



DNB Carnegie Nordic Healthcare Conference

November 25, 2025
CEO Michael Benjamin Akoh



ArcticZymes - What We Do

Mission and vision

Vision

To be the most **trusted partner** in enzyme-driven innovation - **powering breakthroughs** in molecular diagnostics, research, and advanced therapies workflows

Mission

We develop **cutting-edge** enzymes that **enable our customers to innovate** and deliver advanced therapies, accurate diagnostics, and sustainable healthcare solutions. Through **close collaboration**, we help them bring meaningful impact to patients worldwide

How

We **work side by side with our customers** to understand their challenges deeply. This insight shapes a focused enzyme portfolio designed to **solve real-world problems**. Our tailored solutions drive progress in molecular diagnostics, research, and advanced therapies



Who We Are

Trusted enzymes for the world's most critical molecular and advanced therapy workflows

Worldclass Products

- Provide novel enzymes for advanced therapies and molecular diagnostics
- Strong quality and performance reputation in Molecular Tools and Bioprocessing segments
- High quality unique enzymes that improves customers workflows and solves critical challenges
- Product portfolio has wide range of applications

Segment & Customers

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

Customer centric

- Management team committed to creating a culture where exceptional innovation thrives
- Strong manufacturing capabilities complying to ISO13485 and GMP
- 53 employees, HQ in Tromsø
- Direct sales in US & Europe
- Distribution partners in APAC
- Sales partnership with Brenntag

Strong Financials

- Strong financial foundation
- Margins > 90% all products
- Recurring revenue streams – sticky business – “design in products”
- Revenue 108 MNOK (2024)
- No debt – 258 MNOK in Cash reserve
- Listed on the Norwegian Stock Exchange

The Markets We Serve

Biomanufacturing and Molecular Tools customers

Biomanufacturing



**Customer
Pharma / CDMO**

Enzymes

Therapeutics

Business-to-Business (B2B) customers

**Hospitals
Laboratories
Researchers**

**End-users
100,000s scientists,
doctors, clinics**

Diagnostics

**Customer
Diagnostics**

Molecular Tools



Enzymes



Strategic Overview

Growth optionality through a focused strategy

AZT 2026 – Growth Through a focused Customer Centric Strategy



Transformation

- Transition from a product-oriented enzyme supplier to a customer-driven solutions partner
- Scale to meet global demand and evaluate inorganic growth opportunities



Molecular tools

- Expand NGS-focused enzyme portfolio
- Strengthen leadership in metagenomics



Biomanufacturing

- Accelerate adoption in viral vector workflows
- Deepen integration with CDMO manufacturing platforms
- Expand into new applications and protect IP



RNA Market

- Establish AZT as RNA brand with ET-N1
- Build portfolio to serve mRNA markets
- Exploration of GTM partnerships for faster market access



Channel

- Increase direct sales coverage
- Expand and activate distributor partner network



The Products We Provide

Driving innovation in biomanufacturing and molecular workflows

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 GMP



SAN HQ Neo GMP

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



HL-SAN



dsDNase

Amplification

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



IsoPol® Polymerases



AZtaq™ DNA
Polymerase



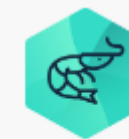
AZscript™ Reverse
Transcriptase



T7 Polymerase

Modification and Downstream Analysis

Accurate and reliable analysis by Sanger sequencing or NGS



Shrimp Alkaline
Phosphatase



T4 DNA Ligase



Exonucleases



R2D Ligase



Growth Optionality and Sales Development

Exclusive Partnership with Brenntag

ArcticZymes' enzyme innovation meets Brenntag's commercial scale

What?

Exclusive distribution partnership

for Salt Active Nuclease (SAN)
across Europe

Continued direct sales

ArcticZymes retains direct sales
to strategic & key accounts

Why?

Strategic alignment:

Combines Brenntag Pharma's
life-science focus with
ArcticZymes' channel strategy

Expanded reach

Leverages Brenntag's extensive
European network within biotech
& CDMO markets

Brand amplification

Brenntag will market
ArcticZymes-branded enzymes,
enhancing visibility & reinforcing
the brand across the portfolio

Impact?

Improved customer access

Greater sales touchpoints and
capacity to serve growth market

Drives commercial execution

Accelerates SAN adoption in
advanced biomanufacturing

Builds long-term growth platform

A shared commitment to
sustainable European expansion

Unlocking a Major New Diagnostics Market

Enzymes enabling clinically clear, same-day metagenomics at scale



Clinical Painpoint

- PCR misses key pathogens
- Host DNA blocks metagenomics
- **SLOW DIAGNOSTICS = DELAYED CARE**

The Market Need

- One-test, all-pathogen detection
- Same-day answers - not days
- Solutions that work in real clinical workflows

The Breakthrough

- THE FIRST <7-hour pan-pathogen protocol published
- Clinically validated in real ICU samples
- Powered by ArcticZymes nucleases – M-SAN

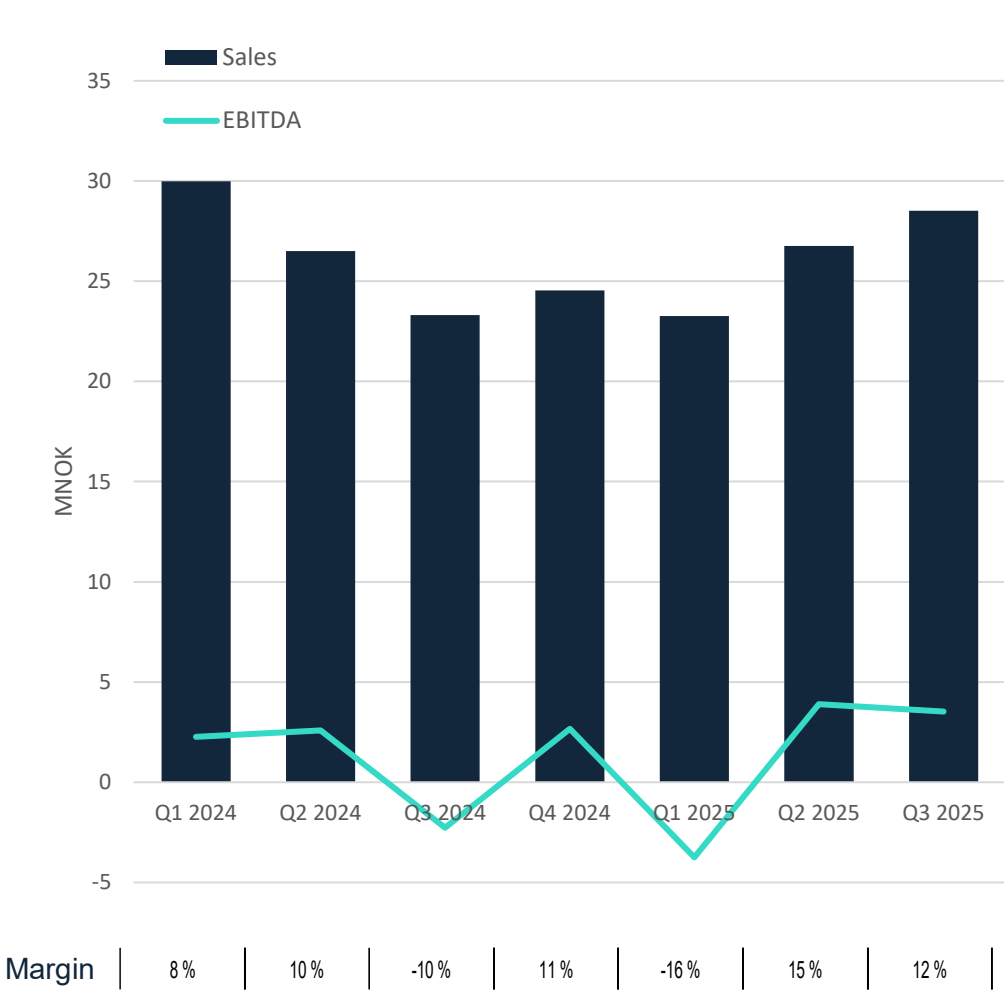
Why ArcticZymes

- We remove the host-DNA bottleneck
- 10 yr KOL relationships with assay developers
- One-tube, automatable workflows
- Fastest path to same-day metagenomics

The Commercial Opportunity

- Rapidly expanding market
- Growing demand from hospitals and kit makers
- Positioned as the enzyme backbone of metagenomics

Growth and profitability



	Q3		YTD	
	2025	2024	2025	2024
Sales revenues	28,5	23,3	78,5	79,8
Other revenues	1,2	0,8	5,0	1,9
Sum revenues	29,8	24,1	83,6	81,7
Cost of materials	-0,6	-4,7	-2,7	-7,2
Change in inventory	-0,1	3,7	-0,4	2,8
Personnel expenses	-18,9	-16,2	-51,3	-47,1
Other operating expenses	-6,7	-9,1	-25,4	-27,6
Sum expenses	-26,2	-26,4	-79,9	-79,1
EBITDA	3,5	-2,3	3,7	2,6
Depreciation and amortisation	-2,2	-1,5	-6,7	-4,5
EBIT	1,3	-3,7	-3,0	-1,9
Net financials	2,3	1,8	6,6	7,4
EBT	3,6	-2,0	3,5	5,5



Outlook 2025

Biomanufacturing

- Brenntag partnership is expected to be a long-term growth driver
- CDMO partnership accelerating – close to 200% growth at one partner

Molecular Tools

- Major partner back on track - >10% growth from other key accounts in Q3, signaling renewed momentum
- M-SAN adoption expanding, now integrated in several metagenomic protocols => 81% growth YTD

Strategic Focus Ahead

- Broaden application of existing enzyme portfolio
- Develop RNA-focused solutions to support emerging therapeutic workflows where enzyme demand is significant
- Onboard more CDMOs
- Manage and drive direct and indirect sales channels to broaden reach

Thank you