



The Enzyme Experts

Nordic Small & Mid Cap Seminar 2025
Handelsbanken

June 4, 2025
CEO Michael Akoh
CFO Børge Sørvoll



ArcticZymes
Technologies

Overview

Positioned for Profitable Growth in Biotech

Worldclass Products

- Provide novel enzymes for advanced therapies and molecular diagnostics
- Strong reputation in Molecular Tools and Bioprocessing segments

Segment & Customers

- Targeting segments with high growth potential
- Customers are life science tools, CDMO, Pharma and Biotech companies

Talent & Culture

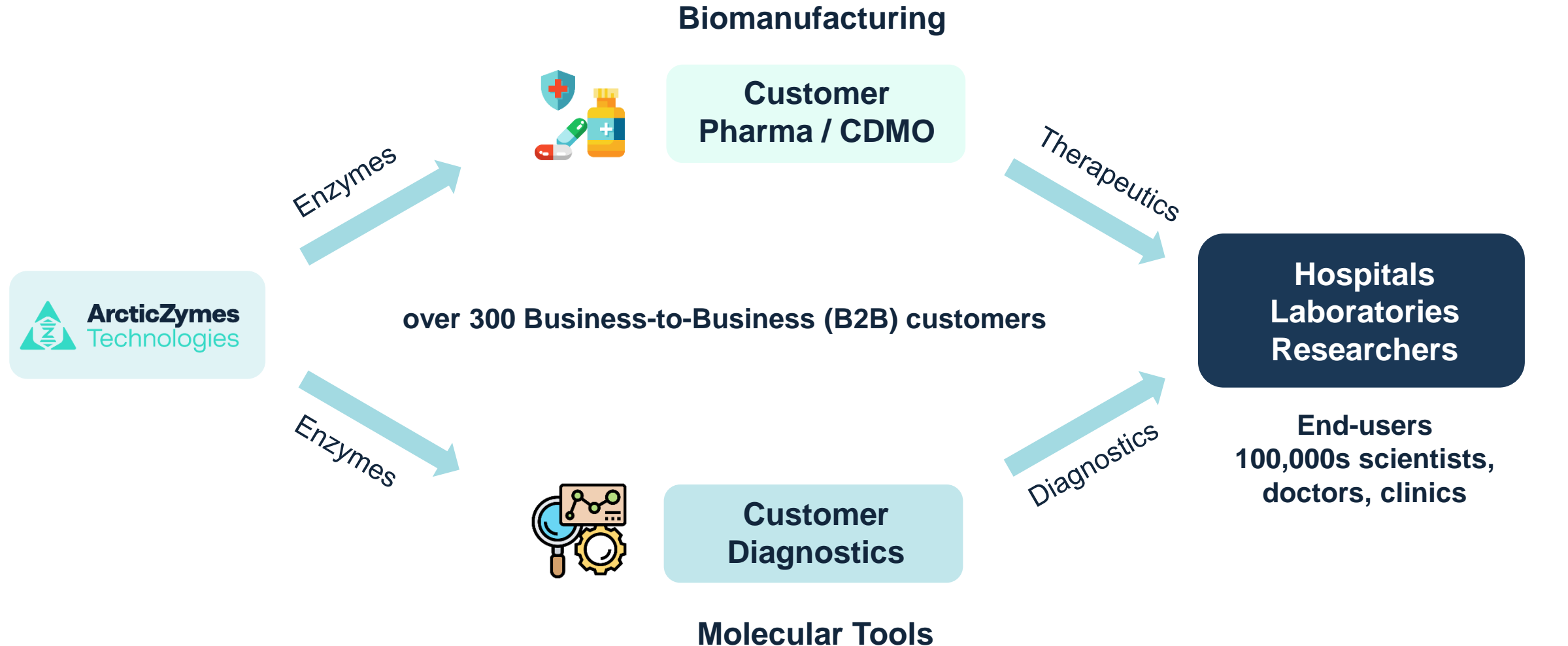
- Management team committed to creating a culture where exceptional innovation thrives
- World class R&D team
- Strong manufacturing capabilities complying to ISO13485 and GMP
- 53 employees, HQ in Tromsø
- Direct sales in US & Europe – more than 90% of business

Strong Financials

- Margins > 90% all products
- Recurring revenue streams – sticky business
- Sales of 108 MNOK (2024)
- No debt – 240 MNOK in Cash reserve
- Listed on the Norwegian Stock Exchange

B2B Value chain

Biomanufacturing and Molecular Tools customers



Growing Markets

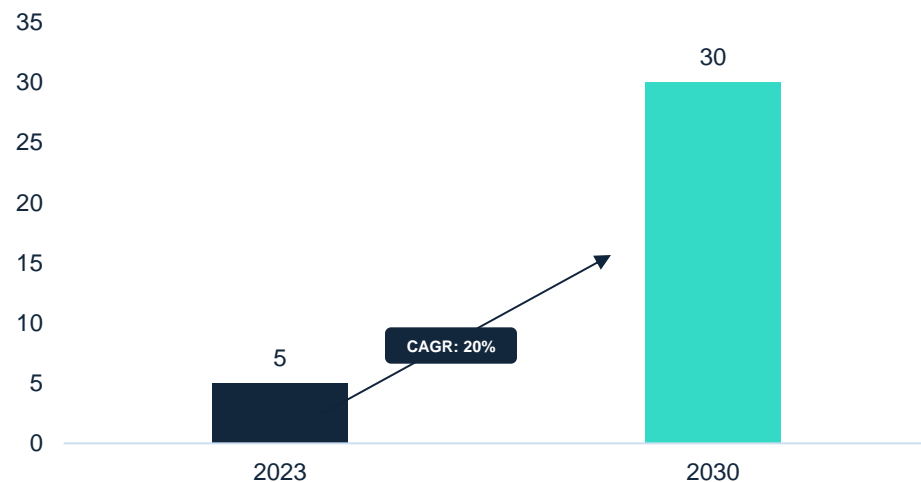
Targeting high-growth Biomanufacturing and Molecular diagnostics segments

Biomanufacturing

Focus on Cell & Gene Therapies

- Enzymes (Nucleases) utilized in the production process of gene therapy (viral vectors)
- FDA expects more 200 INDs/year and 10-20 approvals/year from 2025 within CGT

Market Size 2023-2030

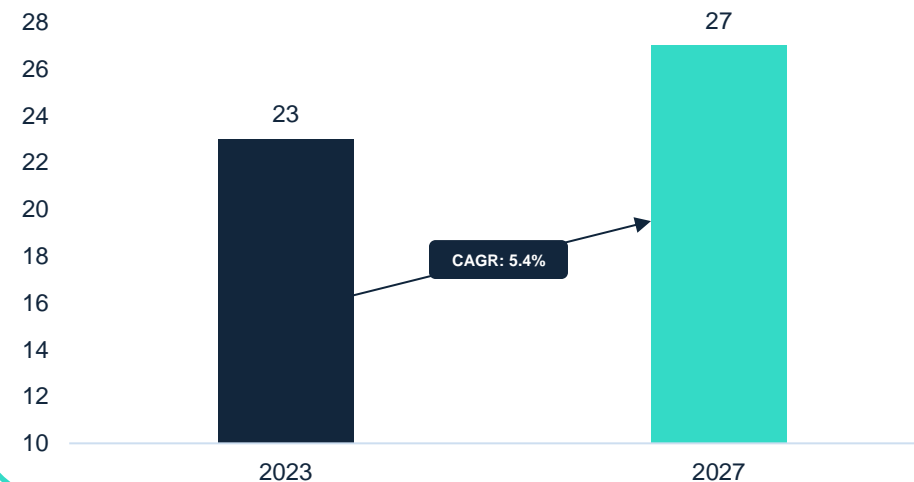


Molecular diagnostics / research

Enzymes for driving assay technologies and innovation

- New technologies and chemistry driving growth
- Increasing Compliance
- Infectious diseases prevalence increasing

Market Size 2023-2027



Best-in-class Enzymes

Custom and OEM solutions – to meet customer's needs

Biomanufacturing (Therapeutics)

Viral vector, gene therapy and protein production

Removal of nucleic acids during protein production, vaccine manufacturing and viral vector preparation.



SAN HQ
SAN HQ GMP



M-SAN HQ

Molecular Workflows (Research & Molecular Diagnostics)

Sample Isolation

Ensure free nucleic acids, readily available for amplification, by removal of interfering proteins.



ArcticZymes Proteinase

Enrichment

Increase ability to detect your target, by removal of unwanted nucleic acids and carry-over contamination



HL-dsDNase



Cod UNG

Amplification

Perform sensitive amplification of your target with isothermal amplification (i.e., LAMP) or PCR



IsoPol® Polymerases



AZtaq™ DNA
Polymerase



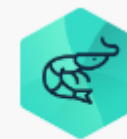
AZscript™ Reverse
Transcriptase



T7 Polymerase

Modification and
Downstream Analysis

Accurate and reliable analysis by Sanger sequencing or NGS



Shrimp Alkaline
Phosphatase



T4 DNA Ligase



Exonucleases



R2D Ligase

Strategic priorities

From Strong Fundamentals to Sustained Growth

Short Term

1

Customer Centric Transformation

Commercialization – build customer base

Channel development through partners (CDMO/Distribution)

Lead generation focus – DNA Break up campaign

2

GMP upgrade of current enzymes

Ability to expand usage in more drug development phases
M-SAN HQ GMP in development – 2 down / 1 to go

3

Build Advanced therapies biomanufacturing pipeline to broaden and diversify portfolio

RNA restriction enzyme in development – ET-N1

Partnership exploration - GTM and portfolio expansion

Long Term

1

Develop/commercialize new Molecular Tools enzymes

Sample preparation and amplification

2

Operational Scalability

Continue scaling production capacity

3

M&A Opportunities

Build portfolio

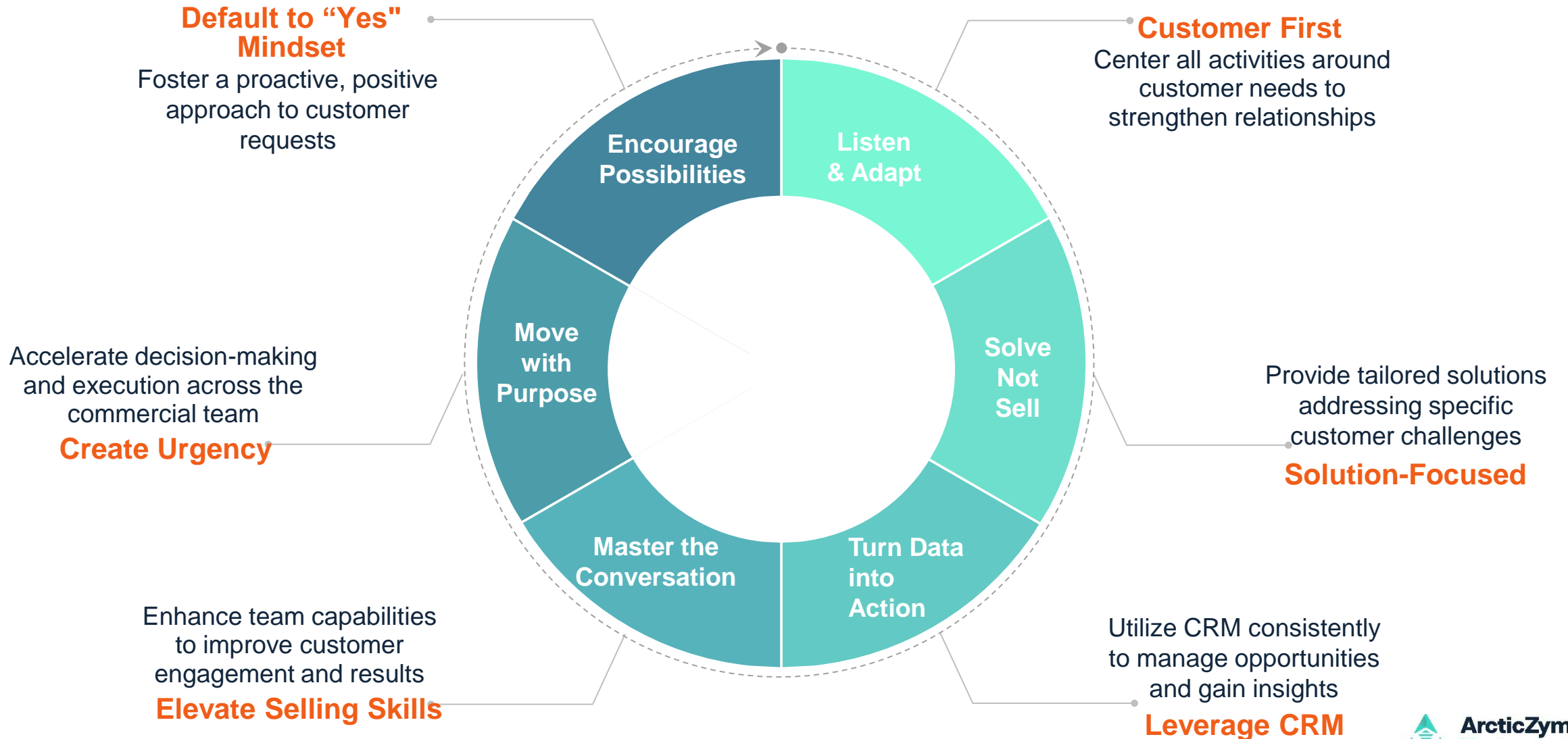
Strengthen manufacturing capabilities

Enhance commercial channels



Customer Centric transformation

Evolving Commercial Processes and Culture



Q1 2025 – All time high in customer numbers

Early indication of customer centric transformation

Unique customers reached their highest level in recent years, driven by biomanufacturing growth

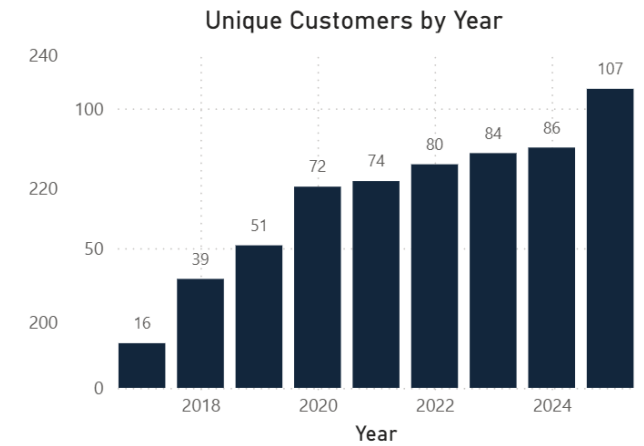
Biomanufacturing

- Orders increase, customer base continues to grow across NA and EMEA
- Increase in both opportunities made and customer pipeline stage progression

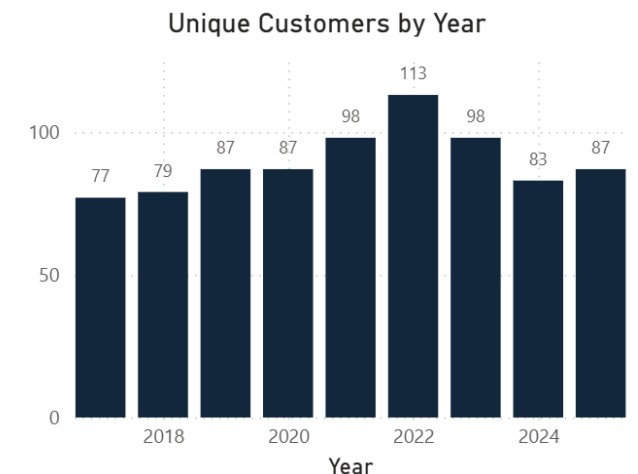
Molecular Tools

- Orders and customer base contracting, with stable AOV
- Lower demand from key Life Science and Diagnostic customers impacted sales

Biomanufacturing Q1



Molecular Tools Q1



A close-up photograph of a female scientist with brown hair tied back, wearing a white lab coat and clear safety goggles. She is looking intently through the eyepiece of a white and black microscope. The background is a blurred laboratory setting with blue equipment.

Partnerships Biomanufacturing



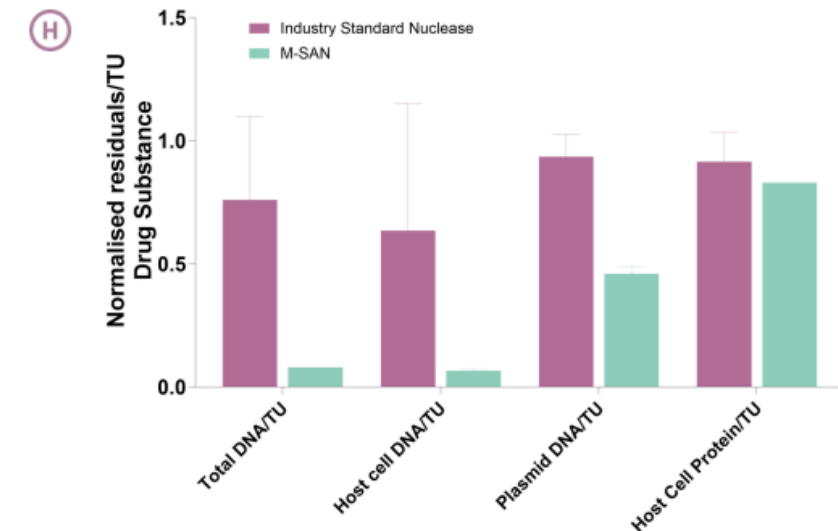
CDMO opportunities

Becoming the standard nuclease on a CDMO platform

- Trend in the CGT space - a return to the CDMO model
- Through partnerships with CDMOs we will expand our reach significantly into several projects/clients
- M-SAN and SAN has been tested in an initial studies with good data outcome at CDMOs
- M-SAN enhances
 - Downstream recovery
 - Reduces DNA contamination
 - Minimizes vector aggregation, leading to cleaner, higher-quality lentiviral vectors
- Two CDMOs starting Q2/3 to implement SAN on their platforms

M-SAN demonstrated superior performance compared to the Industry Standard Nuclease when integrated into OXB's LV production process.

- Lower pressure during clarification after M-SAN treatment in the bioreactor (See Figure D).
- Higher Tangential Flow Filtration (TFF) flux rates (see Figure E).
- Comparable functional titre through downstream processing (See Figure F).
- Effective removal of total, host cell and plasmid DNA following M-SAN treatment in the bioreactor (See Figure G).
- Reduced DNA contaminants in the drug substance (See Figure H).
- Similar particle size in the drug substance after M-SAN incorporation (See Figure I).





Future portfolio - Diversification

RNA based therapeutics

Targeting a broader Advanced Therapies Market

- Enzymes are **key** in development, analytics and manufacturing process of mRNA
- AZT is now exploring **new innovations** in the field of RNA therapeutics through RCN funded collaboration project.
- First major innovation is a sequence specific RNA cleaving enzyme enabling controlled fragmentation of RNA
- First patent filed February 7, 2023** – further filing ongoing to secure broader IPR and lead market
- Multiple applications are possible, currently testing use for improving analytic methods for mRNA
- In contact with numerous companies** with ongoing testing at 7 sites

Nucleic Acids Research, 2024, **52**, e90
<https://doi.org/10.1093/nar/gkaf779>
Advance access publication date: 13 September 2024
Methods

50TH
ANNIVERSARY

OXFORD

Using nucleolytic toxins as restriction enzymes enables new RNA applications

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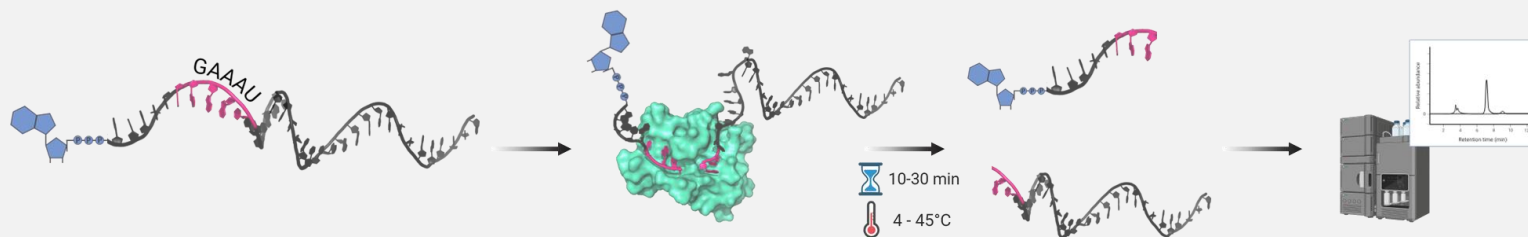
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Due to its large size, mRNA needs to be fragmented prior to analysis e.g. using LC-MS. ET-N1 can speed up and simplify the cleaving process prior to analysis.



Outlook 2025

The market

- Opportunities plentiful in a dynamic macroeconomic environment
- Dialogues with Biomanufacturing customers are many and positive
- Still ground to cover – SAN is still new to many

Customer centric transformation:

- Customer base is expanding – new all time high
- Will continue to invest in organization and activities

CDMO platform partnerships:

- Platform implementation at two CDMOs
- Working on onboarding more

Product portfolio expansion:

- New GMP grade nuclease will be launched mid 2025
- RNA restriction enzyme ET-N1 has entered development phase

Confident in our ability to execute on our strategic priorities and create shareholder value

Thank you