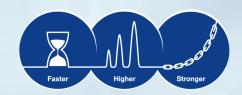


# Interim report January - June 2020



### **About Bio-Works**

Bio-Works develops, manufactures and supplies leading products for chromatographic separation of proteins and other biomolecules. The company's employees have long and deep experience of the biotechnology industry and, above all, separation media for biomolecules.

The Bio-Works facility is located in Uppsala Business Park, Uppsala, Sweden. The company's quality system is certified according to the ISO 9001: 2015 standard.

## Period 1 April – 30 June 2020 in brief

- Net sales increased by 7% to KSEK 1,663 (1,557) with good sales growth in Europe and Asia
- Order intake increased by 38% to KSEK 2,591 (1,879).
- Profit for the second quarter was KSEK -9,818 (-11,266)
- Earnings per share before dilution in the second quarter amounted to SEK -0.32 (-0.58) and after dilution amounted to SEK -0.32 (-0.58).
- Cash flow from operating activities amounted to KSEK -10,713 (-10,714). The amount last year refers to cash flow excluding the then ongoing new share issue of KSEK 62,807.
- Bank deposits amounted to KSEK 54,303 (35,618) at the end of the period.

## Period 1 January - 30 June 2020 in brief

- Net sales increased by 71% to KSEK 3,693 (2,159) with good sales growth in sales regions
- Order intake increased by 90% to KSEK 4,677 (2,464).
- Profit for the first half of the year was KSEK -21,130 (-21,618).
- Earnings per share before dilution in the first half of 2020 amounted to SEK -0.69 (-1.12) and after dilution amounted to SEK -0.69 (-1.12).
- Cash flow from operating activities amounted to KSEK -21,872 (-18,250). The amount last year refers to cash flow excluding the then ongoing new share issue of KSEK 62,807.
- Bank deposits amounted to KSEK 54,303 (35,618) at the end of the period.

## Significant events during the second quarter

- We continue to experience strong sales. In 2Q, Europe and Asia led the way, growing both quarter-over-quarter and versus 2Q19.
- The current situation with covid-19 continues to present challenges as we focus on keeping our manufacturing site at full capacity and delivering products on time to our global customer base.
   Despite this, our entire organization has done a remarkable job to keep us operational and to manage supply chain and logistics.
- Covid-19, however, has presented opportunities as well and our 2Q campaign to help covid-19
  vaccine developers was met positively by the market. We fulfilled our campaign goals in supplying
  developers with samples large enough to produce preclinical batches and we believe that these
  collaborations will lead to scale-up orders in the future.
- We continue to develop our presence in North America, formalizing a number of business processes so that we are ready to build out our commercial team in the second half of 2020.

# Significant events after the end of the period, 30 June 2020

- Jonathan Royce formally took the position as CEO per first of July.
- In July, Bio-Works Technologies AB received 596 KSEK in financial support for furloughs implemented between May and August.



3

## **CEO** statement

Bio-Works' momentum from the first quarter continued in 2Q and our revenue and order growth in the second quarter and first half of the year have been very positive. We delivered overall revenue growth of 7% in the second quarter versus 2Q19, while orders grew 38% vs 2Q19 and 24% versus the previous quarter (1Q20).

Here is my summary of the most important events in 2Q20.

#### Sales in 2Q 2020

Bio-Works sales during the quarter totaled 1,663 KSEK which was 106 KSEK higher than the same period last year. Large customers, spread over all markets, continue to represent the majority of our sales. At the same time, we see that our past work to build out a strong network of distributors is also paying dividends. Distributor sales in developing markets represented nearly 50% of our sales in the second quarter.

Covid-19 is a challenge and an opportunity. Our dedicated employees have kept our production running at full-capacity during the pandemic outbreak, but face-to-face sales meetings have been impossible and several key conferences have been cancelled, forcing us to adjust our marketing plans moving forward. In the second half of the year we must think creatively in how we plan and execute on our overall business strategy.



#### Renewed focus of sales processes and organization

A key goal for 2020 has been to build our global sales platform and this is unchanged despite our change of leadership. We continue to develop our US subsidiary in advance of growing the team further, and our first US employee has been an integral part of the team working on this project. We have already been able to leverage a larger customer network within our primary target group and have initiated collaborations with key US customers. At the same time, we have recruited a new Key Account Manager in Germany who will give us renewed focus on a critical geography in the European market. Active collaboration with our distributor network, especially in growth markets, continues to enable us to reach customers globally.

#### **First reflections**

At the time of writing this message, I have been on the job for 6 weeks. I am highly impressed by the quality and breadth of the product portfolio that the talented individuals at Bio-Works have developed. Our top-class ion exchangers are especially impressive, having outperformed competitors in peptide and oligonucleotide purifications. The number of clinical projects based on peptides and oligonucleotides continues to grow, thus giving Bio-Works additional possibilities to sell solutions which enable customers to produce higher purity therapeutics at a lower production cost. We have a strong technical foundation upon which we will continue to execute upon commercially. There is much potential, and I am excited to be leading the Bio-Works team.

Thank you for the opportunity and for your continued confidence.

Uppsala 21 August 2020 Jonathan Royce CEO, Bio-Works Technologies AB



## The group

BIO-WORKS GROUP KEY RATIO	2020	2019	2020	2019	2019
Amount in KSEK	April-June	April-June	Jan-June	Jan-June	Jan-Dec
Net sales	1 663	1 557	3 693	2 159	5 573
Inflow of orders	2 591	1 879	4 677	2 464	5 581
Operating profit/loss	-9 545	-11 258	-21 108	-21 619	-42 099
PROFIT/LOSS FOR THE PERIOD	-9 818	-11 266	-21 130	-21 618	-42 113
Cash flow from operating activities	-10 713	-73 521	-21 872	-81 057	-40 041
Bank balance	54 303	35 618	54 303	35 618	76 402
Equity ratio (%)	89,1	87,8	89,1	87,8	93,3

	2020	2019	2020	2019	2019
Earnings per share (SEK)	April-June	April-June	Jan-June	Jan-June	Jan-Dec
Equity (KSEK)	61 337	102 830	61 337	102 831	82 129
Share price per closing day (SEK)	5,4	8,90	5,4	8,90	8,02
Earnings per share before dilution	-0,32	-0,58	-0,69	-1,12	-1,39
Earnings per share after dilution	-0,32	-0,58	-0,69	-1,12	-1,39

Average number of shares					
Number of shares period start	30 415 746	19 335 670	30 415 746	19 335 670	19 335 670
Number of shares period end	30 415 746	19 335 670	30 415 746	30 415 746	30 415 746
Average number of shares	30 415 746	19 335 670	30 415 746	19 335 670	30 114 657
Average number of shares before dilution	30 415 746	19 335 670	30 415 746	19 335 670	30 114 657
Average number of shares after dilution	31 178 246	20 198 170	31 178 246	20 198 170	30 927 157

### The Group's development during the period April - June 2020

#### **Orders received**

Bio-Works order intake increased by almost 38percent to SEK 2,591 during the second quarter of 2020, compared with SEK 1,879 in 2019.

#### **Net sales**

Net sales increased 7 percent during the second quarter of 2020 compared to the previous year and amounted to KSEK 1,663 (1,557).

	2020	2019	2020	2019	2019
Net Sales	April-June	April-June	Jan-June	Jan-June	Jan-Dec
Sweden	1	30	5	44	51
Europe	1 202	684	2 062	935	2 356
North america	115	561	1 021	781	2 403
Asia	345	282	606	399	763
Total	1 663	1 557	3 693	2 159	5 573

#### **Earnings**

Profit for the second quarter of 2020 amounted to KSEK -9 818 (-11 266). The reduction in the loss is largely explained by the Covid-19 and state aid amounted to 602 (0) KSEK that has been received as well as reduced external costs.

Personnel costs amounted to KSEK 6 601 (6 202), which is explained by the number of employees increasing by 7 to 34 (27) compared with the second quarter of 2019.

Costs for raw materials and other supplies decreased by KSEK 581 to KSEK 267 (848 KSEK), mainly due to inventory differences in June 2019.

Other external costs were KSEK 5 186 (5 448), a decrease of KSEK 262 due to Covid-19, reduced

travel cost and participation in international trade fairs.

Depreciation for the second quarter of 2020 decreased by KSEK 359 to KSEK 179 (538) compared with the corresponding period last year where the Group's goodwill is fully amortized Q3 2019.

Operating profit for the second quarter of 2020 decreased by KSEK 1 713 to KSEK -9 545 (-11 258) compared with the second quarter of 2019.

Net financial items for the period amounted to KSEK 273 (8), where the increase is explained by the weaker SEK, which gave a change of SEK 266.

#### Financing and cash flow

Cash flow from operating activities was KSEK -10 713 (-10 714). The amount last year refers to cash flow excluding the then new share issue of 62,807. The investment operations' cash flow amounted to KSEK - 565 (-18) in new machinery and equipment.

Cash flow for the period amounted to KSEK -10 930 (-10 732) and can be explained by investment in new machinery and equipment.

Cash and cash equivalents at the end of the year were KSEK 54 303 (35 618).

## The Group's development during the period January - June 2020

#### **Orders received**

Bio-Works order intake increased by 90 percent to SEK 4,667 during the first half of 2020, compared with SEK 2,464 in 2019.

#### **Net sales**

Net sales increased 71 percent during the first half of 2020 compared to the previous year and amounted to KSEK 3,693 (2,159).

#### **Earnings**

Profit for the first half of 2020 amounted to KSEK - 21 130 (-21 618). The reduction in the loss is largely explained by the Covid-19 and state aid amounted to 727 (0) KSEK that has been received.

Personnel costs amounted to KSEK 13 824 (12 302), which is explained by the number of employees increasing by 7 to 34 (27) compared with the first half of 2019.

Costs for raw materials and other supplies decreased by KSEK 385 to KSEK 778 (1 163 KSEK), mainly due to inventory differences in June 2019.

Other external costs were KSEK 11 115 (9 592), an increase of 1 523 KSEK due to an increase in

consulting costs and cost of premises.

Depreciation for first half of 2020 decreased by KSEK 734 to KSEK 337 (1 071) compared with the corresponding period last year where the Group's goodwill is fully amortized Q3 2019.

Operating profit for the first half of 2020 decreased by KSEK 511 to KSEK -21 108 (-21 619) compared with first half of 2019.

Net financial items for the period amounted to KSEK -22 (1), where the increase is explained by the weaker SEK, which gave a change of SEK 23.

#### Financing and cash flow

Cash flow from operating activities was KSEK -21 872 (-18 250). The amount last year refers to cash flow excluding the then new share issue of 62,807. The investment operations' cash flow amounted to KSEK - 565 (-195) in new machinery and equipment.

Cash flow for the period amounted to KSEK -20 090 (-18 444) and can be explained by investment in new machinery and equipment.

Cash and cash equivalents at the end of the year were KSEK 54 303 (35 618).

#### **Shareholders**

As of June 30, 2020, Bio-Works Technologies AB had 2 133 shareholders (2 131 as of June 30, 2019).

Shareholder	Number of shares	Number of votes
NORTAL INVESTMENTS AB	4 019 885	13,22%
AMICOGEN INC.	3 007 896	9,89%
FÖRSÄKRINGSAKTIEBOLAGET, AVANZA PENSION	1 282 783	4,22%
NORDNET PENSIONSFÖRSÄKRING AB	1 035 865	3,41%
SKANDINAVISKA ENSKILDA BANKEN AB, W8IMY	974 228	3,20%
MALMGREN, OLOF MATHIAS	777 777	2,56%
SEB AB, LUXEMBOURG BRANCH, W8IMY	590 807	1,94%
CITI SWITZ AG AS AGENT FOR CLIENTS	555 556	1,83%
PETER VON EHRENHEIM, FJÄRSUNDET INDUSTRI AKTIEBOLAG	602 405	1,98%
EKLUND, THOMAS	555 556	1,83%
The ten largest shareholders	13 402 758	44,07%
Other shareholders	17 012 988	55,93%
Total number	30 415 746	100,00%

#### **Employees**

The average number of employees in the Bio-Works Group during the second quarter of 2020 was 30.5 (29.3) and at the end of the quarter the number of full-time employees was 34 (27).

The average number of employees in the Bio-Works Group during the first half of 2020 was 31.4 (26.9) and at the end of the period the number of full-time employees was 34 (27).

#### **Accounting and valuation principles**

Annual accounts and interim reports are prepared in accordance with the Swedish Annual Accounts Act and BFNAR 2012: 1 (K3). The rules applied are unchanged compared to the previous year.

## Financial reports

BIO-WORKS GROUP INCOME STATEMENT	2020	2019	2020	2019	2019
Amount in KSEK	April-June	April-June	Jan-June	Jan-June	Jan-Dec
Net sales	1 663	1 557	3 693	2 159	5 573
Change in inventories of products in progress	580	216	680	342	1 362
Capitalized own developing work	0	0	0	0	0
Other operating income	446	4	574	7	29
Operating expenses					
Raw material and consumables used	-267	-848	-778	-1 163	-1 565
Other external expenses	-5 186	-5 448	-11 115	-9 592	-21 126
Personnel costs	-6 601	-6 202	-13 824	-12 302	-24 556
Depreciation of intangible and					
tangible assets	-179	-538	-337	-1 071	-1 816
Other operating expenses	0	0	0	0	0
Total operating expenses	-12 234	-13 035	-26 055	-24 127	-49 063
Operating profit/loss	-9 545	-11 258	-21 108	-21 619	-42 099
Profit/loss from financial items					
Financial income	31	25	66	53	120
Financial expenses	-5	0	-7	0	0
Currency effects	-299	-33	-81	-52	-134
Total financial net	-273	-8	-22	1	-14
Profit/loss after financial items	-9 818	-11 266	-21 130	-21 618	-42 113
Tax	-	-	-	-	-
PROFIT/LOSS FOR THE PERIOD	-9 818	-11 266	-21 130	-21 618	-42 113

BIO-WORKS GROUP BALANCE SHEET	2020	2019	2019
Amount in KSEK	30-Jun	30-Jun	31-Dec
ASSETS			
Fixed assets			
Intangible assets	412	1 112	556
Tangible assets	1 550	1 322	1 157
Total fixed assets	1 963	2 434	1 713
Current assets			
Inventory	8 555	5 902	6 962
Accounts receivable	845	537	1 033
Other short-term receivables	1 295	70 541	689
Prepaid expenses and accrued income	1 873	2 136	1 225
Bank balances	54 303	35 618	76 402
Total current assets	66 871	114 734	86 310
TOTAL ASSETS	68 834	117 168	88 023
EQUITY AND LIABILITIES			
Retricted equity			
Share capital	3 042	2 489	3 042
Unregistered share capital	0	552	0
Development fund	247	376	247
Non-restricted equity			
Share premium reserve	225 141	225 347	225 141
Profit/loss brought forward	-145 961	-104 315	-104 187
Profit/loss for the period	-21 130	-21 618	-42 113
Total equity	61 337	102 831	82 129
Short-term liabilities			
Accounts payable	2 967	8 402	1 057
Prepayments from customers	6	181	86
Other short-term liabilities	1 166	1 348	1 666
Accrued expenses and deferred income	3 357	4 406	3 085
Total short term liabilities	7 496	14 337	5 894
TOTAL EQUITY AND LIABILITIES	68 834	117 168	88 023

BIO-WORKS GROUP CHANGE IN EQUITY	April-June	April-June	Jan-June	Jan-June	Jan-dec
Amount in KSEK	2020	2019	2020	2019	2019
Equity at the beginning of the period	70 816	51 290	82 129	61 641	61 641
New issue (including issue costs),	0	62 255	348	62 807	62 601
subscription rights, convertible salary					
Not registered share capital	0	552	0	0	0
Warrants	348	0	0	0	0
Balanced development fees for the year	0	0	0	0	-129
Depreciation / write-downs for the year	0	0	0	0	129
on balanced development fees					
Translation differences	-9	0	-9	0	0
The result of the period	-9 818	-11 266	-21 130	-21 618	-42 113
EQUITY AT THE END OF THE PERIOD	61 337	102 831	61 337	102 831	82 129

BIO-WORKS GROUP CASH FLOW	Jan-June	Jan-June	Jan-June	Jan-June	Jan-dec
Amount in KSEK	2020	2019	2020	2019	2019
Operating activities					
Operating profit/loss	-9 545	-11 258	-21 108	-21 619	-42 099
Adjustments for items not included the cash flow	-125	530	293	1 072	1 802
Cash flow from operating activities before					
working capital changes	-9 671	-10 728	-20 815	-20 547	-40 297
Cash flow from working capital changes	-1 042	-62 793	-1 058	-60 510	256
Cash flow from operating activities	-10 713	-73 521	-21 872	-81 057	-40 041
Investing activities					
Investments in intangible assets	0	0	0	0	0
Investments in tangible assets	-565	-18	-565	-195	-220
Cash flow from investing activities	-565	-18	-565	-195	-220
Financing activities					
New share issue	0	62 807	0	62 807	62 601
Warrants	348	0	348	0	0
Cash flow from financing activities	348	62 807	348	62 807	62 601
Cash flow this period	-10 930	-10 732	-22 090	-18 444	22 341
Liquidity at this periods' beginning	65 242	46 350	76 402	54 061	54 061
Exchange rate differences in liquidity	-9	0	-9	1	0
Liquidity at this period end	54 303	35 618	54 303	35 618	76 402

## Parent company

PARENT COMPANY INCOME STATEMENT	2020	2019	2020	2019	2019
Amount in KSEK	<b>April-June</b>	April-June	Jan-June	Jan-June	Jan-Dec
Net sales	1 516	1 757	3 273	2 847	5 849
Operating expenses					
Other external expenses	-1 381	-876	-2 890	-1 591	-3 958
Personnel costs	-1 093	-1 046	-2 380	-2 210	-4 698
Depreciation of intangible asset	0	0	0	0	0
Total operating expenses	-2 474	-1 922	-5 270	-3 801	-8 656
Operating profit/loss	-958	-166	-1 997	-954	-2 808
Profit/loss from financial items					
Profit/loss from associated companies	-14 379	-10 113	-26 558	-19 475	-37 109
Financial income	31	25	66	53	120
Financial income from associated companies	0	0	0	0	0
Financial expenses	-1	0	-1	0	0
Currency effects	-69	0	-69	0	0
Total financial net	-14 417	-10 087	-26 562	-19 422	-36 990
Profit/loss after financial items	-15 375	-10 253	-28 558	-20 376	-39 797
Tax	-	-	-	-	-
PROFIT/LOSS FOR THE PERIOD	-15 375	-10 253	-28 558	-20 376	-39 797



PARENT COMPANY BALANCE SHEET	2020	2019	2019
Amount in KSEK	30-Jun	30-Jun	31-Dec
ASSETS			
Fixed assets			
Intangible assets	0	0	0
Financial non-current assets	100	100	100
Total fixed assets	100	100	100
Current assets			
Short-term receivables, Group companies	1 054	0	0
Other short-term receivables	1	69 804	56
Prepaid expenses and accrued income	197	196	44
Bank balances	45 617	31 527	74 888
Total current assets	46 869	101 527	74 988
TOTAL ASSETS	46 969	101 627	75 088
EQUITY AND LIABILITIES			
Retricted equity			
Share capital	3 042	2 489	3 042
Unregistered share kapital	0	552	0
Non-restricted equity			
Share premium reserve	225 489	225 347	225 141
Profit/loss brought forward	-154 563	-114 766	-114 766
Profit/loss for the period	-28 558	-20 376	-39 797
Total equity	45 408	93 246	73 619
Short-term liabilities			
Accounts payable	469	6 338	271
Other short-term liabilities	183	236	371
Accrued expenses and deferred income	908	1 808	827
Total short term liabilities	1 561	8 381	1 469
TOTAL EQUITY AND LIABILITIES	46 969	101 627	75 088

#### Risks

Bio-Works Technologies AB and its subsidiary Bio-Works Sweden AB's businesses are associated with risks related to the development of existing and future products, financing, intangible assets, partnerships with partners, agreements and dependence on key people. A continuous process is underway to identify all occurring risks and to assess how each risk should be managed.

As described in the Annual Report 2019, the ongoing Covid-19 epidemic has not affected overall sales negatively, as our main volumes come from our customers in late scale-up and production. However, the pandemic has limited personal customer meetings and participation in international conferences. A risk assessment based on Covid-19 is made by the company on an ongoing basis, based on our internal and external contacts and communication.

## The Board's declaration

The Board of Directors and the CEO assure that the interim report, to the best of their knowledge, provides a true and fair view of the Parent Company and the Group's operations, position and results and describes the most significant risks and uncertainties that the Parent Company and its subsidiaries face.

Uppsala 21 August 2020

Peter von Ehrenheim Thomas Eklund Kirsti Gjellan Chairman of the Board Board Member Board Member

Patrick Van de Velde Johan Sedihn Peter Nählstedt Board Member Board Member Board Member

Jonathan Royce CFO

This report has not been reviewed by the company's auditor. This English translation is unofficial and is provided for convenience.

#### **Certified Advisor**

FNCA Sweden AB, +46(0)8-528 00 399, is the Company's Certified Advisor at Nasdaq First North Growth Market, Stockholm

#### **Future report dates and Annual General Meeting**

Year-end report 2020 19 February 2021, 13:00

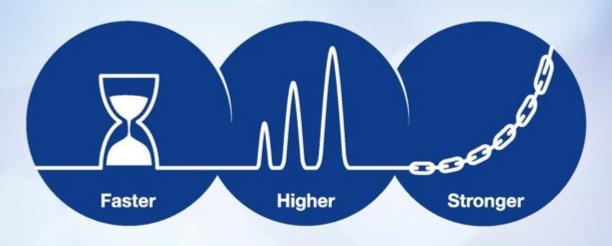
All reports are available on the Bio-Works website from the specified date.

#### For further information

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Flow rate

Binding capacity

Beads

