



Q4 YEAR END REPORT
September - December
2022

Presentation
CEO Håkan Lagerberg
CFO Jenny Graflind





Q4 2022 Highlights

A strong quarter despite challenges

Sales record, profitability and cash flow up
but disappointing growth

Organic growth -5%

Record quarters for several of our smaller
group companies

Ongoing major agreements impacted sales

Acquisition of Custom Vet Products



Market outlook

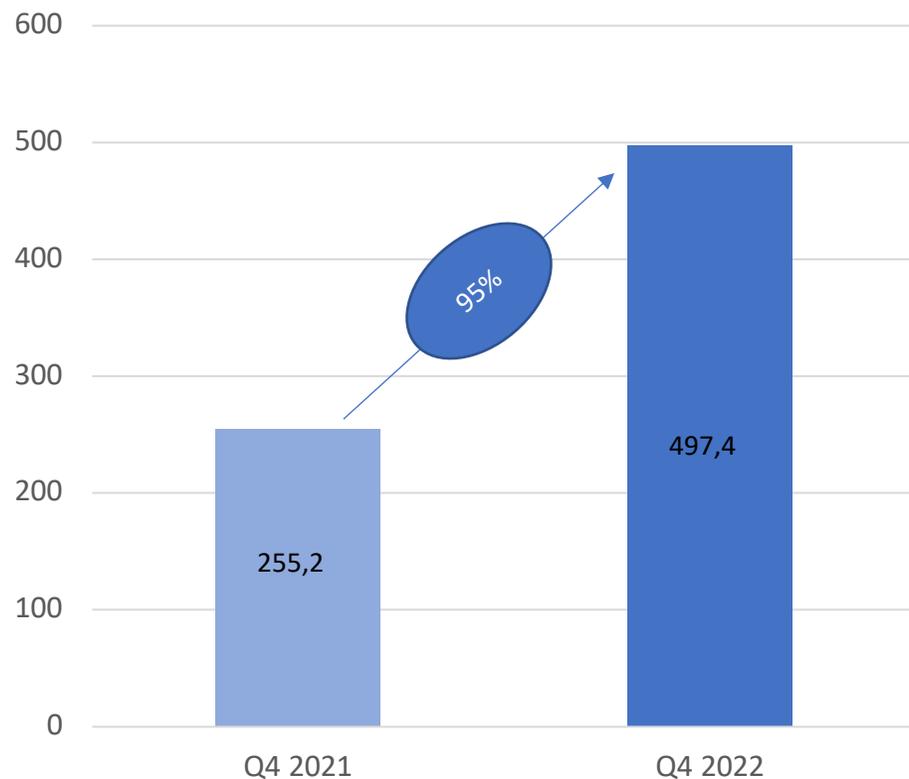
Continued growth number of pets in both US and Europe in 2022 (3-5%)

Average spend continue to rise

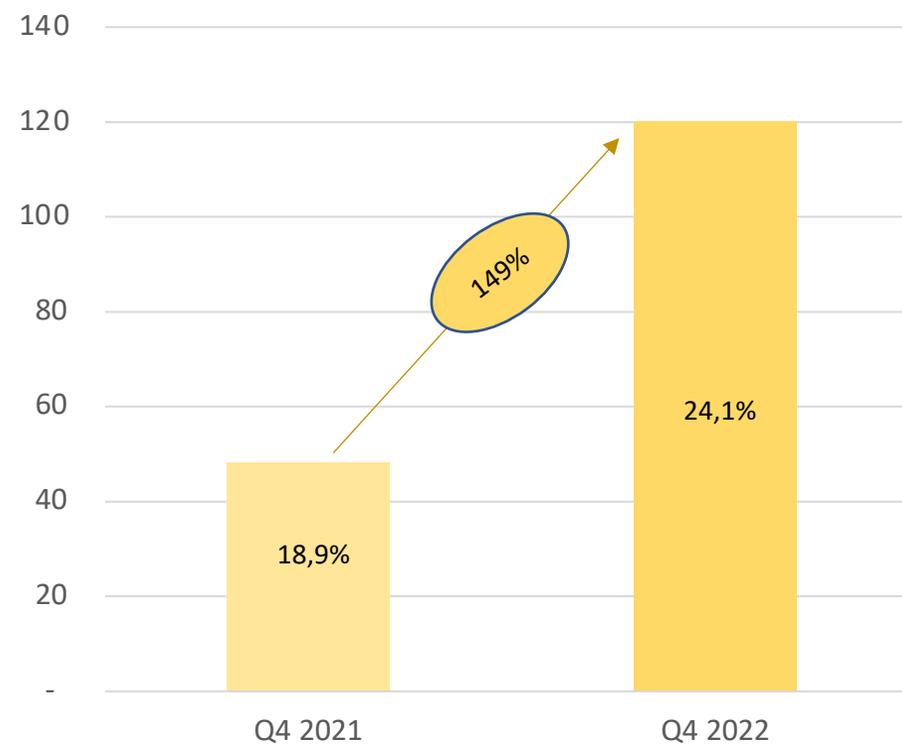
Food, supplements and treats grow

More players target generic market

Net sales (MSEK)



Operational EBITDA (MSEK)



Key Performance Indicators

Q4 2022

Net revenue
497.4 MSEK

Change in
net revenue
95%

Operational
Gross margin
59.3%

Operational
EBITDA
120.2 MSEK

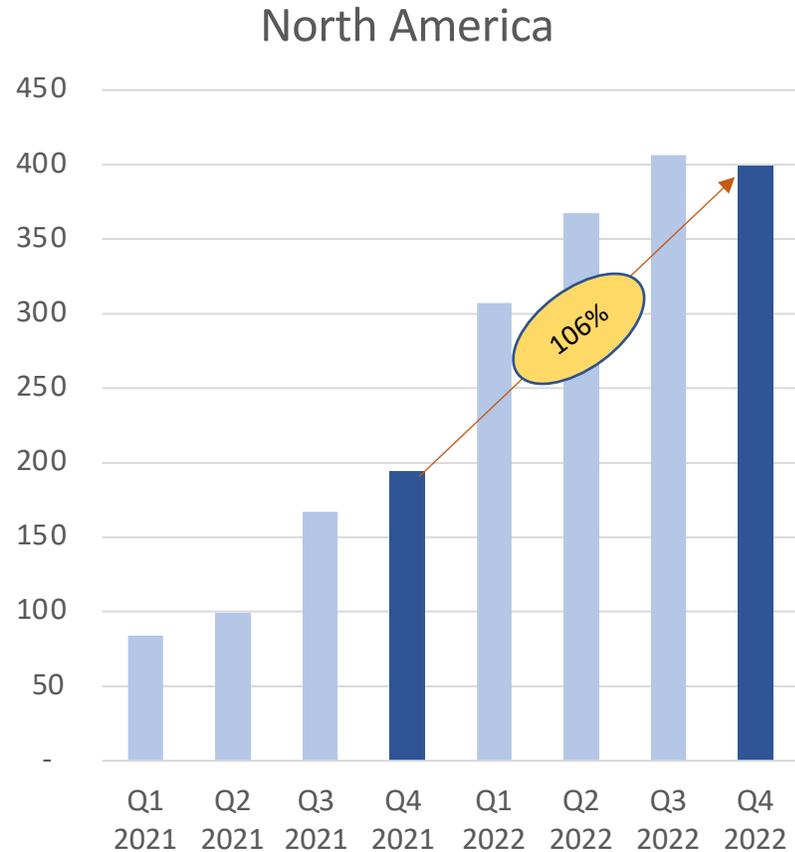
Margin
24.1%

Cash
245.1 MSEK

Op. Cash flow
96.0 MSEK

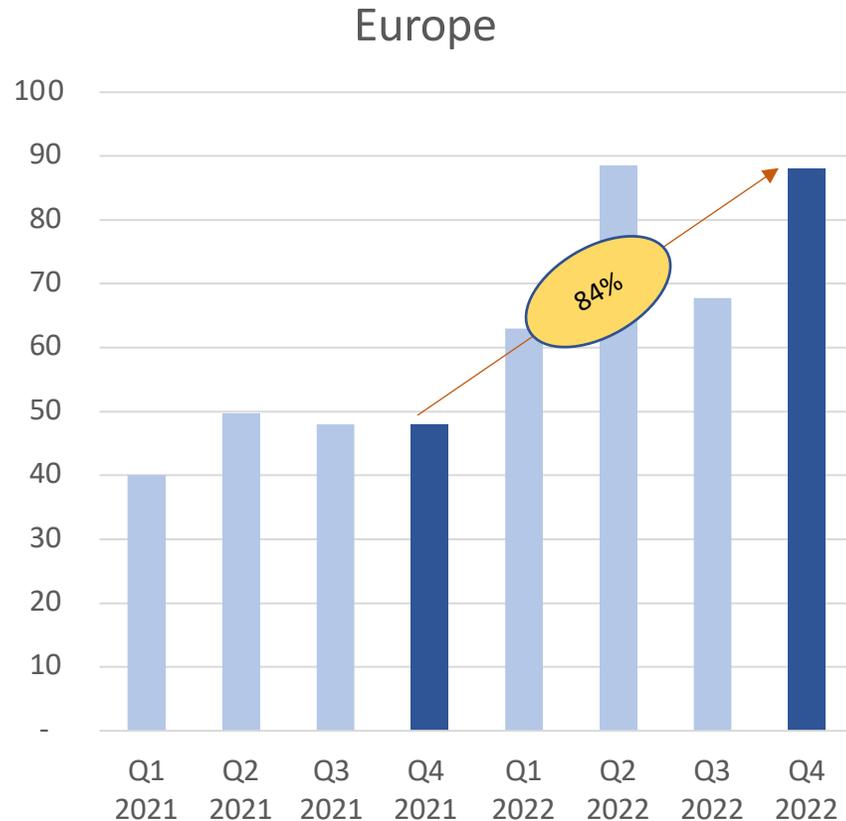
Solvency
74.6%

Net Sales by region (MSEK) – 80% of total



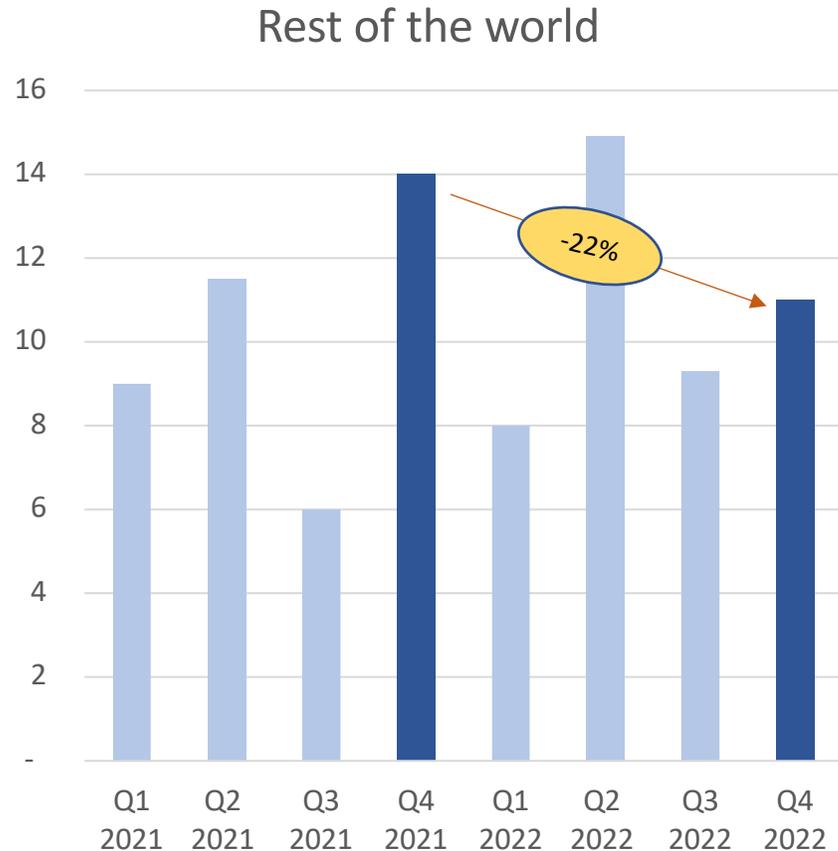
- Wide differences among group companies in growth
- Vetio South weak but not due to customer demand, complexity, some staffing and supply issues –Action plan in place, Q1 will be at least 30% stronger in sales, strong list of new customers waiting to start
- Continued strong online sales +20%
- ProDen PlaqueOff® continued growth
- NaturVet single digit growth, steady improvement
- Launched group cost cutting project with multi MUSD potential savings (ingredients, insurance, transport etc.) – LT impact with start H2 2023
- Reorganization & tax amortization - Tax cost impact

Net Sales by region (MSEK) – 18% of total



- Strong quarterly growth
- Sales still affected negatively by inventory adjustment for Nutravet, however strong sales from newly started D2C webshop, Chris Jones, former COO took over as new MD as of 1 Jan
- Swedencare UK and Spain, 30% sales growth, primarily PO sales, France grew with 60% including European orders to Zooplus
- Innovet Italy ended year strong with new product launches
- CVP new add on, will be crucial for group launch of Strategy for Soft chew manufacturing. Both internal brands and several contract manufacturing deals

Net Sales by region (MSEK) – 2% of total



- Quarterly growth but down Y-Y due to China orders which are down 70% full year. However, distributor has indicated that 2023 will be a strong come back
- South Korea, Australia, Poland, Switzerland among top markets
- 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
- Outlook for 2023 good with both new and growing partners

Key Performance Indicators

2022

Net revenue
1 829.5 MSEK

Change in
net revenue
137%

Operational
Gross margin
57.6%

Operational
EBITDA
430.5 MSEK

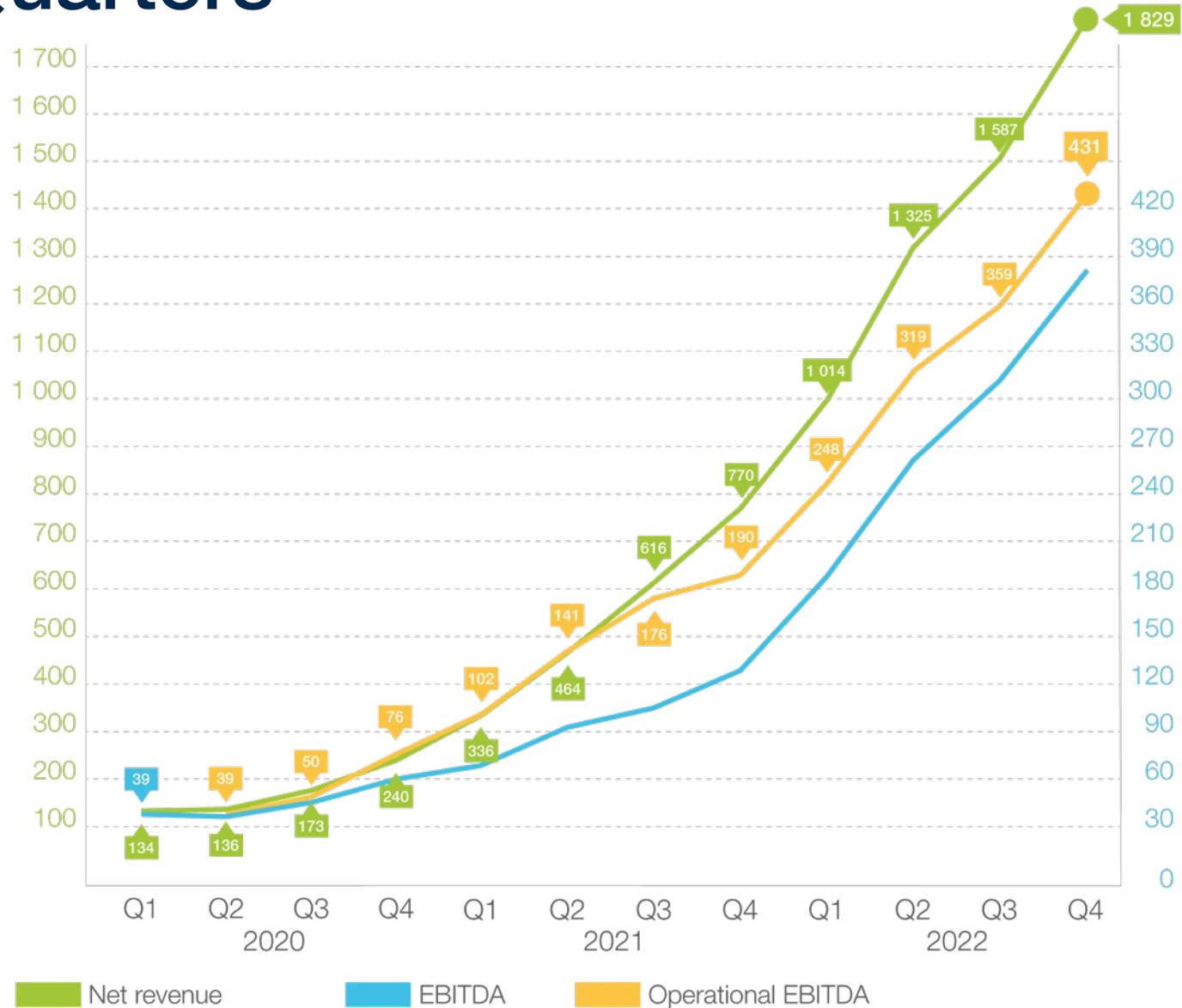
Margin
23.5%

Cash
245.1 MSEK

Op. Cash flow
260.2 MSEK

Solvency
74.6%

Rolling 4 Quarters





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

