

A wide-angle photograph of a snowy mountain range under a starry night sky. A vibrant green aurora borealis is visible in the upper right portion of the sky. The mountains are covered in snow, and a few small lights are visible at the base of the range. A teal-colored geometric shape, resembling a stylized mountain or a large 'Z', is overlaid on the left side of the image.

ArcticZymes Technologies

Shaped by the Arctic

September 2021



Specialist supplier of best-in-class novel enzymes



Innovative Offering

- Novel enzymes technology
- Focus on high-quality, robust manufacturing and reliable supply



B2B and OEM sales

- Broad customer base and long-term commercial relationships
- Serve 3 attractive growth market

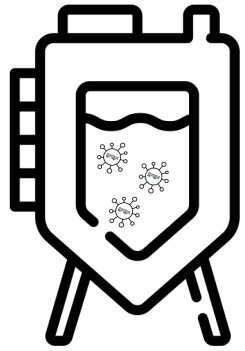


Performance

- Profitable & sales rapidly growing
- Forward leaning growth strategy

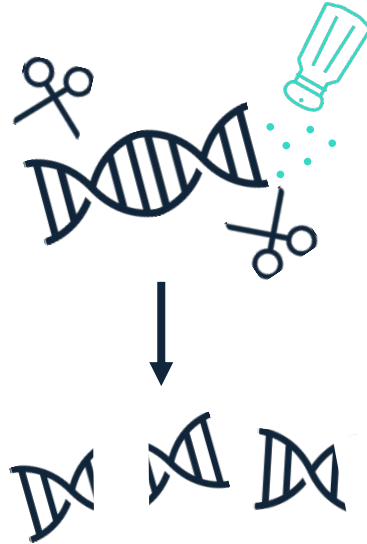
Our Novel Enzyme Products

Focus on enzymes that manipulate DNA, for example:



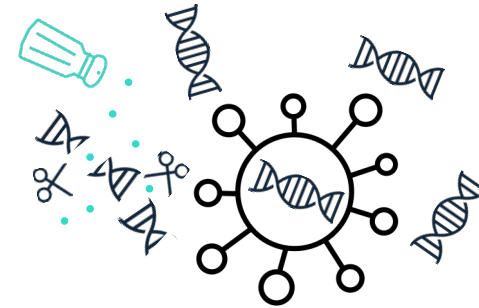
Therapeutics

- Cell & gene therapy
- Viral vaccines



Salt Active Nuclease

- Cuts and destroys DNA/RNA
- Novel feature - active in high salt



Solves Main Challenge

- Optimal to purify virus in a high salt environment

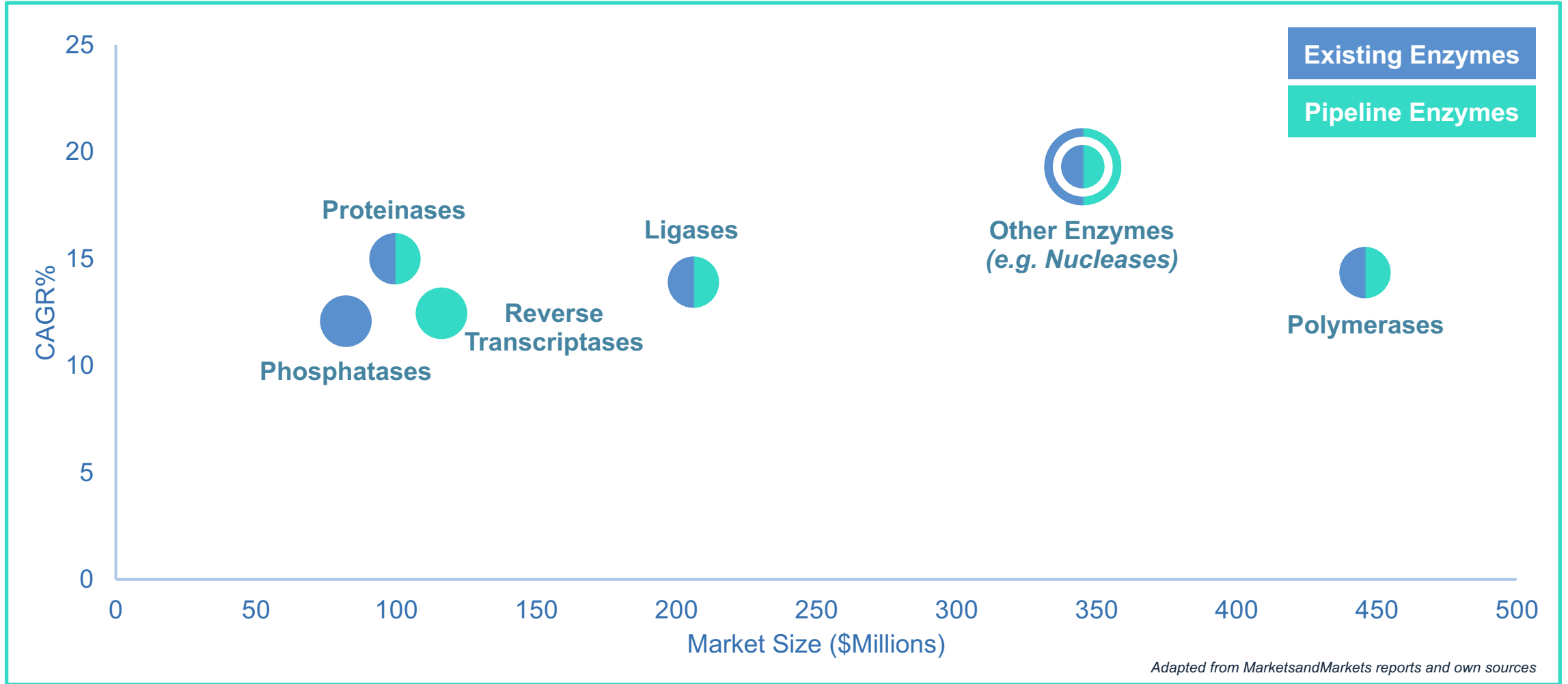
Benefits

- Optimal solution
- Streamlines workflow
- Cost effective



Innovations and Molecular Enzyme Market

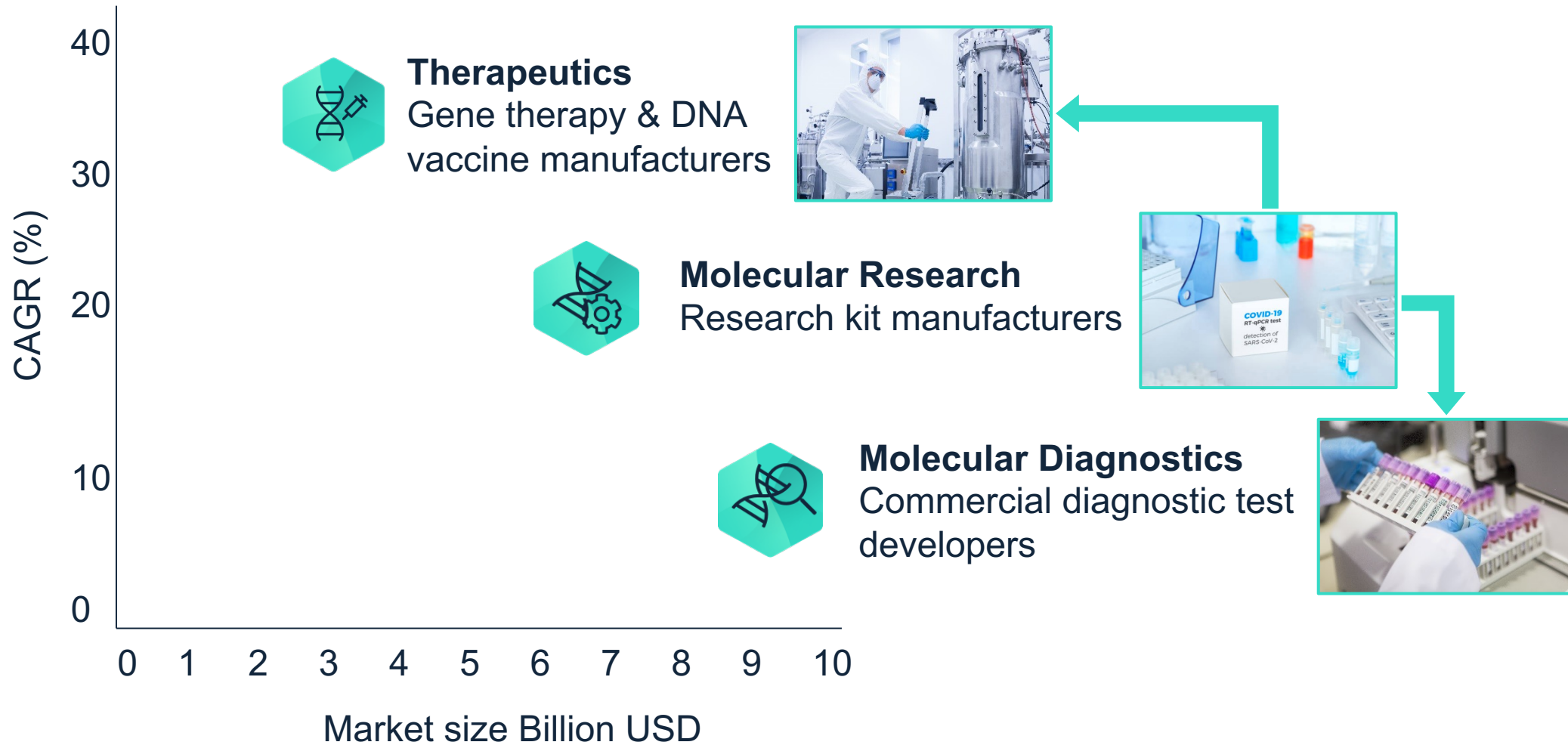
Estimated value \$1.2 Bil (2021) - therapeutic utility will accelerate growth



- Enzyme developments have been prioritise based on Voice Of Customer (VOC) and underlying business cases
- ArcticZymes Technologies has unique access to a broad range of discovery libraries - physical and in silico

Target Markets & Customers

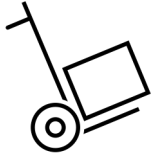
Serving attractive & growing markets



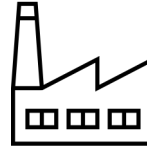
[Source: internal data and various marketing reports]

Our Customers

ArcticZymes is a trusted critical raw material supply



Worldwide reach



Over 300 customers



100,000's researchers/clinics

ArcticZymes
Component
supplier

Our Customers
Other Companies
(B2B)

**Our customer's
Customers**
End Users
(B2C)

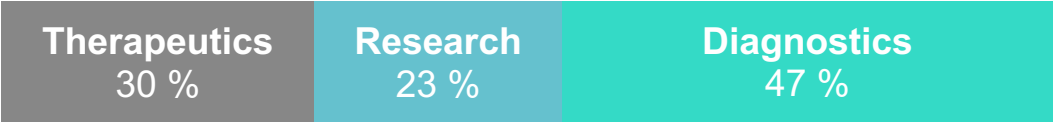
Our Business Dynamics

- Large volume bulk sales (often >1MNOK orders)
- Economies of scale achieve highest gross margins
- Enzymes are integrated into our customers products or manufacturing processes (long-term business created)

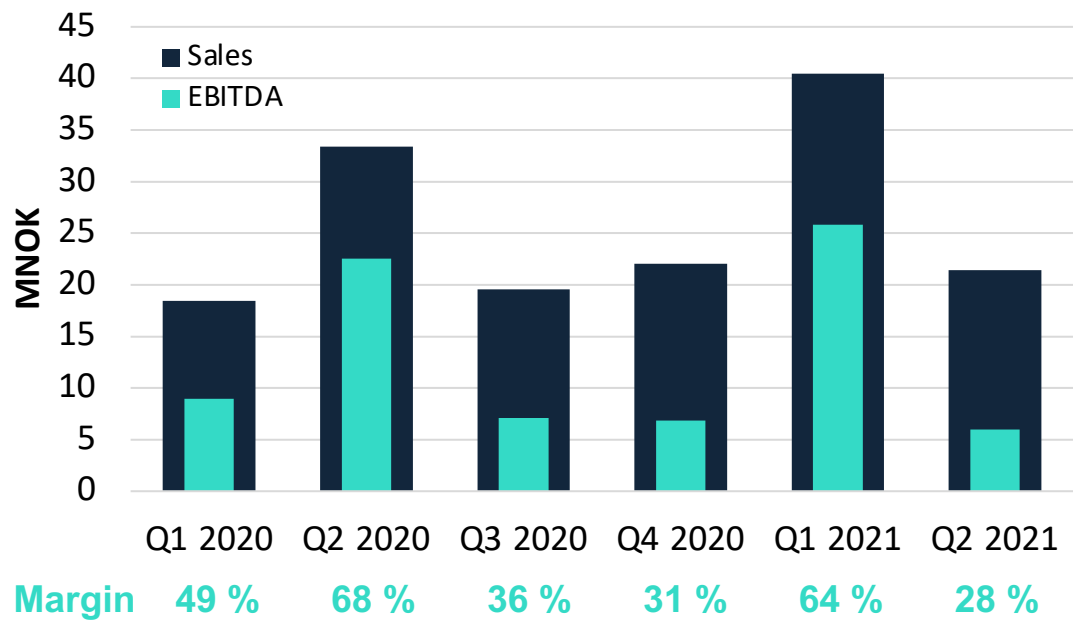
Financial Performance

Annual Growth and Profitable

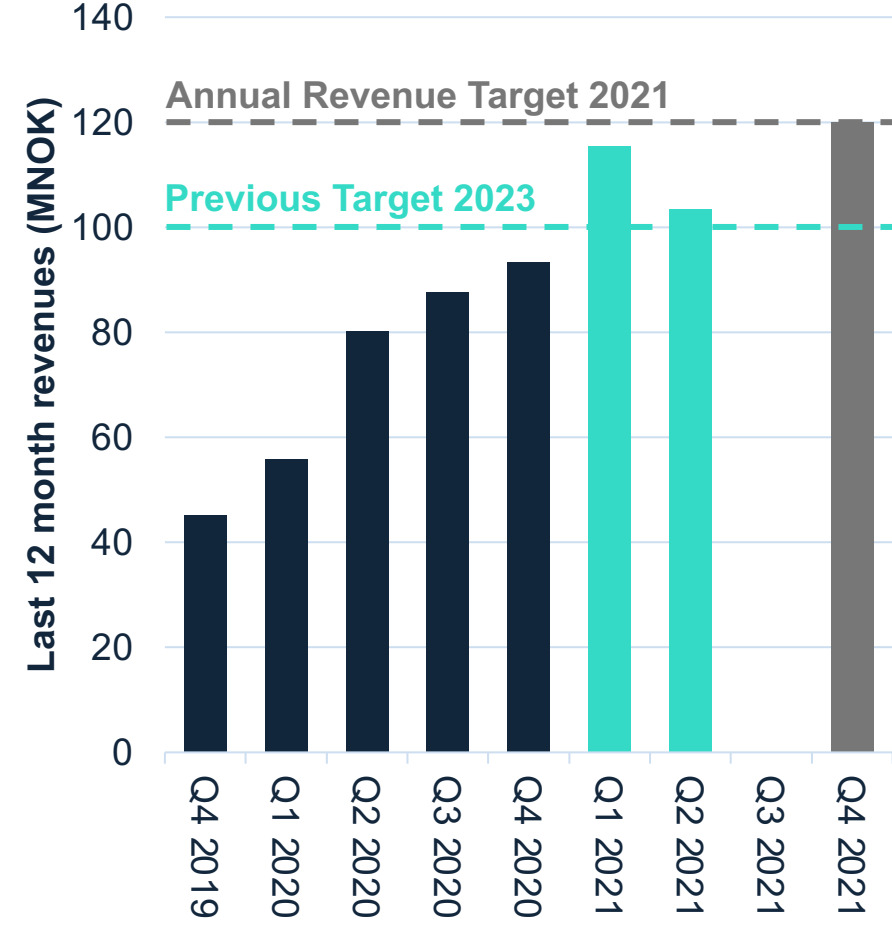
Sales contribution (2021)



Quarterly sales and EBITDA margins



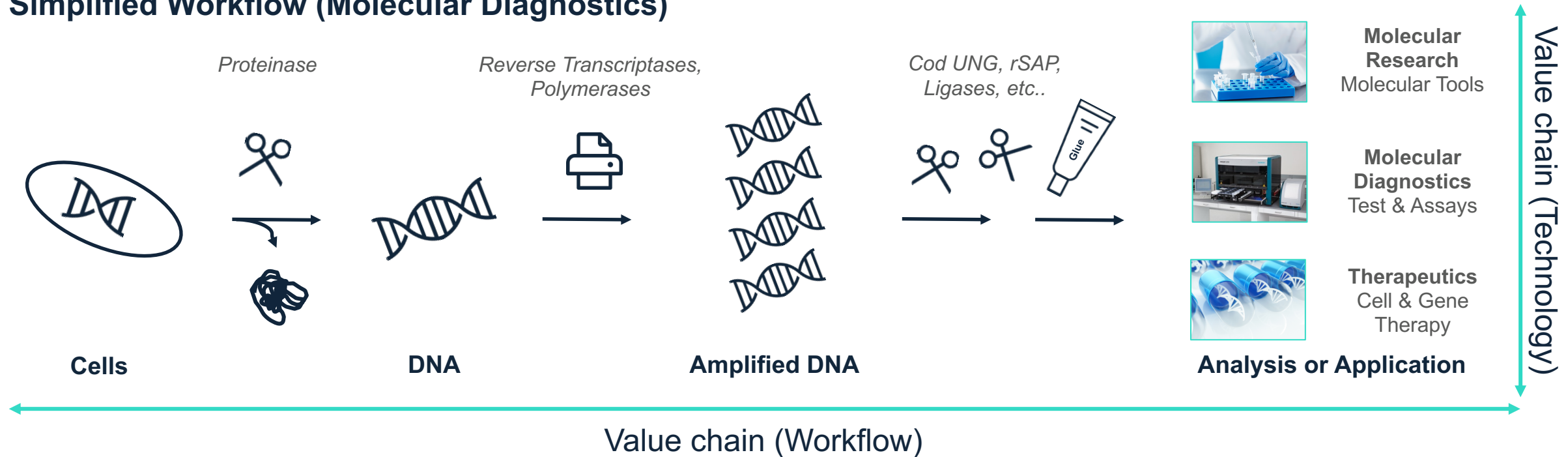
Quarterly Rolling 12 Month Sales



Growth Strategy

European's leading one-stop-shop novel enzyme supplier

Simplified Workflow (Molecular Diagnostics)



- Achieved through building a complete portfolio of enzymes to support any workflow and technology
- Adopting a forward leaning approach via organic and inorganic growth initiatives (M&A and in-licensing)
- Extend activities into therapeutics - there is a greater market potential

Summary

High Growth Business

About leverage existing and new long-term B2B relationships

Accelerate Expansion

Broaden product range:

- Bolt and build via M&A
- Ramp up innovation pipeline & operations

Build Long-Term Shareholder Value

Driven by sustainable profitability and topline growth



Thank you

Q&A Session

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