



Q2 INTERIM REPORT
April – June
2022

Presentation
CEO Håkan Lagerberg
CFO Jenny Graflind





Q2 2022 Highlights

Strong sales with preparations for period of higher growth

Sales record and solid demand despite world situation

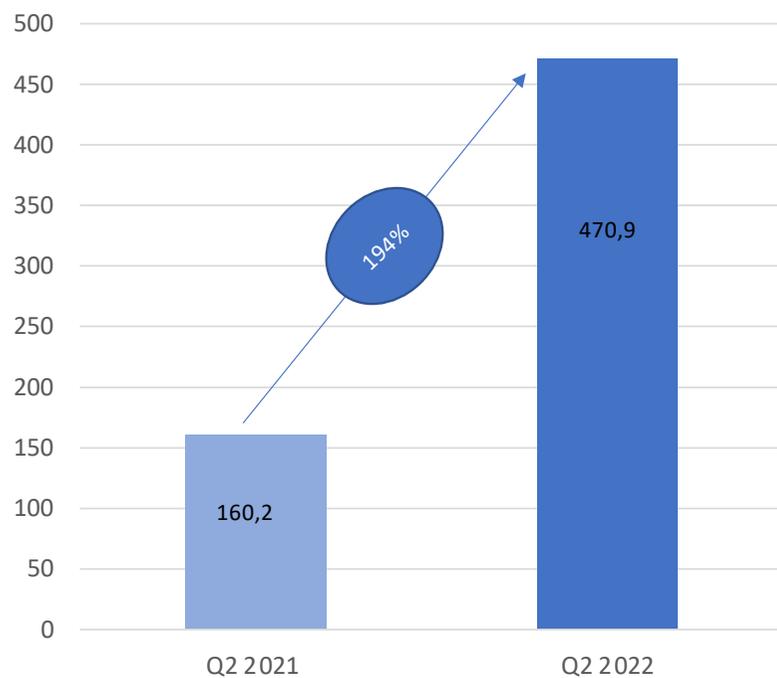
Organic growth 4% - 2022 target 20%

Online excellent growth - continues

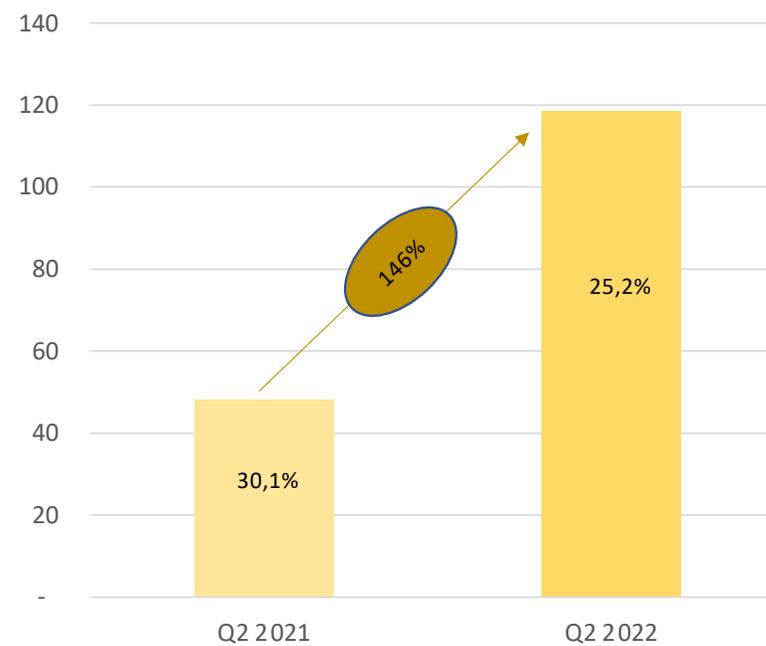
Business development, integration and continued move from external to internal manufacturing

Market insights on webpage

Net sales (MSEK)

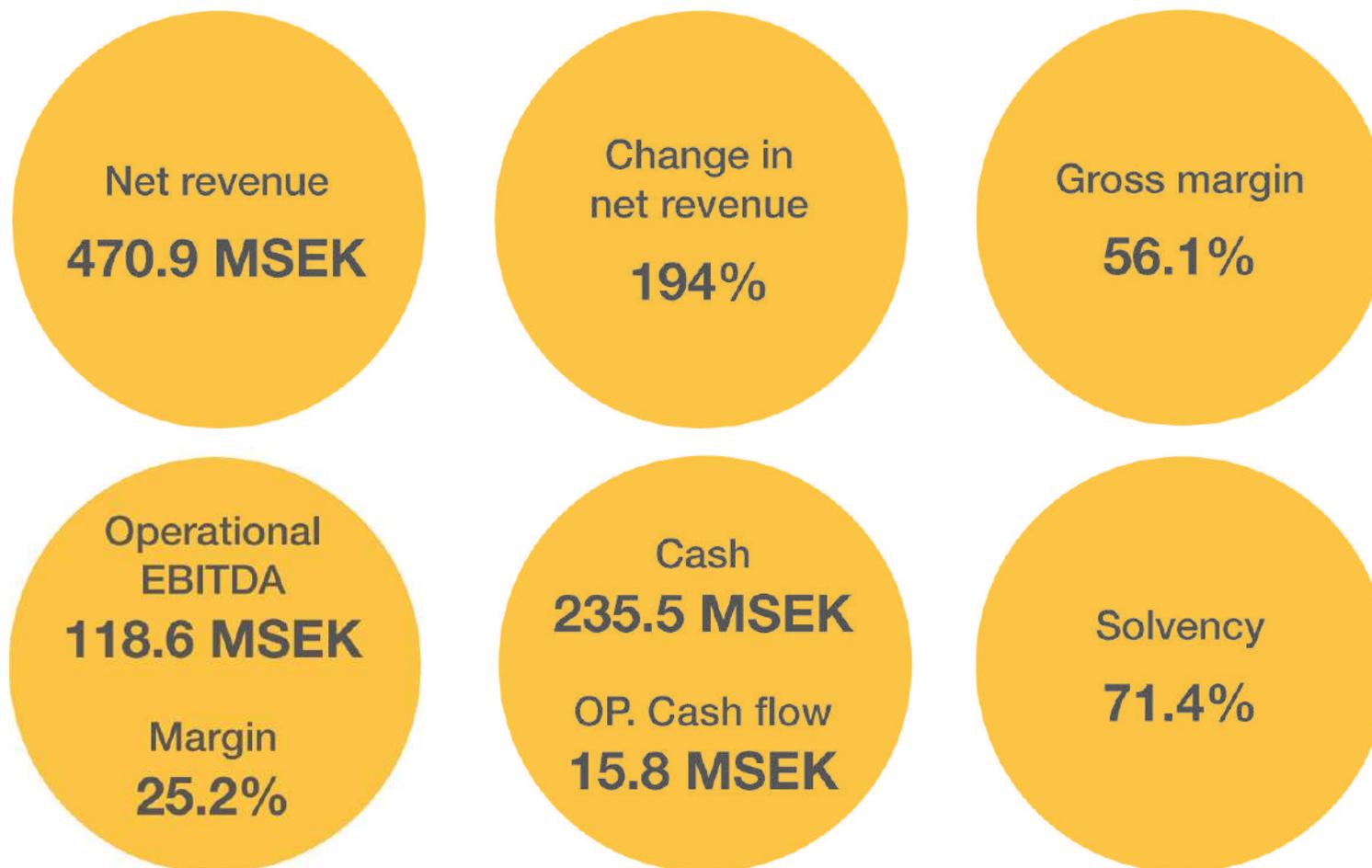


Op.EBITDA (MSEK)

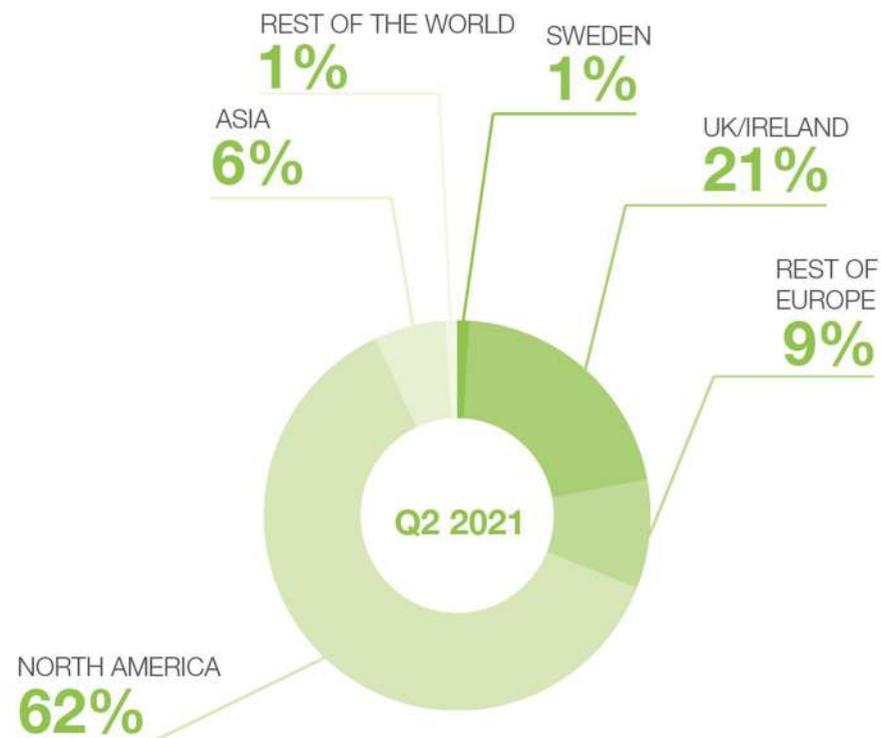
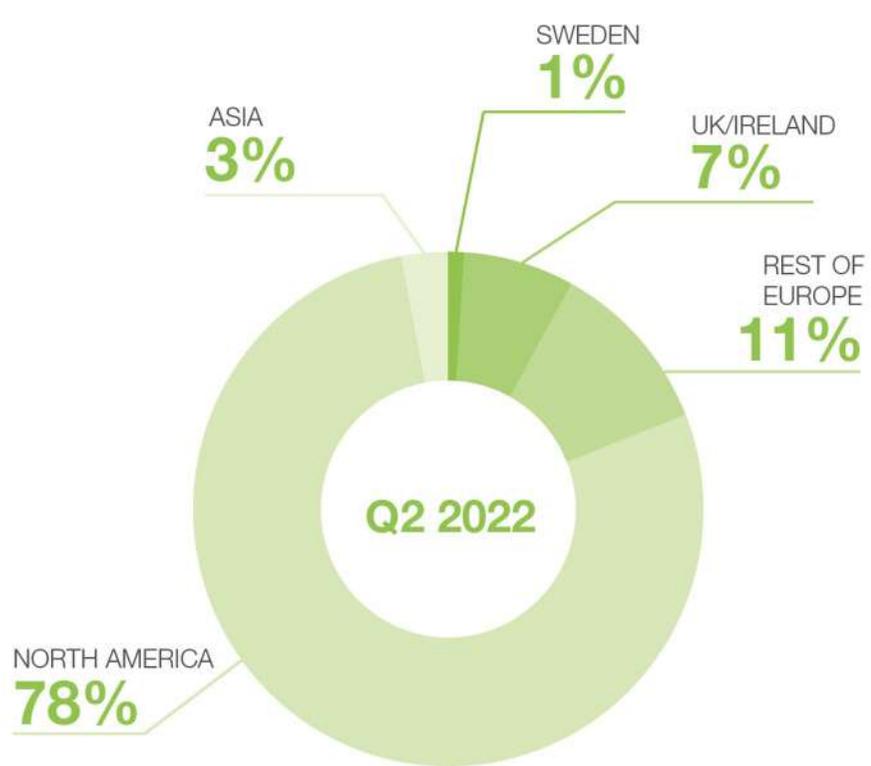


Key Performance Indicators

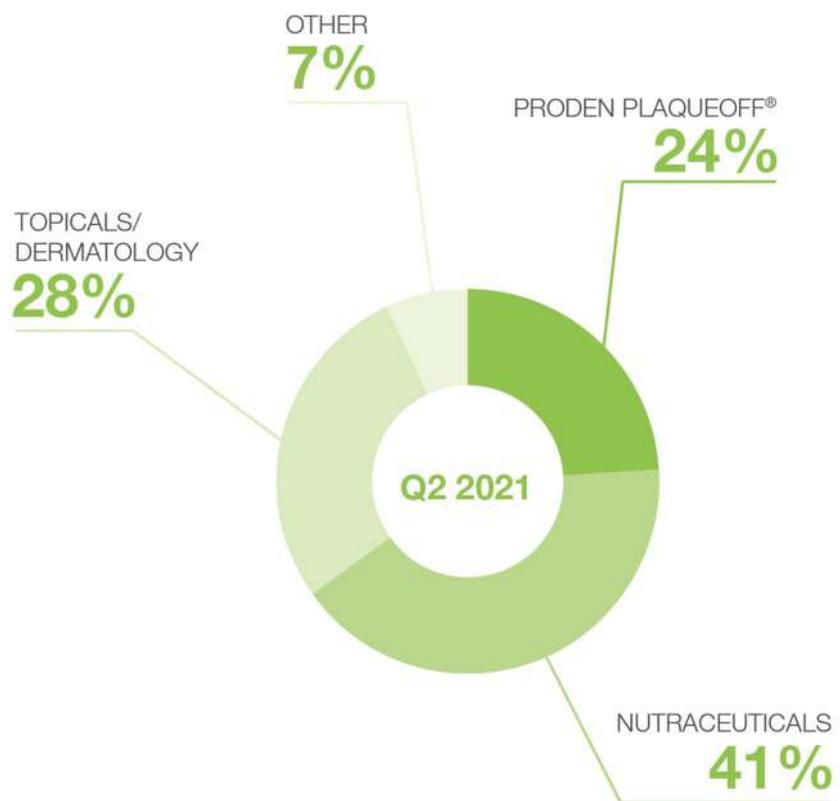
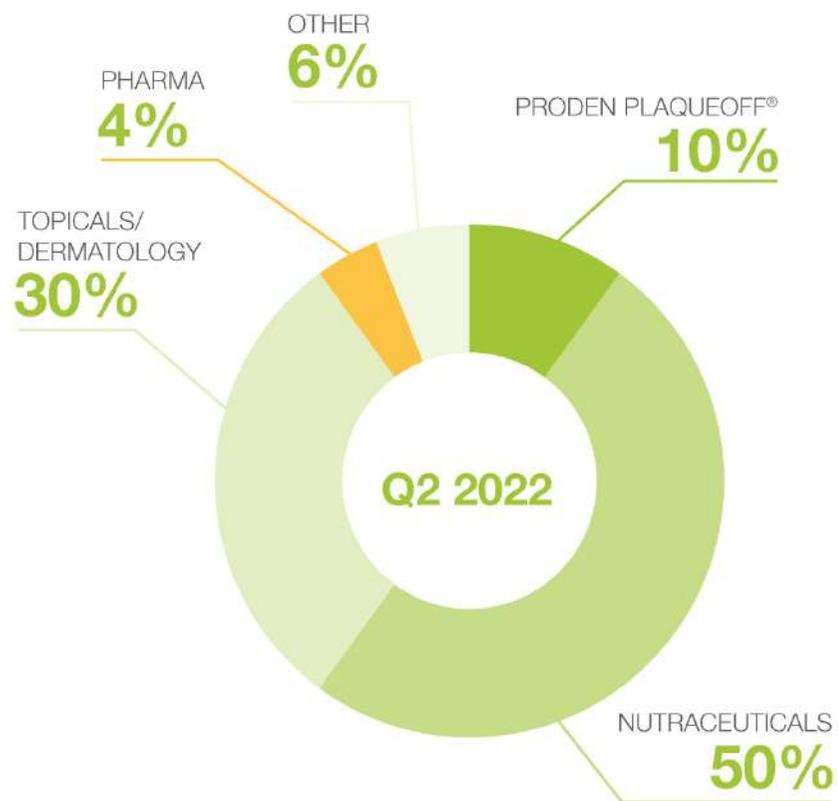
Q2 2022



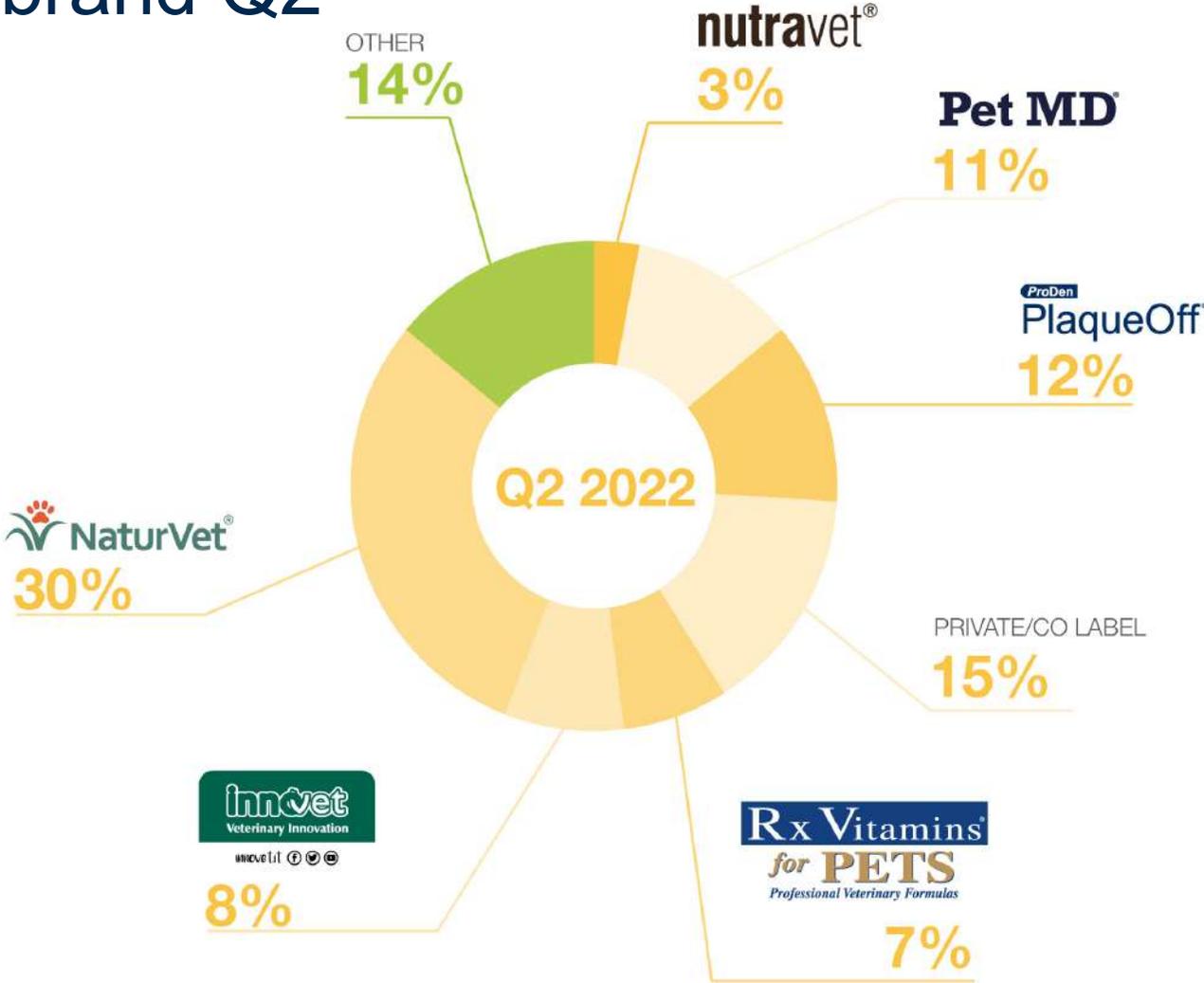
Sales per region Q2



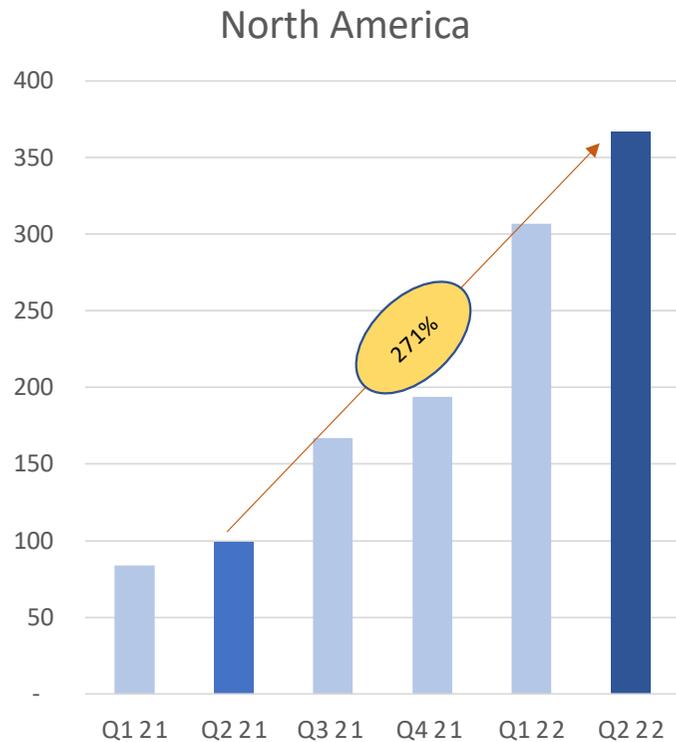
Sales per product category Q2



Sales per brand Q2

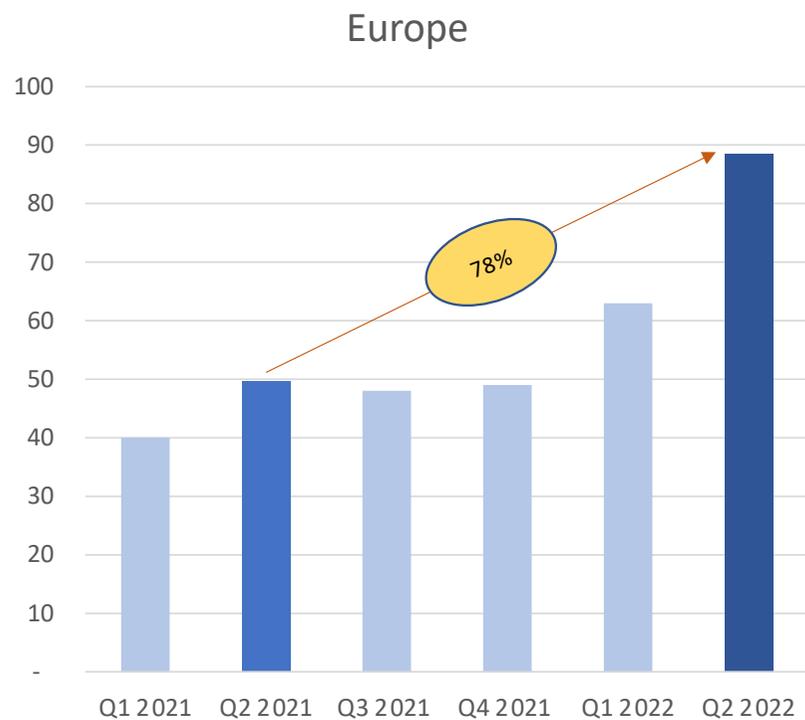


Net Sales by region (MSEK)



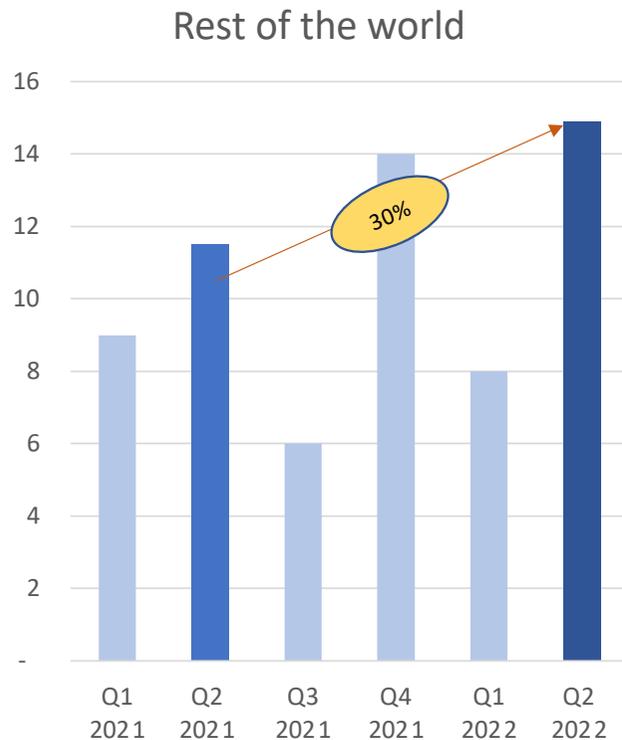
- New focus and creation of a customer centric team for direct connection with present and future veterinary customers
- Many group projects for optimization, production, other services and price negotiations for group not individual companies and sell in of whole group offering
- PetMD strongest growth and other Online sales
- NaturVet 7% growth quarter, 20% June
- Launched new online-brands capturing openings in the market
- Several product launches in different group brands
- New soft chew lines in both NaturVet and Vetio completed
- Launch PO soft chew manufactured at NaturVet in Q3
- Patent granted for water and starch free Soft-chew (pharma)
- Team & Skill build up in both Vetio South and North for upcoming manufacturing and growth

Net Sales by region (MSEK)



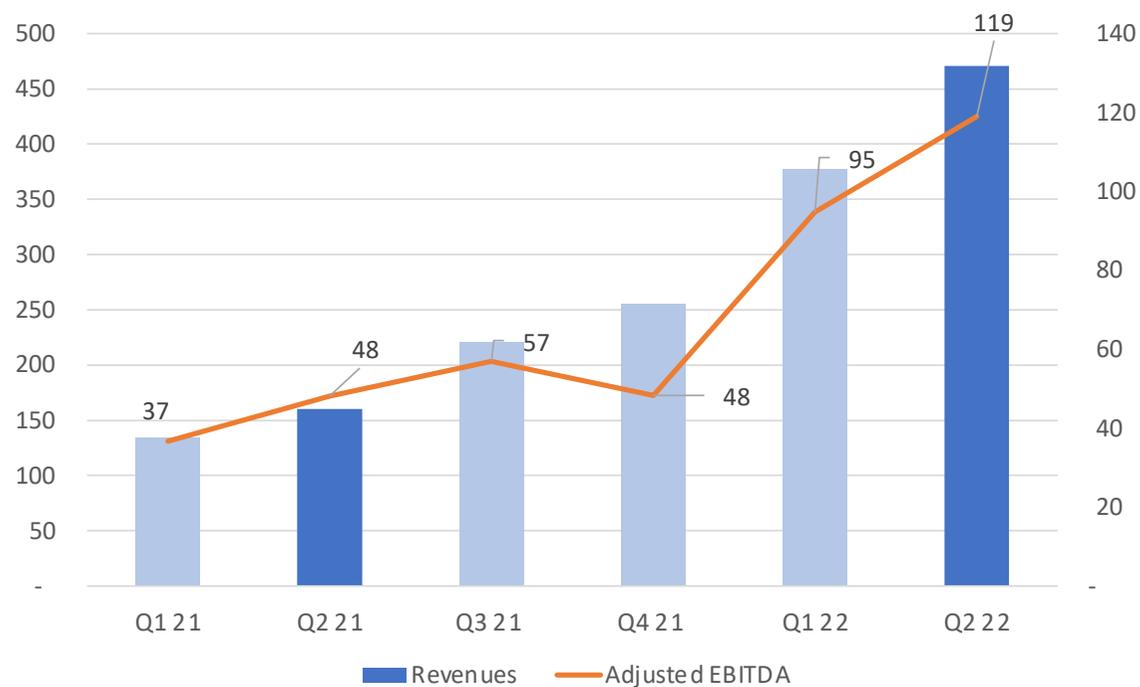
- Solid quarter in most markets, Greece a bit more affected by external factors but also there a pick-up in June
- France taken back distribution for pet retail, adding new customers
- Innovet, strong profitability and grew stronger than market
- Ireland installed a new production line and started manufacturing for a new nutrivet product and added a new contract manufacturing with global veterinary company
- Strong sales for Swedencare UK, especially ProDen PlaqueOff®
- nutrivet® continues to add new customers and but lower sales due to ordering pattern of biggest customer. International sales grew and added one new country, Indonesia
- Several new product launches in several group companies

Net Sales by region (MSEK)

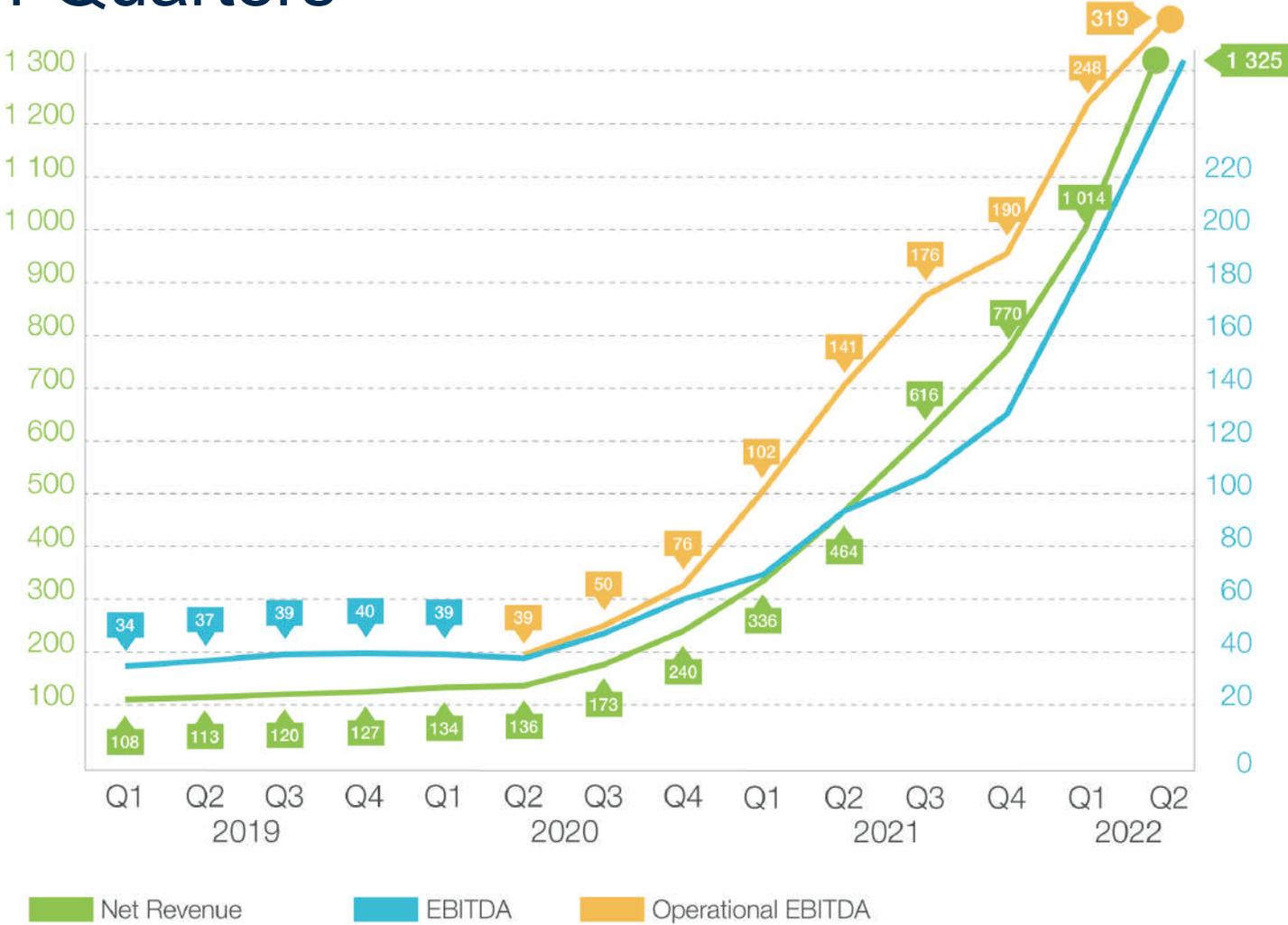


- Participated at InterZoo, Germany, the world's biggest Companion animal expo. Strong interest and many new leads worked on at the moment
- Strong sales in most external markets except China
- Especially Japan due to a very successful launch of ProDen PlaqueOff® Powder into Pet Retail, previously only sold in Vet channel and solid sales from NaturVet
- ProDen PlaqueOff®, NaturVet, nutravet® and RX Vitamins majority of exports

Revenues and Adj. EBITDA



Rolling 4 Quarters





Priorities 2022

Use group size for increasing margin

Increased marketing and sales efforts

Brand and Product development

Prioritizing efforts on strategic partners

Organization & adding talent

M&A opportunities

Q&A

1. Related to the new deals that was indicated to be under negotiation, how are they progressing and is the market likely to be proactively informed about deal value over the contract period?
2. Are you holding the time plan for the Q3 production ramp-up at mainly Vetio but also NaturVet?
3. What is the result of the completed purchase price allocations and what is behind the adjustments for Q1?



Live Chat starts in 5 min

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See you soon!

