



SWEDENCARE

INTERIM REPORT
July – September
2021

Presentation
CEO Håkan Lagerberg
CFO Jenny Graflind



Q3 2021 Highlights

New concepts and new colleagues – a quarter constructing the future

Record sales and profit

Org. growth impacted by delayed Asian orders – less impact going forward

Vetio included from July 1st, visit in Vetio North


Supply, Production and Project activities

Acquisition of FAV

Key highlights

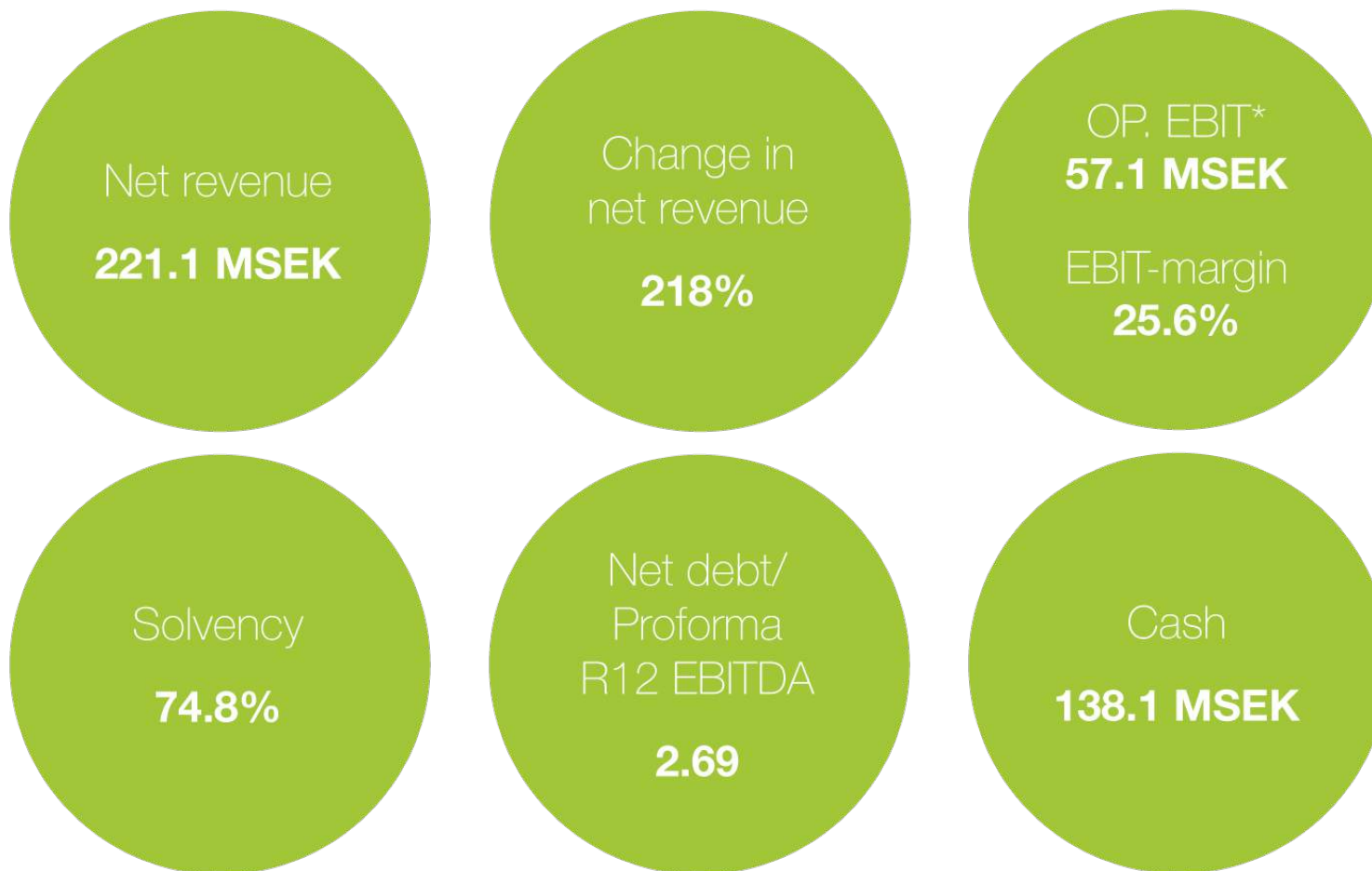
- Many bigger business opportunities discussed and agreed
- Fantastic quarter from many group companies, best quarter for 2021 (UK, Nordic, Spain, Pet MD Brands, Stratford)
- Solved Brexit challenges, UK-EU
- Online growth and investments with excellent ROI
- Vetio sales hampered by hurricane and Covid. Profitability affected by increased raw material cost
- Finalized expansion of another facility for Vetio South expanding into Supplements and Soft Chew production

Key highlights

- Closed several Pharma projects starting 2022 for Vetio North
- Launch of Topicals/dermatology products in Pet Retail channel in USA
- Move of Pet MD's warehouse – larger, more effective with other group companies
- Animal Pharm (shift to inhouse Derma production) to Amazon and Chewy and Pet MD® on Amazon UK
- Dr. Pol license launch on social media starting this week, products on several platforms before Oct/Nov. Major campaigns 2022 with new films released every 2nd week
- Production of dermatology products in Ireland getting closer and expanding  SWEDEN CARE

Key Performance Indicators

Q3 2021



Key Performance Indicators

YTD 2021

Net revenue

515.2 MSEK

Organic growth

21%

OP, EBIT*

138.2 MSEK

EBIT-margin

26.7%

Earnings per share

0.81 SEK

R12 revenue

616 MSEK

Proforma R12
revenue

936 MSEK

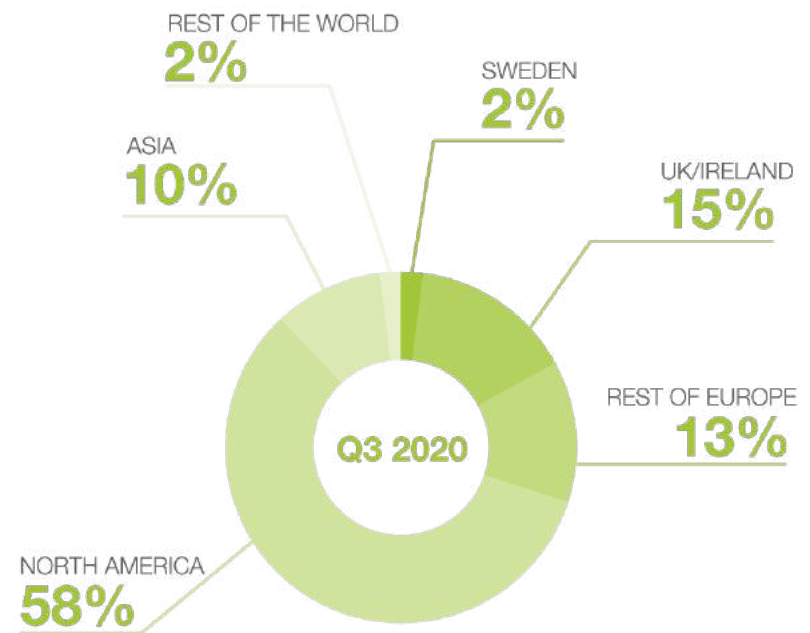
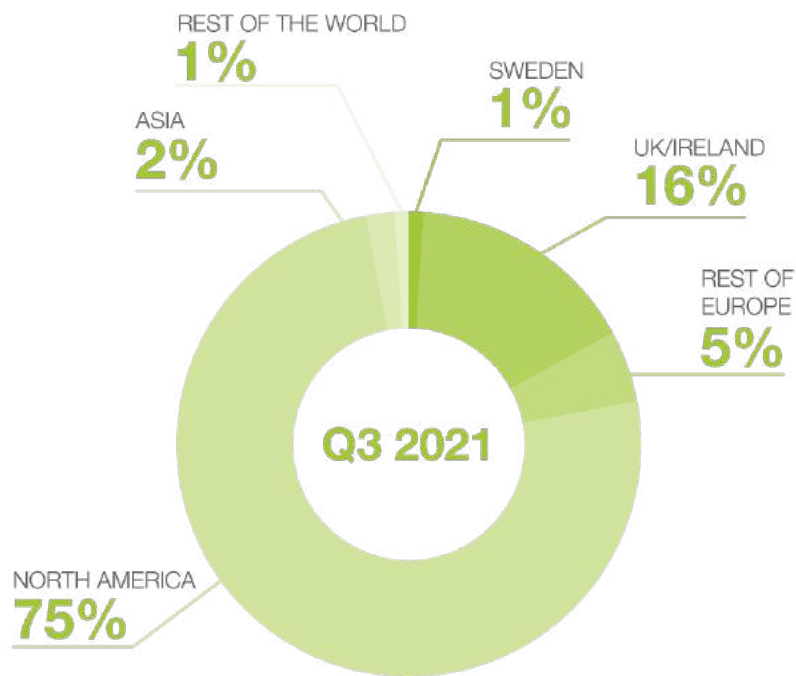
OP, Cash flow

89.6 MSEK

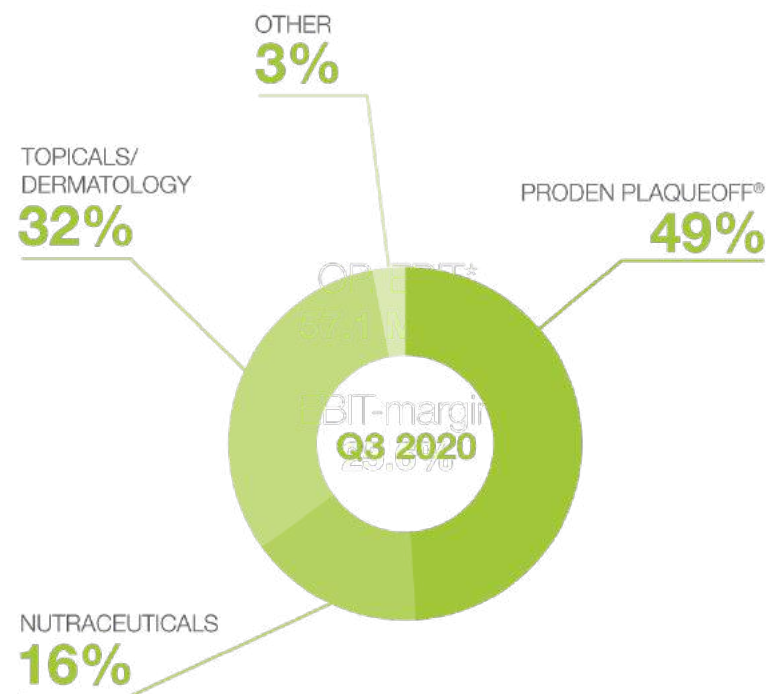
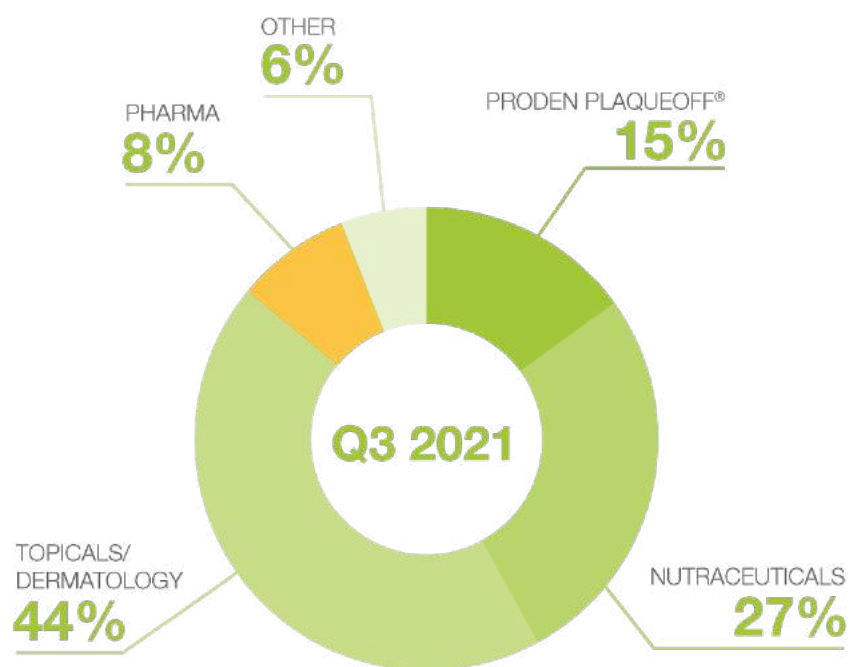
Financials – Proforma Swedencare TTM Oct 2020 – September 2021

	Swedencare	Proforma - inc. acquisitions last 12 months	Vetio	Eliminations	Consolidated
Sales	616	86	271	-37	936
GM	362	37	137		536
GM%	58,8%	43%	51%		57%
EBITDA	158	6	66		229
EBITDA%	26%	6%	24%		24%

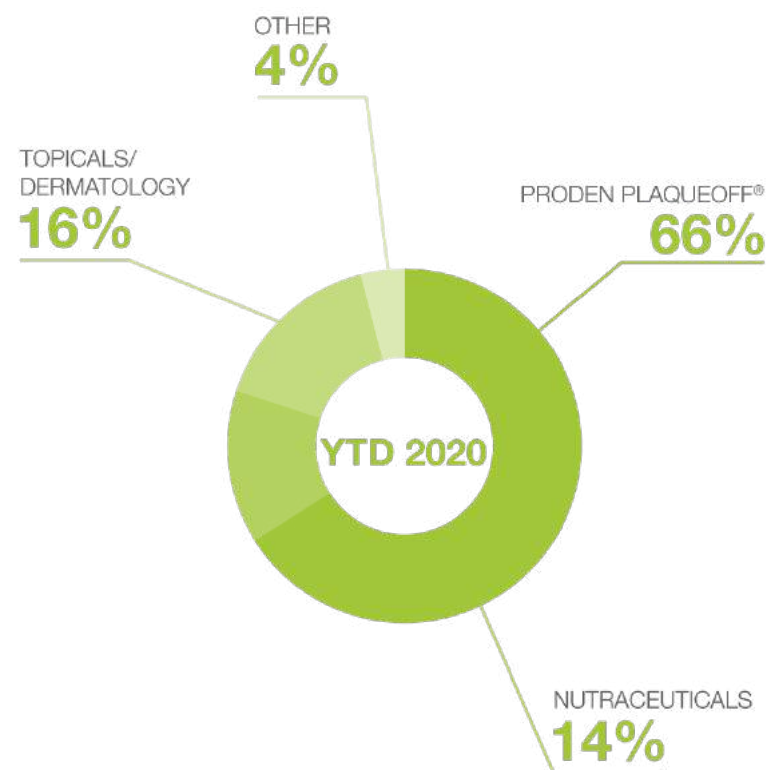
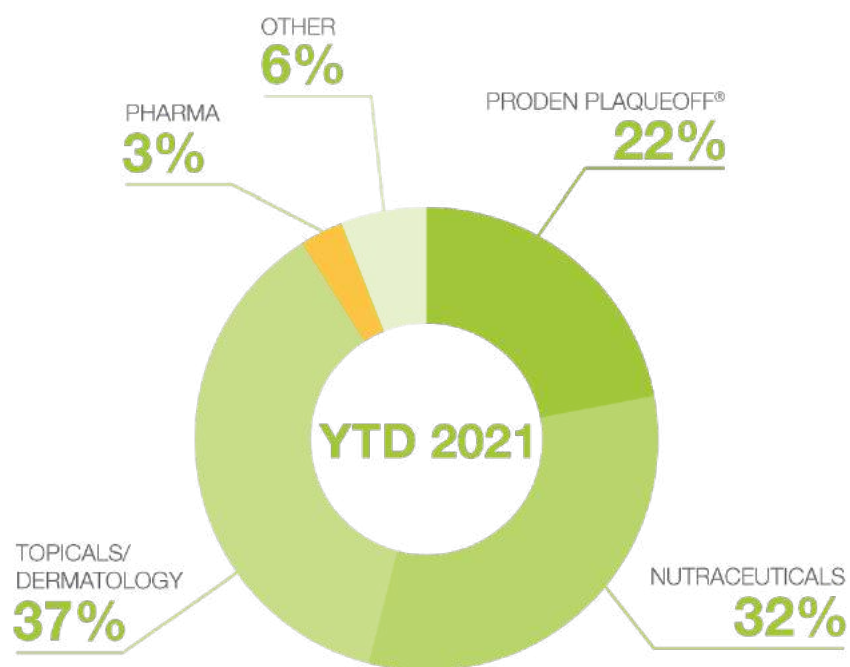
Sales per region Q3



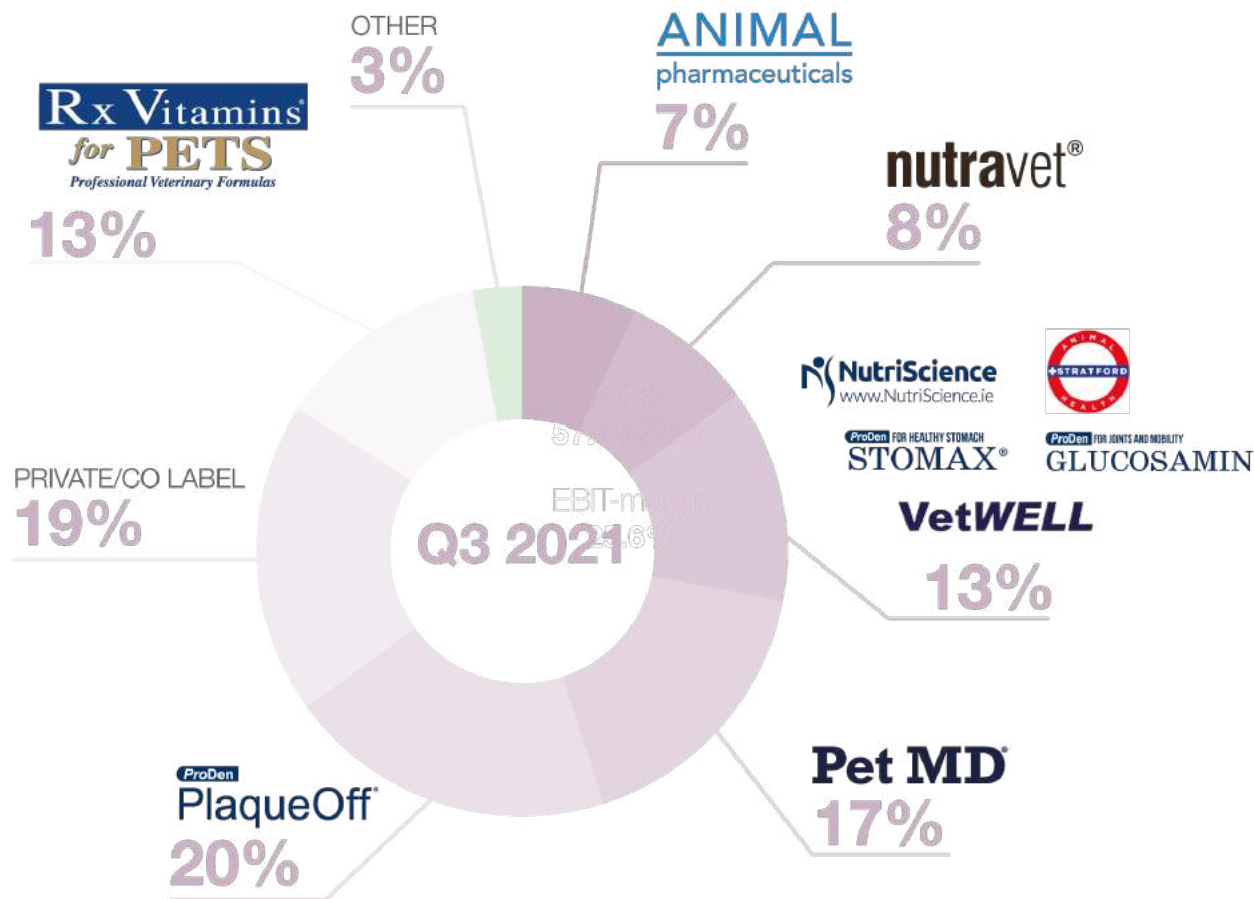
Sales per product category Q3



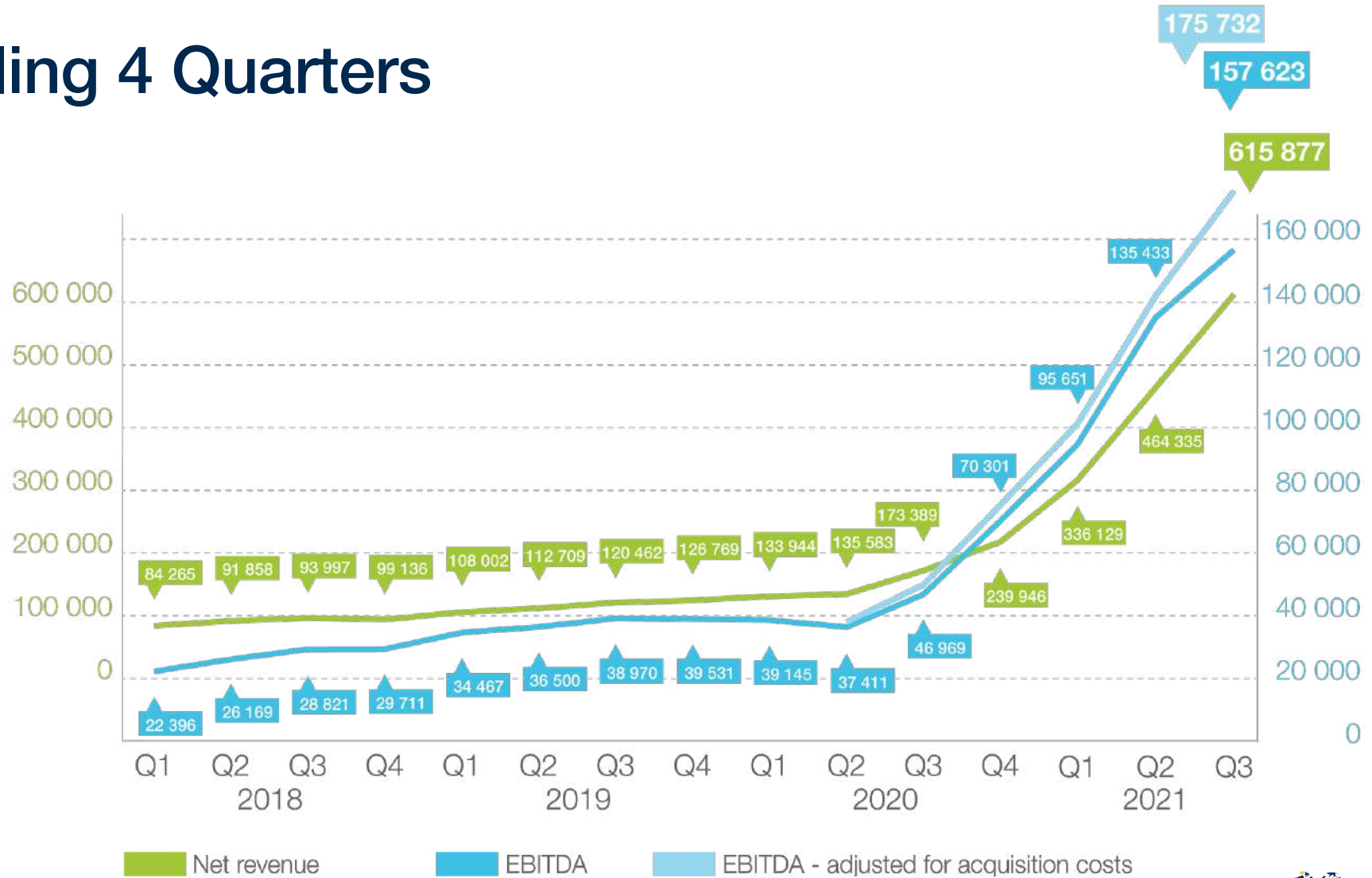
Sales per product category YTD



Sales per brand Q3



Rolling 4 Quarters



Acquisition of FAV Oct 1st 2021

- A direct to consumer logistics company for the pet sector
- Drop-shipment for Amazon, Chewy, Target, Tractor Supply and more
- Swift listing process for new products on above platforms
- Access to Amazon Canada and Mexico
- Will enable us to make bundle offerings of different group products on platforms
- Will move into our fulfillment center in Florida (Stratford, Pet MD brands, Animal Pharm)



Priorities 2021/2022

Integration of acquired companies

Increased Marketing

Brand and Product development

Distribution of full product range

M&A opportunities

Board and management will review the financial target under H2 2021

Q&A

1. Introduce equity research has listed that one of the biggest risks for Swedencare is that the patent for PlaqueOff formula runs out in 2021 in the most markets. How do you see this risk playing out and what are you doing to minimize the impact of the patent running out?
2. Vetio contributed with sales of c. 60m in the quarter. If we adjust for the covid outbreak clouding visibility, how would you describe the seasonality in this company by quarter now and when the Florida facility is up and running?
3. You've seen several delays in orders now in Q3 to Q4 due to the covid outbreak, exhibition delay and supply chain issues. If you add all of these factors together, what would you say would be the total sales that has been moved to Q4?



Q&A

4. Is it possible to quantify the sales you had during the quarter that has been pure cross-selling between your different acquired companies?
5. Your D&A increased to 7.3m in the quarter mainly due to Vetio. Is it possible to say anything about what you expect in terms of Capex & D&A going forward for the group?



Live Chat starts in 5 min

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See you soon!

