Corporate Brochure 2023

Enzymatica AB (publ)

Enzymatica

THE SCIENCE THAT PROTECTS

As the world has reopened after the global pandemic, millions of consumers are looking for ways to protect themselves from respiratory infections. Enzymatica offers a unique and patented barrier technology that protects against and relieves colds and other respiratory infections. It is an easy to use, scientifically proven product that provides benefits for both individuals and society at large.

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Operations

This is Enzymatica

Over 7,000 shareholders.

Enzymatica went public in 2013. The share is currently traded on Nasdaq First North Growth Market. Enzymatica had 7,224 shareholders at year-end.

Sales 2023

In 2023, Enzymatica posted sales of SEK 50.9 million.

Unique barrier technology

Enzymatica has developed a unique and patented barrier technology that prevents viruses from attaching to human tissue. The technology is used in medical devices targeting upper respiratory tract infections, such as common colds and flu.

88%

ColdZyme mouth spray was launched under various brand names in more than 30 countries on four continents. Almost 9 out of 10 people who try ColdZyme say they will buy it again (Ipsos, 2021).

Number of employees December 31, 2023

18

About us

Enzymatica was founded in 2007 and is headquartered in Lund, Sweden, with its production facility in Reykjavik, Iceland.

Business concept

Enzymatica's unique barrier technology protects people's health by creating a barrier against microorganisms such as viruses and bacteria that cause colds and infections. We focus on global expansion through innovation and partnerships.

Vision

To help achieve a world that is free from the insecurity caused by contact with viruses and the risks viruses pose to our health.

Mission

To create self-care solutions that protect people and help them protect their health and lifestyle.

Operations

Six good reasons to invest in Enzymatica

Unique barrier technology

Enzymatica's barrier technology is unique and has patent protection in all major markets until 2036. The key components are produced in-house, ensuring control over the value chain.

Satisfied consumers

Almost 9 out of 10 consumers who tried ColdZyme say that they intend to buy the product again (Ipsos, 2021). The product receives very high scores in consumer tests and has a large base of faithful buyers.

Strong partners

Enzymatica continously develops its strong network among leading global entities in consumer health. This strategy ensures that local expertise and resources are available when launching in new markets – including the very largest.

Scalable business model

Enzymatica controls the production of Penzyme – the key component in the barrier technology. Bottling is done by contract manufacturers or by partners in local markets.

Global market

People worldwide suffer from viruses in the upper respiratory tract. The total value of the cold remedy market where Enzymatica's barrier technology is available, or is expected to be launched within a few years, is estimated at USD 18 billion.

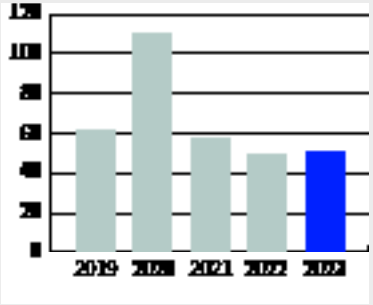
Scientific documentation

ColdZyme is one of the first cold and flu products to be certified under the MDR - the new and stricter EU regulation for medical devices. ColdZyme received the certification in March 2024.

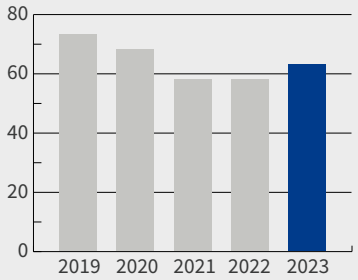
Operations

The year in figures

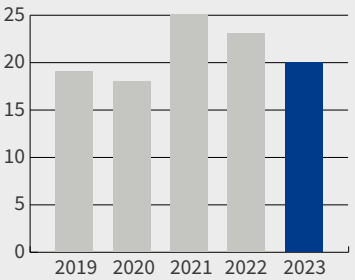
Sales trend (SEK m)



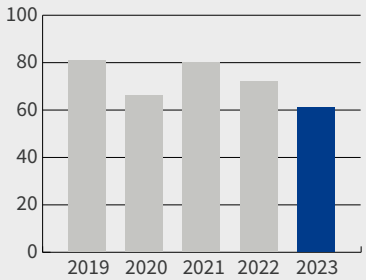
Gross margin



Average number of employees



Equity/assets ratio, %



Key figures

(SEK thousand)	2023	2022	2021	2020	2019
Net sales, SEK thousand	50,904	48,948	57,243	111,245	61,306
Gross margin, %	63	58	58	68	73
Profit/loss for the year, SEK thousand	-49,728	-68,657	-45,393	-13,221	-40,979
Equity/assets ratio, %	61	72	80	66	81
Debt/equity ratio, times	0.6	0.4	0.3	0.5	0.2
Equity (SEK thousand)	76,609	126,293	124,972	106,649	119,203
Cash flow for the period, SEK thousands	-42,405	19,083	7,525	-5,468	-40,975
Net investments, SEK thousands	-730	-3,717	-6,133	-4,837	-866
Average number of employees	20	23	25	18	19
Number of shares at end of period	164,256,840	164,256,840	149,324,400	142,823,696	142,823,696
Earnings per share, basic and diluted, SEK[1]	-0.30	-0.44	-0.31	-0.09	-0.29
Equity per share, SEK	0.47	0.77	0.84	0.75	0.83

[1] Based on weighted average of the number of outstanding shares.

See page 35 for definitions of the key figures

Operations

Important events during the year

Q1

- In November 2022, a research team at the University of Kent (UK) launched a study on the effects of ColdZyme on elite athletes in endurance sports such as triathlon and cycling. The first half of the study was conducted in spring 2023.
- The expansion of production capacity at the Reykjavik facility continued to prepare for a significant increase in production.

Q2

- A research team at the Medical University of Innsbruck (Austria) launched a study on the effects of ColdZyme on human cells pre-infected with the influenza virus.

Q3

- The Innsbruck research team presented their results from an in vitro study on human cells infected with the influenza virus. According to the study, ColdZyme disrupts the infection cycle and restricts the spread of the virus to more cells. When ColdZyme was applied to infected cells, the viral load decreased by over 99% compared with cells treated with saline solution.
- The first results from the in vivo study at the University of Kent showed that using ColdZyme resulted in a significant reduction in the quantity of rhinovirus compared to placebo. The participants who used ColdZyme demonstrated significantly milder sore throat symptoms than those participants who used placebo.

Q4

- An abstract of the ongoing study at the University of Kent was accepted for presentation at the 7th International Olympic Committee World Conference on Prevention of Injury and Illness in Sport. The abstract will also be published in the British Journal of Sports Medicine.
- In the fourth quarter, work continued to prepare the business for MDR certification, which was subsequently announced in March 2024. The upgrade of the production facility in Iceland was completed and discussions were held with potential partners in current and new markets.

Comments from the CEO

Scientific and regulatory progress generates international interest

The entirety of 2023 was marked by intensive efforts to prepare ourselves for the coming years. We continued discussions with current partners and potential new ones about expansion into new and current markets. We believe that the outstanding results presented in independent scientific studies during the fall, combined with the MDR certification in March 2024, make the future very exciting.

Research as a driver of growth

I see two key drivers of growth. The first one focuses on our core – continuing to build the scientific foundation that makes Enzymatica and our underlying Penzyme technology unique. Following the initial and highly promising results presented in September, the double-blind and placebo-controlled clinical trial is continuing at the University of Kent. The final results will be reported in the second quarter of 2024. The study has been expanded with additional participants to demonstrate statistical significance for more symptoms and for more virus types. Initial results showed significance for efficacy against rhinovirus, the most common cause of the common cold.

Demonstrating efficacy against additional virus variants is particularly crucial as reports from health authorities in several countries indicate a significant increase in infections caused by two or more pathogens during the winter season. This means that infection and illness are now often caused by combinations of different respiratory viruses, rather than a single dominant viral variant.

To complement the clinical research at the University of Kent, in vitro research continues at the Medical University of Innsbruck, and the two research teams are increasingly sharing data and insights. This work will continue in 2024 to increase understanding and be able to present more results and scientific papers that we can then commercialize in new ways through the message of "The science that protects."

Growing international interest

The second driver of growth is the rising global interest in Enzymatica's research achievements. The results presented in the fall of 2023 naturally garnered international interest, and we are currently evaluating several possible ways forward to become established in new large markets.

We are also seeing growing interest from international media and global health organizations as we present additional scientific results. In January 2024, I appeared with Professor Glen Davison from the University of Kent on the US TV show The Balancing Act, which was interested in the promising clinical results. In addition, Glen Davison presented his initial findings from the clinical study at the International Olympic Committee's conference on sports health in Monaco in early March 2024.

Success in our home market

In our home market of Sweden, sales increased by 33 percent in 2023. This highlights the success of our marketing campaign featuring the message “Stopping viruses from sticking.” It is gratifying that ColdZyme continues to show strong growth and an increasing market share in the Swedish market. Our aim is to get more consumers to try ColdZyme, as we have observed exceptional loyalty and a very high repurchase rate among those who have used it.

MDR certification

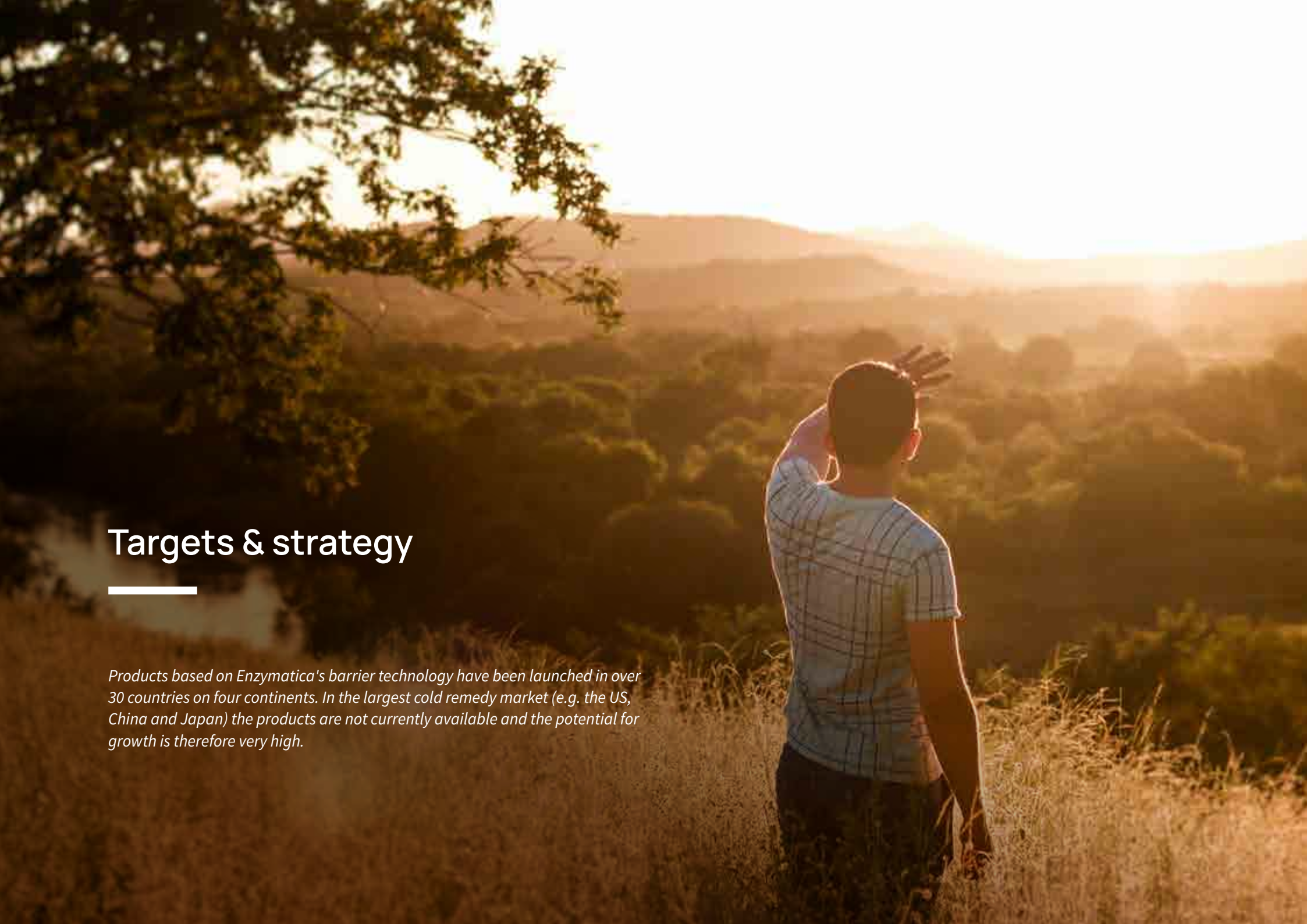
In Europe, our current partners have been waiting for the results of the clinical study and for ColdZyme to obtain MDR certification, which occurred in March 2024. MDR certification represents a major achievement for us, affirming that our regulatory and scientific documentation complies with the stringent new standards of the EU regulation. It also allows us to strengthen the health claims and marketing of ColdZyme's efficacy.

Scientific and regulatory success essential for growth

Order intake from our major partners has been disappointing in recent years, but I am convinced that it will pick up once we have the final results from the ongoing clinical study. MDR certification has also been very positively received. Coupled with efforts to establish collaborations with new partners and launch in new markets, this will provide Enzymatica with good growth in the coming years.

Enzymatica has long been working toward a commercial breakthrough on a global scale. We are now ready with upgraded production capacity and a scientifically proven product that is unique. The task now is to convey ColdZyme’s unique properties to consumers, aided by current and new partners. I look forward to 2024, which will be an incredibly exciting and important year for Enzymatica.

Claus Egstrand, CEO



Targets & strategy

Products based on Enzymatica's barrier technology have been launched in over 30 countries on four continents. In the largest cold remedy market (e.g. the US, China and Japan) the products are not currently available and the potential for growth is therefore very high.

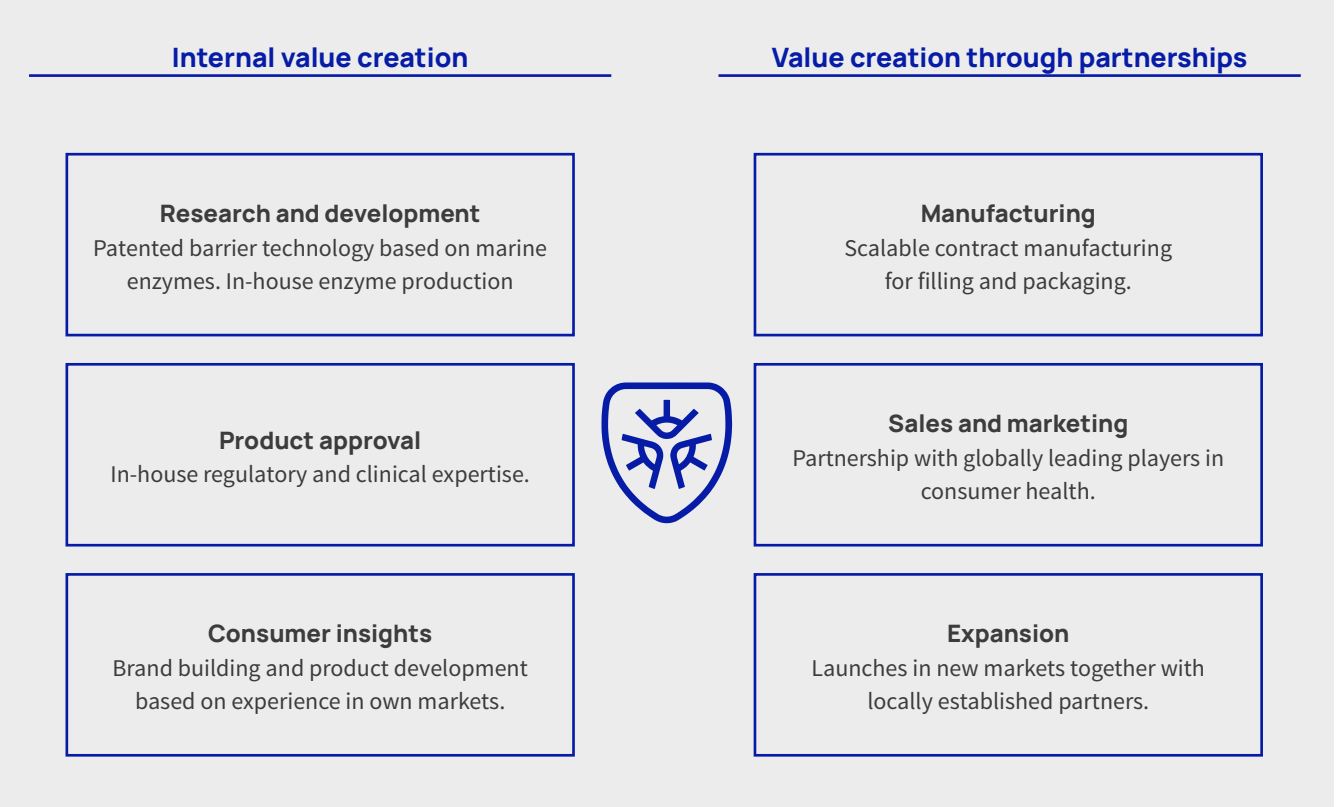
Targets & strategy

Business model prepared for expansion

Enzymatica's business model is based on the ability to expand geographically without needing its own representation in local markets. By combining our expertise with the strengths of our partners, together we can successfully expand in existing and new markets.

Under this model, Enzymatica owns the central processes (enzyme production, patents, regulatory documentation, etc.), while our partners are responsible for marketing, sales and distribution in markets around the world. In Sweden and the United Kingdom, Enzymatica manages sales and marketing, which provides the central functions of the company with in-depth insight into best practices for marketing the product. Enzyme production takes place in-house at the production facility in Iceland, while the final formulation, filling and packaging of bottles is carried out by contract manufacturers.

By combining internal and external value creation, the business model enables us to efficiently manage the company's global expansion from our headquarters in Lund, supported by the functions in Reykjavik and in close contact with our partners.



Targets & strategy

Three dimensions for expansion

Enzymaticas growth strategy comprises three pillars: strengthening existing markets, exploring new markets and developing new products. Primarily, resources are allocated to increasing sales in existing markets, as well as expanding into key cold remedy markets globally.

Growth strategy

The growth strategy is based on three pillars

1 STRONG POSITION ON EXISTING MARKETS

ColdZyme has been launched in 30 markets on four continents. The product is sold under its own name or under the well-known and established brands of our partners. Based on experience from the mature markets in Sweden and the United Kingdom, activities are carried out to increase market share while maintaining a margin. Markets are continuously evaluated and can be discontinued if sales are inadequate.

2 EXPAND TO MORE GEOGRAPHIC MARKETS

The model for further geographical expansion is based on close cooperation with current or new partners. ColdZyme is not yet available in many of the largest cold remedy markets in the world — including the US, China and Japan — and the potential for expansion is therefore huge. Major cold remedy markets are prioritized, although the launch time may be long as a result of local regulations.

3 DEVELOP MORE UNIQUE PRODUCTS

The unique and patented barrier technology provides great opportunities for product development in the field of infectious diseases of the upper respiratory tract. Development is conducted in-house and the main focus is on commercializing existing products and technologies.

Targets & strategy

Risk management in a turbulent world

After a couple of years where business was affected by the impact of the coronavirus pandemic, the global cold remedy market returned to normal levels in 2023. However, the pandemic had some residual effects in that some partners still had large stocks of ColdZyme. To date, the war in Ukraine and subsequent global economic uncertainty have only had a limited impact on Enzymatica.

Market Global cold remedy markets have returned to normal after the coronavirus pandemic. Consumers are becoming increasingly aware of the importance of protecting themselves against airborne viruses. Plans to launch ColdZyme in Russia and Ukraine have been canceled due to the war.

Funding The increase in interest rates has not had a significant impact on Enzymatica's income or expenses. Following a rights issue in August 2022, the business did not require an injection of new capital in 2023. In February 2024, the Board of Directors resolved on a small rights issue of approximately SEK 27.4 million before issue expenses.

Distribution One challenge in 2023 was that the order intake from several of Enzymatica's major partners was very low. Discussions were held with relevant partners during the year and in the fall a couple of partners were informed that they could not maintain exclusivity in their markets unless minimum order levels were met. Discussions were initiated with new potential partners.

Authorities Enzymatica engages in effective and constructive discussions with regulatory bodies in preparation for launching in new markets. The coronavirus pandemic left authorities in many countries struggling to keep up with their workload, and the effects of this continued to be felt in 2023.

Production The global economic turmoil has not had any effect on Enzymatica's production. The general increase in costs has had a marginal impact on the company's production costs and in some cases there have been minor delays in equipment deliveries.

Targets & strategy

Global partnerships and collaborations

Enzymatica partners with leading global entities in consumer health. Currently, there are distribution and collaboration agreements for approximately 60 markets on four continents. The decision to launch in a new market is based on market potential, logistical factors and Enzymatica finding the right partner.

STADA

German STADA is the partner with the most extensive agreement for ColdZyme. The product is mainly sold under its own brand name, ViruProtect®. STADA focuses on European markets such as Germany, Austria and Poland.

Sanofi

French Sanofi has distribution agreements for France, Italy, Mexico and Turkey. The product is sold under Sanofi's own brands in Mexico (Aderogyl) and Turkey (Bisolviral). In Italy, the product is sold under the Zerinol brand, which Sanofi sold to Zentiva at the end of 2022. Discussions have been underway in 2023 on how this will affect sales going forward.

Keyuan Xinhai

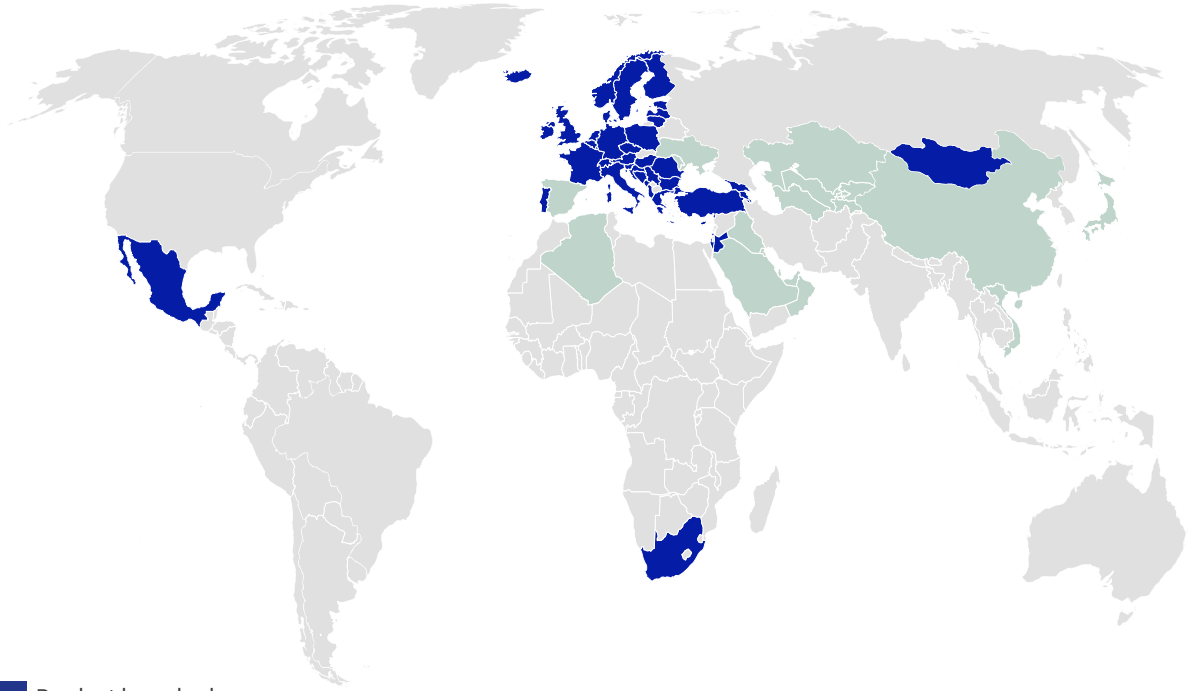
Since 2020, Enzymatica has had an agreement with Keyuan Xinhai (Beijing) Medical Products Trade Co., Ltd., a subsidiary of Shanghai Pharma, China's second largest pharmaceutical company. The agreement opens the door to one of the world's largest cold remedy markets, which is estimated to have sales of approximately SEK 37 billion annually. Registration work is in progress but has been delayed because of the pandemic. The launch is expected over the next few years.

Japan

In 2018, Enzymatica signed a contract with a large Japanese pharmaceutical company regarding registration, marketing, distribution and sales of ColdZyme. Various models for registration have been explored and the goal is to launch within the next few years.

Other partners

In addition to these four partners, Enzymatica has agreements with Chemipal for Israel, MS Pharma for the Middle East and North Africa, Abex Pharmaceuticals for South Africa, Evergreen Health Ltd for Hong Kong and Vistor for Iceland. Enzymatica also sells ColdZyme via Amazon in Sweden and Boots in the United Kingdom.



Targets & strategy

Financial targets for Enzymatica

In November 2021, the Board adopted financial targets for Enzymatica. At the end of 2026, the company will have sales of at least SEK 600 million with an EBIT margin of at least 28%.

Three questions to Bengt Baron, Chairman of the Board

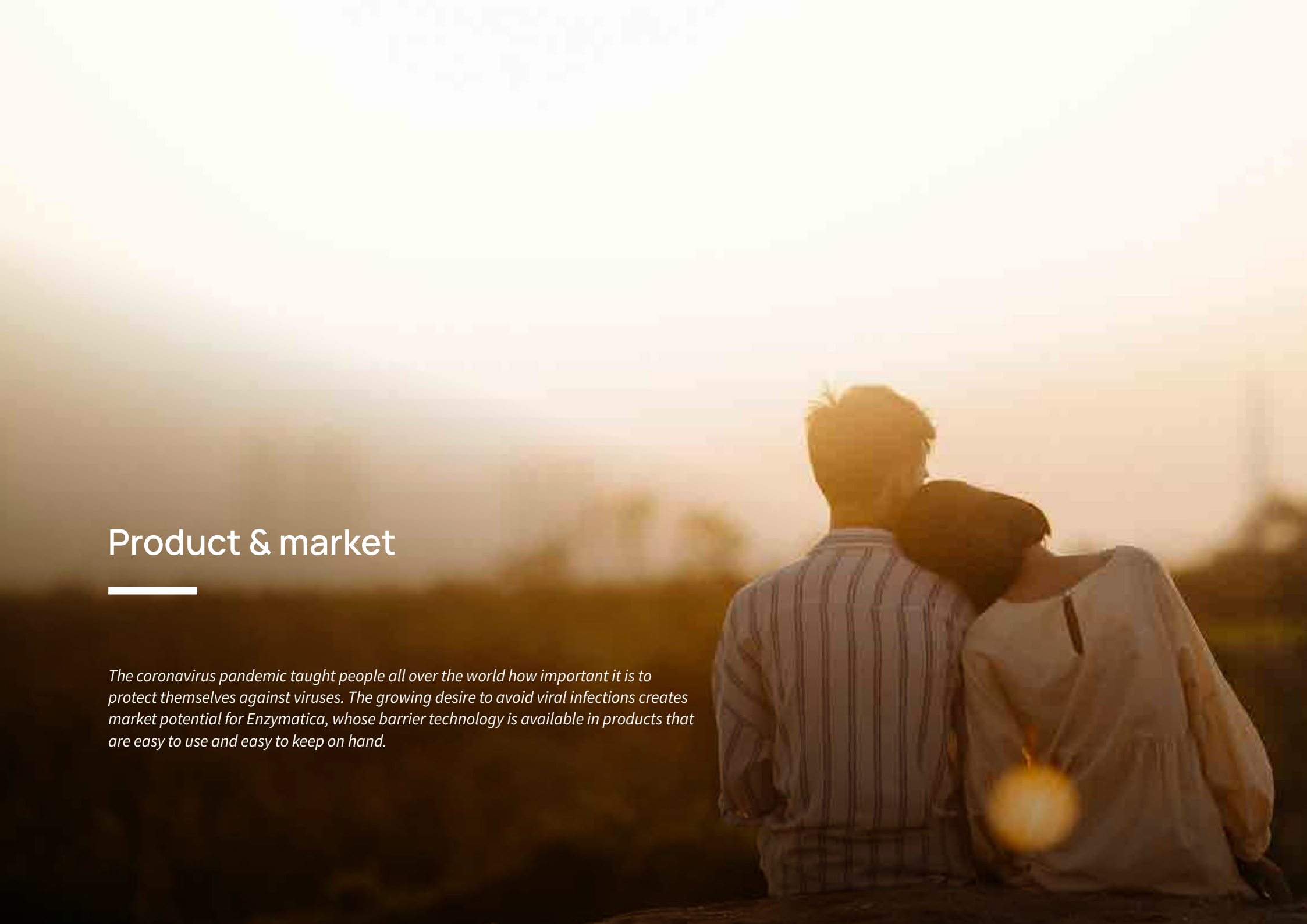
How has the Board of Directors arrived at these financial targets for the company?
In 2021, we worked with management to conduct a comprehensive analysis of our current markets and the potential of the markets where we expect to launch in the coming years. We looked at how ColdZyme has penetrated the market over time in Sweden and in other markets where the product is currently available, and based on that we estimated the growth. As we currently do not have a presence in several of the largest cold remedy markets in the world, there is huge potential for ColdZyme.

We live in a different world today than when the targets were set, with a pronounced increase in economic uncertainty. Moreover, Enzymatica's sales are still around SEK 50-60 million per year. Shouldn't this affect your targets?
We're closely monitoring external business trends, but in fact, the global economic turmoil has had only a very marginal impact on our business. Our biggest challenge is that our partners have not placed orders to the extent that we had expected. But great research results in 2023, MDR certification in March 2024, and growing international interest pave the way for an exciting future. Our experience in Sweden shows that consumers respond to marketing because it's easy to understand and meets an important need: protection from airborne infections. Moreover, the consumers who have tried our product and experienced its effect are extremely loyal. That's why our goals remain the same – there is huge potential in the product and the company.

You're less than three years away from reaching your target of sales ten times higher than today. How will this be possible?
The simple answer is that we need to launch in more major markets. Each new market will generate a significant increase in sales at launch when all store shelves are filled with products. And as I mentioned before, we know that consumers respond to our marketing and we know that our unique product has a very positive effect on airborne infections. That's why I'm confident that every launch will be successful. When opening these new markets, it's important to find the right partners who believe in the product as much as we do. Together with these partners, we'll enter major cold remedy markets and spread the word that we have a product that stops viruses from attaching. Meanwhile, we'll continue to grow in our existing markets. All this will be backed up by our scientific documentation, which is getting stronger every year.

Product & market

The coronavirus pandemic taught people all over the world how important it is to protect themselves against viruses. The growing desire to avoid viral infections creates market potential for Enzymatica, whose barrier technology is available in products that are easy to use and easy to keep on hand.



ColdZyme creates a barrier against viruses

Enzymatica's main product is ColdZyme® – a unique mouth spray that protects against the upper respiratory viruses that cause cold and flu-like symptoms. ColdZyme is based on Enzymatica's patented barrier technology which prevents viruses from infecting the mouth and throat. ColdZyme alleviates cold and flu-like symptoms and can shorten the course of illness if used at an early stage when symptoms arise. The product has been launched in over 30 markets on four continents, under the ColdZyme brand or under one of our partners' proprietary brands.

GLYCEROL + TRYPSIN

Traps
The protective barrier traps viruses.

Inactivates
The barrier then inhibits the ability of captured viruses to infect and replicate.

Protects
The physical barrier covers, moistens and protects the mouth and throat.

Barrier against the cold virus

When ColdZyme is sprayed into the mouth and throat, a barrier forms on the mucous membrane. The barrier traps the viruses and interferes with their ability to infect cells. This allows the body to get rid of the virus naturally. In vitro studies have shown that ColdZyme inactivates 11 different upper respiratory viruses, including the common cold and influenza viruses.

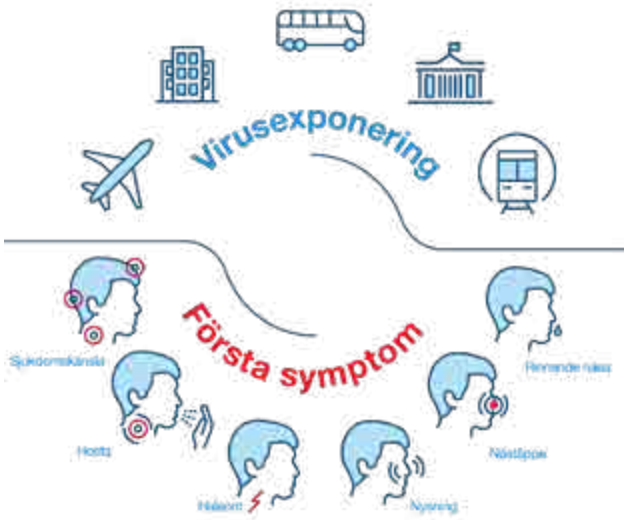
Data from randomized, controlled clinical trials demonstrate a clinically proven effect where cold symptoms and sore throat can be relieved and the duration of the cold can be shortened by several days. Clinical trials have also shown that the viral load in the mouth and throat decreases and that endurance athletes can reduce the number of lost training days when using ColdZyme. Read more about the research on ColdZyme on pages 18-19.

ColdZyme's intended use and indication according to the MDR

ColdZyme is intended to be used to treat and relieve colds and influenza-like infections. The indications are that ColdZyme can be used to alleviate cold and flu symptoms, or for exposure to viruses that cause these symptoms in the upper respiratory tract. ColdZyme can be used by adults and children over the age of 4 years.

Medical device with high classification

ColdZyme is a CE-marked medical device, MDR class III. This means that ColdZyme has been reviewed and certified by a notified body, Eurofins, which has reviewed processes, documentation, efficacy, safety, intended use, indications and clinical benefits.



Product & market

Global market for cold products

The global market for over-the-counter (OTC) cold products is worth hundreds of billions of SEK. The US is the world's largest market, followed by China and Japan. Enzymatica has distribution agreements in most of the world's major markets. The total market value of OTC cold and cough remedies is estimated at USD 18 billion in the markets where ColdZyme has been launched or has distribution agreements.

The US, China, Japan, Germany and the UK are the world's five largest markets for OTC cold and cough remedies. Enzymatica's mouth spray has been launched in Germany and the UK, and work is underway to launch in Japan and China.

Fastest growth in self-care products

The market for over-the-counter (OTC) drugs and self-care products is growing faster than the market for prescription drugs. The largest categories are vitamins/minerals, followed by cold and allergy products, as well as painkillers. In the ten largest markets in the world, OTC products are sold for a total of over USD 100 billion annually. The market is expected to grow by an average of 4.1% per year until 2025 (Statista 2022).

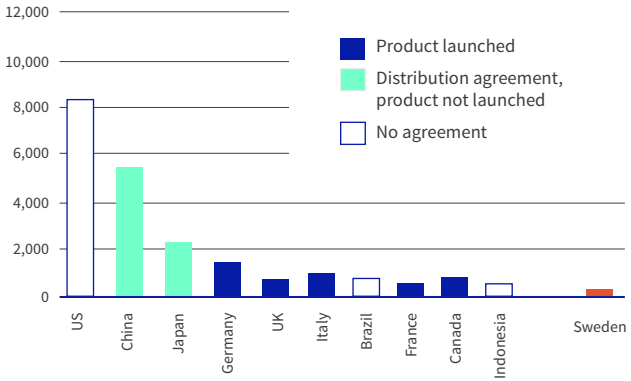
Self-care is an area that attracts both the pharmaceutical industry and major players in fast-moving consumer products. The market is growing through the willingness of global companies to broaden the product base, drive innovation and increase their market focus. The competition is strong and it is therefore important for Enzymatica to have the right partners with the right sales and distribution channels in each market.

Impact of the coronavirus pandemic

The pandemic had a huge impact on the OTC market, with explosive sales growth for products such as hand sanitizer and face masks. For the cold category, the pandemic removed a large part of the market as common colds were almost non-existent for two full seasons. Demand has also shifted from preventive products to those that provide relief, with throat lozenges and antipyretics being used by those with mild Covid-19 symptoms. In 2023, there was a return to more normal incidence of common colds.

The top ten markets worldwide for cough, cold and allergy (hay fever) medicines

millions USD, Source: GlobalData 2021



Product & market

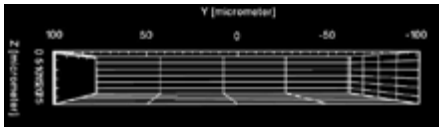
ColdZyme breaks the infection cycle and reduces the quantity of influenza virus

According to researchers at the Medical University of Innsbruck, ColdZyme disrupts the infection cycle and restricts the spread of the virus to more cells. The researchers believe that ColdZyme would have a similar effect on other respiratory viruses.

Previous studies have shown how applying ColdZyme before infection blocks viruses from attaching to human cells. The new study, presented in August 2023, shows that ColdZyme also reduces the viral load, along with the ability to spread in cell cultures infected with the virus (influenza A, H3N2). Research from the Medical University of Innsbruck shows a reduction of viral load by over 99 percent after just three treatments with ColdZyme, compared with infected cells treated with saline solution. After treatment with ColdZyme, previously infected cells looked almost like the uninfected cells, with intact cell nuclei, undamaged cilia and few virus particles compared to the infected cells treated with saline solution.

"These results are remarkable because ColdZyme breaks the infection cycle and significantly reduces the viral load. We have reason to believe that ColdZyme would have the same effect on other respiratory viruses, as not only influenza has previously been shown to be drastically reduced by ColdZyme treatment," says Professor Doris Wilflingseder, who heads up the research team.

Un-infected epithelial cells

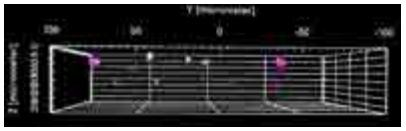


Un-infected human epithelial cells. Cells were stained for Influenza A virus (pink). No virus is detected thus the grid appears empty.

Influenza A infected epithelial cells

Human epithelial cells infected with Influenza A, analyzed for virus on day 3 after infection. Cells were treated with salt solution for 20 minutes on day 1, 2 and 3. An abundance of influenza virus particles (pink) is observed.

ColdZyme treated cells



Human epithelial cells infected with Influenza A, analyzed for virus on day 3 after infection. Cells were treated with ColdZyme (ViruProtect) for 20 minutes on day 1, 2 and 3. Very few Influenza virus particles (pink) can be seen.

More about the study

Highly differentiated, mucus-producing and ciliated primary human bronchial airway epithelial cells were infected with influenza A virus (H3N2) and incubated for 16 hours. The cells were then treated with ColdZyme, which was left on the cells for 20 minutes and then removed to replicate the duration of ColdZyme in the mouth. The viral load was determined in the fluid that was removed and in a sample taken from the basolateral side. The reatment and viral load analysis were repeated on day 2 and day 3 after infection. On day 3, the cells were examined to assess their viability. As a positive control, influenza A-infected cells were treated with saline solution instead of ColdZyme. The research was conducted by Doris Wilflingseder's research team at the Institute of Hygiene and Medical Microbiology at the Medical University of Innsbruck, Austria. Previous research on ColdZyme from the same research team includes: **ColdZyme® protects airway epithelia from infection with BA.4/5 | Respiratory Research | Full Text (biomedcentral.com)**

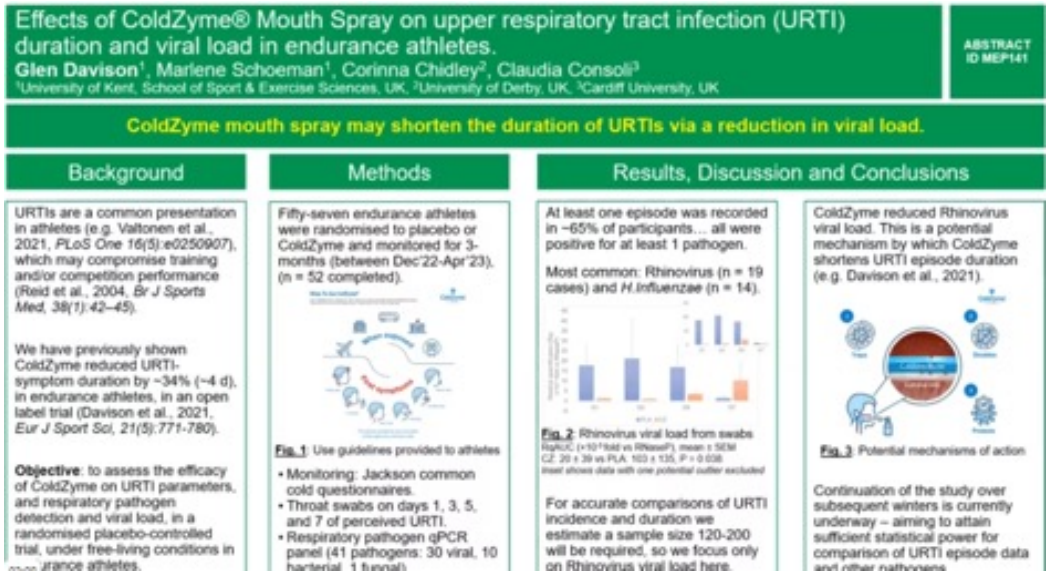
Product & market

ColdZyme significantly reduces the quantity of rhinovirus as well as sore throat symptoms

The first results from an ongoing independent clinical study at the University of Kent, UK, show that ColdZyme significantly reduces the amount of rhinovirus, the most common cause of the common cold. Moreover, individuals who used ColdZyme demonstrated significantly fewer sore throat symptoms compared with those who used a placebo.

The researchers led by Professor Glen Davison are investigating the effect of ColdZyme mouth spray on various parameters of upper respiratory tract infections, including viral load. This is done in a randomized, double-blind, placebo-controlled study, with participants who are otherwise living as usual. The participants are athletes in endurance sports such as running, cycling and triathlon. The final study is expected to be completed in the first half of 2024.

"Data from the preliminary report and interim analysis indicate that ColdZyme is effective by significantly reducing viral load. We have also seen a significant reduction in sore throat symptoms in the group treated with ColdZyme. There appear to be differences in other subjective data in terms of symptoms of respiratory infections, and the number of training days affected, which at this stage have not yet reached statistical significance. However, the trends are clear and our hypothesis is that many of these will become statistically significant once we reach our target number of participants and have collected more data. “Our hypothesis is that the reductions we have seen in viral load in the ColdZyme group will be associated with a shorter course of infection and fewer lost training days,” says Professor Glen Davison, Head of the Department of Sport and Exercise Science at the University of Kent.



The photo shows the poster presented by Professor Glen Davison at the seventh International Olympic Committee Conference on Prevention of Injury and Illness in Sport in Monaco on March 2, 2024.

Click here for a larger image

More about the study

The study is investigator-initiated and follows a prospective, double-blind, placebo-controlled and randomized approach. So far, participants include 51 endurance athletes, divided into two groups, one receiving ColdZyme and the other a placebo. The participants kept an exercise diary and completed a daily questionnaire on upper respiratory symptoms. When participants experienced symptoms, they were instructed to take throat samples and start using the mouth spray as instructed. The study builds on a previous study from 2020 by the same research group, which showed that ColdZyme reduces the duration and symptoms of colds in endurance athletes. Read more about the study results here: **https://www.tandfonline.com/doi/full/10.1080/17461391.2020.1771429**

Product & market

Increased marketing resulted in sales growth

In 2023, intensified marketing activities in Sweden drove up sales by 33 percent during the year. In addition, growing interest from the international media emerged, especially regarding the new research findings.

New markets

In January 2024, CEO Claus Egstrand and Professor Glen Davison appeared on the US morning show The Balancing Act, which wanted to learn more about the ongoing clinical trial.

Media relations

A South Korean TV crew visited Enzymatica's facility in Reykjavik as part of the production of a documentary on how Iceland uses marine by-products.

TV commercials

ColdZyme's commercials were broadcast on TV and digital channels in the spring and fall. The message was that ColdZyme stops viruses from sticking.

Digital marketing

In the fall, the “Cold Protection” campaign was launched, mainly in digital channels. The campaign highlighted how ColdZyme can prevent and relieve colds.

Product & market

Developments in local markets

ColdZyme is has been launched in over 30 markets on four continents, either under its own brand or under partners' brands. Below is a presentation of the market situation in some of the most important existing markets and the status for the launch in some of the upcoming markets.

Sweden

Sweden is Enzymatica's largest market in absolute figures. Sweden also has the highest market share. With 5,1%, ColdZyme was the market leader in Sweden in 2023. ColdZyme is sold by all major pharmacy chains, many of which also sell the product through their online stores. ColdZyme can also be purchased via Swedish Amazon. Sales to pharmacies are made using a contract sales force. In 2023, extensive marketing activities led to a strong surge in sales in the second half of the year, compared to the previous year.

United Kingdom

ColdZyme is sold in the UK through an agreement with Boots, which is the largest pharmacy chain on the market. ColdZyme is also sold on Amazon and pilot tests are carried out in cooperation with other retailers. The intention is to find a sales and marketing partner to increase its presence in the UK market.

Iceland

Penzyme, the main component of ColdZyme, is produced in Iceland. Production takes place in a dedicated facility in Reykjavik, which has been upgraded in recent years. In addition to ColdZyme, two skin care products are also sold on the Icelandic market.

EU

Although ColdZyme has been launched in most major EU countries, sales have been very low since 2021, partly as a result of the pandemic. The MDR certification of ColdZyme, which was announced in March 2024, is expected to facilitate future sales in the EU as it shows that ColdZyme fulfills the new stricter requirements for medical devices.

Japan

Enzymatica has a cooperation agreement with a large Japanese pharmaceutical company regarding registration, marketing, distribution and sales of ColdZyme. Access to the Japanese market is subject to the approval of national authorities and contacts with authorities regarding the classification of ColdZyme continued in 2023. The goal is to launch the product in Japan over the next few years.

China

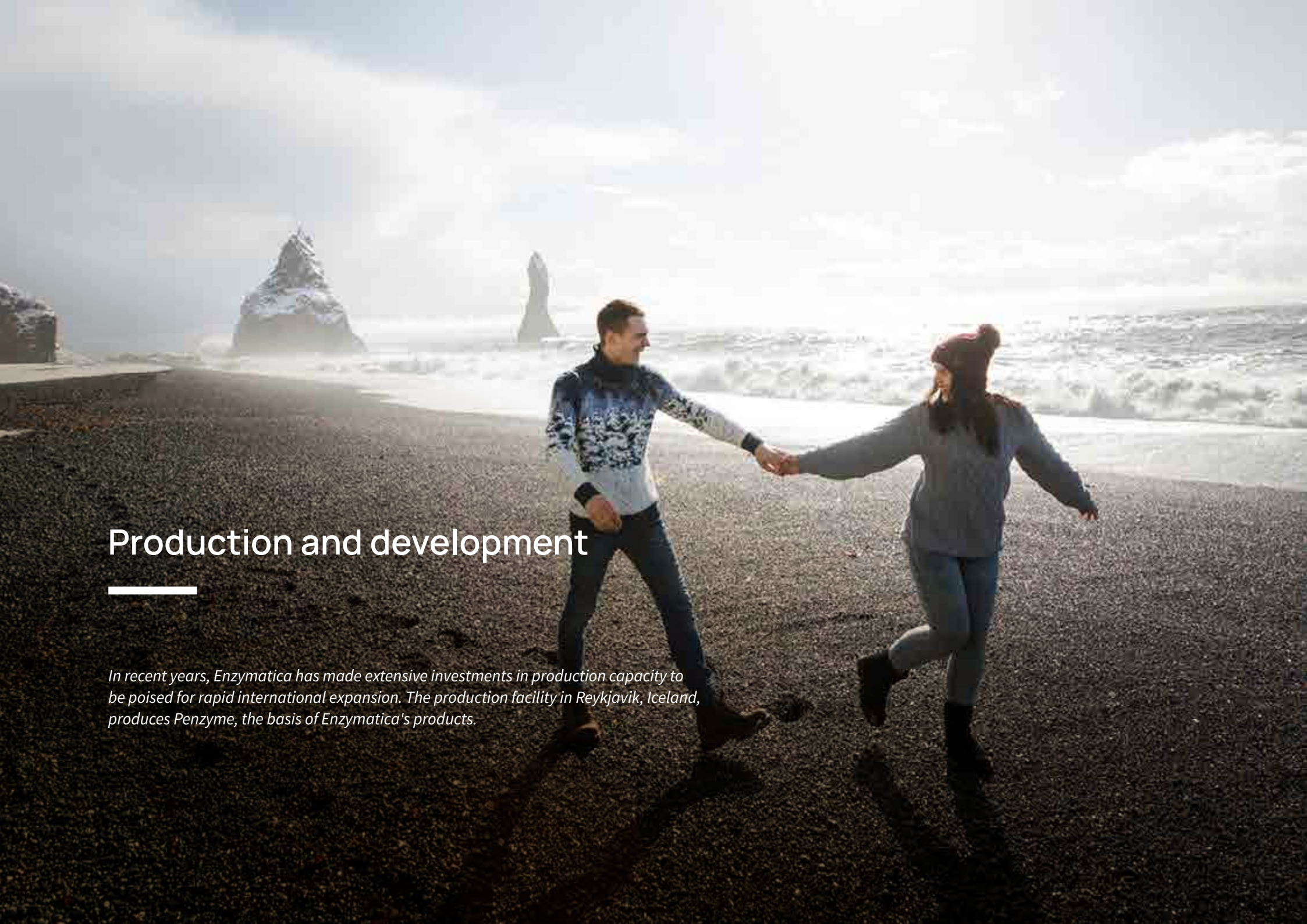
In China, Enzymatica has an cooperation agreement with Keyuan Xinhai – a subsidiary of Shanghai Pharma, China's second largest pharmaceutical company. Discussions are underway regarding the best approach to launching the product on the Chinese market, including regulatory and logistical aspects. The launch is expected to take place within the next few years.

US

The US market is the largest cold remedy market in the world, but it is also saddled with extensive regulatory requirements. The timing of the launch on the US market is difficult to assess. Enzymatica is looking for a partner to help with the launch in the North American markets.

Canada

ColdZyme has been approved in the Canadian market as a Natural Health Product. As yet there are no launch plans, but the search is underway for a partner.



Production and development

In recent years, Enzymatica has made extensive investments in production capacity to be poised for rapid international expansion. The production facility in Reykjavik, Iceland, produces Penzyme, the basis of Enzymatica's products.

Production & development

Capacity for rapid production ramp-up

After three years and an investment of EUR 1.35 million, Enzymatica's Iceland production facility is ready to rapidly scale up production.

Enzymatica's facility in Iceland produces the enzyme formulation Penzyme, one of the key components of ColdZyme. In 2023, the production capacity upgrade was completed – a three-year project involving investments of EUR 1.35 million. The facility employs eight people and is located in one of Reykjavik's port areas.

Production takes place in two stages, with cryotin produced in the first stage and Penzyme in the second. During the three-year project, cryotine production was upgraded first, followed by the part producing Penzyme. Following the upgrade, the facility can now produce four times larger volumes and is ready for stricter regulatory demands in the future.

For several years, Enzymatica has been working with a contract manufacturer in southern Europe to handle final formulation, filling and packaging for each market. The finished product is then distributed to Enzymatica or to one of its partners. By keeping enzyme production in-house, Enzymatica ensures good control of the value chain and retains business-critical knowledge within the company.

Value chain for Enzymatica

Enzymatica controls the value chain from enzyme production to finished product. Manufacturing takes place partly in-house, and partly through contract manufacturers according to Enzymatica's specifications and quality requirements. Marketing and sales take place either in-house or through partners, depending on the market.

Production & development

ColdZyme® CE-certifed under EU's Medical Device Regulation

Enzymatica's ColdZyme® mouth spray is CE-certified under the MDR, the EU's new and stricter regulation for medical devices. The decision is an important milestone that validates the company's scientific basis and expands product claims in the EU. MDR certification is an important component for launching in several markets and the announcement is expected to have long-term positive effects on the company's growth.

Enzymatica's ColdZyme® product line was certified in March 2024 by Eurofins, an approved European control body for medical devices, as a class III medical device under the MDR, the EU's regulation for medical devices. The MDR replaces the EU's Medical Device Directive (MDD) and imposes stricter requirements on the evidence for clinical validity, safe design and market surveillance. ColdZyme is one of the first cold and flu products to be certified under the regulation.

"This is an important milestone in Enzymatica's history. The MDR certification demonstrates both the strength of our scientific basis and creates commercial opportunities for us. Consumer confidence in ColdZyme® will rise and new markets will open up for us as a result of the certification. Our partners have been eagerly awaiting the announcement as it ensures long-term security, which will contribute to the company's growth," says Claus Egstrand, CEO of Enzymatica.

Eurofins reviewed the complete documentation, including safety and efficacy data, as well as product claims. The product line has maintained the same classification under the MDR, Class III, during the review and can now expand both intended use and product claims based on the certification.

"The certification process has involved an extensive review of quality processes and product documentation in accordance with the new medical device legislation. The expanded, verified health claims help us to more clearly communicate ColdZyme's benefits and effects to customers, retailers and partners," says Ann-Christine Provoost, Director of Regulatory Affairs.

Facts about the MDR

The Medical Device Regulation (MDR) is an EU regulation to ensure the safety and performance of medical devices.

- The MDR is an EU regulatory framework for medical devices in the EU.
- The aim is to improve patient safety by introducing stricter assessment and monitoring methods on the market.
- The MDR went into force on May 26, 2021.
- The MDR will ensure and improve patient safety and the performance of medical devices within the EU.

The regulation in its entirety

Facts about ColdZyme® and MDR certification

ColdZyme® directly forms a physical barrier in the mouth and throat that covers, moistens and protects the mouth and throat, trapping viruses and inactivating and inhibiting the ability of trapped viruses to infect cells and replicate. The ColdZyme® products are now MDR-certified with the following expanded intended use:

- Treat and relieve cold and flu-like symptoms.

and with the following extended product claims:

- Protects against viruses that cause cold and flu-like upper respiratory tract infections.
- Shortens the duration of cold and flu-like upper respiratory tract infections if used at an early stage of the infection.
- Relieves cold and flu-like symptoms, including sore throats.

Read more at www.ColdZyme.se

Sustainability

Contributor to the public good

Colds and flu rarely cause life-threatening conditions and usually resolve within one or two weeks. However, this does not mean such illnesses should be ignored or dismissed. Already in 2009, a study showed that nasal allergies and colds cause sick leave and reduced work capacity equivalent to an average of 5.1 sick days per person per year. In effect, nasal allergies and colds cost society tens of billions of SEK a year in Sweden alone.

Enzymatica's barrier technology helps to protect against and alleviate colds, benefiting not only the patient, but also society as a whole. In this way, Enzymatica helps to achieve UN Sustainable Development Goal 3: Good health and well-being for all. People who can avoid or reduce the duration of a cold feel better, perform better and do not contribute to the spread of infection. Here, Enzymatica's barrier technology can play an important role as a complement to recommended vaccinations.

Colds and flu can be found in every corner of the world, diverting energy and resources away from other things. Reducing the number of people who suffer from colds and flu will also reduce the burden on primary and emergency care, where many people currently go even with minor viral infections. Enzymatica aims to spread more knowledge about how to treat viral infections, to make more people aware that, in many cases, these infections can be managed without turning to professional healthcare services.

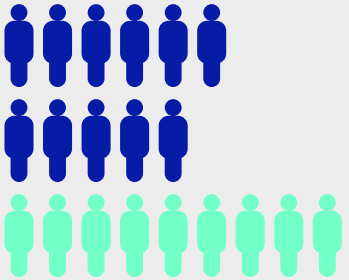
Code of conduct

In addition to being a social contributor, Enzymatica should also be a reliable partner. The company's code of conduct explains how to accomplish this objective. The code describes how the company should act professionally as an employer, business partner and as a participant in the community. The Code of Conduct is based on the UN Global Compact and its ten principles on human rights, labor rights, environmental protection and anti-corruption. Laws, regulations and norms set the minimum levels for the Company's actions. The Code of Conduct applies to all employees and board members, as well as others who represent the Company, such as consultants.

Corporate culture

Working at Enzymatica should be safe, rewarding and promote personal development. The Company's working methods and organization should be such that all employees have the opportunity to influence their personal development and the development of the Company. The employees should have the resources and opportunities for development necessary to maintain a high level of expertise within their field. The work environment should be characterized by respect and trust for each individual employee. Harassment and all forms of discrimination are unacceptable and employees are expected to treat each other in the same way that they themselves would like to be treated. Matters regarding the work environment, health and safety are regulated by the Company's Code of Conduct and handled within the framework of local legislation.

Number of employees converted to full-time equivalents on average during the year



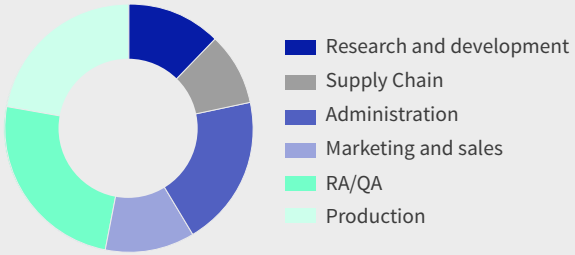
11
Women (13)

9
Men (10)

Sick leave
0.3% (1.0)

Staff turnover
19.8% (33.1)

Number of employees per work area



Sustainability

Marine by-product reused in two steps

Enzymatica's business is based on the idea of using a resource that few others want. A local raw material that would otherwise be discarded is repurposed by Enzymatica into a product that improves the health of people worldwide.

One of the cornerstones of Enzymatica's business involves using a product that would otherwise be wasted. The cod enzyme that is one of the key components in ColdZyme is extracted from what is left over after the fish is cleaned, which would otherwise be thrown away.

Enzymatica's method of extracting cod enzymes from the remains of the fish can be seen as a kind of reuse of the cod, which has already been caught. The remains are used, refined and become part of a product that helps people to achieve better health and increased well-being. Enzymatica contributes to social sustainability through a product that enables people to avoid or reduce the duration of colds.

New step in recycling

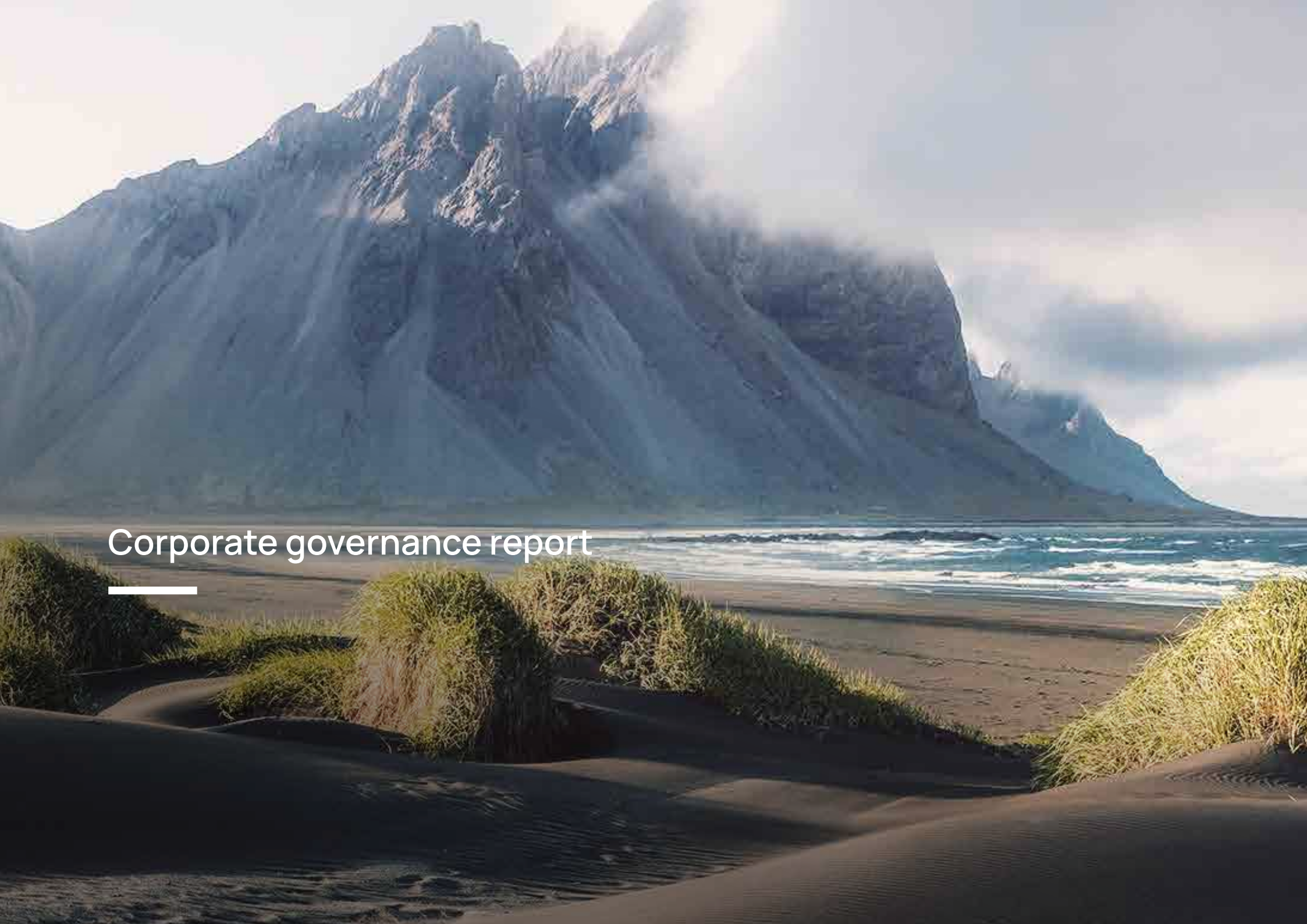
In 2023, Enzymatica in Iceland received a certificate that allows it to take recycling to the next level. The by-products that remain after Enzymatica has processed the cod raw material can now be sent to a local producer in Iceland for production of cod oil. In this way, a marine by-product can be recovered in two steps and used in two completely different production processes.

Enzymatica's environmental work is part of the quality management system and is described in the company's environmental policy. The goal is to use materials efficiently and reduce environmental and climate impact as far as possible through ongoing efforts in our own operations and clear requirements for partners and suppliers.

Goal to reduce material

The external packaging and other packing materials used for the products are recyclable. Since 2022, Enzymatica has followed a plan to reduce packaging materials and other components in the product. Enzymatica also strives to efficiently plan transportation from Iceland to the contract manufacturer and further out to the distributor and consumer.

The contract manufacturer is certified to ISO 14001, which also applies to most of the company's sales channels – pharmacies and health food chains.



Corporate governance report

Corporate governance

Corporate governance report

Governance of Enzymatica takes place through the General Meeting, the Board of Directors, the CEO and senior management in accordance with the Swedish Companies Act, the Articles of Association, Enzymatica's internal policy documents and the current rules and recommendations for companies that are listed on Nasdaq First North Growth Market. In 2023, 12 Board meetings were held that addressed topics such as the strategy, financing, the budget and the Company's financial targets.

General Meetings

The General Meeting is the highest decision-making body and the forum through which shareholders exercise their influence over the Company. The General Meeting resolves on how to address a number of central issues for the Company – including disposition of the Company's profit or loss, adoption of the income statement and balance sheet, discharge from liability for the Board of Directors and the CEO, election of the Board of Directors and the auditor, as well as fee-related issues. The General Meeting also chooses the Chair of the Board of Directors. An Extraordinary General Meeting may be held if the Board considers that there is a need to do so, or if the Company's auditors or owners of at least 10 percent of the shares should so request.

Board of Directors

In 2023, the Board of Directors consisted of six members who are elected for one year by the General Meeting. According to the Articles of Association, the Board of Directors is to consist of at least three and a maximum of ten members, as well as a maximum of ten deputies. The Board of Directors elects its officers at a meeting held immediately after the Annual General Meeting. The 2023 General Meeting resolved that a total of SEK 1,625,000 shall be paid in board fees, excluding committee fees, with SEK 500,000 paid to the chair of the Board and SEK 225,000 paid to each of the other Board Members who are not employed by the company. The Meeting also resolved that SEK 175,000 will be paid to the Chair of the Audit Committee and SEK 50,000 will be paid to each of the other members of the Audit Committee, but no remuneration will be paid for work in the Remuneration Committee. The table on this page shows the Board Members' shareholdings and meeting attendance. A more detailed description of the Board of Directors can be found on pages 31-32.

Name	Number of shares	Attendance board meetings	Attendance Remuneration Committee	Attendance Audit Committee	Independent in relation to the principal owners/ Independent in relation to the company
Bengt Baron, Chairman of the Board	3,507,859	12/12			Yes/Yes
Mats Andersson	36,398,195	12/12			No/Yes
Helene Willberg	228,753	12/12		5/5	Yes/Yes
Louise Nicolin	100,000	11/12		5/5	Yes/Yes
Gudmundur Palmason	6,545,837	12/12			Yes/Yes
Moa Fransson	0	12/12			Yes/Yes

Board Chair

In addition to leading Board meetings, the Chairman of the Board is responsible for ongoing contact with the CEO, monitoring the development of the Company and consulting with the CEO on strategic matters. The Chairman of the Board shall, in consultation with the CEO, be responsible for notice to attend Board meetings and the agenda, as well as for ensuring that matters are not handled in violation of regulations. Once a year, the work of the Board of Directors is evaluated under the direction of the Chairman of the Board.

Committees

The Board has established an Audit Committee and a Remuneration Committee. The Audit Committee shall, without prejudice to the Board's responsibilities and tasks in general, monitor the company's financial reporting and the effectiveness of its internal control, stay informed about the audit of the annual accounts and consolidated accounts, review and monitor the impartiality and independence of the auditor while paying

Corporate governance

special attention to whether the auditor provides the company with services other than auditing services, and assist in the preparation of proposals for the AGM's decision on the election of an auditor. In 2023, the Audit Committee consisted of Louise Nicolin and Helene Willberg (Chair). The committee held five meetings in 2023.

The Remuneration Committee addresses matters concerning remuneration and benefits for senior executives. The committee consists of Bengt Baron, Mats Andersson and Gudmundur Palmason. Mats Andersson is chairman of the Remuneration Committee. The Committee held one meeting during the year to discuss proposals for a salary review and a bonus model for 2024.

Board meetings

During the year, the Board of Directors held 12 meetings at which the minutes were recorded, 3 of which were digital and 2 per capsulam. Topics addressed by the meetings include interim reports, strategy, financial targets, organization and regulatory issues. The CEO and CFO participate regularly at Board meetings and other executives participate as needed. The company's auditor participates in at least one of the Board's regular meetings during the year, which took place in connection with the year-end report when the Board also met with the auditor without the presence of the company's management.

Auditor

Deloitte was re-elected as the company's auditor at the 2023 Annual General Meeting, for the period until the next Annual General Meeting. In addition to the annual audit, the auditor reviews the interim report for the third quarter each year. Deloitte has been the company's auditor since 2017 and Jeanette Roosberg, authorized public accountant, has been the principal auditor since 2021.

CEO and senior management

The CEO is appointed by the Board of Directors and leads the Company in accordance with the guidelines and instructions adopted by the Board. The CEO appoints a Management Group. At the end of 2023, this group consisted of five people in addition to the CEO, as well as an adjunct Communication Manager. A more detailed description of the Management Group can be found on pages 33-34.

Remuneration to senior executives

Remuneration to the CEO and other senior executives comprises basic salary and car benefit. In addition, individual bonus agreements provide extra compensation as a percentage on top of the basic salary if certain targets are achieved. These targets are set by the CEO in consultation with the Board of Directors. The CEO prepares proposals for decisions on remuneration and benefits for senior executives and presents these to the Board. Decisions on remuneration and benefits to the CEO have been taken by Enzymatica's Board of Directors.

The CEO's employment agreement cites a period of notice from the Company of six months during which the level of salary and other benefits paid remains unchanged. For termination of employment initiated by the CEO the notice period is six months. No special severance package is paid. For termination of employment initiated by other senior executives, the period of notice is between three and six months, and if initiated by the Company, the period of notice is between three and nine months. No special severance package is paid.

Salaries, remuneration and other benefits to the Board, the CEO and other senior executives are presented in the annual report, which is available in Swedish on www.enzymatica.com.

Nomination Committee

In accordance with the principles for the Nomination Committee adopted at the Annual General Meeting 2019, the Nomination Committee for the next Annual General Meeting shall consist of representatives of the four largest shareholders registered in the register of shareholders held by Euroclear Sweden AB as of September 30 each year, together with the Chairman of the Board, who shall also convene the Nomination Committee for its first meeting.

Internal control

Internal control in the Company follows the procedures and principles established in the Company using various systems, controls and ongoing reporting. The Board of Directors is responsible for compliance with these procedures and principles. Each individual entity in the Company is followed up with reporting according to a set schedule and scope. Authorization guidelines and rules of procedure regulate who and how decisions are made regarding length of contract, costs or risk for the Company. Signing on behalf of the Parent Company and subsidiaries, as well as managing cash and cash equivalents, are handled by several people to create good control. The Board's assessment is that no internal audit function is needed in the company since this is not justified based on the scope and risk exposure of the company.

Corporate governance

Comments from the Chairman of the Board

A bright future after several tough years

It is no secret that the past few years have been truly challenging for Enzymatica. The pandemic was a roller coaster ride, with sales first gaining momentum and then grinding to a halt when our partners' stocks were not depleted at the rate we had anticipated. Social distancing simply meant that consumers did not catch colds. Enzymatica is a company whose business model is based on international expansion. When our sales abroad almost completely stopped, it put considerable pressure on the business.

Our journey through these difficulties was made possible by the resilience of our long-term owners and the unwavering dedication of our management and employees. For a company with less than 20 employees to successfully drive through a resource-demanding MDR certification, while simultaneously upgrading production capacity and engaging in negotiations with current and prospective partners, is an incredible achievement. In addition, sales in Sweden have picked up again.

The Board has been unusually active during the year and I have personally met weekly with the CEO and other managers to stay informed and see how the Board can be of assistance. Management is responsible for the operational work, while we on the Board contribute strategic perspectives and our respective networks of contacts.

One issue that the Board has discussed at essentially every meeting is how to boost international sales. Clearly, our current partners, for various reasons, have not been motivated to dedicate sufficient resources and focus on marketing our products, and so we at the Board level also need to consider possible alternatives. Consequently, the Board decided that Enzymatica will no longer offer exclusivity in markets where sales do not reach reasonable levels. We also decided to instruct management to initiate discussions with potential new partners to launch in existing and new markets. Experience from our Swedish home market shows that when our products are promoted, consumers respond and sales take off. Moreover, we know that consumers are extremely loyal once they have tried our products and personally experienced the effect.

During the year, we have continuously monitored the financial targets set by the Board of Directors in November 2021. Following an extensive strategic process, the Board arrived at well-founded levels that are fully reasonable for a company with Enzymatica's potential. While sales of SEK 600 million in 2026 is a high target compared with sales today, we must not forget that the current situation is due to the effects of a pandemic with rarely seen consequences for both society and the company. The new research findings in the fall of 2023, along with the MDR certification in March 2024, lay a foundation for us to expand rapidly in existing and new markets. The EBIT target of 28% clearly shows the scalability of Enzymatica's business model. The Board believes that these financial targets will be achieved.

Although Enzymatica is a relatively small company in terms of number of employees, there are stable procedures and processes for corporate governance. From the Board's side, we have an active Audit Committee that advises management both on an ongoing basis and in conjunction with reporting occasions. A robust quality management system is in place and the company has formulated detailed plans for addressing sustainability issues, where we anticipate more comprehensive efforts.

The capital requirement during the year was covered by the rights issue carried out in the summer of 2022. In early 2024, we opted to carry out a small rights issue, raising SEK 27.4 million for the company before issue expenses. The aim is to cover the need for working capital and provide a solid basis for negotiations with potential business partners.

We live in a turbulent world where rising interest rates and costs are putting significant strain on the business community. There are also concerns about the ongoing conflicts that have a major impact on international relations, but also drive polarization between groups in society. These external factors have had a relatively little impact on Enzymatica so far and we are optimistic about the future. In 2023, we continued to lay the foundation for global expansion, to ensure that more consumers discover our amazing product.

Bengt Baron, Chairman of the Board

Board of Directors

Bengt Baron

Born 1962. Chairman of the Board since December 2016.

Chaiman of the Board of i ifoodbag AB and 5653 Sweden AB. Bengt was previously CEO of Cloetta AB, Leaf International B.V. and V&S AB.

Education: B.Sc. and MBA, University of California, Berkeley

Holdings in Enzymatica: 3,507,859 shares (privately and through 5653 Sweden AB)

Mats K Andersson

Born 1955. Member of the Board since December 2016.

Chairman of the Board of Lomond Invest AB, Abanico Invest AB and Andersson & Co AB, as well as Board member of Hills Golf AB. Mats was previously CEO of Lomond Industrier AB and business area manager and Executive Vice President of LICare AB (publ).

Education: BSc. International Business from Lund University.

Holdings in Enzymatica: 36,398,195 shares (privately and through Abanico Invest AB)

Helene Willberg

Born 1967. Member of the Board since May 2021

Board member for Thule Group AB, Nordic Paper Holding AB, Profoto Holding AB, Infrea AB, Byggfakta Group Nordic Holdco AB, Indecap Holding AB and Renewcell AB.

Education: M.Sc. Econ., Stockholm School of Economics

Holdings in Enzymatica: 228,753 shares.

Shareholding as of Dec. 31, 2023

Gudmundur Palmason

Born 1968. Member of the Board since February 2016

CEO of Strax AB (publ). Chairman of the Board and founder of Verna hf. Previous positions include Board member for Zymetech ehf. and Deputy Board member for MP Bank hf (Kvika Bank).

Education: LL.M, MBA and Cand.Jur.

Holdings in Enzymatica: 6,545,837 shares. (through Fortus hf.)

Moa Fransson

Born 1981. Member of the Board since April 2022.

CEO of Genagon Therapeutics. Board member of AFradiolog AB. Co-founder of Bioflow system.

Education: MD, PhD, Gene and immunotherapy, Uppsala University.

Holdings in Enzymatica: 0

Louise Nicolin

Born 1973. Member of the Board since December 2016.

Chairman of the Board of Sensum AB and Board member of Volati AB (publ), VBG Group AB (publ), Seafire AB (publ), Atteviks Bil AB and Optinova Group Ab (Finland). Louise has run the consultancy at Nicolin Consulting AB since 2011. She was previously business area manager and head consultant at PlantVision.

Education: M.Sc. Eng. Molecular biotechnology, Uppsala University, eMBA Stockholm University and International Directors Programme (IDP-c), Insead

Holdings in Enzymatica: 100,000 shares.

Shareholding as of Dec. 31, 2023

Management

Claus Egstrand

Born 1961. CEO.
Has worked for the company since 2017 as Chief Operating Officer. CEO since 2021.

Claus Egstrand has previously held positions as Head of Europe for MSD Consumer Care at the pharmaceutical company Merck & Co, as well as Vice President, General Manager Medsurg Europe for the medical device firm Stryker Corporation. He has served as Senior Vice President Consumer Healthcare for Latin America, Africa, Asia, Japan and Australia at the pharmaceutical company Pfizer, as well as Vice President and head of global marketing for the smoking cessation product Nicorette at the pharmaceutical company Pharmacia. He has also served as CEO for Johnson&Johnson/Merck Pharmaceuticals' operations in France and his most recent position was Group President, International at Hologic Corp.

Education: MBA, Business School of Copenhagen

Holdings in Enzymatica: 279,453 shares, 250,000 employee warrants, 250,000 warrants.

Therese Filmersson

Born 1969. Deputy CEO and Chief Financial Officer.
Has worked for the company since 2018.

Therese Filmersson has extensive experience as CFO. Most recently, Therese was CFO and Deputy CEO at the Procurator Group, one of the leading Nordic wholesalers in protective clothing, sanitary goods and office materials. Before that, Therese worked at MTG (including CDON and TV Shop) an Bravida Syd. In addition to responsibility for financial issues, Therese has been responsible for HR, legal and strategic IT issues.

Education: M.Sc. Econ and B.A. in education, Lund University.

Holdings in Enzymatica: 375,000 shares.

Ann-Christine Provoost

Born 1967. Director Regulatory & Clinical Affairs.
Has worked for the company since 2016.

Ann-Christine has over 25 years of experience from various expert and management positions within regulatory affairs in the medical device industry, from both small and large enterprises such as Siemens, Medtronic, Bonesupport and EuroDiagnostica. Her experience includes all phases of global regulatory strategies, including executing strategies for market access for medical devices within all classes.

Education: Master of Science in Material Science, Royal Institute of Technology, Stockholm.

Holdings in Enzymatica: 0 shares.

Shareholding as of Dec. 31, 2023

Chris Czyrko

Born 1981. Commercial Director, has worked for the company since 2022.

Chris worked previously at Venture Life Group where he was Head of International Alliance Management, overseeing relationships with the company's partners. Before that he worked as International Commercial Manager and Supply Chain Liaison at BBI Group where he was responsible for partnerships in markets including Europe and North America.

Education: CIM Professional Post Graduate Diploma in Marketing, BA (Hons) International Marketing Management, University of Bournemouth.

Holdings in Enzymatica: 37,000 shares.

Claes Molin

Born 1966. General Manager, Iceland
Has worked for the company since 2022.

Claes has extensive experience from leading positions for production and supply chain operations within the pharmaceutical industry, including nine years within AstraZeneca. Most recently he served as Director of Operations Sweden at the Venture Life Group, which develops, manufactures and distributes OTC products in personal care. Claes has many years of experience from developing production and supply chain operations related to pharmaceuticals and medical devices.

Education: Natural science studies at the University of Gothenburg.

Holdings in Enzymatica: 85,023 shares.

Charlotte (Lotta) Andersson

Born 1972. Director Quality Assurance.
Has worked for the company since 2021.

Lotta Andersson has extensive experience of quality assurance in the life sciences, with a background in the medical device industry, pharmaceuticals and biotech, as well as in vitro diagnostics. She has held various positions working with the ISO 13485, GMP, GCP, GLP and ISO 17025 quality management systems. Lotta worked most recently at BioInvent, where she was Senior Quality Assurance Advisor. Before that, she held various quality management positions at companies such as Svar Life Science, Orifice Medical and Novozymes Biopharma Sweden.

Education: M.Sc. in Chemical Engineering, Lund Institute of Technology, and Ph.D. in Applied Biochemistry, Lund University.

Holdings in Enzymatica: 0 shares.

Shareholding as of Dec. 31, 2023

Communication Manager

Stefan Olsson has served as Communication Manager since July 1, 2021 and is co-opted to the management team. He has 25 years of experience advising private companies and public organizations. Holdings in Enzymatica: 20,830 shares.

Auditor

Deloitte AB is Enzymatica's auditor. Jeanette Roosberg is the lead auditor.

Jeanette Roosberg is an authorized public accountant and a member of FAR - the trade association for auditors and advisors. The auditor can be reached at Deloitte AB, Hjälmaregatan 3, Box 386, 201 23 Malmö.

Certified Adviser

Carnegie Investment Bank AB (publ) is Enzymatica's certified adviser and can be reached at certifiedadviser@carnegie.se

Financial Overview

(SEK thousand)	2023	2022	2021	2020	2019
Net sales, SEK thousand	50,904	48,948	57,243	111,245	61,306
Gross margin, %	63	58	58	68	73
Profit/loss for the year, SEK thousand	-49,728	-68,657	-45,393	-13,221	-40,979
Equity/assets ratio, %	61	72	80	66	81
Debt/equity ratio, times	0.6	0.4	0.3	0.5	0.2
Equity (SEK thousand)	76,609	126,293	124,972	106,649	119,203
Cash flow for the period, SEK thousands	-42,405	19,083	7,525	-5,468	-40,975
Net investments, SEK thousands	-730	-3,717	-6,133	-4,837	-866
Average number of employees	20	23	25	18	19
Number of shares at end of period	164,256,840	164,256,840	149,324,400	142,823,696	142,823,696
Earnings per share, basic and diluted, SEK[1]	-0.30	-0.44	-0.31	-0.09	-0.29
Equity per share, SEK	0.47	0.77	0.84	0.75	0.83

[1] Based on weighted average of the number of outstanding shares.

Definitions of – Alternative performance measures

Enzymatica uses alternative performance measures to increase understanding of the information in the financial statements, both for external analysis and comparison, and for internal evaluation.

Alternative performance measures are measures that are not defined in financial statements prepared in accordance with IFRS.

The following ratios are used:

Gross margin

Net sales for the period less costs for raw materials and supplies in relation to net sales. Gross margin shows earnings in relation to net sales and margin to cover other expenses, as well as profit margin.

Equity per share

Reported consolidated shareholders' equity divided by the number of outstanding shares. Shows the share of equity attributable to each share.

Earnings per share

Profit/loss for the year in relation to average number of outstanding shares. Shows the share of profit/loss for the year attributable to each share.

Earnings per share, diluted

Profit/loss for the year in relation to average weighted number of shares increased by the amount at full dilution. Shows the share of profit/loss for the year attributable to each share after taking potential shares such as warrants into account.

Debt/equity ratio

Total liabilities divided by shareholders' equity Shows the company's net debt and is used as a measure to measure debt and future financing needs.

Equity ratio

Equity as a percentage of total assets. Shows the share of equity in relation to total assets.

Net investments

Cash flow from investing activities Shows the amount used to invest in property, plant and equipment during the year.

Enzymatica's unique barrier technology protects people's health by creating a shield against viruses that cause colds and infections. The technology has been launched in products for better health in over 30 countries on four continents. Enzymatica's headquarters are located in Lund and the production facility is in Reykjavik.

Enzymatica

THE SCIENCE THAT PROTECTS

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