



HALF-YEAR RESULTS 2024

| SEPTEMBER 12, 2024



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H1 2024 Key financial indicators



€264m
Group sales
+3,1%
at constant exchange rates



€160m
Essentials Sales
+5,8%
at constant exchange rates



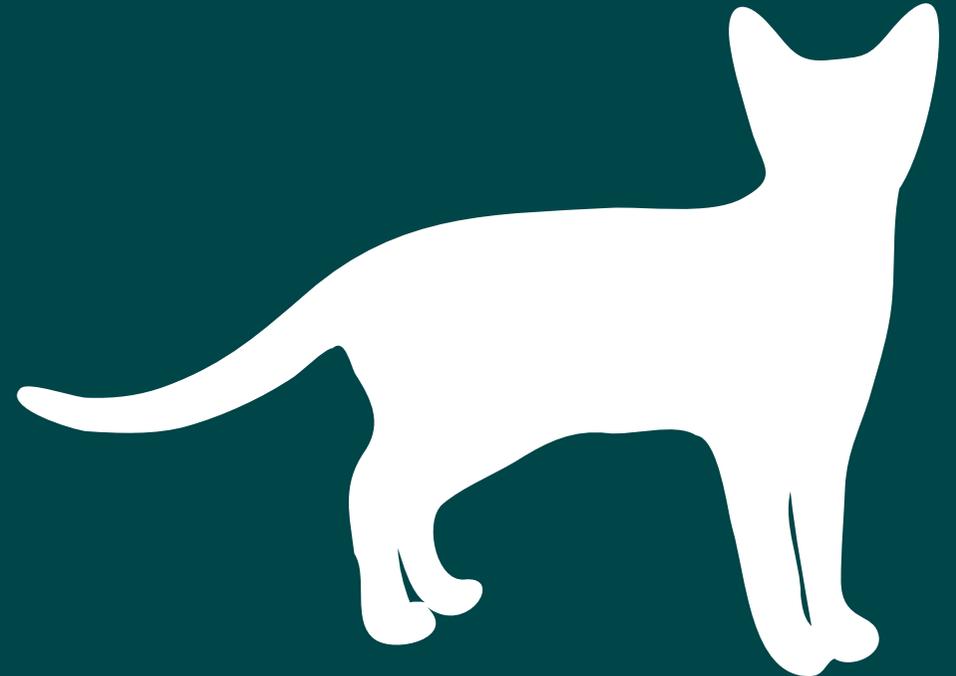
€45m
EBITDA
17.0% of sales



€27m
Free
cash flow



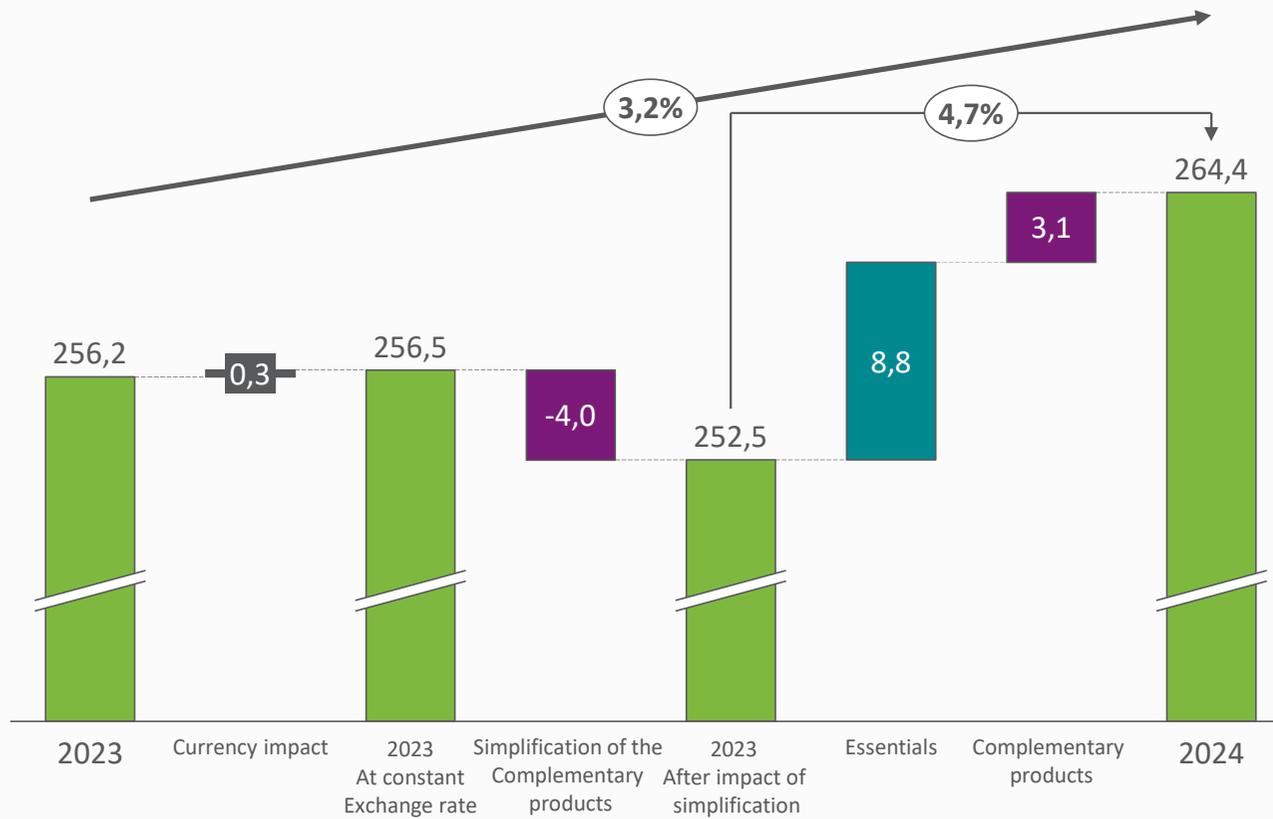
H1 2024 Sales



H1 2024 sales



Sales in €M
as reported

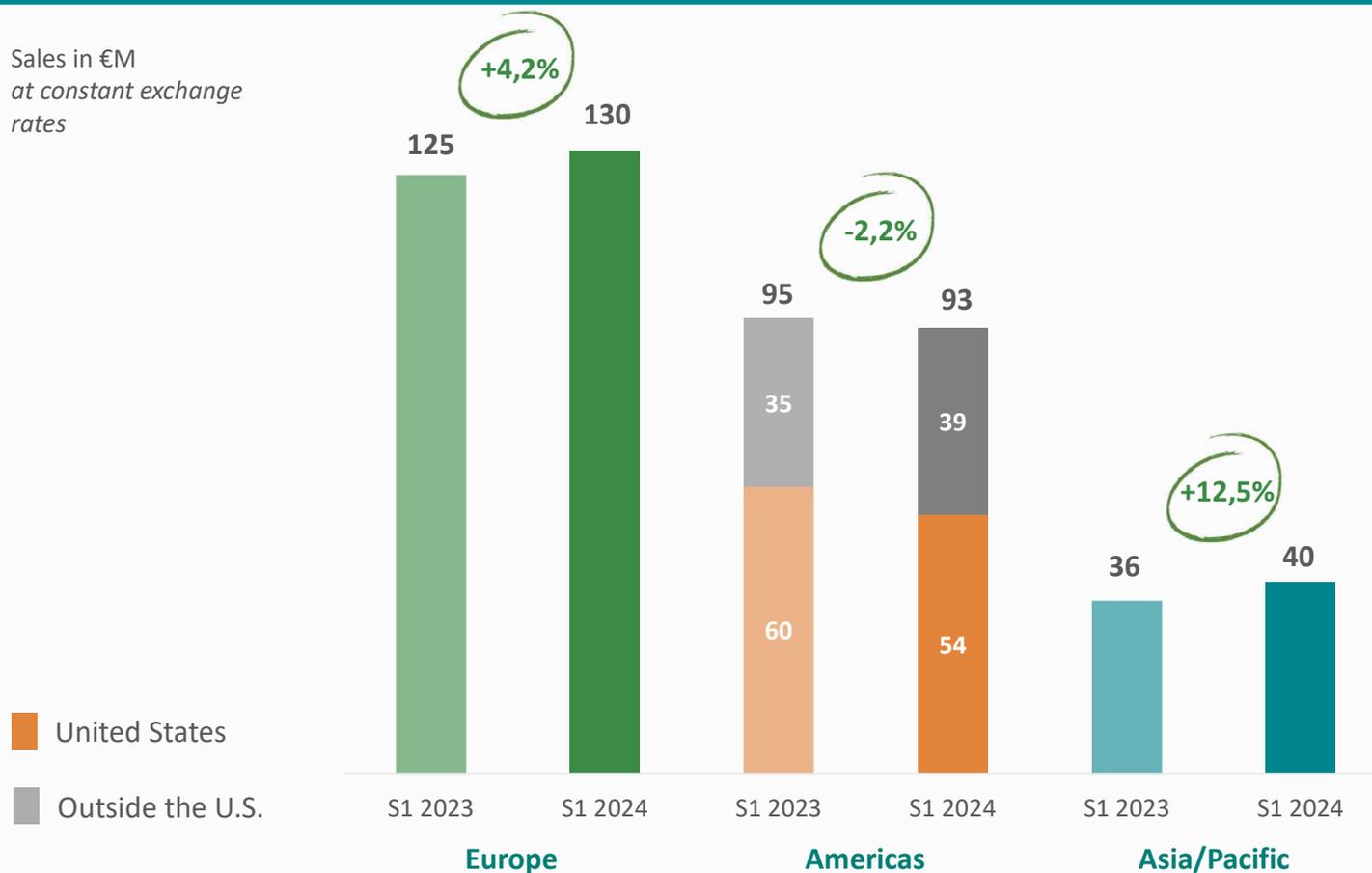


- ▶ Sales growth of **+3.2%**, mainly organic
- ▶ Further simplification of the Complementary products offering
- ▶ Essentials growth **+5.8%**

H1 2024 sales by territory



Sales in €M
at constant exchange
rates



▶ Good business levels in Europe and Asia/Pacific markets

▶ Sales down in the United States after several years of strong growth

- US market stable
→ wholesaler inventories down
- Tense supply chain for a US Top 5 product

Growth in Europe, the first market of the group

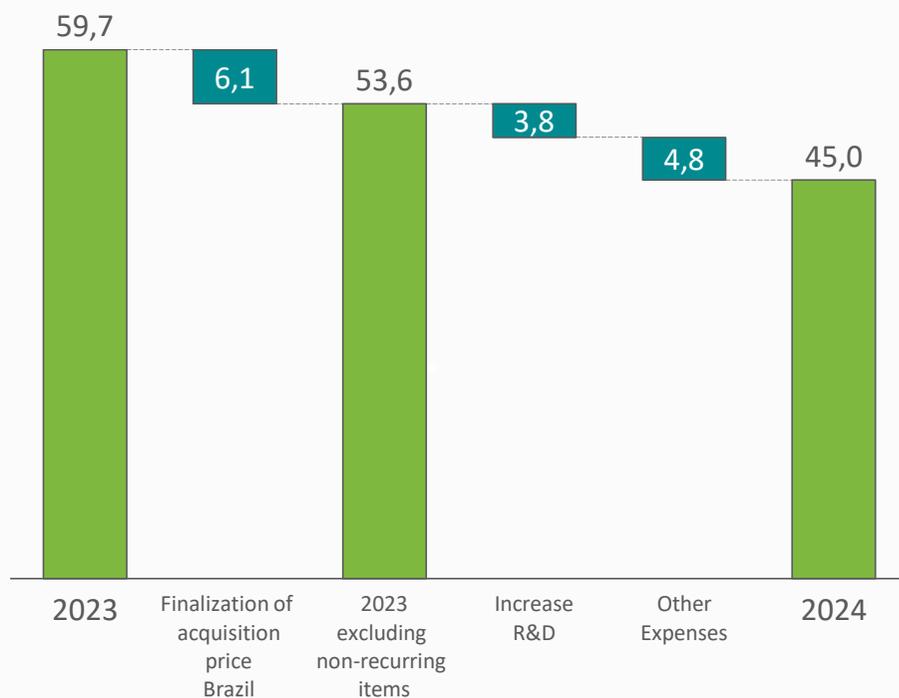


- ▶ Growth in almost all European countries
- ▶ Solid growth in Essentials products
- ▶ Continued success of Felpreva® launch
- ▶ Increased efforts to simplify the portfolio
- ▶ Developing a differentiation strategy





EBITDA in €M



- ▶ Base effect of **+€6.1m** linked to the finalization in H1 2023 of the acquisition price in Brazil
- ▶ Increase in R&D expenditure: **+21%**.
 - 8% of sales vs. 7% H1 2023
- ▶ Anticipation on S1 of a significant part of the annual marketing budget

Income statement



€M	30/06/2024	% of sales	30/06/2023	% of sales	Change
Sales	264,4		256,2		+3,2%
Gross margin on purchases	191,2	72,3	184,8	72,1	+3,5%
External expenses	(60,0)	(22,7)	(49,7)	(19,4)	
Personnel expenses	(84,7)	(32,0)	(80,4)	(31,4)	
Taxes and duties	(4,2)	(1,6)	(4,0)	(1,6)	
Other income and expenses	2,7	1,0	2,9	1,1	
Depreciation, amortization and provisions	(6,4)	(2,4)	(8,1)	(3,2)	
EBIT before depreciation of acquired assets	38,5	14,6	45,4	17,7	-15,1%
Amortization of intangible assets arising from acquisitions	(6,6)	(2,5)	(6,6)	(2,6)	
EBIT	32,0	12,1	38,8	15,1	-17,5%

Income statement (continued)



€M	30/06/2024	% of sales	30/06/2023	% of sales	Variation
EBIT	32,0	12,1	38,8	15,1	
Non-recurring operating income and expenses *	1,0	0,4	2,6	1,0	
Operating income	33,0	12,5	41,4	16,1	-20,3%
Financial result	2,0	0,7	1,3	0,5	
Income before tax	35,0	13,2	42,7	16,7	
Income tax	(11,2)	(4,2)	(10,4)	(4,1)	
Net income, Group share	23,8	9,0	32,2	12,6	-26,1%
EBITDA	45,0	17,0	59,7*	23,3	-24,6%

* Reported data including positive non-recurring impact in Brazil (+6.1 M€) in 2023

EBITDA reconciliation



In €M	30/06/2024	30/06/2023
Net income before equity method	23,8	32,2
Income tax expense	11,2	10,4
Financial income / expense	(2,0)	(1,3)
Provisions recorded under non-recurring operating income and expenses	(1,0)	3,5
Charges and reversals of provisions	(2,9)	(0,7)
Depreciation and amortization (including IFRS 16)	15,9	15,5
EBITDA	45,0	59,7*
% of sales	17,0	23,3

* Excluding the non-recurring impact of Brazil in H1 2023, EBITDA was €53.6m (21%).

Cash flow statement



€M	30/06/2024	30/06/2023
Consolidated net result	23,8	32,2
Free cash flow before net cost of debt and tax	47,9	61,6
Cash flow from operating activities	27,3	30,8
Cash flow from investing activities	(4,8)	(9,6)
Cash flow from financing activities*	(12,4)	(13,9)
Impact of foreign exchange variations	0,7	(1,6)
Change in cash and cash equivalents	10,9	5,8

* Including IFRS 16

Improvement of working capital vs. June 30, 2023

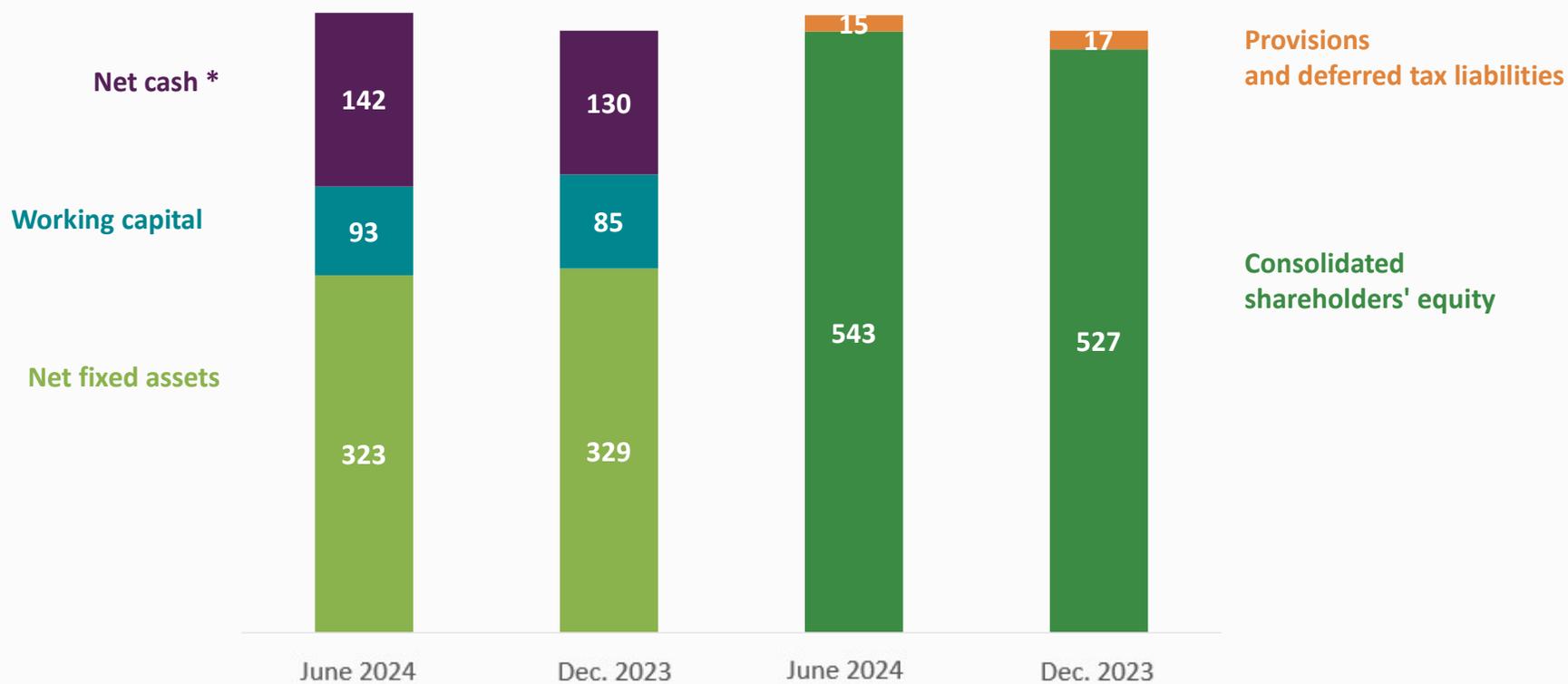


€M	30/06/2024	31/12/2023	30/06/2023
Stocks	118,9	103,5	116,1
Trade and other receivables	93,1	99,4	91,2
Trade and other payables	(118,6)	(126,0)	(107,2)
Other net working capital	(0,1)	8,2	5,5
Working capital	93,3	85,0	105,6
Working capital (days of sales) (per clearance)	66 days	55 days	74 days

Robust, debt-free financial structure



€M



* Including IFRS 16, i.e. €15m

H1 2024 Highlights



- ▶ Sales growth of **+3.2%**, mainly organic
- ▶ Essentials: **+5.8%** growth
- ▶ Further simplification of the Complementary products
- ▶ Sales down in the United States after several years of strong growth
- ▶ Voluntary increase in R&D and marketing expenditure in H1 2024



Conclusion and outlook



Roll-out of AMBITION 2026



▶ Development of Essential products

- Ramp-up of new Essentials
- Territory extensions
- Preparing for future launches

▶ Further strengthening of the group in the United States

- Expanding the sales force
- Expanding the Essentials portfolio

▶ Continued transformation of the Group

Some Essential products





- ▶ Sales growth with continued development of Essential products
- ▶ Renewed dynamism in all territories outside the USA
- ▶ Sustained operating profitability and cash generation
- ▶ Pursuit of external growth



Financial communication agenda



October 30, 2024 Q3 2024 sales (after market close)

Animal health company listed on Euronext Paris since 2006
ISIN code: FR0004186856 - symbol: VETO
The Vetoquinol share is eligible for the French PEA and PEA-PME personal equity plan.



At your disposal



Questions and answers



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