



**Q3 INTERIM REPORT**  
July – September  
**2022**

Presentation  
**CEO Håkan Lagerberg**  
**CFO Jenny Graflind**



# Q3 2022 Highlights

Strong market despite unstable environment

Sales record and solid demand despite world situation

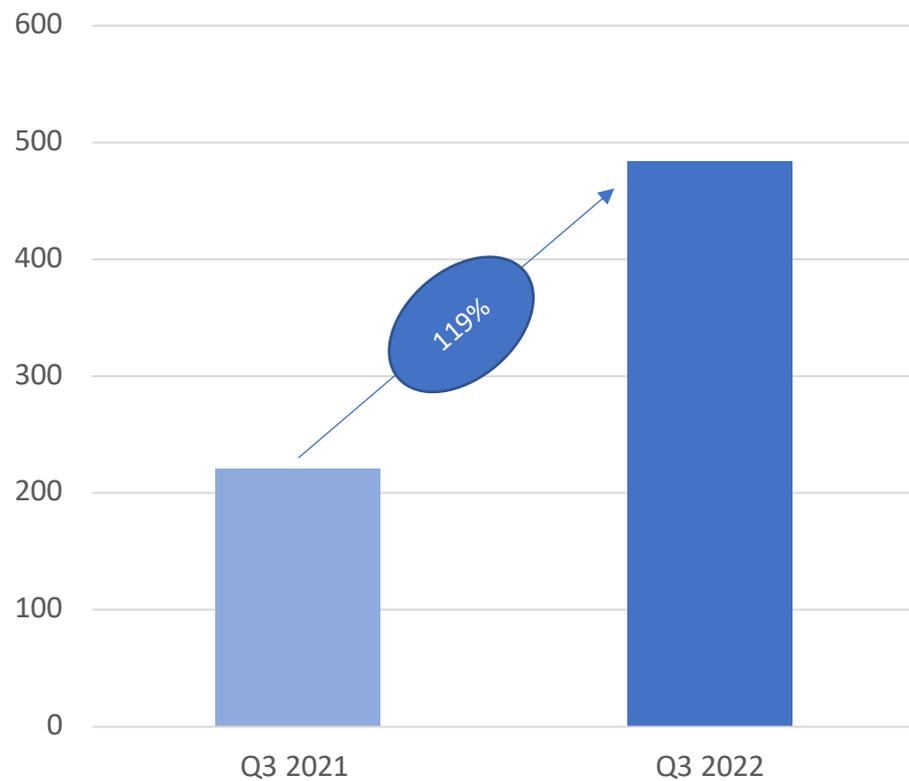
Organic growth 8%

Record quarters for several group companies

Ongoing major agreements impacted sales

Many collaborating initiatives within the group

# Net sales (MSEK)

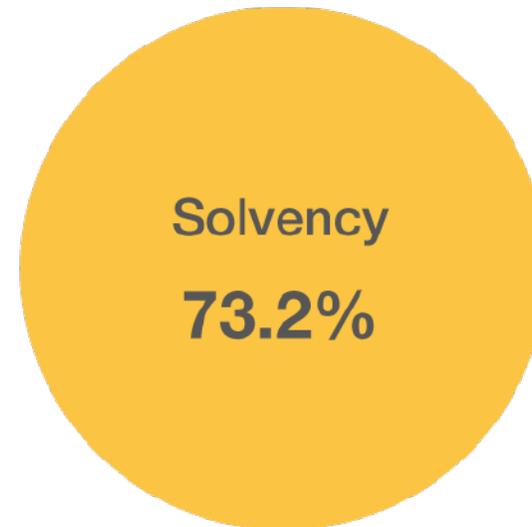
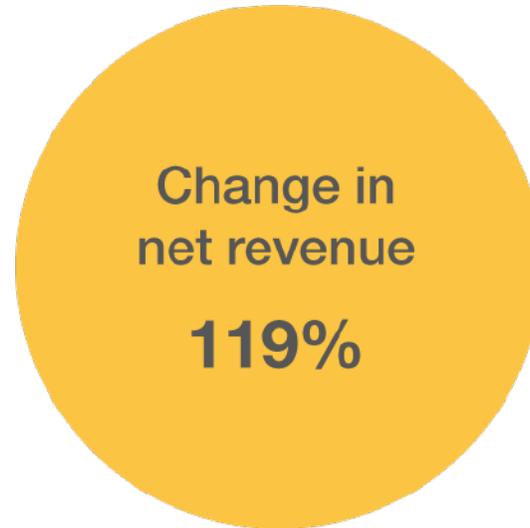


# Operational EBITDA (MSEK)

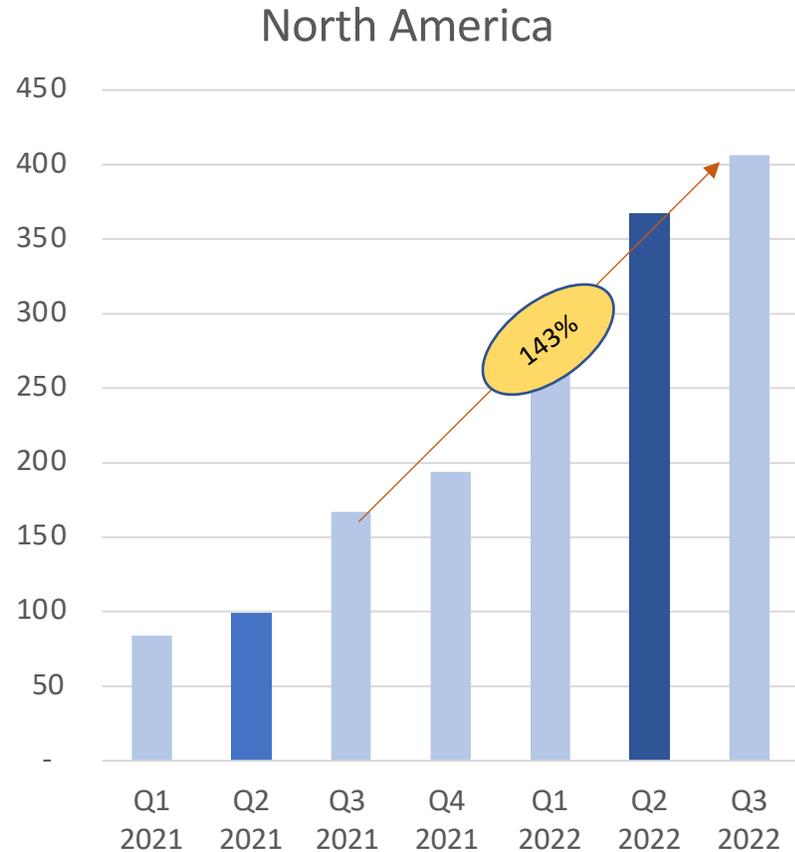


# Key Performance Indicators

Q3 2022

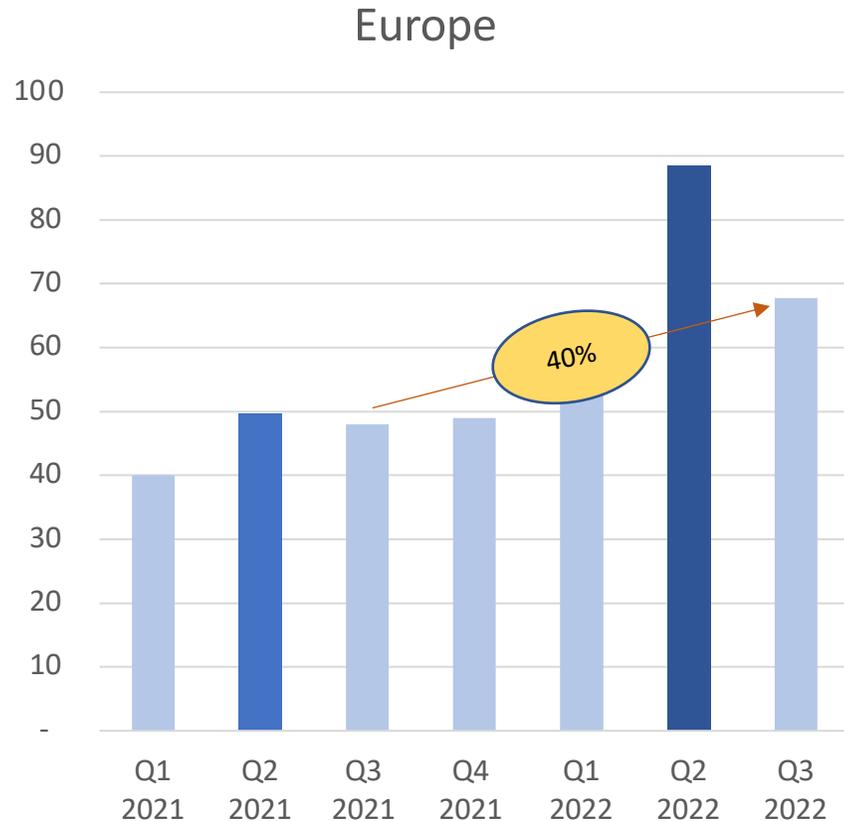


# Net Sales by region (MSEK) – 84% of total



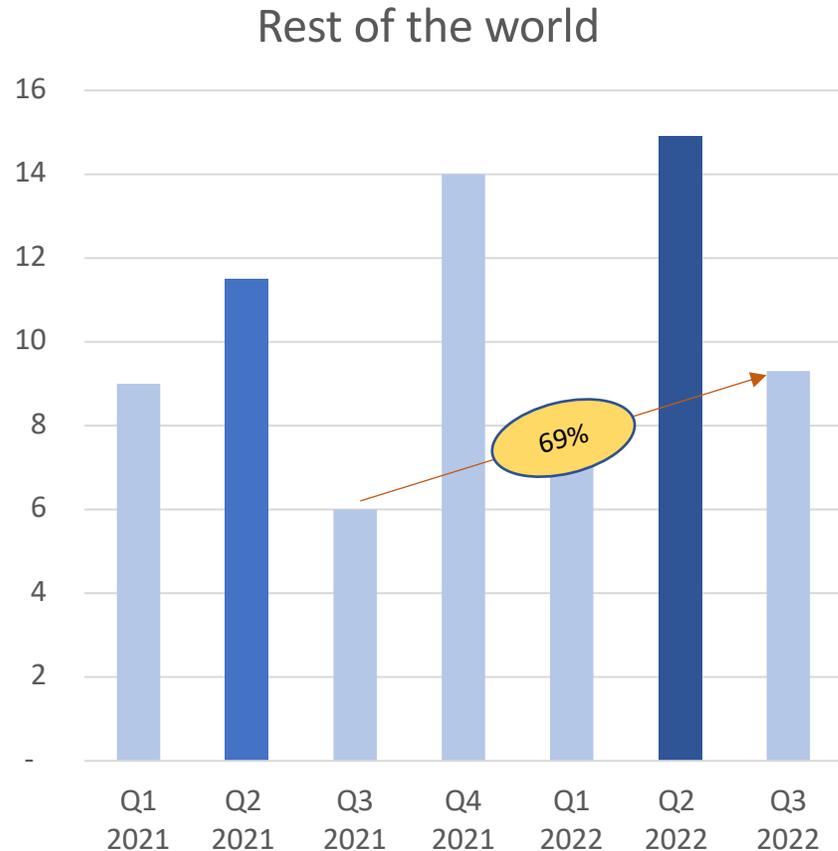
- Continued quarterly growth despite inventory shrinkage among top customers
- Strong end customer demand, shown both from customer reports and own online sales
- Several intra group projects – synergies – cost & new business
- One year anniversary of FAV, 76% growth YoY
- ProDen PlaqueOff® grew 67%
- Best Q ever for PetMD, Vetio and SDCUSA
- NaturVet flat and decline for Stratford and RX
- First major Pharma manufacturing project
- Strong sales Evolutions brand, specifically Broad Spectrum products. Expecting fill up orders in Q4
- New D2C online shop NaturVet

# Net Sales by region (MSEK) – 14% of total



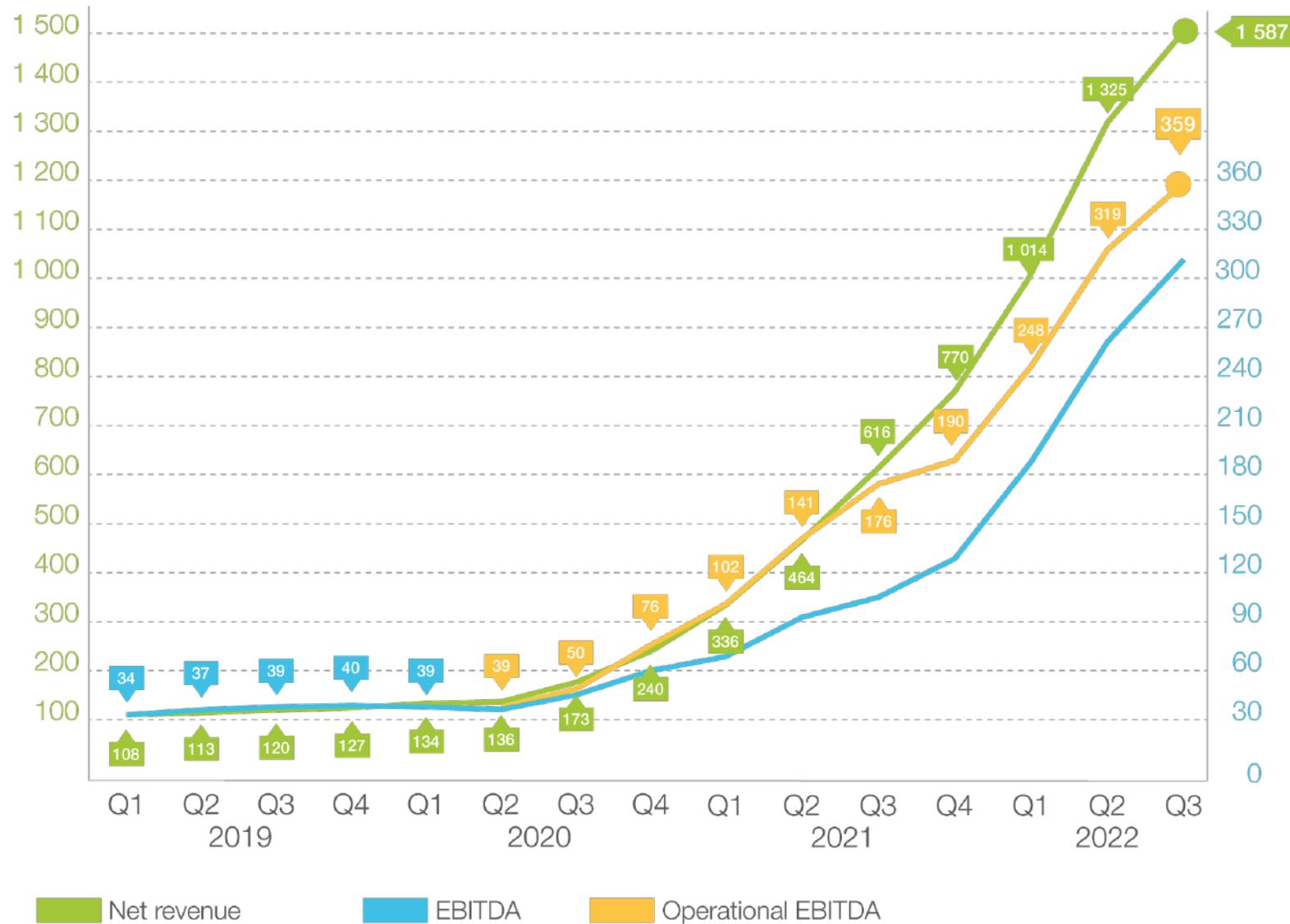
- Italy strong – double digit growth, softer RoE
- Sales affected by retroactive price adjustment and inventory adjustment for Nutravet
- New 7-year contract with Europe’s largest Veterinary group for UK/IRL
- D2C Nutravet online shop
- Reopening warehouse in the UK due to Brexit
- Several product launches
- Initial orders from Zooplus with delivery in Oct
- ProDen PlaqueOff® keep growing
- Initial private label discussions on many markets
- Preparing to launch the Innovet line in Greece and Spain as first group countries
- Strategy laid down for Soft chew manufacturing and launch in Europe 2023 – strong customer interest

# Net Sales by region (MSEK) – 2%



- Brazil strongest ever with both ProDen PlaqueOff® (“PO”) and Pet food project
- South Korea for PO, NaturVet and nutravet
- Japan continue to grow PO in Pet retail
- China still lock down but expecting order in Q4 and a significantly stronger 2023
- First pet expo in Asia since 2019, in Bangkok this week
- Finally starting to be able to offer group brands into new markets in Asia, South America and other regions

# Rolling 4 Quarters





# Priorities 2022/2023

International sales

Launch of Soft Chews in Europe and international, both labeled and PL

Product launches and development

Utilizing group resources and other synergies

Growing and solidifying relationships with major customers

M&A opportunities

# Q&A

1. It's now been one year since the patent for ProDen PlaqueOff® expired. Has the competitive landscape changed and are you surprised by the continued strong growth?
2. Why was there a retroactive price adjustment made in the quarter and what was the amount?
3. Was there any material damages from hurricane in Florida?
4. Do you still have a target to reach 20% organic growth for 2022?
5. If the end customer sales grow by double digit why don't you?



**Live Chat starts in 5 min**

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**See you soon!**

