

## ArcticZymes Technologies Reports Q1 2025 Results: Record Customer Base Growth Lays Foundation for Long-Term Expansion

Tromsø, Norway, May 8th, 2025 – ArcticZymes Technologies (OSE: AZT) today announced its financial results for the first quarter of 2025, reporting total revenues of NOK 24.9 million and an EBITDA of NOK -3.7 million. While revenues declined year-on-year due to a temporary reduction in orders from a major OEM customer, the Company achieved an all-time high in customer numbers and order volumes—highlighting early progress in its commercial transformation strategy.

### Highlights:

- **Total revenue** for Q1 2025 was NOK 24.9 million, compared to NOK 30.0 million in Q1 2024.
- **Sales revenue** amounted to NOK 23.3 million, primarily affected by a NOK 9 million decline in orders from a major OEM customer in the Molecular Tools segment compared to Q1 2024. Excluding this customer, sales grew by 12% year-on-year.
- **EBITDA** was NOK -3.7 million, compared to NOK 2.3 million in Q1 2024, reflecting amongst others ongoing investments in commercial transformation, IT systems, and foreign exchange effects.
- **Record order activity**, with a total of **342 customer orders** in Q1 2025, up from 301 in the same period last year. Orders were split between **Biomanufacturing (205)** and **Molecular Tools (140)**, with some orders containing products from both portfolios.
- The number of **Biomanufacturing orders increased by 25%**, while **Molecular Tools orders rose by 3.7%**, compared to Q1 2024.
- **Biomanufacturing momentum** continues, with 107 biomanufacturing customers in Q1 and 227 unique customers over the past 12 months—both all-time highs.
- **U.S. market acceleration**, with a 25% year on year sales increase, driven by increased activity in the cell and gene therapy (CGT) segment, particularly on the East Coast.
- **Strategic adoption** of SAN HQ enzymes by a new U.S.-based CDMO for AAV manufacturing, with an additional CDMO currently evaluating M-SAN for integration in the second half of 2025

### **Commercial transformation strategy laying the groundwork for long-Term growth**

ArcticZymes' commercial transformation continues to gain traction. A growing and increasingly diversified customer base, particularly within biomanufacturing, is laying the foundation for long-term growth. The Company's strategy of engaging customers early in their process development is proving effective, especially as enzyme adoption during the early stages of platform design tends to result in long-term integration and recurring business. CDMOs, therapeutic and diagnostic developers standardizing AZT enzymes in their manufacturing workflows represent a key growth lever.

*"There are early signs that our transformation efforts are beginning to pay off. In Q1, we achieved an all-time high of 227 unique biomanufacturing customers over the past year, with*

*107 in the first quarter alone. We also saw a 21% year-on-year increase in biomanufacturing sales. The total number of customer orders reached 342—our highest ever—and we saw strong growth in Biomanufacturing. Importantly, a new CDMO partner in the U.S. has standardized SAN HQ in their AAV manufacturing protocols, opening exciting long-term opportunities. These milestones confirm the growing market traction of our offering and position us well for sustainable growth.”* Commented Michael Akoh, CEO of ArcticZymes Technologies.

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#### **Presentation and Webcast**

The Company will host a virtual Q1 2025 presentation for investors, analysts and media at 8:30 CET on Thursday, May 8, 2025.

The presentation will be given by CEO, Michael Akoh, VP Sales and Marketing Paul Blackburn and CFO, Børge Sørvoll.

The presentation can be followed as a live webcast from Hegnar TV on [https://channel.royalcast.com/landingpage/hegnarmedia/20250508\\_9/](https://channel.royalcast.com/landingpage/hegnarmedia/20250508_9/) or [www.arcticzymes.com](http://www.arcticzymes.com). It will be possible to post questions through the webcast console.

The report for Q1 2025 will be available on [www.newsweb.no](http://www.newsweb.no) and on the company's homepage [www.arcticzymes.com](http://www.arcticzymes.com) from 07.00 CET on Thursday, May 8, 2025.

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#### **About ArcticZymes Technologies ASA**

ArcticZymes Technologies is a Norwegian life sciences company focused on the development, manufacturing and commercialization of novel recombinant enzymes for use in molecular research, In Vitro Diagnostics (IVD) and biomanufacturing.

Listed on the Oslo Stock Exchange since 2005 originally under the [AZT] ticker. Its headquarters are based in Tromsø, Norway, at the SIVA Innovation Centre.

ArcticZymes Technologies' IP and capabilities are protected via a large portfolio of patents.

For more information, please visit the website: [www.arcticzymes.com](http://www.arcticzymes.com)