



Q2 HALF YEAR REPORT
April - June
2023

Presentation
CEO Håkan Lagerberg
CFO Jenny Graflind



Q2 2023 Highlights

Sales record and 9% organic growth

Sales record both Quarter and Month – Strong Pet Retail and Online

Organic growth 9%

Lower margins and strong cash flow

Symrise public mandatory tender offer

Vet Buyers Direct



ESG 2023

Implemented Sustainability policy, Code of Conduct for employees and Code of Conduct for suppliers.

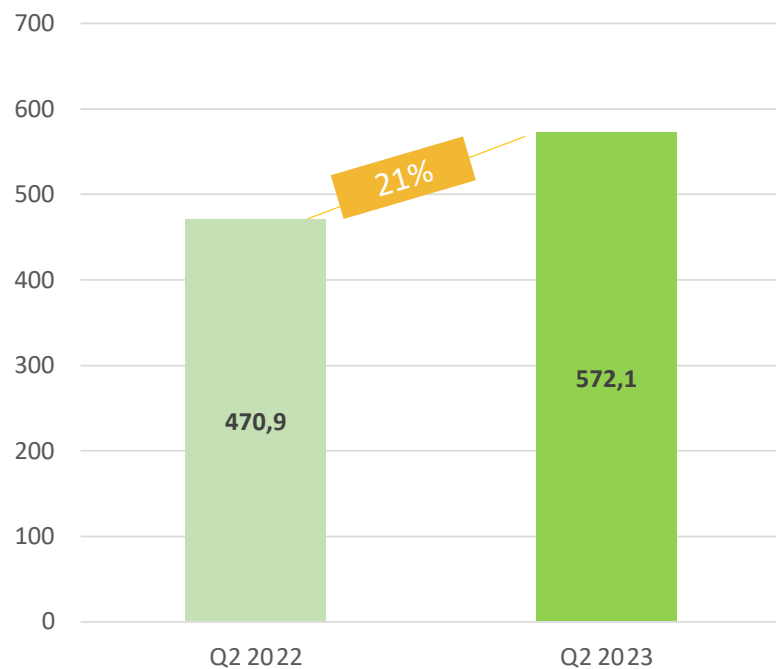
Motivated employees are our most important asset, we work with ongoing improvement on work environment issues to promote good health and safety, therefore we will conduct an employee survey in Q2 with high value for employee satisfaction and willingness to recommend Swedencare as a workspace.

Initiative to reduce water consumption

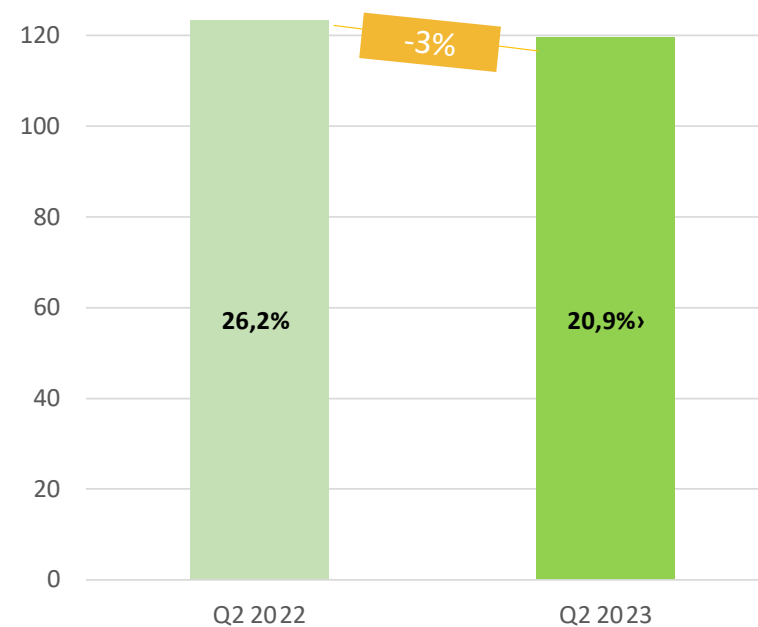
Sponsor charity for rescue dogs and donated items to flood impacted region in Italy

NaturVet® brand was certified by Friend of the Sea (certification of sustainable aquatic products)

Net sales (MSEK)

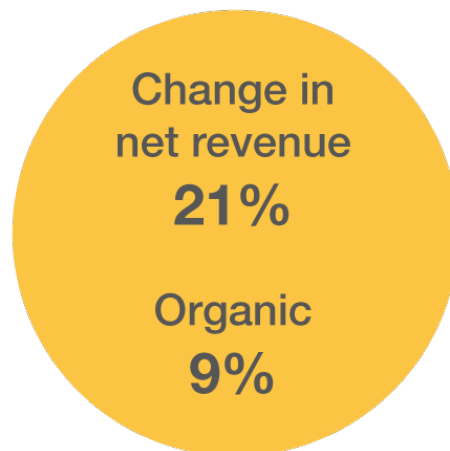


Operational EBITDA (MSEK)



Key Performance Indicators

Q2 2023



Key Performance Indicators

H1 2023

Net revenue
1,095.3 MSEK

Change in
net revenue
29%

Organic
10%

Operational
Gross margin
54.7%

Operational
EBITDA
226.8 MSEK

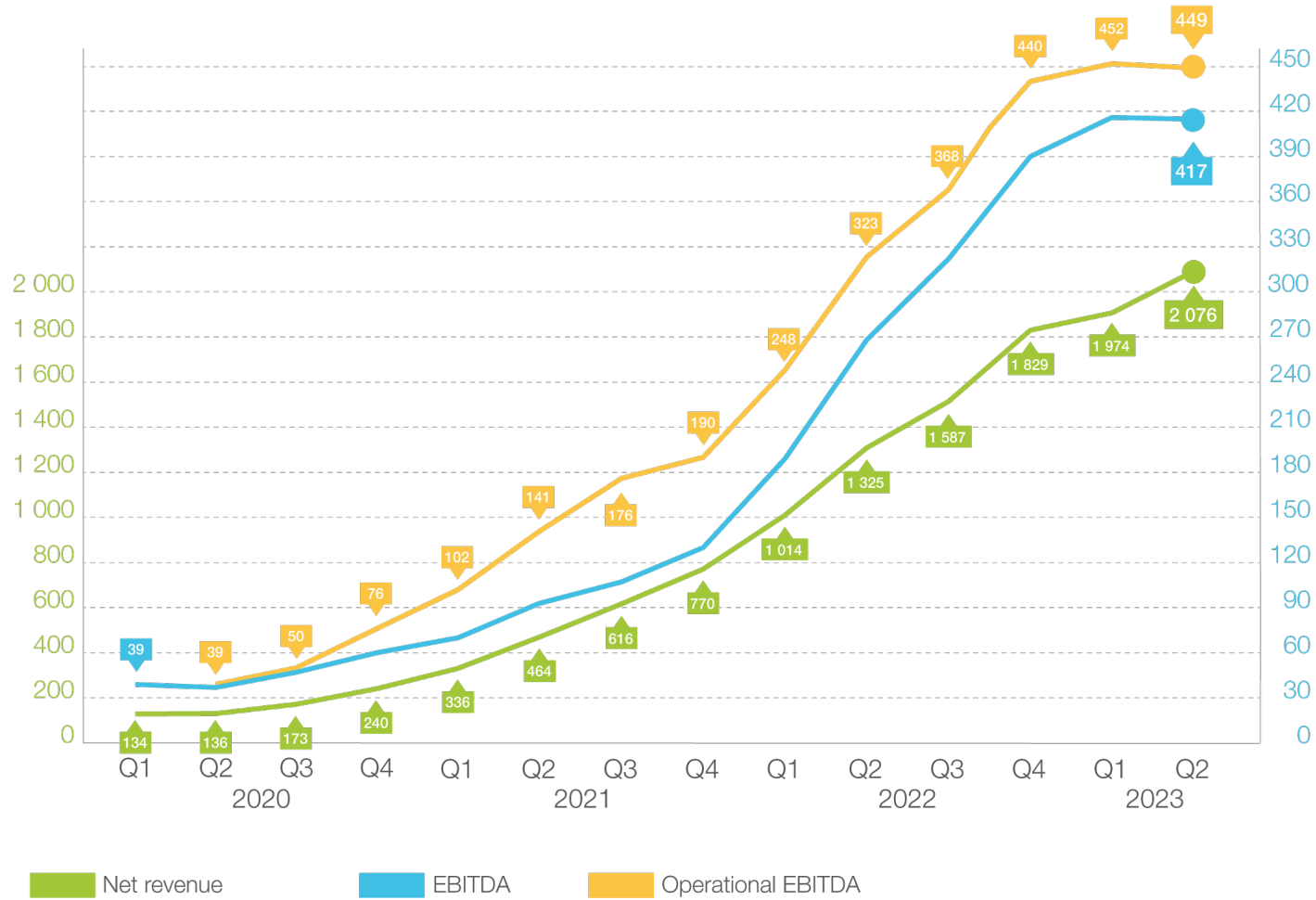
Margin
20.7%

Cash
197.6 MSEK

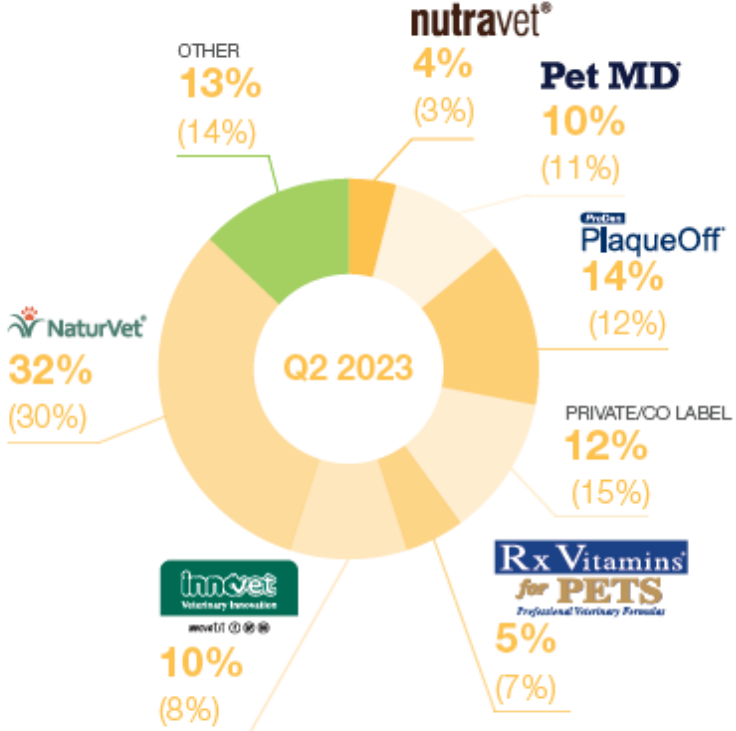
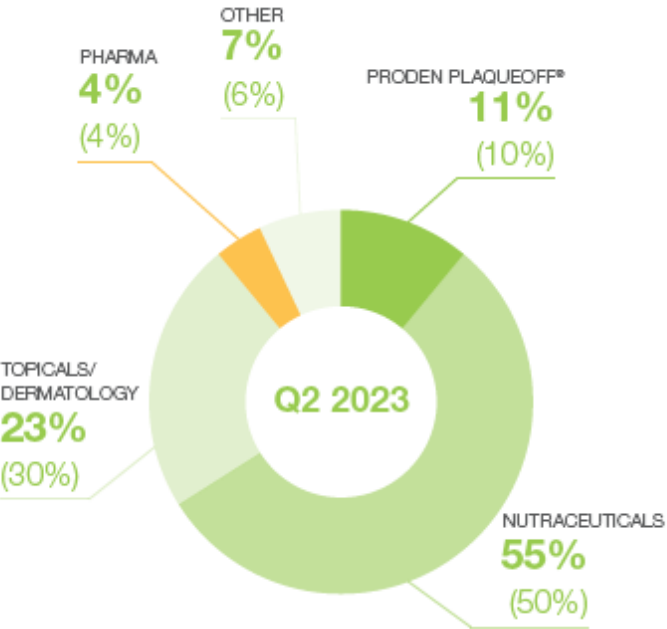
Op. cash flow
181.9 MSEK

Solvency
76.1%

Rolling 4 Quarters



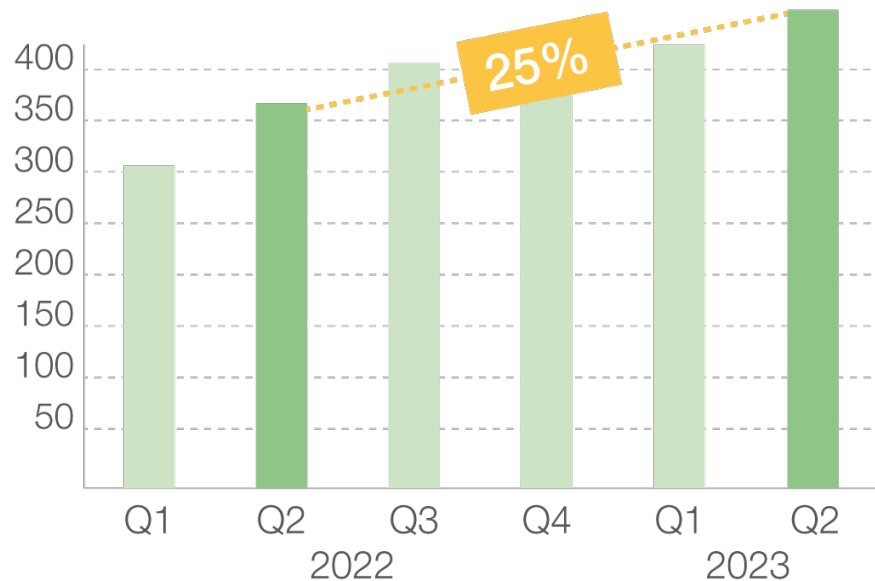
Product- and Brandsplit




*Does not include contract manufacturing

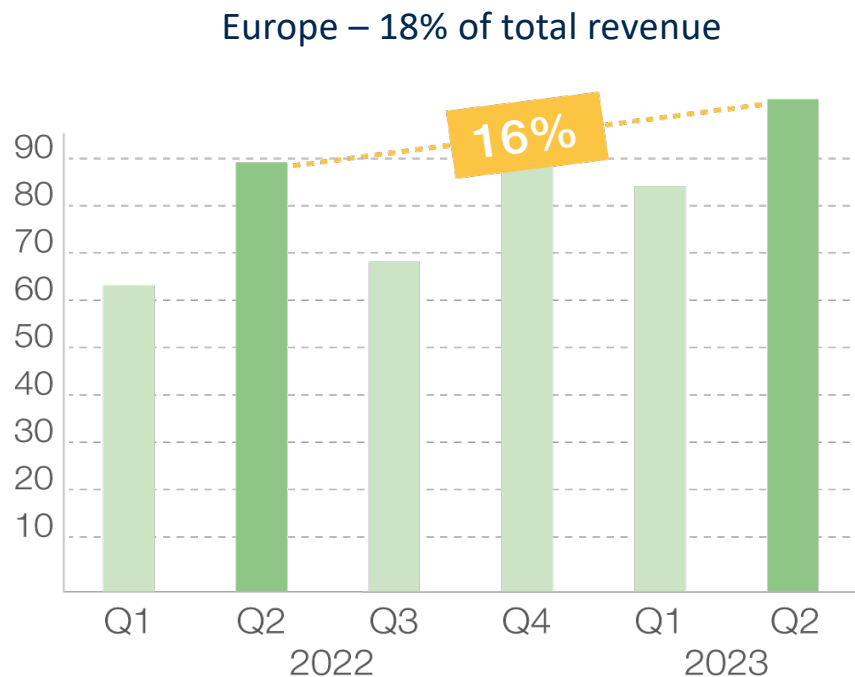
Net Sales by region (MSEK)

North America – 80% of total revenue



- Strong quarter in Pet Retail and Online, Vet a bit soft but collaborations with Patterson and MWI will take off in H2
- **Vetio South** – flat and still not at expected profitability – strong pipeline for H2 with focus on profitability
- **Vetio North** +22% and signed several new projects, FlavorPal® – stability tests for a number of Pharma customers
- **PetMD** +35%
- ProDen PlaqueOff® Strong in NA +76% with still big retailer launching in H2
- **NaturVet** +14%, Scoopables very successful
- Several intra group synergy and sales projects
 - SRX – Vet Classics distribution from Garmon
 - Move from external manufacturing to internal
 - Fulfillment customers transferred to FAV
 - New NaturVet liquid line from Vetio 

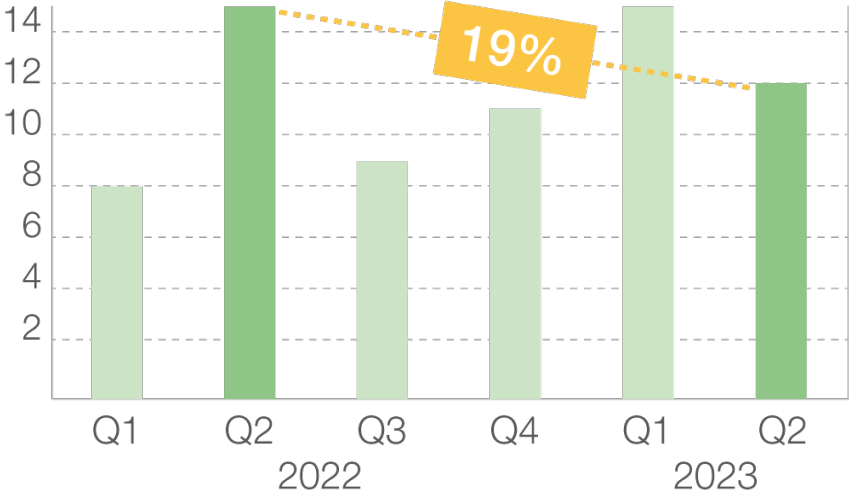
Net Sales by region (MSEK)



- Improved activity and interest in all markets
- Online sales, Amazon in UK and EU7 growing strongly
- Nutravet's last quarter when affected negatively by inventory trimming from largest customer – other customers double digit growth and D2C already 15% of sales
- Fastest growers: Spain 46%, Swedencare UK 26% and Greece 19%.
- CVP renamed to Vetio UK, full pipeline of both external and internal projects
- New European CCO, Laszlo Varga

Net Sales by region (MSEK)

Rest of the World – 2% of total revenue



- Down year on year but primarily due to uneven international orders and strong USD cause lower sales to Asia for US entities
- ProDen PlaqueOff® had a good quarter with Asia, several countries in South America Israel and Australia
- ProDen PlaqueOff® as an ingredient in Pet Food continues to grow - Two new partners will launch products next year



Priorities 2023/2024

Growth and profitability and lowering debt level

Deliver on strong pipeline

Continued move from external to internal

Product launches and development

Solidifying relationships with major customers

Co-op and M&A opportunities

**Thank You for
participating!**

Q&A

