



# Q1 2021 Conference Call

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# Agenda

**1 Executive Overview**

**2 Financial Review**

**3 Outlook**

**4 Q&A**

# A good start to 2021

- Net sales increased by 9% (20% currency adjusted)
- EBITDA margin 28% in Q1 (19%)
- Strong underlying growth in Americas (22%)
- Strongest quarter ever in EMEA with net sales growth of 19%
- First deliveries under the Pan-European agreement with Perrigo
- Strategic partnership with China National Pharmaceutical Foreign Trade Corporation (Sinopharm Foreign Trade)
- New bone health study in collaboration with La Trobe University in Australia
- Industry forecasts indicate continued good growth in probiotic supplements with regional differences

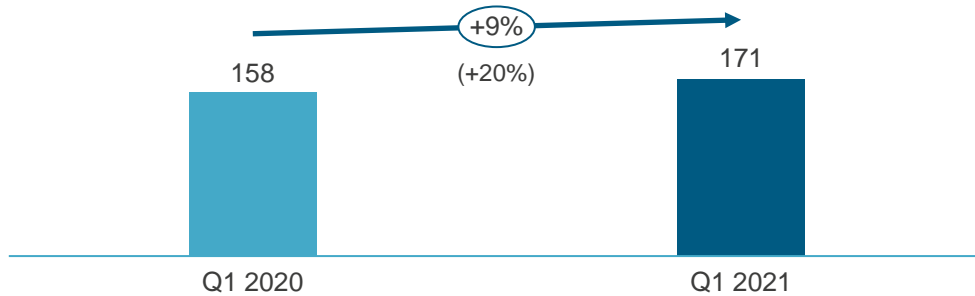


# Strong organic sales growth with good profitability in Q1

## Net sales

SEK m, sales growth in % (constant currency growth)

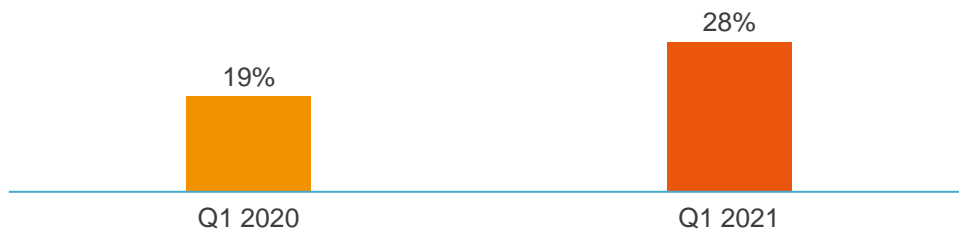
Target  
> 7 %



## EBITDA %

EBITDA margin as % of Group net sales

Target  
≥ 29 %



## Highlights in the quarter

- Net sales (currency adjusted) growth by 20%
- Higher sales and product mix delivered higher gross margin (n.b. production disturbances in Q1 2020)
- Lower OPEX in Q1 reflecting reduced expenses amidst the pandemic

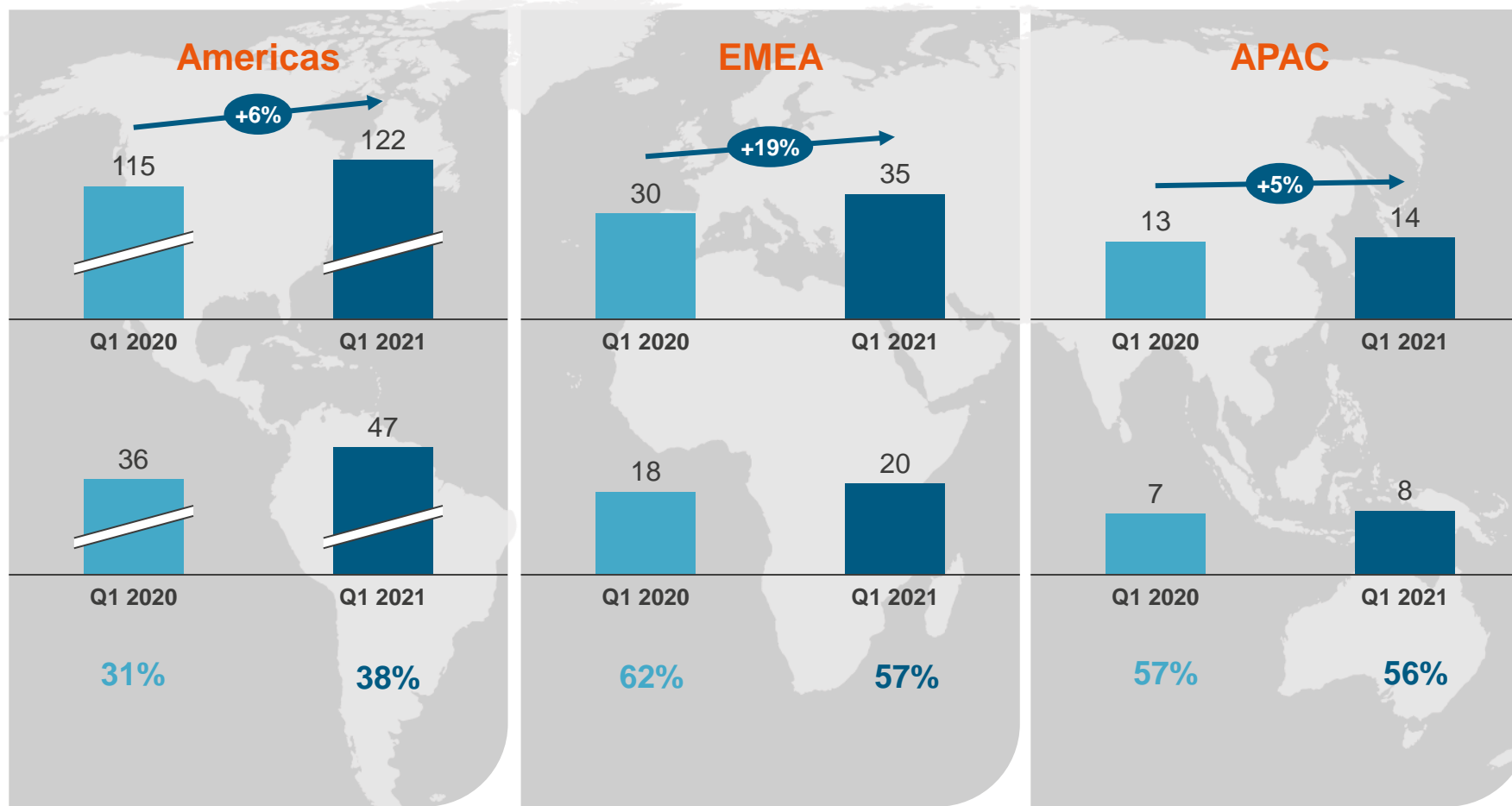


# Net Sales and Gross Profit by region

**Net sales**  
SEK m sales  
growth in %

**Gross profit**  
SEK m

**Gross margin**





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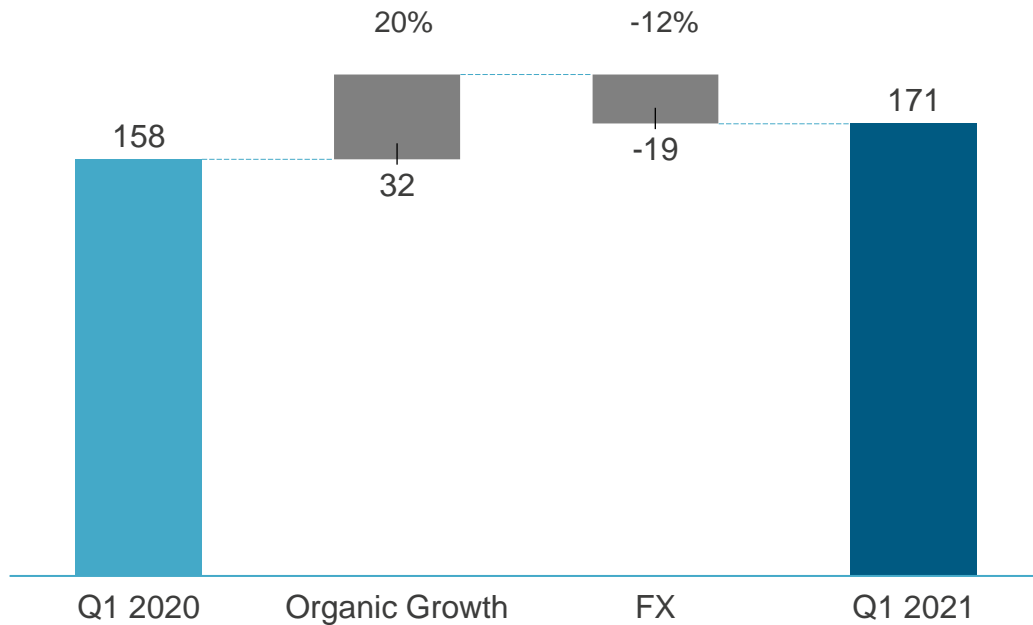
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# Strong organic growth in the quarter

**Probi sales bridge**  
SEK m, sales in %



**Condensed P&L**  
SEK m

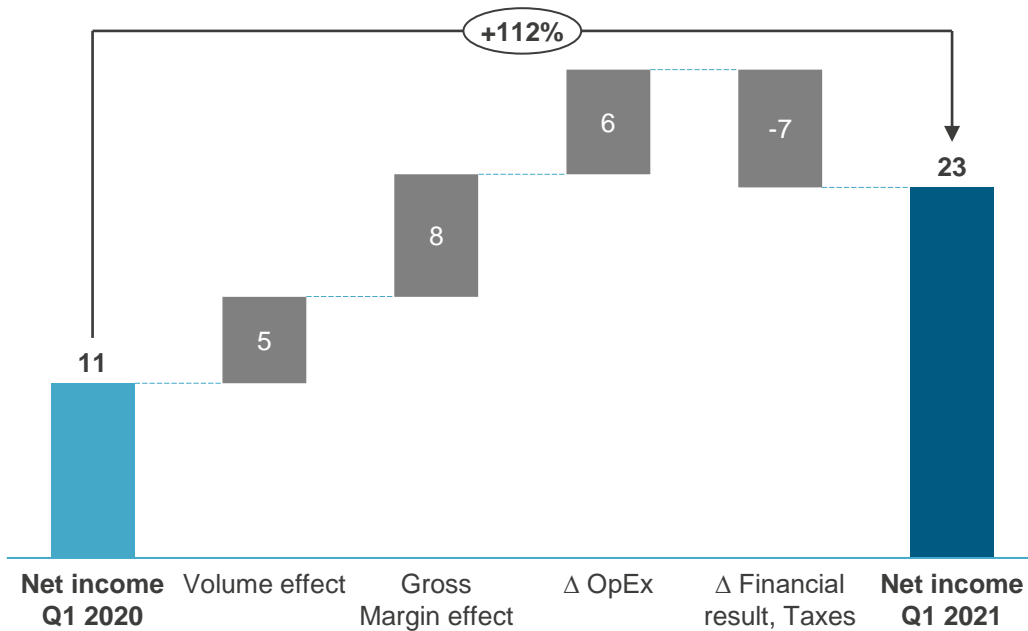
	Q1 2021	Q1 2020	Change
<b>Net sales</b>	171.3	157.8	▲ 9%
<b>EBITDA</b>	47.1	29.9	▲ 58%
<b>EBITDA margin</b>	27.5%	18.9%	▲ 8.6pp
<b>EBIT</b>	30.1	11.0	▲ 175%
<b>Net income</b>	22.6	10.7	▲ 112%
<b>EPS</b>	1.99	0.94	▲ 112%





# Higher sales volumes and gross margin increase net income

## Reconciliation of net income SEK m



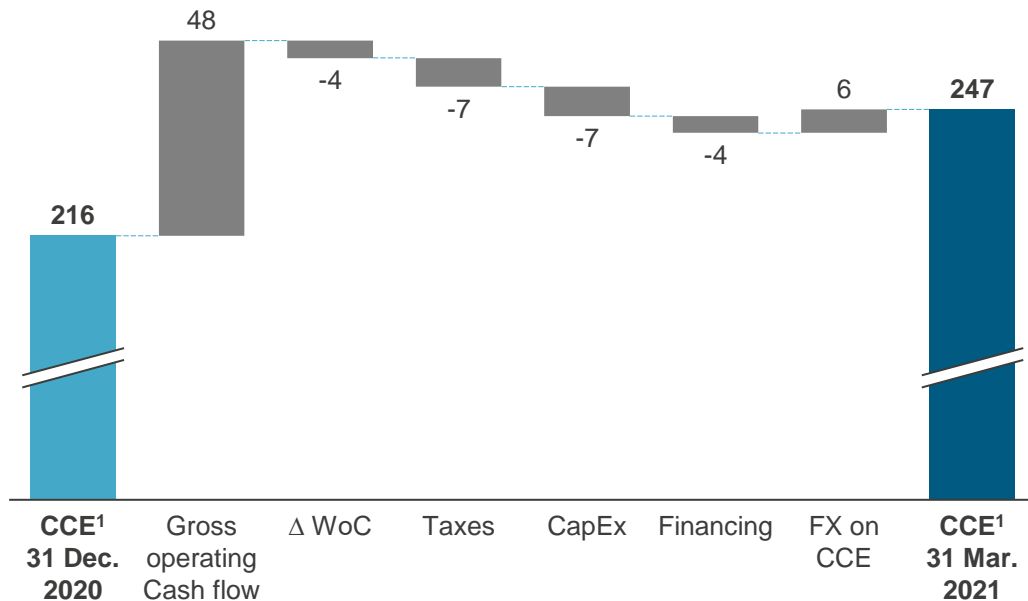
## Key aspects

- Net income increased by SEK 12 m (+112%) compared to previous year
- Higher sales volumes and gross margin generate strong contribution to net income
- Lower sales and marketing as well as administrative expenses reduce OpEx by SEK 6 m
- Comparing period contained positive financial FX effect of SEK 3 m
- Increased income tax based on strong result



# Cash-flow reflecting strong net income

## Reconciliation of group liquidity SEK m



## Key aspects

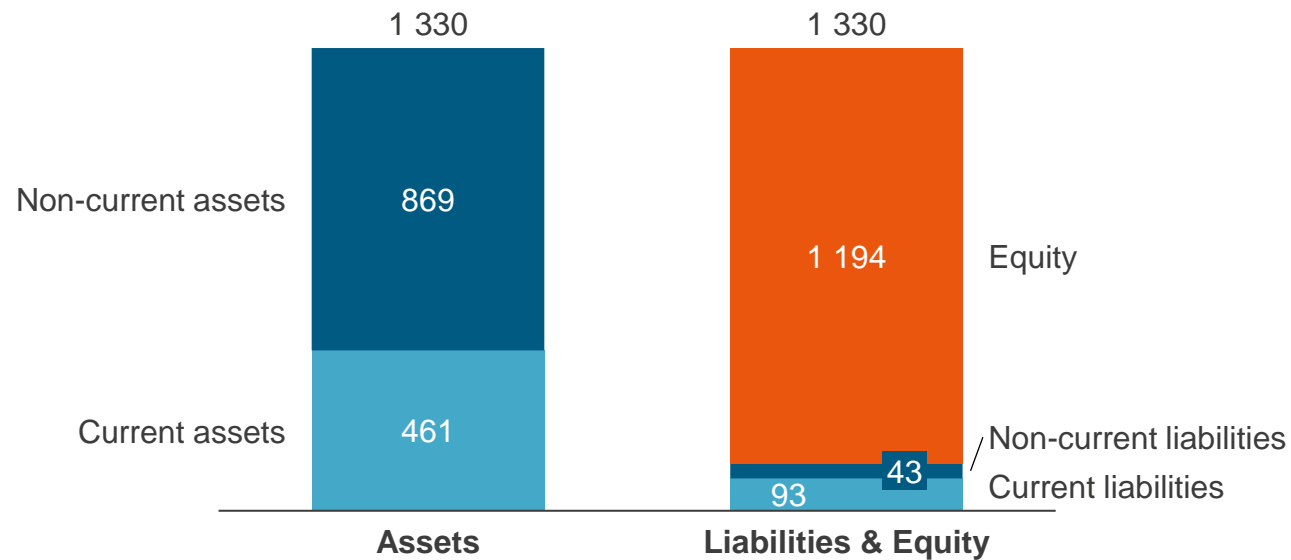
- Gross operating cash flow of SEK 48 m reflects robust business model
- Limited movements in Working Capital
- Capex mainly related to manufacturing upgrade program
- Financing includes payments of lease obligations
- Positive FX effect on cash compared to year-end 2020



<sup>1</sup> CCE = Cash and cash equivalents.

# Solid balance sheet with no external loans

Balance sheet as per March 31, 2021  
SEK m



## Key aspects

- Total equity of SEK 1 194 m
- No external loans
- Equity ratio 90%





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# Strategic focus

**Doubled sales**



**Growth**

- Stronger presence in growth markets
- Solidify position in premium probiotic segments
- Expand global key account portfolio
- Strategic partnerships and acquisitions

**Lead the way in probiotic innovation and science**



**Accelerate development of new products**

- Expand range of clinically documented offerings
- Increase international collaborations
- Evaluate growth potential in probiotic related market segments

**Manufacturing excellence**



**More efficient manufacturing**

- High quality production adapted to market needs
- Develop manufacturing capabilities/partnerships in growth regions
- Gradually improved gross margins





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# Financial calendar

Annual General Meeting:

May 7, 2021

Interim report Q2 2021:

July 16, 2021

Interim report Q3 2021:

October 22, 2021

Year-end report 2021:

February 2, 2022

