

Quarter 1 2020 – Executive Summary

- Total sales +7% (4% excluding currency) mostly due to increased sales Pediatrics. Product sales increased with 8%
- Good sales growth for BioGaia Protectis drops, BioGaia Protectis tablets (adult) and BioGaia Gastrus tablets
- Strong sales growth in EMEA (+14%). Decrease of sales in APAC (-6%) and Americas (-3%) due to periodization of orders and some supply issues (Japan)

Quarter 1 2020 – Key Events

- Regarding COVID-19 BioGaia informed the market that it has taken a number of precautions and to date impact on operations has been limited.
- BioGaia has signed an agreement with ETHICAL NUTRITION – Roemmers Nutritional Division – for the exclusive rights to sell BioGaia Protectis drops and BioGaia Protectis tablets in Argentina.
- A randomised, double-blind, placebo-controlled trial showed that supplementation of *L. reuteri* Prodentis significantly reduced bleeding of the gums compared to placebo.

After the quarter

- As a consequence of the increased uncertainty coming from COVID-19, BioGaia's Board of Directors decided to revise the dividend proposal for the Annual General Meeting 7 May 2020. The revised proposal implies that the ordinary dividend of SEK 3.75 per share will be maintained, while the previously proposed extra dividend of SEK 4.25 per share is cancelled.

Quarter 1 2020 Launches

| Distributor | Country | Product |
|--------------------|----------------|---|
| Cube | Greece | BioGaia Prodentis lozenges |
| JHealth | Hong Kong | BioGaia Protectis tablets |
| JHealth | Hong Kong | BioGaia Protectis drops w vitamin D easydropper |
| Delta Medical | Russia | BioGaia Protectis drops w vitamin D |
| BG Distribution | Hungary | BioGaia Protectis drops, easydropper |
| Abbott | Bolivia | BioGaia Protectis drops w vitamin D |
| Nestlé | Mexico | B. lactis drops |
| Nestlé | Chile | B. lactis drops |
| Abbott | Peru | BioGaia Gastrus |

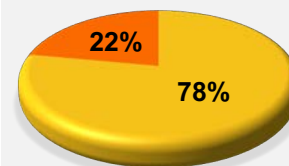
Sales per Segment (MSEK)

- Pediatrics sales +7% mostly due to increased sales of Protectis drops
- Adult sales +7% mostly due to increased sales of Protectis Tablets

| | Q1 2020 | Q1 2019 | Change % | FY R12 | FY R12-1 | Change % |
|--------------------|------------|------------|-------------|------------|-------------|-------------|
| Total Pediatrics | 142 | 134 | 7% | 609 | 598 | 2% |
| Total Adult health | 40 | 38 | 7% | 170 | 155 | 10% |
| Other | 0 | 0 | | 1 | 3 | -67% |
| Total | 183 | 171 | 7% | 780 | 756 | 3% |

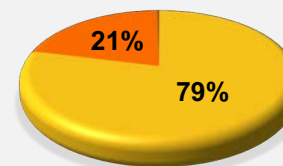
Proportion product sales by segment

Q1 2020



ROLLING 12

0%



- Pediatrics
- Adult
- Other

Gross Margin per Segment

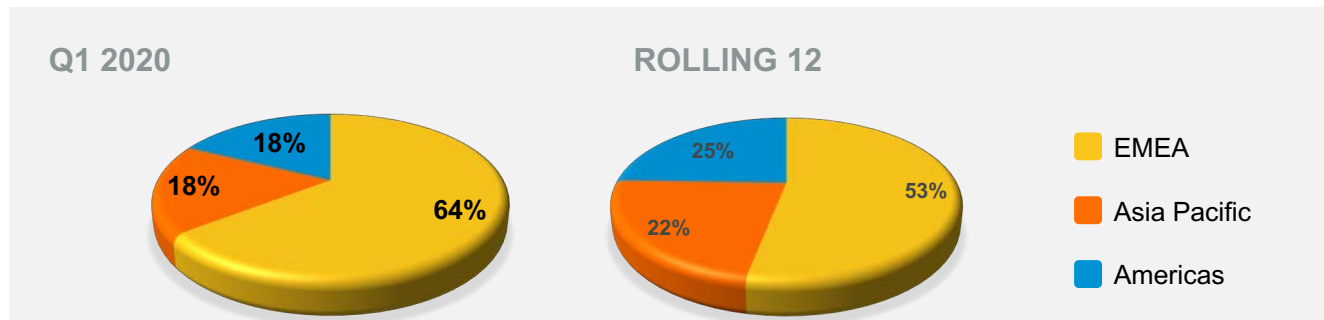
- Pediatrics: stable gross margin in the quarter

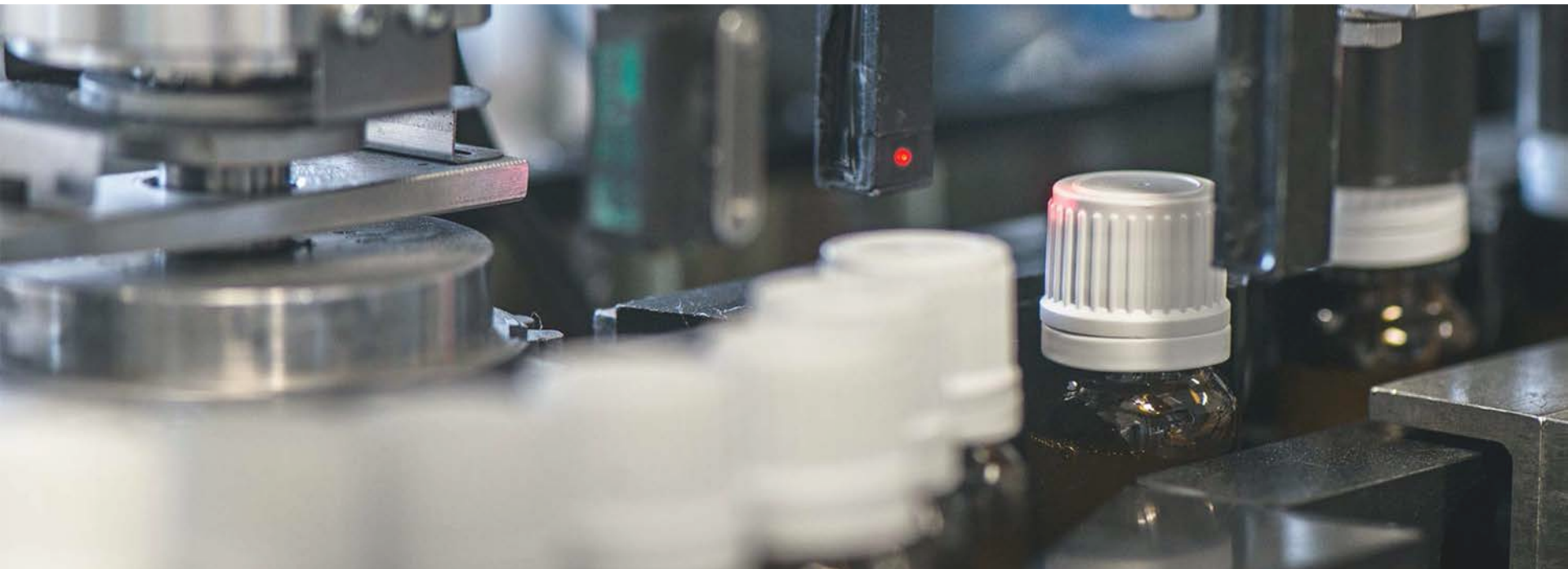
| | Q1 | Q1 | FY | FY |
|-----------------------|------------|------------|------------|------------|
| | 2020 | 2019 | R12 | R12-1 |
| Pediatrics products | 73% | 73% | 74% | 75% |
| Adult health products | 70% | 70% | 70% | 71% |
| Total | 73% | 73% | 73% | 75% |

Sales per Geographical Market (MSEK)

- Strong growth in **EMEA** mainly due to increased sales in Poland, Germany and Romania
- Decrease in **APAC** and **Americas** mainly due to Japan, Korea and USA. The decrease is due to periodization of orders and some supply issues (Japan). Strong growth R12.

| | Q1 2020 | Q1 2019 | Change % | FY R12 | FY R12-1 | Change % |
|--------------|------------|------------|-------------|------------|-------------|-------------|
| Americas | 32 | 33 | -3% | 191 | 171 | 12% |
| APAC | 32 | 35 | -6% | 175 | 145 | 20% |
| EMEA | 118 | 103 | 14% | 414 | 440 | -6% |
| Total | 183 | 171 | 7% | 780 | 756 | 3% |





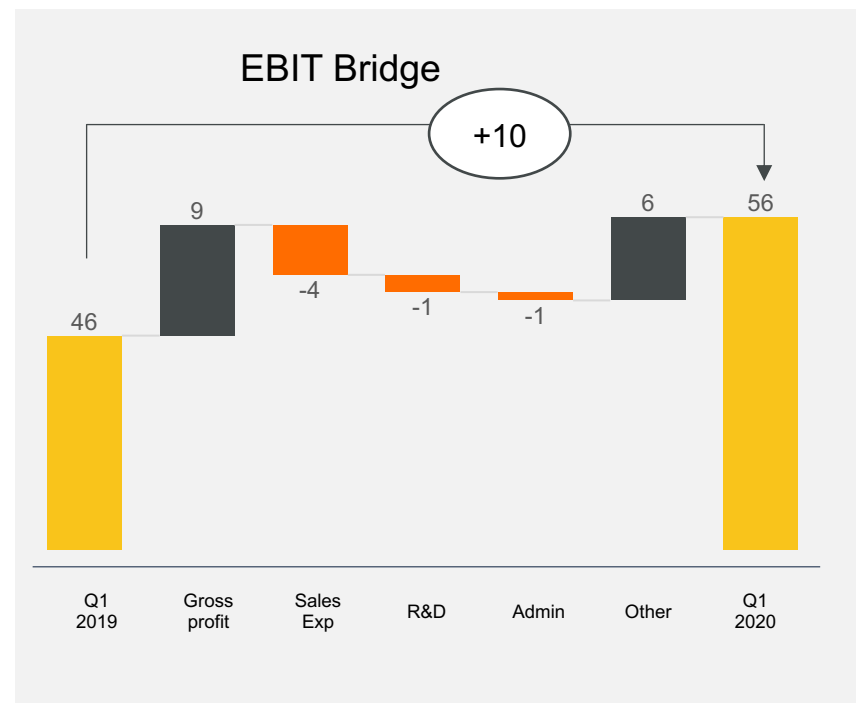
Financials

Alexander Kotsinas, CFO

P&L (MSEK)

- Gross profit growth +7% in line with sales growth
- OPEX -1%
- EBIT growth +20%

| | Q1 2020 | Q1 2019 | Change % | FY R12 | FY R12-1 | Change % |
|--------------------------------|------------|------------|-------------|-----------|-------------|-------------|
| Sales | 183 | 171 | 7% | 780 | 756 | 3% |
| Gross Profit | 133 | 124 | 7% | 573 | 565 | 1% |
| OPEX ¹⁾ | -77 | -78 | -1% | -321 | -304 | 25% |
| Core Business | -72 | -73 | -2% | -299 | -287 | 4% |
| BioGaia Pharma & MetaboGen | -6 | -5 | 21% | -22 | -16 | 38% |
| EBIT ¹⁾ | 56 | 46 | 20% | 251 | 261 | -4% |
| EBIT MARGIN ¹⁾ | 30% | 27% | | 32% | 34% | |
| Profit after Tax ¹⁾ | 42 | 36 | 17% | 193 | 200 | -3% |
| EPS ¹⁾ | 2.41 | 2.06 | 17% | 11.16 | 11.54 | -3% |

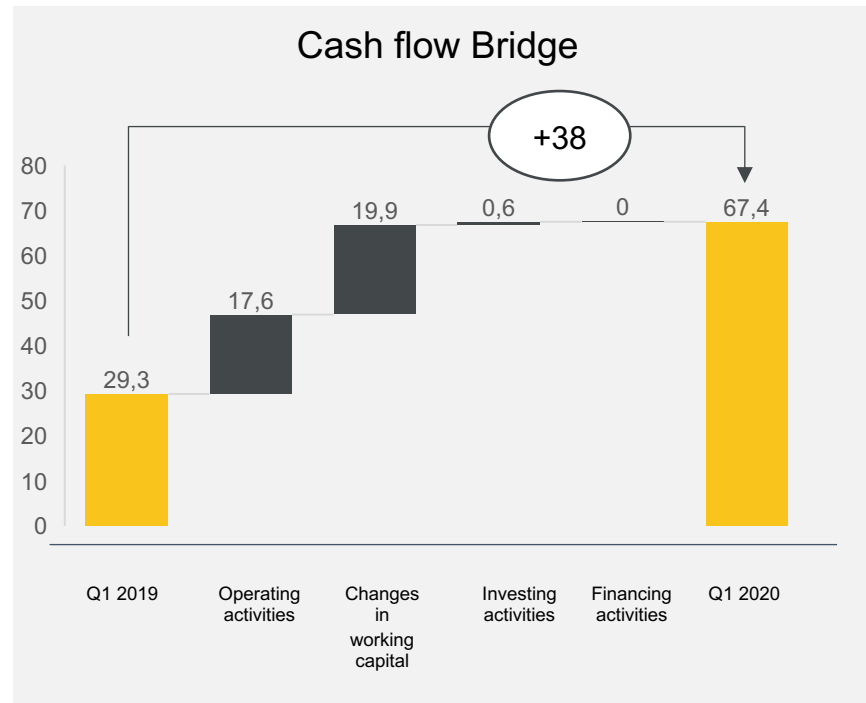


¹⁾ Figures for April 2018-March 2019, excluding revaluation of former associate shareholding in MetaboGen of SEK 7.0 million.

Cash Flow (MSEK)

- Healthy Cash Flow for the Period at 67.4 (29.3) MSEK.
- Changes in working capital 25.6 MSEK due to lower receivables and higher payables.

| | Q1 2020 | Q1 2019 | FY 2019 |
|---|------------|------------|------------|
| Cash flow from operating activities before changes in net working capital | 47.9 | 30.3 | 188.6 |
| Changes in working capital | 25.6 | 5.7 | -40.8 |
| Cash flow from operating activities | 73.5 | 35.9 | 147.9 |
| Cash flow from investing activities | -4.3 | -4.9 | -39.0 |
| Cash flow from financing activities | -1.7 | -1.7 | -181.1 |
| Cash flow for the period | 67.4 | 29.3 | -72.3 |
| Cash at end of period | 284.1 | 315.1 | 213.8 |





Concluding Remarks
Isabelle Ducellier, CEO

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Conclusion

- Despite COVID-19 uncertainties and remaining slight back log from Sanico, total sales of +7%.
- The results are from the pertinence of our long term strategy focusing on building a global strong brand towards healthcare professionals and consumers, optimizing multi channels marketing and sales approaches, within two areas; Mother & Child and Healthy Ageing.
- We have so far seen limited impact of COVID-19 however difficult to predict future effects



Q&A

