

**vimian™**  
**Q3**

Interim report  
January - September

**/ 20**  
**23**

# Interim report January - September 2023

## Strong organic growth and operational cash flow

Q3 2023

# 13%

Total revenue growth

# 12%

Organic revenue growth

# 6%

Adj. EBITA growth

# 22.9%

Adjusted EBITA margin

### Financial calendar

**15 February 2024** Year-end report 2023

**10 April 2024** Annual report 2023

**25 April 2024** Interim report first quarter 2024

**15 August 2024** Interim report second quarter 2024

**24 October 2024** Interim report third quarter 2024

### For further information, please contact

**Carl-Johan Zetterberg Boudrie**  
CFO  
carl-johan.zetterberg@vimian.com  
+46(0)703 35 84 49

**Maria Dahllöf Tullberg**  
Head of IR  
maria.tullberg@vimian.com  
+46 736 26 88 86

### Third quarter

- Revenue increased by 13 per cent to EUR 79.9m (70.9) with organic growth of 12 per cent
- Operating profit (EBIT) increased by 12 per cent to EUR 9.9m (8.8)
- Adjusting for items affecting comparability of EUR -2.6m (-3.6) and PPA related amortisation, adjusted EBITA came in at EUR 18.3m (17.2) at a margin of 22.9 per cent (24.3)
- Profit for the quarter totalled EUR 7.6m (-1.6)
- Earnings per share before and after dilution EUR 0.02 (-0.00). Adjusted earnings per share EUR 0.02
- Cash flow from operating activities of EUR 11.6m (-5.8). Net cash flow -3.4m (-10.5) after debt repayment of EUR 12.7m in the quarter

### First nine months

- Revenue increased by 21 per cent to EUR 249.3m (205.9) with organic growth of 13 per cent
- Operating profit (EBIT) increased by 38 per cent to EUR 38.6m (27.9)
- Adjusting for items affecting comparability of EUR -9.6m (-14.1) and PPA related amortisation, adjusted EBITA increased by 17 per cent to EUR 64.7m (55.4) at a margin of 26.0 per cent (26.9)
- Profit for the period totalled EUR 16.3m (13.8)
- Earnings per share before and after dilution EUR 0.04 (0.04). Adjusted earnings per share EUR 0.06
- Year-to-date cash flow from operating activities EUR -45.8m (4.2) impacted by the litigation payment in the second quarter, excluding this EUR 19.9m. Positive net cash flow EUR 6.0m (-3.9)
- Net debt reduced by EUR 8.2m to EUR 287.9m with leverage down to 3.0x from 3.1x end of June

### Last twelve months pro-forma (October 2022 to September 2023)

- Pro-forma revenue, including all acquisitions closed between 1 October 2022 and 30 September 2023, as if Vimian had owned them for the full period, EUR 333m (reported 324.7m)
- Pro-forma adjusted EBITA EUR 85.5m (reported 82.7m) at 25.7 per cent margin (reported 25.5)

### Significant events during the third quarter

- On 14 September the number of votes in Vimian Group AB changed as a result of (i) redemption of 5,320 C-shares, and (ii) conversion of in 6,296,610 C-shares into ordinary shares

### Financial key ratios

EURm, unless stated otherwise	Q3	Q3	Δ%	YTD	YTD	Δ%	LTM	Full-year
	2023	2022		2023	2022		22/23	2022
Revenue	79.9	70.9	13%	249.3	205.9	21%	324.7	281.3
Organic revenue growth (%) <sup>1</sup>	12%	5%	7 pp	13%	4%	9 pp	na	4%
Operating profit (EBIT)	9.9	8.8	12%	38.6	27.9	38%	50.0	39.4
Adjusted EBITA <sup>1</sup>	18.3	17.2	6%	64.7	55.4	17%	82.7	73.4
Adjusted EBITA margin (%) <sup>1</sup>	22.9%	24.3%	-1.4 pp	26.0%	26.9%	-1.0 pp	25.5%	26.1%
Profit for the period	7.6	-1.6	574%	16.3	13.8	18%	-4.7	-7.2
Items affecting comparability <sup>2</sup>	-2.6	-3.6	-28%	-9.6	-14.1	-32%	-10.8	-15.3
Earnings per share before dilution (EUR)	0.02	-0.00	503%	0.04	0.04	2%	-0.02	-0.02
Earnings per share after dilution (EUR)	0.02	-0.00	503%	0.04	0.04	2%	-0.02	-0.02
Cash flow from operating activities <sup>3</sup>	11.6	-5.8	na	-45.8	4.2	na	-24.7	25.3
Net debt/Adjusted LTM EBITDA, Proforma (x) <sup>1</sup>	na	na	-	na	na	-	3.0x	3.0x

<sup>1</sup> Refer to Note 9 and the section on Alternative performance measures for more information.

<sup>2</sup> Refer to Note 3 and the section on Items affecting comparability for more information.

<sup>3</sup> YTD amount includes settlement payment of USD 65.7m in the US litigation case.



# Message from our CEO

## Strong organic growth and operational cash flow



*In a turbulent world, Vimian continues to deliver strong organic growth ahead of the animal health market. Veterinarians and pet owners value our high-quality products and services that address the unmet medical needs of companion animals across the world.*

Following two solid reports in 2023, we continue to deliver strong organic growth of 12 per cent in the third quarter with higher net profit and improved operational cash flow. The adjusted EBITA margin reflects the sales pattern in MedTech where the extended annual ordering programme shifted high margin sales to the first quarter, in combination with mix effect from strong growth in US Specialised Nutrition and strategic investments in Specialty Pharma. We continue our efforts to deliver margin expansion over the coming quarters.

### Improved operational cash flow

Cash flow from operating activities improved significantly to EUR 11.6m (-5.8m) in the quarter. During the third quarter MedTech started to reduce inventory, this was offset by higher stock levels in fast growing US Specialised Nutrition in Specialty Pharma. Net debt declined by EUR 8.2m with leverage down to 3.0x and we will continue our efforts for organic deleveraging in the coming quarters.

### Segment update

Specialty Pharma delivered 18 per cent organic growth, double-digit in three out of four therapeutic areas. We continue to build strong market positions, attending 15 veterinary congresses in the quarter of which two were as main sponsors, the European veterinary dermatology specialist congress with 750 veterinarians and UK's largest equine congress with 800 veterinarians. The team is working actively to strengthen profitability, supporting US customers migrating to our new allergy test and evaluating opportunities to drive further efficiencies across our European entities.

In MedTech, slower growth in the third quarter reflects the sales pattern in US with the Annual Ordering Programme and a small buildup of backorders. Year-to-date growth of 13 per cent, and margin of 32.0 (31.5) per cent better reflects the strong underlying performance.

Veterinary Services continues to deliver strong growth with high rate of member recruitment and conversion to higher membership tiers. We continue to digitalise our service offering and the team's skillset and expertise is leveraged for Group-wide integration projects including shared CRM and data warehouse.

In Diagnostics we saw another quarter of solid growth and continue to capture market share in a challenging livestock environment and progress innovation projects targeting the companion animal diagnostics market.

### ESG highlights

In the third quarter, we implemented our new carbon reduction plan. Our target is to reduce emissions in scope 1 and 2 by 42% until 2030, in alignment with the Paris agreement and Science Based Targets. We are also in the process of uncovering Scope 3 emissions where we have our most significant climate impact.

### Current trading

While the overall macroeconomy and geopolitical landscape remains challenging, we are confident in the resilience of our sector and see continued market growth. October trading is healthy at high single digits, with acceleration in MedTech as the pull-forward effect abates.

The process to retrieve compensation for the US litigation as per the indemnification protection is still ongoing. We cannot speculate in the timing to finalize this but will update the market once conclusive.

The recruitment for a new CEO is underway, and I am committed to stay onboard until year-end. We continue to build strong market positions in our select areas of animal health, driving organic growth and continuously evaluating strategic M&A. Near-term, we focus on sustaining strong organic growth while ensuring we capture full benefits on the bottom line and further strengthen cash generation.

Stockholm, November 2023

Fredrik Ullman  
CEO of Vimian Group AB (publ)



Vimian continues to deliver strong organic growth ahead of the animal health market



# Group performance

## Third quarter 2023

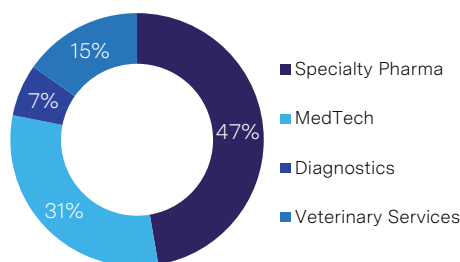


Net profit increased significantly during the quarter

### Revenue

Revenue increased by 13 per cent to EUR 79.9m (70.9). Organic revenue growth was 12 per cent with highest growth in Specialty Pharma 18 per cent and Veterinary Services 14 per cent. Acquisitions contributed to a growth of 7 per cent and currency movements had a negative impact of 6 per cent.

### Revenue per segment, Q3 2023



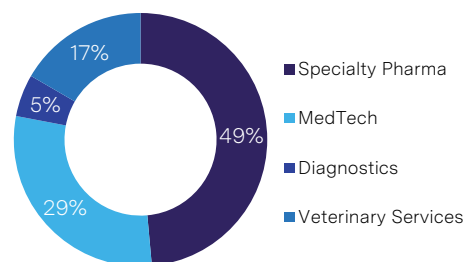
### Operating profit

Operating profit amounted to EUR 9.9m (8.8), corresponding to a margin of 12.4 per cent (12.5). Operating profit included items affecting comparability of EUR -2.6m (-3.6). For items affecting comparability EUR -1.3m is in Specialty Pharma primarily related to acquisitions, of which EUR -918k are stay-on bonuses, reported as personnel costs, to management of acquired companies. EUR -682k is in Medtech, primarily legal costs related to the US litigation. Other items affecting comparability relates to restructuring in Diagnostics and implementation of the central consolidation system. For further information on items affecting comparability, refer to Note 3.

### Adjusted EBITA

Adjusted EBITA increased by 6 per cent to EUR 18.3m (17.2) at a margin of 22.9 per cent (24.3). The margin reflects the sales pattern in MedTech where the extended annual ordering programme shifted high margin sales to the first quarter, the mix effect from strong growth in US Specialised Nutrition and strategic investments in Specialty Pharma.

### Adjusted EBITA per segment, Q3 2023<sup>1</sup>



<sup>1</sup> Adjusted EBITA before central costs.

### Financial items

Net financial items amounted to EUR -0.1m (-9.4). This consists of three main parts: financing costs of EUR -5.1m with an average interest rate of 6.3 per cent during the quarter. On contingent considerations, the quarterly discounting impact is offset by positive impact from probability adjustments, giving a net impact of -0.4m. Financial items benefits from a EUR 5.4m positive impact from exchange-rates.

### Tax

The tax expense for the quarter amounted to EUR -2.2m (-1.0). Tax expense as percentage of pre-tax profit amounts to 23 per cent in the quarter.

### Profit for the quarter

Profit amounted to EUR 7.6m (-1.6). Earnings per share before and after dilution amounted to EUR 0.02 (-0.00). Adjusted for items affecting comparability of EUR -2.6m (-3.6) adjusted earnings per share amounted to 0.02.

## January to September 2023

### Revenue

Revenue increased by 21 per cent to EUR 249.3m (205.9). Organic revenue growth was 13 per cent, primarily driven by Specialty Pharma growing 15 per cent and MedTech 13 per cent. Acquisitions contributed to a growth of 11 per cent and currency movements had a negative impact of 2 per cent.

### Operating profit

Operating profit amounted to EUR 38.6m (27.9), corresponding to a margin of 15.5 per cent (13.6). Operating profit included items affecting comparability of EUR -9.6m (-14.1). For information on items affecting comparability, refer to Note 3.

### Adjusted EBITA

Adjusted EBITA increased by 17 per cent to EUR 64.7m (55.4) at a margin of 26 per cent (26.9).

### Financial items

Net financial items amounted to EUR -11.8m (-8.5). This consists of three main parts: financing costs of EUR -12.5m with an average interest rate of 5.5 per cent year-to-date. On contingent considerations, the year-to-date discounting impact is offset by positive impact from probability adjustments and a technical purchase price adjustment in the second quarter, giving a net impact of 2.0m. Negative impact from exchange rates of EUR -1.3m.

### Tax

The tax expense for the period January to September amounted to EUR -9.5m (-5.5). The tax expense as percentage of pre-tax profit amounts to 37 per cent year-to-date. This is elevated by a high level of tax losses without recognition of deferred tax assets and non-deductible expenses, mainly non-realised currency impact recognised in the financial items and impairments of contingent liabilities during the first half of the year.

### Profit for the period

Profit amounted to EUR 16.3m (13.8). Earnings per share before and after dilution amounted to EUR 0.04 (0.04). Adjusted for items affecting comparability of EUR -9.6m adjusted earnings per share amounted to 0.06.

### Capital expenditure

Capital expenditure for Vimian Group amounted to EUR 4.4m (5.2). The two main areas for investments are Specialty Pharma; manufacturing facilities and equipment in Specialty Pharmaceuticals, development of the IT platform for allergy customer lifecycle management and capitalized R&D for dermatology product development and MedTech; investments in

equipment for education and facilities for 3D printing.

### Cash flow

Cash flow from operating activities amounted to EUR -45.8m (4.2). This includes the litigation payment of EUR -65.7m. Excluding the litigation payment, cash flow from operating activities improved further in the third quarter reaching EUR 19.9m for the period January to September. Cash flow from investing activities of EUR -68.6m (-157.3). Cash flow from financing activities EUR 120.4m (149.2) primarily reflects the draw down of the RCF to finance the litigation payment in the second quarter and payment of earn-outs during the year.

### Net working capital

Net working capital amounted to EUR 77.0m (63.4) at the end of September at 24 per cent of revenue, slightly higher than EUR 75.6m at the end of June (23 per cent of revenue). Lower inventory in MedTech is offset by higher inventory in fast growing entities in Specialty Pharma. Accounts receivables continues to decline as annual ordering programme customers pay their monthly instalments. Net working capital is unfavourably impacted by currency movements.

### Net debt and cash and cash equivalents

At the end of the period, net debt amounted to EUR 287.9m, down from EUR 296.1m per 30 June 2023. Cash and cash equivalents amounted to EUR 49.3m at the end of the period down from EUR 50.8m at the end of June.

On 4 April 2023, Vimian's subsidiary Veterinary Orthopedic Implants LLC ("VOI") reached a settlement agreement with DePuy Synthes Products, Inc. and DePuy Synthes Sales, Inc. resolving the patent dispute between the parties. Under the terms of the agreement, Vimian paid USD 70 million during the second quarter. Vimian has booked a corresponding claim of USD 59 million (USD 70 million minus USD 20 million withheld at acquisition plus USD 9 million of legal costs) towards the sellers of VOI as a "non-current receivable". The amount of the receivable under the indemnification is deducted from the net debt.

Per the 30 September, net debt in relation to pro-forma adjusted EBITDA over the past 12-month period was 3.0x, down from 3.1x per 30 June 2023.

### Reports

Vimian's financial reports and presentations are published on our website [www.vimian.com](http://www.vimian.com).

# Segment performance

Third quarter 2023

Vimian operates through four reporting segments: Specialty Pharma, MedTech, Veterinary Services and Diagnostics

Q3 2023

## 21%

Revenue growth

## 18%

Organic revenue growth

## 12%

Adjusted EBITA growth

## 25.6%

Adjusted EBITA margin

## Segment – Specialty Pharma

Amounts in EUR 000's	Q3		Δ	YTD		Δ	LTM	Full-year
	2023	2022		2023	2022		22/23	2022
Revenue	37,791	31,210	21%	110,800	92,079	20%	142,979	124,258
EBITA	8,398	6,600	27%	25,347	19,582	29%	31,845	26,080
Adjusted EBITA	9,658	8,626	12%	29,183	26,380	11%	38,095	35,293
Adjusted EBITA margin (%)	25.6%	27.6%	-2.1 pp	26.3%	28.6%	-2.3 pp	26.6%	28.4%

### Revenue

Revenue in the third quarter grew 21 per cent to EUR 37.8 million (31.2). Organic growth of 18 per cent, contribution from acquisitions 8 per cent and negative impact from currency movements of 5 per cent driven by GBP, CAD, NOK, and SEK.

Per geography, the strongest organic growth is in the US followed by UK. Positive development in continental Europe with high-teens organic growth in Benelux, Germany and France. Over 20 per cent growth in the online direct to consumer channel.

Per therapeutic area, the strongest growth is in Specialised Nutrition (driven by US with over 50 per cent growth). Strong double-digit growth in Specialty Pharmaceuticals and Dermatology. Allergy Test & Treatments sales was strong in Europe with double-digit growth, but US remains held back by slower uptake in the transfer of volumes to the new PAX test. The segment has launched several commercial initiatives to regain momentum in the US allergy business.

During the third quarter >20 new products were launched, taking the total year to date to 65.

Revenue for the period January to September grew 20 per cent to EUR 110.8 million (92.1). Organic growth of 15 per cent, contribution from acquisitions 8 per cent and negative impact from currency movements of 3 per cent.

### Adjusted EBITA

Adjusted EBITA increased to EUR 9.7 million (8.6) at a margin of 25.6 per cent (27.6). The lower margin primarily reflects the mix impact from strong growth in US Specialised Nutrition, as well as the temporarily lower margin in the US (lower allergy sales combined with investments in product launches) and strategic investments in the business, including R&D and sales force.

Adjusted EBITA for the period January to September increased to EUR 29.2 million (26.4) at a margin of 26.3 per cent (28.6).

### Acquisitions and Operational Highlights

Several milestones in the integration of acquired companies reached during the quarter:

- Preparing for direct go-to-market in Spain (ICF, DRN, Dermoscent), Austria (Dermoscent) and Germany (Dermoscent) in 2024
- Six months after internalising distribution in France, sales run-rate to veterinary clients is now at the same level as the distributor was. Sales team was strengthened with 2 FTE's adding one more during the fourth quarter.
- Launched regional allergy immunotherapy in US
- Main sponsor of the European veterinary dermatology specialist congress in August with 750 participants and the UK's largest equine congress in September with 800 participants.

Q3 2023

**-3%**

Revenue growth

**4%**

Organic revenue growth

**-18%**

Adjusted EBITA growth

**23.8%**

Adjusted EBITA margin

## Segment – MedTech

Amounts in EUR 000's	Q3	Q3	Δ	YTD	YTD	Δ	LTM Full-year	
	2023	2022		2023	2022		22/23	2022
Revenue	24,603	25,332	-3%	86,233	73,591	17%	114,082	101,440
EBITA	5,167	5,881	-12%	24,246	20,004	21%	34,637	30,395
Adjusted EBITA	5,849	7,157	-18%	27,592	23,166	19%	35,020	30,594
Adjusted EBITA margin (%)	23.8%	28.3%	-4.5 pp	32.0%	31.5%	0.5 pp	30.7%	30.2%

### Revenue

Revenue in the third quarter declined by 3 per cent to EUR 24.6 million (25.3). Organic revenue growth 4 per cent, contribution from acquisitions 1 per cent and negative impact from currency movements of 8 per cent, with negative development in the USD, CHF, AUD and YEN.

Organic growth of 13 per cent year-to-date, ahead of the veterinary orthopedics market estimated to be growing at mid-single digits.

Sales are typically lower in the second and third quarter as the annual ordering programme pulls forward sales into the first quarter. There has also been a small build-up of back-orders in US in the quarter. Adjusted for these two factors, organic growth would have been double-digit. Continued solid high-single digit organic growth in Europe and APAC.

During the third quarter 19 on-site surgery trainings were held with over 180 participants.

Revenue for the period January to September amounted to EUR 86.2 million (73.6). Organic revenue growth 13 per cent, contribution from acquisitions 7 per cent and negative impact from currency movements of 3 per cent.

### Adjusted EBITA

Adjusted EBITA declined 18 per cent to EUR 5.8 million (7.2) at a margin of 23.8 per cent (28.3).

Lower profitability is an effect of lower sales in the quarter in combination with investments in the organisation since the second half of last year. The rolling twelve months margin at 30.7 per cent per the end of September adjusts for seasonality and better reflects underlying profitability.

Adjusted EBITA for the period January to September amounted to EUR 27.6 million (23.2) at a margin of 32.0 per cent (31.5) an improvement compared to the same period previous year as the company continues to integrate acquired entities and realise synergies.

### Acquisitions and Operational Highlights

Continued work on integration of acquired companies during the quarter:

- Started re-branding work for several acquired companies with AdVetis first one to become Movora France per January next year
- Rolled out marketing concept by installing regional product managers to focus on a more product driven marketing approach
- Progressing work to optimise supply chain starting to reduce inventory by EUR 0.5m during the quarter

**29%**

Revenue growth

**14%**

Organic revenue growth

**60%**

Adjusted EBITA growth

**27.1%**

Adjusted EBITA margin

**Segment – Veterinary Services**

Amounts in EUR 000's	Q3	Q3	Δ	YTD	YTD	Δ	LTM Full-year	
	2023	2022		2023	2022		22/23	2022
Revenue	12,180	9,407	29%	36,074	23,855	51%	45,822	33,603
EBITA	3,217	1,971	63%	8,606	2,817	205%	9,717	3,928
Adjusted EBITA	3,304	2,067	60%	9,234	5,588	65%	11,008	7,362
Adjusted EBITA margin (%)	27.1%	22.0%	5.2 pp	25.6%	23.4%	2.2 pp	24.0%	21.9%

**Revenue**

Revenue for the third quarter grew 29 per cent to EUR 12.2 million (9.4). Organic revenue growth of 14 per cent, contribution from acquisitions 19 per cent and negative impact from currency movements of 4 per cent.

High recruitment pace with 620 new members in the quarter driven by the US, Brazil, Belgium and Spain and continued positive conversion to higher membership tiers.

Strong organic growth of 14 per cent in the third quarter giving year-to-date organic growth 13 per cent, well ahead of the animal health market. Solid performance in the legacy business with double digit growth across most markets, and positive revenue contribution from new markets.

Co-owned clinics account for ~40 per cent of segment revenue. Mid-single digit revenue growth, in-line with the veterinary market. Work to support clinics to improve efficiency continued and resulted in a 4 per cent improvement in adjusted EBITA margin.

Revenue for the period January to September amounted to EUR 36.1 million (23.9). Organic revenue growth 13 per cent, contribution from acquisitions 42 per cent and negative impact from currency movements 3 per cent.

**Adjusted EBITA**

Adjusted EBITA grew 60 per cent to EUR 3.3 million (2.1) at a margin of 27.1 per cent (22.0). Margin expansion driven by strong growth in core business, profitability improvement for co-owned clinics and benefit from currency movements with significant cost base in SEK.

Adjusted EBITA for the period January to September amounted to EUR 9.2 million (5.6) at a margin of 25.6 per cent (23.4).

**Acquisitions and Operational Highlights**

Several milestones in the integration of acquired companies reached during the quarter:

- New country manager for Independent Vets of Australia appointed ongoing collaborations with Vettr to realise synergies.
- Positive momentum for VerticalVet on the US market with high recruitment pace of new members, strengthened the organisation with a business development manager to support geographical expansion within the US and to expand partnerships with existing and new suppliers.
- Digital skillset and expertise is being leveraged across Vimian in several ongoing integration projects, including shared CRM and data warehouse.



Q3 2023

7%

Revenue growth

9%

Organic revenue growth

85%

Adjusted EBITA growth

20.2%

Adjusted EBITA margin

## Segment – Diagnostics

Amounts in EUR 000's	Q3	Q3	Δ	YTD	YTD	Δ	LTM Full-year	
	2023	2022		2023	2022		22/23	2022
Revenue	5,303	4,935	7%	16,166	16,328	-1%	21,846	22,008
EBITA	795	465	71%	2,869	3,164	-9%	2,695	2,990
Adjusted EBITA	1,072	580	85%	3,498	3,484	0%	4,369	4,356
Adjusted EBITA margin (%)	20.2%	11.8%	8.5 pp	21.6%	21.3%	0.3 pp	20.0%	19.8%

### Revenue

Revenue increased by 7 per cent to EUR 5.3m (4.9). Organic growth of 9 per cent partly offset by negative impact from currency movements of 2 per cent. No impact from acquisitions.

Continued solid organic growth of 9 per cent in the third quarter despite tougher market conditions for livestock diagnostics in key region DACH.

Revenue for the period January to September amounted to EUR 16.2 million (16.3). Organic revenue was flat, impacted by the phase-out of Covid related sales in the first quarter of 2023. Negative impact from currency movements of 1 per cent, no impact from acquisitions.

### Adjusted EBITA

Adjusted EBITA amounted to EUR 1.1m (0.6) at a margin of 20.2 per cent (11.8) with some impact from higher levels of scrapping. Improving profitability versus last year supported by operating leverage and progress on the cost optimisation programme. Parts of the savings will be reinvested into new growth initiatives and the strengthening of select key functions.

Adjusted EBITA for the period January to September amounted to EUR 3.5 million (3.5) at a margin of 21.6 per cent (21.3).

### Acquisitions and Operational Highlights

Continued progress on integration and streamlining between legacy entities. The segment continues to win new opportunities across markets and product segments. The Ovacyte innovation partnership is developing as per plan with good ramp up in installations and usage in the equine and large animal segment during the quarter.

**Central Costs**

Central costs in the third quarter amounted to EUR -1.6m (-1.2), broadly in-line with the second quarter at -1.5m.

**Seasonal effects**

Vimian assesses that its revenues and EBITA to a limited degree are affected by seasonality. The four segments have varying, but limited, seasonality patterns. The strongest seasonality effect can be seen in MedTech, where the first quarter is typically the strongest quarter due to the AOP

programme. Trading volumes slightly negatively affected by holiday periods.

**Risks and uncertainties**

Vimian Group's and the parent company's business risks and risk management, as well as the management of financial risks, are described on pages 58-61 in the 2022 Annual Report published at [www.vimian.com](http://www.vimian.com).

**Ownership structure 30 September 2023**

<b>Name</b>	<b>Capital</b>	<b>Votes</b>
Fidelio Capital	55.3%	56.8%
Handelsbanken Fonder	4.8%	4.9%
PRG Investment Holdings	3.9%	3.6%
Finn Pharmaceuticals Trust	3.4%	3.5%
Danica Pension	2.5%	2.6%
SEB Fonder	1.7%	1.7%
Swedbank Robur Fonder	1.7%	1.7%
Avanza Pension	1.7%	1.7%
Investering & Tryghed A/S	1.6%	1.7%
AMF Pension & Fonder	1.4%	1.5%
<b>Total 10</b>	<b>78.0%</b>	<b>79.7%</b>
Others	22.0%	20.3%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

### **Declaration of the Board of Directors and Chief Executive Officer**

The Board of Directors and Chief Executive Officer declare that the interim report provides a true and fair view of the development of the Group's and parent company's business, its financial position and results, and describes significant risks and uncertainties faced by the parent company and the companies included in the Group.

Stockholm, 8 November 2023

**Gabriel Fitzgerald**  
Chairman

**Frida Westerberg**

**Martin Erleman**

**Mikael Dolsten**

**Petra Rumpf**

**Theodor Bonnier**

**Robert Belkic**

**Fredrik Ullman**  
CEO

Prior to publication this information constituted inside information that Vimian Group AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the above contact persons, at 07:45 am CEST on 8 November 2023.

Webcast conference call on 8 November 2023: In connection with the interim report, Vimian will hold a webcast conference call in English at 09:00 am CEST. Vimian will be represented by CEO Fredrik Ullman, CFO Carl-Johan Zetterberg Boudrie and Nextmune CEO Magnus Kjellberg, who will present the interim report and answer questions. Information regarding telephone numbers is available at [www.vimian.com/investors](http://www.vimian.com/investors). The presentation will be available at [www.vimian.com/investors](http://www.vimian.com/investors) after publication of the interim report. The webcast will be available at the same address after the live broadcast.



# INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

kEUR	Note	30 Sep 2023	30 Sep 2022	31 Dec 2022
<b>Non-current assets</b>				
Goodwill		509,080	481,514	464,374
Intangible assets		214,955	212,464	203,992
Property, plant and equipment		24,274	20,945	21,518
Right-of-use assets		12,291	12,025	13,328
Investment in associates		7,399	1,468	7,578
Non-current financial assets		60,330	1,957	4,103
Deferred tax assets		2,670	2,722	1,976
<b>Total non-current assets</b>		<b>830,998</b>	<b>733,095</b>	<b>716,867</b>
<b>Current assets</b>				
Inventories		68,223	62,337	61,200
Trade receivables		50,591	41,571	41,168
Current tax receivables		80	595	568
Other receivables		3,992	5,643	57,434
Prepaid expenses and accrued income		11,016	5,049	4,127
Cash and cash equivalents		49,339	51,177	42,194
<b>Total current assets</b>		<b>183,241</b>	<b>166,371</b>	<b>206,692</b>
<b>TOTAL ASSETS</b>		<b>1,014,239</b>	<b>899,468</b>	<b>923,559</b>
<b>Equity</b>				
Share capital		74	67	72
Other contributed capital		467,853	344,767	432,985
Reserves		-1,187	4,921	-4,460
Retained earnings including this period's profit		69,047	71,078	53,216
<b>Total equity attributable to equity holders of the parent</b>		<b>535,788</b>	<b>420,833</b>	<b>481,813</b>
Non-controlling interests		154	536	-316
<b>Total equity</b>		<b>535,942</b>	<b>421,369</b>	<b>481,497</b>
<b>Non-current liabilities</b>				
Liabilities to credit institutions		324,704	284,809	207,112
Lease liabilities		8,999	9,581	9,029
Deferred tax liabilities		27,795	34,210	24,406
Other non-current liabilities	5	35,341	38,690	35,229
Non-current provisions		140	30	30
<b>Total non-current liabilities</b>		<b>396,981</b>	<b>367,320</b>	<b>275,806</b>
<b>Current liabilities</b>				
Liabilities to credit institutions		281	-0	-
Lease liabilities		3,590	2,403	4,816
Trade payables		25,576	16,197	18,328
Current tax liabilities		8,361	8,472	8,179
Other current liabilities	5	28,136	64,618	113,576
Accrued expenses and prepaid income		15,373	19,090	21,358
<b>Total current liabilities</b>		<b>81,317</b>	<b>110,779</b>	<b>166,256</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1,014,239</b>	<b>899,468</b>	<b>923,559</b>

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

kEUR	Equity attributable to equity holders of the parent							Total equity
	Share capital	Other contributed capital	Translation reserve	Retained earnings including this period's profit	Total equity attributable to equity holders of the parent	Non-controlling interests		
<b>Opening balance 1 January 2022</b>	<b>64</b>	<b>294,984</b>	<b>2,407</b>	<b>59,958</b>	<b>357,413</b>	<b>1,226</b>	<b>358,640</b>	
Profit for the period	-	-	-	13,798	13,798	46	13,844	
Other comprehensive income	-	-	2,514	-	2,514	25	2,539	
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>2,514</b>	<b>13,798</b>	<b>16,312</b>	<b>71</b>	<b>16,383</b>	
<b>Transactions with owners</b>								
Share issue	3	-	-	-	3	-	3	
Ongoing share issue	-	-	-	-	-	-4	-4	
Shareholder contributions	-	49,783	-	-	49,783	-	49,783	
Transactions with non-controlling interests	-	-	-	-2,678	-2,678	-757	-3,435	
<b>Total</b>	<b>3</b>	<b>49,783</b>	<b>-</b>	<b>-2,678</b>	<b>47,108</b>	<b>-761</b>	<b>46,347</b>	
<b>Closing balance 30 September 2022</b>	<b>67</b>	<b>344,767</b>	<b>4,921</b>	<b>71,078</b>	<b>420,833</b>	<b>536</b>	<b>421,369</b>	
<b>Opening balance 1 January 2023</b>	<b>72</b>	<b>432,985</b>	<b>-4,461</b>	<b>53,216</b>	<b>481,812</b>	<b>-315</b>	<b>481,497</b>	
Profit for the period	-	-	-	15,831	15,831	467	16,298	
Other comprehensive income	-	-	3,275	-	3,275	2	3,277	
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>3,275</b>	<b>15,831</b>	<b>19,106</b>	<b>469</b>	<b>19,575</b>	
<b>Transactions with owners</b>								
Share issue	2	34,494	-	-	34,496	-	34,496	
Transaction costs	-	-40	-	-	-40	-	-40	
Warrant program	-	413	-	-	413	-	413	
Transactions with non-controlling interests	-	-	-	-	-	-	-	
<b>Total</b>	<b>2</b>	<b>34,868</b>	<b>-</b>	<b>-</b>	<b>34,870</b>	<b>-</b>	<b>34,870</b>	
<b>Closing balance 30 September 2023</b>	<b>74</b>	<b>467,853</b>	<b>-1,186</b>	<b>69,047</b>	<b>535,788</b>	<b>154</b>	<b>535,942</b>	

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

kEUR	Q3 2023	Q3 2022	Jan-Sep 2023	Jan-Sep 2022	Full-year 2022
<b>Operating activities</b>					
Operating profit	9,912	8,826	38,572	27,913	39,361
Adjustments for non-cash items	8,773	5,021	24,997	23,562	30,702
Interest received	301	8	352	15	21
Interest paid	-5,923	-3,319	-12,700	-8,253	-10,389
Paid income tax	-1,321	353	-9,264	-6,900	-7,677
<b>Cash flow from operating activities before change in working capital</b>	<b>11,742</b>	<b>10,889</b>	<b>41,957</b>	<b>36,337</b>	<b>52,017</b>
Change in inventories	524	-10,063	-6,189	-20,954	-19,817
Change in operating receivables	3,549	-1,590	-16,002	-5,997	-3,758
Change in operating liabilities <sup>1</sup>	-4,183	-5,037	-65,552	-5,208	-3,130
<b>Cash flow from operating activities</b>	<b>11,632</b>	<b>-5,801</b>	<b>-45,787</b>	<b>4,177</b>	<b>25,313</b>
<b>Investing activities</b>					
Acquisition of a subsidiary, net of cash acquired	-5,691	-26,930	-59,020	-149,011	-171,261
Investments in associates	-	-58	-	-878	-6,964
Proceeds from sale of associates	-	-	-	-	-
Dividend from associates	-	-	-	-	-
Investments in intangible assets	-841	-1,116	-3,078	-3,144	-4,486
Investments in property, plant and equipment	-1,217	-860	-5,135	-3,895	-5,822
Proceeds from sale of property, plant and equipment	-19	22	24	235	-
Investments in other financial assets	-1,437	-624	-1,365	-624	-
Proceeds from sale of financial assets	-	-99	-	-	-
<b>Cash flow from investing activities</b>	<b>-9,205</b>	<b>-29,665</b>	<b>-68,575</b>	<b>-157,316</b>	<b>-188,533</b>
<b>Financing activities</b>					
New share issue	-	49,786	-	49,786	137,969
Warrant program	413	-	413	-	1,658
Shareholder contributions	-	-	-	-	-
Transaction costs	-40	-	-40	-	-1,619
Transaction costs arrangement fees	-	-	-	-	-
Proceeds from borrowings	7,511	20,792	164,683	146,275	150,549
Repayment of borrowings	-12,742	-44,933	-41,766	-44,933	-133,160
Payment of lease liabilities	-1,001	-702	-2,937	-1,925	-5,168
Transactions with non-controlling interests	-	-	-	-	-
<b>Cash flow from financing activities</b>	<b>-5,857</b>	<b>24,943</b>	<b>120,353</b>	<b>149,202</b>	<b>150,229</b>
<b>Cash flow for the period</b>	<b>-3,430</b>	<b>-10,523</b>	<b>5,992</b>	<b>-3,937</b>	<b>-12,990</b>
Cash and cash equivalents at beginning of the period	50,786	61,701	42,194	55,114	55,114
Exchange-rate difference in cash and cash equivalents	1,983	-1	1,153	-	70
<b>Cash and cash equivalents at end of the period</b>	<b>49,339</b>	<b>51,177</b>	<b>49,339</b>	<b>51,177</b>	<b>42,194</b>

<sup>1</sup> Year-to-date 2023 amount includes settlement payment in US litigation case

# CONDENSED PARENT COMPANY INCOME STATEMENT AND BALANCE SHEET

KSEK	Q3 2023	Q3 2022	Jan-Sep 2023	Jan-Sep 2022	Full-year 2022
Revenue	-	7,182	-	20,542	26,031
Other operating income	9,292	1,506	24,414	3,665	12,242
<b>Total operating income</b>	<b>9,292</b>	<b>8,689</b>	<b>24,414</b>	<b>24,207</b>	<b>38,273</b>
Other external expenses	-12,985	-5,705	-42,905	-35,147	-51,282
Personnel expenses	-6,463	-5,237	-21,793	-11,638	-17,470
Depreciation and amortisation	-33	-33	-99	-99	-132
Other operating expenses	-930	-979	-1,172	-317	-423
<b>Operating profit</b>	<b>-11,119</b>	<b>-3,264</b>	<b>-41,555</b>	<b>-22,994</b>	<b>-31,033</b>
Group contributions	-	-	-	-	13,071
Net financial items	6,924	-8,720	135,522	-16,888	-56,254
<b>Profit before tax</b>	<b>-4,195</b>	<b>-11,984</b>	<b>93,966</b>	<b>-39,882</b>	<b>-74,207</b>
Income tax expense	2,605	10,543	2,605	10,543	-
<b>Profit for the period</b>	<b>-1,590</b>	<b>-1,441</b>	<b>96,572</b>	<b>-29,339</b>	<b>-74,207</b>

KSEK	30 Sep 2023	30 Sep 2022	31 Dec 2022
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	13,780	11,735	16,875
Property, plant and equipment	459	592	559
Shares in subsidiaries	6,169,308	6,169,308	6,169,308
Non-current group receivables	6,034,102	3,882,280	4,060,975
<b>Total non-current assets</b>	<b>12,217,650</b>	<b>10,063,915</b>	<b>10,247,717</b>
<b>Current assets</b>			
Group receivables	0	-10,877	52,954
Other receivables	10,260	1,021,337	2,053
Prepaid expenses and accrued income	3,339	581	750
Cash and cash equivalents	-	-	-
<b>Total current assets</b>	<b>13,599</b>	<b>1,011,041</b>	<b>55,757</b>
<b>TOTAL ASSETS</b>	<b>12,231,249</b>	<b>11,074,956</b>	<b>10,303,474</b>
<b>Equity</b>			
Share capital	941	736	736
Share premium	5,372,128	6,151,406	6,167,328
Retained earnings	2,959,984	1,842,220	1,825,345
Profit for the period	96,710	-28,396	-74,207
<b>Total equity</b>	<b>8,429,763</b>	<b>7,965,965</b>	<b>7,936,077</b>
<b>Non-current liabilities</b>			
Liabilities to credit institutions	3,723,938	3,100,226	2,295,854
Group non-current liabilities	1,546	-	-
<b>Total non-current liabilities</b>	<b>3,725,484</b>	<b>3,100,226</b>	<b>2,295,854</b>
<b>Current liabilities</b>			
Group payables	69,532	-	3,786
Trade payables	3,124	4,218	61,267
Other current liabilities	452	934	1,215
Accrued expenses and prepaid income	2,894	3,613	5,275
<b>Total current liabilities</b>	<b>76,002</b>	<b>8,765</b>	<b>71,543</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>12,231,249</b>	<b>11,074,956</b>	<b>10,303,474</b>



# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## Note 1. Significant accounting policies

The interim condensed consolidated financial statements comprise of the Swedish parent company Vimian Group AB (publ), with corporate identity number 559234-8923, and its subsidiaries. The Group's primary operations are offering products and services in animal health for domestic pets and livestock around the world. The Group offers goods and services in Specialty Pharma, MedTech and Diagnostics as well as services and advice for veterinary professionals. The Parent Company is a limited liability company with its registered office in Stockholm, Sweden. The address of the head office is Riddargatan 19, 114 57 Stockholm.

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union (EU). The Group's interim report is prepared in accordance with IAS 34 Interim financial reporting and applicable parts of the Swedish Annual Accounts Act (1995:1554). The interim report of the parent company is prepared in accordance with the Swedish Annual Accounts Act chapter 9, Interim financial reporting and Recommendation RFR 2 Accounting for Legal Entities. The Group and Parent Company have applied the same accounting principles, basis of calculation, and assumptions as those applied in the Consolidated financial statements of Vimian Group AB as of and for the financial year ended 31 December 2022. For a complete description of the Group's and Parent Company's applied accounting principles, see note 1 of the Consolidated financial statements of Vimian Group AB as of and for the financial year ended 31 December 2022. Disclosures according to IAS 34 are presented in the financial statements as well as corresponding notes on page 22-38, which are an integrated part of the interim condensed consolidated financial statements. All amounts are presented in thousands of Euro ("kEUR"), unless otherwise indicated.

## Note 2. Key estimates and assumptions

In preparing the interim financial statements, corporate management and the Board of Directors must make certain assessments and assumptions that impact the carrying amount of asset and liability items and revenue and expense items, as well as other information provided. The actual outcome may then differ from these assessments if other conditions arise. The key estimates and assumptions correspond to the ones described in the Consolidated financial statements of Vimian Group AB as of and for the financial year ended 31 December 2022.

### Note 3. Operating segments

Jul-Sep 2023	Specialty Pharma	MedTech	Diagnostic s	Veterinary Services	Total segments	Group functions	Eliminations	Group total
<b>Revenue</b>								
Revenue from external customers	37,791	24,603	5,303	12,180	79,878	-	-	79,878
Revenue from internal customers	9	45	3	18	76	-	-76	-
<b>Total revenue</b>	<b>37,800</b>	<b>24,648</b>	<b>5,307</b>	<b>12,198</b>	<b>79,954</b>	<b>-</b>	<b>-76</b>	<b>79,878</b>
<b>Adjusted EBITA</b>								
Items affecting comparability	-1,260	-682	-277	-87	-2,306	-296	-	-2,602
<b>EBITA</b>	<b>8,398</b>	<b>5,167</b>	<b>795</b>	<b>3,217</b>	<b>17,577</b>	<b>-1,878</b>	<b>-</b>	<b>15,699</b>
Amortisation of acquisition-related intangible assets	-3,103	-1,504	-228	-954	-5,789	-	-	-5,789
Net financial items	6,829	-5,305	-307	-1,801	-583	459	-	-124
Share of profit of an associate and joint venture	-	-	-	12	12	-	-	12
<b>Profit before tax</b>	<b>12,124</b>	<b>-1,641</b>	<b>260</b>	<b>476</b>	<b>11,218</b>	<b>-1,418</b>	<b>-</b>	<b>9,800</b>
<b>Specification of items affecting comparability</b>								
Acquisition-related costs <sup>1</sup>	1,232	15	-	12	1,259	-	-	1,259
Systems update	-	-	-	-	-	63	-	63
Restructuring costs	-	-	277	74	351	-	-	351
Inventory step-up	-	-	-	-	-	-	-	-
IPO and financing related costs	-	-	-	-	-	87	-	87
Other <sup>2</sup>	27	668	-	1	696	146	-	842
<b>Total items affecting comparability</b>	<b>1,260</b>	<b>682</b>	<b>277</b>	<b>87</b>	<b>2,306</b>	<b>296</b>	<b>-</b>	<b>2,602</b>
<b>Other disclosures</b>								
Investments	774	900	387	63	2,125	-	-	2,125
Total assets	498,370	296,706	49,939	156,935	1,001,950	12,291	-2	1,014,239
Total liabilities	73,291	31,908	8,319	40,913	154,430	347,353	-23,485	478,298

<sup>1</sup> In Specialty Pharma, EUR 918k of the acquisition-related costs are stay-on bonuses, reported as personnel costs in the period, to management of acquired companies.

<sup>2</sup> Main items in other are legal fees other than the VOI litigation.

## Financial reports

Group

Jul-Sep 2022	Specialty		Diagnostic	Veterinary	Total	Group		Group
	Pharma	MedTech	s	Services	segments	functions	Eliminations	total
<b>Revenue</b>								
Revenue from external customers	31,210	25,332	4,935	9,407	70,884	-	-	70,884
Revenue from internal customers	-152	-	329	188	365	-	-365	-
<b>Total revenue</b>	<b>31,057</b>	<b>25,332</b>	<b>5,264</b>	<b>9,596</b>	<b>71,249</b>	<b>-</b>	<b>-365</b>	<b>70,884</b>
<b>Adjusted EBITA</b>								
Adjusted EBITA	8,626	7,157	580	2,067	18,431	-1,186	-	17,244
Items affecting comparability	-2,026	-1,277	-115	-96	-3,514	-102	-	-3,616
<b>EBITA</b>	<b>6,600</b>	<b>5,881</b>	<b>465</b>	<b>1,971</b>	<b>14,917</b>	<b>-1,288</b>	<b>-</b>	<b>13,628</b>
Amortisation of acquisition-related intangible assets	-2,290	-1,529	-213	-770	-4,803	-	-	-4,803
Net financial items	-2,612	-1,599	104	-3,191	-7,298	-2,132	-	-9,430
Share of profit of an associate and joint venture	-	-	-	-24	-24	-	-	-24
<b>Profit before tax</b>	<b>1,697</b>	<b>2,753</b>	<b>356</b>	<b>-2,014</b>	<b>2,792</b>	<b>-3,420</b>	<b>-</b>	<b>-627</b>
<b>Specification of items affecting comparability</b>								
Acquisition-related costs	1,921	260	103	96	2,380	-	-	2,380
Systems update	-	-	-	-	-	-	-	-
Restructuring costs	64	-	-	-	64	-	-	64
Inventory step-up	-	-	-	-	-	-	-	-
IPO and financing related costs	-	-	-	-	-	-	-	-
Other <sup>1</sup>	41	1,017	12	-	1,070	102	-	1,172
<b>Total items affecting comparability</b>	<b>2,026</b>	<b>1,277</b>	<b>115</b>	<b>96</b>	<b>3,514</b>	<b>102</b>	<b>-</b>	<b>3,616</b>
<b>Other disclosures</b>								
Investments	1,243	273	171	-285	1,402	203	-	1,605
Total assets	463,167	239,394	46,245	144,584	893,391	14,459	-8,383	899,468
Total liabilities	92,062	62,043	14,475	33,896	202,475	284,937	-9,314	478,098

<sup>1</sup> In Specialty Pharma, EUR 1,310 of the acquisition-related costs are earnout payments, reported as personnel costs in the period, to management of acquired companies.

<sup>2</sup> Majority of costs in Other relates to legal fees in USA due to patent litigation in MedTech.



Jan-Sep 2023	Specialty Pharma	MedTech	Diagnostic s	Veterinary Services	Total segments	Group functions	Eliminations	Group total
<b>Revenue</b>								
Revenue from external customers	110,800	86,233	16,166	36,074	249,274	-	-	249,274
Revenue from internal customers	23	55	23	65	167	-	-167	-
<b>Total revenue</b>	<b>110,823</b>	<b>86,288</b>	<b>16,190</b>	<b>36,139</b>	<b>249,440</b>	<b>-</b>	<b>-167</b>	<b>249,274</b>
<b>Adjusted EBITA</b>								
Items affecting comparability	-3,836	-3,346	-629	-628	-8,438	-1,137	-	-9,575
<b>EBITA</b>	<b>25,347</b>	<b>24,246</b>	<b>2,869</b>	<b>8,606</b>	<b>61,068</b>	<b>-5,954</b>	<b>-</b>	<b>55,115</b>
Amortisation of acquisition-related intangible assets	-8,684	-4,664	-680	-2,514	-16,542	-	-	-16,542
Net financial items	-1,470	-19,510	321	-7,816	-28,476	16,631	-	-11,844
Share of profit of an associate and joint venture	-	-	-	-923	-923	-	-	-923
<b>Profit before tax</b>	<b>15,193</b>	<b>73</b>	<b>2,506</b>	<b>-2,644</b>	<b>15,127</b>	<b>10,678</b>	<b>-</b>	<b>25,805</b>
<b>Specification of items affecting comparability</b>								
Acquisition-related costs <sup>1</sup>	3,203	550	75	415	4,243	5	-	4,247
Systems update	-	21	-	-	21	728	-	749
Restructuring costs	-	-	554	207	761	-	-	761
Inventory step-up	-	-	-	-	-	-	-	-
IPO and financing related costs	-	-	-	-	-	199	-	199
Other <sup>2</sup>	633	2,775	-	5	3,413	206	-	3,618
<b>Total items affecting comparability</b>	<b>3,836</b>	<b>3,346</b>	<b>629</b>	<b>628</b>	<b>8,438</b>	<b>1,137</b>	<b>-</b>	<b>9,575</b>
<b>Other disclosures</b>								
Investments	1,667	1,858	607	245	4,378	-	-	4,378
Total assets	498,370	296,706	49,939	156,935	1,001,950	12,291	-2	1,014,239
Total liabilities	73,291	31,908	8,319	40,913	154,430	347,353	-23,485	478,298

<sup>1</sup> In Specialty Pharma, EUR 2,768k of the acquisition-related costs are stay-on bonuses, reported as personnel costs in the period, to management of acquired companies.

<sup>2</sup> Main items in other are legal fees related to the VOI litigation.

Jan-Sep 2022	Specialty		Diagnostic	Veterinary	Total	Group		Group
	Pharma	MedTech	s	Services	segments	functions	Eliminations	total
<b>Revenue</b>								
Revenue from external customers	92,079	73,591	16,328	23,855	205,853	-0	-	205,853
Revenue from internal customers	-77	-	830	598	1,351	-	-1,351	-
<b>Total revenue</b>	<b>92,002</b>	<b>73,591</b>	<b>17,158</b>	<b>24,452</b>	<b>207,204</b>	<b>-0</b>	<b>-1,351</b>	<b>205,853</b>
<b>Adjusted EBITA</b>								
Items affecting comparability	-6,798	-3,162	-321	-2,771	-13,051	-1,001	-	-14,052
<b>EBITA</b>	<b>19,582</b>	<b>20,004</b>	<b>3,164</b>	<b>2,817</b>	<b>45,567</b>	<b>-4,203</b>	<b>-</b>	<b>41,364</b>
Amortisation of acquisition-related intangible assets	-7,008	-4,098	-667	-1,679	-13,452	-	-	-13,452
Net financial items	-6,477	-3,343	186	-4,293	-13,927	5,461	-	-8,466
Share of profit of an associate and joint venture	-	-	-	-68	-68	-	-	-68
<b>Profit before tax</b>	<b>6,097</b>	<b>12,563</b>	<b>2,683</b>	<b>-3,223</b>	<b>18,121</b>	<b>1,258</b>	<b>-</b>	<b>19,379</b>
<b>Specification of items affecting comparability</b>								
Acquisition-related costs	6,693	885	224	2,347	10,149	57	-	10,206
Systems update	-	-	-	-	-	67	-	67
Restructuring costs	64	-	26	327	417	14	-	432
Inventory step-up	-	-	-	-	-	-	-	-
IPO and financing related costs	-	8	35	-	43	44	-	88
Other <sup>1</sup>	41	2,268	36	96	2,441	819	-	3,260
<b>Total items affecting comparability</b>	<b>6,798</b>	<b>3,162</b>	<b>321</b>	<b>2,771</b>	<b>13,051</b>	<b>1,001</b>	<b>-</b>	<b>14,052</b>
<b>Other disclosures</b>								
Investments	2,294	1,663	694	74	4,724	446	-	5,170
Total assets	463,167	239,394	46,245	144,584	893,391	14,459	-8,383	899,468
Total liabilities	92,062	62,043	14,475	33,896	202,475	284,937	-9,314	478,098

<sup>1</sup> In Specialty Pharma, EUR 3,234 of the acquisition-related costs are earnout payments, reported as personnel costs in the period, to management of acquired companies.

<sup>2</sup> Majority of costs in Other relates to legal fees in USA due to patent litigation in MedTech.

#### Note 4. Revenue from contracts with customers

Jul-Sep 2023	Specialty Pharma	MedTech	Diagnostics	Veterinary Services	Group total
<b>Geographic region</b>					
Europe	20,785	8,098	2,997	9,963	41,843
North America	14,064	10,560	1,048	1,680	27,353
Rest of the World	2,942	5,944	1,258	538	10,682
<b>Revenue from contracts with customers</b>	<b>37,791</b>	<b>24,603</b>	<b>5,303</b>	<b>12,180</b>	<b>79,878</b>

Jul-Sep 2022	Specialty Pharma	MedTech	Diagnostics	Veterinary Services	Group total
<b>Geographic region</b>					
Europe	19,664	1,739	3,074	7,464	31,941
North America	11,343	19,925	834	1,532	33,633
Rest of the World	203	3,669	1,027	411	5,310
<b>Revenue from contracts with customers</b>	<b>31,210</b>	<b>25,332</b>	<b>4,935</b>	<b>9,407</b>	<b>70,884</b>

Jan-Sep 2023	Specialty Pharma	MedTech	Diagnostics	Veterinary Services	Group total
<b>Geographic region</b>					
Europe	59,938	19,080	9,591	29,222	117,832
North America	44,044	53,829	2,655	5,073	105,601
Rest of the World	6,818	13,324	3,920	1,779	25,841
<b>Revenue from contracts with customers</b>	<b>110,800</b>	<b>86,233</b>	<b>16,166</b>	<b>36,074</b>	<b>249,274</b>

Jan-Sep 2022	Specialty Pharma	MedTech	Diagnostics	Veterinary Services	Group total
<b>Geographic region</b>					
Europe	54,643	13,212	10,590	19,646	98,092
North America	36,163	51,026	2,722	3,215	93,126
Rest of the World	1,272	9,353	3,016	994	14,636
<b>Revenue from contracts with customers</b>	<b>92,079</b>	<b>73,591</b>	<b>16,328</b>	<b>23,855</b>	<b>205,853</b>

Revenue from external customers in Sweden amounted to EUR 14.0m during the period January to September 2023.

## Note 5. Financial instruments

The carrying amount of the Group's financial instruments measured at fair value regards contingent considerations (see below). The carrying amount of other financial assets and liabilities is deemed to be a good approximation of the fair value.

### Contingent consideration

In some of the Group's business combinations, part of the purchase price has been in the form of contingent consideration. The contingent considerations depend on the future earnings or sales of the acquired companies.

The contingent considerations are included in the following line items in the statement of financial position: other non-current liabilities 27,887 kEUR Q3 2023 (38,564 kEUR Q3 2022) and other current liabilities 20,557 kEUR Q3 2023 (30,896 kEUR Q3 2022). The contingent considerations are measured at fair value by discounting the expected cash flows by a risk adjusted discount rate. The contingent considerations are classified as level 3 in the fair value hierarchy.

Contingent consideration	Jan - Sep 2023	Jan - Sep 2022	Jan - Dec 2022
<b>Opening balance</b>	<b>74,591</b>	<b>24,700</b>	<b>24,700</b>
Business combinations	17,268	47,630	43,202
Paid out	-44,476	-3,290	-17,981
Change in fair value recognised in P&L	814	-279	26,020
Exchange differences on translation of foreign operations	247	699	-1,351
<b>Closing balance</b>	<b>48,444</b>	<b>69,461</b>	<b>74,591</b>

## Note 6. Business combinations

The following acquisitions have been completed during the period January to September 2023:

Company	Deal type	% acquired	Based	Segment	Consolidation month	Annual sales	Goodwill	Transaction costs
Axaeco Logistics AB	Share	100%	Sweden	Specialty Pharma	Jan	1.9	0.2	0.1
Viking Blues Pty Ltd	Share	100%	Australia	Specialty Pharma	Jan	10.0	28.4	0.8
Din Veterinär i Helsingborg Holding AB	Share	100%	Sweden	Veterinary Services	Feb	4.9	6.2	0.1
Vettr Pty Ltd	Share	100%	Australia	Veterinary Services	Apr	1.2	5.0	0.3
Kruth-Halling Professional Corporation	Asset	100%	Canada	MedTech	May	0.2	0.2	0.1
Respit LLC	Asset	100%	United States	Specialty Pharma	Aug	0.2	0.0	0.0

Preliminary purchase price allocations per operating segment during the period January-September 2023:

Acquired net assets on acquisition date based on preliminary PPA	Specialty		Diagnostic s	Veterinary Services	Group total
	Pharma	MedTech			
Intangible assets	23,176	-	-	2,880	26,055
Property, plant and equipment	976	-	-	91	1,066
Right-of-use assets	-	-	-	-	-
Non-current financial assets	-	-	-	-	-
Deferred tax assets	-	-	-	-	-
Inventories	428	-	-	150	578
Trade receivable and other receivables	1,591	-	-	224	1,816
Cash and cash equivalents	434	-	-	1,196	1,630
Interest-bearing liabilities	-	-	-	-	-
Lease liabilities	-	-	-	-	-
Deferred tax liabilities	-	-	-	-704	-704
Trade payables and other operating liabilities	-699	-	-	-723	-1,421
<b>Identified net assets</b>	<b>25,906</b>	<b>-</b>	<b>-</b>	<b>3,114</b>	<b>29,021</b>
Non-controlling interest measured at fair value	-	-	-	-	-
Goodwill	28,642	205	-	9,592	38,439
<b>Total purchase consideration</b>	<b>54,549</b>	<b>205</b>	<b>-</b>	<b>12,706</b>	<b>67,459</b>
<b>Purchase consideration comprises:</b>					
Cash	7,452	205	-	8,518	16,174
Equity instruments	32,749	-	-	-	32,749
Contingent consideration and deferred payments	14,338	-	-	4,188	18,526
<b>Total purchase consideration</b>	<b>54,539</b>	<b>205</b>	<b>-</b>	<b>12,706</b>	<b>67,450</b>
<b>Impact of acquisition on Group's cash flow</b>					
	Specialty		Diagnostic s	Veterinary Services	Group total
	Pharma	MedTech			
Cash portion of purchase consideration	-7,452	-205	-	-8,518	-16,174
Acquired cash	434	-	-	1,196	1,630
<b>Total</b>	<b>-7,017</b>	<b>-205</b>	<b>-</b>	<b>-7,322</b>	<b>-14,544</b>
Acquisition-related costs	-875	-	-	-370	-1,245
<b>Net cash outflow</b>	<b>-7,892</b>	<b>-205</b>	<b>-</b>	<b>-7,692</b>	<b>-15,789</b>

For the acquisitions closed during the period January to September 2023, the amount of income and pre-tax profit included in the group's report on comprehensive income for the reporting period are per segment: Specialty Pharma income EURk 6,219, pre-tax profit EURk 72 and Veterinary Services income EURk 3,972 and pre-tax profit EURk 1,017. On a pro-forma basis if all acquisitions had closed 1 Januari 2023 this would have been Specialty Pharma income EURk 8,440, pre-tax profit EURk 783, and Veterinary Services income EURk 4,623 and pre-tax profit EURk 1.136.



## Note 7. Related-party transactions

There have been no significant changes in the relationships with related parties for the Group or the Parent Company compared to the information provided in the Annual Financial statements. During the third quarter of 2023 Fidelio capital invoiced Vimian SEK 2.7m of legal fees that they have incurred on behalf of Movora in relation to the US litigation process.

## Note 8. Events after the balance-sheet date

No significant events after the balance-sheet date

## Note 9. Alternative performance measures

Alternative Performance Measures (APMs) are financial measures of historical or future financial performance, financial position or cash flows that are not defined in applicable accounting regulations (IFRS). APMs are used by Vimian when it is relevant to monitor and describe Vimian's financial situation and to provide additional useful information to users of financial statements. These measures are not directly comparable to similar key ratios presented by other companies.

### Definitions and reason for usage

Key Ratios	Definition
<b>Organic Revenue Growth</b>	Vimian reports organic revenue growth to show performance of the underlying business. It is calculated as the like for like revenue growth excluding impact from acquisitions, divestments, and currency impacts. Acquired companies are included in organic growth when they have been part of the group for 12 months.
<b>EBITA</b>	Vimian reports EBITA to show the operating profitability independent of taxes, financing structure and amortisation. It is calculated as operating profit excluding amortisation of intangible assets that were originally recognised in connection with business combinations.
<b>EBITA margin</b>	EBITA margin, calculated as EBITA in relation to revenue, allows the Group to track development of profitability.
<b>Adjusted EBITA</b>	Vimian reports adjusted EBITA, EBITA excluding costs that are considered as non-recurring, to give a clearer view of the underlying performance of the operations. Majority of non-recurring items are related to acquisitions.
<b>Adjusted EBITA margin</b>	The adjusted EBITA margin shows adjusted EBITA in relation to revenue and provides a view of how profitable the core operations of the business are.
<b>Adjusted EPS</b>	Vimian reports adjusted EPS, excluding the impact of non-recurring items, to give a clearer view of net profit for the Group excluding costs that are considered non-recurring.
<b>Items affecting comparability</b>	Income and expense items that considered to be non-recurring. Vimian reports adjusted EBITA, EBITDA and EPS, which are adjusted for items affecting comparability to give a fairer view of the underlying business.
<b>Amortisation PPA related</b>	Amortisation of intangible assets that were originally recognised in connection with business combinations.
<b>Net debt</b>	Vimian reports net debt to allow investors to assess the Group's ability to make strategic investments and meet its financial obligations. Net debt is calculated as cash and cash equivalents less liabilities to credit institutions, lease liabilities, other non-current liabilities and specific items included in other current liabilities (contingent considerations, deferred payments, vendor notes and shareholder loans related to business combinations).

Key Ratios	Definition
<b>Net debt / Adjusted EBITDA</b>	Net debt in relation to the last 12 months adjusted EBITDA.
<b>Net Working Capital</b>	Vimian reports net working capital as a measure of the Group's short term financial status. It contains inventory, trade receivables, current tax receivables, other current receivables, prepaid expenses and accrued income, less trade payables, current tax liabilities, accrued expenses and deferred income, provisions and other current liabilities.
<b>Capex</b>	Vimian's definition of cash flow from investments in tangible and intangible assets excludes investments in real estate and internally generated intangible assets. Tangible and intangible assets included in the net assets of business combinations are excluded.
<b>Proforma revenue</b>	Vimian reports pro-forma revenue to show a fair view of the size of the Group including all entities that it owns per the date of the report. It is calculated by taking reported revenue for the last twelve months with revenue for all acquisitions closed during the last twelve months, as if they had been consolidated the full period
<b>Adjusted EBITDA, Proforma</b>	Vimian reports pro-forma EBITDA to show a fair view of the size of the Group including all entities that it owns per the date of the report. It is calculated by taking reported adjusted EBITDA for the last twelve months with adjusted EBITDA for all acquisitions closed during the last twelve months, as if they had been consolidated the full period.
<b>Adjusted EBITDA margin, Proforma</b>	Adjusted proforma EBITDA in relation to proforma revenue.
<b>Acquisition related expenses</b>	Expenses related to legal and financial due diligence as well as integration costs.
<b>Restructuring costs</b>	Costs relating to integration and synergies between legacy and acquired businesses

**Alternative performance measures not defined in accordance with IFRS for the group - Based on reported figures**

(EURm, unless otherwise stated)	1 Jul-30 Sep		1 Jan-30 Sep		1 Jan-31 Dec
	2023	2022	2023	2022	2022
Revenue growth (%)	13%	71%	21%	65%	62%
Organic revenue growth (%)	12%	5%	13%	4%	4%
EBITDA	18,128	15,605	62,136	47,214	66,587
EBITDA margin (%)	22.7%	22.0%	24.9%	22.9%	23.7%
Adjusted EBITDA	20,729	19,221	71,711	61,266	81,910
Adjusted EBITDA margin (%)	26.0%	27.1%	28.8%	29.8%	29.1%
EBITA	15,699	13,629	55,115	41,365	58,097
EBITA margin (%)	19.7%	19.2%	22.1%	20.1%	20.7%
Adjusted EBITA	18,301	17,245	64,689	55,417	73,419
Adjusted EBITA margin (%)	22.9%	24.3%	26.0%	26.9%	26.1%
Operating profit	9,912	8,826	38,572	27,913	39,361
Operating margin (%)	12.4%	12.5%	15.5%	13.6%	14.0%
Capital expenditure	-2,125	-1,605	-4,378	-5,170	-8,517
Cash flow from operating activities <sup>1</sup>	11,632	-5,801	-45,787	4,177	25,313

<sup>1</sup> Year-to-date cash flow from operating activities includes settlement payment in US litigation case

**Alternative performance measures not defined in accordance with IFRS for the group - Based on proforma figures**

(EURm, unless otherwise stated)	1 Oct - 30 Sep LTM (2023)
Proforma revenue	333,011
Adjusted EBITDA, Proforma	95,220
Adjusted EBITDA margin, Proforma	28.6%
Net debt	287,879
Net debt / Adjusted EBITDA, Proforma (x)	3.0x

# ALTERNATIVE PERFORMANCE MEASURES

## Reconciliation of alternative performance measures not defined in accordance with IFRS for the group

Certain statements and analyses presented include alternative performance measures (APMs) that are not defined by IFRS. The Company believes that this information, together with comparable defined IFRS metrics, are useful to investors as they provide a basis for measuring operating profit and ability to repay debt and invest in operations. Corporate management uses these financial measurements, along with the most directly comparable financial metrics under IFRS, to evaluate operational results and value added. The APMs should not be assessed in isolation from, or as a substitute for, financial information presented in the financial statements in accordance with IFRS. The APMs reported are not necessarily comparable to similar metrics presented by other companies. The reconciliations are presented in the tables below.

(EUR thousands, unless otherwise stated)	1 Jul-30 Sep		1 Jan-30 Sep		1 Jan-31 Dec
	2023	2022	2023	2022	2022
<b>Adjusted EBITA and EBITDA</b>					
Revenue	79,878	70,884	249,274	205,853	281,308
EBITA	15,699	13,629	55,115	41,365	58,097
EBITDA	18,128	15,605	62,136	47,214	66,587
Items affecting comparability	2,602	3,616	9,575	14,052	15,323
Adjusted EBITA	18,301	17,245	64,689	55,417	73,420
Adjusted EBITDA	20,729	19,221	71,711	61,266	81,910
<b>Adjusted EBITA margin (%)</b>	<b>22.9%</b>	<b>24.3%</b>	<b>26.0%</b>	<b>26.9%</b>	<b>26.1%</b>
<b>Adjusted EBITDA margin (%)</b>	<b>26.0%</b>	<b>27.1%</b>	<b>28.8%</b>	<b>29.8%</b>	<b>29.1%</b>

(EUR thousands, unless otherwise stated)	1 Jan-30 Sep		1 Jan-31 Dec
	2023	2022	2022
<b>Net debt</b>			
Liabilities to credit institutions (long term)	324,704	284,809	207,112
Lease liabilities (long term)	8,999	9,581	9,029
Other non-current liabilities	35,341	38,690	35,229
Liabilities to credit institutions (short term)	281	-0	-0
Lease liabilities (short term)	3,590	2,403	4,816
Other items <sup>1</sup>	20,556	56,565	43,520
Cash & Cash Equivalents	-49,339	-51,177	-42,194
Other non-current receivables <sup>3</sup>	-56,254	-	-
<b>Net debt</b>	<b>287,879</b>	<b>340,870</b>	<b>257,512</b>

(EUR thousands, unless otherwise stated)	30 Sep		31 Dec
	2023	2022	2022
<b>Net working capital</b>			
Inventory	68,223	62,337	61,200
Trade receivables	50,591	41,571	41,168
Current tax receivables	80	595	568
Other current receivables	3,992	5,643	4,908
Prepaid expenses and accrued income	11,016	5,049	4,127
Trade payables	-25,576	-16,197	-18,328
Current tax liabilities	-8,361	-8,472	-8,179
Other current liabilities <sup>2</sup>	-7,580	-8,053	-4,404
Provisions	-	-30	-30
Accrued expenses and deferred income	-15,373	-19,090	-21,358
<b>Net working capital</b>	<b>77,013</b>	<b>63,353</b>	<b>59,674</b>

<sup>1</sup> Shareholder loans, deferred payments, vendor notes and contingent considerations included in other current liabilities

<sup>2</sup> Other current liabilities as reported in the statement of financial position less shareholder loans, deferred payments, vendor notes and contingent considerations related to business combinations

<sup>3</sup> Following settlement in the US litigation case Vimian has booked a claim of USD 59m (USD 70m less USD 20m withheld at acquisition plus USD 9m of legal costs and interest) towards the sellers of VOI as a "non-current receivable"

(EUR thousands, unless otherwise stated)	1 Oct - 30 Sep LTM (2022/2023)	1 Jan-31 Dec 2022
<b>Proforma revenue</b>		
Reported revenue	324,729	281,308
Proforma period, revenue	8,282	15,698
<b>Proforma revenue</b>	<b>333,011</b>	<b>297,006</b>
<b>Adjusted EBITA, Proforma</b>		
Reported Adjusted EBITA (12 months)	82,692	na
Proforma period Adjusted EBITA	2,834	na
<b>Adjusted EBITA, Proforma</b>	<b>85,526</b>	<b>na</b>
<b>Adjusted EBITA margin, Proforma</b>		
Proforma Revenue	333,011	na
Adjusted EBITA, Proforma	85,526	na
<b>Adjusted EBITA margin, Proforma</b>	<b>25.7%</b>	<b>na</b>
<b>Adjusted EBITDA, Proforma</b>		
Reported Adjusted EBITDA (12 months)	92,355	81,910
Proforma period Adjusted EBITDA	2,864	3,789
<b>Adjusted EBITDA, Proforma</b>	<b>95,220</b>	<b>85,699</b>
<b>Adjusted EBITDA margin, Proforma</b>		
Proforma Revenue	333,011	297,006
Adjusted EBITDA, Proforma	95,220	85,699
<b>Adjusted EBITDA margin, Proforma</b>	<b>28.6%</b>	<b>28.9%</b>
<b>Net debt/Adjusted EBITDA, Proforma</b>		
Net debt	287,879	257,512
Adjusted EBITDA, Proforma	95,220	85,699
<b>Net debt/Adjusted EBITDA, Proforma (x)</b>	<b>3.0x</b>	<b>3.0x</b>

# vimian™

**Vimian Group AB (publ)**

Reg. no. 559234-8923

Riddargatan 19

114 57 Stockholm

Sweden

[www.vimian.com](http://www.vimian.com)