



# ZymIQ enters the next phase...

We have now accumulated solid knowledge of the needs of the market for the various product areas and have begun to focus more on selling and delivering unique enzyme-based products for humans and animal welfare.

#### 1 Jan – 31 March 2025

- Net sales amounted to SEK 812 thousand (416)
- Loss after tax amounted to SEK -2,063 thousand (-2,179)
- Earnings per share amounted to SEK -0.24 (-0.30)
- Cash and cash equivalents amounted to SEK 2,257 thousand (724)

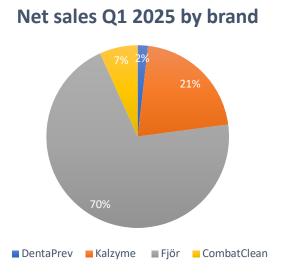
# Significant events during the reporting period

- Kalzyme<sup>™</sup> has participated in Sweden's largest dog fair, MyDog in Gothenburg
- The issue ended 28/3 2025
- ZymIQ Biopharma participated in AMR Conferense in Basel
- ZymIQ's enzyme technology has been shown to be effective against difficult-totreat mycobacteria in a preclinical in vivo study
- Kalzyme<sup>™</sup> has received its first order in Thailand
- Kalzyme™ K9 Dental Spray has been added to the™ CombatClean product portfolio
- ZymIQ has sent out its first press releases via the portal MFN
- CombatClean<sup>™</sup> has secured the first orders within NATO after attending the Enforce Tac
   Law Enforcement and Defence Fair in Nuremberg, Germany
- Kalzyme has been launched in Denmark and strengthened its presence in Sweden via VetApotek
- Fjör™ has launched a new body moisturizer

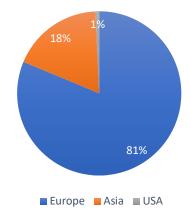
# Significant events after the reporting period

- Kalzyme<sup>™</sup> and the local distributor, the Floof Company, have participated in the PetExpo trade fair in Singapore
- "Börsvärlden" follows ZymIQ in three different articles in 2025
- Two more Fjör products are fully formulated
- Evaluation of Clean Teeth Enzyme Tab together with Nässjö municipality's elderly care has been completed
- New sale of Clean Teeth Enzyme Tab for soldiers and Kalzyme<sup>™</sup> K9 for military service dogs to Hungary





Net sales Q1 2025 by geographical area



#### Quarterly financial performance

All amounts in SEK thousand	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
Net sales	812	269	268	328	416	984	17	1 427	386
Gross profit/loss	240	44	213	157	340	773	-183	1 030	150
Gross margin in %	30%	16%	79%	48%	82%	79%	-1076%	72%	39%
Operating profit/loss	-2 104	-2 764	-2 942	-3 136	-2 205	-2 441	-2 695	-1 575	-1 539
Profit/loss for the period	-2 063	-2 610	-3 008	-3 157	-2 179	-2 372	-2 647	597	-3 653
Cash flow	-932	2 171	-3 951	4 245	-427	-3 218	-3 017	-2 088	-2 313

#### Financial overview

All of our products that are now on the market represent a paradigm shift with new and advanced enzyme technology. We now notice that customers and consumers have opened their eyes to these unique news and sales are increasing even from low levels at the rate we predicted.

"Our platform with different business models tied to different segments and concepts will generate the expected leverage as soon as all the pieces of the puzzle have fallen into place"

Michael Edelborg Christensen CEO ZymIQ Technology



# Comments from the CEO

The past quarter has been another step forward in ZymIQ's strategic



development. During the period, we completed a capital raise where, despite global uncertainty, we managed to raise SEK 23.8 million - a clear confirmation of confidence in our vision and business model. That said, we have had challenges with two major investors who have not yet paid for their subscribed shares. The Board of Directors has therefore decided to close the issue and issue shares to those who have subscribed for and paid for it. We will continue to chase the outstanding payments with the means available.

I choose to always see the opportunities and focus on what we can actually influence: building long-term value, strengthening confidence in our business and laying the foundation for sustainable growth. Interest in ZymIQ is growing, not least from European and American institutional investors. As the next step, we are therefore planning a directed share issue.

We are aiming for an IPO in the fourth quarter of 2025 – a natural step in our growth journey and an important milestone that requires both preparation and precision. We build ZymIQ with a holistic perspective where technology, business model, team and culture interact. It takes time to shape something that lasts over time, but we are now seeing clear signs that more pieces of the puzzle are falling into place.

Our focus is to shape an organization that is ready to scale. We are confident that when all the pieces are in place, the leverage will be tangible.

A particularly pleasing news during the quarter was the first NATO-related orders for our enzyme-based toothbrushing tablet, Combat Clean. It is both an important milestone and a strong recognition - the product proves its effectiveness in the most demanding environments where hygiene and sustainability are crucial.

Our enzyme-based animal health products, Kalzyme, have now been launched in both Denmark and Thailand, and we have also deepened our relationships with Swedish veterinarians – important steps to further strengthen our position in the market.

Every new customer, every regulatory approval, every progress - big and small - brings us closer to our vision. At the heart of our belief is that enzyme-based solutions can make a real difference for both humans and animals.

It is a privilege to lead ZymIQ through this exciting phase.

Michael Edelborg Christensen CEO, ZymIQ Technology AB



## **Business Overview**

#### About the Company

ZymIQ is an innovative Life Science group, founded in 2020, by scientists, veterinarians and entrepreneurs.

**ZymIQ Technology AB** focuses on smart enzyme technology in health products intended for both humans and animals.

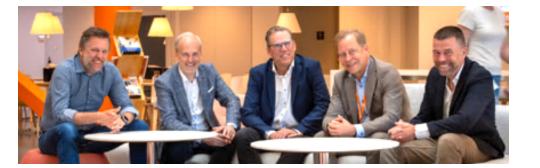
**ZymIQ Biopharma AB** is a wholly-owned subsidiary that develops the next generation of antimicrobial products using enzyme and phage technology that are more effective and less harmful than traditional treatments. In this way, ZymIQ is fighting the global threat of increased antibiotic resistance by developing new solutions that can potentially replace or complement future antibiotic treatments.

ZymIQ is headquartered at Medicon Village in Lund, Sweden, and also has offices in Virginia, USA, as well as in Singapore and Malaysia.

#### Introduction to the Company's operations

ZymlQ has developed two unique research platforms to prevent current infections. ZymlQ's first platform protects healthy skin and mucous membrane, while the second platform fights ongoing current bacterial infections. Here, the enzymes act as high-precision tools that can target unwanted pathogens, while keeping the microbiome healthy and intact. With the potential for unique synergy effects, the platforms have the potential to deliver products that can replace conventional antibiotic treatment and thereby reduce the risk of antibiotic resistance.

In addition to advanced research, ZymlQ develops fast-moving, enzyme-based consumer products in cosmetics, several of which are already on the market. DentaPrev (www.dentaprev.com) is an innovative brand in oral care that uses enzymes to prevent malignant bacteria from causing plaque, tartar and bad breath. Kalzyme (www.kalzyme.com), for dental and skin care in animals, prevents microbial adhesion and irritation to the skin and mucous membranes and accelerates the healing process. ZymlQ also has a partnership with the high-profile skincare brand fjör (www.fjor.life), which exclusively uses the company's technology platforms for the development of new products.







## DentaPrev

DentaPrev offers gentle and effective dental care that improves oral hygiene with the help of enzymes. With high-quality ingredients and enzymes, DentaPrev helps fight plaque, tartar, and bad breath. The portfolio includes dental spray and enzyme tablets.

#### Clean Teeth Enzyme Tab



**Description**: Clean Teeth Enzyme Tab is a new revolutionary tablet that contains a powerful enzyme blend. Clinical studies have shown that these lozenges can significantly reduce plaque while balancing the microbiome. Clean Teeth Enzyme Tab is equivalent to about 60 seconds of brushing when taking three tablets per day.

Clean Teeth Enzyme Tab is thus an optimal solution for the elderly, who have difficulty brushing their teeth mechanically. It's also perfect for people on the go, anytime and anywhere, where access to a toothbrush, water or rinsing is lacking, or for those who simply want to take their oral hygiene to the next level. The product has been developed in collaboration with one of the world's leading enzyme companies.

**Status:** During the quarter, new marketing material was developed, aimed at both active private individuals and older target groups (the image above shows a draft of the front page of the material aimed at active users). Currently, we focus mainly on elderly care at selected municipal and private nursing homes, where feedback is collected from both users and healthcare professionals. The goal is to launch a complete

concept for oral care routines in the next step, which includes both Enzyme Tab and Dental Spray. The products are also already approved for launch in both the US and China.



#### DentaPrev Dental Spray

**Description**: DentaPrev Dental Spray is used to clean teeth and gums, maintain good oral hygiene, and freshen your breath throughout the day. The product improves your oral hygiene by creating a multifunctional barrier that prevents the adhesion of bacteria. At the same time, the oral microbiome is balanced.

The unique design of the bottle is adapted to the user's needs, where it should be easy and convenient to improve both their own and others' oral hygiene. The spray is intended for children, adults and the elderly for smooth, effective and gentle oral care.

**Status**: During the last quarter, we have mainly focused on following up established contacts in the senior and elderly care segment. We currently have a sponsored article on seniorval.se, the largest platform for seniors, with a customer story that shows how DentaPrev Dental Spray can contribute to good oral hygiene. DentaPrev is also marketed in seniorval's own social channels.

Oriola, which stocks DentaPrev Dental Spray, reaches a wide customer base, including pharmacies, e-commerce, retail and dental clinics. During the quarter, they have highlighted DentaPrev in their large newsletter and we are now following with excitement the response and the interest it generates.



Above: advertisement with DentaPrev in Oriola's latest newsletter. Right: article on seniorval.se. Read the full customer story here: <u>https://seniorval.se/inspiration/sa-fick-lena-berom-av-sin-tandlakare</u>







# CombatClean

The CombatClean brand has been developed to provide enzyme-based health products specifically adapted for military personnel and emergency services. Currently, the range includes Clean Teeth Enzyme Tab and Kalzyme K9 Dental Spray for service dogs. The ambition is to also include DentaPrev Dental Spray in the range.

#### Clean Teeth Enzyme Tab



**Description:** Clean Teeth Enzyme Tab focuses on the military and armed forces where dental disease is one of the most common non-combat-related injuries during military operations, with 150-200 acute dental cases per 1,000 people annually in active duty forces. Dental problems often lead to staff having to be evacuated from their assignments, resulting in loss of time and strain on resources and negatively affecting operational readiness. CombatClean can play an important role in this by offering efficient and flexible dental care for the personnel out in the field.

**Status:** We see a growing interest in CombatClean, which was launched at the Enforce Tac trade fair in Nuremberg in the last quarter - an important



#### De gör pengar på militär munhälsa

17 mars 2025 | Zymic | Michael Ede



Life science-bolaget Zymiq har landat de första ordrarna av en ny produkt riktad till militären. Det handlar kort och gott om "enzymbaserad tandborstning".

meeting place for actors in defense and security. The participation resulted in our first orders from customers in NATO countries – an important milestone for our establishment in the segment. The response has also been positive from other fairs where products have been handed out for evaluation, and we see good opportunities for continued business development in the area.

Above right: Latest article for CombatClean Enzyme Tab at Rapidus. Below: Kalzyme K9 Dental Spray has now also been integrated into CombatClean's product portfolio.

CombatClean KALZYME K9 DENTAL SPRAY Supporting

Optimal Oral Hygiene Maximize your k9's potential

- Easily helps dog handlers take control of their K9's oral health
- / Helps reduce the risk of dental issues, which in turn lowers the likelihood of related health complications
- Save costs on dental and medical care
- Always available thanks to its pocket size
  Gives stronger focus on tasks at hand, less on dental care





# Kalzyme

Kalzyme is developed by veterinarians and animal health scientists. Kalzymes' unique enzyme technology is specifically developed to strengthen the natural defenses and reduce the risk of growth of harmful bacteria by breaking down biofilms. The product portfolio includes three products in the form of Dental Spray, Dermal Spray and Dermal Gel. Additional products are under development. Kalzyme is currently available for sale in the Southeast Asian markets and in Sweden and has been launched for veterinarians in the US in the fall of 2024.



#### Kalzyme Dental Spray

**Description:** Kalzyme Dental Spray is a dental spray for dogs and cats. Dental Spray helps to counteract plaque and tartar build-up while supporting a healthy bacterial flora in the mouth and providing fresh breath.

#### Kalzyme Dermal Spray & Gel

**Description:** Kalzyme Dermal Spray and Gel creates a soothing protective film around skin irritations, hotspots, redness and itching. At the same time, the skin is exfoliated and moisturized.

**Status Kalzyme:** Kalzyme has now taken a step into the Danish market, as VetApotek has launched Kalzyme's entire product range in its Danish and Swedish online pharmacy. In connection with the launch,

campaigns are carried out in collaboration with Agria Denmark, where both new and existing customers are offered exclusive discounts on Kalzyme Dental Spray. During the month of April, which Agria celebrates as "Dog Month", Kalzyme is an important part of their campaign range and will also be mentioned during their webinar focusing on dental care for dog owners.

VetApotek, part of Evidensia Veterinary Care, offers carefully selected products for pet care and veterinary medicine. Through this partnership, even more animals in both Sweden and Denmark will have the opportunity to take advantage of Kalzymes' innovative enzyme products that promote both skin and dental health.



Above: Campaigns together with VetApotek and Agria Denmark



#### PARTNERSKAP

#### Fjör

**Description**: fjör is a skincare brand designed for simplicity in daily skincare with a focus on science and results. It contains a hydrolytic enzyme and is developed by us at ZymIQ.

**Status:** Today, fjör has two launched products developed together with ZymIQ in the form of a serum that has been on the market since 2022. During the quarter, a body moisturizer was also produced and is now part of their product range.

Right: Production of latest fjör body moisturizer







# **Financial information**

#### Company information

ZymlQ Technology AB (publ), corporate identity number 559279-3631, is a Swedish-registered limited liability company with its registered office in Lund, Sweden, and which is the parent company of the ZYMIQ Group. The address of the head office is Scheeletorget 1, 223 63 Lund. Wholly owned subsidiaries are ZymIQ Biopharma AB, Lund, Sweden and ZymIQ Animal Health LLC, Virginia, USA. The company is also represented through offices in Singapore and Malaysia.

#### Share

ZymIQ Technology AB (publ) intends to be listed on Nasdaq First Growth Market. ISIN code: SE0016074306.

The number of shares at the end of the period was 8,556,250. All shares are of the same class and have the same voting rights.

#### Scope of the report

This year-end report covers the period from 1 January 2025 to 31 March 2025. All information in the report relates to the ZymIQ Group.

#### Organization

At the end of the period, the Group has 12 employees, of which 8 are women and 4 men.

#### Research and development

The development work is run in-house. The development work is focused on new development and further refinement of the current product portfolio.

#### Disputes

ZymlQ Technology is not a party to any legal dispute or arbitration. Nor is the Board aware of any circumstances that could lead to any such legal process being imminent.

#### Insurance

ZymIQ Technology has customary business insurance that also includes product liability coverage. The insurance cover is subject to continuous review. The Board of Directors assesses that the business insurance is adapted to the current scope of the business.

#### **Risk factors**

ZymIQ Technology was formed in 2020. The company's contacts with both customers and suppliers are relatively short. A short history of operations can be expected to lead to an increased sensitivity to changes in the outside world. The short operating history also makes it more difficult to evaluate growth power and profitability targets. The risks that are primarily assessed to affect the company can be divided into market-related and company-specific risks. The market-related risks mainly consist of uncertainty regarding capital raising, market developments, political climate, competition, and suppliers and production. In addition to the short history, the largest companyspecific risks are also found in clinical studies, organizational development, development costs, product liability and intellectual property rights.



# Conditions for continued operation

This financial information has been prepared based on the going concern assumption. ZymIQ Technology has historically reported losses. In preparing the communiqué, management has based its assumptions on existing cash and cash equivalents, increased sales and the possibility of other financing. When estimating future expenses, management has taken into account that certain expenses are under management's control and can thus be eliminated or postponed to the future. Ledningen är medveten om att det föreligger osäkerhet i uppskattningen av de framtida kassaflödena samt osäkerhet i finansieringen av verksamheten.

Om ZymIQ Technology av någon anledning inte kan fortsätta att driva verksamheten, kan det påverka koncernens möjligheter att realisera tillgångarnas redovisade värden, speciellt relaterade till balanserade utgifter för utvecklingsarbeten, samt att betala skulder i normal takt och till de belopp som finns upptagna i koncernens kvartalsrapport.

#### Annual report

The Annual Report for 2024 is available at the company.

#### Agm

The 2025 Annual General Meeting was held on May 15 in Lund, Sweden. The protocol is available at ZymIQ Technology AB.

#### Accounting principles

This report has been prepared in accordance with the Annual Accounts Act and the Swedish Accounting Standards Board's general guidelines. The accounting policies and calculation methods applied are consistent with the accounting policies used in the preparation of the last annual report.

#### Auditor review

This report has not been reviewed by the company's auditor.

ZymIQ Technology AB Lund, 15 May 2025

#### Board

Jonas Forsberg, Magnus Steen, Nicklas Persson Rickard Ånell, Göran Strömberg

QUESTIONS ABOUT THE REPORT WILL BE ANSWERED BY

Michael Edelborg Christensen, CEO, ZymIQ Technology AB Tel: + 46 727-144 166 Mail: <u>michael.christensen@zymiq.com</u>

Every care has been taken in the translation of this Financial Report. In the event of discrepancies, the Swedish original will supersede the English translation



# Consolidated income statement in summary

#### Consolidated Income Statement in Summary

All amounts in SEK thousand	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Operating income			
Net sales	812	416	1 281
Cost of goods sold	-572	-195	-527
Gross profit	240	221	754
External expenses	-1 348	-1 363	-7 782
Staff expenses	-1 306	-1 173	-4 906
R&D Expenses	-816	-828	-2 652
Capitalized development expenditure	816	828	2 652
Other operating income	310	293	922
Other operating expenses		-183	-35
Operating profit/loss	-2 104	-2 205	-11 047
Profit/loss from financial items			
Interest income and similar profit/loss items	43	26	163
Interest expenses and similar profit/loss items	-2	-	-70
Profit/loss after financial items	-2 063	-2 179	-10 954
Tax expenses	-	-	-
Profit/loss for the period	-2 063	-2 179	-10 954
Share attributable to parent company shareholders	-2 063	-2 179	-10 954
Per share data	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Earnings per share, SEK (basic and diluted)	-0,24	-0,30	-1,35
Equity per share, SEK	2,09	1,22	1,29
Equity-asset ratio, %	73%	77%	81%
Number of outstanding shares	8 556 200	7 334 000	8 556 200
Average number of outstanding shares	8 556 250	7 334 000	8 141 667

#### Quarterly financial performance

All amounts in SEK thousand	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023
Net sales	812	269	268	328	416	984	17	1 427	386
Gross profit/loss	240	44	213	157	340	773	-183	1 030	150
Gross margin in %	30%	16%	79%	48%	82%	79%	-1076%	72%	39%
Operating profit/loss	-2 104	-2 764	-2 942	-3 136	-2 205	-2 441	-2 695	-1 575	-1 539
Profit/loss for the period	-2 063	-2 610	-3 008	-3 157	-2 179	-2 372	-2 647	597	-3 653
Cash flow	-932	2 171	-3 951	4 245	-427	-3 218	-3 017	-2 088	-2 313



# Consolidated balance sheet in summary

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All amounts in SEK thousand	2025-03-31	2024-03-31	2024-12-31
Assets			
Intangible assets	17 723	6 009	16 977
Property, plant & equipment	274	226	205
Inventories	1 782	1 196	2 202
Trade receivables	1 425	383	957
Other receivables	1 179	3 135	1 139
Cash and cash equivalents	2 257	724	3 189
Total assets	24 640	11 673	24 669
Equity and liabilities			
Equity	17 925	8 967	19 988
Interest-bearing liabilities, Long-	-term		
Interest-bearing liabilities, Short	2 250	600	2 250
Trade payables	315	767	919
Other liabilities	4 150	1 339	1 512
Total equity and liabilities	24 640	11 673	24 669

#### Consolidated Balance Sheet in Summary

#### Consolidated statement of changes in equity

All amounts in SEK thousand	2025-03-31	2024-03-31	2024-12-31
Opening balance	19 988	6 726	6 726
New share issues		4 420	25 538
Costs of new share issues			
Profit/loss for the period	-2 063	-2 179	-10 954
Other comprehensive income for the period			-1 322
Closing balance	17 925	8 967	19 988



# Cash flow analysis in summary

#### Cash Flow Analysis in Summary

All amounts in SEK thousand	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Profit/loss after financial items	-2 063	-2 179	-10 954
Adjustments for non-cash items	72	174	-659
Tax paid	-	-	-
Cash flow from operating activities before changes in working			
capital	-1 991	-2 005	-11 613
Changes in working capital	1 966	-2 010	-1 869
Cash flow from operating activities	-25	-4 015	-13 482
Capitalization of development expenditure	-824	-828	-2 265
Acquisition/disposal of intangible assets	-	-	-10 000
Acquisition/disposal of property, plant & equipment	-83	-4	-3
Acquisition/disposal of financial assets		-	0
Cash flow from investing activities	-907	-832	-12 268
New share issue		4 420	25 538
Transaction costs attributable to new share issue			
Change in bank overdraft facilities			2 250
Amortization in bank overdraft facilities			-
Cash flow from financing activities	0	4 420	27 788
Total cash flow for the period	-932	-427	2 038
Cash and cash equivalents at start of period	3 189	1 151	1 151
Cash and cash equivalents at end of period	2 257	724	3 189



## Income statement – parent company

#### Income Statement - Parent Company

All amounts in SEK thousand	Jan-Mar 2025	Jan-Mar 2024	Jan-Dec 2024
Operating income			
Net sales	806	981	1 302
Cost of goods sold	-538	-208	-426
Gross profit	268	773	876
External expenses	-1 306	-1 458	-4 256
Staff expenses	-1 106	-1 603	-6 423
R&D Expenses	-816	-730	-2 652
Capitalized development expenditure	816	730	2 652
Other operating income	69	56	186
Other operating expenses		-439	-393
Operating profit/loss	-2 075	-2 671	-10 010
Interest income and similar profit/loss items	43	69	163
Interest expenses and similar profit/loss items	-2	-2	-125
Profit/loss after financial items	-2 034	-2 604	-9 972
Tax expenses	-	-	-
Profit/loss for the period	-2 034	-2 604	-9 972

## Balance sheet – parent company

#### **Balance Sheet - Parent Company**

All amounts in SEK thousand	2025-03-31	2024-03-31	2024-12-31
Assets			
Intangible assets	7 773	5 347	7 027
Property, plant & equipment	274	229	205
Financial assets	10 000	0	10 000
Inventories	1 005	743	1 428
Trade receivables	1 335	258	832
Receivables from group companies	2 909	1 239	3 213
Other receivables	1 176	1 203	808
Cash and bank balances	1 720	1 151	2 717
Total assets	26 192	10 170	26 230
Equity and liabilities			
Equity	19 613	6 726	21 647
Interest-bearing liabilities, longterm		0	0
Current interest-bearing liabilities	2 250	1 000	2 250
Liabilities to group companies			0
Trade payables	316	1 059	919
Other liabilities	4 013	1 385	1 414
Total equity and liabilities	26 192	10 170	26 230