

# PRESS RELEASE

# ZINZINO

Corporate ID no. 556733-1045

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## ZINZINO AB (PUBL): PRELIMINARY SALES REPORT Q3 2019

**Strong sales growth during September; Zinzino based revenue increased 41% and the total group revenue with a total of 30% compared with the previous year. Zinzino based revenue for the third quarter 2019 increased with 41% and the total revenue with 35% compared with previous year.**

The revenue in September for Zinzino's sales markets increased by 41% to MSEK 58.3 (41.4) due to strong growth foremost in Central Europe. Faun Pharma's external sales decreased by 36% and amounted to MSEK 4.1 (6.5) due to high level of internal production during the month. Overall the Group increased revenues by 30% to MSEK 62.4 (47.9) compared with the previous year.

The third quarter of 2019 became the strongest quarter in Zinzino based sales so far in the company's history; the revenue in July - September increased 41% to MSEK 173.2 (123.0) compared with previous year. Total revenue increased by 35% to MSEK 184.9 (136.7)

Accumulated revenue for January – September 2019 increased by 26% MSEK 532.7 (421.5).

Revenues distributed as follows:

Regions, MSEK				Q3	Q3	Change	YTD 2019	YTD 2018	Change
	19-sep	18-sep	Change	2019	2018				
Baltic Markets	4.1	3.6	15%	12.4	10.2	22%	38.4	31.7	21%
Nordic Markets	27.8	28.1	-1%	86.9	85.6	2%	272.6	271.1	1%
Europe Other Markets	23.1	7.9	194%	65.3	21.7	201%	164.4	55.6	195%
North America	1.7	1.9	-12%	5.4	5.5	-1%	16.8	15.4	9%
Australia	1.7	0.0		3.2	0.0		4.7	0.0	
<b>Zinzino</b>	<b>58.3</b>	<b>41.4</b>	<b>41%</b>	<b>173.2</b>	<b>123.0</b>	<b>41%</b>	<b>496.8</b>	<b>373.8</b>	<b>33%</b>
Faun Pharma	4.1	6.5	-36%	11.7	13.8	-15%	35.9	47.7	-25%
<b>Zinzino Group</b>	<b>62.4</b>	<b>47.9</b>	<b>30%</b>	<b>184.9</b>	<b>136.7</b>	<b>35%</b>	<b>532.7</b>	<b>421.5</b>	<b>26%</b>

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 obliged to publish this information in compliance with current EU regulations governing market abuse. The information was provided by the above contact person for publication at 13:00 the 9th of October 2019.

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.