



VILVI GROUP

THE RESULTS OF Q1 2022



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1. MAIN EVENTS DURING Q1 2022

Since 2006, when "Vilvi Group" became a lynching company, its determination, success, consistent and systematic move towards the set goal has allowed Q1 2022 achieve the best result historically!

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2021
Procurement of 70% of the qualifying holding of SIA Baltic Board
- 

2018
Completion of dry milk products factory launch
- 

2015
Vilkyškių pieninė AB has been declared as "The brand of the Year"
- 

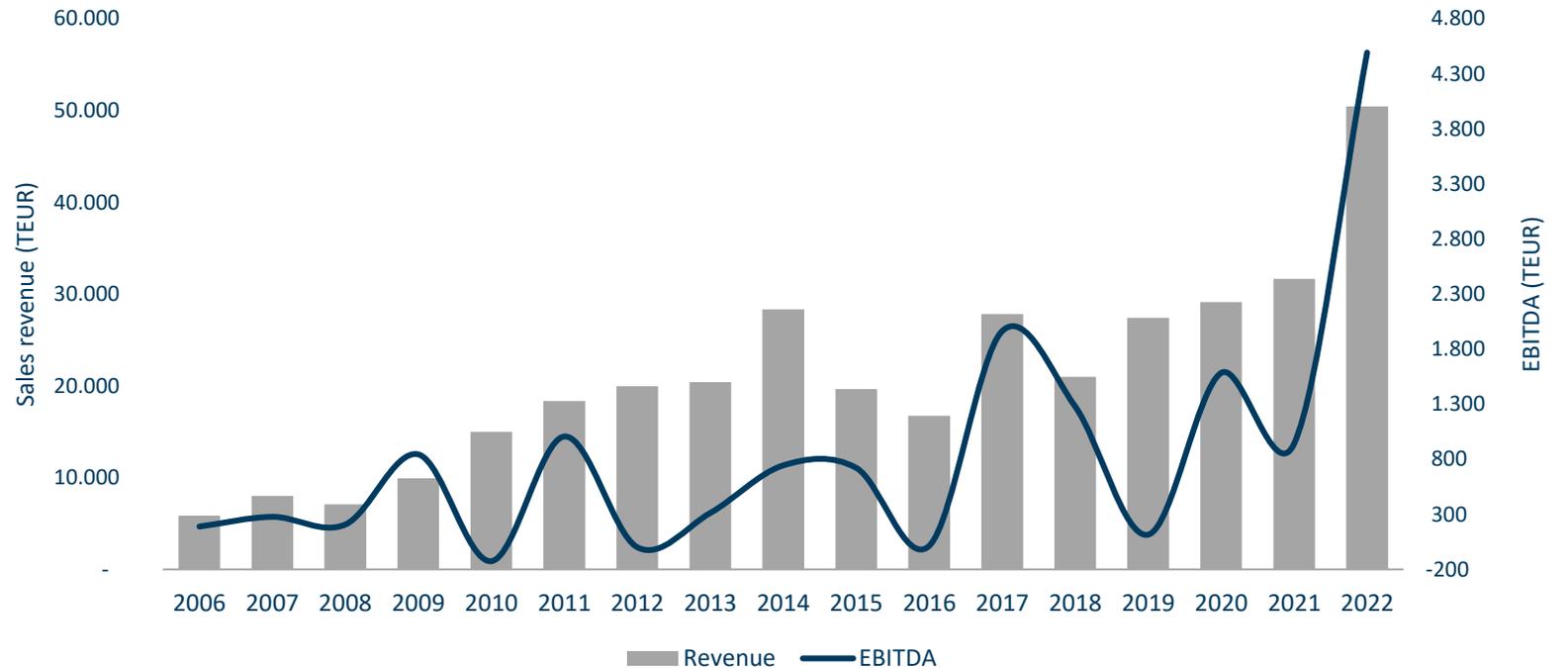
2008
Acquired Kelmės pieninė AB
- 

2006
Acquired "Modest" AB
- 

2006
Vilkyškių pieninė AB became the listed company
- 

1993
Company established

Q1 2006-2022 SALES REVENUE AND EBITDA, THOUSANDS EUR



EXHIBITIONS:

- In 13-17 February, "Vilvi Group" traditionally took part in the international exhibition of food industry "Gulfood 2022" in Dubai, The United Arab Emirates. The main focus was on mozzarella cheese and milk/whey powder.

EXTENDED/ISSUED CERTIFICATES DURING Q1 2022:

- Kosher certificate for the production of dry milk products of Kelmės pieninė AB was renewed;
- HALAL certificates have been renewed for Kelmės pieninė AB, "Modest" AB and Vilkyškių pieninė AB;



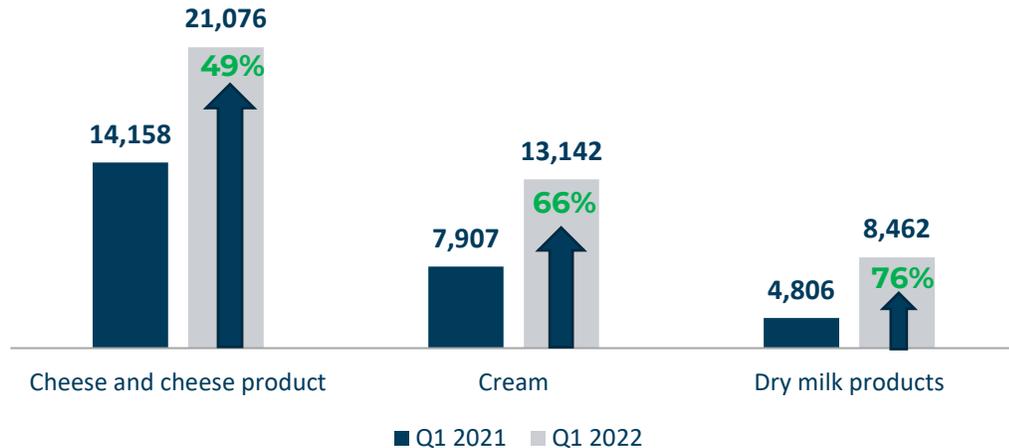
ACHIEVEMENTS:

- AB Kelmės pieninė was recognized as one of the Lithuanian business leaders after evaluating the company's business growth, operational efficiency, employee benefits and transparency. In the ranking of *Verslo žinios*, "Lithuanian Business Leaders 500" took the 97th place.
- In Europe's largest independent brand study "Sustainable Brand Index" Vilkyškių pieninė brand fell among the most sustainable brands in Lithuania – ranked honorable **12th**, while in the food and drink category is **2th**. A total of 85 brands were involved in the investigation, selected on the basis of market share, turnover and brand awareness.
- According to a "Sprinter" survey conducted in January 2022, Vilkyškių yoghurts are the most popular in Lithuania. They are loved by both men and women, mostly young people aged 18-35, and residents of large cities.

MARKETS:

- Decrease in raw milk production in farms worldwide and increase in consumption demand for dairy products were the factors that maintained prices in export markets at high levels. These high export prices weighted off rising raw milk and other materials, energy, logistics costs and allowed to create higher value added.
- As product price growth was not equal in different regions and "Vilvi Group" has wide geographical reach, sales were diversified taking into account price level of the region in order to achieve maximum result.
- Comparing Q1 2022 vs last year the same period sales revenue grew considerably: cheese and cheese product category by +49%, cream by +66% and dry milk products by +76%. Sales volume change was as follows: cheese and cheese product category grew by +13%, cream by +4%, dry milk products by +1%.

Sales revenue, TEUR



Sales in tonnes



2. MAIN FINANCIAL INDICATORS

	Q1 2018	Q1 2019	Q1 2020	Q1 2021	Q1 2022
Revenue (Thousands EUR)	20,975	27,414	29,103	31,653	50,447
EBITDA (Thousands EUR)	1,278	115	1,584	942	4,493
EBITDA margin (%)	6.1%	0.4%	5.4%	3.0%	8.9%
Net profit (loss) (Thousands EUR)	124	-820	502	-197	3,044
Net profit margin (%)	0.6%	-3.0%	1.7%	-0.6%	6.0%
Quantity of purchased basic indicators milk, t	60,074	57,446	68,837	67,305	72,723
Profit per share (EUR)	0.01	-0.07	0.04	-0.02	0.25
Net financial debt (Thousands EUR)	29,991	29,552	24,912	19,320	20,524

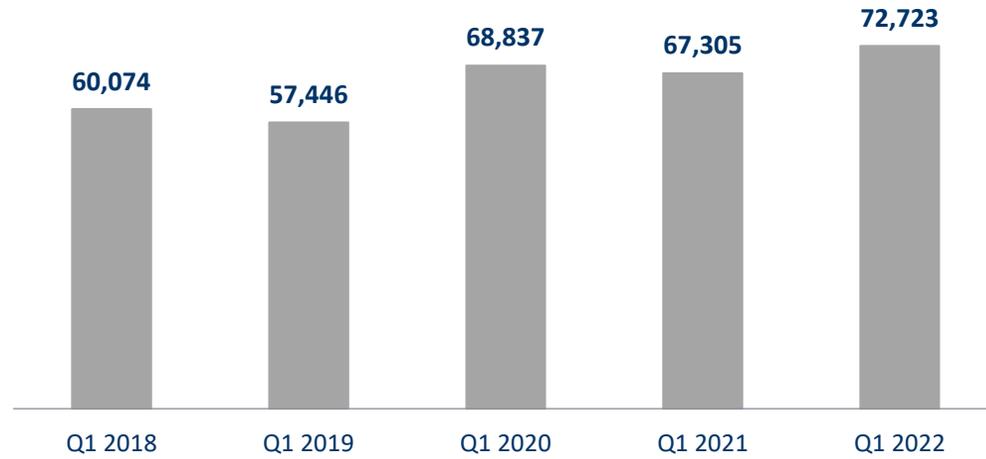
At first three months of 2022, **sales revenue** came to EUR 50.4 MEUR (59.4 percent more than in 3 months of 2021).

At reporting period **EBITDA** was 4.5 MEUR or 3.6 MEUR more than in previous year same period.

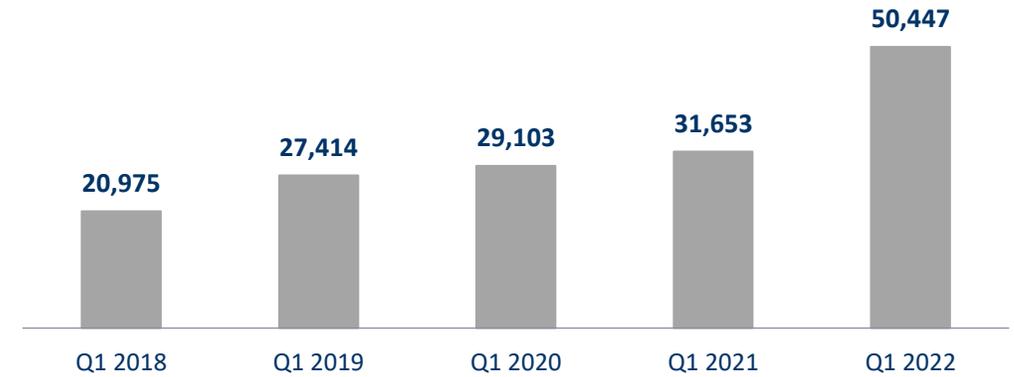
In 3 months of 2022 **net profit** was 3.0 MEUR (Q1 2021 net loss was 0.2 MEUR).

In 3 months of 2022, a total of 72.7 tho tones of basic indicators milk was purchased, and increase by 8.1 percent as compared with 3 months of 2021.

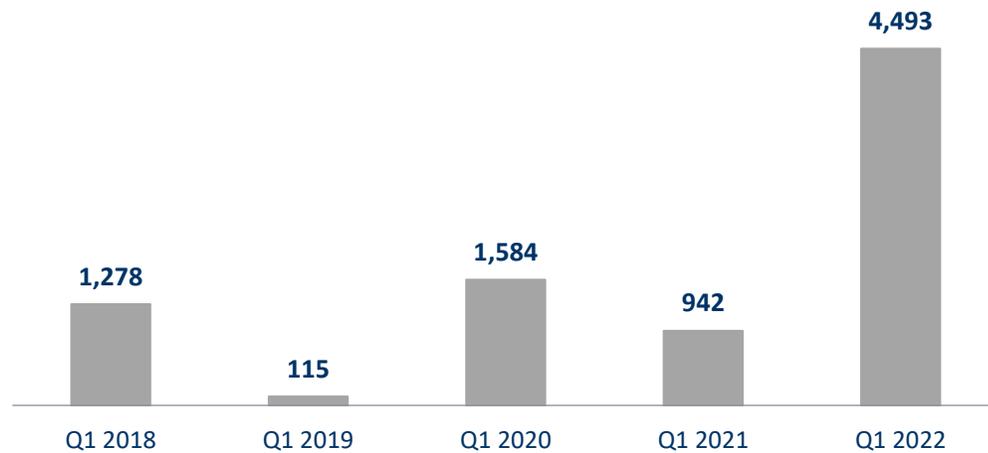
QUANTITY OF PURCHASED BASIC INDICATORS MILK, T



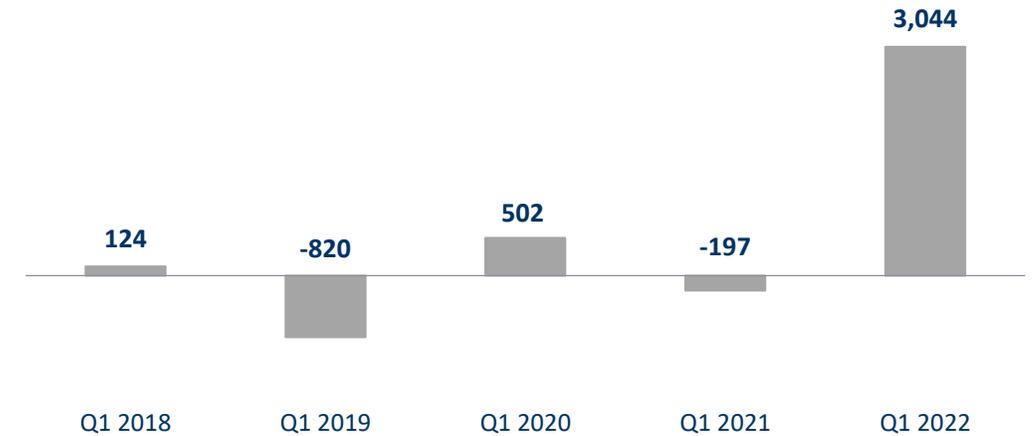
REVENUE, THOUSANDS EUR



EBITDA, THOUSANDS EUR



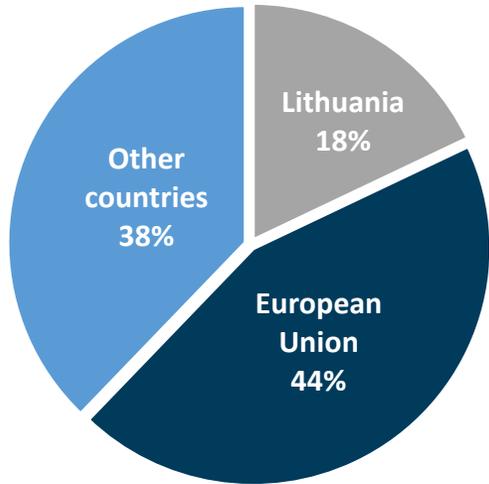
NET PROFIT (LOSS), THOUSANDS EUR



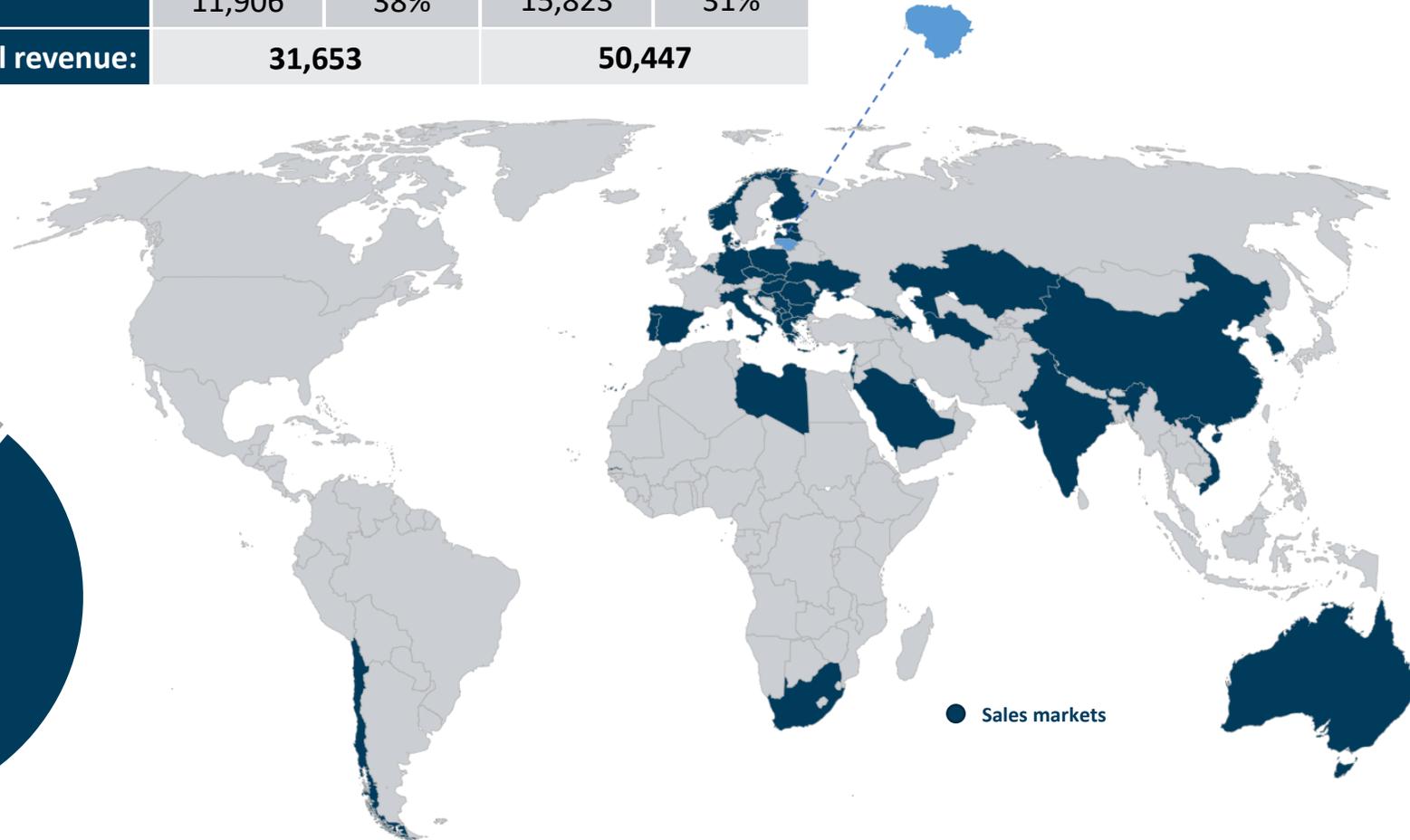
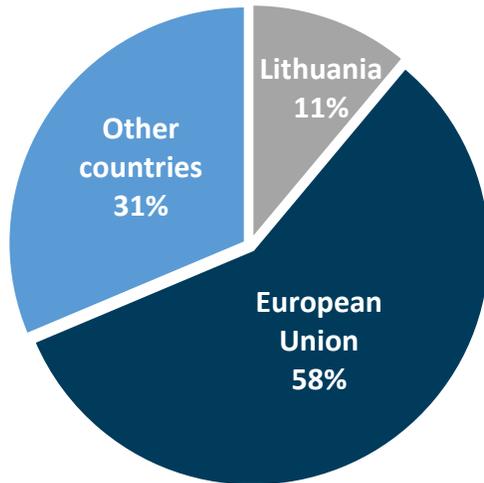
3. SALES REVENUE BY MARKETS

(Thousand EUR)	Q1 2021		Q1 2022	
Lithuania	5,641	18%	5,574	11%
European Union	14,106	44%	29,050	58%
Other countries	11,906	38%	15,823	31%
Total revenue:	31,653		50,447	

Q1 2021



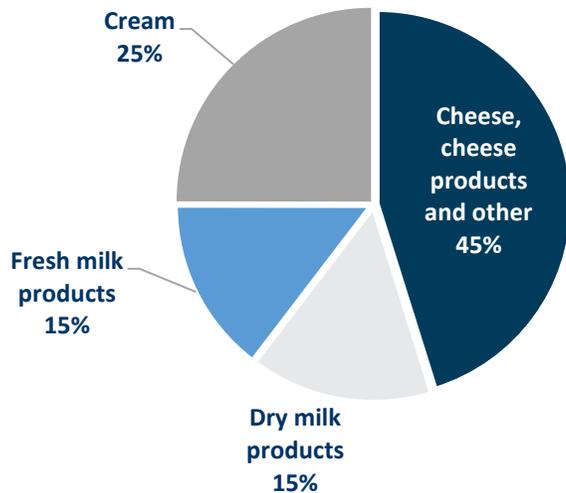
Q1 2022



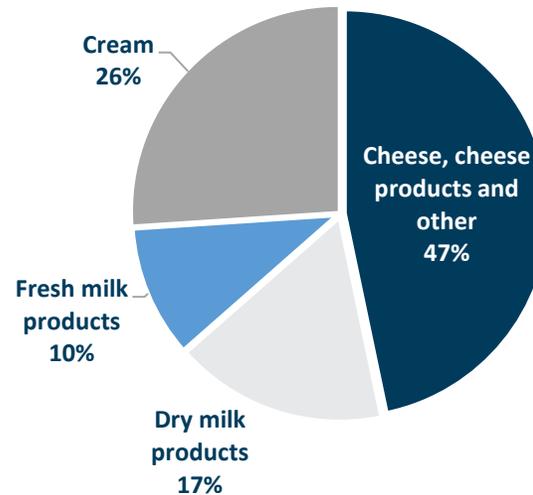
4. SALES REVENUE BY OPERATING SEGMENTS

(Thousand EUR)	Q1 2021		Q1 2022	
Cheese, cheese products and other	14,301	45%	23,571	47%
Dry milk products	4,806	15%	8,462	17%
Fresh milk products	4,639	15%	5,272	10%
Cream	7,907	25%	13,142	26%
Total:	31,653		50,447	

Q1 2021



Q1 2022



THE SEGMENT COMPRISES:

- **Cheese, cheese products and other.** Cheese, cheese products and other products produced by the subsidiary and Parent company;
- **Dry milk products.** WPC, skimmed-milk, permeate and whey powder produced by the subsidiary;
- **Fresh milk products.** Fresh milk products produced by the subsidiary (kephir, yoghurt, sour milk, butter, curd products);
- **Cream.** Industrial cream produced by the subsidiary and Parent company.

5. CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Thousand EUR	2022.03.31	2021.12.31
ASSETS		
Property, plant and equipment	48,273	48,771
Right-of-use assets	1,004	1,108
Intangible assets	4,182	4,186
Non-current amounts receivable	229	288
Deferred income tax assets	49	304
Non-current assets	53,737	54,657
Inventories	16,220	17,625
Trade and other receivables	15,549	14,271
Prepayments	720	622
Cash and cash equivalents	2,390	799
Current assets	34,879	33,317
Total assets	88,616	87,974
Share capital	3,463	3,463
Share premium	3,301	3,301
Reserves	2,154	2,174
Retained earnings	33,562	30,510
Total equity attributable to owners of the Company	42,480	39,448
Non-controlling interest	146	133
Total equity	42,626	39,581
Borrowings	18,705	17,050
Lease liabilities	339	403
Government grants	4,086	4,125
Trade and other payables	53	53
Non-current liabilities	23,183	21,631
Borrowings	3,606	6,420
Lease liabilities	264	290
Income tax payable	179	179
Trade and other payables	18,758	19,873
Current liabilities	22,807	26,762
Total liabilities	45,990	48,393
Total equity and liabilities	88,616	87,974

6. CONSOLIDATED INCOME STATEMENT

Thousand EUR	2022.01.01- 2022.03.31	2021.01.01- 2021.03.31
Revenue	50,447	31,653
Cost of sales	-45,023	-30,197
Gross profit (loss)	5,424	1,456
Other operating income	86	43
Distribution expenses	-1,017	-861
Administrative expenses	-1,000	-699
Other operating expenses	-42	-20
Other gain (loss) - net	3	17
Results of operating activities	3,454	-64
Finance income	60	58
Finance costs	-215	-191
Finance costs, net	-155	-133
Profit (loss) before income tax	3,299	-197
Income tax expenses	-255	-
Profit (loss) for the period	3,044	-197
Attributable to:		
Shareholders of the Company	3,031	-196
Non-controlling interest	13	-1
Profit (loss) for the period	3,044	-197
Basic and diluted earnings per share (in EUR)	0.25	-0.02

7. CONSOLIDATED STATEMENT OF CASH FLOWS

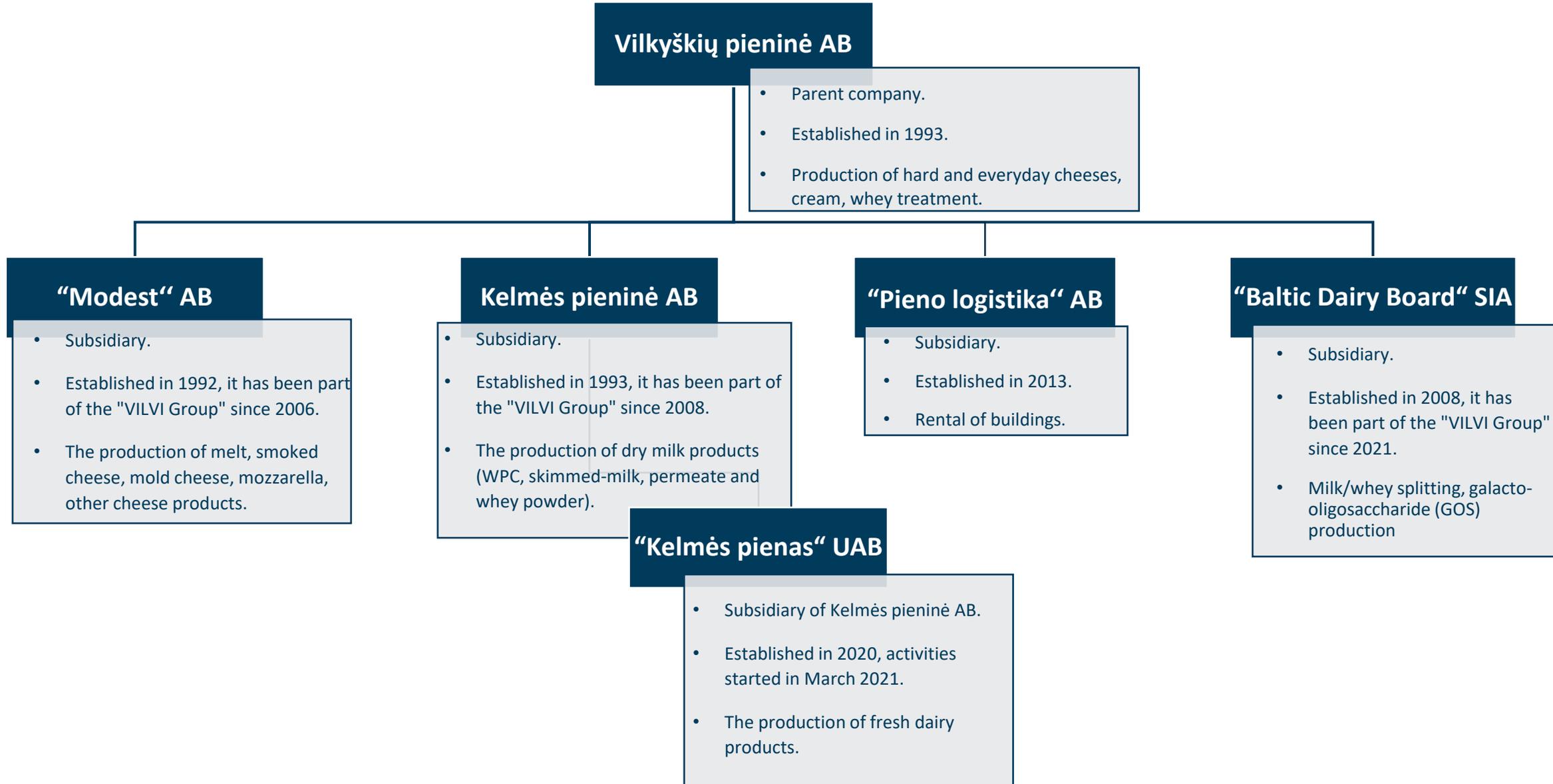
Thousand EUR	2022.01.01- 2022.03.31	2021.01.01- 2021.03.31
Profit (loss) for the period	3,044	-197
Depreciation of property, plant and equipment	1,154	1,131
Amortization of intangible assets	4	3
Amortization and write-off of grants	-119	-128
Loss (gain) from disposal of property, plant and equipment	-	88
Income tax expenses	255	-
Finance costs, net	155	133
	4,493	1,030
Change in inventories	1,405	918
Change in non-current amounts receivable	59	99
Change in trade and other receivables and prepayments	-2,667	-83
Change in trade and other payables	-1,319	264
	1,971	2,228
Interest paid	-90	-166
Income tax paid	-	-
Net cash flows generated from operating activities	1,881	2,062
Payments for acquisition of property, plant and equipment	-403	-589
Payments for acquisition of intangible assets	-	-14
Proceeds from sale of property, plant and equipment	2	153
Government grants received	9	-
Loans granted	-	-
Loans recovered	1,351	-
Net cash flows generated from (used in) investing activities	959	-450
Proceeds from borrowings	6,100	2,154
Repayments of borrowings	-7,259	-3,634
Lease payments	-90	-78
Net cash flows generated from (used in) financing activities	-1,249	-1,558
Net increase (decrease) in cash and cash equivalents	1,591	54
Cash and cash equivalents at 1 January	799	181
Cash and cash equivalents at 31 March	2,390	235

ADDITIONAL INFORMATION

8. ABOUT THE COMPANY

- ✓ Company was established in 1993.
- ✓ On the 31th of March 2022 the Group had 865 employees.
- ✓ The production of dairy products is the core of Group business.
- ✓ Company's share capital amounts to 3.5 million EUR.
- ✓ The Company's issue is included in the Official List of AB NASDAQ OMX Vilnius.
- ✓ The ISIN code of the securities: LT0000127508, Ticker symbol: VLP1L.
- ✓ Standards: ISO 22000:2018 and FSSC 22000.

9. STRUCTURE OF "VILVI GROUP"



10. BOARD

Gintaras Bertašius,
Chair of the Board,
CEO of Vilkyškių
pieninė AB

Vilija Milaševičiutė,
Member of the
board, Chief
Economics and
Financial Officer at
Vilkyškių pieninė
AB

Rimantas Jancevičius,
Member of the
board, Chief
Purchasing Officer
at Vilkyškių
pieninė AB

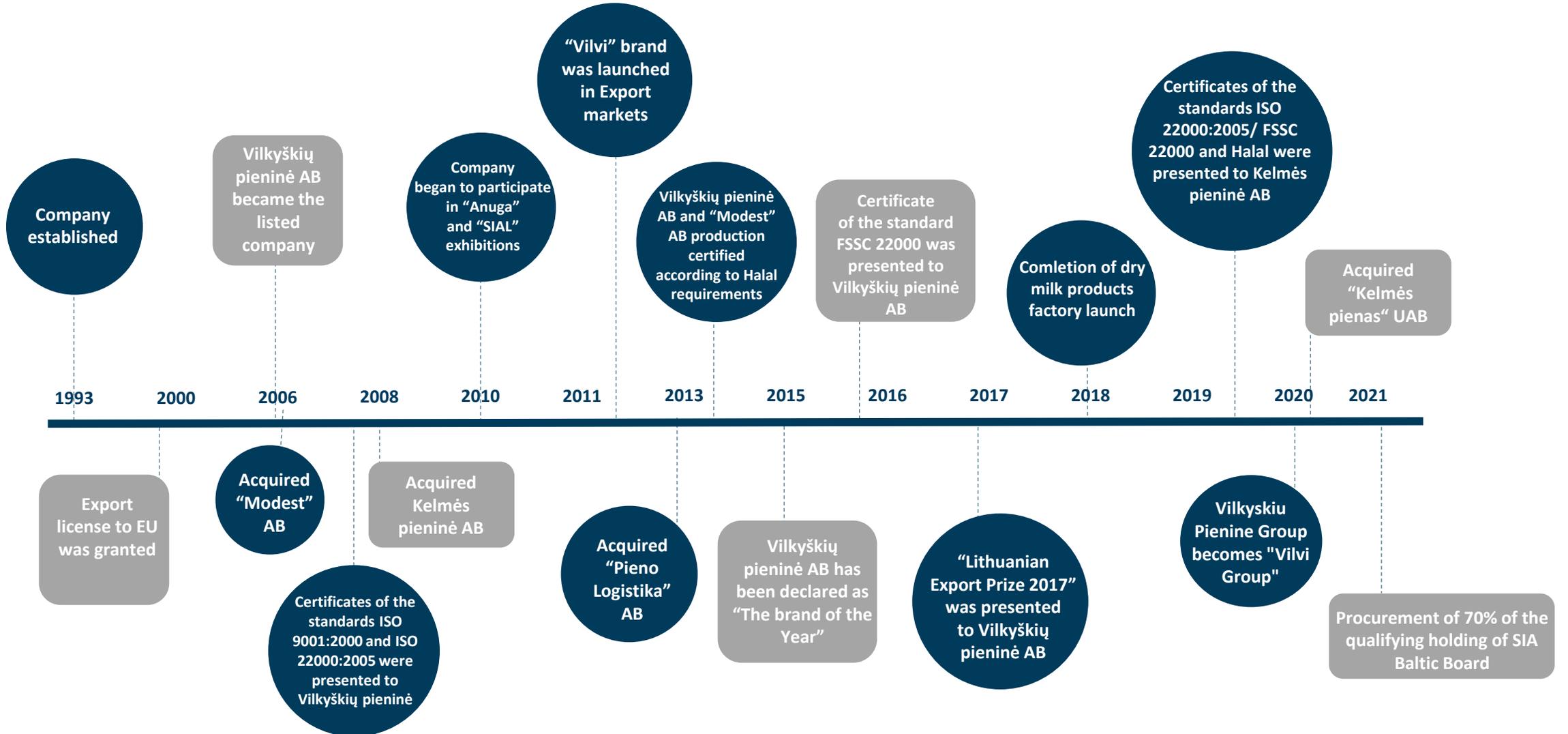
Sigitas Trijonis, Member
of the board,
Chief Technology
Officer at
Vilkyškių pieninė
AB

Linas Strėlis,
Independent
member of the
board

Andrej Cyba,
Independent
member of the
board

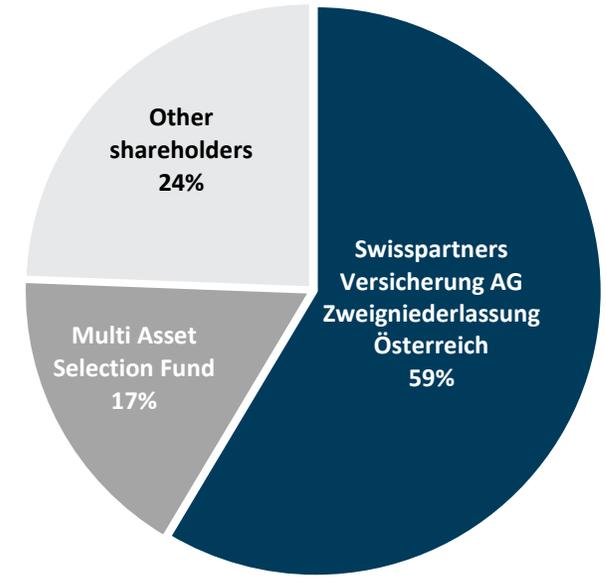
Board members re-elected for a four-year term on 29 April 2022.

11. SHORT HISTORY OF "VILVI GROUP"



12. SHAREHOLDERS

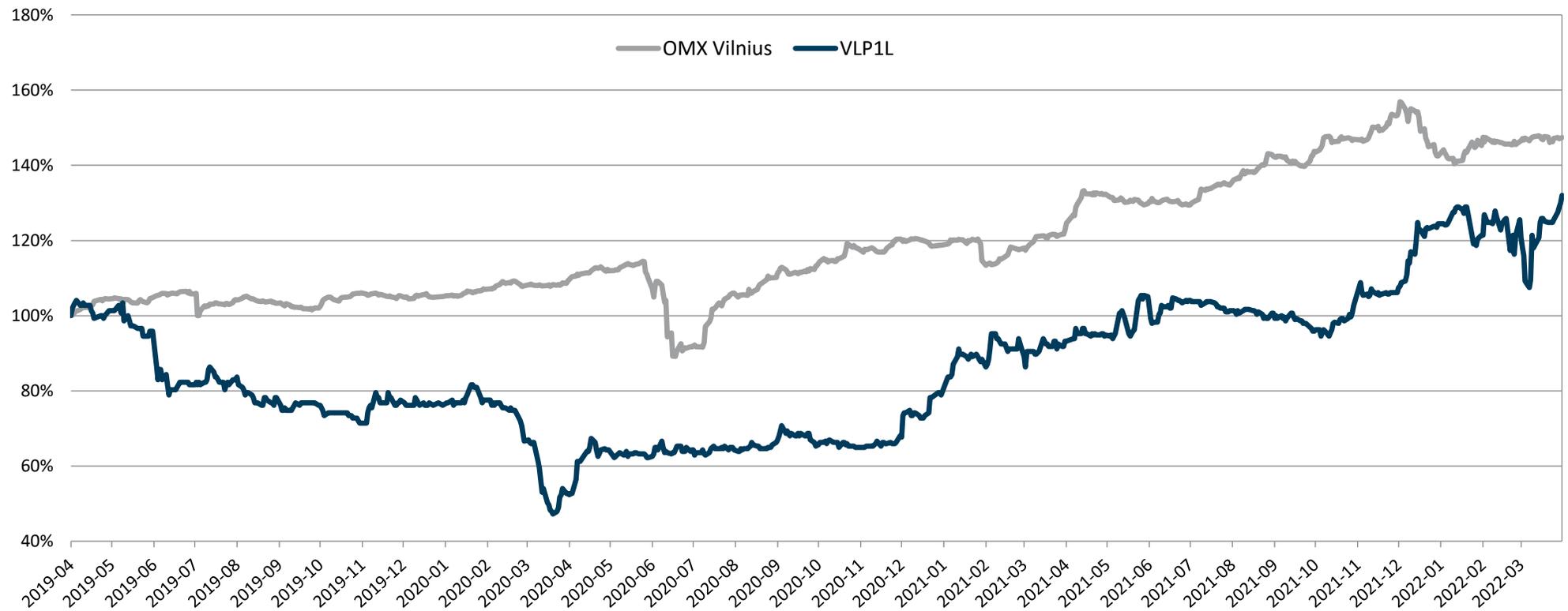
Shareholder	Shares	Ownership interest
Swisspartners Versicherung AG Zweigniederlassung Österreich	6.992.316	59%*
Multi Asset Selection Fund	2.035.729	17%
Other shareholders	2.914.955	24%
Capital in total:	11.943.000	100%



*Swisspartners Versicherung AG Zweigniederlassung Österreich has granted G. Bertašius (CEO at Vilkyškių pieninė AB) permission to exercise all the non-property rights of the shareholder, including the right to vote at the issuer's shareholders' meetings.

13. SHARE PRICE DATA

Vilkyškių pieninė AB share price and OMX Vilnius indexes comparison **2019 April – 2022 March**



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