SEB Healthcare Seminar

CEO Michael Akoh

ArcticZymes Technologies

Agenda

1. At a glance
2. Markets
3. Our customers
4. Products and pipeline
5. Spotlight: SAN
6. Financial performance

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Shaped by the Arctic – global outreach

- HQ in Tromsø, Norway
- World class commercial supplier of novel and high-quality enzymes
- ISO 13485 certified and manufacturing according to GMP guidelines
- 20+ years' experience
- 65+ employees
- Direct sales in most markets
- Publicly listed, OSE:AZT

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On a Mission

Focused and partner driven strategy

A global leading specialist enzymes partner within Advanced Therapies and Molecular Diagnostics

Be a catalyst for innovation and value creation for our partners

A Growing Market

Targeting high-growth Biomanufacturing and Molecular diagnostics segments

Biomanufacturing
Focus on Cell & Gene Therapies

Market Size 2023 – 2030
5 Bil USD – 30 Bil USD
Nucleases 500 million US dollars
(CAGR 20%)

Bio-manufacturing

- Enzymes utilized in the production process of gene therapy
- FDA expects more 200 INDs/year and 10-20 approvals/year from 2025 within CGT

Molecular diagnostics

Enzymes for driving assay technologies and innovation

- New technologies and chemistry driving growth

Molecular Tools
Molecular Research & Diagnostics

Market Size 2023 – 2027
23 – 30 Bil USD (CAGR. 5.4%)

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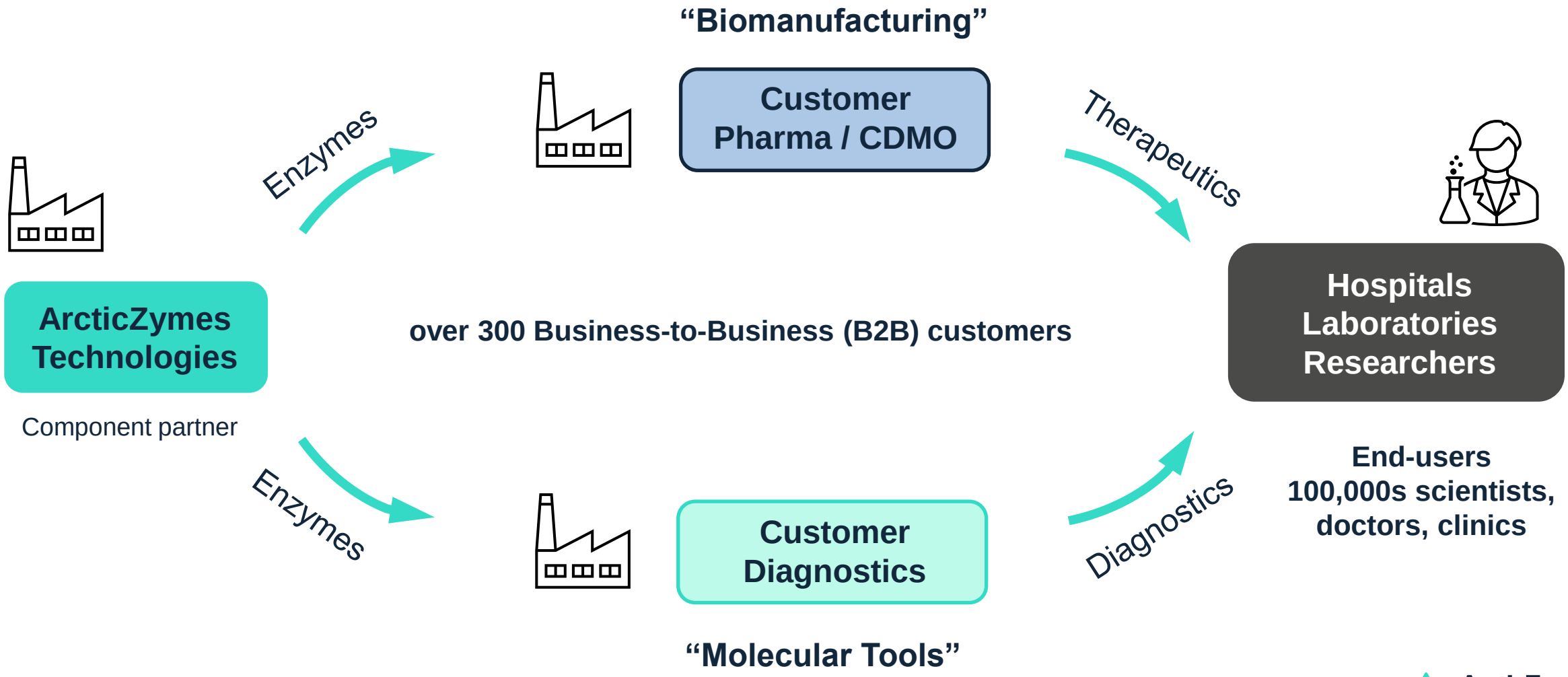
B2B Value chain

Biomanufacturing and Molecular Tools customers



Our Solutions

Unique enzymes for applications in the workflow

Molecular Tools (Molecular Diagnostics & Research)

Biomanufacturing (Therapeutics)

Shrimp Alkaline Phosphatase

Cod Uracil DNA Glycosylase

IsoPol™ Polymerases

Ligases

Proteinases

SAN (Salt Active Nuclease) HQ family

M-SAN HQ

Endo- & Exo-Nucleases

Reverse Transcriptases

DNA Polymerases

Nucleic Acid Extraction, Amplification and Sequencing technologies

Cell & Gene therapy (viral vectors); RNA therapeutics (mRNA vaccines)

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Building out the product portfolio

Looking further ahead – beyond 2023

*

- **Expand Biomanufacturing capabilities**
  - SAN product lifecycle management
  - Value through Quality – Transitions & DMF
  - RNA therapeutics – generic & novel
  - Nucleases and Proteinases
- **Expand Molecular Tools capabilities**
  - Complete MDx workflow assembly
  - Expand to NGS variants
  - Push new RT and Taq ++
  - Hot Start / Formulations

* Forward looking slide - Project risks – Timelines & Business Case subject to change

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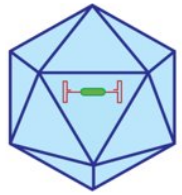
SAN
Salt Active
Nuclease

Product Placement - Biomanufacturing

Case Study – viral vector manufacturing (CGT)

high salt matrix
high viscosity



impure viral vector

+

a “soup” of
broken cell fragments

SAN HQ

❶

Nuclease digestion

❸

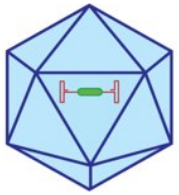
? SAN HQ ELISA ✓

viral vector manufacturing workflow (multi-step)

Remove unwanted nucleic acids
Reduce viscosity

SAN HQ removal

❷



pure
viral vector
(“Drug”)

SAN HQ unique properties

- ✓ efficient nuclease (viscosity)
- ✓ low temp (sensitivity)
- ✓ tolerant to high salt (aggregation)
- ✓ tolerant to high salt (digestion)
- ✓ high pI – charged (easy removal)

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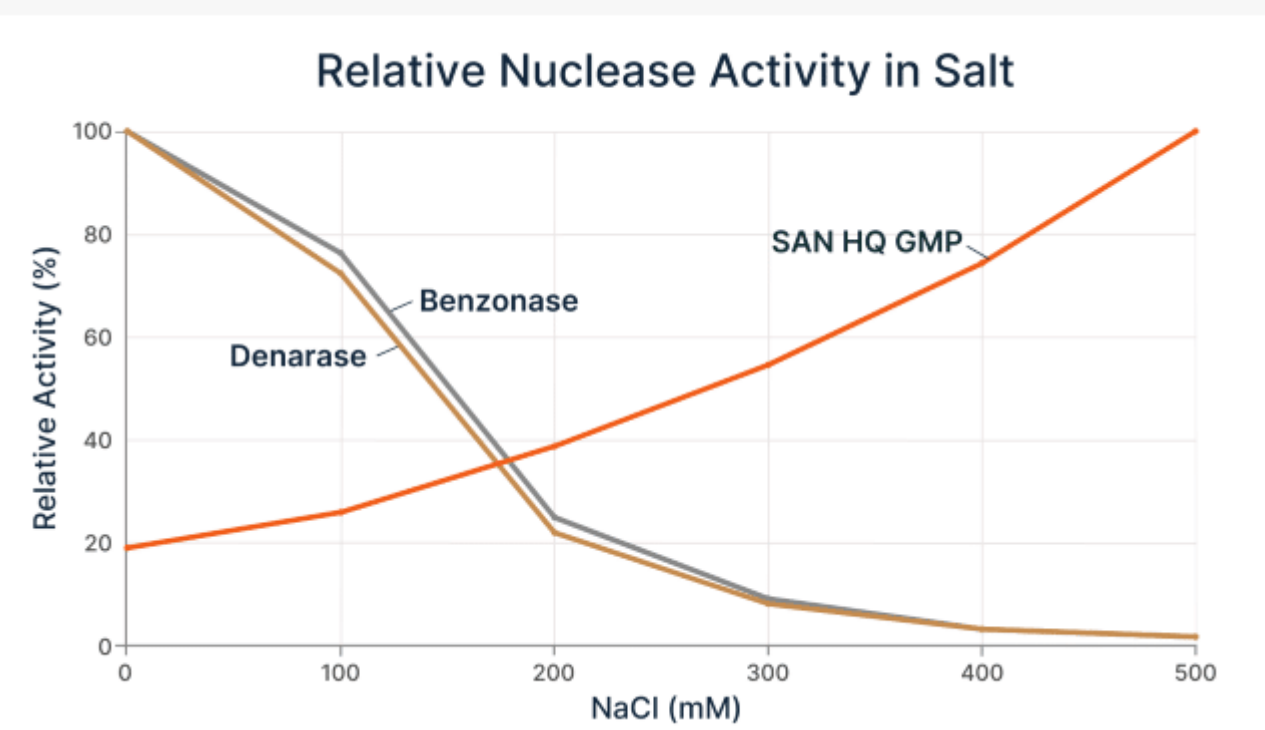
INTRODUCING SAN HQ GMP
Salt Active Nuclease with superior performance

- The Salt & Nuclease Paradox:
  - As salt concentration increases, conditions for DNA clearance improve, but enzyme function decreases
  - This “paradox” is resolved by SAN HQ GMP
  - Ability to clear DNA from viral vectors increases as salt concentration rises



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Growing the Biomanufacting segment

From ISO13485 to GMP grade

ISO13485

- Medical devices
- Focuses on the all departments and processes of an organisation

Current

MDx Development

GMP grade

- GMP focuses on Production and Quality Control
- GMP is a set of guidelines for manufacturing processes
- DMF

Future

Advanced therapies manufacturing

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Growing the SAN business

GMP grade production expands addressable market

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Drug Master File for SAN HQ GMP

Showing our commitment to our Biomanucturing customers

- A drug master file (DMF) is a **submission to the FDA** that contains confidential, detailed information about:
  - Facilities, processes, or articles used in the **manufacturing, processing, packaging, and storing of one or more human drugs**.
  - Provide information to the FDA about these aspects of a drug product without revealing trade secrets to the customer.

In short, the benefits of having a DMF are:

- **Improves credibility and reputation**
- **Help customers streamline drug development and approval process**
- **Accelerate sales cycle**
- **Levels playing field against major competitors**

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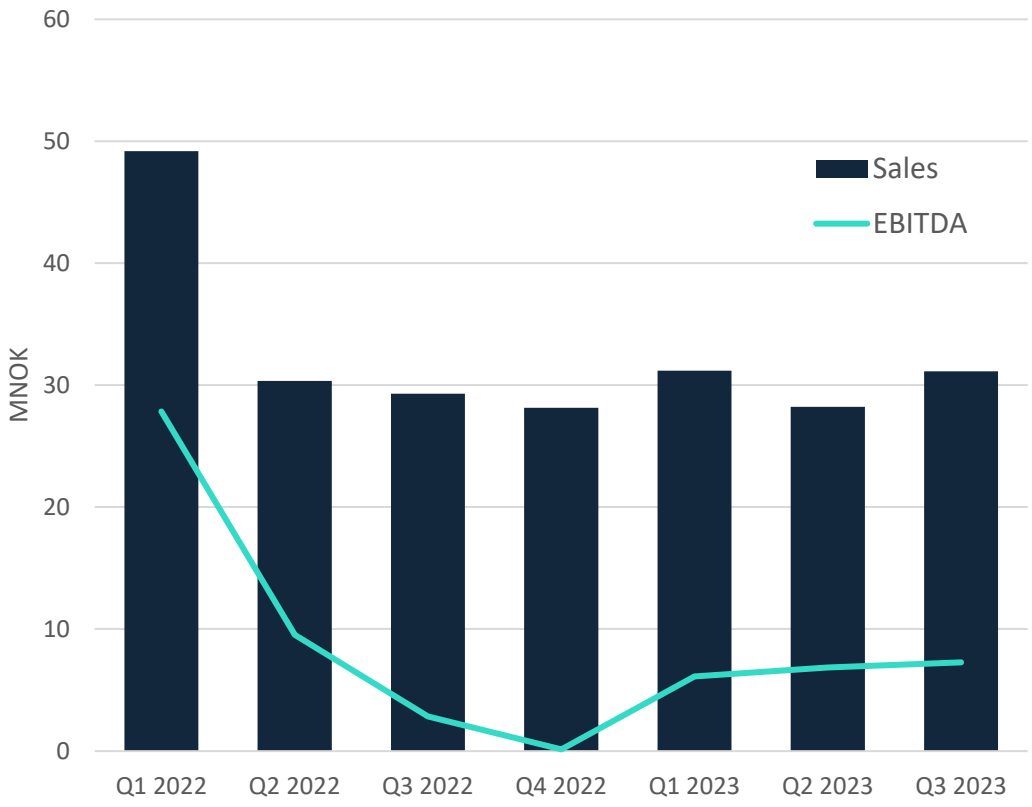
Financial Performance

Financial Performance

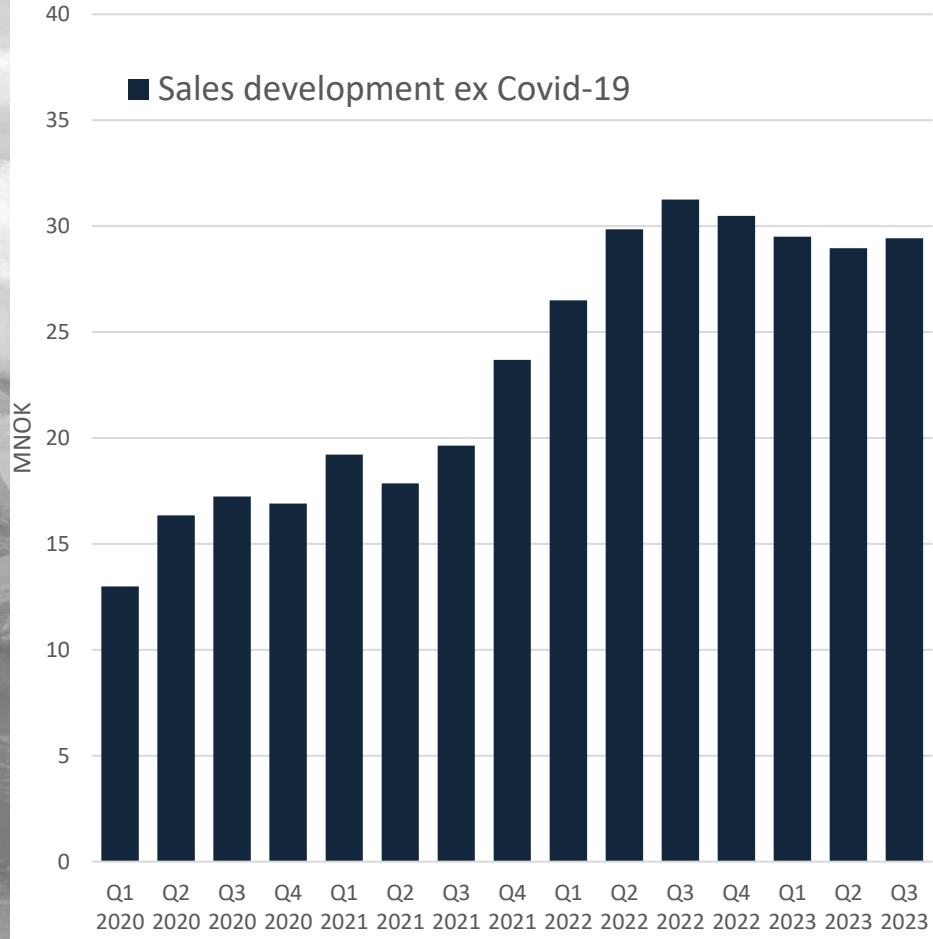
Annual Growth and Profitable

Sales contribution



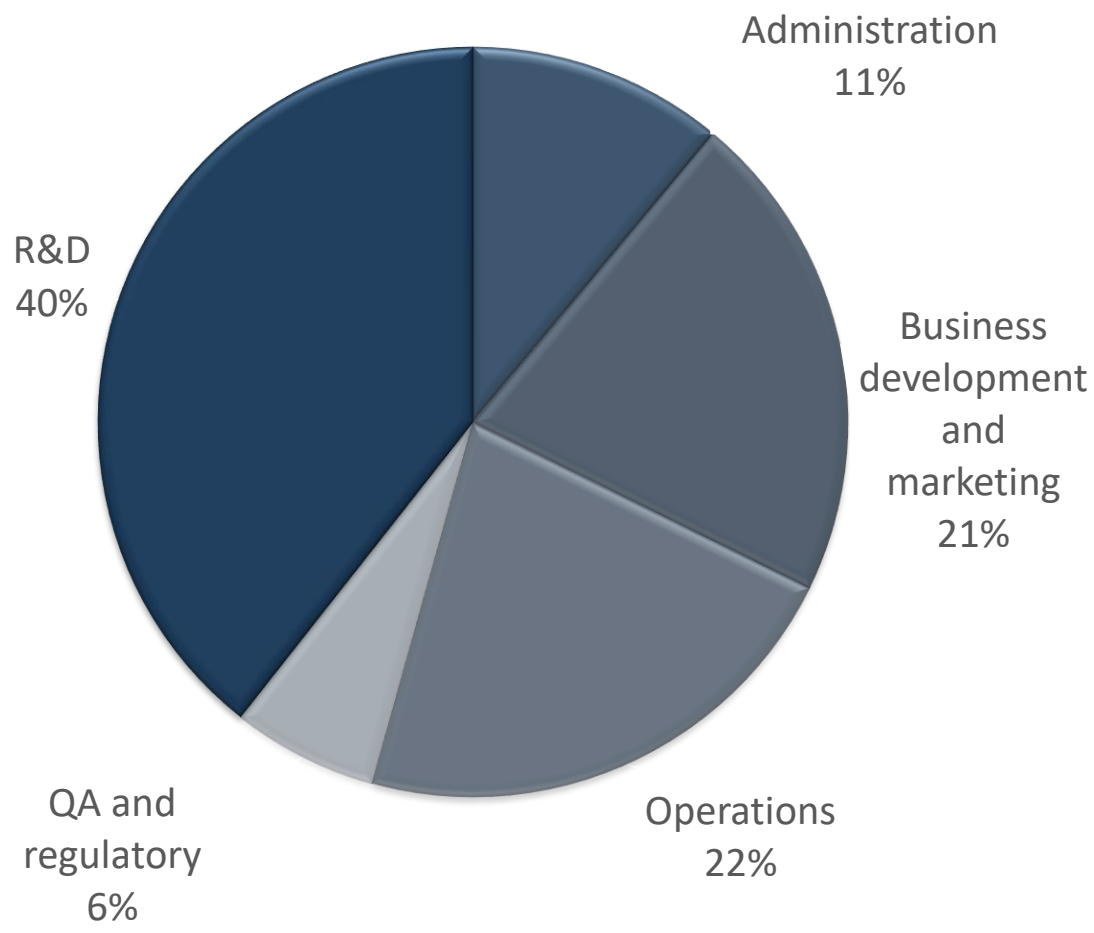
Margin	57%	31%	10%	1%	20%	24%	23%

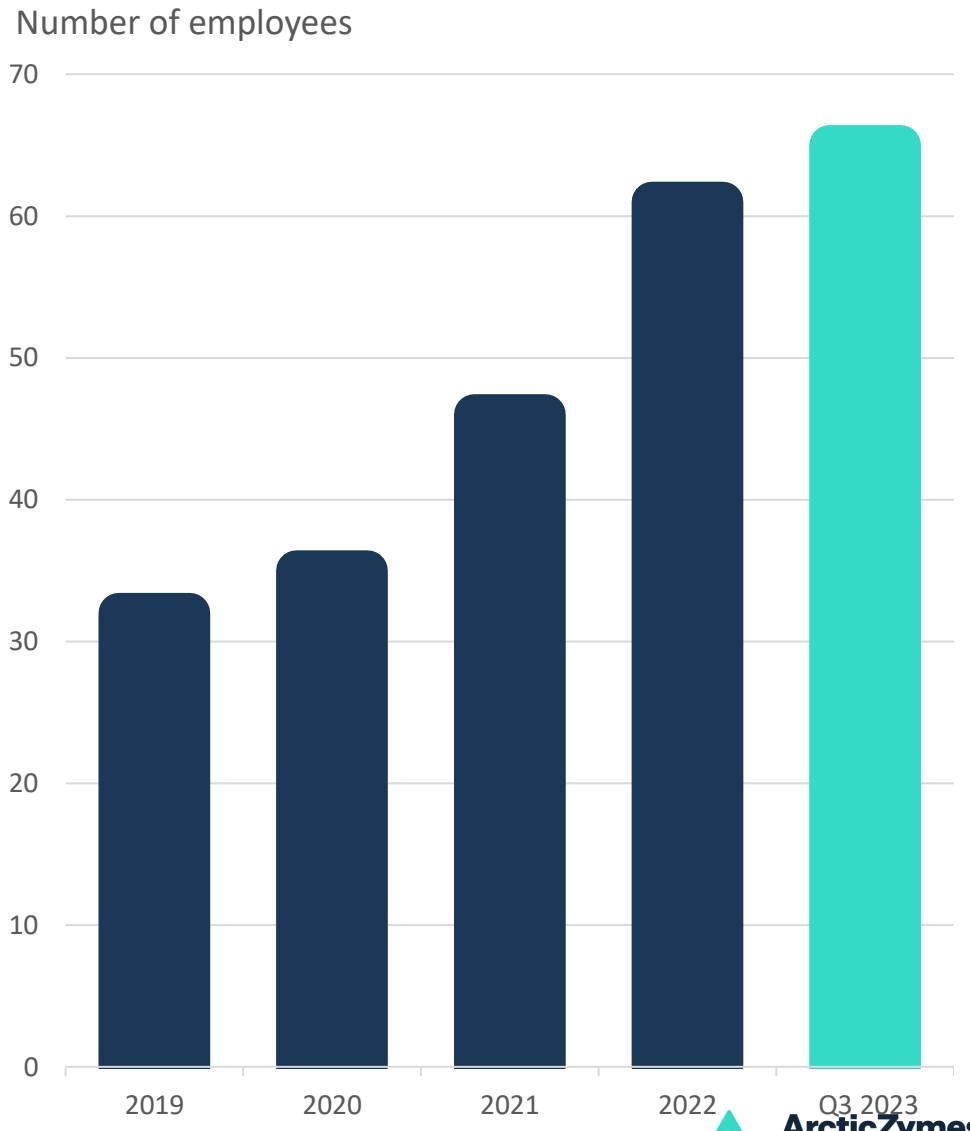
Quarterly Rolling 12 Month Sales



Organisation

Recruitment drive completed





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Well postioned to deliver long term growth

Attractive market space

- Operating in growth segments
- New therapies within CGT and mRNA

Strong Foundation

- Strong cash position and high margins
- Experienced team
- Reputation, brand and security of supply
- Global sales channels – customer base
- Regulatory compliance

Growth leverage

- Innovation driven by biotechnology toolbox
- Organic growth but with an eye out for M&A
- Market and partner driven
- Compliance upgrade to GMP grade

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Thank you!

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