



Vistin Pharma

Q4

Presentation 2023

Magnus Tolleshaug (CEO) / Alexander Karlsen (CFO)
16 February 2024



*We believe in balance in life.
We want to grow our business but
not at the expense of the
environment, people's wellbeing,
or sound business principles*



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Another strong quarter with revenue of MNOK 111 and EBITDA of MNOK 25

MNOK 111 in revenue vs. MNOK 99* in Q4 2022 (+12%)

- Increased volume from the new production line compared to the same quarter last year has resulted in more volumes available for sale
- 2023 full year revenue ended at record high MNOK 438 compared to MNOK 305 last year, a 44% increase
- The strong revenue increase in 2023 reflects a year with two production lines running. New line still in ramp-up phase

MNOK 25 in EBITDA vs. MNOK 10* in Q4 2022

- EBITDA positively affected by increased sales volume, a stronger EUR vs NOK, partly offset by a stronger USD vs NOK. Bonus accrual of MNOK 2.9 booked in quarter (0.5 in Q4'22)
- Positive economies of scale effects as the MEP volume continue to ramp-up
- 2023 full year all-time high EBITDA of MNOK 86 compared to MNOK 6 last year

Other

- Net profit positively affected with approx. MNOK 7 in quarter by fair value of future FX cash flow hedging contracts (unrealized gain - no cash effect in quarter)
- Strong balance sheet with equity ratio of 81% and net cash of MNOK 26 as of 31.12.2023
- Additional dividend of NOK 0.75 per share approved and paid in January 2024
- The Board of Directors will propose for the AGM an ordinary dividend of total NOK 1 per share, to be paid partly with NOK 0.5 in June and NOK 0.5 in November

*Q4 2022 numbers adjusted for the one-time positive liquidated damage compensation (MNOK ~12.5)





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We are pure play metformin company with a bright outlook



- Market demand for Metformin is expected to grow 5-6% annually
- Vistin has a global market share of ~10%



*Diabetes – A global
emergency*



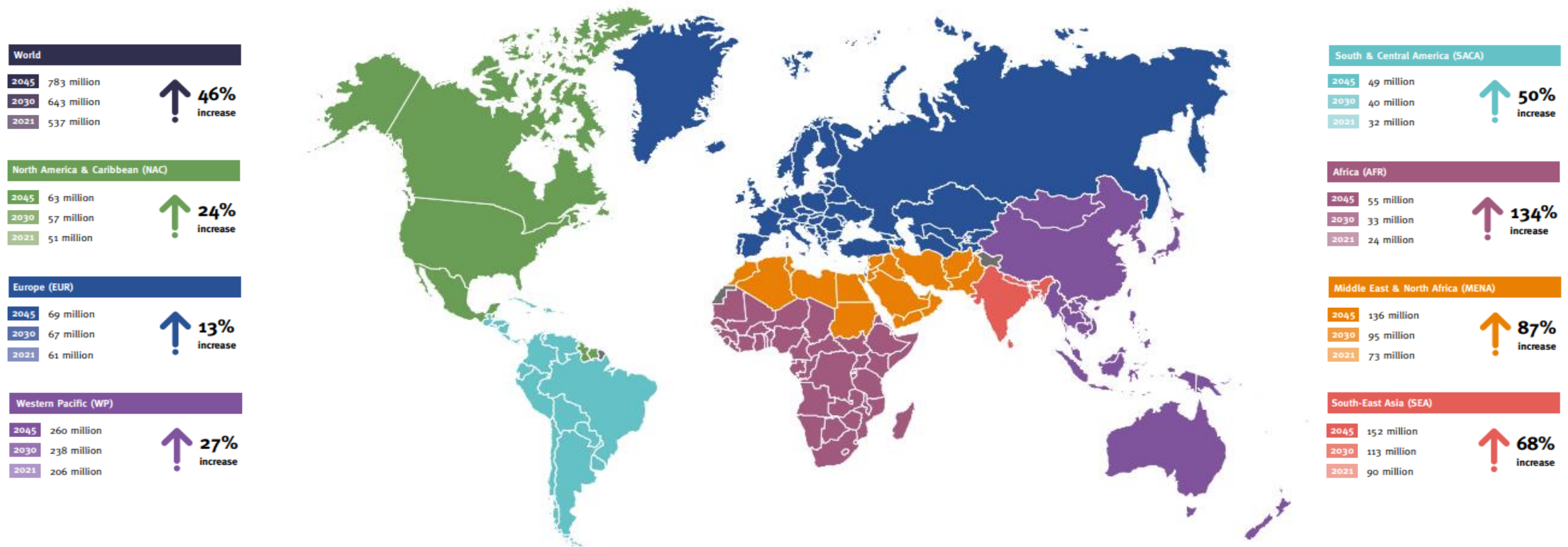
Metformin is the 1st-line treatment for type 2 diabetes, being cost-efficient with limited side effects

An estimated 537 million adults aged 20–79 years are currently living with diabetes. This represents 10.5% of the world's population

Today Vistal deliver Metformin diabetes type 2 medication to millions of patients every day



Total number of diabetes patients expected to rise to 783 million by 2045 (+46%)





*Vistin Pharma produces about 10%
of the world's demand of metformin
and has a world-wide sales coverage*



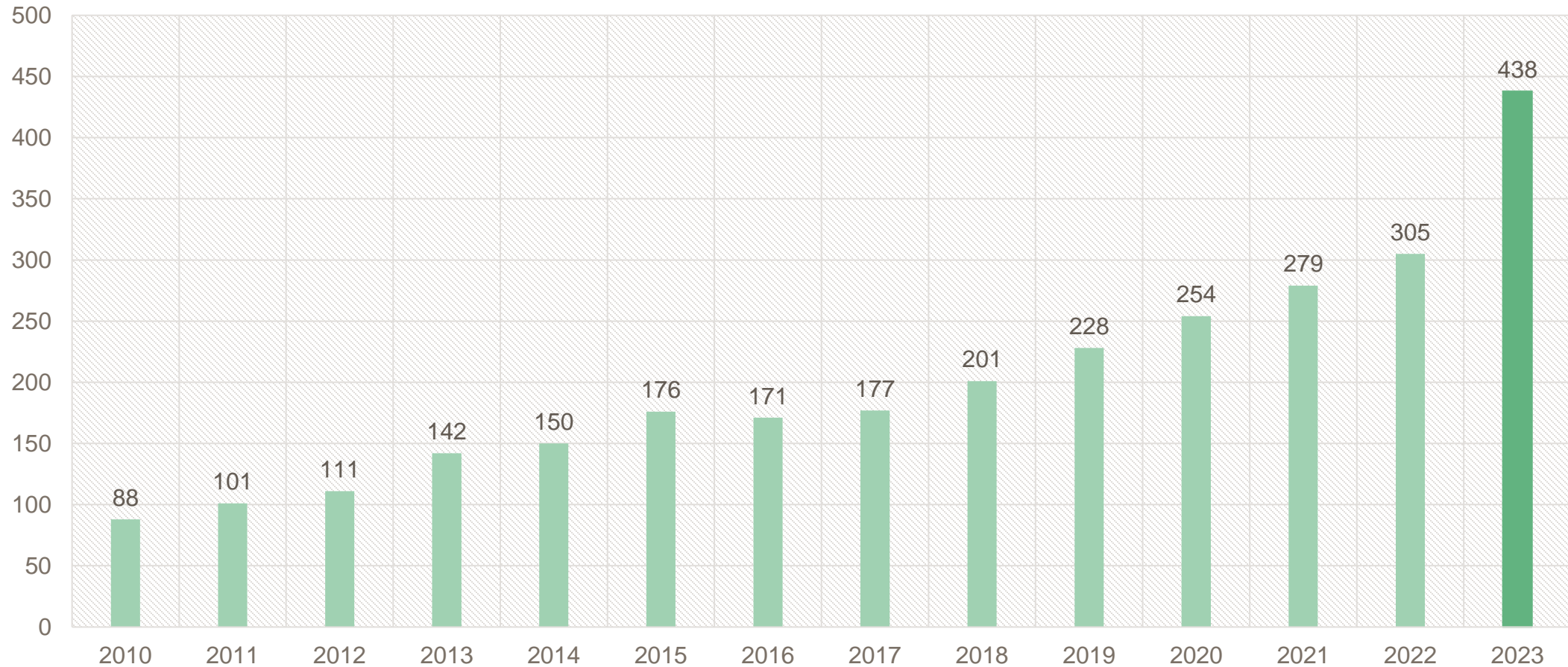
Metformin HCl

Metformin HCl



Long and successful growth track record

Revenues Vistin Metformin (MNOK)



2022 includes a one-time positive liquidated damage compensation (MNOK ~12.5)



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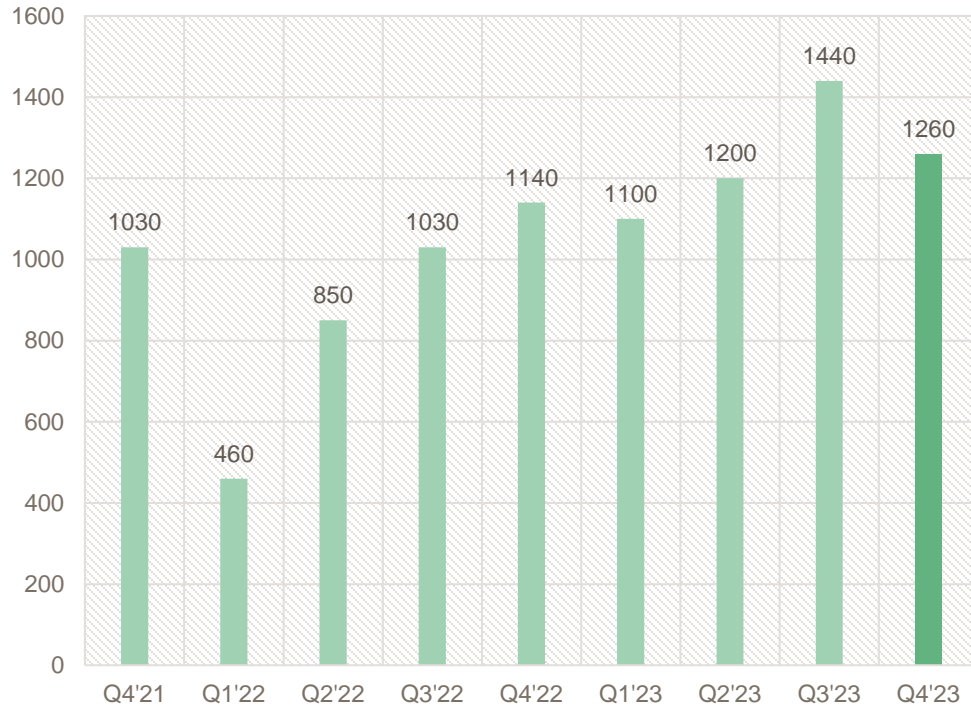
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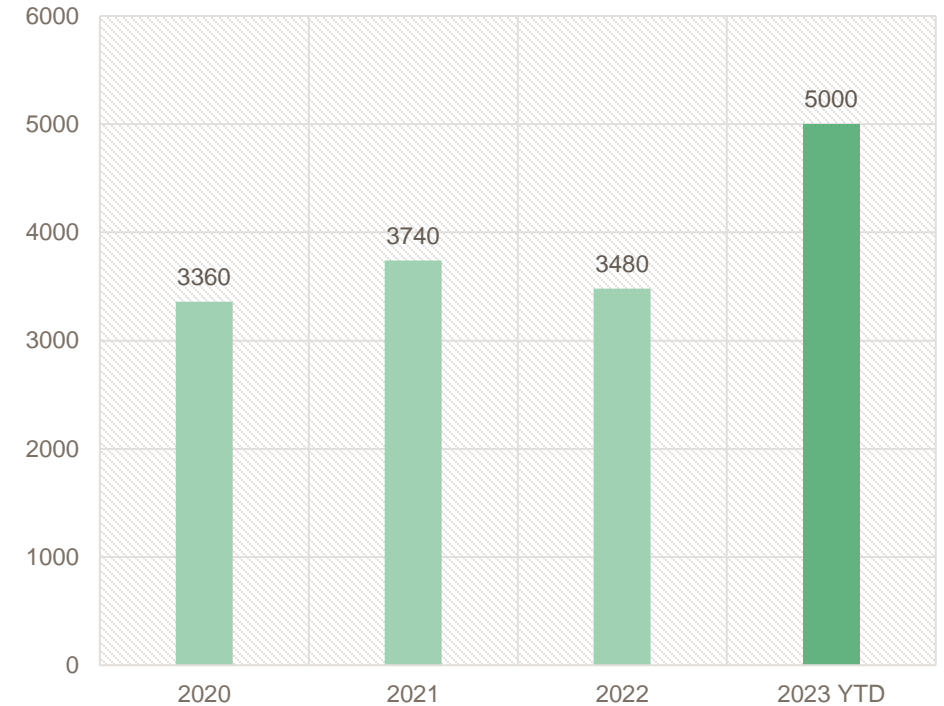
Financial review

Annual sales volume increased by 44% in 2023 from 2022

Quarterly sales volume metformin (HCI & DC)



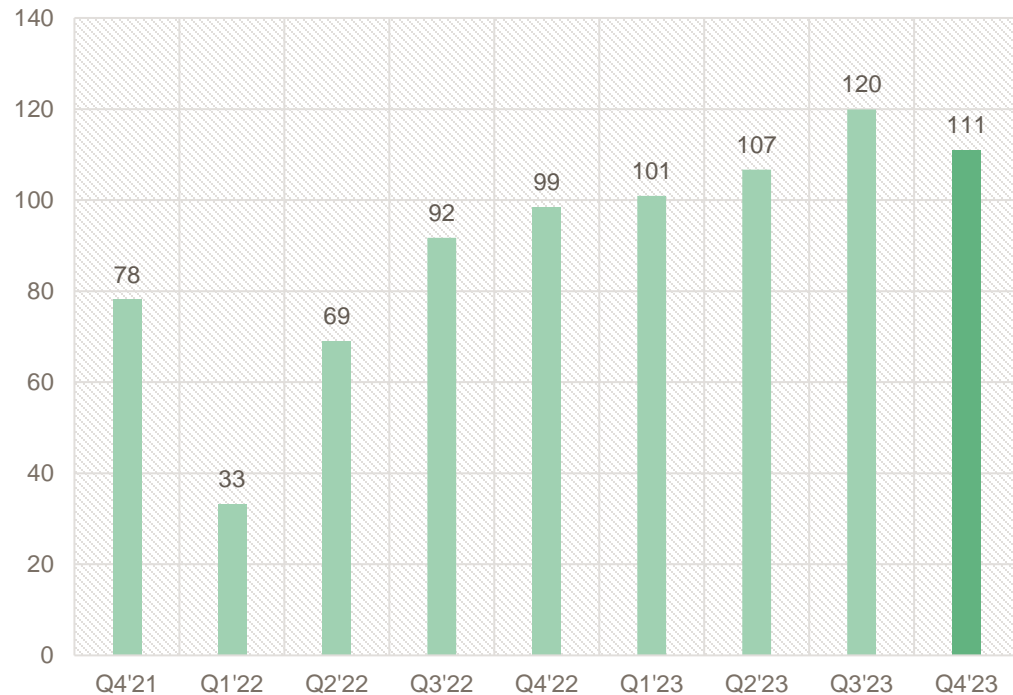
Annual sales volume metformin (HCI & DC)



Figures in Metric Tons (MT)



Increased volume from the new production line compared to same quarter last year has resulted in revenue growth



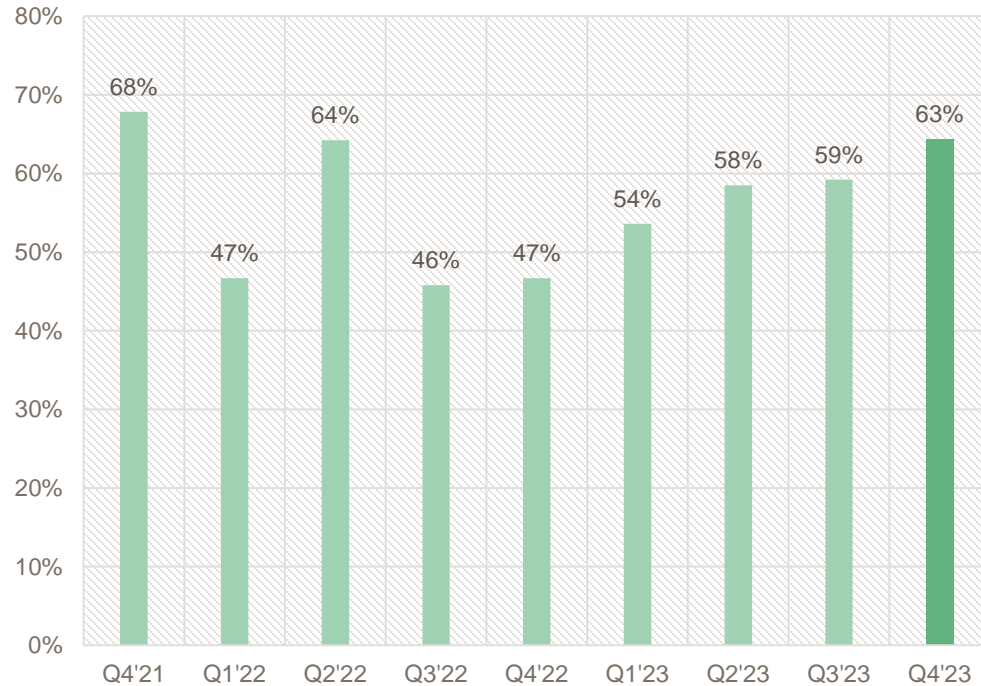
Q4 2022 adjusted for the one-time positive liquidated damage compensation (MNOK ~12.5)

Figures in MNOK

- Revenue positively affected by more volumes available for sale (+11% compared to Q4'22)
- Currency neutral, revenue is flat compared to Q4'22
- Global Metformin prices were lower during 2023 as raw material prices have decreased from high post-pandemic levels



Gross margin positively affected by economies of scale, decreased raw material prices and favorable FX



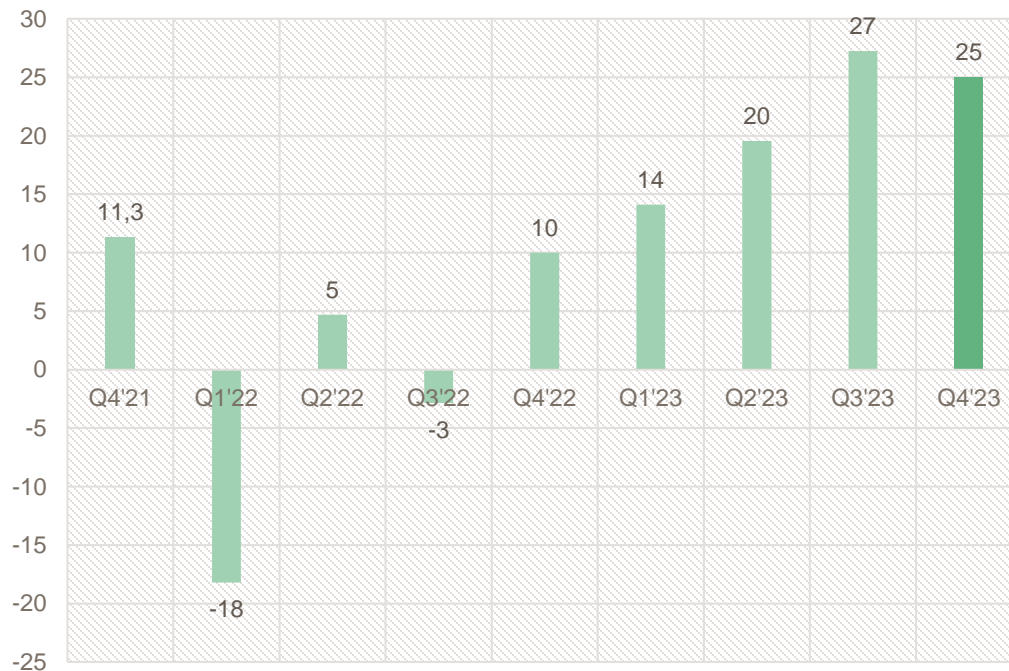
Q4 2022 adjusted for the one-time positive liquidated damage compensation (MNOK -12.5)

Gross margin (Total revenue – raw materials & freight costs)

- Adjusted for net positive currency effect (EURNOK & USDNOK), the gross margin is continuing to improve from previous quarters
- Vistin's ambition for long-term gross margin is >60%



EBITDA of MNOK 25 vs. MNOK 10 in Q4 2022, a 150% increase



Q4 2022 adjusted for the one time positive liquidated damage compensation (MNOK ~12.5)

- EBITDA positively affected by increased sales volume, competitive energy costs and a strong EUR vs NOK, partly offset by a strong USD vs NOK. Bonus accrual of MNOK 2.9 booked in the 4th quarter (0.5 in Q4'22)
- Economies of scale is materializing as the MEP volume continue to ramp-up



Key figures: income statement

(NOK 1 000)	Q4 2023	Q4 2022	FY 2023	FY 2022
Total revenue and other income				
Total revenue and other income	110 721	110 931	438 328	304 853
EBITDA				
EBITDA	25 005	22 522	85 944	6 184
EBT				
EBT	23 120	21 701	58 517	-6 009
Depreciation & amortisation	-4 488	-3 923	-17 347	-12 280
Net finance income/(expense)	2 603	3 102	-10 079	87
Profit/(loss) before tax	23 120	21 701	58 517	-6 009
Profit/(loss) for the period	18 034	16 927	45 644	-4 687

In Q4 2022 Vistin received a one-time positive liquidated damage compensation of MNOK -12.5 in relation to the MEP project



Balance sheet

Assets

	31.12.2023	31.12.2022
ASSETS		
Non-current assets		
Fixed assets	219 984	219 430
Deferred tax assets	14 687	28 601
Total non-current assets	234 671	248 031
Current assets		
Inventory	80 171	83 446
Trade receivables	47 023	66 155
Other receivables	10 514	8 146
Cash & cash equivalents	26 204	1 435
Total current assets	163 912	159 182
Total Assets	398 583	407 213

- Deferred tax asset in relation to realized loss for Energy Trading in Q1 2020
- Inventory consist approx. of 50/50 raw materials and finished goods
- Reduced sea transportation through the Suez canal has significantly increased freight lead times. However, no impact on production so far due to local safety stock of critical raw materials



Balance sheet

Equity and liabilities

	31.12.2023	31.12.2022
EQUITY AND LIABILITIES		
Equity		
Share capital	44 345	44 345
Share premium	206 885	206 885
Retained earnings	71 590	22 256
Total equity	322 819	273 486
Non-current liabilities		
Other non-current liabilities	2 287	2 956
Pension liabilities	8 864	13 199
Total non-current liabilities	11 151	16 155
Current liabilities		
Trade payables	18 916	25 906
Short term debt	-	45 141
Other current liabilities	45 696	46 526
Total current liabilities	64 612	117 573
Total liabilities	75 763	133 950
Total Equity and Liabilities	398 583	407 213

- Strong balance sheet with an equity ratio of 81%
- No interest-bearing debt and net cash of MNOK 26 as of 31.12.2023
- Vistin has a credit facility available if needed





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Double capacity double care metformin strategy

Strategically positioned producer of two different metformin products: Metformin HCl and DC

- Enhance our capability to supply tailor-made products
- Improve COGS by investing in cost-efficient supply of raw materials, waste handling and LEAN
- Strategically well positioned as many European clients prefer high quality supplies, near-shore production and a leading ESG-profile

Attractive growth potential with new production line installed in 2022

- Decided in April '20 to invest MNOK 100 to increase the annual production capacity up to 7000MT
- Sales volume increased by ~44% from 2022 and to 2023
- Volume increase expected to continue

A premium producer in a competitive market

- Sales to reputable international pharmaceutical companies
- State-of-the-art, fully automated manufacturing plant in Kragerø, Norway
- Certified by all significant international regulatory bodies

Metformin market expected to continue to grow by 5-6% annually

- Diabetes is one of the largest health crises of the 21st century
- Metformin is expected to maintain its position as the Gold Standard treatment for T2D in the foreseeable future
- The additional demand of metformin HCl is by industry experts forecasted to grow by approx. 23.000MT to 87.000MT by 2028





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Top 20 shareholders as of 31 December 2023

NAME	SHAREHOLDING	% SHARE
INTERTRADE SHIPPING AS*	12 575 000	28,36 %
HOLMEN SPESIALFOND	3 842 055	8,66 %
PACTUM AS*	3 519 733	7,94 %
MP PENSJON PK	1 719 848	3,88 %
FERNCLIFF LISTED DAI AS*	1 234 280	2,78 %
STORKLEIVEN AS	751 000	1,69 %
AUGUST RINGVOLD AGENTUR AS	750 315	1,69 %
LUCELLUM AS	720 000	1,62 %
HENRIK MIDTTUN HAAVIE	601 516	1,36 %
IVAR LØGES STIFTELSE	550 000	1,24 %
TOM RAGNAR PRESTEGÅRD STAAVI	526 324	1,19 %
CORTEX AS	508 989	1,15 %
WEM INVEST AS	500 000	1,13 %
DNB BANK ASA	471 881	1,06 %
SANDEN EQUITY AS	468 947	1,06 %
DELTA AS	410 000	0,92 %
GINKO AS	400 000	0,90 %
ØYSTEIN STRAY SPETALEN*	323 650	0,73 %
NIELS CATO BECKETT AALL	301 658	0,68 %
NICOLAI ANDREAS EGER	284 040	0,64 %
TOTAL 20 LARGEST SHAREHOLDERS	30 459 236	68,69 %
OTHER SHAREHOLDERS	13 885 356	31,31 %
TOTAL NUMBER OF SHARES	44 344 592	100,00 %

* Board members of Vistin Pharma, or companies controlled by Board members



**Thank you
for your attention.**

www.vistin.com

**Magnus Tolleshaug (CEO)
Alexander Karlsen (CFO)**

16 February 2024