



Interim report

JULY - SEPT 2024

with

Håkan Lagerberg, CEO

Jenny Graflind, CFO





Q3 2024 Highlights

9% Organic growth, Negative growth at Garmon/NaturVet – Rest of group delivered 30% growth

Overall pet health market has solid growth in major markets and a pick up in M&A activities, NA most active

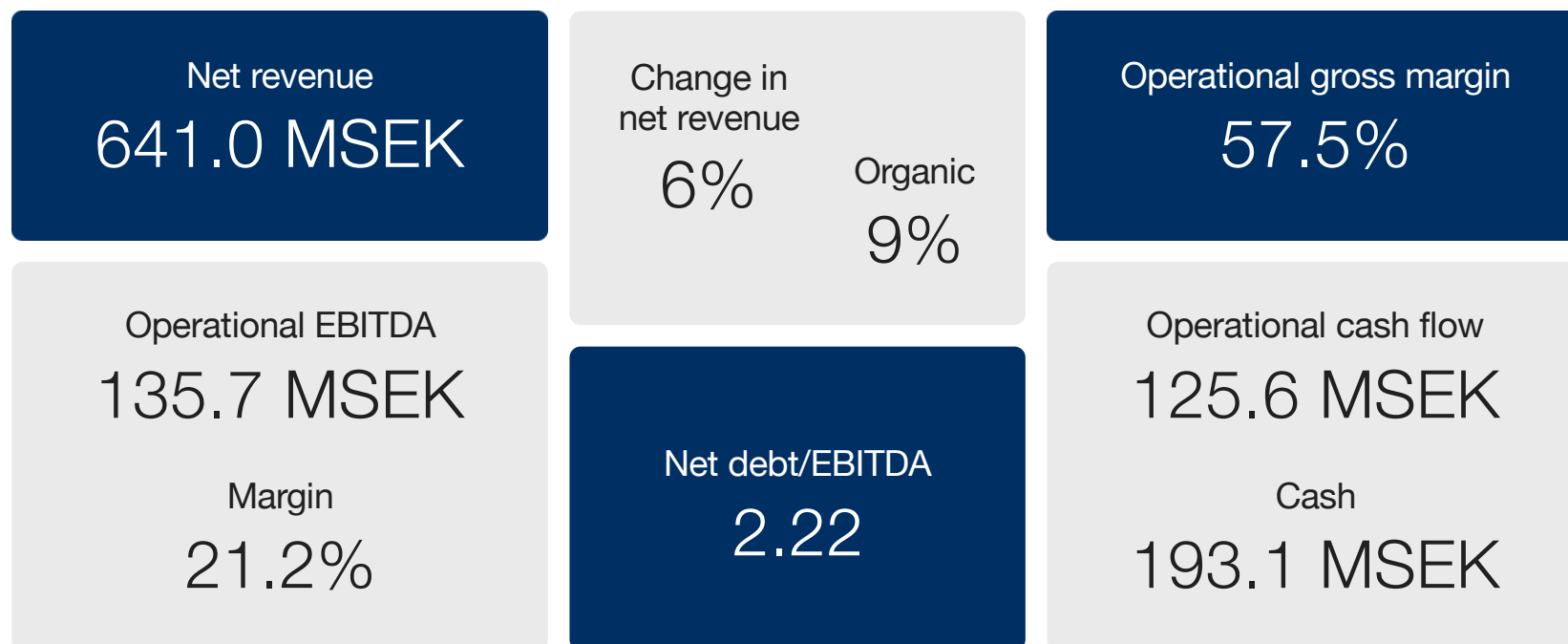
Veterinary and Online strong growth, Pet slower

ESG, increase recycled plastic content, performing a LCA on products, hired sustainability-focused controller

Acquisition of MedVant – Canadian vet distributor

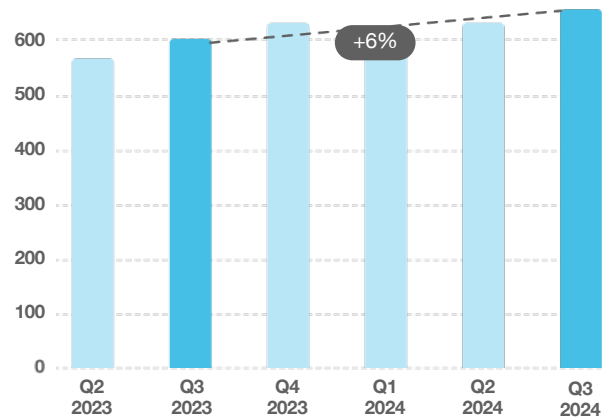
Key performance indicators

Q3 2024

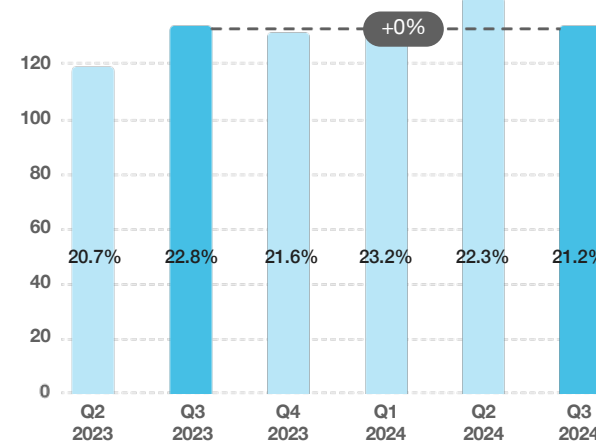


Financial Highlights Q3 2024

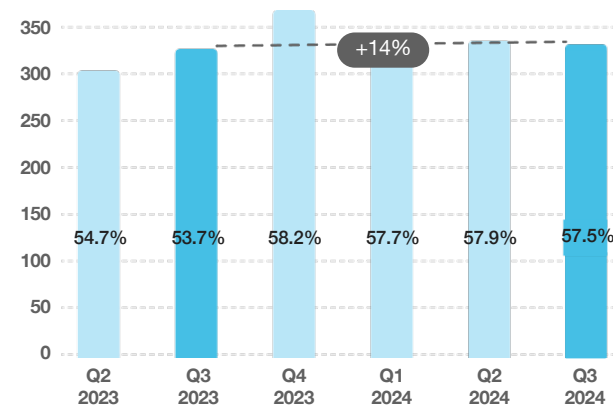
Net Revenue



Operational EBITDA



Operational Gross Margin

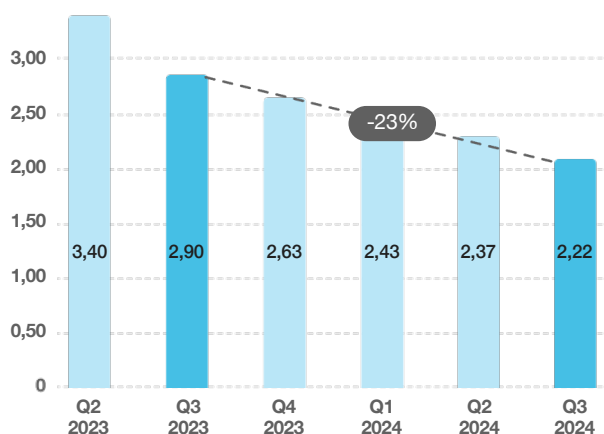


Comments

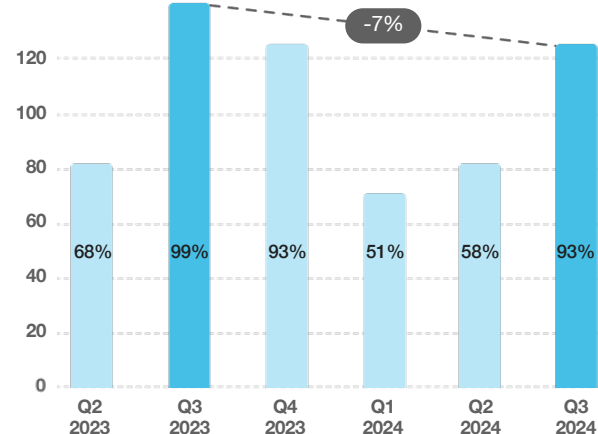
- 9% growth is organic
- Regional Growth
 - North America 2%
 - Europe 30%
 - RoW -28%
- Op. Gross Margin
 - In line with expectations
- Op. EBITDA
 - Softer due higher opex
- Opex impacted by:
 - Increasing marketing for digital platforms without direct related revenue
 - Opex without marketing is stable

Financial Highlights Q3 2024

Net Debt / EBITDA



Op. cash flow / Cash conversion

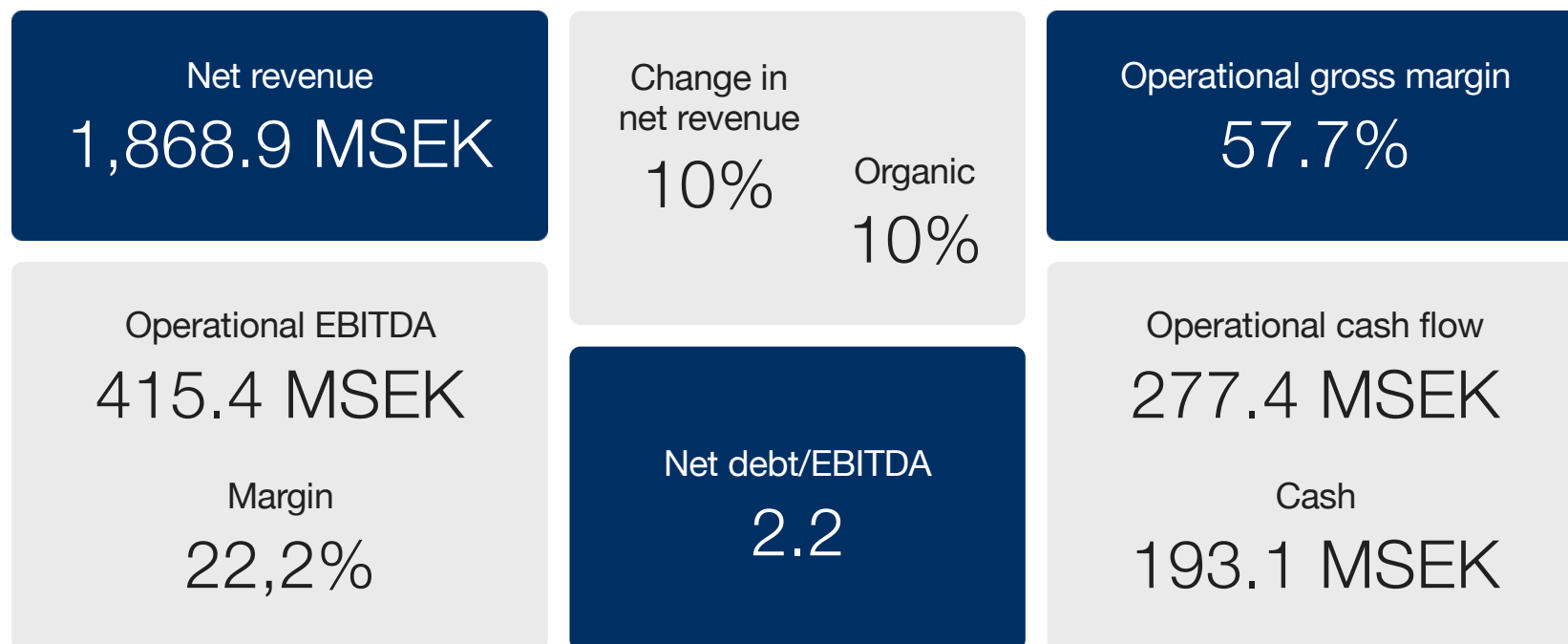


Comments

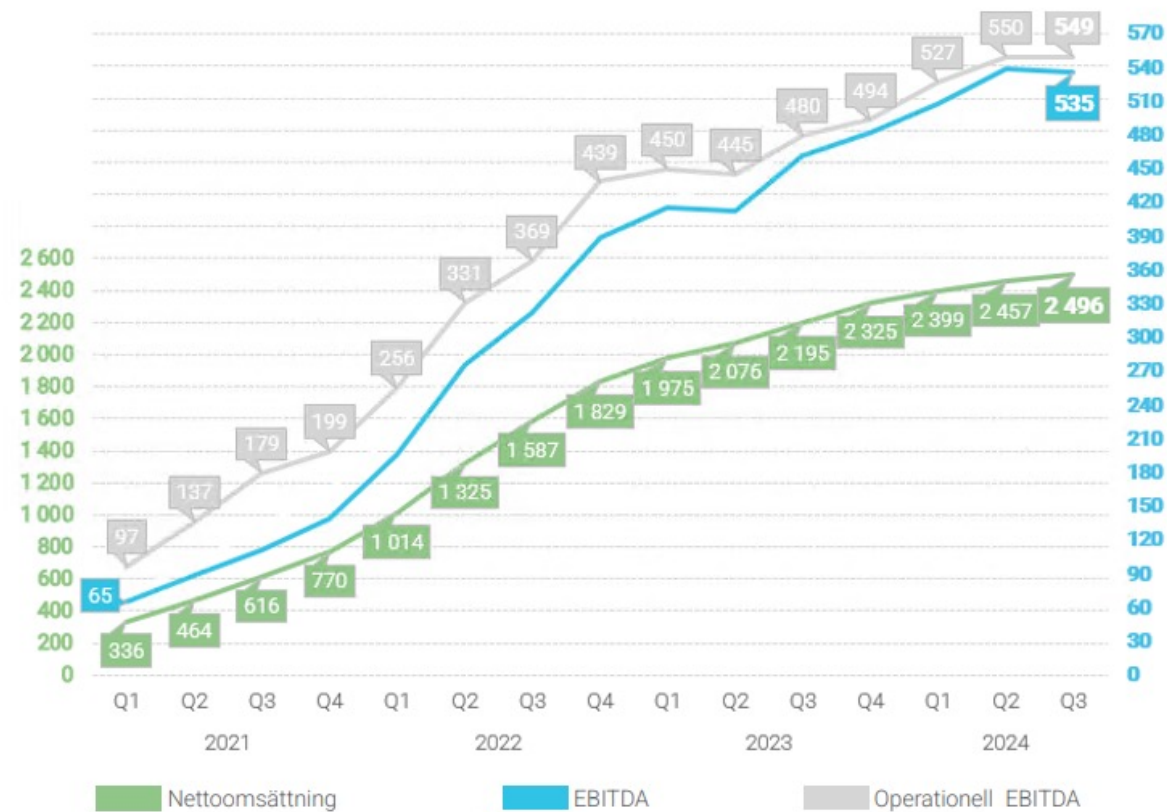
- Positive change in WC
 - Lower inventory
 - Lower AR
- Acq. of MedVant 27,7MSEK
- Amortized on debt 50 MSEK
- YTD CapEx (excl acq assets) 31,4 MSEK/<2% of Net Sales
- US cashpool 80% complete
- EU cashpool Initiated
- Continue to decrease KPI Net Debt/EBITDA

Key performance indicators

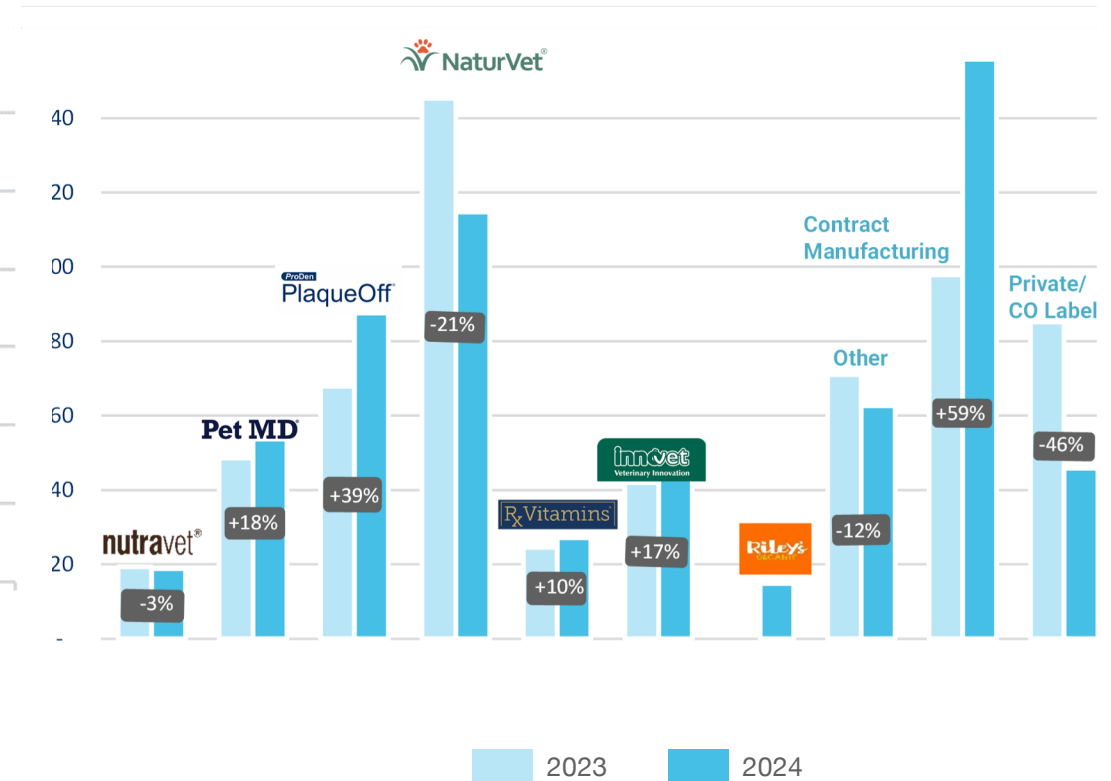
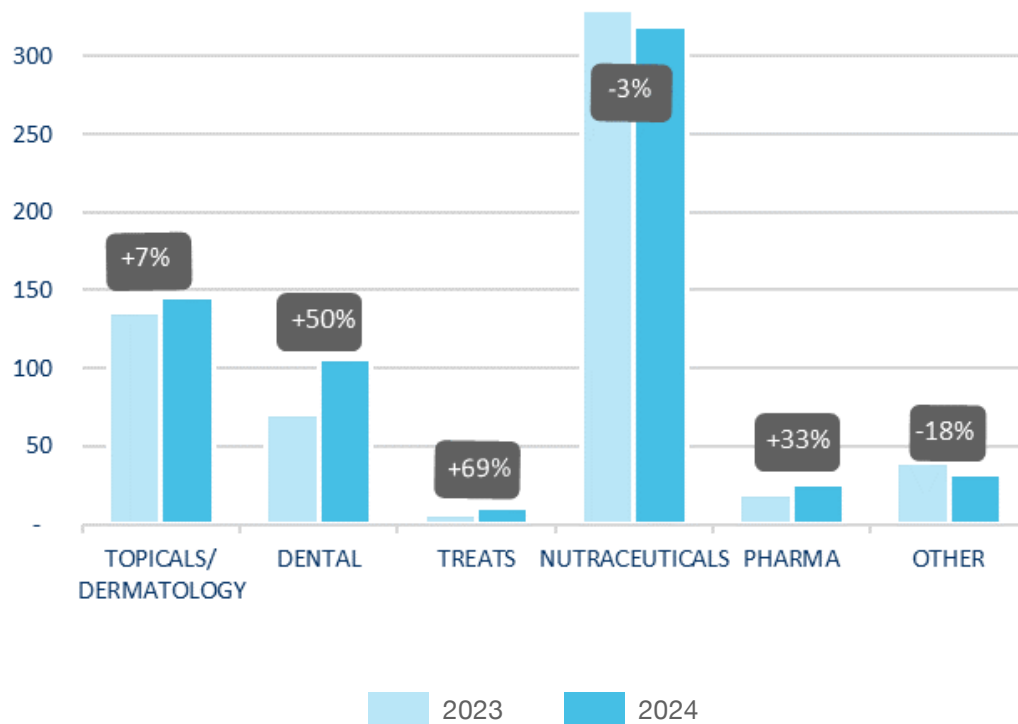
YTD 2024



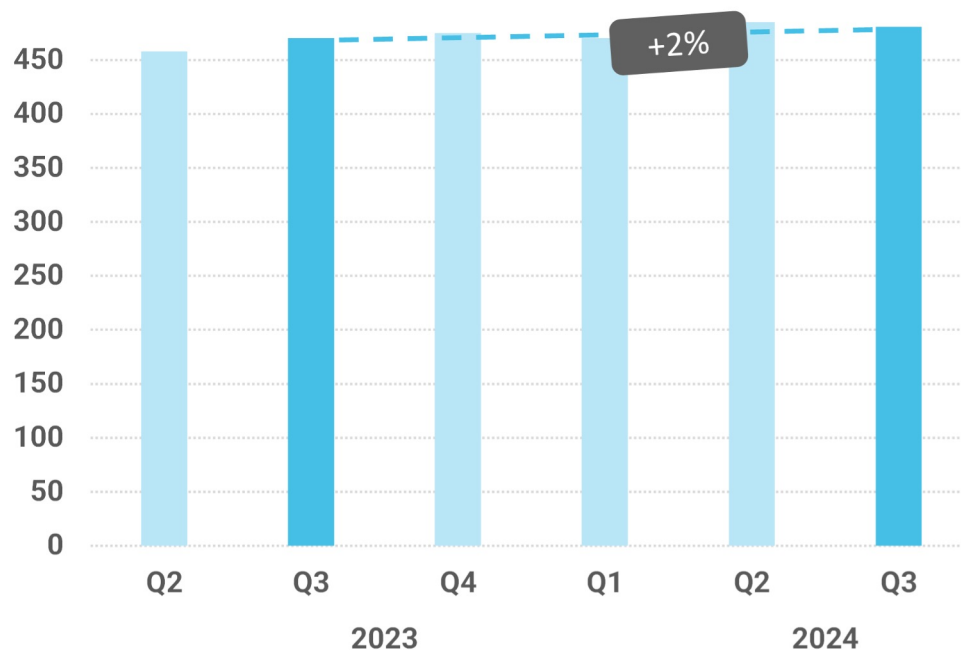
Rolling 12 months



Product- and brandsplit in Q3



Net sales North America 480,8 MSEK



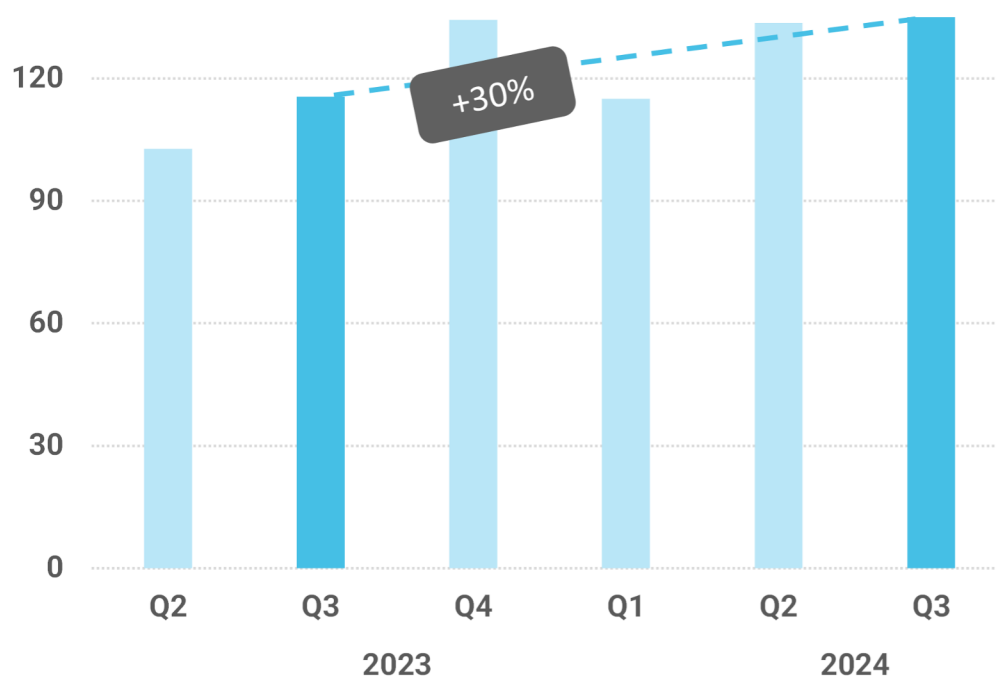
75%

of total net revenue

- **Low growth due to Garmon/NaturVet**
 - Amazon partner negotiation and PL will both pick back up in Q4
 - Amazon Q3 OTD sales up 13%, our sales to partner down -10%
 - Negotiations with partner finished will take over ourselves from 2026
- **Strong sales in the veterinary channel**, both from branded and production
- **Online very strong**, Pet MD, ProDen PlaqueOff, Riley's, and others
- **Two hurricanes (Sept/Oct)** hit Florida, two affected Tampa, and one Jupiter. Great leadership and team efforts minimized damage

Net sales Europe 145,5 MSEK

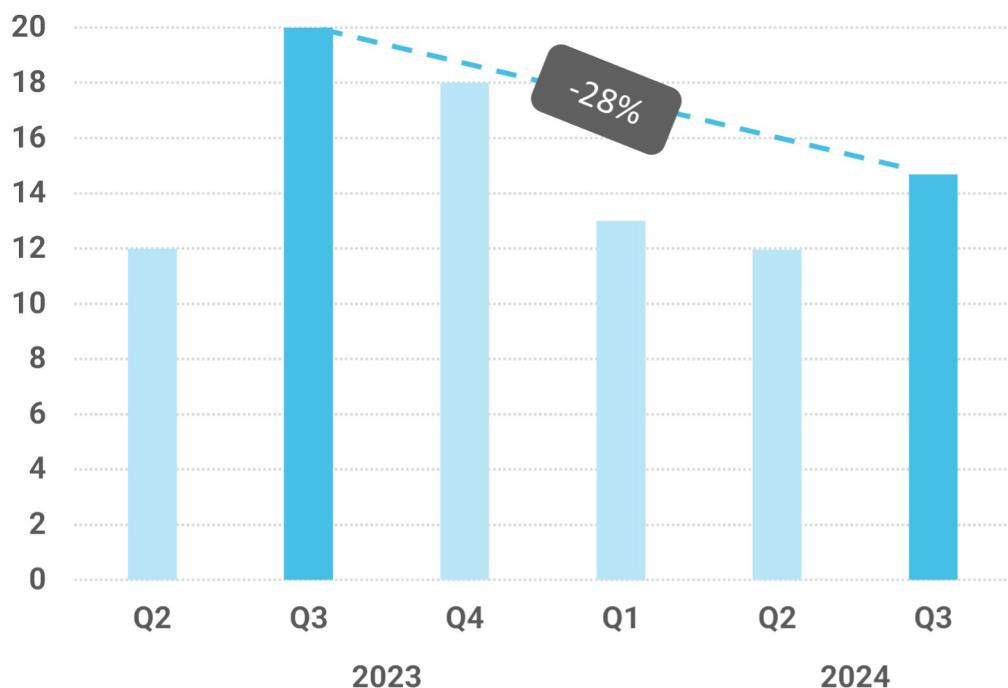
23%
of total net revenue



- Growth in all European entities except one hit by cautious UK Vet groups
- Both branded and production grew strongly
- Record Q AZN UK-fully transitioned, same for EU-8 in 2025
- Several new joint products launched in Italy
- Ecom, influencer marketing and launching exclusive collaboration with Zooplus for NaturVet by Swedencare

Net sales Rest of the World 14,7 MSEK

2%
of total net revenue



- Decline due to comp with Asian Pharma dev project. Branded product sales up 10%, ProDen PlaqueOff, RX Vitamins, NaturVet and nutravet key drivers
- Asia (except China), Australia, South America key markets



Priorities 2024

Growth, profitability and lowering debt level

Closing right partners for NaturVet in Big box retail for 2025 and onwards

Move from external to internal concerning manufacturing and online sales (utilizing Pet MD platform)

Product launches and development

Research-based long-term strategies with key partners for both branded and PL-collaborations

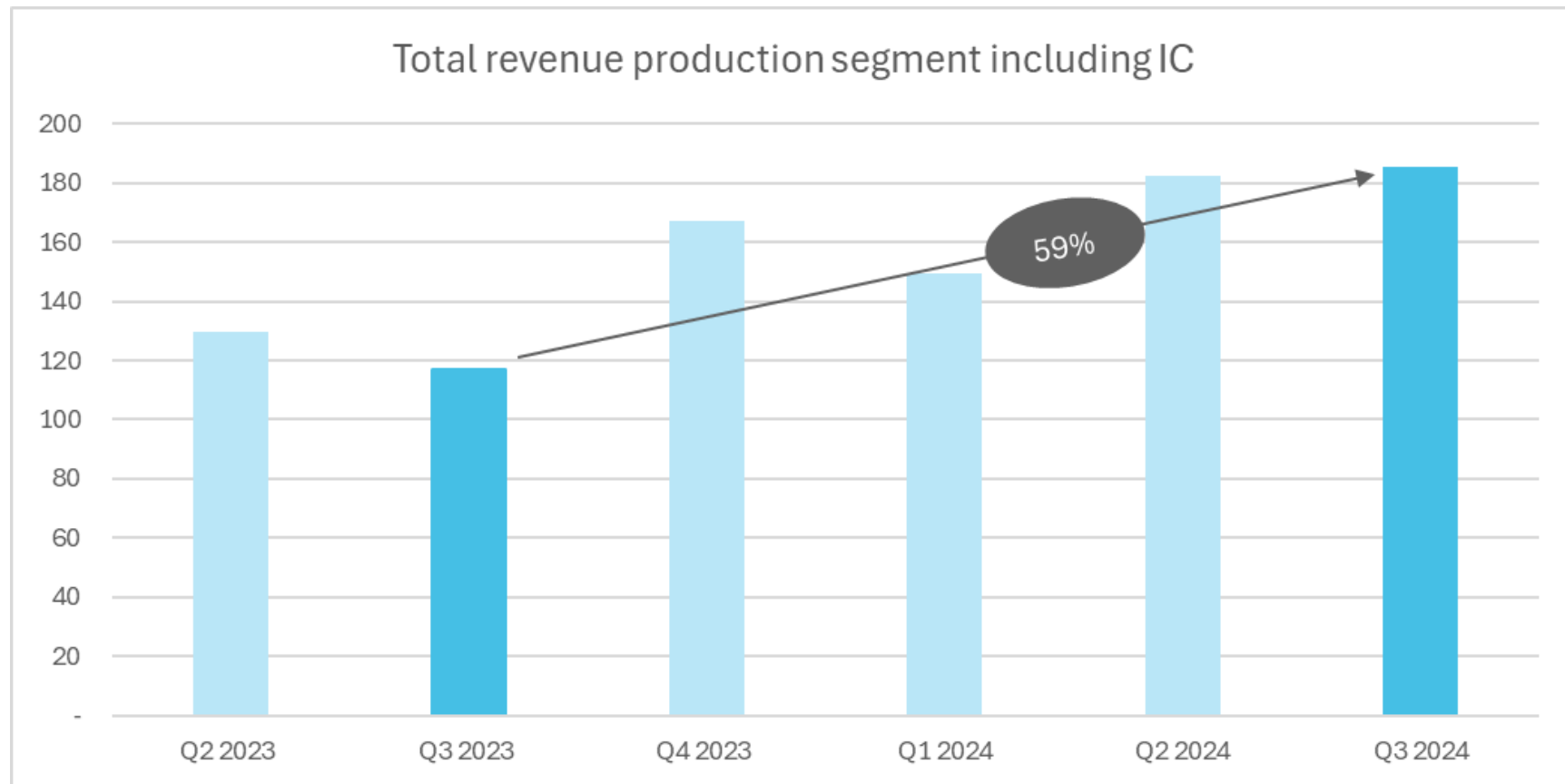
Evaluating and potentially closing on M&A opportunities



Q3 2024 Presentation
John Kane
Vetio CEO &
Swedencare Group
Production Director



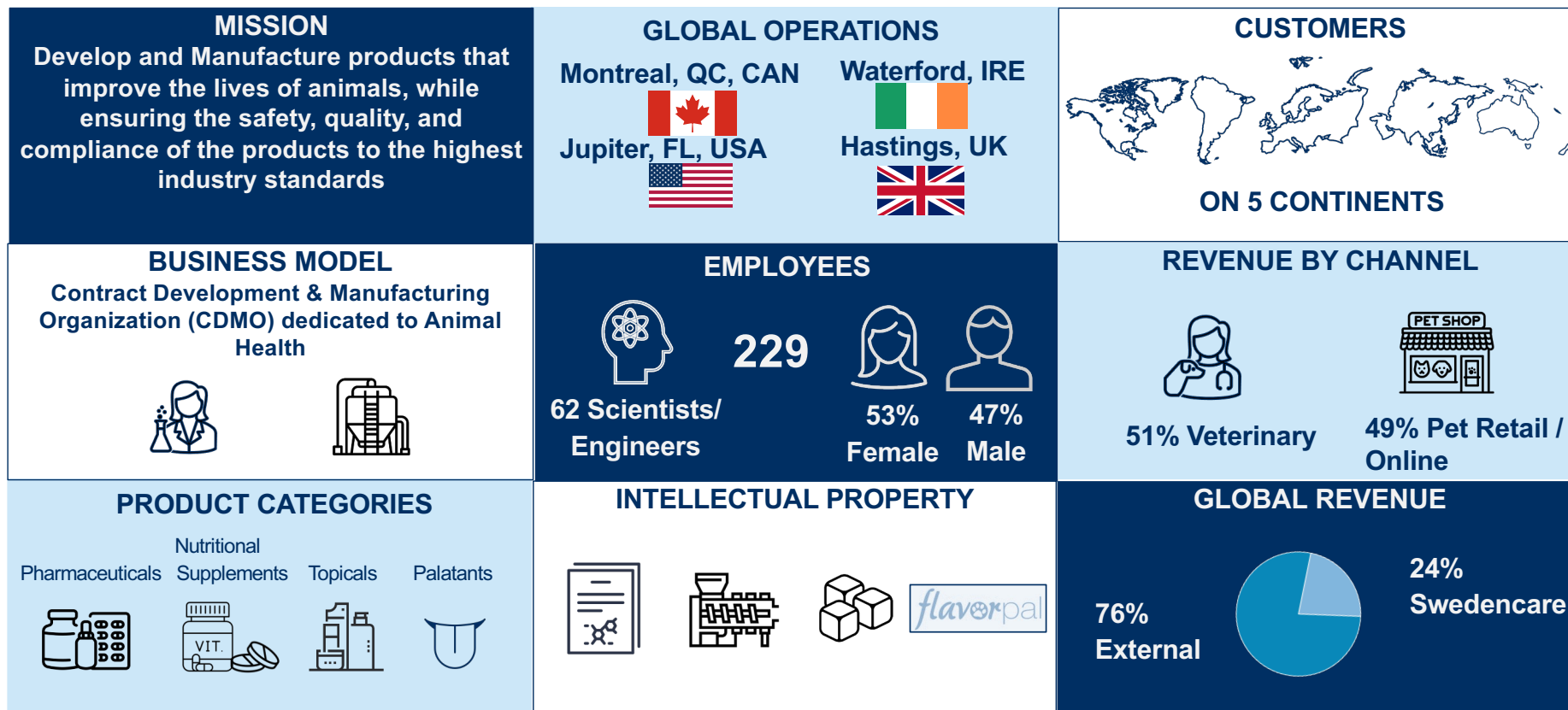
Group Total Revenue Trend*



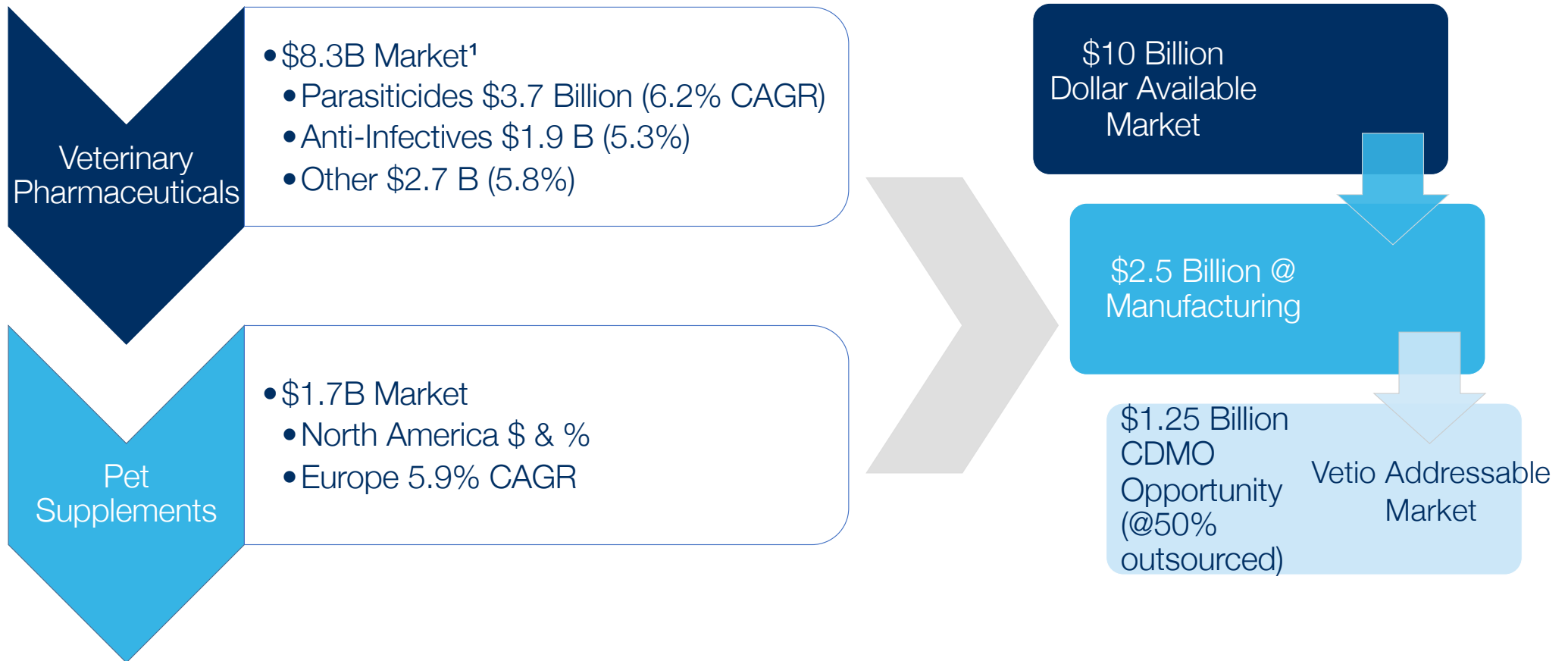
* Include sales to Swedencare entities



Vetio Animal Health At a Glance



Global Companion Animal Industry



Sources: ¹ Mordor Intelligence (excludes vaccines & medicated feed), NASC, Global Market Insights, Internal analysis

Favorable Market Trends for Vetio

Trend	Drivers	Vetio Value Proposition
Outsourcing to CDMOs	<ul style="list-style-type: none"> • Reduce fixed costs and increase flexibility • Concerns with human & animal products in the same facility 	<ul style="list-style-type: none"> • Vetio complete solution from formulation development through manufacturing • Vetio dedicated to Animal Health since 2001
Increased R&D Spending	<ul style="list-style-type: none"> • Large companies seeking External Innovation • Thriving start-up community • Still many unmet therapeutic needs 	<ul style="list-style-type: none"> • Decades of experience and toolbox of proprietary technologies • Vetio's flexibility & speed for start-ups as well as resources & scale for large companies
Importance of Soft Chews	<ul style="list-style-type: none"> • Intellectual Property barriers for pharmaceuticals • Premium format and preferred by pets 	<ul style="list-style-type: none"> • Vetio Soft Chew patent & know-how • Vetio's 4 sites using same process technology for global brands and drug sponsors

Global Performance

Vetio North

2024

>20% growth YTD

- Largest development pipeline ever
- Launched 8 new FlavorPal™ palatants with VMFs (Veterinary Master Files)

2025

- Expect 2+ drug approvals leading to manufacture per yr

Vetio EU

2024

>15% growth YTD

- Established this year (SC Waterford facility)
- Soft chew production area completed in Q3 using CVP process for EU customers

2025

- Vetio Soft Chew Technology to ramp up late Q1



Vetio South

2024

>20% growth YTD

- Staffed up commercial and technical teams to address growing development pipeline
- Expanded presence in Pet Specialty market

2025

- Significant momentum from 2024 wins

Vetio UK

2024

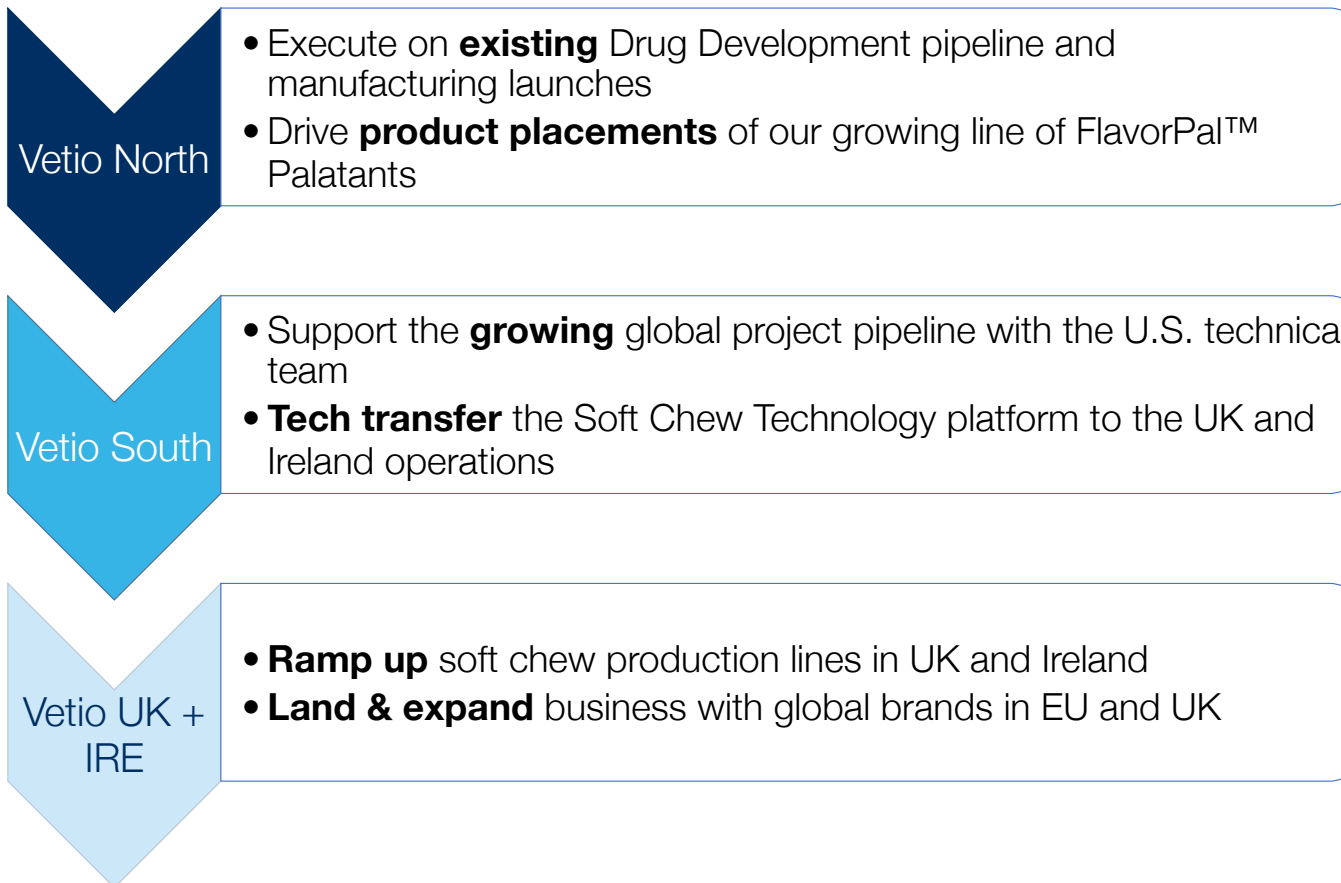
>100% growth YTD

- Staffed up to address project pipeline
- New Hastings facility commissioned in Q3
 - Vetio SCT scale-up Q4

2025

- Positioned well for growth

Next 4 Quarters





SWEDENCARE

Thank you for
participating!

Q&A

