

Press Release, 22 August 2013

BioGaia AB

Interim report 1 January – 30 June 2013 (15 pages)

(Figures in brackets refer to the same period of last year)



President's comments:

"The efforts to break into the major markets are starting to pay off. In the second quarter we signed an agreement with the state-owned company Beijing Keyuan Xinhai Pharmaceutical in China", says Peter Rothschild, President of BioGaia AB.

"To a large extent, our sales work is focused on the large highly populated countries and we hope that these activities will result in new agreements and relatively rapid launches during the current and coming year. We remain committed to achieving continued healthy growth in sales, both through increased sales among our existing distribution partners and by entering new markets where our products have not previously been sold," adds Peter Rothschild.

Period from 1 January to 30 June 2013

Net sales reached SEK 163.5 million (154.0¹⁾), an increase of SEK 9.5 million (6%). Excluding foreign exchange effects, net sales improved by 11%.

Net sales of finished consumer products amounted to SEK 134.6 million (121.8), representing growth of SEK 12.8 million (11%). Excluding foreign exchange effects, net sales improved by 15%.

Net sales of component products amounted to SEK 27.9 million (31.3¹), a decrease of SEK 3.4 million (11%). Excluding foreign exchange effects, net sales fell by 8%.

Operating profit was SEK 44.1 million (45.5¹⁾), down by SEK 1.4 million (-3%). Excluding foreign exchange effects, operating profit rose by 4%.

Profit after tax was SEK 34.5 million (37.5¹⁾), a decrease of SEK 3.0 million (8%).

Earnings per share totalled SEK 1.85 (2.081).

The period's total cash flow was SEK -125.5 million (243.1). Last year's cash flow included payment of SEK 356.0 million in licence revenue from Nestlé. Cash and cash equivalents at 30 June 2013 totalled SEK 249.6 million (414.5). Cash flow since 30 June 2012 includes dividends of SEK 172.7 million, tax payments of SEK 65.6 million and investments in TwoPac of SEK 14.8 million.



Second quarter of 2013

Net sales amounted to SEK 85.3 million (75.7), up by SEK 9.6 million (13%). Excluding foreign exchange effects, net sales increased by 17%.

Net sales of finished consumer products totalled SEK 69.0 million (67.1), an increase of SEK 1.9 million (3%). Excluding foreign exchange effects, net sales grew by 8%.

Net sales of component products amounted to 16.0 million (8,3), an improvement of SEK 7.7 million (93%). Excluding foreign exchange effects, net sales increased by 98%.

Operating profit was SEK 26.3 million (19.4) million, an increase of SEK 6.9 million (36%). Excluding foreign exchange effects, operating profit rose by 43%.

Profit after tax was SEK 16.9 million (16.7), an increase of SEK 0.2 million (1%). Financial items include of loss of SEK 4.7 million on outstanding foreign exchange contracts (a gain of SEK 1.6 million in the year-earlier period).

Key events in the second quarter of 2013

Agreements for the sale of ProTectis drops and ProTectis and Gastrus digestive health tablets in South Korea and China.

New significant agreement with Nestlé for new category of products.

Key events after the end of the second quarter

BioGaia acquires remaining 50% of TwoPac.

FDA approves BioGaia's request for orphan drug designation.

New study shows that *Lactobacillus reuteri* Prodentis improves periodontal treatment

1) Excluding license revenue from Nestlé. Net sales and profit for the previous year also included license revenue of SEK 356.0 million from Nestlé for a perpetual license to use *Lactobacillus reuteri* Protectis in infant formula during the remaining term of the patent, which is regarded as non-recurring revenue. Including license revenue from Nestlé, net sales for the first half of 2012 amounted to SEK 510.0 million, operating profit to SEK 401.5 million, profit after tax to SEK 299.9 million and earnings per share to SEK 17.27.

Teleconference: You are welcome to take part in a teleconference on the interim report that will be held today at 10:00 a.m. by President Peter Rothschild. To participate in the conference, please see www.biogaia.com/agenda for telephone numbers.

BioGaia has published this information in accordance with the Swedish Securities Market Act. The information was issued for publication on 22 August 2013, 8:00 a.m. CET.

This is a translation of Swedish version of the interim report. When in doubt, the Swedish wording prevails



BioGaia AB (publ.)

INTERIM REPORT 1 JANUARY - 30 JUNE 2013

Figures in brackets refer to the same period of last year.

The Board of Directors and the President of BioGaia AB (publ) hereby present the interim report for the first half of 2013. A description of the company's operations is provided on page 15.

PRESIDENT'S COMMENTS

The efforts to break into the major markets are starting to pay off. In the second quarter we signed an agreement with the state-owned company Beijing Keyuan Xinhai Pharmaceutical in China. Through Keyuan, we believe we have found a relatively rapid and direct path into the large and exciting but also challenging Chinese market. Aside from our flagship product, our probiotic baby drops, Keyuan will also launch our new *Helicobacter pylori* product Gastrus. This is of major interest, since infection with the gastric ulcer bacterium *Helicobacter pylori* is widespread in China and the rest of Asia. Our new partner in South Korea, Dong Sung, will also launch Gastrus. We hope to get started in these markets already during the current year.

Our new agreement with Nestlé is one of the fruits of the key contract we signed with them in February 2012, when we also entered into a number of development and option agreements. Unfortunately, we are not able to disclose many details about the agreement since Nestlé prefers to wait for competitive reasons until the launch before talking about the product. However, the agreement is significant and has already replaced part of the business we sold to them last year.

On 1 July 2013 BioGaia acquired the remaining 50% of the shares in the company TwoPac that we did not already hold. TwoPac was founded by its management together with BioGaia in 2002. The company has the expertise to build manufacturing equipment and is today a very valuable part of BioGaia's product development process and ensure that our products can achieve a good product stability and be manufactured at lower costs. This was the main motive behind the acquisition. In view of the company's healthy profitability, we can also expect a good return on this investment.

In the past few days the FDA approved our request for an orphan drug designation for a product that is intended for premature infants with the disease NEC. This qualifies the applicant for certain benefits from a special group within the FDA in connection with the process to register the product as a pharmaceutical. It also means that the product is allowed an exclusivity period of seven years regardless of the patent situation and it can also entitle to certain tax reductions and finance possibilities. We are pleased to see that the product has been granted orphan drug status, since this means that it is assessed to be of major importance for the premature infants. The next step in the process is to draw up a plan for actual development of the drug and get it approved by the FDA. BioGaia does not intend to develop the drug on its own, and when the time is right we will seek partners that can assume a large share of the financial risks. Business related to this field will be handled by the subsidiary Infant Bacterial Therapeutics. So far we have invested around SEK 2 million in this project, an amount that is included in R&D expenses without exceeding the level that is normal for the

To a large extent, our sales work is focused on the major highly populated countries and we hope that these activities will result in new agreements and comparatively fast launches during the current and coming year. We remain committed to achieving continued healthy growth in sales, both through increased sales among our existing distribution partners and by entering new markets where our products have not previously been sold.

FINANCIAL PERFORMANCE IN THE FIRST HALF OF 2013

Sales

Consolidated net sales reached SEK 163.5 million (154.0) (excluding the previous year's licence revenue from Nestlé), which is an increase of SEK 9.5 million (6%).

Most of the company's sales are denominated in foreign currency, primarily EUR but also USD and JPY. With unchanged exchange rates, net sales would have been SEK 6.7 million higher. Excluding foreign exchange effects, net sales (excluding license revenue) thus increased by 11%. Exchange rate fluctuations for EUR, USD and JPY reduce both revenue and expenses. Operating profit would have been SEK 3.1 million higher in the event of unchanged exchange rates which means an increase by 4% compared to the same period last year.

Including license revenue from Nestlé, net sales for the first half of 2012 amounted to SEK 510.0 million. Net sales for 2012 included license revenue from Nestlé of SEK 356 million that is regarded as non-recurring revenue. In February 2012 BioGaia signed several new agreements with Nestlé including the acquisition of a perpetual license to use BioGaia's probiotic in infant formula during the remaining term of the patent. The purchase price was EUR 50.8 million, of which EUR 40.0 million (SEK 356 million) was received and recognised in the first quarter of 2012. The additional payments of EUR 10.8 million will be received during the period 2014-2017 on the achievement of predefined milestones. Following the sale of the license, culture sales to Nestlé have fallen since the third quarter of 2012, due to significantly lower margin on these sales.

Sales by segment

FINISHED CONSUMER PRODUCTS

Sales of finished consumer products rose by SEK 12.8 million (11%) compared to the same period of last year and amounted to SEK 134.6 million. Excluding foreign exchange effects, the increase was 15%.

Sales of finished consumer products grew primarily in Europe. Sales also rose in Asia and "Rest of world", but fell in the USA and Canada. The increase in Europe is primarily due to higher sales in Finland, Italy and Ukraine. The improvement in "Rest of world" is attributable to South Africa, Chile and Mexico. In Asia, sales were up in Indonesia but declined in Japan.

The decrease in the USA and Canada is a result of lower sales of tablets to Fleet, since the company purchased large inventories in connection with the launch last year. The first deliveries to the new distributor of drops in the USA, Gerber, took place in the second quarter of 2013 and are largely on par with deliveries to the former distributor in the USA during the same period of last year.

For the past 12-month period, sales of finished consumer products have risen by 11%. Excluding foreign exchange effects, the increase was 17%.

COMPONENT PRODUCTS

Sales of component products were down by SEK 3.4 million to SEK 27.9 million (-11%) compared to the same period of last year (excluding license revenue from Nestlé). The decrease is a consequence of the agreement with Nestlé in 2012 (see above), but the revenue arising from the new agreement with Nestlé has resulted in an increase in sales and is approaching the previous year's level.

Sales of component products declined primarily in Europe, which is due to the agreement with Nestlé (see above).



For the past 12-month period, sales of component products have decreased by 42%, which is a result of the license agreement with Nestlé in 2012

Sales by geographic market

Sales in Europe rose by SEK 13.2 million (12%) (excluding license revenue from Nestlé). Sales of finished consumer products increased while sales of component products decreased. For the past 12-month period, sales in Europe fell by 1% (excluding license revenue from Nestlé).

Sales in the USA and Canada decreased by SEK 8.2 million (-49%), which is mainly due to lower sales to Fleet (see above). For the past 12-month period, sales were down by 33%.

Sales in Asia were up by SEK 1.0 million (5%), which is explained by higher sales of finished consumer products. For the past 12-month period, sales in Asia declined by 5%.

Sales in "Rest of world" improved by SEK 3.4 million (29%), which is explained by higher sales of finished consumer products in Chile, Mexico and South Africa. For the past 12-month period, sales increased by 14%.

The BioGaia brand

Of total finished consumer products, 55% (52) were sold under the BioGaia brand, including so-called co-branding.

Gross profit

Gross profit amounted to SEK 111.8 million (109.7) (excluding the previous year's license revenue from Nestlé), which is an increase of SEK 2.1 million (2%) compared to the same period of last year. Including licence revenue from Nestlé, gross profit for the first half of 2012 was SEK 465.7 million.

The total gross margin (excluding license revenue) fell somewhat from 71% to 68%, which is mainly attributable to lower gross margin for component products (see below).

The gross margin for component products decreased from 67% to 50%. This is due to a lower margin on sales of culture to Nestlé, since BioGaia sells the culture at a significantly lower price following the sale of the perpetual license for use of *Lactobacillus reuteri* Protectis in infant formula.

The gross margin for finished consumer products was unchanged at 72%.

Operating expenses

Selling expenses totalled SEK 39.4 million (38.5), which is equal to 24% (25) of net sales. The increase of SEK 0.9 million (2%) is mainly attributable to higher personnel expenses. For the past 12-month period, selling expenses rose by 8%.

Administrative expenses amounted to SEK 7.8 million (6.8), which is equal to 5% (4) of net sales. The increase of SEK 1.0 million (15%) is primarily a result of higher personnel expenses. For the past 12-month period, administrative expenses were up by 6%.

R&D expenses were reported at SEK 21.9 million (18.3), which is equal to 13% (12) of net sales. The increase of SEK 3.6 million (20%) is mainly due to higher costs for clinical studies but also higher personnel expenses. For the past 12-month period, R&D expenses rose by 10%. The amortisation component of R&D expenses was SEK 0.2 million (0.3). Investments in capitalised development expenses totalled SEK 0 million (0).

Other operating income/expenses refer to foreign exchange gains/losses on operating receivables and liabilities.

Operating profit

Operating profit was SEK 44.1 million (45.5) (excluding the previous year's license revenue from Nestlé), which is SEK 1.4 million (-3%) lower than in the same period of last year.

Including licence revenue from Nestlé, operating profit for the first half of 2012 was SEK 401.5 million.

Financial items and profit before tax

Profit before tax was SEK 45.4 million (52.5) (excluding the previous year's license revenue from Nestlé), which is a decrease of SEK 7.1 million (-14%) compared to the same period of last year.

Including licence revenue from Nestlé, profit before tax for the first half of 2012 amounted to SEK 408.5 million.

Net financial items include a foreign exchange loss of SEK 1.5 million on forward exchange contracts in EUR. The figure for the first half of the previous year included a foreign exchange gain of SEK 3.0 million. At 30 June 2013 the company had outstanding forward exchange contracts for EUR 12.7 million at an average exchange rate of SEK 8.81. Forward exchange contracts amounting to EUR 3.7 million will mature for payment in 2013, EUR 7.9 million in 2014 and the remaining EUR 1.1 million in 2015. The actual exchange gain/loss depends on the exchange rate on the maturity date of the contracts. If the EUR rate on the maturity date is lower/higher than that 30 June 2013 (8.71), an exchange gain/loss will be recognised in the future.

Profit after tax

Profit after tax was SEK 34.5 million (37.5) (excluding the previous year's license revenue from Nestlé), which is SEK 3.0 million (8%) lower than in the same period of last year.

Including licence revenue from Nestlé, profit after tax for the first half of 2012 was SEK 299.9 million.

The tax rate for the Group was 24% (29). The Group pays tax on profits in the Swedish companies. The Swedish companies have made provisions to untaxed reserves in 2012. For this, deferred tax of SEK 24.6 million has been recognised.

The loss in Japan is not deductible against the Swedish profits. Loss carryforwards in the Japanese subsidiary at 30 June 2013 amounted to SEK 58.4 million. The deferred tax asset for these has not been recognised, since a sustainable profit level has not yet been shown in the Japanese subsidiary.

Earnings per share

Earnings per share amounted to SEK 1.85 (2.08) (excluding the previous year's license revenue from Nestlé). Including license revenue from Nestlé in 2012, earnings per share for the first half of 2012 were SEK 17.27.

Cash flow

The Group's cash and cash equivalents at 30 June 2013 totalled SEK 249.6 million (414.5). Cash flow since 30 June 2012 includes dividends of SEK 172.7 million, tax payments of SEK 65.6 million and investments in TwoPac of SEK 14.8 million.

Cash flow for the first half of 2013 amounted to SEK -125.5 million (243.1). The first half of 2012 included the payment of SEK 356.0 million in licence revenue from Nestlé.

Equity

Consolidated equity amounted to SEK 318.1 million (428.0). The Group's equity/assets ratio was 83 (79)%.



In June 2012 BioGaia carried out the warrant programme that was resolved on by the Annual General Meeting the same year. A total of 87,000 warrants were subscribed for, of which the management subscribed for 41,000. The warrants were issued at a market price of SEK 14.27 each following valuation according to the Black & Scholes formula, which provided the Parent Company with proceeds of SEK 1.3 million. Each warrant entitles the holder to subscribe for one class B share for SEK 241.90 on 1 June 2015. Volatility was estimated at 40.

If all of the subscription warrants are exercised, the company's equity will be increased by SEK 21.0 million. This represents a dilutive effect of approximately 0.5% on the share capital and 0.4% on the total number of votes upon the full exercise of warrants.

In order to achieve a high level of participation, the AGM decided to pay a subsidy of SEK 10 per warrant (after 1 June 2015) to the employees who have subscribed for subscription warrants but have not exercised the right to buy shares. No provisions for this obligation have yet been made, since the assessment is that with the applicable market price, all holders should exercise the right to buy shares. However, the need will be continuously evaluated.

Investments in property, plant and equipment

Investments in property, plant and equipment during the first half of 2013 amounted to SEK 5.2 million (17.8), of which SEK 4.1 million (16.8) refers to TwoPac AB.

Subsidiary in Japan

Net sales in the Japanese subsidiary during the first half of the year are reported at SEK 4.8 million (7.5). Operating profit in the Japanese subsidiary was SEK -3.6 million (-2.6). The drop in sales to the distributor is due to lower inventory in connection with rationalisations in distribution and discontinued sales by a drug store chain. The company is taking steps to replace this customer.

Subsidiary TwoPac AB

TwoPac AB has been owned to 50% by BioGaia and 50% by TwoPac's management. Since 1 January 2011, TwoPac is consolidated in the BioGaia Group. On 1 July 2013 BioGaia acquired the remaining 50% of TwoPac (see below).

Net sales in TwoPac amounted to SEK 21.0 million (15.4). Operating profit was SEK 7.3 million (5.1). Profit after tax was SEK 5.4 million (3.5).

Subsidiary CapAble AB

CapAble, which is owned 90.1% by BioGaia AB and 9.9% by the company's president, was started in 2008 to manufacture and sell the patented LifeTop Cap.

Net sales in CapAble during the first half of 2013 totalled SEK 0 million (0). Operating profit was SEK -1.4 million (-1.3). The reason for the lack of sales during the first quarter is that the machine that manufactures LifeTop Cap has been rebuilt to improve the quality of product. A first trial delivery took place at the beginning of the third quarter.

Parent Company

Net sales in the Parent Company reached SEK 160.4 million (504.3) and profit before tax and appropriations was SEK 37.6 million (404.4).

Since it is uncertain whether the receivable from BioGaia Japan will be recovered in the foreseeable future, a provision has been made for the amount in question. This has resulted in an impairment loss of SEK 6.5 million (4.8), which has had a negative impact on profit.

Profit after tax was SEK 28.4 million (297.1). Cash flow in the Parent Company totalled SEK -126.0 million (246.4).

FINANCIAL PERFORMANCE IN THE SECOND QUARTER OF 2013

Second quarter sales

Sales for the second quarter amounted to SEK 85.3 million (75.7), up by SEK 9.6 million (13%) compared to the same period of last year. Excluding foreign exchange effects, the increase was 17%.

Compared to the previous quarter, sales rose by SEK 7.2 million.

Sales of finished consumer products amounted to SEK 69.0 million (67.1), an improvement of SEK 1.9 million (3%) compared to the same period of last year. Excluding foreign exchange effects, the increase was 8%. Sales rose in Europe, "Rest of world" and also somewhat in Asia, but declined in the USA due to lower sales of tablets to Fleet, since the company purchased large inventories in connection with the launch last year.

Sales of component products reached SEK 16.0 million (8.3), up by SEK 7.7 million (93%) compared to the same period of last year. This is mainly explained by the fact that the first revenue from the new agreement with Nestlé (see below) was recognised during the quarter. Excluding foreign exchange effects, the increase was 98%.

Gross profit for the second quarter

Gross profit amounted to SEK 59.9 million (54.1), an increase of SEK 5.8 million (11%) compared to the same period of last year. The total gross margin was 70%, compared to 71% in the year-earlier period. The gross margin for finished consumer products rose from 72% to 74% as a result of the product mix. For component products, the gross margin fell from 65% to 56% as a result of a lower margin on sales to of culture to Nestlé following the sale of the perpetual license for use of *Lactobacillus reuteri* Protectis in infant formula

Other operating expenses in the second quarter

Selling expenses decreased from SEK 20.8 million to SEK 20.0 million in the second quarter compared to the same period of last year. This is explained by lower expenses for marketing activities. Compared to the first quarter of 2013, selling expenses were up by SEK 0.7 million.

Administrative expenses rose by SEK 0.6 million (16%) to SEK 4.3 million compared to the same period of last year. This is mainly due to higher personnel expenses. Compared to the previous quarter, administrative expenses increased by SEK 0.8 million.

R&D expenses for the second quarter amounted to SEK 11.6 million (9.9), which is an increase of SEK 1.7 million (17%) compared to the same period of last year. The large increase is due to higher costs for clinical studies. Compared to the first quarter, R&D expenses were up by SEK 1.4 million.

Operating profit for the second quarter

Operating profit for the second quarter was SEK 26.3 million (19.4), which is an increase of SEK 6.9 million (36%) compared to the same period of last year. Excluding foreign exchange effects, the increase was 43%. The improvement is a result of higher sales and a stronger gross profit.

Profit before tax for the second quarter

Profit before tax for the second quarter was SEK 22.7 million (23.6), which is a decrease of SEK 0.9 million (-4%) compared to the same period of last year. Net financial items include a foreign exchange loss of SEK 4.7 million on forward exchange contracts in EUR (for



more information, see above). The corresponding period of last year included a foreign exchange gain of SEK 1.6 million.

Profit after tax for the second quarter

Profit after tax was SEK 16.9 million (16.7), which SEK 0.2 million (1%) higher than in the same period of last year.

Cash flow for the second quarter

Cash flow for the second quarter was SEK -148.3 million (-115.5). This figure includes dividends of SEK 172.7 million (103,6).

KEY EVENTS IN THE SECOND QUARTER OF 2013

Launches in the second quarter of 2013

Distributor/licensee	Product	Country
Ewopharma	Gut health tablets with Vitamin D	Bulgaria
Ferozsons Laboratorium	Drops and Gut health tablets with lemon flavour	Pakistan
Gerber Products		
Company	Drops	USA
Nestlé	Infant formula with Lactobacillus reuteri Protectis	Colombia, Israel and Thailand
Nestlé Mexico	Drops	Mexico
Pharmaforte	Oral health tablets and oral health drops	Singapore



Agreement for drops and tablets in South Korea

At the beginning of May BioGaia signed an agreement with Dong Sung Pharmaceutical Company Ltd for the exclusive rights to sell BioGaia's ProTectis drops, ProTectis and Gastrus gut health tablets through the retail pharmacy channel in South Korea starting in 2013. The products will be sold under BioGaia's own brand.

Agreement for drops and tablets in China

In mid-May BioGaia signed an agreement with Beijing Keyuan Xinhai Pharmaceutical Co Ltd for the exclusive rights to sell BioGaia ProTectis drops, ProTectis and Gastrus gut health tablets through the retail pharmacy channel in China starting in 2013. The products will be sold under BioGaia's own brand.

Agreement with Nestlé for new category of products

At the end of May BioGaia signed a new supply and license agreement with Nestlé for the inclusion of BioGaia's patented Lactobacillus reuteri in a new category of products. The long-term agreement gives Nestlé exclusive rights to utilise this probiotic in an additional range of products in a large number of countries, with a focus on emerging markets.

This is the third agreement with Nestlé following the sale of the perpetual license to use Lactobacillus reuteri in infant nutrition to Nestlé in February 2012. The new agreement illustrates the excellent collaboration between the two companies, with cooperation in both the scientific and commercial fields.

KEY EVENTS AFTER THE END OF THE SECOND QUARTER

BioGaia acquires remaining 50% of TwoPac AB

TwoPac AB was formed in 2002 to manufacture and develop packaging solutions for probiotics. At present the company primarily produces probiotic drops, but also straws on behalf of BioGaia. The company's revenue consists entirely of sales to BioGaia. In 2012 the company completed a new factory in Eslöv, Sweden, that was financed mainly with loans from BioGaia. TwoPac is consolidated in the Group since 1 January 2011.

BioGaia has previously owned 50% of TwoPac AB and the remaining shares have been held by TwoPac's management. In June BioGaia signed an agreement to acquire the remaining 50% of the company. The total purchase consideration amounts to SEK 30 million and the change of ownership took place on 1 July 2013.

TwoPac AB has thus become a wholly owned subsidiary of BioGaia AB. The motives for the acquisition are to gain full control over part of the company's product manufacturing, but above all to join forces with TwoPac in effective development of new products that can be manufactured at a reasonable cost.

BioGaia acquired the remaining 50% of TwoPac AB on 1 July 2013. A controlling influence was acquired already on 1 January 2011, although no shares were purchased at the time since the assessment was that BioGaia had a control as of that date. As a result, only cash and cash equivalents and total equity were affected by the acquisition of the remaining 50%. If the acquisition had taken place on 1 January 2013, this would only have led to a shift of SEK 2.7 million in the distribution between the majority holding and non-controlling interests in profit and equity.

Per Hjalmarsson, a former shareholder and the President of TwoPac, will continue to lead the company's operations.

FDA approves BioGaia's request for orphan drug designation

Necrotising enterocolitis (NEC) is a rare and extremely severe disease that affects premature infants. BioGaia is in a very early stage of investigating the possibilities of developing a drug in this field and has submitted a request for orphan drug designation in the USA. The FDA's (Food and Drug Administration) Office of Orphan Product Development approved BioGaia's request at the beginning of August.

Orphan drugs are either drugs or biologics intended for the treatment, diagnosis or prevention of rare diseases or disorders affecting less than 200,000 patients per year in the USA. An orphan drug designation qualifies the company applying for it to receive certain benefits from the US government, such as tax reductions and marketing incentives, in exchange for developing the drug.

The approval does not change the standard regulatory requirements and processes for obtaining marketing approval for a product. Consequently, all aspects of the development must be investigated, including the clinical safety and efficacy documentation required for a market authorisation.

As pharmaceuticals are not part of BioGaia's current business activities, the company is exploring how a possible development process should continue in order to avoid deflecting attention from the core business. For this purpose, all business related to this field is handled by the subsidiary Infant Bacterial Therapeutics AB.



New study shows that Lactobacillus reuteri Prodentis improves periodontal treatment

A double-blind, placebo-controlled study of chronic periodontitis patients showed that treatment with *Lactobacillus reuteri* Prodentis as an adjunct to standard treatment significantly improved efficacy by 53 per cent. The study was published in the middle of August in Journal of Clinical Praodontology.

KEY EVENTS EARLIER IN 2013

Launches in the first quarter of 2013

Distributor/licensee	Product	Country
	Gut health tablets with	
BG Distribution	strawberry flavour	Hungary
	Gut health tablets with	
Laboratoire PediAct	strawberry flavour	France
	Gut health tablets with	
Verman	Vitamin D	Finland

EMPLOYEES

The number of employees in the Group (including TwoPac AB) at 30 June 2013 was 84 (69).

Incentive scheme for the employees

In June 2012 BioGaia carried out the subscription warrant programme for all employees in the BioGaia Group that was resolved on by the AGM the same year. For more information, see above under "Equity".

SIGNIFICANT RISKS AND UNCERTAINTIES; GROUP AND PARENT COMPANY

The Japanese subsidiary has operated at a loss since the start in 2006. The business model previously used was found to be unsuccessful and in 2010 a decision was made to change the business model in Japan to that which is used in the other markets. On the balance sheet date, assets in the Japanese subsidiary were reported at SEK 8.3 million in the Group. BioGaia's assessment is that there is no indication of impairment of these assets. In the Parent Company, all receivables and participations in the Japanese subsidiary have been written down to zero.

CapAble, which is 90.1% owned by BioGaia AB, was started in November 2008 to manufacture and sell the patented LifeTop Cap. The shares in the subsidiary CapAble amount to a total of SEK 6,9 million in the Parent Company. CapAble has operated at a loss since the start in 2008. BioGaia made total conditional shareholder contributions of SEK 6 million to CapAble in 2009 and 2010. BioGaia AB has made total group contributions of SEK 7.3 million during the period from 2010 to 2012. Profit before tax for the first half of 2013 was SEK -1.4 million (-1.3).

On the balance sheet date, assets in CapAble were reported at SEK 6.1 million in the Group. BioGaia's assessment is that CapAble will show profitability in coming years, for which reason there was no indication of impairment on the balance sheet date.

In February 2012 BioGaia signed several new agreements with Nestlé including the acquisition of a perpetual license to use

BioGaia's probiotic in infant formula during the remaining term of the patent. The purchase price was EUR 50.8 million, of which EUR 40.0 million (SEK 356 million) was received and recognised as revenue in 2012 according to generally accepted accounting practices. The additional payments of EUR 10.8 million will be received during the period 2014-2017 on the achievement of predefined milestones. The company assesses the probability of achieving these milestones as high, but feels that the degree of uncertainty is still too large to recognise this revenue in accordance with generally accepted accounting practices.

For further information, see the administration report and Notes 28 and 29 of the annual report for 2012.

ACCOUNTING POLICIES

The consolidated financial statements are presented in compliance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and the interpretations published by the IFRS Interpretations Committee (IFRIC) that have been endorsed by the European Commission for application in the EU.

This interim report has been prepared for the Group in accordance with IAS 34, Interim Financial Reporting, and the Annual Accounts Act, and for the Parent Company in accordance with the Annual Accounts Act.

Unless otherwise stated below, the Group and Parent Company have applied the same accounting and valuation standards as in the latest annual report.

New accounting standards

The applied accounting policies correspond to those described in the annual report for 2012, aside from a number of minor amendments to existing standards and new interpretations that are effective as of 1 January 2013. These are not assessed to have any significant impact on the Group's or the Parent Company's profit, financial position or disclosures.

FUTURE OUTLOOK

BioGaia's goal is to create strong value growth and a good return for the shareholders. This will be achieved through a greater emphasis on the BioGaia brand, increased sales to both existing and new customers and a controlled cost level.

The financial target is a sustainable operating margin (operating profit in relation to sales) of at least 30% with continued strong growth and increased investments in research, product development and brand building.

BioGaia's dividend policy is to pay a shareholder dividend equal to 40% of profit after tax.

In view of the Company's strong portfolio consisting of an increased number of innovative products partly under the company's own brand, together with successful clinical trials and a growing distribution network covering a large share of the key markets, BioGaia's future outlook is bright.



CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

INCOME							
(Amounts in SEK 000s)	Jan-June	Jan-June	April-June	April-June	Jan-Dec	July 2012-	July 2011-
	2013	2012	2013	2012	2012	June 2013	June 2012
Net sales	163,485	154,031	85,343	75,742	289,248	298,702	309,534
License revenue	-	356,004	-	-	356,004	-	356,004
Cost of goods sold	-51,641	-44,371	-25,460	-21,607	-88,179	-95,449	-94,817
Gross profit	111,844	465,664	59,883	54,135	557,073	203,253	570,721
Selling expenses	-39,371	-38,472	-20,047	-20,795	-77,361	-78,260	-72,292
Administrative expenses	-7,847	-6,835	-4,323	-3,682	-13,423	-14,435	-13,635
Research and development expenses	-21,861	-18,268	-11,645	-9,854	-35,788	-39,381	-35,639
Other operating income	1,319	-	2,462	-	-	1,319	-
Other operating expenses	-	-614	_	-410	-2,431	-1,817	-1,815
Operating profit	44,084	401,475	26,330	19,394	428,070	70,679	447,340
Financial income	2,891	7,111	1,041	4,256	14,245	10,025	11,599
Financial expenses	-1,608	-39	-4,707	-17	-73	-1,642	646
Profit before tax	45,367	408,547	22,664	23,633	442,242	79,062	459,585
Tax	-10,833	-108,641	-5,807	-6,922	-112,371	-14,563	-122,336
PROFIT FOR THE PERIOD	34,534	299,906	16,857	16,711	329,871	64,499	337,249
Items that will be reclassified to profit or loss							
Gains/losses arising on translation of the financial							
statements of foreign operations	-558	160	21	856	-1,059	-1,777	1,187
Comprehensive income for the period	33,976	300,066	16,878	17,567	328,812	62,722	338,436
Profit for the period attributable to:							
Owners of the Parent Company	31,994	298,266	15,285	15,458	326,970		
Non-controlling interests	2,540	1,640	1,572	1,253	2,901		
	34,534	299,906	16,857	16,711	329,871		
Comprehensive income for the period attributable to:							
Owners of the Parent Company	31,436	298,426	15,306	16,314	325,911		
Non-controlling interests	2,540	1,640	1,572	1,253	2,901		
	33,976	300,066	16,878	17,567	328,812		
Earnings per share	4.05	17.07	0.00	0.00	40.00		
Basic earnings per share (average number of shares), SEK	1.85	17.27	0.89	0.90	18.93 18.93		
Diluted earnings per share, SEK	1.85	17.27		0.90			
Number of shares, thousands Average number of shares, thousands	17,271 17,271	17,271 17,271	17,271 17,271	17,271 17,271	17,271 17,271		
Number of outstanding warrants, thousands	17,271	83	17,271	83	87		
Number of outstanding warrants with a dilutive effect,	07	00	07	UJ	O1		
thousands	<u>-</u>	- 	<u>-</u>	- 	- ·		
Number of shares after dilution, thousands	17,271	17,271	17,271	17,271	17,271		



CONSOLIDATED STATEMENTS OF FINANCIAL POSITION	30 June	31 Dec	30 June
(Amounts in SEK 000s)	2013	2012	2012
ASSETS			
Intangible assets	-	-	90
Property, plant and equipment	51,824	49,193	39,506
Other non-current receivables	17	17_	18_
Total non-current assets	51,841	49,210	39,614
Current assets excl. cash and cash equivalents	80,321	92,838	88,466
Cash and cash equivalents	249,560	374,974	414,499
Total current assets	329,881	467,812	502,965
TOTAL ASSETS	381,722	517,022	542,579
EQUITY AND LIABILITIES			
Equity attributable to owners of the Parent Company	312,027	453,303	425,742
Non-controlling interests	6,033	3,491	2,230
Total equity	318,060	456,794	427,972
Provision for deferred tax	24,649	24,710	185
Interest-free current liabilities	39,013	35,518	114,422
TOTAL EQUITY AND LIABILITIES	381,722	517,022	542,579
Pledged assets	2,000	2,000	2,375

1				1	
CONSOLIDATED CASH FLOW STATEMENTS	Jan-June	Jan-June	April-June	April-June	Jan-Dec
(Amounts in SEK 000s)	2013	2012	2013	2012	2012
Operating activities					
Operating profit	44,084	401,475	26,330	19,394	428,070
Depreciation/amortisation	2,511	2,641	1,249	1,381	4,545
Other non-cash items	-134	76	-239	-190	346
	46,461	404,192	27,340	20,585	432,961
Gains/losses on realised forward exchange contracts	447	667	96	382	2,818
Paid tax	-1,145	-41,294	1,311	-24,048	-105,736
Interest received and paid	2,828	4,051	1,025	2,657	8,496
Cash flow from operating activities before changes in working capital	48,591	367,616	29,772	-424	338,539
Changes in working capital	3,741	-4,227	-1,628	-4,689	-2,982
Cash flow from operating activities	52,332	363,389	28,144	-5,113	335,557
Cash flow from investing activities	-5,166	-17,805	-3,756	-7,984	-29,391
Cash flow from financing activities	-172,710	-102,449	-172,710	-102,449	-102,373
Cash flow for the period	-125,544	243,135	-148,322	-115,546	203,793
Cash and cash equivalents at beginning of period	374,974	171,534	397,624	529,923	171,534
Exchange difference in cash and cash equivalents	130	-170	258	122	-353
Cash and cash equivalents at end of period	249,560	414,499	249,560	414,499	374,974



CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(Amounts in SEK 000s)	Jan-June	Jan-June	Jan-Dec
	2013	2012	2012
At beginning of period	456,794	230,355	230,355
Dividends	-172,710	-103,626	-103,626
Subscription warrants	-	1,177	1,253
Comprehensive income for the period	33,976	300,066	328,812
At end of period	318,060	427,972	456,794

REPORTING BY SEGMENT - GROUP

(Amounts in SEK 000s)

(Amounts in SER 0003)							
Revenue by segment	Jan-June	Jan-June	April-June	April-June	Jan-Dec	July 2012-	July 2011-
	2013	2012	2013	2012	2012	- June 2013	- June 2012
Finished consumer products	134,610	121,821	68,982	67,050	237,583	250,372	225,792
Component products	27,907	31,342	15,964	8,335	50,577	47,142	81,761
License revenue (component products) 1)	-	356,004	-	-	356,004	-	356,004
Other products	968	868	397	357	1,088	1,188	1,981
	163,485	510,035	85,343	75,742	645,252	298,702	665,538
	Jan-June	Jan-June	April-June	April-June	Jan-Dec	Juli 2012-	July 2011-
Gross profit by segment	2013	2012	2013	2012	2012	- June 2013	- June 2012
Finished consumer products	97,384	87,855	50,788	48,391	170,275	179,804	164,157
Component products	13,918	21,103	8,991	5,426	29,935	22,750	48,836
License revenue (component products) 1)	-	356,004	-	-	356,004	-	356,004
Other products	542	702	104	318	859	699	1,724
	111,844	465,664	59,883	54,135	557,073	203,253	570,721

¹⁾ License revenue refers to revenue from Nestlé (see above in text). The license revenue is included in component products but is reported on a separate line in order to achieve better comparability between years.

Revenue by geographical market

	Jan-June	Jan-June	April-June	April-June	Jan-Dec	Juli 2012-	July 2011-
Net sales	2013	2012	2013	2012	2012	- June 2013	- June 2012
Europe	120,409	107,157	60,154	47,608	203,328	216,580	219,358
License revenue (Europe) 1)	-	356,004	-	-	356,004	-	356,004
USA and Canada	8,483	16,708	6,182	11,405	28,422	20,197	30,158
Asia	19,412	18,380	10,955	9,986	32,420	33,452	35,075
Rest of world	15,181	11,786	8,052	6,743	25,078	28,473	24,943
	163,485	510,035	85,343	75,742	645,252	298,702	665,538

¹⁾ License revenue refers to revenue from Nestlé (see above in text). The license revenue is included in Europe.



PARENT COMPANY INCOME STATEMENTS	Jan-June	Jan-June	Jan-Dec
(Amounts in SEK 000s)	2013	2012	2012
Net sales	160,421	148,351	278,515
License revenue	_	356,004	356,004
Cost of goods sold	-59,996	-49,519	-97,475
Gross profit	100,425	454,836	537,044
Selling expenses	-30,872	-29,129	-57,673
Administrative expenses	-7,205	-6,295	-12,248
Research and development expenses	-21,959	-18,239	-35,868
Other operating income	1,319	-	-
Other operating expenses	-	-614	-2,430
Operating profit	41,708	400,559	428,825
Impairment loss on receivable from subsidiary	-6,473	-4,813	-8,574
Impairment loss on shares in subsidiary		-	-2,583
Net financial items	2,371	8,681	17,220
Profit before appropriations and tax	37,606	404,427	434,888
Provisions to tax allocation reserve	_	-	-109,341
Profit before tax	37,606	404,427	325,547
Tax expense	-9,210	-107,369	-86,270
PROFIT FOR THE PERIOD	28,396	297,058	239,277
	20,000	201,000	200,211
PARENT COMPANY BALANCE SHEETS	30 June	31 Dec	30 June
PARENT COMPANY BALANCE SHEETS	30 June 2013	31 Dec 2012	30 June 2012
PARENT COMPANY BALANCE SHEETS ASSETS			
<u>ASSETS</u>			
			2012
ASSETS Intangible assets	2013	2012	2012
ASSETS Intangible assets Property, plant and equipment	2013 - 1,926 21,160	2012 - 2,275 21,160	90 2,055 21,160
ASSETS Intangible assets Property, plant and equipment Shares in group companies	2013	2012	90 2,055
ASSETS Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries	1,926 21,160 24,513	2012 - 2,275 21,160 24,513	2012 90 2,055 21,160 21,513
ASSETS Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets	2013 - 1,926 21,160 24,513 47,599	2012 - 2,275 21,160 24,513 47,948	2012 90 2,055 21,160 21,513 44,818
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents	2013 - 1,926 21,160 24,513 47,599 70,477	2012 - 2,275 21,160 24,513 47,948 85,009	2012 90 2,055 21,160 21,513 44,818 76,280
ASSETS Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents	2013 - 1,926 21,160 24,513 47,599 70,477 245,540	2,275 21,160 24,513 47,948 85,009 371,448	2012 90 2,055 21,160 21,513 44,818 76,280 408,054
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents Total current assets	2013 1,926 21,160 24,513 47,599 70,477 245,540 316,017	2012 - 2,275 21,160 24,513 47,948 85,009 371,448 456,457	2012 90 2,055 21,160 21,513 44,818 76,280 408,054 484,334
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents Total current assets	2013 1,926 21,160 24,513 47,599 70,477 245,540 316,017	2012 - 2,275 21,160 24,513 47,948 85,009 371,448 456,457	2012 90 2,055 21,160 21,513 44,818 76,280 408,054 484,334
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents Total current assets TOTAL ASSETS	2013 1,926 21,160 24,513 47,599 70,477 245,540 316,017	2012 - 2,275 21,160 24,513 47,948 85,009 371,448 456,457	2012 90 2,055 21,160 21,513 44,818 76,280 408,054 484,334
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents Total current assets TOTAL ASSETS EQUITY AND LIABILITIES	2013 1,926 21,160 24,513 47,599 70,477 245,540 316,017 363,616	2012 - 2,275 21,160 24,513 47,948 85,009 371,448 456,457 504,405	90 2,055 21,160 21,513 44,818 76,280 408,054 484,334 529,152
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents Total current assets TOTAL ASSETS EQUITY AND LIABILITIES Equity	2013 - 1,926 21,160 24,513 47,599 70,477 245,540 316,017 363,616	2012 - 2,275 21,160 24,513 47,948 85,009 371,448 456,457 504,405	90 2,055 21,160 21,513 44,818 76,280 408,054 484,334 529,152
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents Total current assets TOTAL ASSETS EQUITY AND LIABILITIES Equity Tax allocation reserve	2013 1,926 21,160 24,513 47,599 70,477 245,540 316,017 363,616 205,346 109,341	2,275 21,160 24,513 47,948 85,009 371,448 456,457 504,405	90 2,055 21,160 21,513 44,818 76,280 408,054 484,334 529,152
Intangible assets Property, plant and equipment Shares in group companies Non-current receivables from subsidiaries Total non-current assets Current assets excl. cash and cash equivalents Cash and cash equivalents Total current assets TOTAL ASSETS EQUITY AND LIABILITIES Equity Tax allocation reserve Interest-free current liabilities	2013 - 1,926 21,160 24,513 47,599 70,477 245,540 316,017 363,616 205,346 109,341 48,929	2012 - 2,275 21,160 24,513 47,948 85,009 371,448 456,457 504,405 349,660 109,341 45,404	90 2,055 21,160 21,513 44,818 76,280 408,054 484,334 529,152 407,365



PARENT COMPANY CASH FLOW STATEMENTS	Jan-June	Jan-June	Jan-Dec
	2013	2012	2012
Operating activities			
Operating profit	41,708	400,559	428,825
Depreciation/amortisation	595	766	1,510
Other non-cash items	-134	76	308
Gain/losses on realised foreign exchange contracts	447	667	2,818
Paid tax	-1,129	-41,273	-105,690
Interest received and paid	3,131	4,361	9,120
Cash flow from operating activities before changes in working capital	44,618	365,156	336,891
Changes in working capital	6,371	-9,092	-13,512
Cash flow from operating activities	50,989	356,064	323,379
Cash flow from investing activities	-4,321	-7,250	-11,123
Cash flow from financing activities	-172,710	-102,449	-102,373
Cash flow for the period	-126,042	246,365	209,883
Cash and cash equivalents at beginning of period	371,448	161,865	161,865
Exchange difference in cash and cash equivalents	134	-176	-300
Cash and cash equivalents at end of period	245,540	408,054	371,448
PARENT COMPANY STATEMENTS OF CHANGES IN EQUITY	,		
(Amounts in SEK 000s)	Jan-June	Jan-June	Jan-Dec
	2013	2012	2012
At beginning of year	349,660	212,756	212,756
Dividends	-172,710	-103,626	-103,626
Subscription warrant programme	-	1,177	1,253
Profit for the period	28,396	297,058	239,277
At end of period	205,346	407,365	349,660



RELATED PARTY TRANSACTIONS - PARENT COMPANY

(Amounts in SEK 000s)

 $\label{thm:company:equation:company:eq$

The Parent Company holds 90.1% of the shares in CapAble AB.

The Parent Company holds 50% of the shares in TwoPac AB, which is reported as a group company. On 1 July 2013, BioGaia acquired the remaining 50% of TwoPac AB and thereafter holds 100%.

The following transactions have taken place with BioGaia Japan	Jan-June	Jan-June	Jan-Dec
	2013	2012	2012
Interest income	770	1,278	2,386
Loan provided	-4,076	-1,670	-1,670
Sale of goods	1,627	1,865	4,518

Due to uncertainty about whether the receivable from BioGaia Japan will be recovered in the foreseeable future, a provision has been made for this amount.

The following transactions have taken place with TwoPac AB (incl. subsidiary)		Ī	
	Jan-June	Jan-June	Jan-Dec
	2013	2012	2012
Interest income	301	310	643
Loan provided	-	-5,000	-8,000
Purchase of goods	-20,969	-15,415	-29,314

No significant transactions have taken place with other closely related companies.

The closing balance at the end of the period was as follows:		1	
	30 June	30 June	31 Dec
	2013	2012	2012
Non-current receivables from TwoPac AB (incl. subsidiary)	23,491	20,491	23,491
Current transactions with related parties			
Current receivables from TwoPac AB	167	162	164
Current liabilities to TwoPac AB	-5,972	-2,212	-1,972
	-5,805	-2,050	-1,808

Annwall & Rothschild Investment AB holds 740,668 class A shares and 1,259,332 class B shares, which is equal to 11.6% of the share capital and 36.2% of the votes. Annwall & Rothschild Investment AB is owned by Peter Rothschild, President of BioGaia, and Jan Annwall, a member of the Board of the Parent Company. The only transaction that took place during 2013 is the payment of a dividend of SEK 10 per share. No other transactions between BioGaia and Annwall& Rothschild Investment AB took place during the period.



CONSOLIDATED KEY RATIOS 1)	Jan-June 2013	Jan-June	Jan-June 2012 excl. non- recurring revenue
Net sales, SEK 000s	163,485	510,035	154,031
Operating profit, SEK 000s	44,084	401,475	45,471
Profit after tax, SEK 000s	34,534	299,906	37,531
Return on			
- average equity	8%	91%	18%
- average capital employed	12%	124%	27%
Capital employed, SEK 000s	342,709	428,157	165,782
Number of shares, thousands	17,271	17,271	17,271
Average number of shares, thousands	17,271	17,271	17,271
Number of outstanding warrants, thousands	87	83	83
Average number of outstanding warrants with a dilutive effect, thousands	-	-	-
Number of shares after dilution, thousands	17,271	17,271	17,271
Basic earnings per share, SEK	1.85	17,27	2.08
Diluted earnings per share, SEK	1.85	17.27	2.08
Basic equity per share, SEK	18.07	24.65	9.46
Diluted equity per share, SEK	18.07	24.65	9.46
Equity/assets ratio	83%	79%	89%
Operating margin	27%	79%	30%
Profit margin	28%	80%	34%
Average number of employees	80	67	67

¹⁾ The definitions of key ratios correspond to those in the annual report.

FINANCIAL CALENDAR

23 October 2013 Interim report 1 January – 30 September 2013

12 February 2014 Year-end report 2013

This interim report provides a true and fair picture of the business activities, financial position and results of operations of the Parent Company and the Group, and describes the significant risks and uncertainties to which the Parent Company and the Group companies are exposed.

Stockholm, 22 August 2013

David DangoorJan AnnwallStefan ElvingBoard ChairmanBoard memberBoard member

Thomas Flinck Inger Holmström Jörgen Thorball Board member Board member Board member

Paula Zeilon Peter Rothschild Board member President



²⁾ Excluding licence revenue from Nestlé (see above under "Financial performance in the first half of 2013").

Review of Interim Financial Information Performed by the Independent Auditor of the Entity

Introduction

We have reviewed the interim financial information (interim report) for BioGaia AB (publ), corporate identity number 556380-8723, at 30 June 2013 and for the financial year then ended. The Board of Directors and Managing Director are responsible for the preparation and presentation of this interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim financial information based on our review.

Scope of review

We conducted our review in accordance with the Standard on Review Engagements SÖG 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity*, issued by FAR. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with ISA (International Standards on Auditing) and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion based on an audit.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information is not, in all material aspects, prepared in accordance with IAS 34 and the Swedish Annual Accounts Act for the Group and in accordance with the Swedish Annual Accounts Act for the Parent Company.

Stockholm, 22 August 2013

Grant Thornton Sweden AB

Lena Möllerström Nording Authorised Public Accountant



BioGaia AB

The company

BioGaia is a healthcare company that develops, markets and sells probiotic products with documented health benefits. The products are primarily based on different strains of the lactic acid bacterium *Lactobacillus reuteri* (Reuteri) in combination with unique packaging solutions that make it possible to create probiotic products with a long shelf life.

The class B share of the Parent Company BioGaia AB is quoted on the Mid Cap list of NASDAQ OMX Nordic Exchange Stockholm.

BioGaia has 84 employees, of whom 30 are based in Stockholm, 23 in Lund, 22 in Eslöv, two in Raleigh, USA, six in Hiroshima, Japan, and one in Shanghai, China.

Business model

BioGaia's revenue comes mainly from the sale of finished consumer products (digestive health tablets, drops, oral rehydration solution (ORS) and oral health tablets) to distributors, but also of revenue from the sale of component products such as Reuteri cultures, straws and caps.

The products are sold through nutrition, food, natural health and pharmaceutical companies in some 80 countries worldwide. BioGaia holds patents for the use of *Lactobacillus reuteri* and certain packaging solutions in all major markets.

The BioGaia brand

At the beginning of 2006 BioGaia launched its own consumer brand and today there are a number of distribution partners that sell finished products under the BioGaia brand in a large number of markets. One central part of BioGaia's strategy is to increase the share of sales consisting of BioGaia-branded products.

Some of BioGaia's distributors sell finished consumer products under their own brand names. For these products, the BioGaia brand is shown on the consumer package since BioGaia is both the manufacturer and licensor.

BioGaia's licensees add Reuteri culture to their products and sell these under their own brand names. On these products, the BioGaia brand is most often shown on the package as the licensor/patent holder.

Research and clinical studies

Lactobacillus reuteri is one of the world's most well researched probiotics, especially in young children. To date, 108 clinical studies using BioGaia's human strains of Lactobacillus reuteri have been performed on around 8,600 individuals of all ages. The results have been published in 72 articles in scientific journals.

Studies have been performed on:

- Infantile colic and digestive health in children
- Antibiotic-associated diarrhoea (AAD)
- Acute diarrhoea
- Gingivitis (inflammation of the gums)
- · Periodontal disease
- · General health
- Helicobacter pylori (the gastric ulcer bacterium).

REPORTING OF CLINICAL STUDIES

Publication of clinical trial results is a key success factor for BioGaia. The International Committee of Medical Journal Editors has initiated a policy requiring clinical investigators to deposit information about trial design into an accepted clinical trials registry before the onset of patient enrolment, and this has now become a prerequisite for publication of trial outcomes in major medical journals. ClinicalTrials.gov is a registry of clinical trials provided by the U.S. National Institutes of Health and BioGaia encourages all clinicians working with BioGaia products to register their trials on this site. Many of the trials are registered at an early stage, which means that some of the registered trials will not be performed as planned. Consequently, BioGaia takes no responsibility for ensuring that the registered trials reach completion or are successfully reported in the register or the scientific literature. When clinical trial results of significance for the company's operations do become available, BioGaia will report these through press releases.

Latest press releases from BioGaia:

2013-08-16 New study shows: *Lactobacillus reuteri* Prodentis improves periodontal treatment FDA approves BioGaia's request for orphan drug designation BioGaia acquires remaining 50 per cent of TwoPac AB

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