



**Issuer Report as of 30.06.2024**

**DARWIN AG**



## At a glance

### Darwin Group

#### Profit and loss account\*

	in TEUR
	<b>01.01. - 30.06.2024</b>
Total output	10.941
Other operating income	28.123
Material expenses	-8.412
Personnel expenses	-6.042
Other operating expenses	-5.121
Earnings before interest, taxes, depreciation and amortization (EBITDA)	19.490
Depreciation	-1.754
Earnings before interest and taxes (EBIT)	17.736
Financial result	1.191
Earnings before taxes (EBT)	18.926

#### Balance sheet figures\*

	<b>30.06.2024</b>
Cash funds	124.070
Bank liabilities	3.936

\*not audited, not reviewed by the auditor

## Dear shareholders,

After the final discontinuation of the PCR analysis business in connection with the Covid-19 pandemic and the extensive investments in product and brand development in the 2023 financial year, the first half of the 2024 financial year was marked by the entry into new markets and the relaunch of existing brands. The following highlights of the first half of 2024 are particularly noteworthy:

- An international sales partner was found in 10X Health Systems, which will develop the North American market for personalized nutritional supplements in particular in a long-term partnership. Relevant sales contributions from this cooperation are expected from the third quarter.
- The subsidiary 305 Care GmbH was able to realize a successful market launch in the area of personalized cosmetics in the second quarter. Even if the absolute sales in the first half of the year are still manageable, the monthly growth rates are extremely optimistic. Significant growth impulses are again expected for the fourth quarter, which is important in the cosmetics market.
- The relaunch of the NovoDaily brand and the associated streamlining of the product range were implemented in the first half of the year. The feedback from the market so far has been very positive and makes us optimistic about the expected growth in the second half of the year.
- The in-house start-ups NovoMedic GmbH and Genius GmbH were each able to win their first customers and are now preparing for a more intensive market development in the second half of the year.
- In the pharmaceutical and medical products trading business unit, we managed to achieve sales growth of around 5% compared to the same period last year, despite the overall challenging economic environment.

In addition to the above points, plans for the new construction of the company property near Salzburg are continuing. We have also managed to make significant progress in key software projects, so that the planned growth is also secured in terms of efficient processes and sufficient production capacity.

Furthermore, new products in the field of medical genetics are about to be launched on the market.

Despite the challenging economic environment, the Management Board is overall satisfied with the development in the first half of the year and expects a significant increase in sales and earnings for the second half of the year.

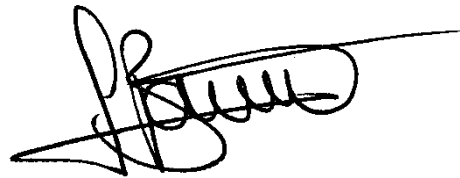
München, 15.10.2024

Best regards



**Dr. Daniel Wallerstorfer**

Founder and CEO



**Felix Bausch**

CIO

# DARWIN

Analyse. Learn. Solve.

**Darwin AG**

Brienner Straße 7  
80333 München

[investor.relations@darwin-biotech.com](mailto:investor.relations@darwin-biotech.com)

[www.darwin-biotech.com](http://www.darwin-biotech.com)