

**vimian™**

**Q1**

Interim report  
January - March

**/ 20  
23**

# Interim report January - March 2023

Positive start to the year

## 30%

Total revenue growth

## 13%

Organic revenue growth

## 27%

Adj. EBITA growth

## 29.6%

Adjusted EBITA margin

### Financial calendar

**17 August 2023** Interim report for the second quarter 2023

**2 June 2023** Annual General Meeting

**8 November 2023** Interim report for the third quarter 2023

**15 February 2024** Year-end report 2023

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### First quarter

- Revenue increased 30 per cent to EUR 88.1m (67.9)
- Organic growth 13 per cent, companion animal business 16 per cent (excl. Diagnostics)
- Operating profit (EBIT) increased by 66 per cent to EUR 18.5m (11.2),
- Adjusting for items affecting comparability EUR -2.6m (-4.7) and PPA related amortisation, adjusted EBITA increased by 27 per cent to EUR 26.1m (20.5) at a margin of 29.6 per cent (30.2)
- Profit for the quarter totalled EUR 5.5m (5.5)
- Earnings per share before and after dilution EUR 0.01 (0.01)
- Adjusted earnings per share before and after dilution EUR 0.02 (0.03)
- Cash flow from operating activities EUR 1.1m (11.1), net cash flow EUR 3.4m (44.2)

### Last twelve months pro-forma (April 2022 to March 2023)

- Pro-forma revenue, including all acquisitions closed between 1 April 2022 and 31 March 2023, as if Vimian had owned them for the full period, EUR 320.6m (reported 301.5m)
- Pro-forma adjusted EBITA EUR 84.1m (reported 79.0m) at 26.2 per cent margin (reported 26.1)

### Significant events during the first quarter

- On 10 January, 6,019,086 C-shares were converted into ordinary shares. Pursuant to agreements entered between Vimian and certain shareholders in connection with the rollover conducted in connection with the listing in 2021, the C-shares will vest over a three-year period.
- On 22 March, Vimian signed an agreement to acquire Vettr, a veterinary services platform in Australia. The acquisition was consolidated on 3 April 2023.
- On 24 March, Vimian held an Extraordinary General Meeting resolving to carry out an issue of not more than 15,502,391 new ordinary shares to partly finance the acquisition of Viking Blues Pty Ltd (the non-regulated part of Bova in Australia).

### Financial key ratios

EURm, unless stated otherwise	Q1	Q1	Δ%	LTM	Full-year
	2023	2022		22/23	2022
Revenue	88.1	67.9	30%	301.5	281.3
Organic revenue growth (%) <sup>1</sup>	13%	7%	5 pp	na	4%
Operating profit (EBIT)	18.5	11.2	66%	46.7	39.4
Adjusted EBITA <sup>1</sup>	26.1	20.5	27%	79.0	73.4
Adjusted EBITA margin (%) <sup>1</sup>	29.6%	30.2%	-0.6 pp	26.2%	26.1%
Profit for the period	5.5	5.5	0%	-7.2	-7.2
Items affecting comparability <sup>2</sup>	-2.6	-4.7	-44%	-13.2	-15.3
Earnings per share before dilution (EUR)	0.01	0.01	-11%	0.01	-0.02
Earnings per share after dilution (EUR)	0.01	0.01	-11%	0.01	-0.02
Cash flow from operating activities	1.1	11.1	-90%	15.3	25.3
Net debt/Adjusted LTM EBITDA, Proforma (x) <sup>1</sup>	na	na	-	3.1x	3.0x

<sup>1</sup> Refer to Note 9 and the section on Alternative performance measures for more information.

<sup>2</sup> Refer to Note 3 and the section on Items affecting comparability for more information.



# Message from our CEO

## Positive start to the year



We continued to see solid demand from veterinary clinics for innovative products and services

*I am pleased to report that Vimian had a positive start to the year with strong growth and profitability. We continued to see solid demand from veterinary clinics for our innovative products and services, as pet owners seek better and more advanced care for their loved ones.*

Our efforts to accelerate organic growth proved successful and we delivered 13 per cent organic growth in the quarter. Excluding Diagnostics, our companion animal business grew 16 per cent, with average price increases of five per cent. The adjusted EBITA margin improved compared to the fourth quarter to 29.6 per cent supported by an extended annual ordering programme in MedTech. Net cash flow in the quarter is impacted by the build-up of receivables related to the programme as customers pay in monthly instalments over the year.

We continued to integrate acquired companies and closed three strategically important add-ons. I am pleased to conclude that we reached pro-forma revenues of EUR 320.6 million and adjusted EBITA of EUR 84.1 million for the twelve months ending 31 March 2023.

### **All segments off to a good start**

In Specialty Pharma, we delivered solid organic growth led by Specialty Nutrition and Specialty Pharmaceuticals. We launched 25 new products, launched our new allergy test PAX in the US and Europe, and hosted our annual virtual Education Week with 2,000 veterinarians. We established direct sales for our dermatology and specialty care brands in France and Belgium, preparing for Spain in the third quarter. In March, we acquired the non-regulated part of Bova in Australia continuing to build a global leader in customized specialty pharmaceuticals.

In MedTech, we closed a successful annual ordering programme. Our customers purchase their annual need of orthopedic products in one order, improving efficiency and reducing shipments. This frees up time for our sales force to focus on new customers over the next quarters.

Veterinary Services has seen a strong start to the year with double digit growth in most markets and solid improvement in profitability. New member

growth was strong, and we reached 5,300 members. In March, we welcomed Vetrtr to complement our services offering in Australia.

In Diagnostics, the core veterinary business continues to grow, and our cost program is starting to generate positive impact. We have launched a new, key innovation platform, Ovacyte, in the equine market in France and DACH. This AI-enabled parasite detection platform has received positive feedback from customers, and we are currently planning for its global launch.

### **Advancing the ESG agenda**

We are progressing our ESG agenda hosting our first "Month of Ethics" in February with all-employee trainings. We integrated a new set of ESG criteria in our commercial due diligence process and published our ESG report in May, including our Scope 1 & 2 emissions of 1,793 tCO<sub>2</sub>e for 2022, well below peer average. We are setting reduction targets and plans and will be including Scope 3 emissions in the next phase. On the people agenda, we are launching our first Group-wide employee survey in May. We are proud to have 45% female leaders, and we have improved diversity in executive management during the year.

The global economy remains under pressure, and we continue to monitor demand closely. The expanded annual ordering program pulled-forward MedTech sales from the second and third quarter.

In April, the US patent dispute was settled, and our US team can now maintain full focus on customers and business operations. We have initiated the process to retrieve compensation under the indemnification protection and will update the market once conclusive.

Overall, we are pleased to deliver a strong start to the year in a challenging environment, and we look forward to continuing supporting our customers with new innovative products and services.

Stockholm, May 2023

Dr. Fredrik Ullman  
CEO of Vimian Group AB (publ)



# Group performance

## First quarter 2023

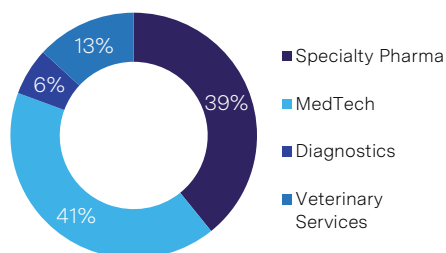


Strong organic growth and profitability in the first quarter

### Revenue

Revenue increased to EUR 88.1m (67.9). Organic revenue growth was 13 per cent, primarily driven by MedTech 24 per cent boosted by the AOP programme and pull-forward of sales. Solid growth in Veterinary Services 16 per cent and Specialty Pharma 9 per cent, partly offset by an 18 per cent decline in Diagnostics, still held back by phase out of Covid-sales. Acquisitions contributed to a growth of 16 per cent and a positive impact from currency movements of 2 per cent.

### Revenue per segment, Q1 2023



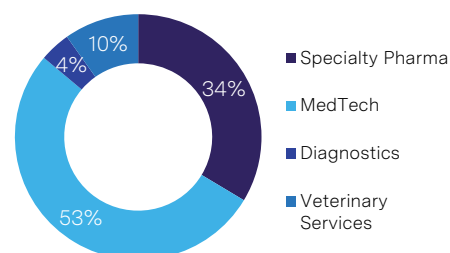
### Operating profit

Operating profit amounted to EUR 18.5m (11.2), corresponding to a margin of 21.0 per cent (16.4). Operating profit included items affecting comparability of EUR -2.6m (-4.7). For information on items affecting comparability, refer to Note 3.

### Adjusted EBITA

Adjusted EBITA increased by 27 per cent to EUR 26.1m (20.5) at a margin of 29.6 per cent (30.2). Profitability in the first quarter is supported by the annual ordering programme in MedTech with 40 per cent adjusted EBITA margin in the segment. Sequential margin improvement in Veterinary Services and Diagnostics.

### Adjusted EBITA per segment, Q1 2023<sup>1</sup>



<sup>1</sup> Adjusted EBITA before central costs.

### Financial items

Net financial items amounted to EUR -8.5m (-2.2). This consists of three main parts: financing costs of EUR -3.0m (average interest 4.8 per cent), adjusted contingent considerations including discounting impacts of EUR -3.1m and a negative exchange-rate impact of EUR -2.4m. During the quarter, future earn-outs to Global One, Bova and Best Paw have been re-valued at higher levels following strong performance from the companies.

### Tax

The tax expense for the quarter amounted to EUR -3.6m (-3.4).

### Profit for the quarter

Profit amounted to EUR 5.5m (5.5). Earnings per share before dilution amounted to EUR 0.01 (0.01). Earnings per share after dilution amounted to EUR 0.01 (0.01). Adjusted for items affecting comparability of EUR -2.6m (-4.7) adjusted earnings per share amounted to 0.02 (0.03).

### Capital expenditure

Capital expenditure amounted to EUR 0.7m (0.9) primarily related to investments in new allergy test development in Specialty Pharma and the completion of the North American offices including warehousing for the MedTech segment.

**Cash flow**

Cash flow from operating activities amounted to EUR 1.1m (11.1), with negative impact from change in working capital. Higher account receivables driven by the AOP programme in MedTech. Cash flow from investing activities of EUR -17.2m (-80.9), primarily related to M&A with three add-on acquisitions closed during Q1 2023.

**Net working capital**

Net working capital amounted to EUR 72.9m (43.7) at the end of March, up from EUR 59.7m at the end of December. Inventory increased by EUR 3m, receivables increased by EUR 20m driven by the annual ordering programme where customers purchase their estimated full year demand of orthopedic products, paying in monthly instalments.

**Net debt and cash and cash equivalents**

At the end of the period, net debt amounted to EUR 292.8m, versus EUR 257.5m per 31 December 2022. Cash and cash equivalents amounted to EUR 45.9m at the end of the period.

On 4 April 2023, Vimian's subsidiary Veterinary Orthopedic Implants LLC ("VOI") reached a

settlement agreement with DePuy Synthes Products, Inc. and DePuy Synthes Sales, Inc. resolving the patent dispute between the parties. Under the terms of the agreement, the defendants are obliged to make a single payment of USD 70 million, payable in the second quarter of 2023. Per the end of 2022, Vimian has booked an "other current liability" of USD 70 million and a claim of USD 56 million (USD 70 million minus USD 20 million withheld at acquisition plus USD 6 million of legal costs) towards the sellers of VOI as a "current receivable". This has no impact on net debt. Vimian's view is that through the purchase agreement for the acquisition of VOI, Vimian has contractual indemnification protection for the amount of the settlement and all legal costs to date.

Per the 31 March, net debt in relation to pro-forma adjusted EBITDA over the past 12-month period was 3.1x, compared to 3.0x per 31 December 2022.

**Reports**

Vimian's financial reports and presentations are published on our website [www.vimian.com](http://www.vimian.com).

# Segment performance

First quarter 2023

Vimian operates through four reporting segments: Specialty Pharma, MedTech, Veterinary Services and Diagnostics

## 15%

Revenue growth

## 9%

Organic revenue growth

## 3%

Adjusted EBITA growth

## 27.1%

Adjusted EBITA margin

## Segment – Specialty Pharma

Amounts in EUR 000's	Q1	Q1	Δ	LTM	Full-year
	2023	2022		22/23	2022
Revenue	34 522	29 965	15%	128 815	124 258
EBITA	7 918	6 669	19%	27 329	26 080
Adjusted EBITA	9 345	9 100	3%	35 538	35 293
Adjusted EBITA margin (%)	27.1%	30.4%	-3.3 pp	27.6%	28.4%

### Revenue

Total revenue in the first quarter grew 15 per cent to EUR 34.5 million (30). Solid organic revenue growth of 9 per cent, contribution from acquisitions 5 per cent and positive impact from currency movements 1 per cent.

Organic growth accelerated to 9 per cent driven by strong growth in Specialised Nutrition with the US growing 15 per cent and above 40 per cent growth in Specialty Pharmaceuticals. Solid growth in Dermatology & Specialty Care led by the ICF brand benefitting from evidence-based formulations.

As expected, allergy test sales declined as volumes are transferred to the new allergy test (PAX) with better precision. The US and European launch of the canine version of the allergy test has been well received by key opinion leaders, veterinarians and reference labs. The feline and equine tests will be launched during the second half of 2023. Allergy treatment sales continued to see solid growth.

Geographically, the strongest growth is seen in the US and Benelux, lowered by the UK. Italy (15 per cent of segment sales) returned to growth in the quarter after a challenging 2022.

In the development of new allergy vaccines, first phase of studies on laboratory dogs has been completed and the first client owned dog studies are planned for the second half of 2023.

### Adjusted EBITA

Adjusted EBITA increased to EUR 9.3 million (9.1) at a margin of 27.1 per cent (30.4). During the first quarter the segment has made significant investments in completion and commercial launch

of the new allergy test PAX – shifting volumes from legacy tests, educating veterinarians, and pushing a broad marketing campaign. Investment has been made into establishing direct distribution of dermatology and specialty care products in France and Belgium, now done internally.

### Acquisitions

The acquisition of Viking Blues Pty Ltd. (the non-regulated part of Bova in Australia) with EUR 10m revenue and around 40% EBITDA margin (announced in the second quarter 2022) was completed on 27 March. This is a milestone in Vimian's ambition to create a leading global position in customized specialty pharmaceuticals and establish a research and innovation hub for the Group.

Several milestones in the integration of acquired companies reached during the quarter including:

- Nextmune UK Labs (formerly Avacta) now fully integrated into Nextmune UK, performing all tests for UK market. Following Brexit, domestic testing is more efficient.
- Nextmune Scandinavia Logistics (formerly Axaeco) now perform logistics for Nextmune Scandinavia. Warehousing to be centralised in Q2.
- Nextmune France (formerly LDCA) now sells the Nextmune portfolio in France, having shifted from distributor to direct sales.
- Cross-fertilisation of leads and congress co-attendance between Nextmune Scandinavia and Specialty Pharmaceuticals in Scandinavia (as part of European expansion for Specialty Pharmaceuticals)

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# 43%

Revenue growth

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# 24%

Organic revenue growth

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# 51%

Adjusted EBITA growth

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# 40.0%

Adjusted EBITA margin

## Segment – MedTech

Amounts in EUR 000's	Q1	Q1	Δ	LTM	Full-year
	2023	2022		22/23	2022
Revenue	36,495	25,562	43%	112,373	101,440
EBITA	14,238	8,711	63%	35,922	30,395
Adjusted EBITA	14,608	9,687	51%	35,516	30,594
Adjusted EBITA margin (%)	40.0%	37.9%	2.1 pp	31.6%	30.2%

### Revenue

Total revenue in the first quarter grew 43 per cent to EUR 36.5 million (25.6). Strong organic revenue growth of 24 per cent, contribution from acquisitions 15 per cent and positive impact from currency movements of 3 per cent.

Strong organic growth of 24 per cent reflects successful completion of the expanded annual ordering programme (AOP) with high rate of new and returning customers. The programme now contains the full Movora brand portfolio and grew by over 20 per cent reaching approximately EUR 10m in the first quarter. The AOP results in a pull forward of sales from the second and third quarters. AOP customers receives their estimated full year demand of orthopedic products in one shipment, saving time and transportation costs, and pay in monthly instalments.

From a regional perspective, the US operations remain resilient delivering strong growth. A slower start to the year in Europe and in Australia and

New Zealand during January and February summer holiday months, re-accelerating in March.

### Adjusted EBITA

Adjusted EBITA grew 51 per cent to EUR 14.6 million (9.7) at a margin of 40 per cent (37.9). Normal seasonality for the MedTech segment with high margin in the first quarter normalising during the year. Rolling twelve months margin at 31.6 per end of March benefits from the pull in of high margin sales from the second and third quarter. During 2022 the segment has strengthened the team, added key management positions, and built the sales force in Europe.

### Acquisitions

No new acquisitions were completed during the first quarter. Following six acquisitions during 2021 and 2022 establishing local presence in key markets, strengthening the product portfolio – work to optimise the supply chain has been initiated; rationalise inventory locations, SKU's, distribution, and further digitalising the supply chain and cooperation across the Group.

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# 102%

Revenue growth

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# 16%

Organic revenue growth

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# 167%

Adjusted EBITA growth

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# 23.6%

Adjusted EBITA margin

## Segment – Veterinary Services

Amounts in EUR 000's	Q1	Q1	Δ	LTM	Full-year
	2023	2022		22/23	2022
Revenue	11,573	5,735	102%	39,441	33,603
EBITA	2,628	272	867%	6,284	3,928
Adjusted EBITA	2,729	1,022	167%	9,069	7,362
Adjusted EBITA margin (%)	23.6%	17.8%	5.8 pp	23.0%	21.9%

### Revenue

Total revenue for the first quarter grew 102 per cent to EUR 11.6 million (5.7). Strong organic revenue growth of 16 per cent, contribution from acquisitions 89 per cent and negative impact from currency movements -3 per cent.

Solid member growth with over 400 new members in the quarter, reaching 5,300 members. Continued strong conversion of membership upgrades with 16 per cent of members now in the pro tier.

The largest revenue stream comes from supplier contracts based on member clinics' total purchasing, benefitting from new and renegotiated agreements.

Double digit growth across most markets with the largest contribution from France, Spain, and Sweden.

Co-owned clinics now account for almost 40 per cent of segment revenue. The clinics delivered 8 per cent organic growth with a 3 per cent improvement in adjusted EBITA margin driven by primarily initiatives in pricing, staffing management and better procurement terms as part of Vimian.

### Adjusted EBITA

Adjusted EBITA grew 167 per cent to EUR 2.7 million (1.0) at a margin of 23.6 per cent (17.8). Sequential margin improvement as revenue growth accelerates on the back of a solid year of member recruitment, price increases and re-negotiated supplier agreements.

Recently acquired companies Vertical Vet and heiland.com contributed positively to profitability in the first quarter.

### Acquisitions

During the first quarter Veterinary Services acquired one veterinary clinic in Sweden and signed an agreement to acquire Vetr, a member services platform for veterinary clinics in Australia, which was consolidated from 3 April.

Vetr complements VetFamily's Australian services platform Independent Vets of Australia (IVA), acquired in July 2021, establishing VetFamily as a leading service provider to independent veterinary clinics across Australia. The CEO David Butchart will continue to lead the company as part of VetFamily and Vimian Group.



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# -18%

Revenue decline

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# -18%

Organic revenue decline

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# -41%

Adjusted EBITA decline

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# 20.4%

Adjusted EBITA margin

## Segment – Diagnostics

Amounts in EUR 000's	Q1	Q1	Δ	LTM	Full-year
	2023	2022		22/23	2022
Revenue	5,495	6,680	-18%	20,822	22,008
EBITA	956	1,828	-48%	2,118	2,990
Adjusted EBITA	1,122	1,916	-41%	3,561	4,356
Adjusted EBITA margin (%)	20.4%	28.7%	-8.3 pp	17.1%	19.8%

### Revenue

Revenue declined by 18 per cent to EUR 5.5m (6.7). Organic decline 18 per cent benefit from currency movements 0.5 per cent and no impact from acquisitions.

Organic decline of -18 per cent reflects the phase-out of Covid related sales which accounted for around 20 per cent of sales in the first quarter 2022. Core veterinary diagnostics sales delivered organic growth of around 6 per cent, the third consecutive quarter of growth.

Highest growth seen in APAC offsetting a more moderate development in Europe and North America.

A new diagnostics platform, Ovacyte, was launched in the equine market in France and DACH during the first quarter. Ovacyte is an AI-enabled parasite detection platform launched in partnership with a technology company.

### Adjusted EBITA

Adjusted EBITA amounted to EUR 1.1m (1.9) at a margin of 20.4 per cent (28.7).

Sequential improvement in profitability, up from 15 per cent in the fourth quarter. The segment is progressing on its cost program with production being transferred from Uppsala to Leipzig to be completed by the fourth quarter. In total the savings programme is forecasted to deliver up to EUR 1m run-rate savings by the end of 2023 of which parts will be reinvested into new growth initiatives.

### Central Costs

Central costs in the first quarter amounted to EUR -1.7m (-1.2). The increase compared to the average run-rate of EUR 1m per quarter during 2022 reflects the full impact of the build-up of central functions and systems in finance, IT ESG and legal. There is also a EUR 0.3m one-time impact of reversal of capitalised fees related to the share issue in September 2022.

### Seasonal effects

Vimian assesses that its revenues and EBITA to a limited degree are affected by seasonality. The four

segments have varying, but limited, seasonality patterns. The strongest seasonality effect can be seen in MedTech, where the first quarter is typically the strongest quarter due to the AOP programme.

### Risks and uncertainties

Vimian Group's and the parent company's business risks and risk management, as well as the management of financial risks, are described on pages 58-61 in the 2022 Annual Report published at [www.vimian.com](http://www.vimian.com).

### Ownership structure 31 March 2023

Name	Capital	Votes
Fidelio Capital	53.2%	55.3%
PRG Investment Holdings	5.0%	3.7%
Handelsbanken Fonder	4.6%	4.7%
Finn Pharmaceuticals Trust	3.4%	3.5%
AMF Pension & Fonder	3.0%	3.1%
Didner & Gerge Fonder	2.6%	2.7%
Danica Pension	2.5%	2.6%
SEB Fonder	2.3%	2.4%
Investering & Tryghed A/S	1.6%	1.7%
Spiltan Fonder	1.5%	1.5%
<b>Total 10</b>	<b>79.8%</b>	<b>81.4%</b>
Others	20.2%	18.6%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

### **Declaration of the Board of Directors and Chief Executive Officer**

The Board of Directors and Chief Executive Officer declare that the interim report provides a true and fair view of the development of the Group's and parent company's business, its financial position and results, and describes significant risks and uncertainties faced by the parent company and the companies included in the Group.

Stockholm, 4 May 2023

**Gabriel Fitzgerald**  
Chairman

**Frida Westerberg**

**Martin Erleman**

**Mikael Dolsten**

**Petra Rumpf**

**Theodor Bonnier**

**Fredrik Ullman**  
CEO

Prior to publication this information constituted inside information that Vimian Group AB is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the above contact persons, at 07:45 am CEST on 4 May 2023.

Webcast conference call on 4 May 2023: In connection with the interim report, Vimian will hold a webcast conference call in English at 09:00 am CEST. Vimian will be represented by CEO Fredrik Ullman and CFO Carl-Johan Zetterberg Boudrie, who will present the interim report and answer questions. Information regarding telephone numbers is available at [www.vimian.com/investors](http://www.vimian.com/investors). The presentation will be available at [www.vimian.com/investors](http://www.vimian.com/investors) after publication of the interim report. The webcast will be available at the same address after the live broadcast.

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS

kEUR	Note	Q1 2023	Q1 2022	Full-year 2022
Revenue from contracts with customers	3, 4	88,084	67,941	281,308
<b>Revenue</b>		<b>88,084</b>	<b>67,941</b>	<b>281,308</b>
Other operating income		738	1,274	6,511
Raw material and merchandise		-27,202	-21,501	-87,315
Other external expenses		-15,533	-13,750	-56,927
Personnel expenses		-20,052	-14,539	-71,012
Depreciation and amortisation		-7,068	-6,230	-27,226
Other operating expenses		-443	-2,041	-5,978
<b>Operating profit</b>		<b>18,524</b>	<b>11,154</b>	<b>39,361</b>
Net financial items		-8,505	-2,233	-38,345
Share of profit of an associate		-935	-10	-92
<b>Profit before tax</b>		<b>9,085</b>	<b>8,911</b>	<b>924</b>
Income tax expense		-3,601	-3,445	-8,122
<b>Profit for the period</b>		<b>5,484</b>	<b>5,465</b>	<b>-7,198</b>
<b>Profit for the period attributable to:</b>				
Equity holders of the parent		5,405	5,424	-6,742
Non-controlling interests		79	42	-456
Earnings per share, before and after dilution (EUR)		0.01	0.01	-0.02
Average number of shares, before and after dilution (Thousands)		442,500	389,395	403,114

kEUR	Note	Q1 2023	Q1 2022	Full-year 2022
<b>Profit for the period</b>		<b>5,484</b>	<b>5,465</b>	<b>-7,198</b>
<b>Other comprehensive income</b>				
Items that may be reclassified to profit or loss:				
Exchange differences on translation of foreign operations		5,177	-2,534	-6,929
Items that will not be reclassified to profit or loss:				
Remeasurement of defined benefit plans		150	68	87
<b>Other comprehensive income for the period, net of tax</b>		<b>5,327</b>	<b>-2,466</b>	<b>-6,842</b>
<b>Total comprehensive income for the period, net of tax</b>		<b>10,811</b>	<b>2,999</b>	<b>-14,040</b>
<b>Total comprehensive income attributable to:</b>				
Equity holders of the parent		10,707	2,957	-13,609
Non-controlling interests		104	42	-430

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

kEUR	Note	31 Mar 2023	31 Mar 2022	31 Dec 2022
<b>Non-current assets</b>				
Goodwill		502,432	391,213	464,374
Intangible assets		221,664	182,663	203,992
Property, plant and equipment		22,535	18,847	21,518
Right-of-use assets		14,269	10,765	13,328
Investment in associates		9,807	1,198	7,578
Non-current financial assets		3,214	1,749	4,103
Deferred tax assets		1,833	1,607	1,976
<b>Total non-current assets</b>		<b>775,753</b>	<b>608,043</b>	<b>716,867</b>
<b>Current assets</b>				
Inventories		64,525	39,486	61,200
Trade receivables		60,193	43,328	41,168
Current tax receivables		474	1,040	568
Other receivables		59,093	4,894	57,434
Prepaid expenses and accrued income		5,514	8,209	4,127
Cash and cash equivalents		45,879	99,737	42,194
<b>Total current assets</b>		<b>235,678</b>	<b>196,694</b>	<b>206,692</b>
<b>TOTAL ASSETS</b>		<b>1,011,432</b>	<b>804,737</b>	<b>923,559</b>
<b>Equity</b>				
Share capital		74	64	72
Other contributed capital		466,391	294,984	432,985
Reserves		-8,247	-60	-4,460
Retained earnings including this period's profit		58,621	65,382	53,216
<b>Total equity attributable to equity holders of the parent</b>		<b>516,839</b>	<b>360,370</b>	<b>481,813</b>
Non-controlling interests		-318	1,268	-316
<b>Total equity</b>		<b>516,521</b>	<b>361,638</b>	<b>481,497</b>
<b>Non-current liabilities</b>				
Liabilities to credit institutions		223,633	286,596	207,112
Lease liabilities		10,637	8,476	9,029
Deferred tax liabilities		29,282	23,640	24,406
Other non-current liabilities	5	52,785	43,152	35,229
Non-current provisions		160	98	30
<b>Total non-current liabilities</b>		<b>316,497</b>	<b>361,961</b>	<b>275,806</b>
<b>Current liabilities</b>				
Liabilities to credit institutions		-	14	-
Lease liabilities		4,106	2,621	4,816
Trade payables		24,706	20,163	18,328
Current tax liabilities		9,013	8,324	8,179
Other current liabilities	5	120,677	31,533	113,576
Accrued expenses and prepaid income		19,913	18,481	21,358
<b>Total current liabilities</b>		<b>178,414</b>	<b>81,137</b>	<b>166,256</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1,011,432</b>	<b>804,737</b>	<b>923,559</b>

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

kEUR	Equity attributable to equity holders of the parent							Total equity
	Share capital	Other contributed capital	Translation reserve	Retained earnings including this period's profit	Total equity attributable to equity holders of the parent	Non-controlling interests		
<b>Opening balance 1 January 2022</b>	64	294,984	2,407	59,959	357,414	1,226	358,640	
Profit for the period	-	-	-	5,424	5,424	42	5,466	
Other comprehensive income	-	-	-2,467	-	-2,466	-	-2,466	
<b>Total comprehensive income</b>	64	294,984	-60	65,383	360,372	1,267	361,640	
<b>Transactions with owners</b>								
<b>Total</b>	-	-	-	-	-	-	-	
<b>Closing balance 31 March 2022</b>	64	294,984	-60	65,383	360,372	1,267	361,640	
<b>Opening balance 1 January 2023</b>	72	432,985	-4,461	53,216	481,812	-315	481,497	
Profit for the period	-	-	-	5,405	5,405	79	5,484	
Other comprehensive income	-	-	-3,786	-	-3,786	25	-3,760	
<b>Total comprehensive income</b>	-	-	-3,786	5,405	1,619	104	1,723	
<b>Transactions with owners</b>								
Share issue	2	33,405	-	-	33,408	-	33,408	
Transactions with non-controlling interests	-	-	-	-	-	-107	-107	
<b>Total</b>	2	33,405	-	-	33,408	-107	33,300	
<b>Closing balance 31 March 2023</b>	74	466,391	-8,246	58,621	516,839	-318	516,521	

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

kEUR	Q1 2023	Q1 2022	Full-year 2022
<b>Operating activities</b>			
Operating profit	18,524	11,154	39,361
Adjustments for non-cash items	8,336	7,939	30,702
Interest received	31	-	21
Interest paid	-2,929	-878	-10,389
Paid income tax	-2,673	-2,495	-7,677
<b>Cash flow from operating activities before change in working capital</b>	<b>21,289</b>	<b>15,720</b>	<b>52,017</b>
Change in inventories	-2,765	-2,357	-19,817
Change in operating receivables	-20,153	-11,594	-3,758
Change in operating liabilities	2,711	9,331	-3,130
<b>Cash flow from operating activities</b>	<b>1,082</b>	<b>11,101</b>	<b>25,313</b>
<b>Investing activities</b>			
Acquisition of a subsidiary, net of cash acquired	-14,122	-77,346	-171,261
Investments in associates	0	-300	-6,964
Proceeds from sale of associates	-	-	-
Dividend from associates	-	-	-
Investments in intangible assets	-1,829	-1,356	-4,486
Investments in property, plant and equipment	-1,218	-1,879	-5,822
Proceeds from sale of property, plant and equipment	-	-	-
Investments in other financial assets	-	-	-
Proceeds from sale of financial assets	-	-	-
<b>Cash flow from investing activities</b>	<b>-17,169</b>	<b>-80,881</b>	<b>-188,533</b>
<b>Financing activities</b>			
New share issue	-	-	137,969
Warrant program	-	-	1,658
Shareholder contributions	-	-	-
Transaction costs	-	-573	-1,619
Transaction costs arrangement fees	-	-	-
Proceeds from borrowings	20,201	115,338	150,549
Repayment of borrowings	-	-	-133,160
Payment of lease liabilities	-710	-748	-5,168
Transactions with non-controlling interests	-	-	-
<b>Cash flow from financing activities</b>	<b>19,491</b>	<b>114,017</b>	<b>150,229</b>
<b>Cash flow for the period</b>	<b>3,404</b>	<b>44,237</b>	<b>-12,990</b>
Cash and cash equivalents at beginning of the period	42,194	55,114	55,114
Exchange-rate difference in cash and cash equivalents	281	386	70
<b>Cash and cash equivalents at end of the period</b>	<b>45,879</b>	<b>99,737</b>	<b>42,194</b>

# CONDENSED PARENT COMPANY INCOME STATEMENT AND BALANCE SHEET

KSEK	Q1 2023	Q1 2022	Full-year 2022
Revenue	6,953	1,994	26,031
Other operating income	213	5,983	12,242
<b>Total operating income</b>	<b>7,166</b>	<b>7,977</b>	<b>38,273</b>
Other external expenses	-19,055	-15,408	-51,282
Personnel expenses	-5,970	-3,048	-17,470
Depreciation and amortisation	-33	-33	-132
Other operating expenses	-83	-369	-423
<b>Operating profit</b>	<b>-17,975</b>	<b>-10,881</b>	<b>-31,033</b>
Group contributions	-	-	13,071
Net financial items	6,889	-2,193	-56,254
<b>Profit before tax</b>	<b>-11,086</b>	<b>-13,075</b>	<b>-74,207</b>
<b>Income tax expense</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Profit for the period</b>	<b>-11,086</b>	<b>-13,075</b>	<b>-74,207</b>

KSEK	31 Mar 2023	31 Mar 2022	31 Dec 2022
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	13,674	6,461	16,875
Property, plant and equipment	525	658	559
Shares in subsidiaries	6,169,308	6,161,177	6,169,308
Non-current group receivables	4,635,155	3,252,430	4,060,975
<b>Total non-current assets</b>	<b>10,818,663</b>	<b>9,420,726</b>	<b>10,247,717</b>
<b>Current assets</b>			
Group receivables	-	32,438	52,954
Other receivables	11,268	2,804	2,053
Prepaid expenses and accrued income	1,783	4,273	750
<b>Total current assets</b>	<b>13,051</b>	<b>39,516</b>	<b>55,757</b>
<b>TOTAL ASSETS</b>	<b>10,831,714</b>	<b>9,460,242</b>	<b>10,303,474</b>
<b>Equity</b>			
Share capital	761	649	736
Share premium	6,547,038	4,666,615	6,167,328
Retained earnings	1,768,013	1,842,220	1,825,345
Profit for the period	-11,087	-13,075	-74,207
<b>Total equity</b>	<b>8,304,726</b>	<b>6,496,409</b>	<b>7,936,077</b>
<b>Non-current liabilities</b>			
Liabilities to credit institutions	2,512,646	2,947,195	2,295,854
Group non-current liabilities	-	7,207	-
<b>Total non-current liabilities</b>	<b>2,512,646</b>	<b>2,954,402</b>	<b>2,295,854</b>
<b>Current liabilities</b>			
Group payables	6,207	-	3,786
Trade payables	2,869	2,204	61,267
Other current liabilities	1,419	681	1,215
Accrued expenses and prepaid income	3,847	6,545	5,275
<b>Total current liabilities</b>	<b>14,342</b>	<b>9,430</b>	<b>71,543</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>10,831,714</b>	<b>9,460,242</b>	<b>10,303,474</b>



# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## Note 1. Significant accounting policies

The interim condensed consolidated financial statements comprise of the Swedish parent company Vimian Group AB (publ), with corporate identity number 559234-8923, and its subsidiaries. The Group's primary operations are offering products and services in animal health for domestic pets and livestock around the world. The Group offers goods and services in Specialty Pharma, MedTech and Diagnostics as well as services and advice for veterinary professionals. The Parent Company is a limited liability company with its registered office in Stockholm, Sweden. The address of the head office is Riddargatan 19, 114 57 Stockholm.

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union (EU). The Group's interim report is prepared in accordance with IAS 34 Interim financial reporting and applicable parts of the Swedish Annual Accounts Act (1995:1554). The interim report of the parent company is prepared in accordance with the Swedish Annual Accounts Act chapter 9, Interim financial reporting and Recommendation RFR 2 Accounting for Legal Entities. The Group and Parent Company have applied the same accounting principles, basis of calculation, and assumptions as those applied in the Consolidated financial statements of Vimian Group AB as of and for the financial year ended 31 December 2022. For a complete description of the Group's and Parent Company's applied accounting principles, see note 1 of the Consolidated financial statements of Vimian Group AB as of and for the financial year ended 31 December 2022. Disclosures according to IAS 34 are presented in the financial statements as well as corresponding notes on page 22-38, which are an integrated part of the interim condensed consolidated financial statements. All amounts are presented in thousands of Euro ("kEUR"), unless otherwise indicated.

## Note 2. Key estimates and assumptions

In preparing the interim financial statements, corporate management and the Board of Directors must make certain assessments and assumptions that impact the carrying amount of asset and liability items and revenue and expense items, as well as other information provided. The actual outcome may then differ from these assessments if other conditions arise. The key estimates and assumptions correspond to the ones described in the Consolidated financial statements of Vimian Group AB as of and for the financial year ended 31 December 2022.

### Note 3. Operating segments

Jan-Mar 2023	Specialty			Veterinary Services	Total segments	Group		Group total
	Pharma	MedTech	Diagnostics			functions	Eliminations	
<b>Revenue</b>								
Revenue from external customers	34,522	36,495	5,495	11,573	88,084	-0	-	88,084
Revenue from internal customers	-30	-	-	121	91	-	-91	-
<b>Total revenue</b>	<b>34,491</b>	<b>36,495</b>	<b>5,495</b>	<b>11,694</b>	<b>88,175</b>	<b>-0</b>	<b>-91</b>	<b>88,084</b>
<b>Adjusted EBITA</b>								
Items affecting comparability	-1,427	-370	-166	-101	-2,065	-574	-	-2,638
<b>EBITA</b>	<b>7,918</b>	<b>14,238</b>	<b>956</b>	<b>2,628</b>	<b>25,740</b>	<b>-2,282</b>	<b>-</b>	<b>23,458</b>
Amortisation of acquisition-related intangible assets	-2,451	-1,504	-222	-756	-4,933	-	-	-4,933
Net financial items	-1,351	-14,263	569	-2,331	-17,376	8,871	-	-8,505
Share of profit of an associate and joint venture	-	-	-	-935	-935	-	-	-935
<b>Profit before tax</b>	<b>4,116</b>	<b>-1,529</b>	<b>1,303</b>	<b>-1,394</b>	<b>2,496</b>	<b>6,589</b>	<b>-</b>	<b>9,085</b>
<b>Specification of items affecting comparability</b>								
Acquisition-related costs <sup>1</sup>	931	36	-	22	990	-	-	990
Systems update	-	21	-	-	21	479	-	501
Restructuring costs	-	-	166	79	245	-	-	245
Inventory step-up	-	-	-	-	-	-	-	-
IPO and financing related costs	-	-	-	-	-	94	-	94
Other <sup>2</sup>	496	313	-	-	809	-	-	809
<b>Total items affecting comparability</b>	<b>1,427</b>	<b>370</b>	<b>166</b>	<b>101</b>	<b>2,065</b>	<b>574</b>	<b>-</b>	<b>2,638</b>
<b>Other disclosures</b>								
Investments	390	174	97	43	705	-	-	705
Total assets	511,087	294,425	51,495	156,413	1,013,419	7,544	-9,531	1,011,432
Total liabilities	94,019	129,824	9,986	39,986	273,815	218,189	-2,591	489,413

<sup>1</sup> In Specialty Pharma, EUR 931k of the acquisition-related costs are stay-on bonuses, reported as personnel costs in the period, to management of acquired companies.

<sup>2</sup> Main items in other are legal fees other than the VOI litigation as well as one off product approvals for new markets.

Jan-Mar 2022	Specialty			Veterinary	Total	Group		Group
	Pharma	MedTech	Diagnostics	Services	segments	functions	Eliminations	total
<b>Revenue</b>								
Revenue from external customers	29,965	25,562	6,680	5,735	67,941	-	-	67,941
Revenue from internal customers	-	-	-	127	127	161	-288	-
<b>Total revenue</b>	<b>29,965</b>	<b>25,562</b>	<b>6,680</b>	<b>5,862</b>	<b>68,068</b>	<b>161</b>	<b>-288</b>	<b>67,941</b>
<b>Adjusted EBITA</b>								
Adjusted EBITA	9,100	9,687	1,916	1,022	21,726	-1,222	-	20,504
Items affecting comparability	-2,432	-976	-89	-750	-4,246	-502	-	-4,749
<b>EBITA</b>	<b>6,669</b>	<b>8,711</b>	<b>1,828</b>	<b>272</b>	<b>17,479</b>	<b>-1,724</b>	<b>-</b>	<b>15,755</b>
Amortisation of acquisition-related intangible assets	-2,859	-1,263	-140	-339	-4,601	-	-	-4,601
Net financial items	-1,801	-327	1,302	42	-784	-1,449	-	-2,233
Share of profit of an associate and joint venture	-	-	-	-10	-10	-	-	-10
<b>Profit before tax</b>	<b>2,009</b>	<b>7,121</b>	<b>2,989</b>	<b>-35</b>	<b>12,085</b>	<b>-3,174</b>	<b>-</b>	<b>8,911</b>
<b>Specification of items affecting comparability</b>								
Acquisition-related costs	2,432	335	57	737	3,561	55	-	3,616
Systems update	-	-	-	-	-	67	-	67
Restructuring costs	-	-	-	13	13	14	-	27
Inventory step-up	-	-	-	-	-	-	-	-
IPO and financing related costs	-	8	31	-	40	34	-	73
Other <sup>1</sup>	-	633	-	-	633	332	-	965
<b>Total items affecting comparability</b>	<b>2,432</b>	<b>976</b>	<b>89</b>	<b>750</b>	<b>4,246</b>	<b>502</b>	<b>-</b>	<b>4,749</b>
<b>Other disclosures</b>								
Investments	221	79	120	286	705	168	-	873
Total assets	437,210	187,623	47,299	108,853	780,985	23,842	-90	804,737
Total liabilities	75,824	47,720	14,866	14,037	152,447	290,741	-90	443,098

<sup>1</sup> Main items in Other are: MedTech legal fees in USA due to patent litigation.

**Note 4. Revenue from contracts with customers**

Jan-Mar 2023	Specialty Pharma	MedTech	Diagnostics	Veterinary Services	Group total
<b>Geographic region</b>					
Europe	19,059	6,218	3,201	9,521	37,999
North America	14,619	26,192	890	1,671	43,373
Rest of the World	844	4,085	1,403	381	6,713
<b>Revenue from contracts with customers</b>	<b>34,522</b>	<b>36,495</b>	<b>5,495</b>	<b>11,573</b>	<b>88,084</b>
Jan-Mar 2022	Specialty Pharma	MedTech	Diagnostics	Veterinary Services	Group total
<b>Geographic region</b>					
Europe	16,708	4,843	4,455	5,472	31,478
North America	12,806	18,332	1,196	-	32,333
Rest of the World	452	2,386	1,029	263	4,130
<b>Revenue from contracts with customers</b>	<b>29,965</b>	<b>25,562</b>	<b>6,680</b>	<b>5,735</b>	<b>67,941</b>

Revenue from external customers in Sweden amounted to EUR 3.8m (1.8) during Q1 2023.

## Note 5. Financial instruments

The carrying amount of the Group's financial instruments measured at fair value regards contingent considerations (see below). The carrying amount of other financial assets and liabilities is deemed to be a good approximation of the fair value.

### Contingent consideration

In some of the Group's business combinations, part of the purchase price has been in the form of contingent consideration. The contingent considerations depend on the future earnings or sales of the acquired companies. The contingent considerations will be settled in cash.

The contingent considerations are included in the following line items in the statement of financial position: other non-current liabilities 45,099 kEUR Q1 2023 (41,708 kEUR Q1 2022) and other current liabilities 47,515 kEUR Q1 2023 (6,342 kEUR Q1 2022). The contingent considerations are measured at fair value by discounting the expected cash flows by a risk adjusted discount rate. The contingent considerations are classified as level 3 in the fair value hierarchy.

Contingent consideration	Jan - Mar 2023	Jan - Mar 2022	Jan - Dec 2022
<b>Opening balance</b>	<b>74,591</b>	<b>24,700</b>	<b>24,700</b>
Business combinations	14,769	22,011	43,202
Paid out	-	-300	-17,981
Change in fair value recognised in P&L	4,026	1,452	26,020
Exchange differences on translation of foreign operations	-772	187	-1,351
<b>Closing balance</b>	<b>92,614</b>	<b>48,051</b>	<b>74,591</b>

## Note 6. Business combinations

The following acquisitions have been completed during the period January to March 2023:

Company	Deal type	% acquired	Based	Segment	Consolidation month	Annual sales	Good-will	Transaction costs
Axaeco Logistics AB	Share	100%	Sweden	Specialty Pharma	Jan	1.9	0.2	0.1
Viking Blues Pty Ltd	Share	100%	Australia	Specialty Pharma	Jan	10.0	36.8	0.8
Din Veterinär i Helsingborg Holding AB	Share	100%	Sweden	Veterinary Services	Feb	4.9	6.1	0.1

Preliminary purchase price allocations per operating segment during the period January-March 2023:

Acquired net assets on acquisition date based on preliminary PPA	Specialty			Veterinary	Group total
	Pharma	MedTech	Diagnostics	Services	
Intangible assets	24,590	-	-	367	24,957
Property, plant and equipment	1,053	-	-	89	1,142
Right-of-use assets	-	-	-	-	-
Non-current financial assets	-	-	-	-	-
Deferred tax assets	-	-	-	-	-
Inventories	410	-	-	150	560
Trade receivable and other receivables	1,706	-	-	212	1,918
Cash and cash equivalents	465	-	-	401	865
Interest-bearing liabilities	-	-	-	-	-
Lease liabilities	-	-	-	-	-
Deferred tax liabilities	-6,123	-	-	-76	-6,199
Trade payables and other operating liabilities	-748	-	-	-389	-1,137
<b>Identified net assets</b>	<b>21,353</b>	<b>-</b>	<b>-</b>	<b>755</b>	<b>22,108</b>
Non-controlling interest measured at fair value	-	-	-	-	-
Goodwill	37,007	-	-	6,120	43,126
<b>Total purchase consideration</b>	<b>58,360</b>	<b>-</b>	<b>-</b>	<b>6,120</b>	<b>64,479</b>
<b>Purchase consideration comprises:</b>					
Cash	7,733	-	-	5,328	13,061
Equity instruments	35,334	-	-	-	35,334
Contingent consideration and deferred payments	15,283	-	-	1,546	16,829
<b>Total purchase consideration</b>	<b>58,350</b>	<b>-</b>	<b>-</b>	<b>6,874</b>	<b>65,224</b>
<b>Impact of acquisition on Group's cash flow</b>					
	Specialty			Veterinary	
	Pharma	MedTech	Diagnostics	Services	Group total
Cash portion of purchase consideration	-7,733	-	-	-5,328	-13,061
Acquired cash	465	-	-	401	865
<b>Total</b>	<b>-7,268</b>	<b>-</b>	<b>-</b>	<b>-4,927</b>	<b>-12,196</b>
Acquisition-related costs	-875	-	-	-92	-967
<b>Net cash outflow</b>	<b>-8,143</b>	<b>-</b>	<b>-</b>	<b>-5,019</b>	<b>-13,162</b>

For the acquisitions closed during the period January to March 2023, the amount of income and pre-tax profit included in the group's report on comprehensive income for the reporting period are per segment: Specialty Pharma income EURk 70,2, pre-tax profit EURk 117,3 and Veterinary Services income EURk 885,0 and pre-tax profit EURk 418,0. On a pro-forma basis if all acquisitions had closed 1 January 2023 this would have been Specialty Pharma income EURk 2,293, pre-tax profit EURk 734, and Veterinary Services income EURk 1,298 and pre-tax profit EURk 228.

Acquired net assets on acquisition date based on preliminary PPA	Viking Blues Pty Ltd
Intangible assets	24,590
Property, plant and equipment	1,053
Right-of-use assets	-
Non-current financial assets	-
Deferred tax assets	-
Inventories	-
Trade receivable and other receivables	1,573
Cash and cash equivalents	418
Interest-bearing liabilities	-
Lease liabilities	-
Deferred tax liabilities	-6,123
Trade payables and other operating liabilities	-674
<b>Identified net assets</b>	<b>20,836</b>
Non-controlling interest measured at fair value	-
Goodwill	36,761
<b>Total purchase consideration</b>	<b>36,761</b>
<b>Purchase consideration comprises:</b>	
Cash	6,980
Equity instruments	35,334
Contingent consideration and deferred payments	15,283
<b>Total purchase consideration</b>	<b>57,597</b>

## Note 7. Related-party transactions

There have been no significant changes in the relationships with related parties for the Group or the Parent Company compared to the information provided in the Annual Financial statements. During the first quarter of 2023 transactions with related parties amounted to EUR 120k, primarily services provided by previous owners of acquired companies during the initial handover period.

On the 27 March 2023 Vimian acquired Viking Blues Pty Ltd from Nick Bova, who manages Vimian's specialty pharmaceuticals business and through this transaction became a significant shareholder, for a consideration of EUR 42.3 million of which EUR 7m was paid in cash and EUR 35.3m through ordinary shares issued in kind.

## Note 8. Events after the balance-sheet date

On 4 April 2023, Vimian's subsidiary Veterinary Orthopedic Implants LLC ("VOI") reached a settlement agreement with DePuy Synthes Products, Inc. and DePuy Synthes Sales, Inc. resolving the patent dispute between the parties. Under the terms of the agreement, the defendants are obliged to make a single payment of USD 70 million, payable in the second quarter of 2023. Per the end of 2022, Vimian has booked an

"other current liability" of USD 70 million and a claim of USD 56 million (USD 70 million minus USD 20 million withheld at acquisition plus USD 6 million of legal costs) towards the sellers of VOI as a "current receivable". This has no impact on net debt. Vimian's view is that through the purchase agreement for the acquisition of VOI, Vimian has contractual indemnification protection for the amount of the settlement and all legal costs to date.

On 14 April the Board of directors resolved on a share issue of 249.482 ordinary shares and 249.482 C shares as part of the earn-out to the sellers of Kahu Vet Group in accordance with the purchase agreement signed in February 2022.

## Note 9. Alternative performance measures

Alternative Performance Measures (APMs) are financial measures of historical or future financial performance, financial position or cash flows that are not defined in applicable accounting regulations (IFRS). APMs are used by Vimian when it is relevant to monitor and describe Vimian's financial situation and to provide additional useful information to users of financial statements. These measures are not directly comparable to similar key ratios presented by other companies.

## Definitions and reason for usage

Key Ratios	Definition
<b>Organic Revenue Growth</b>	Vimian reports organic revenue growth to show performance of the underlying business. It is calculated as the like for like revenue growth excluding impact from acquisitions, divestments, and currency impacts. Acquired companies are included in organic growth when they have been part of the group for 12 months.
<b>EBITA</b>	Vimian reports EBITA to show the operating profitability independent of taxes, financing structure and amortisation. It is calculated as operating profit excluding amortisation of intangible assets that were originally recognised in connection with business combinations.
<b>EBITA margin</b>	EBITA margin, calculated as EBITA in relation to revenue, allows the Group to track development of profitability.
<b>Adjusted EBITA</b>	Vimian reports adjusted EBITA, EBITA excluding costs that are considered as non-recurring, to give a clearer view of the underlying performance of the operations. Majority of non-recurring items are related to acquisitions.
<b>Adjusted EBITA margin</b>	The adjusted EBITA margin shows adjusted EBITA in relation to revenue and provides a view of how profitable the core operations of the business are.
<b>Adjusted EPS</b>	Vimian reports adjusted EPS, excluding the impact of non-recurring items, to give a clearer view of net profit for the Group excluding costs that are considered non-recurring.
<b>Items affecting comparability</b>	Income and expense items that considered to be non-recurring. Vimian reports adjusted EBITA, EBITDA and EPS, which are adjusted for items affecting comparability to give a fairer view of the underlying business.
<b>Amortisation PPA related</b>	Amortisation of intangible assets that were originally recognised in connection with business combinations.
<b>Net debt</b>	Vimian reports net debt to allow investors to assess the Group's ability to make strategic investments and meet its financial obligations. Net debt is calculated as cash and cash equivalents less liabilities to credit institutions, lease liabilities, other non-current liabilities and specific items included in other current liabilities (contingent considerations, deferred payments, vendor notes and shareholder loans related to business combinations).
<b>Net debt / Adjusted EBITDA</b>	Net debt in relation to the last 12 months adjusted EBITDA.
<b>Net Working Capital</b>	Vimian reports net working capital as a measure of the Group's short term financial status. It contains inventory, trade receivables, current tax receivables, other current receivables, prepaid expenses and accrued income, less trade payables, current tax liabilities, accrued expenses and deferred income, provisions and other current liabilities.
<b>Proforma revenue</b>	Vimian reports pro-forma revenue to show a fair view of the size of the Group including all entities that it owns per the date of the report. It is calculated by taking reported revenue for the last twelve months with revenue for all acquisitions closed during the last twelve months, as if they had been consolidated the full period
<b>Adjusted EBITDA, Proforma</b>	Vimian reports pro-forma EBITDA to show a fair view of the size of the Group including all entities that it owns per the date of the report. It is calculated by taking reported adjusted EBITDA for the last twelve months with adjusted EBITDA for all acquisitions closed during the last twelve months, as if they had been consolidated the full period.



Key Ratios	Definition
<b>Adjusted EBITDA margin, Proforma</b>	Adjusted proforma EBITDA in relation to proforma revenue.
<b>Acquisition related expenses</b>	Expenses related to legal and financial due diligence as well as integration costs.
<b>Restructuring costs</b>	Costs relating to integration and synergies between legacy and acquired businesses

**Alternative performance measures not defined in accordance with IFRS for the group - Based on reported figures**

(EURm, unless otherwise stated)	1 Jan-31 Mar		1 Jan-31 Dec
	2023	2022	2022
Revenue growth (%)	30%	55%	62%
Organic revenue growth (%)	13%	7%	4%
EBITDA	25,592	17,383	66,587
EBITDA margin (%)	29.1%	25.6%	23.7%
Adjusted EBITDA	28,230	22,132	81,910
Adjusted EBITDA margin (%)	32.0%	32.6%	29.1%
EBITA	23,457	15,755	58,097
EBITA margin (%)	26.6%	23.2%	20.7%
Adjusted EBITA	26,095	20,504	73,419
Adjusted EBITA margin (%)	29.6%	30.2%	26.1%
Operating profit	18,524	11,154	39,361
Operating margin (%)	21.0%	16.4%	14.0%
Capital expenditure	-705	-873	-8,517
Cash flow from operating activities	1,082	11,101	25,313

**Alternative performance measures not defined in accordance with IFRS for the group - Based on proforma figures**

(EURm, unless otherwise stated)	1 Apr - 31 Mar
	LTM (2023)
Proforma revenue	320,618
Adjusted EBITDA, Proforma	93,150
Adjusted EBITDA margin, Proforma	29.1%
Net debt	292,797
Net debt / Adjusted EBITDA, Proforma (x)	3.1x

# ALTERNATIVE PERFORMANCE MEASURES

## Reconciliation of alternative performance measures not defined in accordance with IFRS for the group

Certain statements and analyses presented include alternative performance measures (APMs) that are not defined by IFRS. The Company believes that this information, together with comparable defined IFRS metrics, are useful to investors as they provide a basis for measuring operating profit and ability to repay debt and invest in operations. Corporate management uses these financial measurements, along with the most directly comparable financial metrics under IFRS, to evaluate operational results and value added. The APMs should not be assessed in isolation from, or as a substitute for, financial information presented in the financial statements in accordance with IFRS. The APMs reported are not necessarily comparable to similar metrics presented by other companies. The reconciliations are presented in the tables below.

(EUR thousands, unless otherwise stated)	1 Jan-31 Mar		1 Jan-31 Dec
	2023	2022	2022
<b>Adjusted EBITA and EBITDA</b>			
Revenue	88,084	67,941	281,308
EBITA	23,457	15,755	58,097
EBITDA	25,592	17,383	66,587
Items affecting comparability	2,638	4,749	15,323
Adjusted EBITA	26,095	20,504	73,420
Adjusted EBITDA	28,230	22,132	81,910
<b>Adjusted EBITA margin (%)</b>	<b>29.6%</b>	<b>30.2%</b>	<b>26.1%</b>
<b>Adjusted EBITDA margin (%)</b>	<b>32.0%</b>	<b>32.6%</b>	<b>29.1%</b>

(EUR thousands, unless otherwise stated)	1 Jan-31 Mar		1 Jan-31 Dec
	2023	2022	2022
<b>Net debt</b>			
Liabilities to credit institutions (long term)	223,633	286,596	207,112
Lease liabilities (long term)	10,637	8,476	9,029
Other non-current liabilities	52,785	43,152	35,229
Liabilities to credit institutions (short term)	0	14	-0
Lease liabilities (short term)	4,106	2,621	4,816
Other items <sup>1</sup>	47,515	25,390	43,520
Cash & Cash Equivalents	-45,879	-99,737	-42,194
<b>Net debt</b>	<b>292,797</b>	<b>266,512</b>	<b>257,512</b>

(EUR thousands, unless otherwise stated)	31 Mar		31 Dec
	2023	2022	2022
<b>Net working capital</b>			
Inventory	64,525	39,486	61,200
Trade receivables	60,193	43,328	41,168
Current tax receivables	474	1,040	568
Other current receivables	4,841	4,894	4,908
Prepaid expenses and accrued income	5,514	8,209	4,127
Trade payables	-24,706	-20,163	-18,328
Current tax liabilities	-9,013	-8,324	-8,179
Other current liabilities <sup>2</sup>	-8,887	-6,143	-4,404
Provisions	-160	-98	-30
Accrued expenses and deferred income	-19,913	-18,481	-21,358
<b>Net working capital</b>	<b>72,869</b>	<b>43,748</b>	<b>59,674</b>

<sup>1</sup> Consists of shareholder loans, deferred payments, vendor notes and contingent considerations related to business combinations included in the balance sheet item Other current liabilities.

<sup>2</sup> Other current liabilities as reported in the Statement of financial position less shareholder loans, deferred payments, vendor notes and contingent considerations related to business combinations.

(EUR thousands, unless otherwise stated)	1 Apr - 31 Mar LTM (2022/2023)	1 Jan-31 Dec 2022
<b>Proforma revenue</b>		
Reported revenue	301,451	281,308
Proforma period, revenue	19,167	15,698
<b>Proforma revenue</b>	<b>320,618</b>	<b>297,006</b>
<b>Adjusted EBITA, Proforma</b>		
Reported Adjusted EBITA (12 months)	79,011	na
Proforma period Adjusted EBITA	5,054	na
<b>Adjusted EBITA, Proforma</b>	<b>84,065</b>	<b>na</b>
<b>Adjusted EBITA margin, Proforma</b>		
Proforma Revenue	301,451	na
Adjusted EBITA, Proforma	84,065	na
<b>Adjusted EBITA margin, Proforma</b>	<b>27.9%</b>	<b>na</b>
<b>Adjusted EBITDA, Proforma</b>		
Reported Adjusted EBITDA (12 months)	88,008	81,910
Proforma period Adjusted EBITDA	5,142	3,789
<b>Adjusted EBITDA, Proforma</b>	<b>93,150</b>	<b>85,699</b>
<b>Adjusted EBITDA margin, Proforma</b>		
Proforma Revenue	320,618	297,006
Adjusted EBITDA, Proforma	93,150	85,699
<b>Adjusted EBITDA margin, Proforma</b>	<b>29.1%</b>	<b>28.9%</b>
<b>Net debt/Adjusted EBITDA, Proforma</b>		
Net debt	292,797	257,512
Adjusted EBITDA, Proforma	93,150	85,699
<b>Net debt/Adjusted EBITDA, Proforma (x)</b>	<b>3.1x</b>	<b>3.0x</b>

# vimian™

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