

# vimian™

## 3Q presentation

November 2021



vimian™

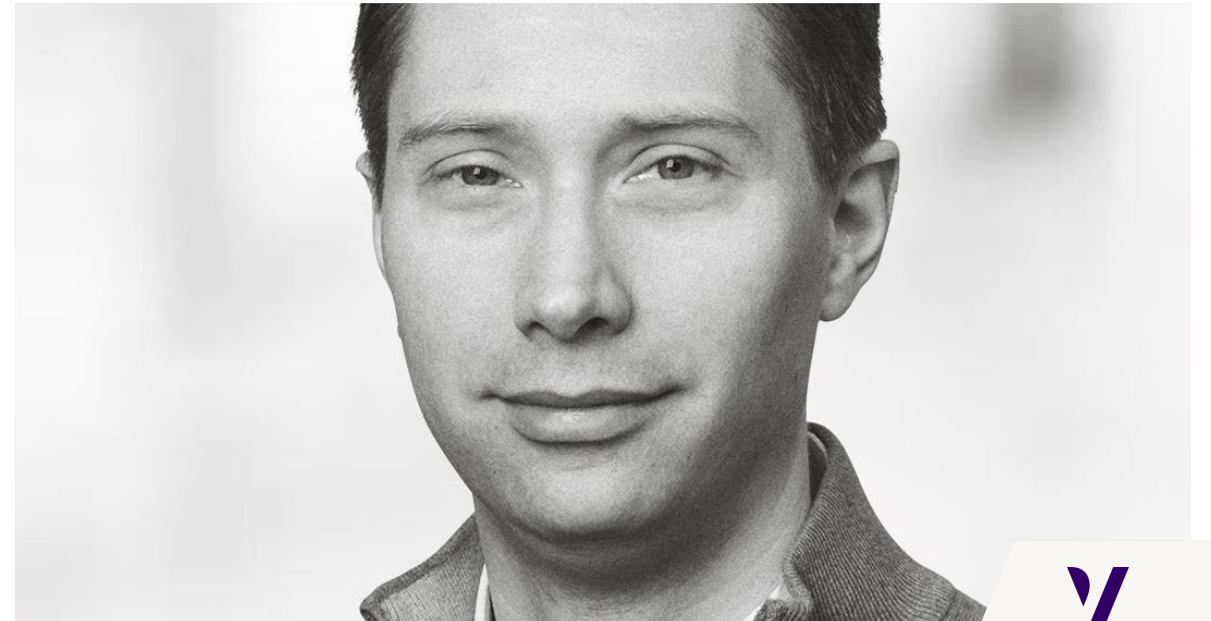
# Today's Presenters

**/ Dr. Fredrik Ullman**

**/ Chief Executive Officer**

**/ Henrik Halvorsen**

**/ Chief Financial Officer**



# Third Quarter Results



## Business highlights in 3Q

- / 3Q total revenue growth 99%
- / Activity accelerated towards end of 3Q after low season summer months
- / 3Q organic growth 5.5% giving YTD 21.7%
- / Excluding Diagnostics organic revenue growth in 3Q was 13.8%
- / Lower adjusted EBITA margin in 3Q 27.9%, but YTD strong profitability +130bp to 33.2%
- / During 3Q we acquired two companies with annualised revenue of EUR 8m
- / Since the end of 3Q we have signed five additional acquisitions, of which four are veterinary clinics, with combined annualised revenue of EUR 9.6m
- / We continue to invest in all our segments to accelerate growth and development

**99%**

Revenue growth

**5.5%**

Organic revenue growth

**27.9%**

EBITA margin

**EUR 8m**

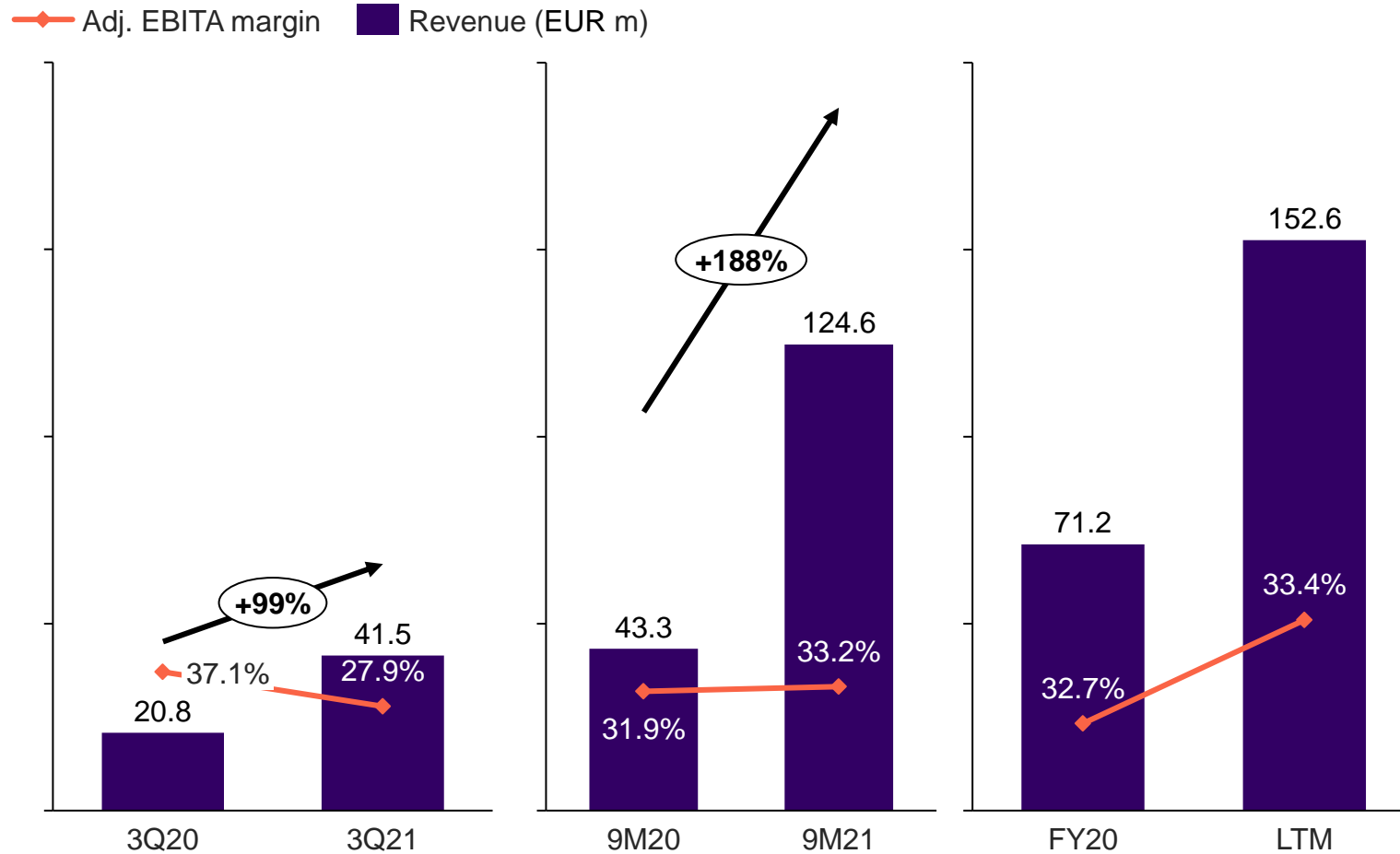
Acquired targets 2020 revenue





# Group Financial Highlights – Revenue and Adj. EBITA

## Revenue and Adj. EBITA

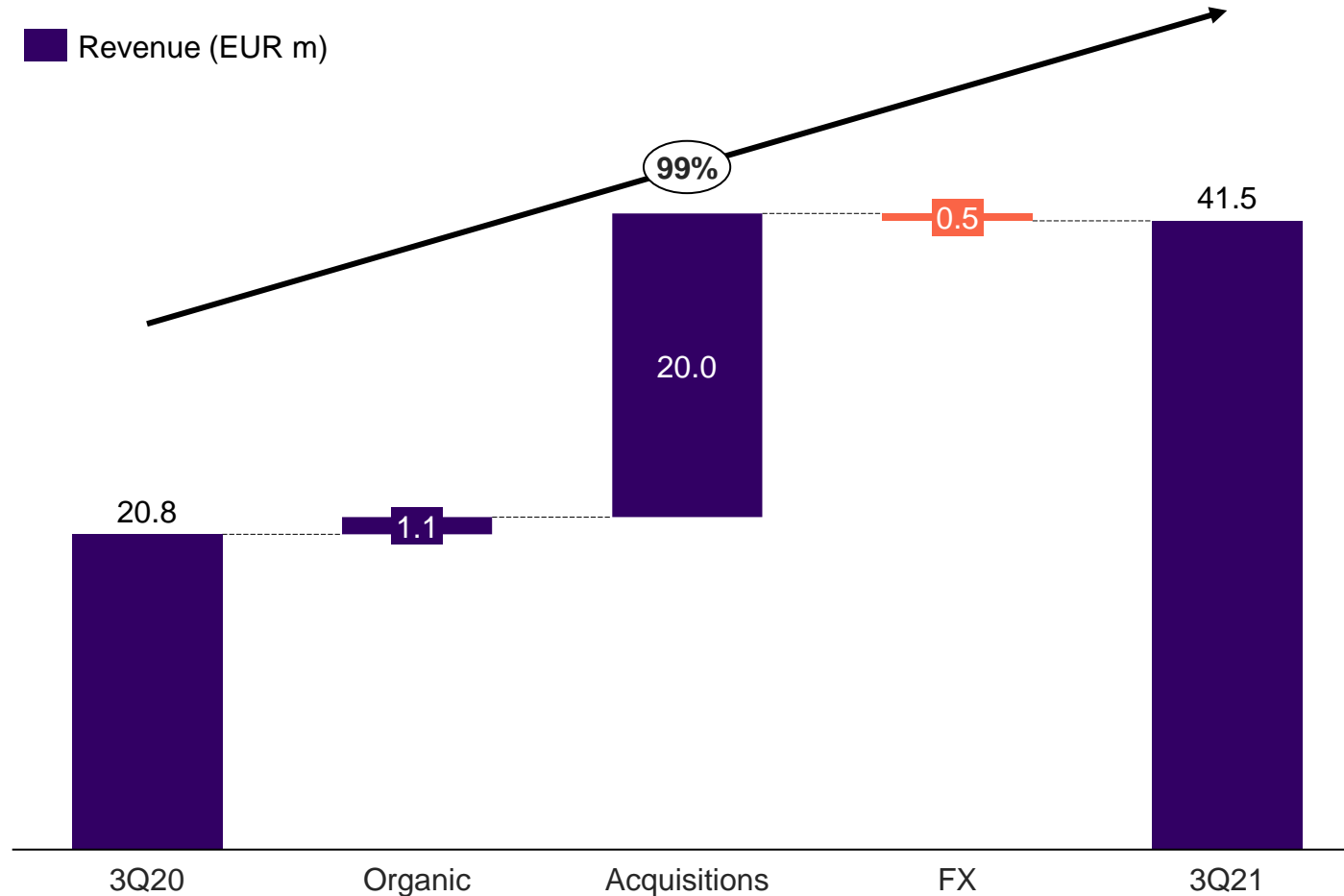


## Comments

- / 3Q revenue EUR 41.5m (20.8) giving 9M EUR 124.6m (43.3)
- / 3Q Adj. EBITA EUR 11.6m (7.7), with Adj. EBITA margin 27.9% (37.1%)
- / 9M Adj. EBITA EUR 41.4m (13.8), with Adj. EBITA margin 33.2% (31.9%)
- / Strong operating cash flow EUR 30.6m in 9M with 68% cash conversion
- / Net Debt / PF LTM Adj. EBITDA 1.3x

# Group Financial Highlights – Organic Growth

## 3Q21 organic vs acquired growth



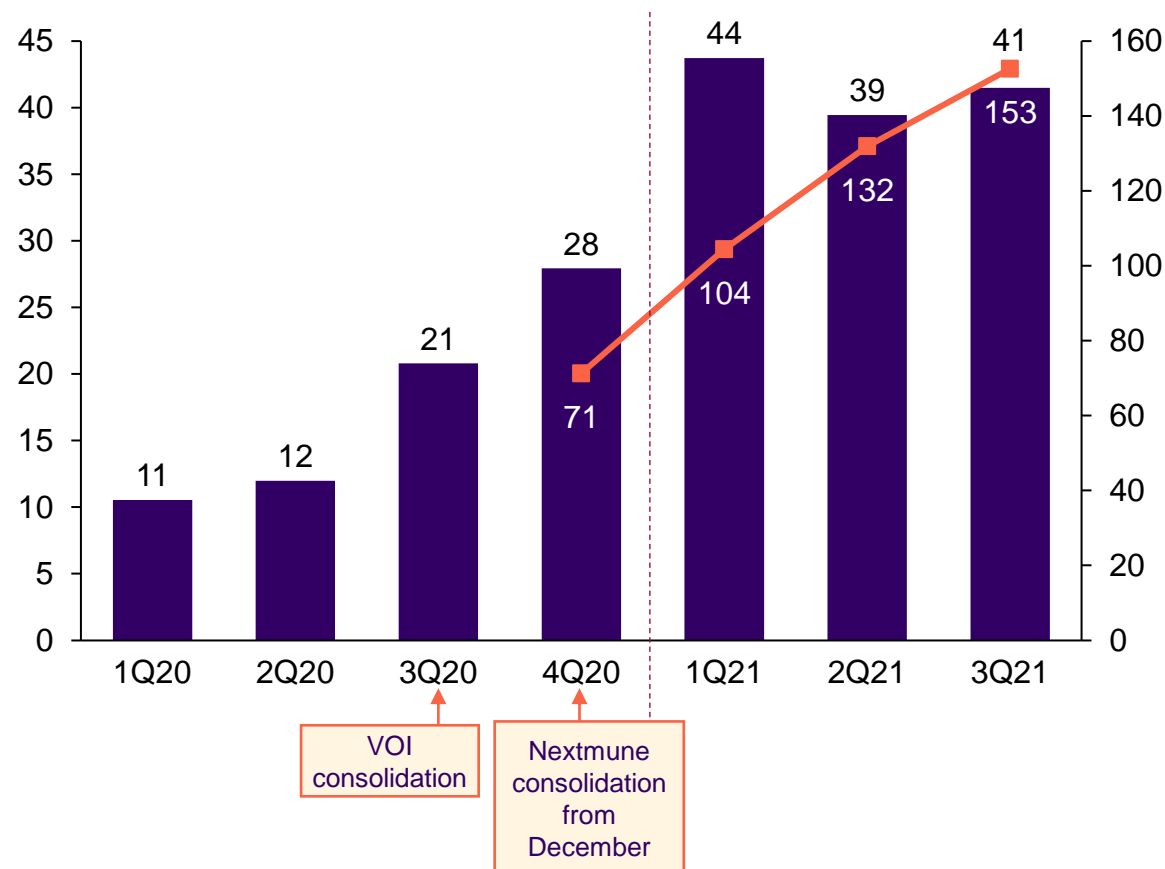
## Comments

- / 3Q21 total revenue up 99% vs 3Q20
- / Organic growth of 5.5%, mainly driven by MedTech, lowered by diagnostics
- / Acquired growth of 96.3%, mainly Nextmune (Specialty Pharma)
- / FX negative impact of 2%, mainly driven by USD

## Quarterly and LTM revenue

- 3Q21 revenue EUR 41.5m after 2Q21 EUR 39m
- LTM revenue EUR 152.6m, up from EUR 131.9m in Q2
- VOI fully consolidated from Q3, Nextmune still to be fully consolidated in LTM numbers (from December)

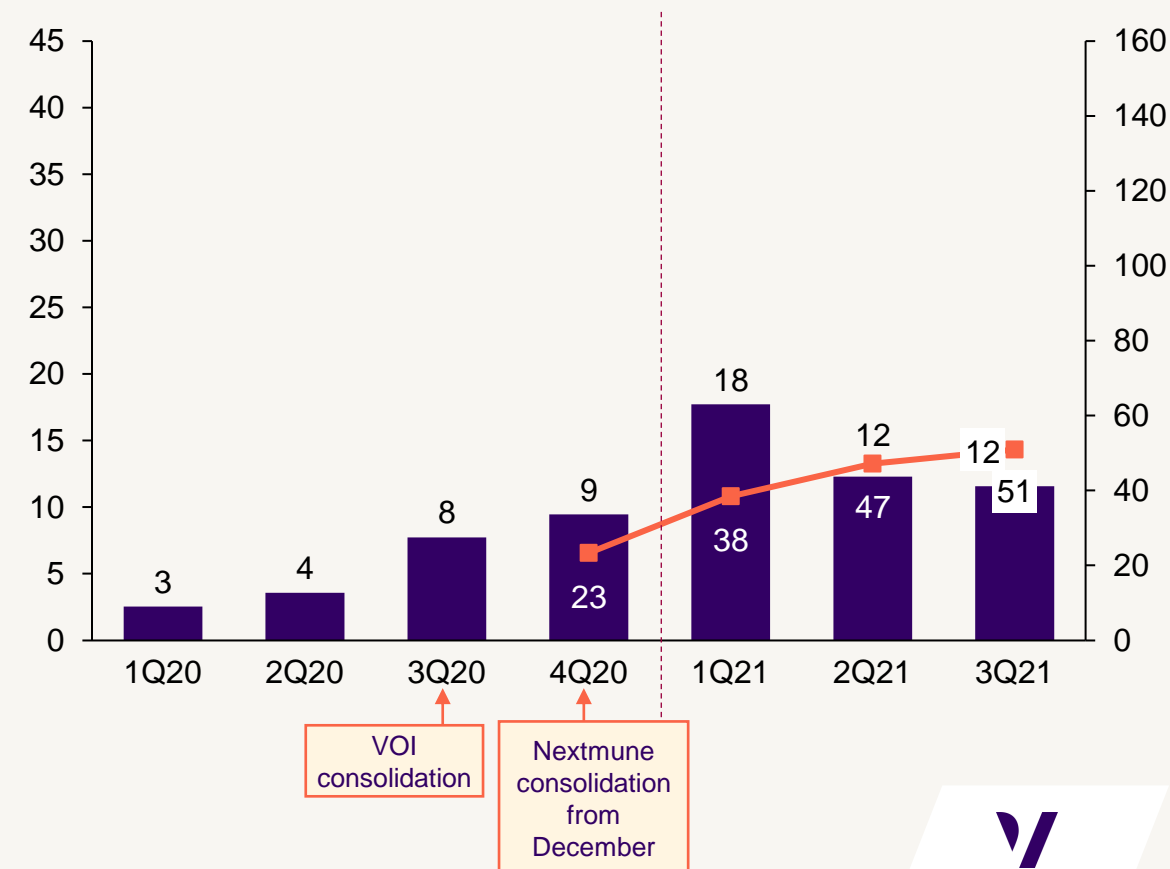
— LTM revenue    ■ Quarterly revenue



## Quarterly and LTM adjusted EBITA

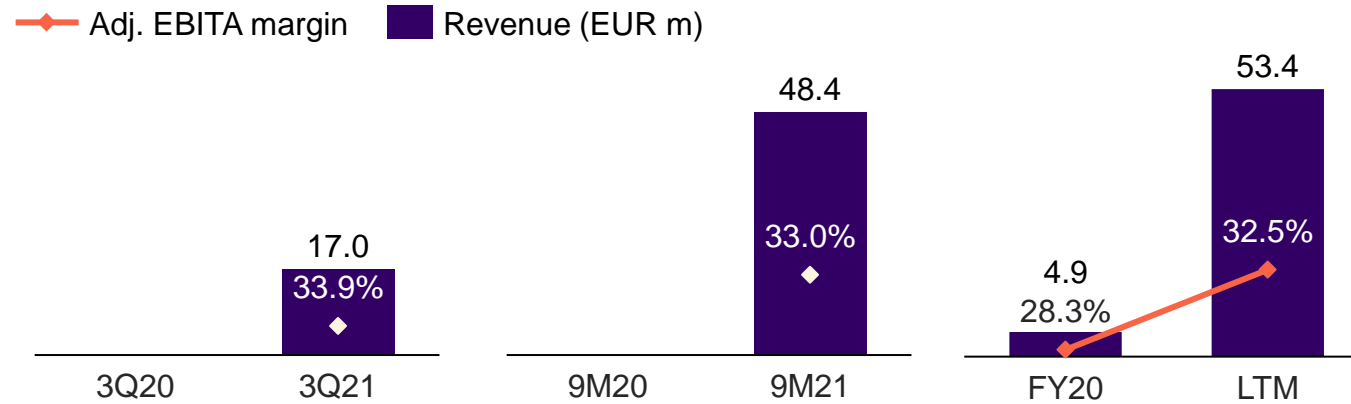
- 3Q21 adj. EBITA in-line with 2Q21
- A number of non-recurring impacts hitting profitability in MedTech
- LTM adjusted EBITA now at EUR 50.9m, up from EUR 47.1m in Q2

— LTM adj. EBITA    ■ Quarterly adj. EBITA



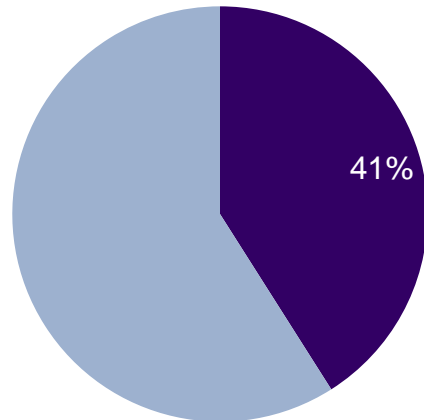
# Specialty Pharma – Solid growth and strong margin

## Revenue and Adj. EBITA

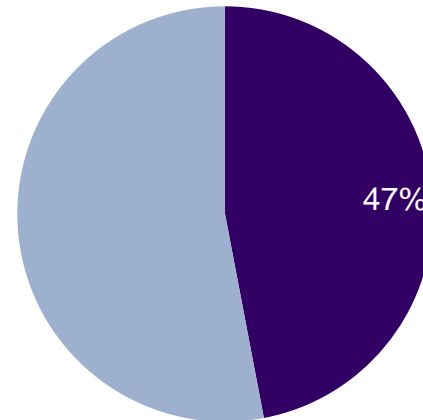


## Specialty Pharma share of Vimian Group

### 3Q Revenue



### 3Q EBITA



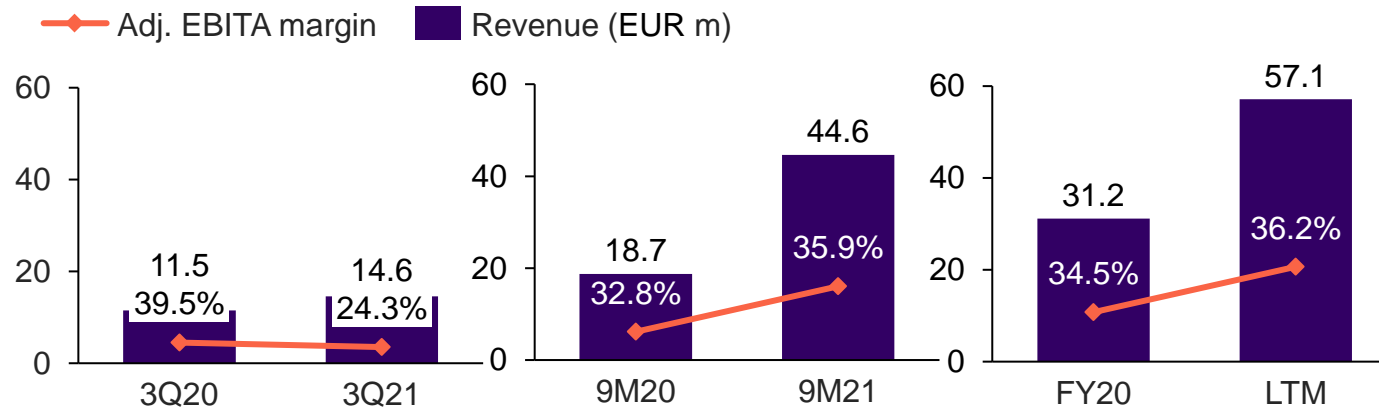
## Comments

- / Continued solid underlying organic growth of above 10% in 3Q
- / Strong Adj. EBITA margin 33.9%
- / Acquisition of Laboratoire de Dermo-Cosmétique Animale (LDCA) in France in September
- / From December Specialty Pharma will be included in organic growth, YTD organic growth >20%
- / 2H20 exceptionally strong



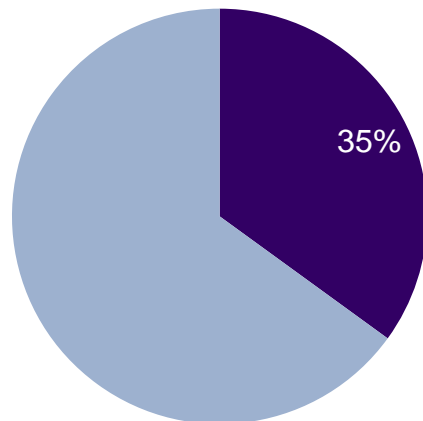
# MedTech – Continued strong organic growth

## Revenue and Adj. EBITA

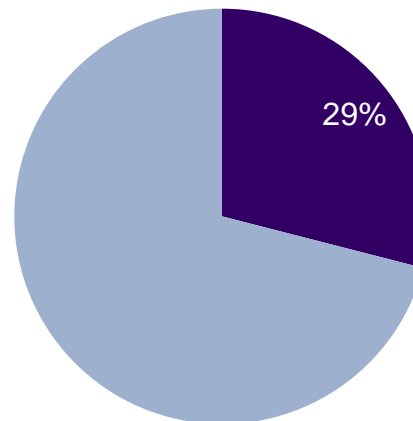


## MedTech share of Vimian Group

### 3Q Revenue



### 3Q EBITA

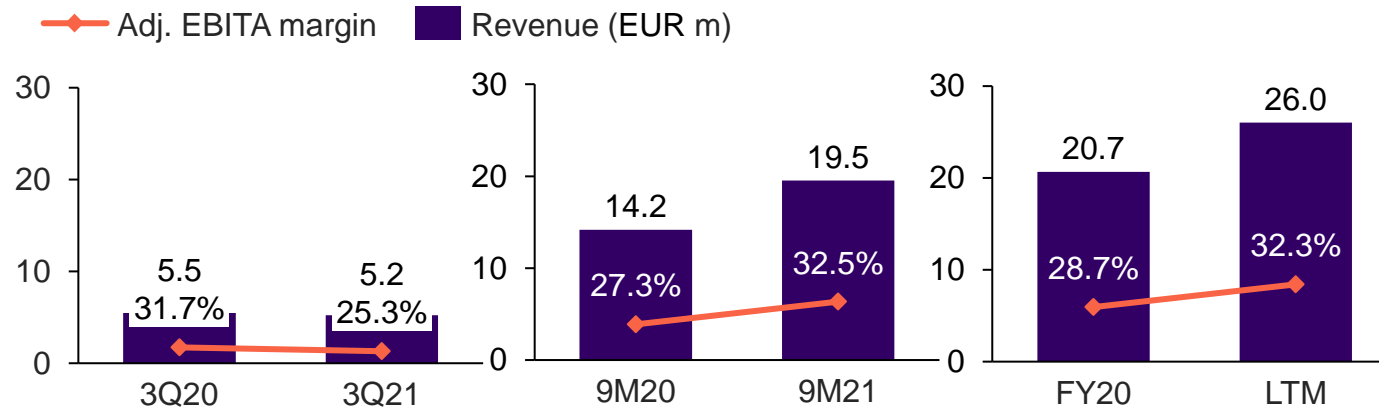


## Comments

- / Organic revenue growth 15.9% in 3Q giving 9M 25.8%
- / Lower sales activities in July and August, picked up in September
- / Lower Adj. EBITA margin 24.3%
- / Acquired Freelance Surgical in UK in November
- / 2H20 exceptionally strong as sales were boosted by temporarily lifted COVID restrictions

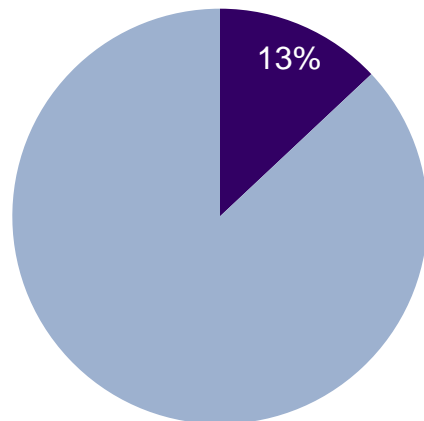
# Diagnostics – Normalising post-COVID environment

## Revenue and Adj. EBITA

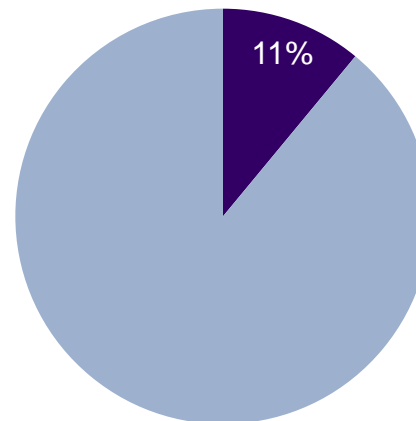


## Diagnostics share of Vimian Group

### 3Q Revenue



### 3Q EBITA

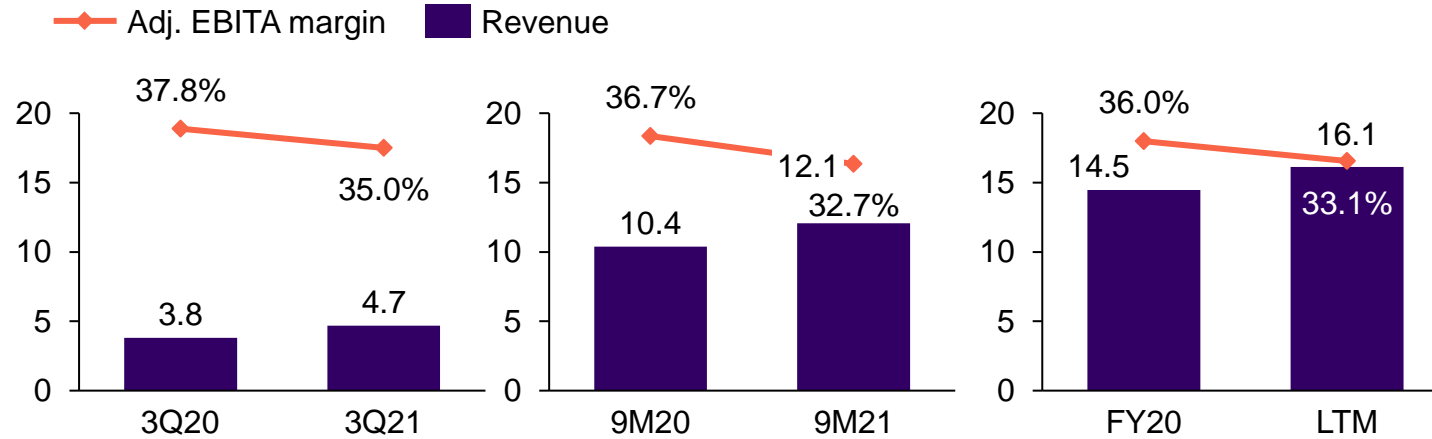


## Comments

- / 3Q organic decline -17.9% giving 9M 25.8% after 2Q 8% and 1Q 102%
- / Solid growth in core business PCR and ELISA tests
- / Slowdown in sample preparation and instrument sales reflects more normalised demand post COVID
- / Adj. EBITA margin 25.3% recovery after soft 2Q, still below mid-term target
- / Tough comps in 4Q20 and 1Q21 when COVID boosted sales

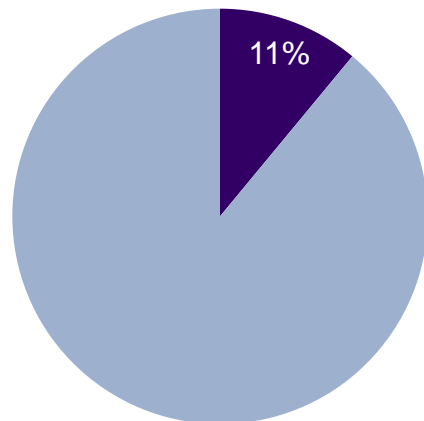
# Veterinary Services – Enter expansion phase

## Revenue and Adj. EBITA

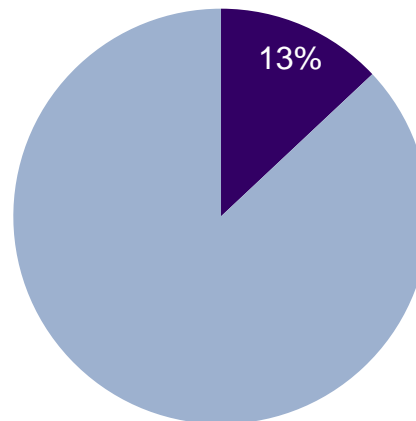


## Veterinary Services share of Vimian Group

### 3Q Revenue




### 3Q EBITA



## Comments

- / 3Q organic growth 7.6% giving 9M 9.6% after 2Q 14% and 1Q 8%
- / Member growth accelerating in September after slower holiday months July and August
- / Adjusted EBITA margin contraction reflects strategic OPEX investments
- / Invested in 4 clinics after 3Q with combined annual revenue EUR 3.2m
- / Co-ownership in veterinary clinics, alongside key employees, is a new service to our members
- / Investments in new geographies will weigh in on margins

# Thirteen acquisitions YTD with combined annual revenue of EUR 30m

	Acquisition	Segment	Geography	Annual Sales	Strategic Rationale
1Q		Diagnostics	Europe	EUR 1.3m	Strengthen position in livestock diagnostics
		Specialty Pharma	Europe	EUR 0.5m	Acquisition of allergy business in Spain strengthening market position and allergy portfolio
2Q		Specialty Pharma	North America	EUR 2.5m	Strengthen offering for North American D2C market
		MedTech	Europe	EUR 5.5m	Boost local presence in French orthopedic market
		Veterinary Services	ROW	EUR 1.0m	New market entry Australia
		Veterinary Services	Europe	EUR 1.2m	Majority co-ownership in clinic for extended VetFamily support and membership
3Q		Diagnostics	Europe	EUR 2.8m	First step into food safety and antimicrobial resistance
		Specialty Pharma	Europe	EUR 5.2m	Boost OTC and dermatology portfolio. Strengthen position in France and provide further capillarity through international distributor network
4Q	<b>Four Veterinary Clinics</b>	Veterinary Services	Europe	EUR 3.2m	Majority co-ownership in four clinics for extended VetFamily support and membership
		MedTech	UK	EUR 6.4m	Important milestone in our strategy to establish direct sales in certain key markets around the world

# Not a single cutaneous barrier can resist!



INNOVATIONS  
SINCE 2003



SCIENTIFICALLY  
PROVEN  
EFFICACY



TRENDSETTING  
GALENIC  
FORMS



This is **Dermoscent**<sup>®</sup>  
LABORATOIRE



- / French pet dermatology specialist founded 2003
- / Proprietary product formulas developed by a team of veterinary dermatologists and pharmaceutical specialists
- / Products distributed in 45 countries, revenue ~EUR 5m
- / Bolsters offering of dermatology products and complements our expanding non-prescription portfolio
- / Strengthen market position in France
- / Further capillarity through international distributor network

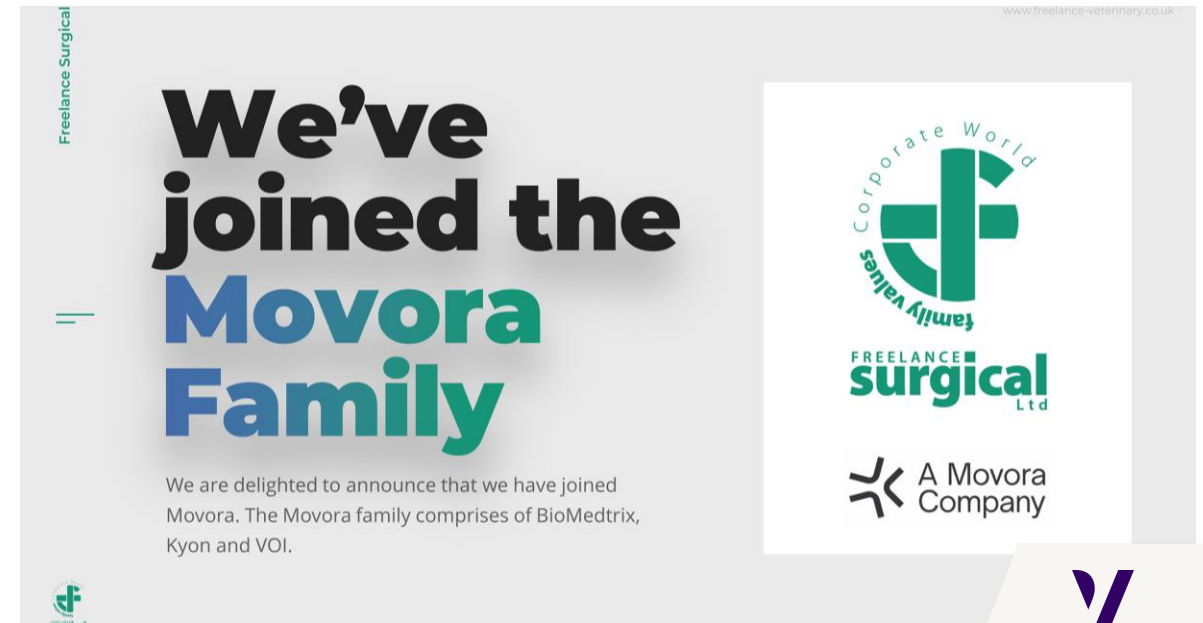




This is

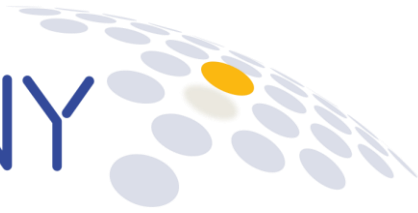


- / Leading provider of veterinary surgical products in UK
- / 17 employees and revenues ~GBP 6m annually
- / Family owned business founded in 1987, based in Bristol
- / Distributes and markets high-quality surgical products
- / Serves 1,500 veterinary clinics in UK
- / Newly built training facility in Bristol
- / Access to laparoscopy technology
- / Important milestone in our strategy to establish direct sales in certain key markets around the world





# ANGANY



## Partnership with Angany to develop novel vaccines for allergy and atopic dermatitis in companion animals

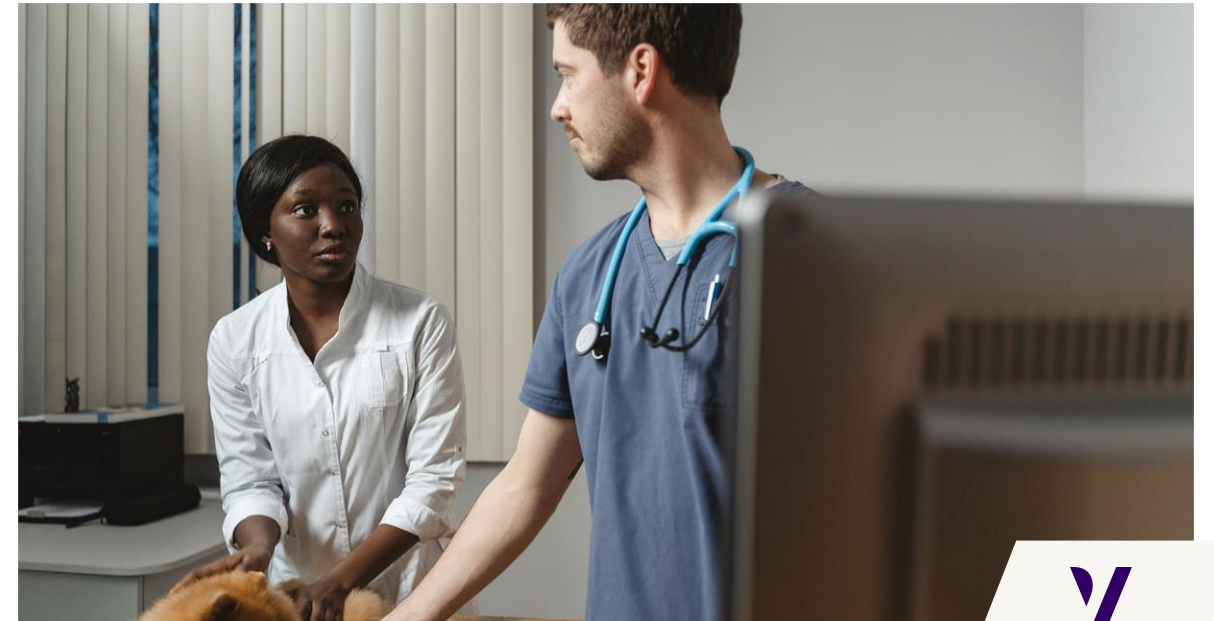
- / Angany is a late pre-clinical stage biotech company dedicated to allergy treatments and immunotherapy
- / Partnership to develop faster acting and more effective vaccines for the long-term prevention of allergy flares in dogs, cats and horses
- / Development timeline 5 years
- / The market for allergy and atopic dermatitis has annual sales of \$1bn and is rapidly growing
- / Total payment to Angany \$20m conditional upon successive development and market launch milestones from 2022



## Co-ownership program veterinary clinics

### Strong strategic rationale

- / Additional service offered to clinic members
- / Significant revenue potential in existing business
- / Drive in-clinic growth and profitability through existing VetFamily services
- / Facilitating faster innovation across Vimian
- / High returns on capital deployed
- / To date we have invested in five clinics, with annualised revenue of around EUR 4.4m



# Third Quarter Financials



EUR k	2021 July – Sept	2020 July – Sept	2021 Jan- Sept	2020 Jan - Sept	2020 Jan-Dec
Revenue	41,486	20,799	124,649	43,299	71,228
Adjusted EBITA	11,564	7,724	41,440	13,823	23,285
Operating profit	4,467	3,224	17,544	2,121	5,901
Profit before tax	2,441	1,365	10,867	1,512	55,541
Profit for the period	(270)	(139)	5,730	(925)	52,312

Growth Type	1Q-21	2Q-21	1H-21	3Q-21	9M-21
Organic Growth	51%	25%	38%	5%	22%
Acquired Growth	264%	207%	233%	96%	168%
FX effects	>1%	-3%	-1%	-2%	-2%
<b>Total Growth</b>	<b>315%</b>	<b>229%</b>	<b>270%</b>	<b>99%</b>	<b>188%</b>

## Income Statement

- / Revenue increased to EUR 41.5m in 3Q, up from EUR 20.8m last year
- / Adj. EBITA increased to EUR 11.6m in 3Q, up from EUR 7.7m last year
- / Operating profit increased to EUR 4.5m in 3Q, up from EUR 3.2m last year
- / Profit for 3Q negative EUR 0.27m, down from negative EUR 0.14 last year



Percent	2021 Jan-Sep	2020 Jan-Sep	Delta
---------	--------------	--------------	-------

Cash Conversion	68%	44%	+24 ppt
-----------------	-----	-----	---------

EUR k	2021 Jan-Sep	2020 Jan-Sep	Delta
-------	--------------	--------------	-------

Cash flow from operating activities before change in NWC	25,764	7,256	18,508
--	--------	-------	--------

Change in NWC	(9,002)	(4,456)	(4,546)
---------------	---------	---------	---------

<b>Cash flow from operating activities</b>	<b>16,763</b>	<b>2,801</b>	<b>13,962</b>
--	---------------	--------------	---------------

Cash flow from investing activities	(34,919)	(78,040)	43,121
-------------------------------------	----------	----------	--------

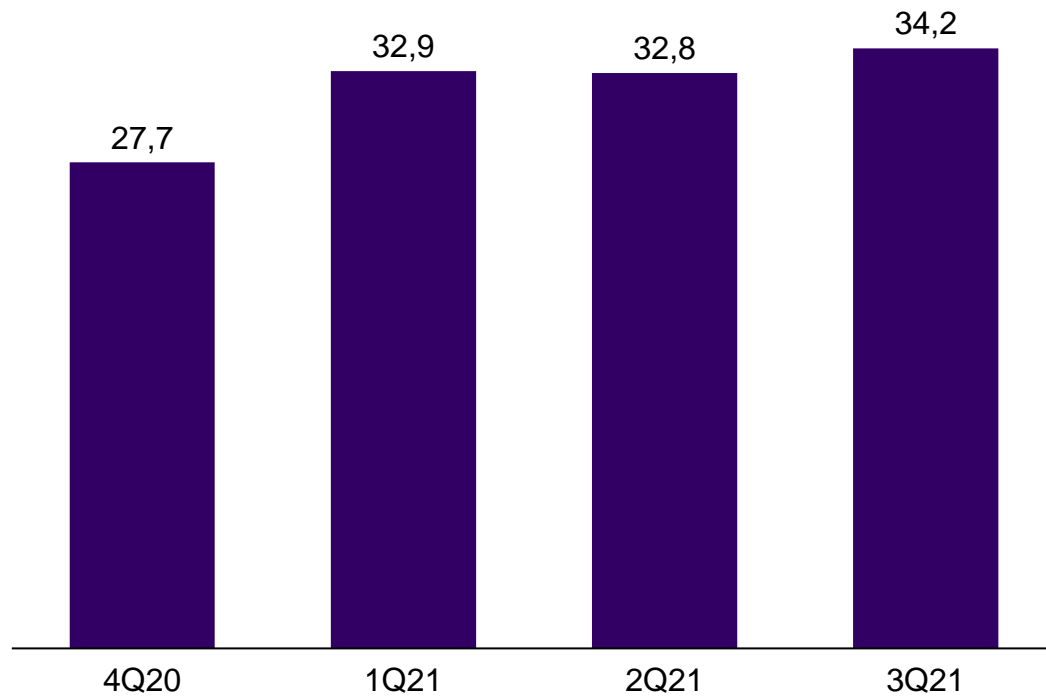
Cash flow from financing activities	73,292	82,580	(9,288)
-------------------------------------	--------	--------	---------

<b>Cash Flow for the period</b>	<b>55,135</b>	<b>7,341</b>	<b>47,795</b>
---------------------------------	---------------	--------------	---------------

## Cash Flow and Financial Position

- / Cash conversion of 68% in 9M 2021, 44% in 9M 2020
- / Strong increase in cash flow from operating activities, mainly driven by strong growth
- / Cash flow from investing activities mainly relating to acquisition and to a smaller extent capex
- / Cash flow from financing activities reflect refinancing and primary issue
- / Cash and cash equivalents end of September EUR 85.0m

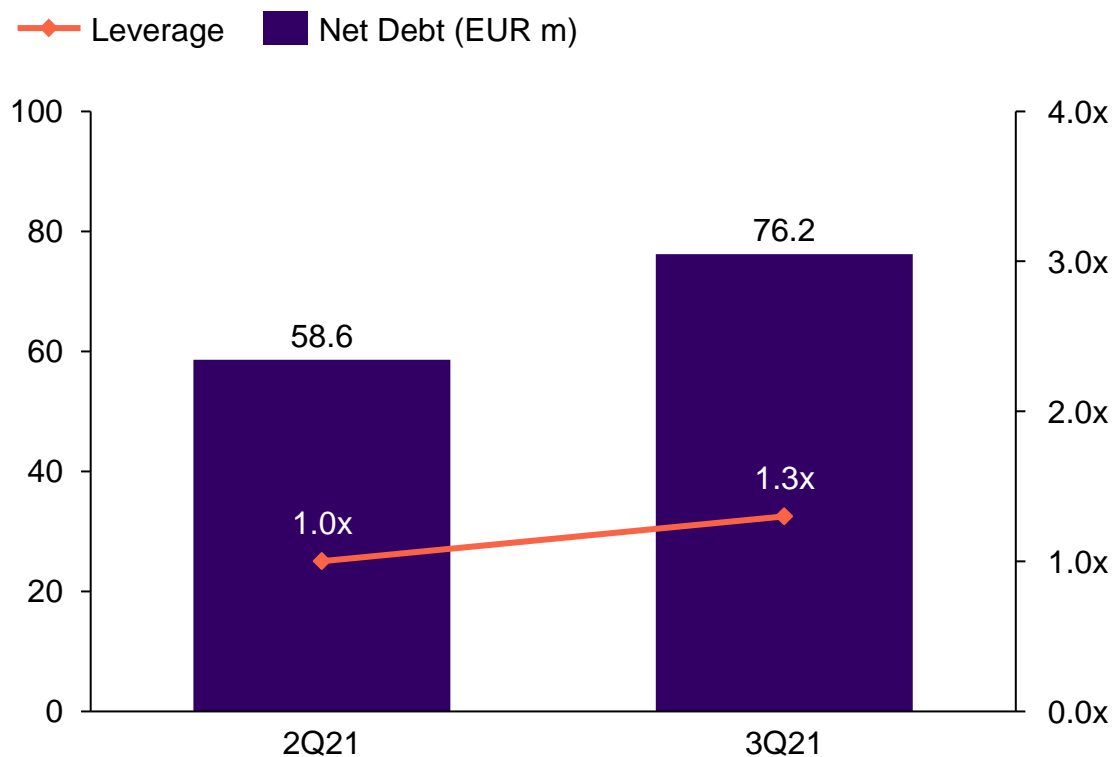
■ Net Working Capital (EUR m)



## Net Working Capital

- / Slight increase in NWC in 3Q
- / Inventory up slightly, mainly reflecting continued inventory build-up in new markets for MedTech
- / Accrued expenses for IPO costs largely paid during 3Q, with negative impact on NWC
- / Tax liability increase reflecting Q3 taxes





## Net Debt and Leverage

- / Net debt at the end of the period amounted to EUR 76.2m
  - Cash on hand utilized to finance 3Q acquisitions
- / Net debt over PF LTM adj. EBITDA of 1.3x
  - Up from 1.0x at end of 2Q, reflecting use of internal cash to fund acquisitions

# vimian™



# vimian™

## Q&A

