

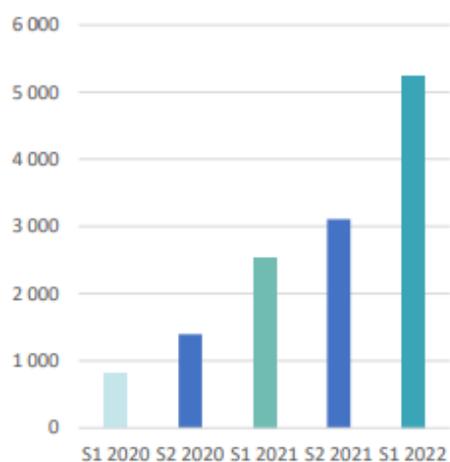
## Press release

# Sales in the first half of 2022: doubling of DHA sales before pre-commercialization of the natural blue color

**Libourne - July 21, 2022** - Fermentalg (Euronext - FALG), the French microalgae expert, announces revenue for the first half of fiscal year 2022<sup>1</sup>.

(in K€)	S1 2020	S1 2021	S1 2022	Variation 2022/2021
<b>Revenues</b>	<b>803</b>	<b>2537</b>	<b>5 421</b>	<b>+107%</b>

### DHA ORIGINS<sup>®</sup>, a growing range



After having recorded sales of €2.3 million in Q2, Fermentalg closes the first half of 2022 with sales of €5.2 million, up 107% compared to the first half of 2021. This solid growth reflects the ramp-up of DHA ORIGINS<sup>®</sup> algae oil sales, in line with the annual projection. The breakdown of sales this half-year is marked by a preponderance of the European zone, without this being a structural trend: 35% in North America, 63% in Europe and 2% in Asia. The dynamism of sales remains supported, on the one hand, by the recognized quality of the Omega-3 range created by Fermentalg and, on the other hand, by the confirmation of the dynamics of substitution of fish oil

by a more sustainable solution with increased traceability. On the other hand, this alternative makes even more sense in a context where the competitiveness of intensive fishing and its underlying product tends to decrease significantly. Thus, Fermentalg continues its commercial efforts to promote its offer and to enlarge its client portfolio. With the gradual resumption of international travel and trade shows, the company was notably present at Vitafoods, the leading European trade show for nutraceuticals, which was held last May. Nevertheless, the group remains attentive to the impact of the macro-economic situation and its potential consequences on the entire food industry and its production costs.

<sup>1</sup> Unaudited data

### **Natural Blue in pre-commercialization phase**

In addition to the sales of DHA ORIGINS® and after having completed the last technical step in the development of its natural blue food colorant, Fermentalg is now engaged in the industrial transfer of its second product line. The production at a leading German manufacturer will support the pre-commercialization of this new product launched with DDW, a subsidiary of the Givaudan Group, under the name of Galdieria Blue Extract, and will enable the company to meet the first pre-commercial sample orders expected before the end of the year. In accordance with the terms of the partnership signed in June 2020, Fermentalg received a second payment of €1 million from DDW in the form of a repayable advance on future product deliveries.

### **Other highlights of the first half of 2022**

In addition to this rich commercial activity, the first half-year was also marked by the entry of reference investors in the capital of CarbonWorks, its subsidiary co-created with Suez and dedicated to the circular economy of CO<sub>2</sub>, to accelerate its development.

Finally, the BSA-DE exercise period was successfully completed at the end of June with an overall exercise rate of 82%<sup>2</sup>.

Next publication: half-yearly results 2022, September 22, 2022 (after market close).

### **About Fermentalg**

Fermentalg is an expert in the research and bio-industrial exploitation of microalgae. The company's objective is to propose sustainable solutions and innovative products that contribute to the development of healthy, natural and efficient products. Our business: the development, production and marketing of sustainable solutions and active ingredients from microalgae for nutrition, health and the environment. Nutritional lipids, alternative proteins, natural food colorings and innovative environmental solutions are the current and future offerings of our company. Fermentalg shares are listed on Euronext Paris (FR0011271600 - FALG) and are eligible for PEA-PME and "SRD long-only". It is part of the Gaïa index for Socially Responsible Investment (SRI), which includes the best rated SMEs in terms of environmental, social and governance (ESG) performance.

For more information: [www.fermentalg.com](http://www.fermentalg.com)

<sup>2</sup>allocated free of charge to all shareholders in a transaction approved by the AMF on June 18, 2020, under number 20-26 (2,422,294 shares issued and 3,622,322 warrants giving right to 517,474 unexercised shares) It should be noted that the BSA-BLUE, granted free of charge to all shareholders on December 22, 2021, by the company and which entitle the holder to subscribe to one new share at a price of €2.75 for every 18 BSA-BLUE held, may be exercised until December 15, 2023.



**Contact for journalists :**

ACTUS finance & communication

Fatou-Kiné N'DIAYE

Phone : +33 (0)1 53 67 36 34

fndiaye@actus.fr

**Investor contact :**

ACTUS finance & communication

Anne-Catherine BONJOUR

Phone : +33 (0)1 53 67 36 93

fermentalg@actus.fr