

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

Jethro Holter, CEO
Børge Sørvoll, CFO

10th November 2020



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

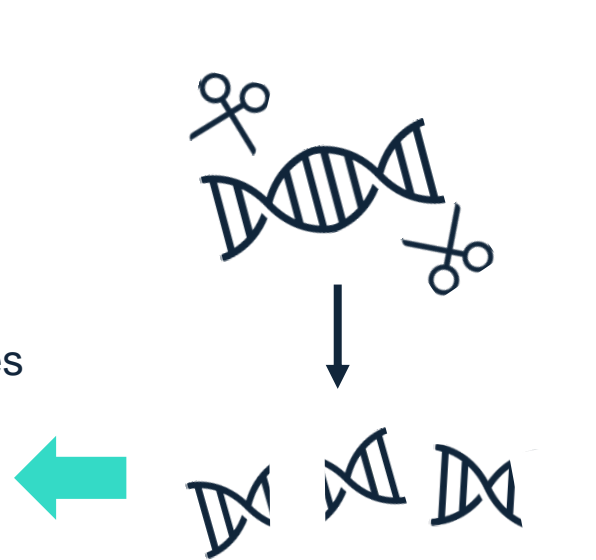
Our Novel Enzyme Products

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

Therapeutics

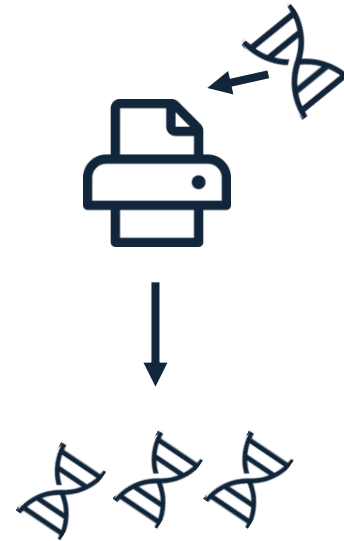
Gene therapy & DNA vaccines

- Optimal solution
- Streamlines workflow
- Cost effective



Salt Active Nuclease

Cuts up and destroys DNA



IsoPol™ Polymerase

Amplifies/Copies DNA

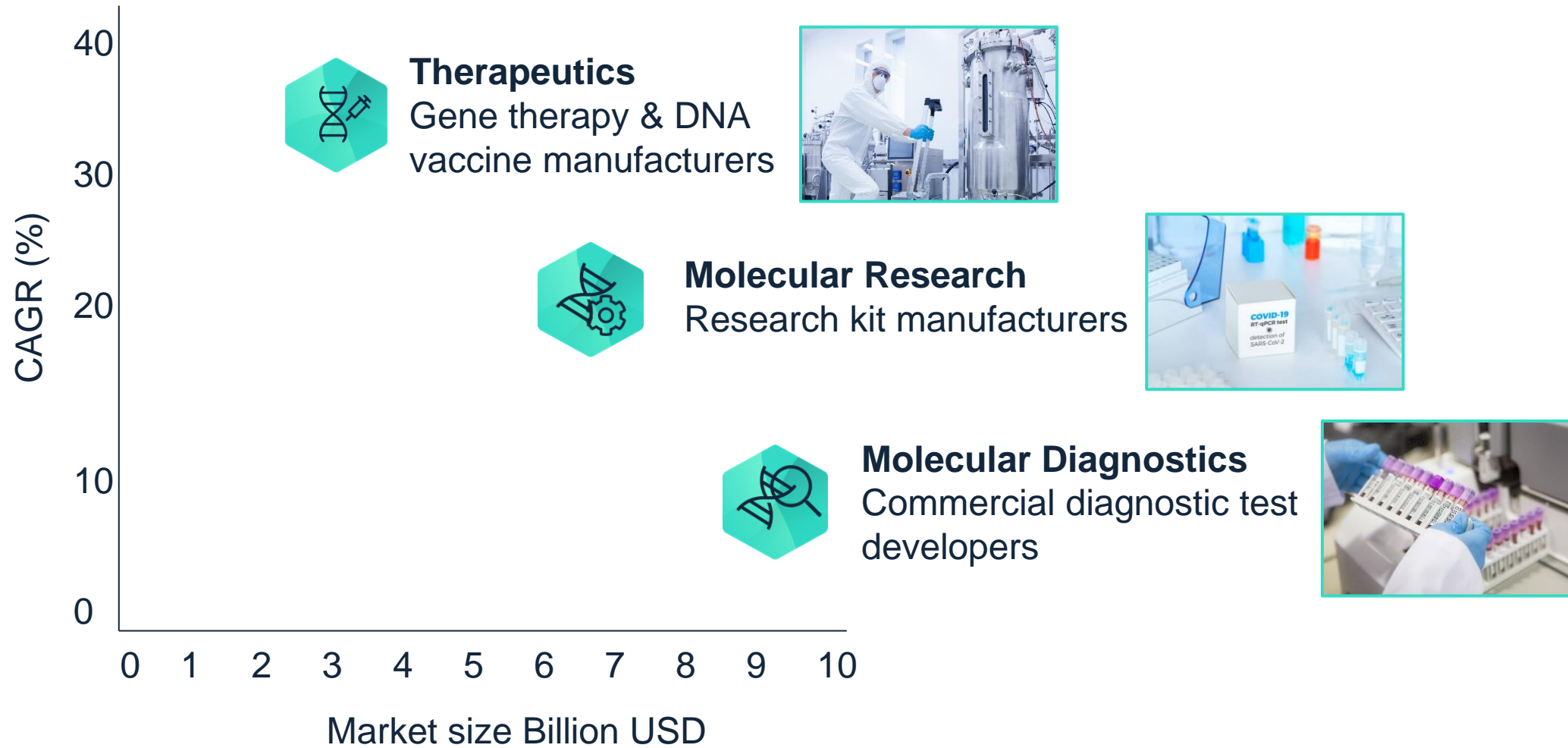
Molecular Diagnostics

Viral Based Diagnostics

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

Target Markets & Customers

Serving attractive & growing markets



Therapeutics
Gene therapy & DNA vaccine manufacturers



Molecular Research
Research kit manufacturers



Molecular Diagnostics
Commercial diagnostic test developers



Our Customers

ArcticZymes is a trusted critical raw material supply



Our Business Dynamics

- Large volume bulk sales (often >1MNOK orders)
- Economies of scale achieve highest gross margins (>90%)
- Enzymes are integrated into our customers products or manufacturing processes (long-term business created)

ArcticZymes Technologies

Delivering on growth & profitability

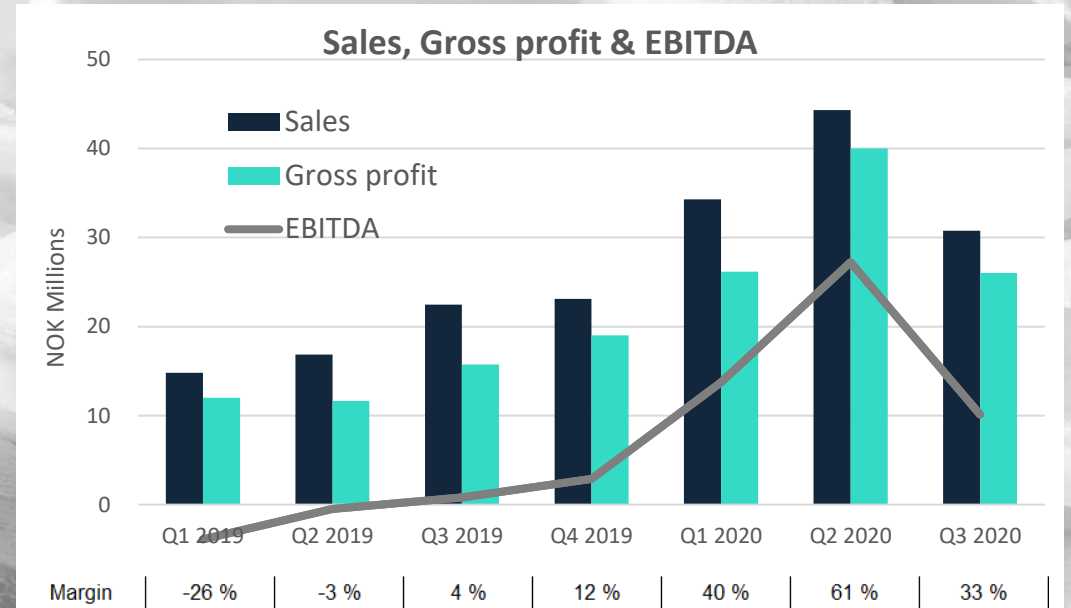
Performance – First 9 Months

- Exceeded 100 MNOK in annual sales for first time > 102% growth
- EBITDA: 51.1 MNOK (2019: -3.6 MNOK)
- Cash at period end: 69.7 MNOK (2019: 22.1 MNOK)

Commercial Driver – Enzyme Business

- Therapeutics (SAN) fastest growing segment
- Underlying growth in molecular diagnostics and research segments
- Covid-19 has a net positive impact on sales

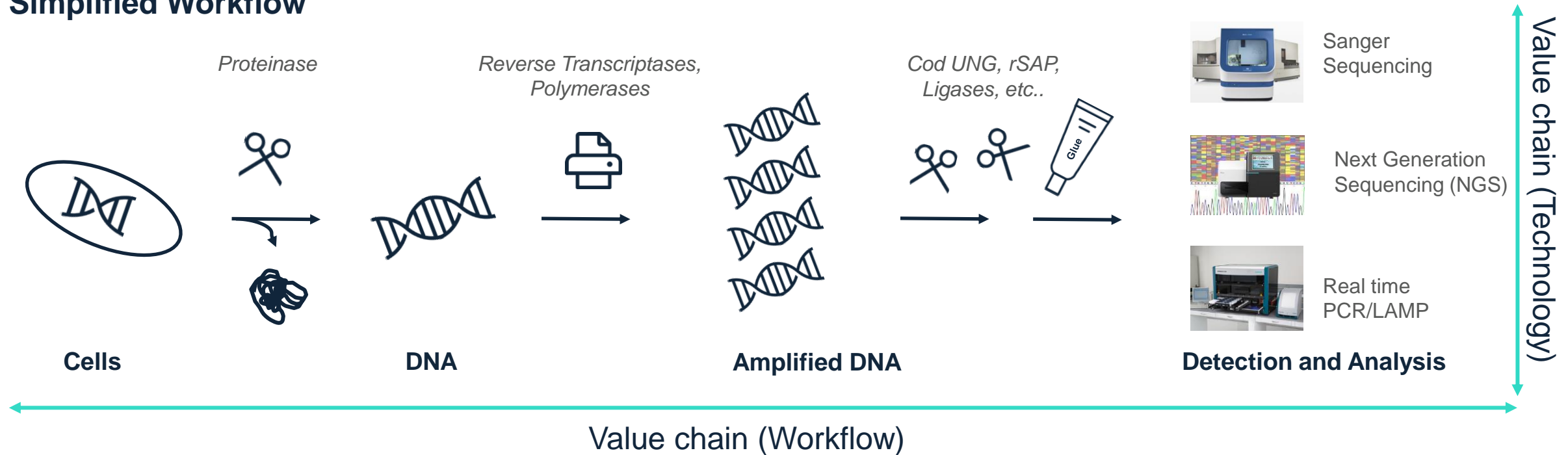
Strong underlying growth irrespective of COVID-19



Growth Strategy

European's leading one-stop-shop 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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