

PRESS RELEASE

ZINZINO

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ZINZINO AB (PUBL): PRELIMINARY SALES REPORT 2019

Strong sales growth during 2019; total revenue increased with a total of 47% for Q4 and 33% for the full year 2019, compared with the previous year.

The revenue in December for Zinzino's sales markets increased by 84% to MSEK 66.6 (36.1) due to strong growth foremost in Central Europe. Faun Pharma's external sales decreased by 56% and amounted to MSEK 2.8 (6.3) due to high level of internal production during the month. Overall the Group increased revenues by 64% to MSEK 69.3 (42.4) compared with the previous year.

The fourth quarter of 2019 became the strongest sales quarter in history of the company; the Zinzino based revenue in October-December increased 57% to MSEK 219.9 (140.4). Total revenue increased by 47% to MSEK 230.0 (156.3).

Accumulated revenue for January – December 2019 increased by 33% MSEK 765.2 (577.1).

Revenues distributed as follows:

Regions,MSEK				Q4	Q4		YTD	YTD	
	19-dec	18-dec	Change	2019	2018	Change	2019	2018	Change
Baltic Markets	5.0	3.4	47%	15.9	12.9	23%	54.4	44.5	22%
Nordic Markets	29.1	22.5	29%	104.3	90.8	15%	378.9	361.5	5%
Europe Other Markets	29.0	8.8	230%	87.2	31.2	179%	252.0	86.7	190%
North America	2.0	1.4	40%	6.7	5.5	22%	23.6	20.9	13%
Australia	1.4	0.0		5.8	0.0		10.5	0.0	
Zinzino	66.6	36.1	84%	219.9	140.4	57%	719.4	513.6	40%
Faun Pharma	2.8	6.3	-56%	10.1	15.8	-36%	45.7	63.6	-28%
Zinzino Group	69.3	42.4	64%	230.0	156.3	47%	765.2	577.1	33%

The sales figures are prepared according to IFRS. Adjustment for IFRS 15, income from customers has affected comparative figures.

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Zinzino AB (publ.) is a global Direct Sales company that markets and sells test-based nutrition, skincare and life-style products. Zinzino owns the Norwegian company BioActive Foods AS and the research and production unit Faun Pharma AS. Zinzino is based in Gothenburg, with additional offices in Helsinki, Riga, Oslo, Florida and Adelaide. Zinzino is a public company and its shares are listed on Nasdaq First North.