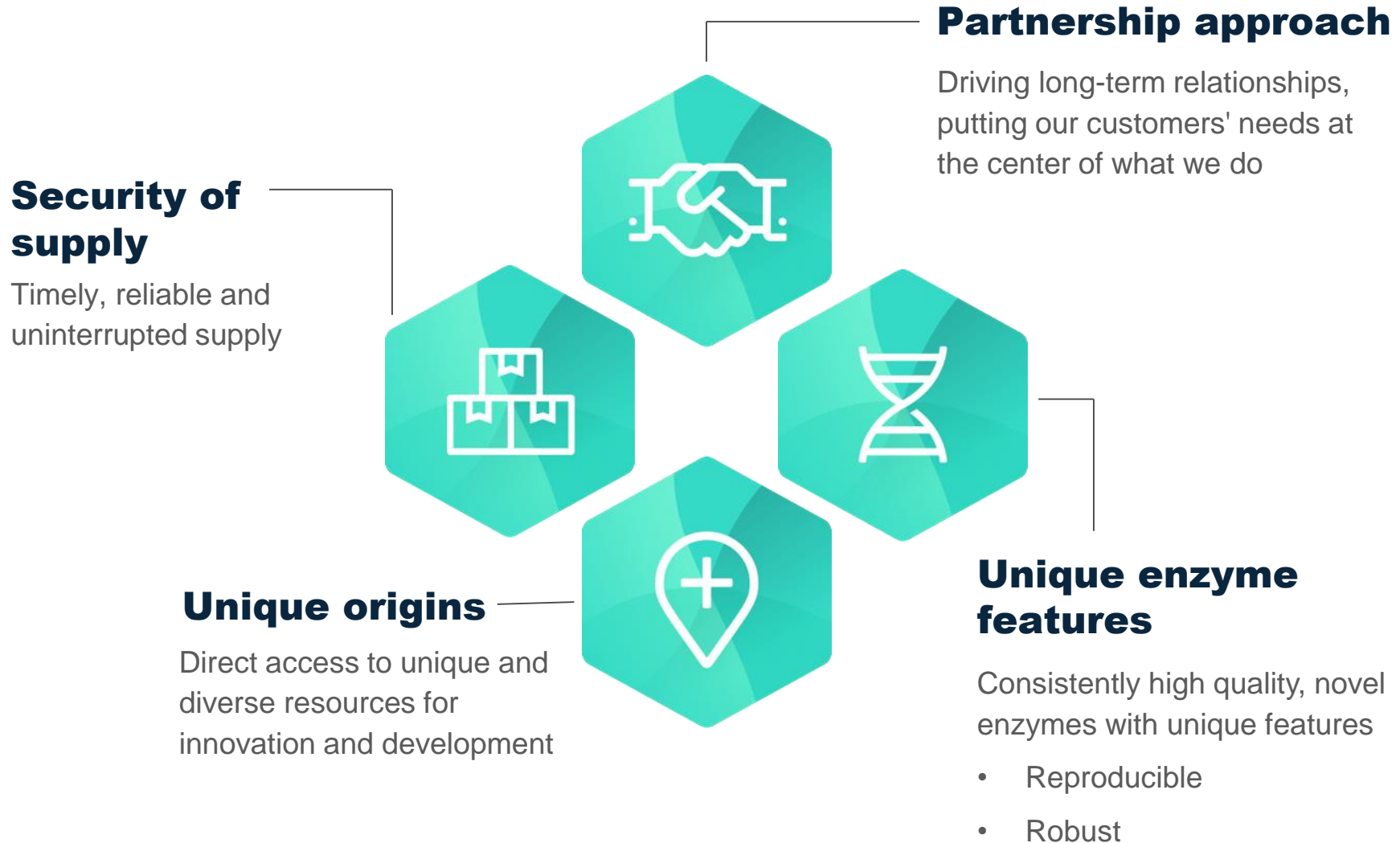
# Target Markets & Customers

## Size and growth potential



# Business Value Proposition

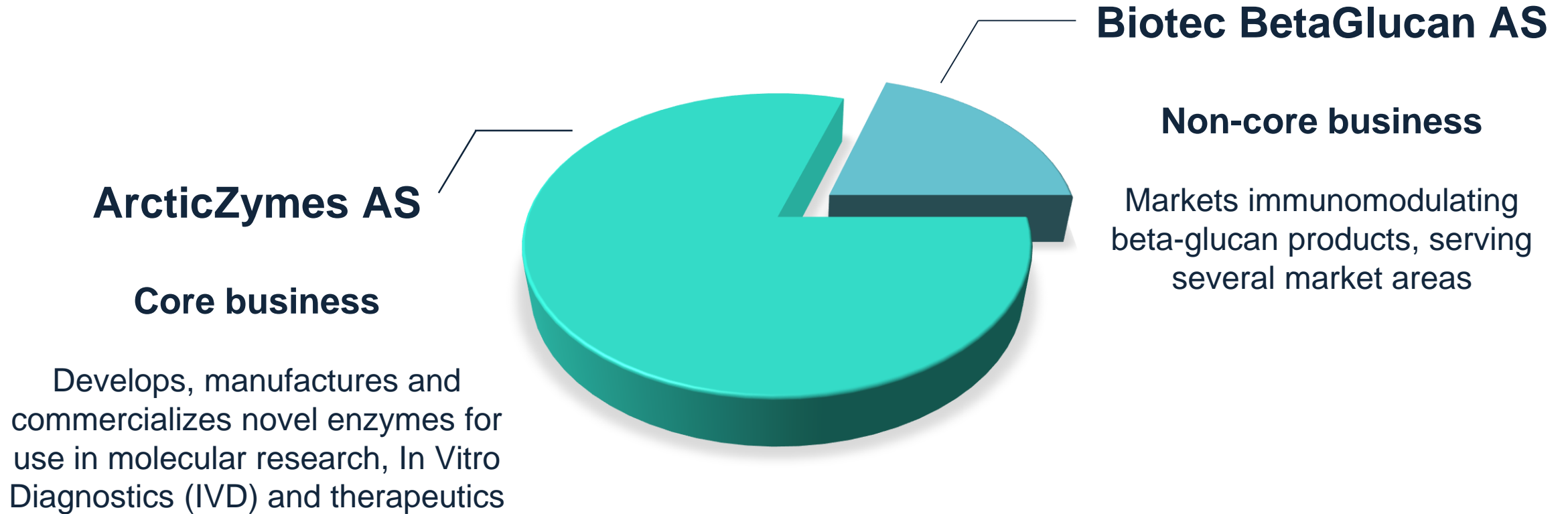
A reliable supplier our commercial partners trust





# **Business Structure**

# Business Structure



# ArcticZymes

## Profitable & fast growing

- EBITDA positive since 2015
- Achieved annual sales growth 23% CAGR (2015-2019)
- Addressing three growth market segments:
  - Molecular research: consistent growth, addressing DNA sequencing, gene synthesis & PCR applications
  - Molecular diagnostics: growing, additional upsides relating to incorporation of enzymes into COVID-19 diagnostic tests
  - Therapeutics: fastest growing segment, recent expansion into use of enzymes for COVID-19 vaccine development
- Growing customer base with >300 active customers
- Global commercial presence
- Expanding and innovative product portfolio
- Scalable production capacity



# Biotec BetaGlucans

## Cash generative

- Immune-modulating beta-glucans products derived from yeast cell walls
- Segments
  - **M-Gard® consumer & M-Glucan® animal health**
    - Cash generative, albeit reliant on few, large customers
    - First half uplift in sales in consumer health as a result of Covid-19 and demand to improve immune system
  - **SBG® adjuvant**
    - Focus is on extracting its commercial value through licensing
  - **Woulgan® wound care product**
    - Discontinued and business is positioned for divestment





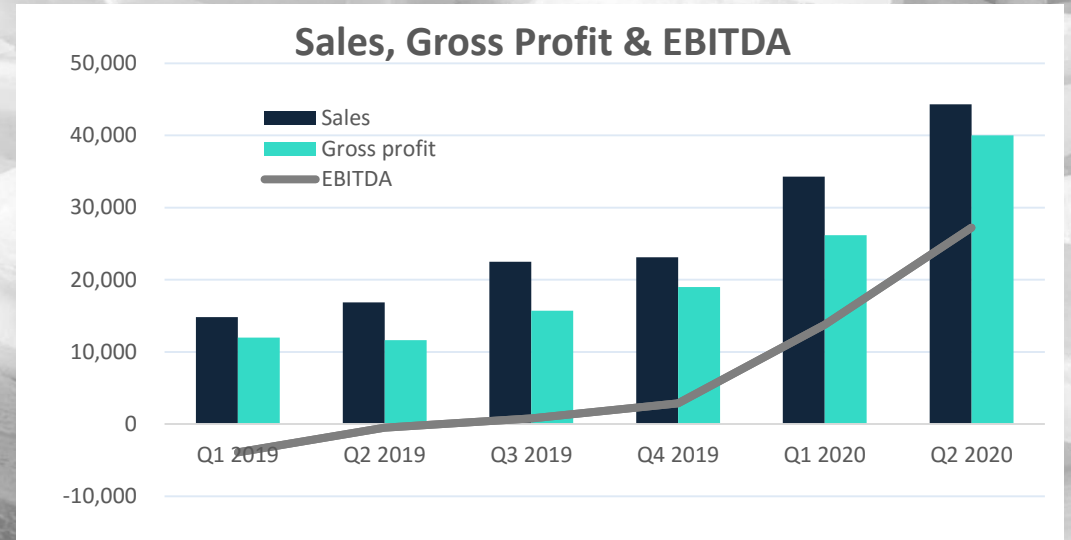
# Financials

# Q2 Financial Highlights

## Best quarterly performance to date

- Q2 sales up 163% NOK 44.3 m (2019: NOK 16.9m)
  - EBITDA of NOK 27.2 m (2019: NOK -0.5m)
  - Cash at period end: NOK 56.2 m (2019: NOK 21.4m)
  - EPS of NOK 0.53 (2019: NOK -0.04)
- 
- **Commercial drivers**
    - Therapeutics (SAN) segment increase in customers and sales > NOK 11m
    - COVID-19 related business – use of enzymes in diagnostic tests and vaccines > NOK 11m in Q2

**Strong underlying growth of sales in key markets  
(excluding upsides relating to COVID-19 tests)**



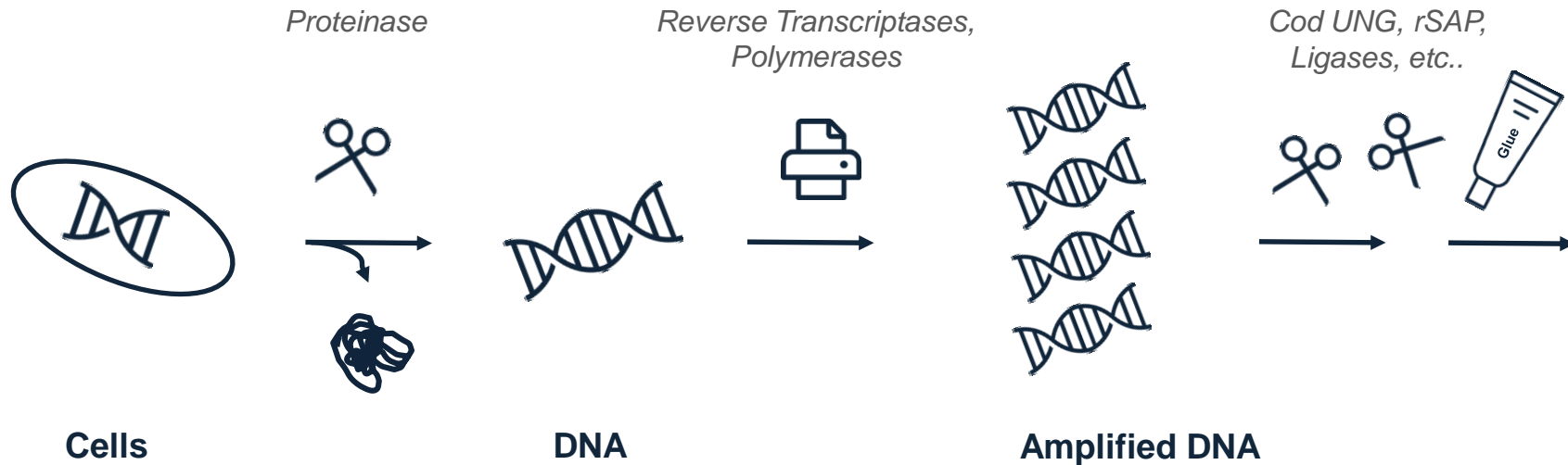


# Growth Strategy

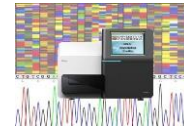
# Growth Strategy

European's leading one-stop-shop enzyme supplier

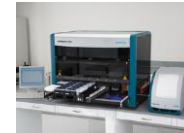
## Simplified Workflow



Sanger Sequencing



Next Generation Sequencing (NGS)



Real time PCR/LAMP

## Detection and Analysis

- Achieved through building a complete portfolio of enzymes to support any workflow:
  - Broader range: all key enzymes classes
  - Deeper offering: different variants in each enzyme class
- Adopting a forward leaning approach via organic and inorganic growth initiatives



# Summary

# 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