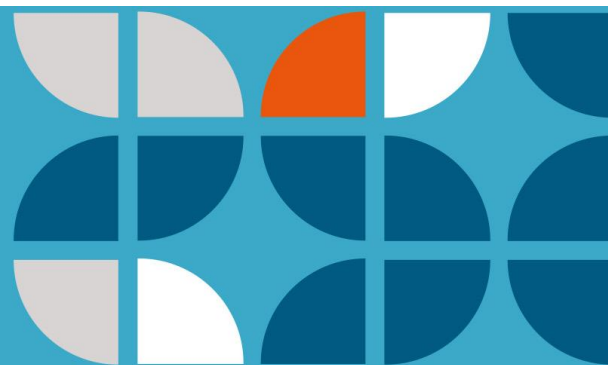


Interim report January - March 2024



Important events during the first quarter

- Underlying sales were overall as expected, despite Q1 coming in 12% below Q1 LY (11% adjusted for currency effects) to SEK 152 m (172). The reduction compared to LY is primarily due to positive one-time effects from delayed deliveries in the Americas as a result of a severe snowstorm at the end of 2022. Additionally, APAC was affected by timing shifts in orders during the quarter.
- The EBITDA margin amounted to 15% (28). Adjusted for the above-mentioned snowstorm the comparison year margin is 23%.
- A new study showing synergistic benefits in Probi's and Clasado's joint synbiotic immune health concept was published in the International Journal of Nutritional Sciences.
- Probi was selected as a finalist in the annual NutraIngredients Awards for its pioneering Probi® Sensia concept, improving cognition, mood and sleep.
- Probi strengthened its brand position in the Nordic regions, by expanding the B2C operations into Denmark through a partnership with Matas.
- Probi attained silver status from EcoVadis, for its performance in sustainability.

SEK
152 m
Net sales

15%
EBITDA margin

Financial overview

SEK m	Jan-Mar		Full-year	
	2024	2023	RTM	2023
Net sales	151.7	171.8	607.5	627.7
Growth, %	-11.7%	11.1%	-3.2%	1.5%
Currency adjusted growth, %	-11.5%	2.1%	-4.4%	-2.0%
Gross margin, %	32.7%	42.5%	32.4%	35.1%
EBITDA	22.0	47.3	82.3	107.5
EBITDA margin, %	14.5%	27.5%	13.5%	17.1%
Operating profit (EBIT)	-2.0	23.6	-14.3	11.3
EBIT margin, %	-1.3%	13.7%	-2.4%	1.8%
Net income	1.9	19.3	-0.6	16.8
Earnings per share before and after dilution, SEK	0.16	1.69	-0.05	1.48

See note 5 for definitions of ratios not defined according to IFRS

This information is information that Probi AB is obliged to make public pursuant to the EU Market Abuse. The information was submitted for publication, through the agency of the CEO and CFO, on April 23, 2024 at 08:00 CET. This is a translation of the Swedish version of the interim report. When in doubt, the Swedish wording prevails.

Steady Progress in a Transitional Year

The start of 2024 has been characterized by a whirlwind of activities and events, largely fueled by our strategic revamp introduced in the later part of 2023. Our sales were relatively stable and in line with our expectations for this transitional year, looking beyond some disadvantageous comparatives in Americas. In terms of efficiency, we are beginning to see encouraging signs of improvement in our manufacturing optimization program, which is an important step in strengthening our currently strained profitability. More has to be done before we reach our goals, but I am pleased with our progress in the first quarter, and we are taking steady steps in the right direction.

Commercially we have achieved several notable highlights. In March, our team in North America attended Expo West reporting significant interest in our recently launched Probi® Sensia offering, as well as our new synbiotic solutions and combination products. Probi's commercial team does a fantastic job gaining traction with existing key customers, as well as new ones. This applies to all regions, and we are currently seeing major activity and momentum in our sales and marketing initiatives overall, with more new customers signed up and further discussions underway. Moreover, several product launches took place through distribution partners, and additional customer launches are planned for 2024 and next year.

Probi's B2C business model, initially launched in Sweden and Norway, will now also be expanded to the Danish market through a commercial e-commerce collaboration with Matas, which is Denmark's largest beauty, personal care and health products retailer. Since the Swedish B2C launch a year ago, Probi has successfully managed to grow its market share. We are now ready to further elevate the Probi brand on the Nordic market, enhancing our category leadership and broadening our market presence.

In terms of scientific advancements, our collaboration with Clasado has progressed well. The R&D teams involved in our partnership have worked closely together to add further evidence of the synergistic benefits of combining our products. At the end of the quarter, we were proud to announce the publication of our findings in the International Journal of Nutritional Sciences, clearly demonstrating that the combination of Probi's Defendum® probiotics and Clasado's prebiotic can have an even greater benefit than either ingredient alone. Moreover, we recently learned that Probi has been selected as a finalist for the NutraIngredients Awards 2024 for our research on the LpHEAL9 strain in our Probi® Sensia psychobiotic. These accomplishments not only bolster our existing product range, but also confirm Probi's ability to deliver pioneering and innovative solutions anchored in scientific excellence.

As we progress into 2024, I remain firmly committed to cultivating a robust and adaptable organization united by a common purpose. Our primary focus is on establishing the optimal conditions for commercial success and sustainable profitable growth, in accordance with our outlined goals for 2024-2028. We are already witnessing positive developments from our strategic and operational revamps. As previously communicated, 2024 will be a transitional year with modest expectations on increased growth and profitability. While the financial outcomes are not expected in the immediate future, I am, however, confident that we are heading in the right direction.

Anita Johansen
CEO



"More has to be done before we reach our goals, but I am pleased with our progress in the first quarter, and we are taking steady steps in the right direction."



Net sales

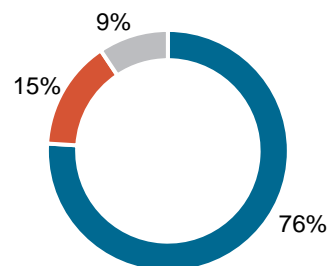
January – March (first quarter)

During Q1, net sales amounted to SEK 151.7 m (171.8) corresponding to a decrease of SEK 20.1 m or 12%. Adjusted for currency effects, net sales amounted to SEK 152.1 m, corresponding to a decrease of 11%.

The decrease of SEK 20.1 m is mainly due to a one-off effect (18) in the comparative quarter for Americas regarding postponed orders from Q4 2022 into Q1 2023. Americas declined 12%, totaling SEK 15.5 m although underlying the business was stable. EMEA showed a growth of 11%, driven by the strategic B2C insourcing and quarterly dynamics. APAC declined by 33% due to sales phasing.

The share of total net sales in the Americas during Q1 was 76%. EMEA accounted for 15% and APAC 9%.

Net Sales distribution per segment



■ Americas ■ EMEA ■ APAC

Net sales per segment

SEK m	Jan-Mar		
	2024	2023	Change, %
Americas	115.2	130.7	-11.9%
EMEA	22.2	20.0	11.0%
APAC	14.2	21.2	-33.0%
Net sales	151.7	171.8	-11.7%



Earnings

Operating profit/loss (EBIT)

The operating profit/loss for Q1 amounted to SEK -2.0 m (23.6), corresponding to a decrease of SEK 25.6 m. Adjusted for currency effects, the operating profit/loss was SEK -2.0 m. The gross margin was impacted by various timing impacts including low production volume in Q1 but also by consulting costs related to Probi's current optimization program in the manufacturing process and higher depreciations related to increased investment in upgrading production processes.

Sales and marketing costs amounted to SEK 25.8 m (26.3) due to phasing cost. Underlying cost planned to increase year over year in line with the decision to strengthening our sales and marketings teams and marketing expenses to support the Swedish B2C business.

Research and development expenses were slightly higher than last year and amounted to SEK 10.7 m (9.7). This is mainly explained by planned incremental spending but also the phasing of various research projects runs over the year.

Administration expenses amounted to SEK 15.1 m (13.4). The increase is related to strengthening the organization and general inflation.

Operating profit/loss

SEK m	Jan-Mar		
	2024	2023	Change, %
Gross profit Americas	31.1	48.1	-35.3%
Gross profit EMEA	10.6	11.0	-3.6%
Gross profit APAC	7.9	13.9	-43.2%
Gross profit	49.6	73.0	-32.1%
Sales and marketing expenses	-25.8	-26.3	-1.9%
Research and development expenses	-10.7	-9.7	10.3%
Administration expenses	-15.1	-13.4	12.7%
Other operating income	0.0	0.0	—
Operating profit (EBIT)	-2.0	23.6	-108.5%

Financial result

The financial result for Q1 amounted to SEK 3.9 m (0.5). Net financial items excluding exchange rate results amounted to SEK 2.3 m (0.8) and consisted mainly of interest on bank balances and leasing contracts. The exchange rate result amounted to SEK 1.5 m (-0.3) in Q1 and refers to the translation of cash and cash equivalents into foreign currency.

Net income for the period

The Net income for Q1 amounted to SEK 1.9 m (19.3). Tax cost for the period amounted to SEK 0.0 m (4.8).

Earnings per share

Earnings per share for Q1 amounted to SEK 0.16 (1.69).



Operating segments

Probi's operating segments are based on a geographical division and consist of the Americas (North and South America), EMEA (Europe, the Middle East and Africa) and APAC (Asia and the Pacific).

Americas

Net sales in Americas decreased by 12% and amounted to SEK 115 m. Adjusted for currency effects, net sales amounted to SEK 116 m. The gross margin for Q1 was 27% (37), negatively impacted primarily by higher depreciation, consulting cost and lower production volume in the quarter.

Overall, our sales in Americas were relatively stable and in line with the expected sales trend. The noted decrease in sales compared to the same period last year was caused by a delayed order in 2022, which was postponed into Q1 2023 due to bad weather conditions resulting in high one-off comparative figures.

Commercially the quarter was characterized by high activity and strong momentum. Our sales team leveraged Expo West, one of the leading natural products trade shows, to deepen Probi's relations with strategic B2B customers, showcase our products and establish numerous new leads. We also secured business with new customers during the quarter and are building our customer pipeline to work with going forward.

SEK m	Jan-Mar		
	2024	2023	Change, %
Net Sales	115.2	130.7	-11.9%
Cost of goods sold	-84.2	-82.6	1.9%
Gross profit	31.1	48.1	-35.3%
Gross margin	27.0%	36.8%	-9.8 ppt

EMEA

Net sales in EMEA increased by 11% and amounted to SEK 22 m. The gross margin for Q1 was 48% (55) due to a different product mix in the quarter compared to the same period last year.

Overall, our sales in EMEA were stable and increased compared to the same period last year, and in general we experience positive momentum and good traction in the market.

Several customers are evaluating our newest concepts, e.g. Probi® Sensia and our synbiotic solutions based on the collaboration with Clasado. We also see interest in our combination product, based on Probi Defendum® and BLIS strains. Probi has signed a new customer in France, a new customer operating in the DACH region and is also working on several projects with a new distributor partner focused on South and East of Europe.

SEK m	Jan-Mar		
	2024	2023	Change, %
Net Sales	22.2	20.0	11.0%
Cost of goods sold	-11.6	-8.9	30.3%
Gross profit	10.6	11.0	-3.6%
Gross margin	47.7%	55.3%	-7.6 ppt



APAC

Net sales in APAC were SEK 7 m lower than 2023 i.e. SEK 14 m for Q1 2024 due to timing of sales. The gross margin for Q1 was 56% (66). The decrease is caused by product mix.

Our sales in APAC are on par with the expected sales trend, although a decline is noted compared to the same period last year, which was the highest ever recorded quarter in the region. Given the early commercial phase in APAC such fluctuations are however expected. Overall, the trend in APAC is positive and we expect the growth to remain over time as we continue to cultivate the market.

Commercially we strengthened our presence in the Chinese online retail market through new collaborations with some major probiotic supplements brand owners, launching new products based on Probi's® Osteo concept. We are also set to launch the Probi FerroSorb® concept with a new customer in China. In South Korea, Probi launched several products during the quarter under the Probi Digestis® concept.

SEK m	Jan-Mar		
	2024	2023	Change, %
Net Sales	14.2	21.2	-33.0%
Cost of goods sold	-6.3	-7.2	-12.5%
Gross profit	7.9	13.9	-43.2%
Gross margin	55.6%	65.8%	-10.2 ppt

Corporate events in the quarter

Organization

In addition to the dedicated manufacturing optimization program, Probi has continued to implement organizational adjustments to enhance efficiency and optimize performance as per the new business strategy employed in 2023. These changes are methodically calibrated to streamline ways of working, elevate productivity, and optimize the company's overall performance metrics. This is an ongoing transformation that will be maturing throughout the year, enabling the company to address current challenges, and positioning the company for growth in the coming years.

Sustainability

In January it was announced that Probi had attained silver status from EcoVadis, the global standard in business sustainability ratings, for our sustainability performance. The EcoVadis assessment evaluates criteria across four core themes: Environment, Labor & Human Rights, Ethics and Sustainable Procurement. Attaining the silver status not only highlights Probi's strengths but also identifies areas for improvement going forward. The Probi organization remains dedicated to continuing to reduce its environmental impact and advancing towards a more sustainable future.

Research & Development

A new study showing true synergistic benefits of Clasad's and Probi's synbiotic concept was published in the International Journal of Nutritional Sciences, available [here](#). The results showed that Probi's probiotic strains *L. plantarum* HEAL9 (HEAL9™) and *L. paracasei* 8700:2® were able to utilize the Bimuno GOS for growth, resulting in increased levels of lactate and butyric acid, two well-known health-promoting compounds.

Additionally, Probi was a selected finalist for this year's NutraIngredients Awards in the Nutrition Research Project category, which rewards the best game-changing nutrition research projects that push the boundaries of nutritional science. The nomination is related to the probiotic strain LpHEAL9, for its potential to improve cognition, mood, and sleep in healthy individuals.



Cash flow and cash and cash equivalents

Cash flow from operating activities before changes in working capital decreased to SEK 23.6 m (47.0) in Q1 because of a lower operating profit.

Working capital increased slightly during Q1 due to lower accounts receivable and the cash flow from operating activities amounted to SEK 18.9 m (12.8).

Cash flow from investment activities amounted to SEK -7.5 m (-14.3) and mainly consisted of investments in intangible and tangible fixed assets.

Cash flow from financing activities was SEK -4.0 m (-3.8), and mainly consisted of bank interest received and amortization of leasing liabilities.

The period's cash flow was SEK 10.3 m (-5.8) and cash and cash equivalents amounted to SEK 340.0 m (318.0).

Investments

During Q1, investments in intangible fixed assets amounted to SEK 2.3 m (4.8), of which SEK 1.0 m (0.8) related to patents, SEK 0.5 m (1.8) to capitalized development expenses, SEK 0.8 m (2.0) to IT systems and SEK 0.0 m (0.0) to other intangible assets. Investments in tangible fixed assets amounted to SEK 5.1 m (9.6), which mainly related to investments in the manufacturing unit at Redmond.

Employees

At the end of the period, Probi had 167 (172) employees, of which 51% (52) were women. The average number of employees during Q1 amounted to 161 (163).



Transactions with related parties

During Q1, Probi reported SEK 1.4 m (0.0) in revenue from its largest shareholder, Symrise, and costs amounted to SEK 0.0 m (0.0). No other transactions with related parties occurred during the reporting period.

Significant risks and uncertainties

Probi pursues continuous efforts to identify and evaluate the various types of risks to which its operations are exposed. To mitigate risks associated with raw material procurement, Probi is securing long-term price agreements. Additionally, in response to rising inflation and cost pressures, Probi has adjusted its pricing strategies, although the full financial impact of these changes may manifest with a delay. Probi is also closely monitoring global geopolitical developments, such as the Russian invasion of Ukraine, for potential indirect impacts on our operations. Other risks and uncertainties to which Probi's operations are exposed are described on pages 46–47 of the annual report for 2023.

Parent company

During Q1, the parent company's operating income amounted to SEK 63.7 m (82.0). The profit for the period was SEK 10.0 m (28.8) and the decrease was due to a lower operating profit and net financial items. For further details, please see the information for the Group.

Financial calendar

Interim report Q1 2024	April 23, 2024
Annual General Meeting 2024	May 7, 2024
Record date for dividend	May 10, 2024
Payment date for dividend	May 15, 2024
Interim report Q2 2024	July 16, 2024
Interim report Q3 2024	October 22, 2024
Year-end report 2024	January 28, 2025

Invitation to teleconference

Probi's interim report for Q1 2024 was published on April 23, 2024, at 8:00 a.m. On the same day at 10:00 a.m., a teleconference is held with Anita Johansen, CEO and Per Lindblad, CFO, who will present the report. The telephone conference can be accessed via the link

<https://ir.financialhearings.com/probi-q1-report-2024>

The presentation is available at www.probi.com and www.financialhearings.com.

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Assurance by the Board of Directors

The Board of Directors and CEO declare that this interim report provides a true and fair overview of the parent company's and Group's operations, financial position and results, and describes the significant risks and uncertainties facing the parent company and the Group.

Lund, April 23, 2024

Jean-Yves Parisot
Chairman of the Board

Jörn Andreas
Board member

Irène Corthésy Malnoë
Board member

Charlotte Hansson
Board member

Malin Ruijsenaars
Board member

Anita Johansen
CEO

This interim report has not been subject to review by the company's auditors.



Consolidated statement of comprehensive income

SEK 000	Notes	Jan-Mar	
		2024	2023
Net sales	2	151,674	171,819
Cost of goods sold	3	-102,082	-98,815
Gross profit		49,592	73,004
Sales and marketing expenses		-25,782	-26,306
Research and development expenses		-10,740	-9,721
Administration expenses		-15,134	-13,397
Other operating income		21	—
Operating profit (EBIT)		-2,043	23,580
Financial income		2,751	1,391
Financial expenses		-417	-543
Exchange result financing activities	4	1,537	-348
Financial result		3,871	500
Earnings before income taxes		1,828	24,080
Income taxes		25	-4,806
Net income		1,853	19,274
Other comprehensive income			
Components to be reclassified to net income			
Exchange rate differences resulting from the translation of foreign operations		57,217	-7,999
Cash flow hedge (currency hedges)		—	—
Income taxes payable on these components		—	—
Total components to be reclassified to net income		57,217	-7,999
<i>Components not to be reclassified to net income</i>			
Equity instruments at fair value through OCI		-2,019	3,732
Total components not to be reclassified to net income		-2,019	3,732
Sum of other comprehensive income		55,198	-4,267
Total comprehensive income		57,051	15,007
Number of outstanding shares at end of the reporting period		11,394,125	11,394,125
Average number of shares		11,394,125	11,394,125
Earnings per share before and after dilution		0.16	1.69

The period's result as well as comprehensive income is attributable in its entirety to the parent company's shareholders. There is no dilution effect, as the company has no outstanding convertible loans or warrants.



Consolidated statement of financial position

SEK 000	31 March 2024	31 December 2023
ASSETS		
Capitalized development cost	22,040	23,497
Customer base	217,515	211,718
Technology and other intangible assets	107,510	105,053
Goodwill	361,400	340,580
Property, plant and equipment	152,491	145,822
Right-of-use assets	47,259	49,010
Interests in other entities	71,025	73,044
Deferred tax assets	4,850	1,345
Non-current assets	984,090	950,069
Inventories	126,692	116,705
Trade receivables	70,806	79,792
Other assets and receivables	15,573	14,227
Cash and cash equivalents	339,974	329,650
Current assets	553,045	540,374
Total assets	1,537,135	1,490,443
EQUITY AND LIABILITIES		
Total equity	1,426,132	1,369,080
Deferred tax liabilities	—	—
Provisions	—	—
Non-current lease liabilities	36,905	38,212
Other non-current liabilities	5,597	5,272
Non-current liabilities	42,502	43,484
Trade payables	22,749	34,376
Current lease liabilities	15,290	15,585
Other current liabilities	30,462	27,918
Current liabilities	68,501	77,879
Total liabilities	111,003	121,363
Total equity and liabilities	1,537,135	1,490,443



Consolidated changes in equity

SEK 000	Share capital	Other contributions received	Cumulative translation differences	Hedging reserve	Fair value reserve	Accumulated profit	Total equity
Opening balance, 1 Jan 2023	58,221	600,205	169,322	—	-28,412	611,232	1,410,567
Net income	—	—	—	—	—	19,274	19,274
Other comprehensive income	—	—	-7,999	—	3,732	—	-4,267
Total Comprehensive Income	—	—	-7,999	—	3,732	19,274	15,007
Dividends	—	—	—	—	—	—	—
Total transactions with shareholders	—	—	—	—	—	—	—
Closing balance, 31 Mar 2023	58,221	600,205	161,323	—	-24,680	630,506	1,425,575

SEK 000	Share capital	Other contributions received	Cumulative translation differences	Hedging reserve	Fair value reserve	Accumulated profit	Total equity
Opening balance, 1 Jan 2024	58,221	600,205	133,294	—	-35,878	613,238	1,369,080
Net income	—	—	—	—	—	1,853	1,853
Other comprehensive income	—	—	57,217	—	-2,019	—	55,198
Total Comprehensive Income	—	—	57,217	—	-2,019	1,853	57,051
Dividends	—	—	—	—	—	0	0
Total transactions with shareholders	—	—	—	—	—	0	0
Closing balance, 31 Mar 2024	58,221	600,205	190,511	—	-37,897	615,092	1,426,132



Consolidated cash flow statement

SEK 000	Jan-Mar	
	2024	2023
Net income	1,853	19,274
Adjustments to reconcile net income to cash from operating activities		
Income taxes	-25	4,806
Interest result	-2,334	-849
Amortization, depreciation and impairment of non-current assets	24,049	23,686
Other non-cash expenses and income	66	42
Cash flow before working capital changes	23,609	46,959
Change in trade receivables and other current assets	10,484	-28,133
Change in inventories	-3,715	-12,694
Change in trade payables and other current liabilities	-8,395	10,980
Income taxes paid	-3,099	-4,323
Cash flow from operating activities	18,884	12,789
Payments for investing in intangible assets	-2,349	-4,753
Payments for investing in property, plant and equipment	-5,102	-9,585
Divestments of tangible assets	—	—
Cash flow from investing activities	-7,451	-14,338
Interest paid	-428	-553
Interest received	367	431
Repayments for lease obligations	-3,907	-3,681
Dividends paid	—	—
Cash flow from financing activities	-3,968	-3,803
Cash flow for the period	7,464	-5,352
Effects of changes in exchange rates	2,860	-399
Change in cash and cash equivalents	10,324	-5,751
Cash and cash equivalents at opening balance	329,650	323,706
Cash and cash equivalents at closing balance	339,974	317,955



Parent company's condensed financial statements

SEK 000	Jan-Mar	
	2024	2023
Operating revenue	63,738	82,011
Operating costs	-17,387	-18,850
Gross profit	46,351	63,161
Operating profit (EBIT)	11,433	31,199
Result from financial income and expenses	1,802	4,266
Income before tax	13,235	35,465
Net income	9,990	28,818

SEK 000	Jan-Mar	
	2024	2023
Net income	9,990	28,818
Sum of other comprehensive income	—	—
Total comprehensive income	9,990	28,818

SEK 000	31 March	31 December
	2024	2023
ASSETS		
Non-current assets	1,029,145	1,044,916
Current assets	344,653	320,849
Total assets	1,373,798	1,365,765
EQUITY AND LIABILITIES		
Equity	1,347,227	1,329,349
Current liabilities	26,571	36,416
Total equity and liabilities	1,373,798	1,365,765



Notes

1. Accounting and valuation principles

The Group

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The condensed financial statements in the interim report are covered on pages 10-17. Disclosures in accordance with IAS 34 Interim Financial Reporting are provided both here and elsewhere in the interim report. The ESMA guidelines on alternative performance measures apply.

The accounting principles applied when these consolidated accounts were prepared have been applied consistently for all periods presented, unless otherwise stated. Complete accounting principles can be found on pages 65-66 of the annual report for 2023.

The parent company's functional currency is Swedish kronor (SEK), which is also the reporting currency for both the parent company and the Group. All amounts stated are rounded to the nearest thousand kronor unless otherwise stated.

Amounts and figures in parentheses refer to comparative figures for the corresponding period of the previous year. Amounts are expressed in Swedish kronor (SEK), thousands (TSEK) or millions (SEK million) according to the unit stated.

Parent company

The parent company applies the same accounting principles as the Group apart from IFRS 16 "Leasing" and with the exceptions and additions that appear in RFR 2 "Accounting for legal entities". The interim report complies with the Annual Accounts Act.

2. Revenue from contracts with customers

A breakdown by category of the Group's net sales from contracts with customers is presented below:

SEK 000	Jan-Mar 2024				Jan-Mar 2023			
	Americas	EMEA	APAC	Total	Americas	EMEA	APAC	Total
Goods	113,473	21,817	14,217	149,507	128,670	19,035	21,167	168,872
Royalty	1,759	408	—	2,167	2,029	918	—	2,947
Net sales	115,232	22,225	14,217	151,674	130,699	19,953	21,167	171,819

3. Currency translation from operating activities

The following table shows the exchange gains and losses from operating activities that are recognized under cost of goods sold:

SEK 000	Jan-Mar	
	2024	2023
Exchange gains operating activities	1,116	987
Exchange losses operating activities	-914	-613
Exchange result operating activities	202	374



4. Currency translation from financial activities

The following table shows the exchange gains and losses from financing activities that are recognized in the financial results:

SEK 000	Jan-Mar	
	2024	2023
Exchange gains financing activities	2,020	837
Exchange losses financing activities	-483	-1,186
Exchange result financing activities	1,537	-349

5. Definition of alternative performance indicators not defined in IFRS

Probi presents certain financial key performance indicators (KPIs) in the interim report that are not defined according to IFRS. Probi believes that these indicators provide valuable supplementary information to investors and the company's management. Since not all companies calculate alternative KPIs in the same way, these are not always comparable to indicators used by other companies. However, these indicators should not be considered as a substitute for financial indicators required in accordance with IFRS. The following alternative KPIs are reported in the interim report:

Operating profit/loss (EBIT)

The operating profit/loss (EBIT) is defined as the profit/loss before financial income, expenses and tax for the period and is used as a measure of the company's profitability.

SEK 000	Jan-Mar	
	2024	2023
Net income	1,853	19,274
Income taxes	-25	4,806
Financial result	-3,871	-500
Operating profit (EBIT)	-2,043	23,580

EBITDA

EBITDA is defined as the operating profit (EBIT) before depreciation and impairment and is used as a measure of the company's profitability.

SEK 000	Jan-Mar	
	2024	2023
Operating profit (EBIT)	-2,043	23,580
Depreciation and amortization	24,049	23,686
EBITDA	22,006	47,266



Other alternative KPIs	Definition/ Basis of calculation	Purpose
Gross margin	Defined as gross profit divided by net sales	Used to measure product profitability
EBITDA margin	Defined as EBITDA divided by net sales	Used to measure the company's profitability before depreciation and impairment of tangible and intangible assets
Currency adjusted net sales growth	Defined as net sales for the year translated at the preceding year's exchange rates divided by the preceding year's net sales	Used to measure underlying net sales growth
RTM	Rolling twelve months. Refers to full-year figure for the last four quarters	Gives an indication of development without having to wait for the comparative period next year
<i>Operating margin</i>	Defined as the operating profit divided by net sales	Used to measure the company's profitability

About Probi

Probi® is a global Group that focuses exclusively on research, manufacturing and delivery of probiotics in dietary supplements and food. The company has expertise in managing live bacteria from research through all stages of the manufacturing process and is dedicated to making the health-promoting benefits of probiotics available to people around the world. Since the company was founded in 1991 at Lund University in Sweden, Probi has expanded its operations to more than 40 markets and holds around 400 patents worldwide. Probi had sales of SEK 628 m in 2023. Probi's shares are listed on Nasdaq Stockholm, Mid-cap, and there were around 3,400 shareholders on December 31, 2023.

