



Vistin Pharma

Q1

Presentation 2024

Magnus Tolleshaug (CEO) / Alexander Karlsen (CFO)
24 April 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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Highlights

First quarter 2024 results

MNOK 104 in revenue vs. MNOK 101 in Q1 2023

- The 11% increased sales volume compared to the same quarter last year has resulted in higher revenue
- Unplanned “wear and tear” maintenance/repair on Line 2 has resulted in lower than planned production and sales volume

MNOK 20 in EBITDA vs. MNOK 14 in Q1 2023, an increase of 45%

- EBITDA positively affected by increased sales volume and product mix
- EBITDA negatively affected by a one-time inventory adjustment of MNOK 7

Other

- After unplanned maintenance/repair on line 2 in first quarter, the line has been producing according to plan from fiscal week 14
- Acquisition of 15% in CF Pharma completed and paid in March
- Additional dividend of NOK 0.75 per share 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 in June (NOK 0.5) and November (NOK 0.5)



Vistin has high focus on reducing local and global emissions, and programs are in place to consume responsibly and recycle where possible





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We are pure play metformin company with a bright outlook

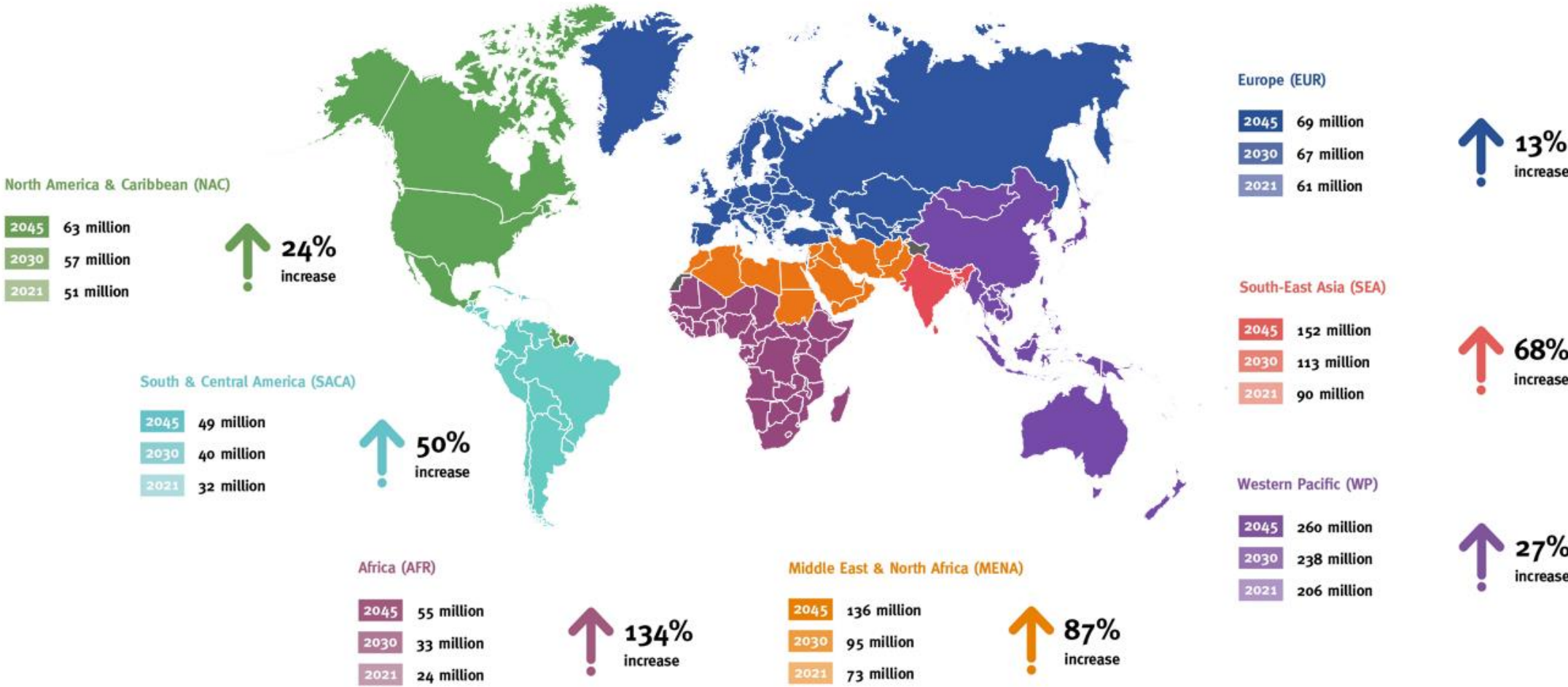


- Market demand for Metformin is expected to grow 5-6% annually
- Vistin global market share will be approx. 10% with the new capacity



*Diabetes – A global
emergency*

Number of people with diabetes expected to increase by 50% from 2019-2045 to 750 million people



Number of people living with diabetes
 Source International Diabetes Federation, IDF Diabetes Atlas, tenth edition, 2021



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



World sales map







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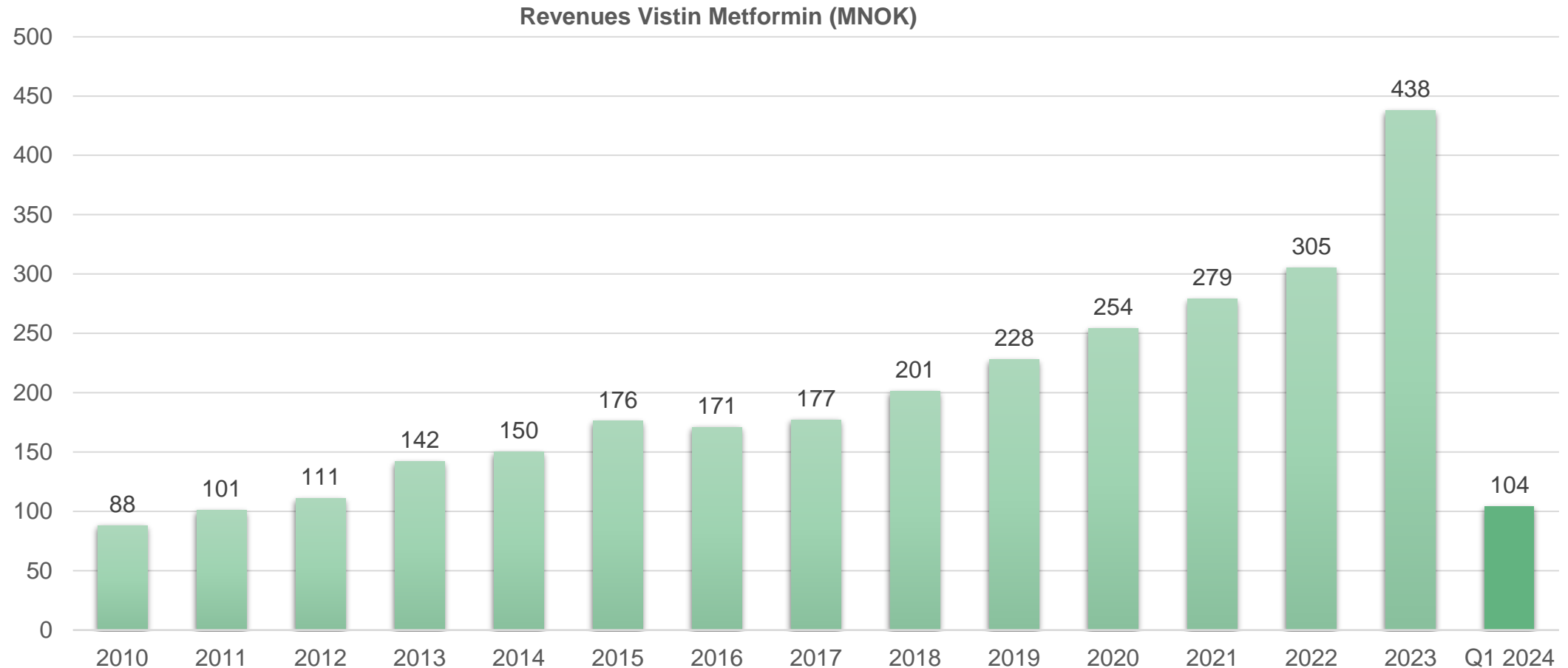
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Long and successful growth track record



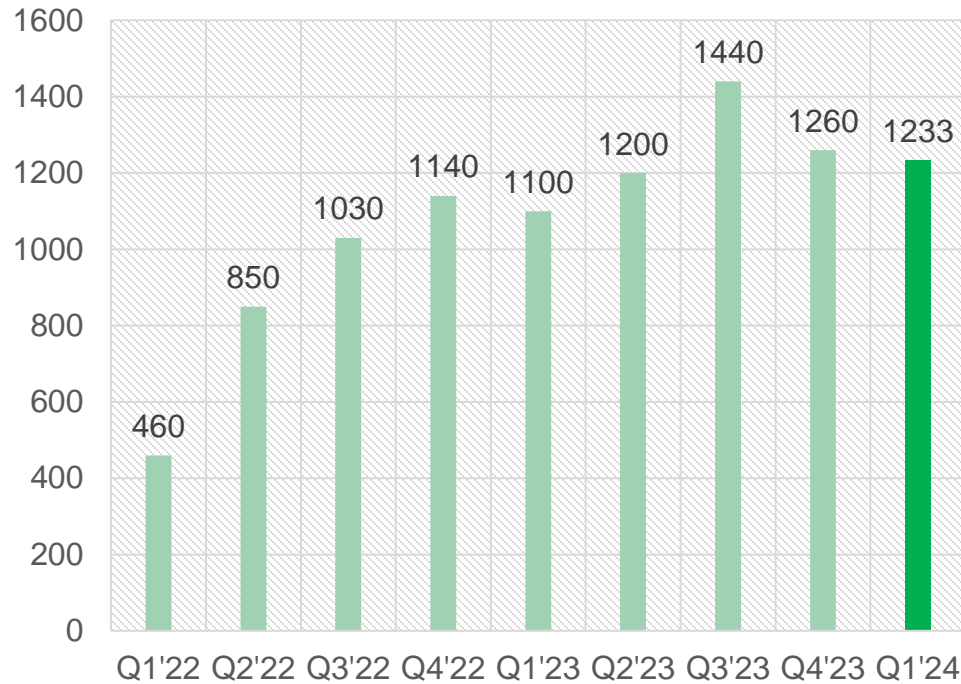
2022 includes a one-time positive liquidated damage compensation (MNOK ~12.5)



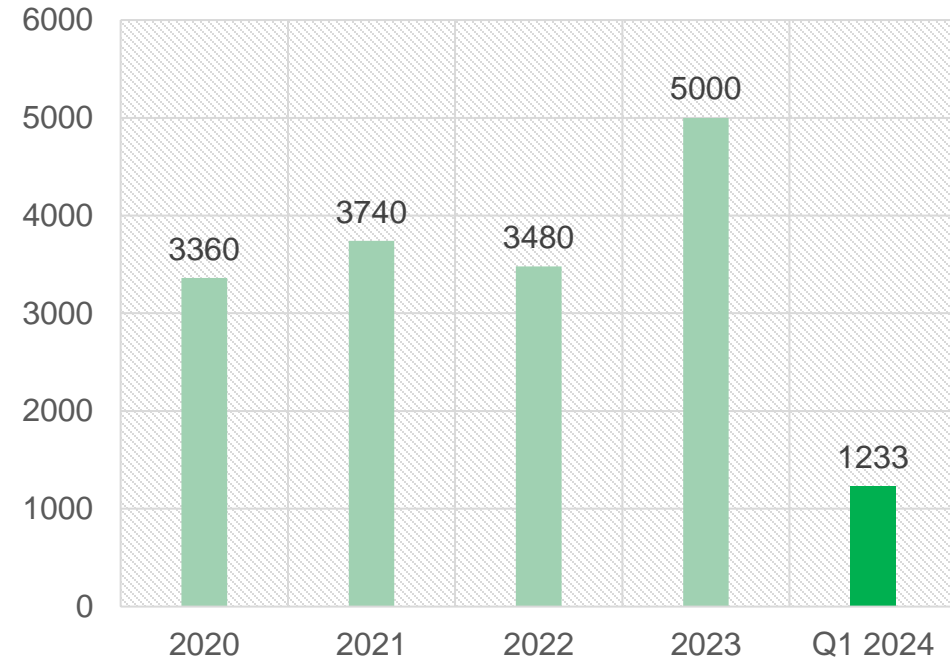
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Increased sales volume compared to Q1 2023, however limited by unplanned maintenance and write-off

Quarterly sales volume metformin (HCI & DC)



Annual sales volume metformin (HCI & DC)

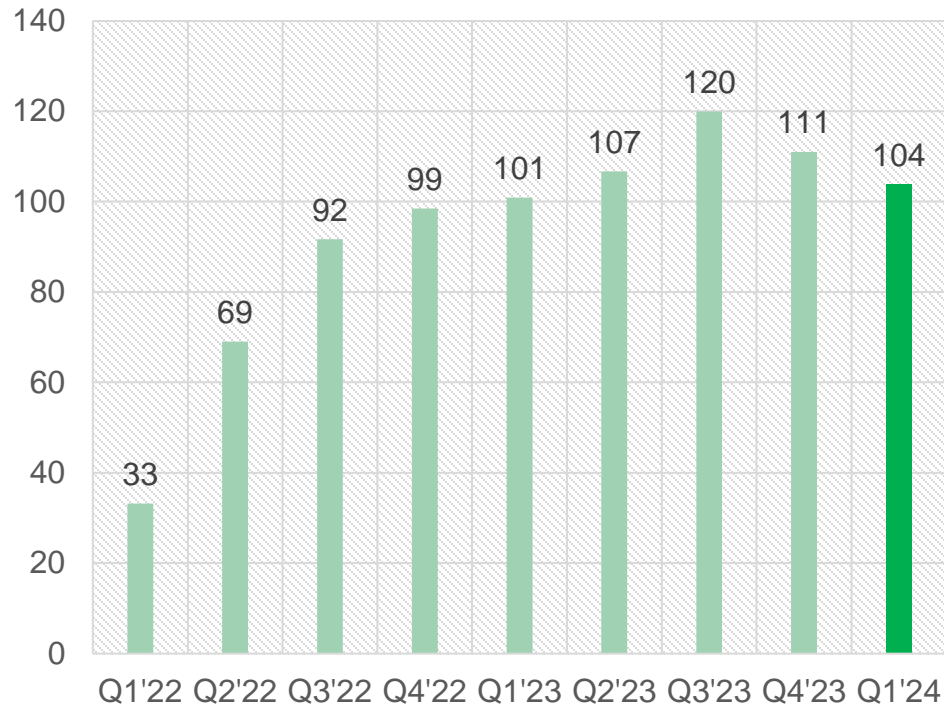


Figures in Metric Tons (MT)



Financial review

Revenue increased by 4% compared to Q1'23 driven by 11% increased sales volume partly offset by decreased global metformin prices

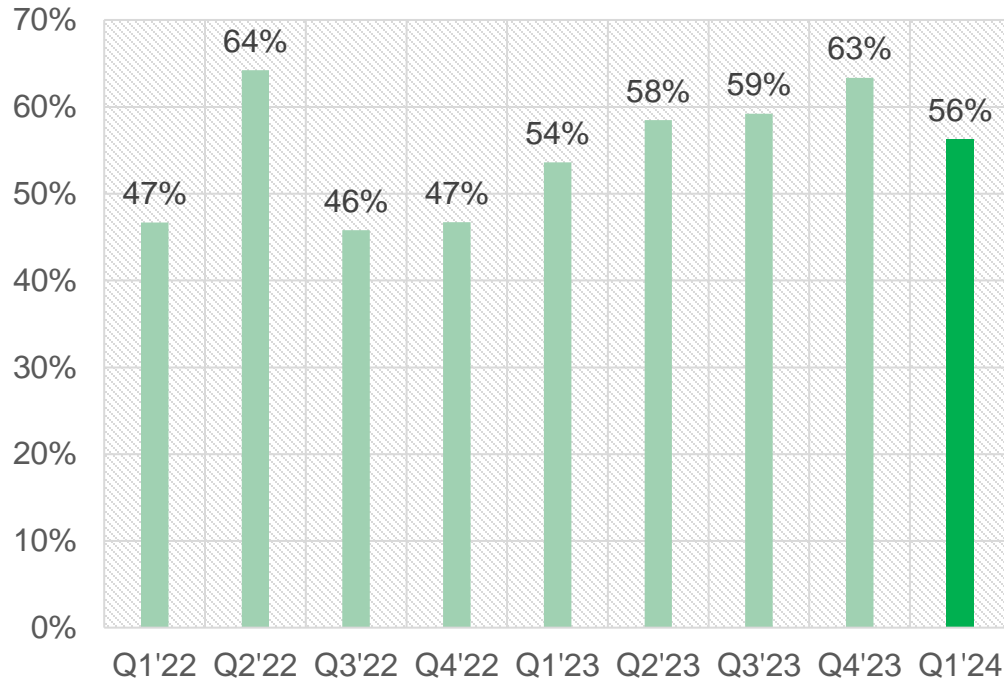


Figures in MNOK

- Revenue positively affected by higher sales volume, +11% compared to Q1'23
- Revenue negatively affected by unplanned downtime and write-off in quarter, resulting in limited available sales volume
- Global Metformin prices has lowered during 2023 as raw material prices has decreased from high post pandemic levels



Gross margin negatively affected by one-time inventory adjustment



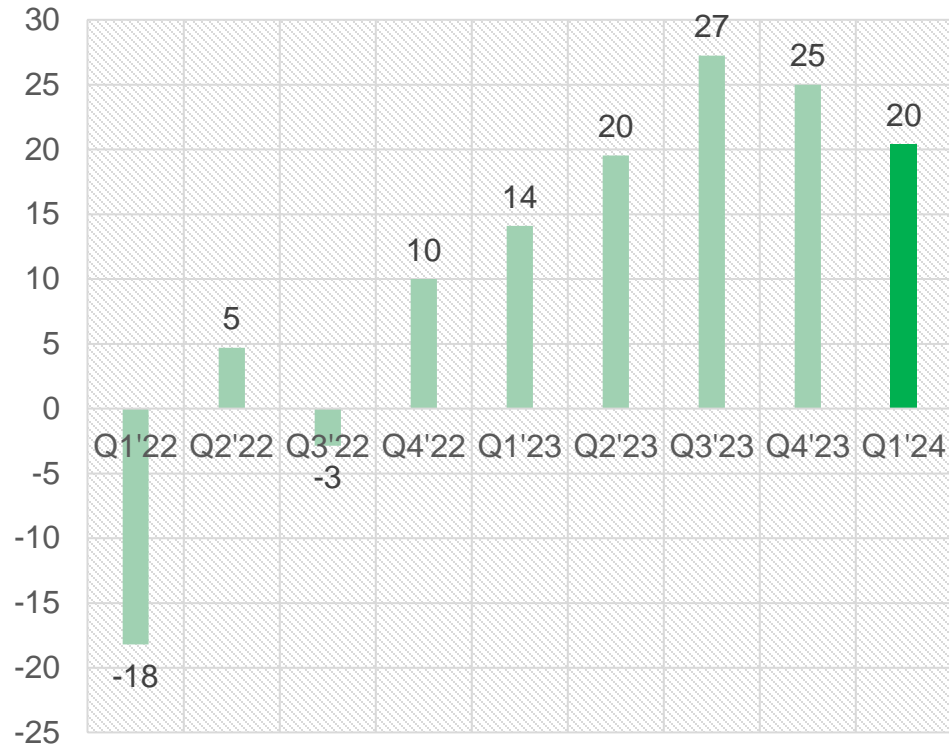
Q4 2022 adjusted for the one-time positive liquidated damage compensation (MNOK ~12.5)

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

- One-time negative affect of MNOK 7 in quarter due to inventory adjustment.
- Some material produced in Q1 not complying with Vistin's strict quality standards and written off
- Excluding the inventory adjustment, gross margin would have been ~60%
- Vistin's ambition for long-term gross margin is >60%



EBITDA of MNOK 20 vs. MNOK 14 in Q1 2023, a 45% increase



Figures in MNOK

- EBITDA positively affected by increased sales volume and product mix compared to Q1 2023
- EBITDA negatively affected by a one-time inventory adjustment of MNOK 7



Key figures: income statement

(NOK 1 000)	Q1 2024	Q1 2023	FY 2023
TOTAL REVENUE AND INCOME			
Total revenue and income	103 884	100 940	438 328
EBITDA			
EBITDA	20 441	14 141	85 944
EBT			
EBT	15 759	9 942	68 597
Depreciation & amortisation	(4 682)	(4 199)	(17 347)
Net finance income/(expense)	(5 943)	(13 763)	(10 079)
Profit/(loss) before tax	9 816	(3 821)	58 517
Profit/(loss) for the period	7 656	(2 980)	45 595



Balance sheet

Assets

	31.03.2024	31.03.2023	31.12.2023
ASSETS			
Non-current assets			
Fixed assets	226 607	216 610	219 984
Financial Assets	11 433	-	-
Deferred tax assets	12 478	29 442	14 638
Total non-current assets	250 518	246 052	234 622
Current assets			
Inventory	70 707	81 263	80 171
Trade receivables	61 082	56 808	47 023
Other receivables	6 674	-221	15 376
Cash & cash equivalents	11 403	3 063	26 204
Total current assets	149 866	140 914	168 774
Total Assets	400 384	386 966	403 397

- Deferred tax asset in relation to realized loss for Energy Trading in Q1 2020
- Inventory consisting of approx. 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 in the first quarter due to safety stock of critical raw materials



Balance sheet

Equity and liabilities

	31.03.2024	31.03.2023	31.12.2023
EQUITY AND LIABILITIES			
Equity			
Share capital	44 345	44 345	44 345
Share premium	173 626	206 885	206 885
Retained earnings	79 197	19 275	71 540
Total equity	297 169	270 505	322 770
Non-current liabilities			
Other non-current liabilities	2 005	2 721	2 287
Pension liabilities	8 479	13 199	8 864
Total non-current liabilities	10 484	15 920	11 151
Current liabilities			
Trade payables	16 665	20 671	18 916
Short term debt	30 613	23 384	-
Other current liabilities	45 453	56 485	50 558
Total current liabilities	92 732	100 540	69 473
Total liabilities	103 215	116 460	80 624
Total Equity and Liabilities	400 384	386 966	403 397

- Strong balance sheet with an equity ratio of 74%
- Net interest-bearing debt of MNOK 19 as of end March. Change from net cash in Q4'23 and to net debt driven by dividend payout in January and the acquisition of 15% of the shares in CF Pharma
- Vistin has additional credit facilities available if needed



AC Power



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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
- Vistin is experiencing a strong demand for it's Metformin

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 for metformin HCl is by industry experts forecasted to grow by approx. 23.000MT to 87.000MT by 2028



2nd wave of growth

Vistin has acquired 15% of CF Pharma at a transaction price cap of MEUR 1.6, which consists of a base price and an earn-out- element

- **CF Pharma is an API CDMO located in Budapest, Hungary, with a broad customer base of recognized international pharmaceutical companies**
- **CF Pharma has a proven track record in developing and commercializing Active Pharmaceutical Ingredients (APIs)**
- **The group/company currently has five commercial APIs on the market, with another eight APIs under development**
- **CF Pharma has an extensive production site of 152 500 m², located centrally in Budapest**
- **CF Pharma has approximately 170 employees, and an extensive R&D department for development of new products and processes**
- **Annual revenue of MEUR 10-14 and EBITDA from MEUR 1-3 in the previous three years**
- **We see the acquisition of 15% as a first agreed step in a potential closer partnership in the future. This may broaden our product portfolio and form an important basis for future growth**



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Top 20 share- holders as of 31 March 2024

NAME	SHAREHOLDING	% SHARE
INTERTRADE SHIPPING AS*	12 575 000	28,40 %
HOLMEN SPESIALFOND	3 842 055	8,66 %
PACTUM VEKST AS*	2 991 773	6,75 %
MP PENSJON PK	1 719 848	3,90 %
FERNCLIFF LISTED DAI AS*	1 234 280	2,80 %
STORKLEIVEN AS	751 000	1,70 %
AUGUST RINGVOLD AGENTUR AS	750 315	1,70 %
LUCELLUM AS	720 000	1,62 %
HENRIK MIDTTUN HAAVIE	601 516	1,45 %
IVAR LØGES STIFTELSE	550 000	1,24 %
STRANDSOL AS	527 960	1,19 %
TOM RAGNAR PRESTEGÅRD STAAVI	526 324	1,19 %
CORTEX AS	508 989	1,15 %
SANDEN EQUITY AS	500 000	1,13 %
WEM INVEST AS	500 000	1,13 %
DNB BANK ASA	493 327	1,11 %
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 %
Total 20 largest shareholders	30 446 255	68,35 %
Other shareholders	13 898 337	31,65 %
Total number of shareholders	44 344 592	100,00 %

*Board members of Vistin Pharma ASA



**Thank you
for your attention**

www.vistin.com

Magnus Tolleshaug (CEO)
Alexander Karlsen (CFO)

24 April 2024