

ZINZINO

A scenic view of a park path lined with cherry blossom trees in full bloom. The path is paved and leads towards a set of stairs in the distance. In the foreground, there are several wooden benches with black metal frames. The trees are covered in vibrant pink blossoms, and the ground is scattered with fallen petals. The overall atmosphere is peaceful and beautiful.

INTERIM REPORT Q1 | 2022

THIS IS ZINZINO

Zinzino is a global D2C company from Scandinavia specialising in biomarker-based personalised dietary supplements and health technology. It is a limited liability company with shares listed on the Nasdaq First North Premier Growth Market. The company's test-based and scientifically proven supplements are available in more than 100 markets worldwide. Zinzino owns the Norwegian research and production units BioActive Foods AS and Faun Pharma AS. The company's head office is located in Gothenburg, Sweden, with additional offices in Finland, Latvia, Norway, USA, Australia, Hong Kong, Malaysia and India.

A BRIEF HISTORY

- 2007 – Zinzino AB was started. The company's principal business is to own and develop companies in direct sales and related activities.
- 2009 – Zinzino Nordic AB was acquired partly through a directed non-cash share issue to the owners of Zinzino Nordic AB and partly through a subscription in the preferential rights issue that Zinzino Nordic AB carried out in December. Through this, Zinzino AB obtained control over 97% of the votes and 92% of the capital of Zinzino Nordic AB. By 31 December 2021, participating interest had increased to 93% of capital.
- 2010 – Zinzino shares were listed for trading on the Aktietorget stock market.
- 2011 – The group was expanded with companies in Estonia and Lithuania.
- 2012 – Companies were started in Latvia and Iceland.
- 2013 – A company was started in the US.
- 2014 – The group was further expanded by companies in Poland and the Netherlands. In the same year, Zinzino AB acquired BioActive Foods AS and 85% of the shares in Faun Pharma AS. Zinzino AB was listed for trading on Nasdaq OMX First North.
- 2015 – A company was started in Canada and the ownership share in Faun Pharma AS was increased to 98.8%.
- 2016 – A subsidiary was started in Germany. Sales were launched in all of the EU countries.
- 2017 – Sales were launched in Switzerland.
- 2018 – New subsidiaries in Romania and Italy.
- 2019 – New subsidiaries in Australia and India.
- 2020 – Acquisition of VMA Life in Singapore. Zinzino AB moves up to the premier segment of the Nasdaq First North Premier Growth Market.
- 2021 – Sales were launched in South Africa.

ZINZINO INTERIM REPORT 2022 | Q1

JANUARY-MARCH

- Total revenues amounted to SEK 334.4 (333.4) million, which corresponded to a growth of 0.3% (38.0%)
- Gross profit amounted to SEK 99.3 (101.2) million and the gross profit margin was 29.7% (30.4%)
- EBITDA amounted to SEK 25.8 (37.3) million and the EBITDA margin to 7.7% (11.2%)
- Cash flow from operating activities totalled SEK -8.9 (48.0) million
- Liquid assets on the balance sheet date were SEK 217.9 (191.5) million
- Ireland and Belgium achieved full market status
- Suspended establishment process in Russia

CONTINUED **GOOD PROFITABILITY**



Dag Bergheim Pettersen, CEO, Zinzino

I am pleased with the first quarter of 2022, even if revenues are largely at the same level as the comparative figures in the previous year. Despite a tragic war that also makes the financial markets more turbulent, which in turn affects inflation, interest rates, energy supply and also continued influence from covid, we are able to maintain previous sales levels. In addition, profitability remains good and we drive our internal development effectively and focus on our overall strategic plans. Total revenues for the quarter amounted to SEK 334 million and our EBITDA margin was 7.7%. We are maintaining our long-term financial goals for the year of SEK 1.5 billion in total revenues combined with an EBITDA margin in excess of 7%.

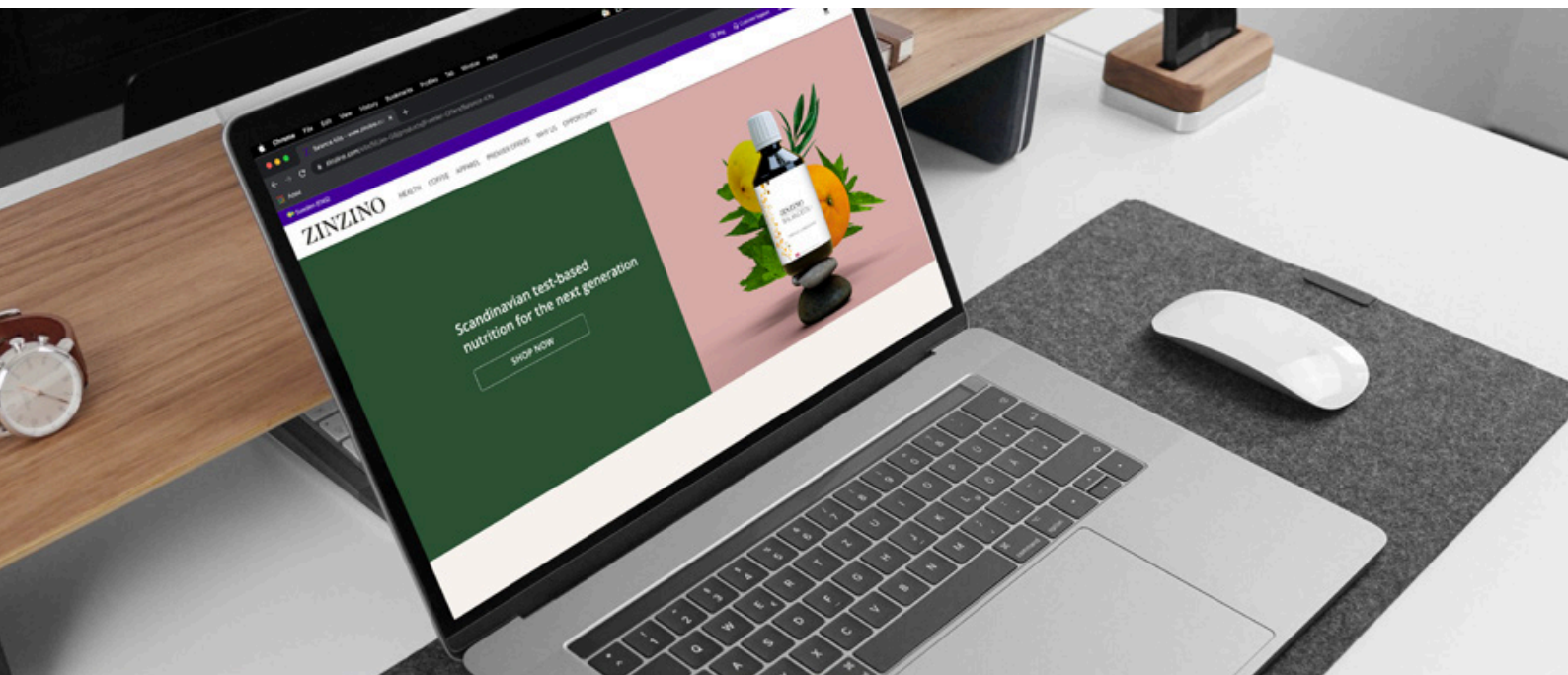
CLEAR STRATEGY

We remain focused on opening new markets while developing our existing ones. We spend a lot of time on product development which gives us the opportunity to launch several unique products during the year. We continue to invest in new technology that brings us benefits, saves costs and creates great synergies. We are actively working to strengthen our global, test-based brand and have a clear goal of profitable growth! I am convinced that these investments will lead us back to high sales growth and increased profitability soon. Our vision is to inspire people all over the world to improve their lives.

WE ARE AN ATTRACTIVE COMPANY WITH A STRONG CULTURE AND A CLEAR FOCUS

The world has undergone great changes in recent years and there is more upheaval around us now than there has been for many decades. This is evident in numerous areas such as purchasing and supply, availability and prices of raw materials as well as shipping challenges with increased costs associated. In addition, many employees and distributors contracted the coronavirus omicron version during the quarter and there were shutdowns in most markets due to the pandemic. The war in Ukraine also impacted our turnover in both Russia and Ukraine. A tragic war that is also making financial markets more turbulent, which in turn affects inflation, interest rates, energy supply, etc.

In such situations, history has shown that there are opportunities for those companies that have a strong culture, a willingness to invest combined with financial resources and a belief in the future and a focus on the things we can do something about. More than ever, we need to be flexible and agile and respond to what's happening in the world in a way that benefits Zinzino. The most important task for me, our employees and our distributors is now to guide the company in the best possible way in a changing world. I have a very strong belief that we will emerge stronger from the upcoming years through new acquisitions, investments in new products and innovative technologies. This allows us to continue to develop our unique company through growth and increased profitability.



Zinzino.com

We have already started the process of investing in technology, products and our employees. This makes the company attractive and gives us an advantage not only in the quest to recruit competent new employees, but also in potential acquisitions, which in turn can provide us with growth, access to new markets and new products.

We recently acquired Enhanzz IP AG and Enhanzz Global AG from Switzerland which will contribute to the growth of our customer base as well as provide us with a large number of new capable distributors in the DACH region. At the same time, we will have access to an attractive and well-developed skin care product line to launch internally within Zinzino and to our already existing distributor organisation. The acquisition of Enhanzz is a fine example of how we can attract companies to transfer their business to us in order to grow together with Zinzino and create synergies. I am sure that this acquisition will be very successful and that there will be more positive acquisitions that will benefit us in the future.

Dag Bergheim Pettersen

CEO Zinzino

Inspire Change in Life

FINANCIAL SUMMARY (SEK MILLION)

Key group figures	01/01/2022	01/01/2021	01/01/2021
	31/03/2022	31/03/2021	31/12/2021
Total revenue	334.4	333.4	1,370.6
Net sales	315.2	315.4	1,288.5
Sales growth	0%	38%	20%
Gross profit	99.3	101.2	427.5
Gross profit margin	29.7%	30.4%	31.2%
Operating profit before depreciation and amortisation	25.8	37.3	137.6
Operating margin before depreciation and amortisation	7.7%	11.2%	10.0%
Operating profit	20.2	32.0	116.0
Operating margin	6.0%	9.6%	8.5%
Profit/loss before tax	19.9	31.9	114.9
Net profit	15.8	24.0	89.7
Net margin	4.7%	7.2%	6.5%
Net earnings per share after tax before dilution, SEK	0.45	0.69	2.57
Net earnings per share after tax at full dilution, SEK	0.44	0.65	2.46
Cash flow from operating activities	-8.9	48.0	153.5
Cash and cash equivalents	217.9	191.5	235.7
Equity/assets ratio	28.3%	24.5%	25.1%
Equity per share before dilution, SEK	5.12	3.83	4.52
Number of issued shares on average for the period	33,702,278	33,278,867	33,551,514
Average number of issued shares for the period with full dilution	34,553,897	35,069,367	35,092,535

ZINZINO'S OUTLOOK AND FINANCIAL GOALS FOR 2022

The Zinzino board of directors forecasts that the total revenue will exceed SEK 1,500 (1,371) million. The operating margin before depreciation/amortisation is expected to exceed 7%, but the board notes that uncertainty has increased due to the world situation combined with rising world market prices for raw materials and transport.

The average growth in sales at Zinzino for the period 2022–2025 shall be a minimum of 10% and operating margin before depreciation/amortisation shall increase to over 9%. The dividend policy shall be at least 50% of the Group's net profit as long as liquidity and the equity/assets ratio allow.



SIGNIFICANT EVENTS

DURING AND AFTER THE FIRST QUARTER OF 2022



Merlion Park, Singapore

THE CONFLICT BETWEEN RUSSIA AND UKRAINE

Prior to 2022, Zinzino's intention was to establish itself in both Ukraine and Russia. However, the tragic war in Ukraine has caused Zinzino to suspend its establishment efforts in Russia indefinitely. At the same time, steps have been taken to financially assist previously established distributors in Ukraine. The war has also affected Zinzino's revenues, where the majority of revenues from the global webshop were previously derived from Russia. Overall, the company estimates that the war has resulted in a loss of revenue of approximately SEK 2 million per month, which has hampered sales growth in the first quarter of 2022 and the beginning of the second quarter of 2022.

ACQUISITION OF ENHANZZ IP AG AND ENHANZZ GLOBAL AG

On 5 April 2022, Zinzino acquired Enhazz IP AG, including the IP rights to its HANZZ+HEIDI and YU brands. In addition, Enhazz Global AG was acquired along with its distributor organisation and inventory. The business, which had a turnover of around EUR 3 million last year, is expected to generate strong growth through the synergies generated by the joint networks. Gross margins in the business are good and profitability will therefore grow very well by utilising Zinzino's existing technical platform and organisation. Zinzino has, upon entry, paid a fixed purchase price of EUR 1 million, divided between 75% cash and 25% newly issued Zinzino shares. In addition, there will be contingent consideration based on the sales performance generated by the acquired distributor organisation during the period of 2022 - 2027. The total contingent consideration is estimated at EUR 2.5 million, but could reach a maximum of EUR 6 million, to be settled 100% with newly issued Zinzino shares. The cash component of the purchase price is financed from own cash. The business is consolidated from the acquisition date.

SEVERAL NEW OFFICIAL MARKETS DURING THE QUARTER

During the quarter, Zinzino continued to work on the establishment processes in a large number of markets around the world. On 3 February, Belgium and Ireland were granted full market status with adapted marketing materials and country-specific websites. The next launch that took place was Singapore, which on 7 April officially started sales via the company acquired through VMA Life in 2020. At the same time, establishment processes are underway in the Philippines, Mexico and Serbia, among others. Establishing a presence in these markets also requires the development of payment solutions that are compatible and certified for each market. Zinzino is thus working on the development of payment solutions that meet these requirements, which will be a key part of the expansion process in the remainder of 2022.

DIVIDEND PROPOSALS REMAIN

The Board of Directors maintains its proposal to the Annual General Meeting on 31 May 2022 that a dividend of SEK 2 (1.25) per share be paid. The Board of Directors proposes Thursday, June 2, 2022, as the record date for receiving dividends. If the AGM resolves in accordance with the proposal, payment of the dividend is expected to take place on Wednesday, June 8, 2022 through Euroclear Sweden AB.



Rock of Cashel, Cahir, County Tipperary, Ireland.

2022 | Q1

SALES AND PROFITS

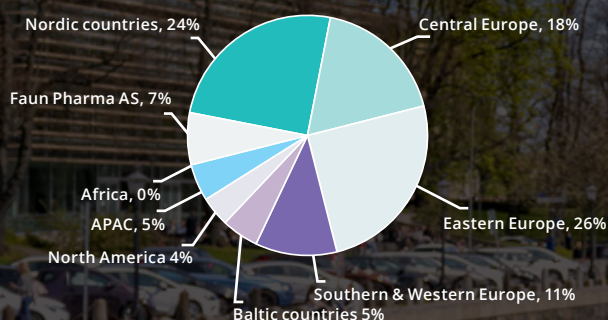
SALES Q1

In total, revenue for the first quarter of 2022 amounted to SEK 334.4 (333.4) million, which represented a growth of 0.3% compared with the corresponding period in the previous year.

GROWTH PER REGION Q1 2022 VS Q1 2021



SALES BY REGION Q1



COUNTRIES IN REGIONS:

NORDIC COUNTRIES

Denmark, Faroe Islands, Finland, Iceland, Norway, Sweden

THE BALTIC COUNTRIES

Estonia, Latvia, Lithuania

CENTRAL EUROPE

Austria, Germany, Switzerland

EASTERN EUROPE

Czech Republic, Slovakia, Hungary, Poland, Romania

SOUTHERN & WESTERN EUROPE

Cyprus, France, Greece, Italy, Netherlands, Spain, United Kingdom, Belgium, Ireland

NORTH AMERICA

Canada, USA

APAC

Australia, Hong Kong, India, Malaysia, Singapore, Taiwan, Thailand

AFRICA

South Africa

NORDIC COUNTRIES

In the Nordic countries, total revenues decreased by 15% to SEK 80.3 (94.0) million in the first quarter of 2022 compared to the same period last year. The early months of the year were again affected by the impact of Covid-19 in the region, where the performance of distributors were hampered by the spread of the virus during the period. However, the decline in revenues from new recruitments was well offset by the high proportion of subscription sales from the large existing customer bases in the mature markets of the region. As society has returned to normal in the region, distributor activity has resumed with a large number of upcoming major local events with hundreds of participants already booked. The sales manager for the Nordic countries, together with the rest of the team, will continue to support these markets from the head office through attendance at local events combined with other sales and marketing activities.

Faun Pharma AS, the Group's subsidiary and manufacturing unit, increased external production in the first quarter after new customers Great Earth and Invent Sport placed large production orders as a result of Faun's Food Safety System Certification FSSC 22000 v.5.1. in Q4 2021. Overall, this resulted in external sales increasing by 35% to SEK 23.3 (17.3) million compared to the same period last year. Overall, total revenues in the Nordic countries, Zinzino and Faun combined, accounted for 31% (33%) of the Group's total revenues in the first quarter of 2022.

BALTIC COUNTRIES

In the Baltic countries, revenues decreased by 3% to SEK 18.3 (18.8) million in the first quarter of 2022 compared to the same period last year. This was despite continued very positive performance in Lithuania with a high level of distributor activity and underlying sales growth. Slightly negative trend in Estonia, where distributors nevertheless increased their activity significantly compared to the previous year. In Latvia, the inflow of new customers and distributors decreased, but revenues were supported by high subscription sales from the large existing customer base. Latvia is the market most affected by the conflict between Russia and Ukraine as the distributor organisations between the countries have been intertwined. To stimulate activity among distributors in the region, several local events have been planned for the second quarter, in the form of both digital and physical gatherings. The head office continues to support the local sales organisations in the relatively mature markets of the region. Overall, the Baltic countries accounted for 5% (6%) of the Group's total revenues in the first quarter of 2022.

CENTRAL EUROPE

There was solid growth in the DACH region in the first quarter of 2022, mainly driven by the efficient distributor organisations in Germany with a strong focus on the positive effects of the products on the highly health-conscious customer base. Revenues in Austria and Switzerland were unchanged compared to the first quarter of last year, but synergies from the acquisition of the Enhazz companies are expected to boost revenues as early as the next quarter. In the first quarter of 2022, total revenues increased by 10% compared to the same period last year to SEK 59.1 (54.0) million following a generally high level of activity among distributors combined with high subscription revenues. This represented 18% (16%) of the Group's total revenues in the first quarter of 2022.

EASTERN EUROPE

Total revenues in the region in the first quarter of 2022 amounted to SEK 83.4 (81.0) million, representing 3% growth compared to the same period last year. Continued very strong performance in the Czech Republic, Slovakia and Poland with many new customers and distributors where markets are driven by a common cluster of distributors working in an organised way across borders, driving growth across the region. The Hungarian market continued to decline in new sales but combined this with high revenues based on the large subscriber base in the country. Overall, Eastern Europe accounted for 26% (24%) of the Group's total revenues in the first quarter of 2022.

SOUTHERN & WESTERN EUROPE

Total revenues for the region in the first quarter of 2022 amounted to SEK 38.1 (33.5) million, representing a growth of 14% compared to the same period last year. Continued good performance, especially in the Netherlands and Slovenia, while new sales slowed in the UK, Ireland and Italy. The local sales managers support the distributor organisations, which are largely in the process of being built, by coordinating distributor meetings and dialogue with the head office in Gothenburg. The strategy to get distributors back in the field slowed in the first months of the year after the pandemic took new hold on Europe. Despite the restrictions not having been lifted during the quarter, distributor activity has been at a consistently high level with many digital events and smaller local events, which in turn has driven the growth of new customers and expanding customer bases, driving the important customer subscription revenues. The region together accounted for 11% (10%) of the Group's total revenues for the first quarter of 2022.

NORTH AMERICA

Revenues in North America decreased by 4% to SEK 14.1 (14.6) million in the first quarter of 2022 compared to the previous year. The decrease in revenue was entirely due to temporary delivery delays as the quarter was characterised by high distributor activity with a strong focus on expanding the number of distributors, developing the customer base and the associated important subscription revenues. North America accounted for 4% (5%) of the Group's total revenues in the first quarter of 2022.

APAC

The APAC region was again severely impacted by Covid-19 shutdowns in the first quarter, slowing activity in most of the region's markets where Zinzino currently operates and contributing to a 19% decline in total revenues to SEK 16.4 (20.2) million.

Despite restrictions, the positive trend continued in Taiwan and Singapore, two markets that have recently achieved full market status, with rapidly increasing distributor activity and strong customer inflows, but where total growth was held back by weaker performance in Hong Kong and Malaysia. Continued strong performance also in the Philippines, which continues to be handled through Zinzino's global webshop, pending the opening of the market under its own local flag. In this situation with the severe restrictions, the distributors have worked closely with Zinzino employees where the focus has been on educating new distributors on the Zinzino business model and the benefits of the products themselves. During the build-up of the region, this involves daily digital training to meet demand during the intensive growth phase. Zinzino continues to support the building of local sales organisations through the regional offices in Adelaide, Hong Kong, Singapore and Kuala Lumpur. Overall, the region accounted for 5% (6%) of the Group's total revenues in the first quarter of 2022.

AFRICA

Sales started under local flag in South Africa on 9 November 2021. South Africa is Zinzino's first establishment on the African continent. The focus during the quarter has been to build on the local distributor organisation, which at the start of sales consisted of 285 distributors and a customer base of approximately 3,000 customers. During the first quarter of 2022, revenues amounted to SEK 1.4 (0.0) million for the African region including the revenues for the other countries in the region which, as before, are handled via Zinzino's global webshop pending the markets opening under their own local flags.

GROWTH STRATEGY

A common feature of Zinzino's growth markets is that they are run by committed distributors working in a structured and active way. They have a wide network of contacts across the borders to neighbouring countries, but with the company's geographic expansion, also over longer distances. Work is carried out with a strong focus on Zinzino's Balance concept, which has been positively received by a large number of new customers in many new markets.

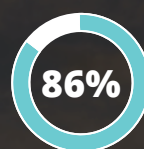
Zinzino is working long-term and investing considerable resources in the development of IT systems and marketing tools, which generate growth in both the short and the long term. When the company implements an expansion into a new market, this occurs mainly when the company's market analysis shows that there are good opportunities to establish an effective sales organisation locally. This is primarily achieved via contact to the already established sales organisations in neighbouring markets. This is precisely the reason for the good sales performance in the company's newly established markets. These contacts can occasionally also carry across continents, which has been behind the launch in Australia and India. The establishment model follows the same concept for the various markets with customisation of websites and marketing materials in the local languages. Through the launch of the global webshop, Zinzino covers a total of over 100 different countries around the world. This approach reduces the pressure on the organisation to open full-scale markets, which requires major internal resources that can now be fully allocated to the ongoing projects in Asia, Africa and Europe.

SALES PER PRODUCT AREA Q1

The Zinzino Health product segment decreased in the first quarter of 2022 by 2% to 286.4 (290.8) million and represented 86% (87%) of the total revenue. The Zinzino Coffee product area decreased by 22% to SEK 5.6 (7.2) million, which corresponded to 2% (2%) of total revenue. External sales in Faun Pharma AS increased by 33% compared to the corresponding period last year, following high external production during the quarter, and amounted to SEK 23.1 (17.4) million, corresponding to 7% (5%) of total revenues. Other revenue amounted to SEK 19.3 (18.0) million, which corresponded to the remaining 5% (6%) of revenue for the first quarter 2022.

Sales
SEK million **334.4** (333.4)

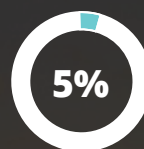
SALES PER PRODUCT AREA Q1



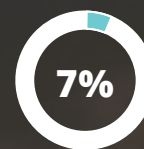
HEALTH
2022; SEK 286.4 (290.8) million



COFFEE
2022; SEK 5.6 (7.2) million



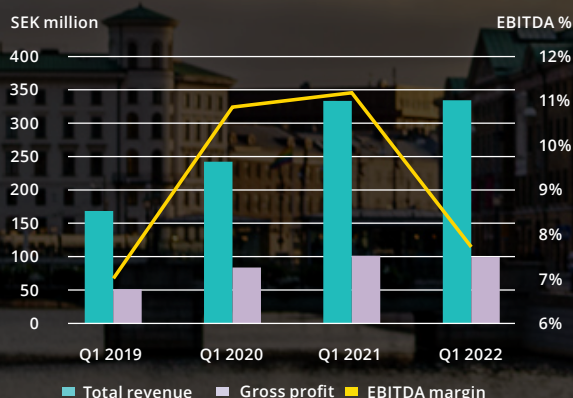
OTHER INCOME
2022; SEK 19.3 (18.0) million



FAUN
2022; SEK 23.1 (17.4) million

RESULTS

Gross profit for the first quarter of 2022 amounted to SEK 99.3 (101.2) million and the gross profit margin to 29.7% (30.4%). The decline in the gross margin was mainly due to the increased costs of raw materials and shipping incurred during the quarter. To offset the impact of the cost increases, Zinzino has implemented incremental price adjustments to distributors and customers in the first quarter of 2022, which are expected to take full effect in the second and third quarters, thereby strengthening the gross margin going forward.



The Group's operating profit before depreciation/ amortisation amounted to SEK 25.8 (37.3) million and the EBITDA margin was 7.7% (11.2%). The decline in the EBITDA margin was mainly due to increased organisational costs compared to the first quarter of 2021, incurred in line with the strategic expansion in the previous year. Although profitability in the first quarter of 2022 did not reach the corresponding levels of the same period last year, it was higher than expected given the current organisation and cost structure of the Group.

Operating profit amounted to SEK 20.2 (32.0) million and the operating margin to 6.0% (9.6%). Profit before tax totalled SEK 19.9 (31.9) million and net profit was SEK 15.8 (24.0) million.

DEPRECIATION AND AMORTISATION

Depreciation and amortisation for the quarter were charged to the profit for the period in the amount of SEK 5.6 (5.3) million, of which SEK 0.6 (0.3) million was depreciation of tangible fixed assets and SEK 5.0 (5.0) million was amortisation of intangible fixed assets and right of use assets. Of this, SEK 3.8 (3.6) million was depreciation of right of use assets in accordance with IFRS 16 and SEK 0.2 (0.2) million was amortisation of licences attributable to the acquisition of VMA Life.

INVENTORIES

The Group's total inventories on the balance sheet date amounted to SEK 165.8 (153.9) million, where the company generally has higher inventory levels to ensure deliveries. At the same time, the company has built up inventory levels in the APAC region as well as in India and South Africa to ensure efficient deliveries to the rapidly growing demand in the respective regions.

FINANCIAL POSITION

On the balance sheet date, cash totalled SEK 217.9 (191.5) million. Cash flow from operating activities for the period amounted to SEK -8.9 (48.0) million, mainly affected by large changes in working capital. The Group's equity/assets ratio was 28% (25%). Equity in the Group at the end of the period amounted to SEK 172.5 (127.4) million, corresponding to SEK 5.12 (3.83) per share. The board considers that cash and cash equivalents remain at a satisfactory level.

THE ORGANISATION

In the first quarter of 2022, pandemic restrictions were eased, allowing Zinzino to welcome all employees back to the Swedish headquarters. The return was planned and carried out gradually in accordance with the recommendations of the authorities. Some work from home is still ongoing as restrictions differ from country to country. In connection with the opening of new markets and the acquisition of Enhanzz, Zinzino has gained new employees and the teams in IT, logistics and customer- and partner support have been further strengthened to some extent.

The number of employees in the Group at the end of the first quarter totalled 226 (204) people, of which 136 (126) were women. In addition, there were 22 (16) people active within the Group, via consulting agreements, of which 6 (3) were women.

SIGNIFICANT RISKS AND UNCERTAINTIES IN THE OPERATIONS

The company's greatest risks lie in its own organization's ability to manage costs during global expansion in combination with purchases and access to raw materials in the event of high inflation and the uncertain world situation. In addition, there are risks with complex IT systems managing sales and currency risks as Zinzino has both revenues and costs in a number of different currencies. There are also risks related to compliance with local regulations when establishing in new markets. The global outbreak of Covid-19 and the conflict between Russia and Ukraine also point to major risks due to unexpected events in the rest of the world that have a potentially major impact on the company. For an in-depth description of risks and other uncertainty factors, please refer to the annual report for 2021, which is available via the company website:

<https://zinzinowebstorage.blob.core.windows.net/reports/Zinzino-Arsredovisning-2021.pdf>.

Compared to the annual report for 2021 published on 3 May 2022, no new risks have been identified.

NUMBER OF OUTSTANDING SHARES

As of 31/03/2022, the share capital was divided among 33,702,278 shares, of which 5,113,392 are A shares (one vote) and 28,588,886 are B shares (0.1 vote). The share's quota value is SEK 0.10. The company's B shares are traded on Nasdaq First North Premier Growth Market, [nasdaqomxnordic.com](https://www.nasdaqomxnordic.com).

OPTIONS PROGRAMME

The company, as of the report date, has three outstanding options programmes. Both programmes are largely aimed at the external distributor organisation in the Group, but also with some allotment to employees of the company. The first option program comprises 800,000 warrants at an exercise price of SEK 18 per Class B share that expires on 31 May 2024, of which 50,000 have been subscribed for by the Group's management team. Other warrants in the programme have been subscribed by the company's external distributors. As of the reporting date, 366,100 warrants have already been exercised for share subscription within the framework of this option program. The second option program comprises 1,000,000 warrants at an exercise price of SEK 45 per Class B share that expires on 31 May 2025, of which 220,000 have been subscribed for by the Group's management team, 51,000 by key employees and 22,100 by other personnel. Other warrants in the programme have been subscribed by the company's external distributors. As of the reporting date, 36,033 warrants have already been exercised for share subscription within the framework of this option program. A third option programme was approved at the company's Annual General Meeting on 20 May 2021 covering 800,000 warrants at an exercise price of SEK 140 per Class B share that expires on 31 May 2026. As of the reporting date, no warrants have been subscribed for or exercised for share subscription within the framework of this option program.

If all the warrants issued as of 31/03/2022 are exercised for subscription of 2,197,867 shares, the share capital dilution will be approximately 6,5%.

INTERIM REPORT 2022 | Q1

ACCOUNTING PRINCIPLES

The consolidated financial statements for Zinzino have been prepared in accordance with the Annual Accounts Act, RFR 1 Supplementary accounting rules for groups, and International Financial Reporting Standards (IFRS) and interpretations from the IFRS Interpretations Committee (IFRS IC) as adopted by the EU. The interim report has been prepared in accordance with IAS 34, Interim Reporting and the Annual Accounts Act. Unless specifically stated otherwise, all amounts are reported in SEK thousands (SEK thousand). Information in brackets refers to the comparison period. For a complete description of the group's accounting principles, see the company's annual report for 2021 on the company's website.

THE ANNUAL MEETING OF SHAREHOLDERS

The 2022 Annual General Meeting will be held at the company's premises at Hulda Mellgrens gata 5 in Västra Frölunda on 31 May at 13.30. For further information on the annual general meeting, please refer to the company's website www.zinzino.com. The nominating committee's proposals for board members, the board's fees and auditors are presented in the notice of the annual general meeting. For further information on the annual general meeting, please refer to the company's website www.zinzino.com.

PROPOSED DIVIDEND

The Board of Directors proposes that a dividend of SEK 2 per share be paid. The Board proposes Thursday, June 2, 2022, as the record date for receiving dividends. If the meeting resolves in accordance with the proposal, the dividend is expected to be paid on Wednesday, June 8, 2022 through Euroclear Sweden AB.

REPORT CALENDAR

Interim report Q2 2022 will be published 26/08/2022
Interim report Q3 2022 will be published 13/11/2022
Interim report Q4 2022 will be published 28/02/2023

GROUP REPORT

SUMMARY OF FINANCIAL POSITION

Amounts in SEK thousands	01/01/2022 31/03/2022	01/01/2021 31/03/2021	01/01/2021 31/12/2021
Net sales	315,182	315,422	1,288,481
Other revenue	18,368	17,964	80,635
Own work capitalised	882	-	1,497
Goods for resale and other direct costs	-235,127	-232,192	-943,093
Gross profit	99,305	101,194	427,520
External operating expenses	-36,337	-32,523	-154,211
Personnel costs	-37,215	-31,360	-135,739
Depreciation/amortisation	-5,596	-5,267	-21,602
Operating profit	20,157	32,044	115,968
Net financial income/expense	-220	-152	-1,050
Tax	-4,088	-7,869	-25,208
PROFIT/LOSS FOR THE PERIOD	15,849	24,023	89,710
OTHER COMPREHENSIVE PROFIT/LOSS			
Items that may be reclassified to profit/loss for the period			
Currency exchange differences upon conversion of foreign subsidiaries	4,200	4,098	5,029
Other comprehensive profit/loss for the period	4,200	4,098	5,029
TOTAL COMPREHENSIVE PROFIT/LOSS FOR THE PERIOD	20,049	28,121	94,739
Profit/loss for the period attributable to:			
Parent company's shareholders	15,133	22,874	86,204
Non-controlling interest	716	1,149	3,506
TOTAL	15,849	24,023	89,710
Total comprehensive profit/loss for the period attributable to:			
Parent company's shareholders	19,333	26,972	91,233
Non-controlling interest	716	1,149	3,506
TOTAL	20,049	28,121	94,739
Earnings per share, calculated on the profit/loss for the period attributable to the parent company's shareholders:			
Amounts in SEK			
Earnings per share before dilution	0.45	0.69	2.57
Earnings per share after dilution	0.44	0.65	2.46

GROUP REPORT

SUMMARY OF FINANCIAL POSITION

Amounts in SEK thousands	31/03/2022	31/03/2021	31/12/2021
Fixed assets			
Goodwill	43,091	40,237	40,631
Other intangible fixed assets	27,130	18,741	22,904
Equipment, tools and installations	12,165	7,317	11,047
Right-of-Use Assets	35,222	41,993	38,063
Financial fixed assets	5,632	4,201	5,094
Total fixed assets	123,240	112,489	117,739
Current assets			
Inventories	165,827	153,925	158,657
Current receivables	63,698	31,260	57,950
Pre-paid costs and accrued revenues	37,990	30,822	35,128
Cash and bank balances	217,903	191,518	235,732
Total current assets	485,418	407,525	487,467
TOTAL ASSETS	608,658	520,014	605,206
Equity			
Share capital	3,370	3,331	3,370
Other contributed capital	35,830	27,832	35,830
Retained earnings including profit/loss for the period	133,301	96,251	112,518
Total equity	172,501	127,414	151,718
Long-term liabilities			
Leasing liabilities	24,088	27,237	25,025
Deferred tax liability	1,378	-	1,387
Other long-term liabilities	4,669	5,636	4,516
Total long-term liabilities	30,135	32,873	30,928
Current liabilities			
Accounts payable	50,537	48,685	44,251
Tax liabilities	19,309	13,712	16,998
Leasing liabilities	11,538	15,443	13,910
Other current liabilities	224,851	181,844	238,867
Accrued costs and deferred revenues	99,787	100,043	108,534
Total current liabilities	406,022	359,727	422,560
TOTAL EQUITY AND LIABILITIES	608,658	520,014	605,206

GROUP REPORT

SUMMARY OF CHANGES IN EQUITY

Amounts in SEK thousands	Share capital	Ongoing rights issue	Other contribu- ted capital	Tran- slation reserves	Retained earnings including profit/loss for the period	Total	Non-control- ling interest	Total Equity
Opening balance 01/01/2021	3,305	31	27,477	-5,272	61,885	87,426	7,238	94,663
Profit/loss for the period	-	-	-	-	22,874	22,874	1,149	24,023
Other comprehensive profit/loss for the period	-	-	-	4,027	-	4,027	10	4,037
Rights issue	26	-24	348	-	-	350	-	350
Issued warrants	-	-	-	-	4,340	4,340	-	4,340
Closing balance 31/03/2021	3,331	7	27,825	-1,245	89,099	119,017	8,397	127,414
Opening balance 01/04/2021	3,331	7	27,825	-1,245	89,099	119,017	8,397	127,414
Profit/loss for the period	-	-	-	-	63,330	63,330	2,357	65,687
Other comprehensive profit/loss for the period	-	-	-	441	-	441	-11	430
Share repurchase	-	-	-	-	-1,412	-1,412	-	-1,412
Change of the minority	-	-	-	-	101	101	-101	-
Rights issue	39	-	7,998	-	-	8,037	-	8,037
Issued warrants	-	-	-	-	-4,340	-4,340	-	-4,340
Dividends	-	-	-	-	-42,120	-42,120	-1,978	-44,098
Closing balance 31/12/2021	3,370	7	35,823	-804	104,658	143,054	8,664	151,718
Opening balance 01/01/2022	3,370	7	35,823	-804	104,658	143,054	8,664	151,718
Profit/loss for the period	-	-	-	-	15,133	15,133	716	15,849
Other comprehensive profit/loss for the period	-	-	-	4,200	-	4,200	-	4,200
Change of the minority	-	-	-	-	-8	-8	8	-
Issued warrants	-	-	-	-	734	734	-	73
Closing balance 31/03/2022	3,370	7	35,823	3,396	120,517	163,113	9,388	172,501

GROUP REPORT

SUMMARY OF CASH FLOWS

Amounts in SEK thousands	01/01/2022 31/03/2022	01/01/2021 31/03/2021	01/01/2021 31/12/2021
Operating activities			
Profit/loss before financial items	20,157	32,044	115,968
Depreciation and amortisation/write-downs	5,596	5,267	21,602
Currency fluctuations	-409	-3,422	-5,743
Total	25,344	33,889	131,827
Interest received	92	169	383
Interest paid	-312	-321	-1,432
Tax paid	-1,777	-5,965	-20,521
Total	-1,997	-6,117	-21,570
Cash flow from operating activities before changes in operating capital	23,347	27,772	110,257
Cash flow from changes in operating capital			
Change in inventories	-7,170	-26,977	-31,709
Change in current receivables	-8,610	41,246	10,252
Change in current liabilities	-16,477	5,963	64,692
Total	-32,257	20,232	43,235
Cash flow from operating activities	-8,910	48,004	153,492
Investment activity			
Investments in intangible fixed assets	-4,953	-105	-5,836
Investments in tangible fixed assets	-559	-513	-3,838
Investments in financial fixed assets	-54	-	-2,308
Cash flow from investment activities	-5,566	-618	-11,982
Financing activities			
Amortisation of lease liabilities attributable to lease agreements	-4,087	-3,776	-15,263
Issuance of options	734	4,340	-
Rights issue	-	350	8,387
Dividends	-	-	-42,120
Cash flow from financing activities	-3,353	914	-48,996
CASH FLOW FOR THE PERIOD	-17,829	48,300	92,514
Cash and cash equivalents at start of period	235,732	143,218	143,218
Cash and cash equivalents at end of period	217,903	191,518	235,732
Change in cash and cash equivalents	-17,829	48,300	92,514

PARENT COMPANY REPORT

SUMMARY INCOME STATEMENT

Amounts in SEK thousands	01/01/2022 31/03/2022	01/01/2021 31/03/2021	01/01/2021 31/12/2021
Net sales	11,670	24,492	118,190
Other revenue	2,064	5,840	22,291
Goods for resale and other direct costs	-8,203	-23,496	-103,744
Gross profit	5,531	6,836	36,737
External operating expenses	-4,763	-6,003	-26,326
Depreciation/amortisation	-157	-144	-606
Operating profit	611	689	9,805
Net financial income/expense	361	858	61,277
Tax	-205	-	-2,196
PROFIT/LOSS FOR THE PERIOD	767	1,547	68,886

There are no items in the parent company reported as other total comprehensive profit/loss, so the total comprehensive profit/loss matches the profit/loss for the period.

PARENT COMPANY REPORT

SUMMARY OF FINANCIAL POSITION

Amounts in SEK thousands	31/03/2022	31/03/2021	31/12/2021
Fixed assets			
Intangible fixed assets	6,774	2,270	4,910
Tangible fixed assets	29	36	31
Financial fixed assets	104,332	102,907	104,330
Total fixed assets	111,135	105,213	109,271
Current assets			
Current receivables	1,700	1,258	2,252
Intra-group receivables	18,855	20,942	24,659
Pre-paid costs and accrued revenues	2,559	3,099	2,331
Cash and bank balances	12,435	6,452	4,471
Total current assets	35,549	31,751	33,713
TOTAL ASSETS	146,684	136,964	142,984
Equity			
<i>Restricted equity</i>			
Share capital	3,370	3,331	3,370
Ongoing rights issue	7	7	7
Fund for development expenditures	6,774	2,270	4,910
<i>Unrestricted equity</i>			
Share premium reserve	45,154	37,156	45,154
Retained earnings including profit/loss for the period	51,346	34,199	52,438
Total equity	106,651	76,963	105,879
Long-term liabilities			
Long-term liabilities	4,169	5,234	4,070
Intra-group long-term liabilities	-	15,476	15,476
Total long-term liabilities	4,169	20,710	19,546
Current liabilities			
Tax liabilities	1,856	-	1,727
Intra-group current liabilities	25,739	27,663	2,512
Other current liabilities	7,985	10,411	11,902
Accrued costs and deferred revenues	284	1,217	1,418
Total current liabilities	35,864	39,291	17,559
TOTAL EQUITY AND LIABILITIES	146,684	136,964	142,984

PARENT COMPANY REPORT

SUMMARY OF CHANGES IN EQUITY

Amounts in SEK thousands	Share capital	Ongoing rights issue	Fund for development expenditures	Share premium reserve	Retained earnings including profit/loss for the period	Total Equity
Opening balance						
01/01/2021	3,305	31	1,886	36,808	28,696	70,726
Profit/loss for the period	-	-	-	-	1,547	1,547
Internally generated intangible assets	-	-	384	-	-384	-
Rights issue	26	-24	-	348	-	350
Issued warrants	-	-	-	-	4,340	4,340
Closing balance	3,331	7	2,270	37,156	34,199	76,963
31/03/2021						
Opening balance						
01/04/2021	3,331	7	2,270	37,156	34,199	76,963
Profit/loss for the period	-	-	-	-	67,339	67,339
Internally generated intangible assets	-	-	2,640	-	-2,640	-
Rights issue	39	-	-	7,998	-	8,037
Issued warrants	-	-	-	-	-4,340	-4,340
Dividends	-	-	-	-	-42,120	-42,120
Closing balance	3,370	7	4,910	45,154	52,438	105,879
31/12/2021						
Opening balance						
01/01/2022	3,370	7	4,910	45,154	52,438	105,879
Profit/loss for the period	-	-	-	-	767	767
Internally generated intangible assets	-	-	1,864	-	-1,864	-
Issued warrants	-	-	-	-	5	5
Closing balance	3,370	7	6,774	45,154	51,346	106,651
31/03/2022						

PARENT COMPANY REPORT

SUMMARY OF CASH FLOWS

Amounts in SEK thousands	01/01/2022 31/03/2022	01/01/2021 31/03/2021	01/01/2021 31/12/2021
Operating activities			
Profit/loss before financial items	611	689	9,805
Depreciation and amortisation/write-downs	157	144	606
Currency fluctuations	233	620	-1,329
Total	1,001	1,453	9,082
Interest received	111	224	565
Interest paid	-	-	-3
Tax paid	-77	-5,153	-5,536
Total	34	-4,929	-4,974
Cash flow from operating activities before changes in operating capital	1,035	-3,476	4,108
Cash flow from changes in operating capital			
Change in current receivables	6,128	-4,102	-46
Change in current liabilities	18,176	5,289	32,282
Cash flow from operating activities	25,339	-2,289	36,344
Investment activity			
Investments in intangible fixed assets	-1,880	-105	-3,107
Investments in tangible fixed assets	-	-38	-38
Investments in financial fixed assets	-24	-2,897	-4,321
Cash flow from investment activities	-1,904	-3,040	-7,466
Financing activities			
Issuance of options	5	4,340	-
Rights issue	-	350	8,387
Reclassification from long-term to short-term debt	-15,476	-	-
Dividends received	-	-	2,235
Dividends	-	-	-42,120
Cash flow from financing activities	-15,471	4,690	-31,498
CASH FLOW FOR THE PERIOD	7,964	-639	-2,620
Cash and cash equivalents at start of period	4,471	7,091	7,091
Cash and cash equivalents at end of period	12,435	6,452	4,471
Change in cash and cash equivalents	7,964	-639	-2,620

NOTE 1 SEGMENT INFORMATION

Description of segments and main activities

A business segment is part of a company which carries out business activities from which it can obtain revenue and incur costs, the contribution of which is regularly reviewed by the company's highest executive decision-maker, and for which there is independent financial information.

The company's reporting of business segments is in line with the internal reporting to the highest executive decision-maker. The highest executive decision-maker is the position that assesses the earnings of the business segment and decides on the allocation of resources. The CEO is the highest executive decision-maker together with the Group CFO and the controller manager. Together, they form the strategic steering group at Zinzino. The strategic steering group assesses the operations based on the two business segments Zinzino and Faun. The steering group mainly uses profit/loss before financial items in the assessment of business segment earnings. Segment reporting is divided based on the main segment of the business "Zinzino", which includes the product areas Health, Coffee and Other revenue.

The product area Health includes the sub-areas of Balance, Immune Supplement, Skin Care and Weight Control. The product area Coffee is also called Beverages and includes espresso machines, coffees, teas and accessories. The other revenue consists mainly of freight and reminder fees. All sales are made via the Zinzino's website www.zinzino.com with the help of the company's independent sales organisation, which goes under the names of distributors or partners.

The second segment refers to the Norwegian production unit Faun Pharma AS, known as "Faun", which carries out production and sales to external customers not under Zinzino's standard sales concept. Sales from Faun comprise exclusively contract production of food supplements to different customers. The largest external customers include Life and Proteinfabrikken AS.

Segment revenues and earnings

Total revenues and earnings before financial items is the result metric reported to the strategic steering group at Zinzino. An analysis of the Group's revenues and earnings for the two reporting operating segments is set out below:

- Zinzino
- Faun Pharma AS

Jan-Mar 2022	Zinzino	Faun	Group elimination	Total Group
Net sales	292,065	38,095	-14,978	315,182
Other revenue	18,175	193	-	18,368
Own work capitalised	882	-	-	882
Goods for resale and other direct costs	-222,542	-27,563	14,978	-235,127
Gross profit	88,580	10,725	-	99,305
External operating expenses	-34,053	-2,284	-	-36,337
Personnel costs	-30,069	-7,146	-	-37,215
EBITDA	24,458	1,295	-	25,753
Depreciation/amortisation	-4,198	-1,398	-	-5,596
Operating profit	20,260	-103	-	20,157

Jan-Mar 2021	Zinzino	Faun	Group elimination	Total Group
Net sales	298,016	44,241	-26,835	315,422
Other revenue	17,964	-	-	17,964
Own work capitalised	-	-	-	-
Goods for resale and other direct costs	-228,794	-30,233	26,835	-232,192
Gross profit	87,186	14,008	-	101,194
External operating expenses	-30,310	-2,213	-	-32,523
Personnel costs	-24,559	-6,801	-	-31,360
EBITDA	32,317	4,994	-	37,311
Depreciation/amortisation	-3,991	-1,276	-	-5,267
Operating profit	28,326	3,718	-	32,044

Jan-Dec 2021	Zinzino	Faun	Group elimination	Total Group
Net sales	1,227,344	161,604	-100,467	1,288,481
Other revenue	79,216	1,419	-	80,635
Own work capitalised	1,497	-	-	1,497
Goods for resale and other direct costs	-931,838	-111,722	100,467	-943,093
Gross profit	376,219	51,301	-	427,520
External operating expenses	-146,323	-7,888	-	-154,211
Personnel costs	-108,724	-27,015	-	-135,739
EBITDA	121,172	16,398	-	137,570
Depreciation/amortisation	-16,506	-5,096	-	-21,602
Operating profit	104,666	11,302	-	115,968

NOTE 2 NET TURNOVER

Revenues

Sales between segments are carried out on market terms. As revenue from external parties is reported to the strategic steering group, they are valued in the same way as in the Group's statement of comprehensive profit/loss.

Goods within Zinzino Health and Zinzino Coffee refer to sales to Zinzino's customers and distributors in the various sales markets through the online shop. The goods are sold mainly through subscriptions which run for a fixed period of 6 months and continue indefinitely until the customer terminates the subscription. All revenues are recognised when the goods are delivered to the customer in accordance with IFRS 15.

For more information regarding the products, see note 2.5.1 in the 2021 annual report regarding the principles of revenue recognition.

External goods Faun refers to goods produced on contract for an external customer. Revenue is recognised when the goods are delivered to the customer in accordance with IFRS 15, see note 2.5.1 in the 2021 annual report on revenue recognition principles.

Events and other services refer to revenue in connection with distributor conferences.

Jan-Mar 2022	Zinzino	Faun	Total Group
Net sales	292,066	23,116	315,182
Revenue from external customers	292,066	23,116	315,182
Goods within Zinzino Health	286,441	-	286,441
Goods within Zinzino Coffee	5,625	-	5,625
Sales of external goods Faun	-	23,116	23,116
TOTAL	292,066	23,116	315,182

Jan-Mar 2021	Zinzino	Faun	Total Group
Net sales	298,016	17,406	315,422
Revenue from external customers	298,016	17,406	315,422
Goods within Zinzino Health	290,807	-	290,807
Goods within Zinzino Coffee	7,209	-	7,209
Sales of external goods Faun	-	17,406	17,406
TOTAL	298,016	17,406	315,422

Jan-Dec 2021	Zinzino	Faun	Total Group
Net sales	1,227,344	61,137	1,288,481
Revenue from external customers	1,227,344	61,137	1,288,481
Goods within Zinzino Health	1,197,856	-	1,197,856
Goods within Zinzino Coffee	25,168	-	25,168
Sales of external goods Faun	-	61,137	61,137
Events and other services	4,320	-	4,320
TOTAL	1,227,344	61,137	1,288,481

NOTE 3 TRANSACTIONS WITH RELATED PARTIES

	01/01/2022	01/01/2021	01/01/2021
	31/03/2022	31/03/2021	31/12/2021
Purchase of goods and services			
Saele Invest och Consulting AS*	7,866	9,003	34,480
Oh Happy Day ApS**	1,394	1,887	6,724
TOTAL	9,260	10,890	41,204

	01/01/2022	01/01/2021	01/01/2021
	31/03/2022	31/03/2021	31/12/2021
Sales of goods and services			
Sæle Invest & Consulting AS	-	-	-
Oh Happy Day ApS***	-	-	-
TOTAL	-	-	-

As of 31/03/2022, the debt to Saele Invest AS relating to sales commissions amounts to SEK 640.0 (0) thousand and to Oh Happy Day ApS to SEK 0 (60.0), thousand in the Group. All sales commissions paid to related parties with significant influence are calculated on the same commission plan and under the same terms as for all other distributors within Zinzino's global sales organisation.

* Refers to sales commissions to/purchases from Saele Invest and Consulting AS which is controlled by Örjan Saele and who, through the company's shareholding in Zinzino AB, is defined as a person with significant influence.

** Refers to sales commissions to Oh Happy Day, which is controlled by Peter Sørensen and who, through the company's shareholding in Zinzino AB, is defined as a person with significant influence.

*** Compensation according to agreement for 75% of the company's establishment costs in Australia 2019/2020 from Oh Happy Day ApS. The receivable from the company as of 31/03/2022 amounts to SEK 2,102 (2,687) thousand.

NOTE 4 EARNINGS PER SHARE

SEK	01/01/2022	01/01/2021	01/01/2021
	31/03/2022	31/03/2021	31/12/2021
Earnings per share before dilution	0,45	0,69	2,57
Earnings per share after dilution	0,44	0,65	2,46
Earnings metric used in the calculation of earnings per share			
Earnings attributable to shareholders of the parent company used in the calculation of earnings per share before and after dilution	15,133	22,874	86,204
Number of shares:			
Weighted average number of ordinary shares in calculating earnings per share before dilution	33,702,278	33,278,867	33,551,514
Adjustment for calculation of earnings per share after dilution (of warrants):			
Weighted average number of ordinary shares and potential ordinary shares used as denominator in calculating earnings per share after dilution	34,553,897	35,069,367	35,092,535

NOTE 5 EVENTS AFTER THE END OF THE INTERIM PERIOD

ACQUISITION OF ENHANZZ IP AG AND ENHANZZ GLOBAL AG

On 5 April 2022, Zinzino acquired Enhazz IP AG, including the IP rights to its HANZZ+HEIDII and YU brands. In addition, Enhazz Global AG was acquired along with its distributor organisation and inventory. The business, which had a turnover of around EUR 3 million last year, is expected to generate strong growth through the synergies generated by the joint networks. Gross margins in the business are good and profitability will therefore grow very well by utilising Zinzino's existing technical platform and organisation. Zinzino has, upon entry, paid a fixed purchase price of EUR 1 million, divided between 75% cash and 25% newly issued Zinzino shares. In addition, there will be contingent consideration based on the sales performance generated by the acquired distributor organisation during the 2022 - 2027 period. The total contingent consideration is estimated at EUR 2.5 million, but could reach a maximum of EUR 6 million, to be settled 100% with newly issued Zinzino shares. The cash component of the purchase price is financed from own cash.

NOTE 6 FINANCIAL METRICS NOT DEFINED IN ACCORDANCE WITH IFRS

The company presents certain financial metrics in the interim report that are not defined in accordance with IFRS or the Annual Accounts Act. The company believes that these metrics provide valuable additional information to investors and the company's management as they allow the company's performance to be

evaluated. Since not all companies calculate financial metrics in the same way, these are not always comparable with the metrics used by other companies. These financial metrics should therefore not be considered as a substitute for metrics defined in accordance with IFRS.

ALTERNATIVE KEY FIGURES	DEFINITION	PURPOSE
Sales growth	The total revenue as a percentage change compared with the total revenue for the corresponding period of the previous year.	This metric is useful to follow as it shows the sales trend in the group.
Gross profit	Profit from total revenue less goods for resale.	This metric is useful to examine to see just the net sales during the period, which can be used in the income and cost analyses.
EBITDA	Operating profit before depreciation/ amortisation and write-downs.	This metric is relevant for creating an understanding of the company's operational business, regardless of financing and depreciation of fixed assets.
EBITDA margin:	EBITDA as a percentage of total revenues for the period.	This metric is relevant to create an understanding of operational profitability and as the metric excludes depreciation, this margin gives the stakeholders a clearer picture of the company's central profitability.
Operating profit/loss (EBIT)	Operating profit/loss before financial items and taxes.	This metric illustrates profitability regardless of the tax rate for corporation tax and irrespective of the company's financial structure.
Net margin	Profit/loss for the period as a percentage of total revenues for the period.	This metric illustrates the company's profitability.
Equity per share before dilution	Equity in relation to the number of outstanding shares on the balance sheet date.	This metric measures the company's net value per share and shows whether the company is increasing the shareholders' capital over time.
Cash flow from operating activities	Cash flow from operational business including changes in the operating profit/loss.	This metric measures the cash flow the company generates before capital investments and cash flow attributed to the company's financing.
Equity/assets ratio	Equity in relation to the balance sheet total.	This metric is an indicator of the company's leverage to finance the company.
Adjusted EBITDA and Adjusted EBITDA margin	The definition of key figures described above, excluding items affecting comparability.	The metric is important for breaking down and creating an understanding of the effect regarding items affecting comparability.
Items affecting comparability	Items affecting comparability are reported separately in the financial statements when this is necessary to explain the group's results. "Items affecting comparability" means significant revenue or expense items that are reported separately due to the significance of their nature or amount.	The metric is significant for creating an understanding of items affecting comparability.



GOTHENBURG

13 MAY 2022

The Board of Directors and the CEO certify that the report for the period 1 January - 31 March 2022 gives a fair overview of the parent company and Group's operations, position and earnings and describes significant risks and uncertainties faced by the parent company and the companies in the Group.

For more information, please call Dag Bergheim Pettersen, Chief Executive Officer, Zinzino AB.

Zinzino AB

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Hans Jacobsson

Board Chair

Pierre Mårtensson

Board Member

Ingela Nordenhav

Board Member

Staffan Hillberg

Board Member

Anna Frick

Board Member

Dag Bergheim Pettersen

Chief Executive Officer

AUDITOR'S AUDIT REPORT

This interim report has not been the object of a review by the company's auditors.

