



VILVI GROUP

THE RESULTS OF 9 MONTHS OF 2022



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9 MONTHS OF 2022



EBITDA

~17.4
MEUR

THE BEST „VILVI
GROUP“
RESULT IN IT'S
HISTORY!



1. MAIN EVENTS DURING 9 MONTHS OF 2022

Achievements:

- 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.
- 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 “Verslo žinios” survey presented in July, AB Vilkyškių pieninė inters the top fifty of Lithuanian Companies (46th place).



PRODUCT NEWS

„Vilkyškių“ LESS SUGAR line of glazed curd cheese bars has been complemented by new product – **cream raspberry flavor** glazed curd cheese bar. New curd cheese bar contains even **42 % less sugar**, comparing with similar ones in Lithuania.



New Murr curd cheese bar – chocolate cherry flavor

The line of milk products with vegetable fats has been complemented by **classic and picante** flavor spreads.



New cream cheese with **hemp and onions** has also been introduced into the market





EXTENDED/ISSUED CERTIFICATES

Kosher certificate has been renewed for Kelmės pieninė, AB;

Halal certificates have been renewed for Kelmės pieninė AB, „Modest“ AB and Vilkyškių pieninė AB.

On June 9, 2022 IFS Food Version 7 standard has been established in UAB „Kelmės pienas“. The assessment of auditors of RINA, international audit company in - Higher Level (97.1 percent), confirms the compliance with the highest requirements of safety and quality on food products and production. Food producing companies having IFS obtain wide opportunities to expand their business on new markets, gaining higher competitive advantage and consumer confidence; business productivity and brand image get improved.



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

2. MAIN FINANCIAL INDICATORS

	9 months of 2018	9 months of 2019	9 months of 2020	9 months of 2021	9 months of 2022
Revenue (Thousands EUR)	76,165	82,262	88,476	106,831	175,665
EBITDA (Thousands EUR)	3,898	2,586	6,348	7,724	17,419
EBITDA margin (%)	5.1%	3.1%	7.2%	7.2%	9.9%
Net profit (loss) (Thousands EUR)	513	-421	3,107	3,968	12,329
Profit (loss) margin (%)	0.7%	-0.5%	3.5%	3.7%	7.0%
Quantity of purchased milk, t	199,062	195,798	206,432	226,070	241,288
Profit (loss) per share (EUR)	0.04	-0.04	0.26	0.33	1.03
Net financial debt (Thousands EUR)	31,599	29,283	21,848	24,924	20,546

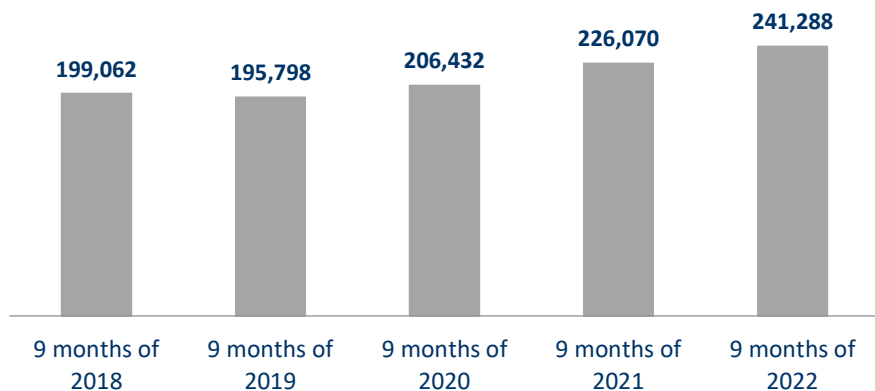
During 9 months of 2022 **sales revenue** increased by 64.4 percent, comparing with the same period last year and amounted to 175.7 MEUR.

EBITDA reached 17.419 MEUR (increased more than twice comparing with the same period last year).

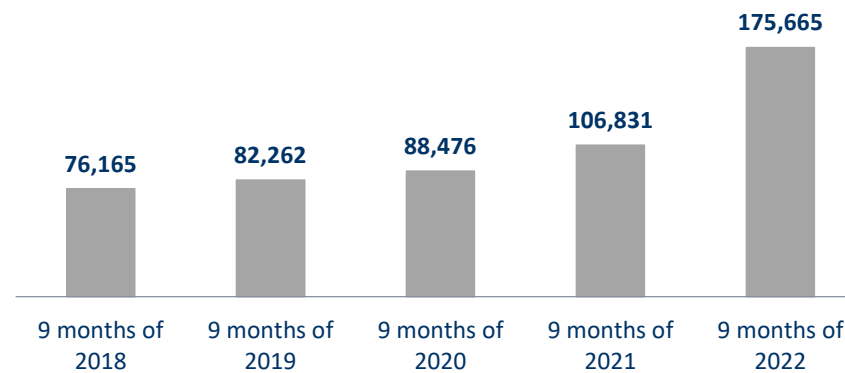
During 9 months of 2022 **net profit** of the group came to 12.329 MEur and was three times higher than at the same period last year.

During 9 months of 2022 a total of 241.3 tho tones of basic indicators milk was purchased (increased by 6.7 % comparing with 9 months of 2021).

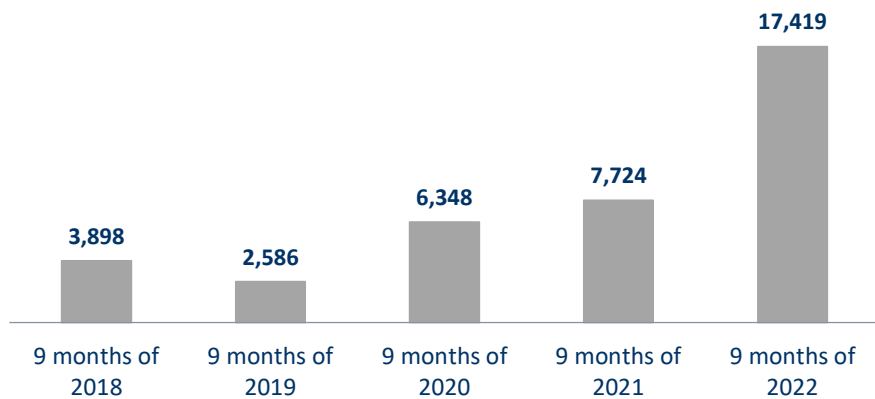
QUANTITY OF PUCHASED MILK, T



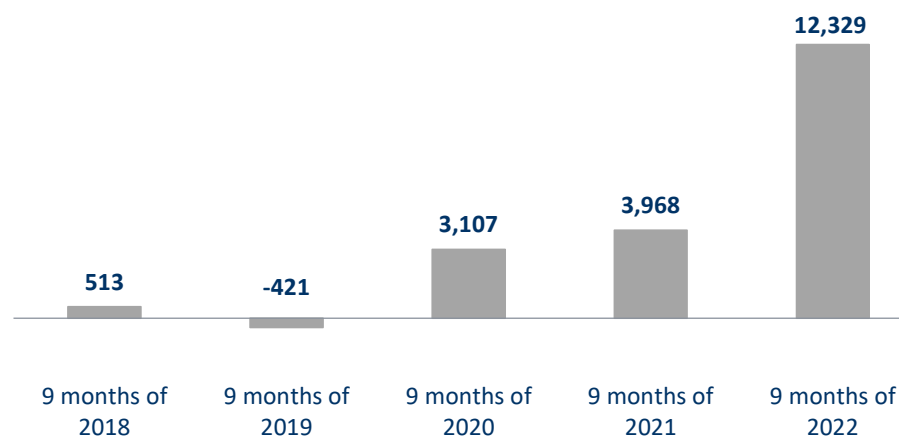
REVENUE, THOUSANDS EUR



EBITDA, THOUSANDS EUR

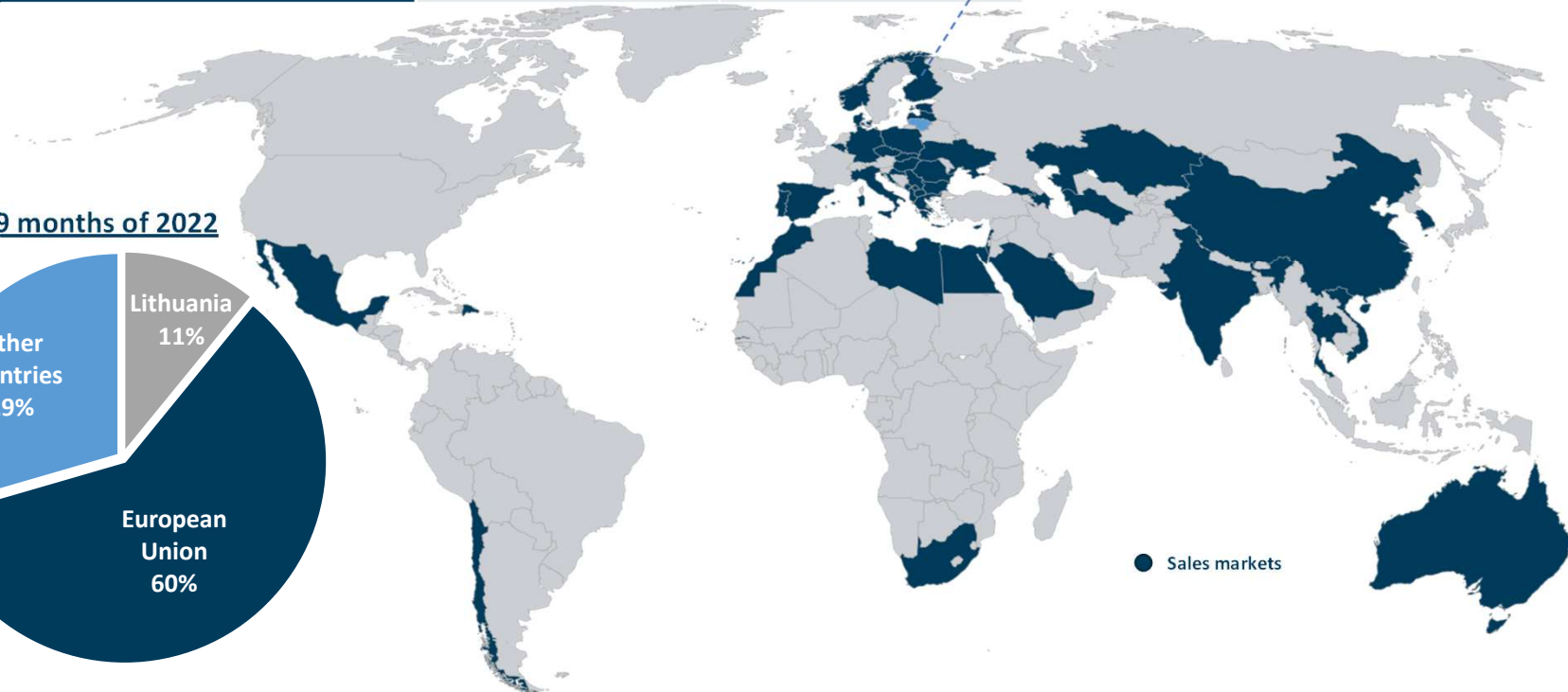
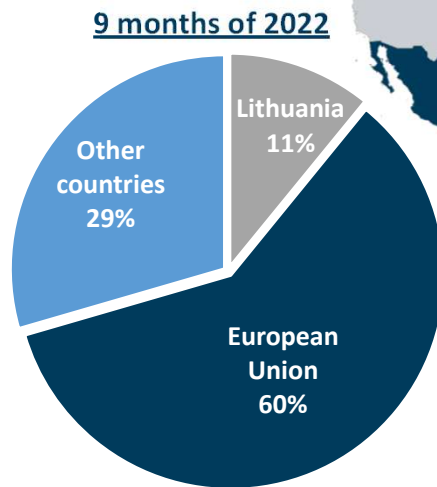
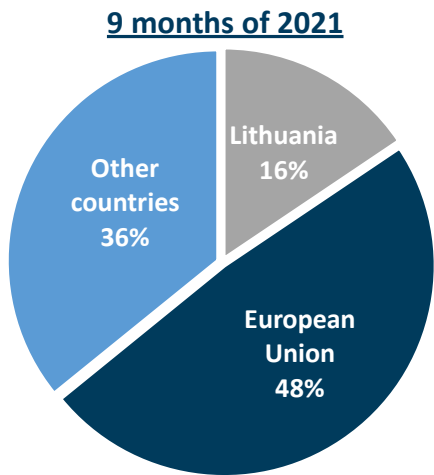


NET PROFIT (LOSS), THOUSANDS EUR



3. SALES REVENUE BY MARKETS

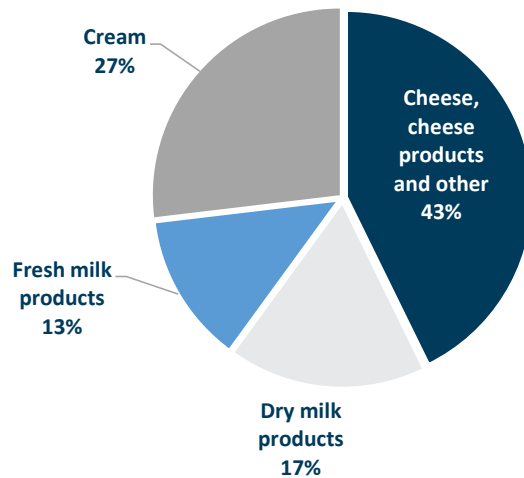
(Thousand EUR)	9 months of 2021		9 months of 2022	
Lithuania	16,646	16%	19,141	11%
European Union	51,882	48%	104,709	60%
Other countries	38,303	36%	51,815	29%
Total revenue:	106,831		175,665	



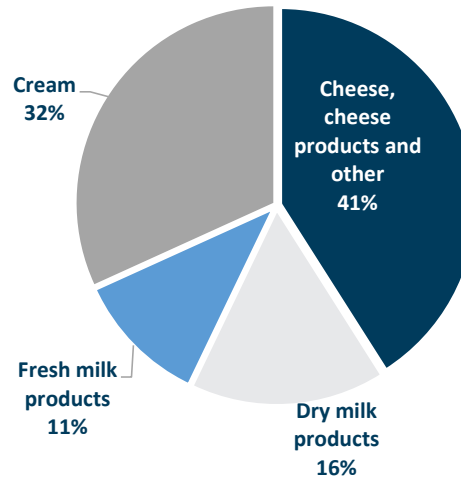
4. SALES REVENUE BY OPERATING SEGMENTS

(Thousand EUR)	9 months of 2021		9 months of 2022	
Cheese, cheese products and other	45,685	43%	72,031	41%
Dry milk products	18,436	17%	28,332	16%
Fresh milk products	13,988	13%	19,472	11%
Cream	28,722	27%	55,830	32%
Total:	106,831		175,665	

9 months of 2021



9 months of 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, MPC, skimmed-milk, permeate, whey and GSO (galacto-oligosaccharides) powder produced by the subsidiaries;
- **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	2022.09.30	2021.12.31
ASSETS		
Property, plant and equipment	47,638	48,771
Right-of-use assets	1,087	1,108
Intangible assets	4,176	4,186
Non-current amounts receivable	210	288
Deferred income tax assets	-	304
Non-current assets	53,111	54,657
Inventories	22,014	17,625
Trade and other receivables	20,617	14,271
Prepayments	827	622
Cash and cash equivalents	2,281	799
Current assets	45,739	33,317
Total assets	98,850	87,974
Share capital	3,463	3,463
Share premium	3,301	3,301
Reserves	2,087	2,174
Retained earnings	40,394	30,510
Total equity attributable to owners of the Company	49,245	39,448
Non-controlling interest	278	133
Total equity	49,523	39,581
Borrowings	17,362	17,050
Lease liabilities	454	403
Government grants	3,852	4,125
Trade and other payables	53	53
Deferred income tax liability	1,153	-
Non-current liabilities	22,874	21,631
Borrowings	4,657	6,420
Lease liabilities	354	290
Income tax payable	259	179
Trade and other payables	21,183	19,873
Current liabilities	26,453	26,762
Total liabilities	49,327	48,393
Total equity and liabilities	98,850	87,974

6. CONSOLIDATED INCOME STATEMENT

Thousand EUR	2022.01.01- 2022.09.30	2021.01.01- 2021.09.30
Revenue	175,665	106,831
Cost of sales	-155,045	-97,588
Gross profit (loss)	20,620	9,243
Other operating income	228	434
Distribution expenses	-3,437	-2,511
Administrative expenses	-3,189	-2,596
Other operating expenses	-128	-63
Other gain (loss) - net	88	65
Results of operating activities	14,182	4,572
Finance income	443	38
Finance costs	-580	-623
Finance costs, net	-137	-585
Profit (loss) before income tax	14,045	3,987
Income tax expenses	-1,716	-19
Profit (loss) for the period	12,329	3,968
Attributable to:		
Shareholders of the Company	12,184	3,961
Non-controlling interest	145	7
Profit (loss) for the period	12,329	3,968
Basic and diluted earnings per share (in EUR)	1.03	0.33

7. CONCOLIDATED STATEMENT OF CASH FLOWS

Thousand EUR	2022.01.01- 2022.09.30	2021.01.01- 2021.09.30
Profit (loss) for the period	12,330	3,968
Depreciation of property, plant and equipment	3,141	3,679
Amortization of intangible assets	10	12
Amortization and write-off of grants	-286	-539
Loss (gain) from disposal of property, plant and equipment	-26	40
Income tax expenses	1,716	19
Finance costs, net	137	585
	17,022	7,764
Change in inventories	-4,388	-4,075
Change in non-current amounts receivable	78	98
Change in trade and other receivables and prepayments	-7,170	-3,920
Change in trade and other payables	1,282	4,528
	6,824	4,395
Interest paid	-486	-483
Income tax paid	-179	-
Net cash flows generated from operating activities	6,159	3,912
Payments for acquisition of property, plant and equipment	-1,718	-1,750
Payments for acquisition of intangible assets	-	-16
Proceeds from sale of property, plant and equipment	78	492
Acquisition of shares of the subsidiary	-	-271
Loans granted	-300	-
Government grants received	13	99
Loans recovered	1,361	250
Change in cash flows from investing activities due to a business combination	-	-650
Net cash flows generated from (used in) investing activities	-566	-1,846
Proceeds from borrowings	6,460	4,487
Repayments of borrowings	-7,911	-4,902
Lease payments	-271	-390
Dividends paid out	-2,389	-955
Net cash flows generated from (used in) financing activities	-4,111	-1,760
Net increase (decrease) in cash and cash equivalents	1,482	306
Cash and cash equivalents at 1 January	799	181
Cash and cash equivalents at 30 September	2,281	487

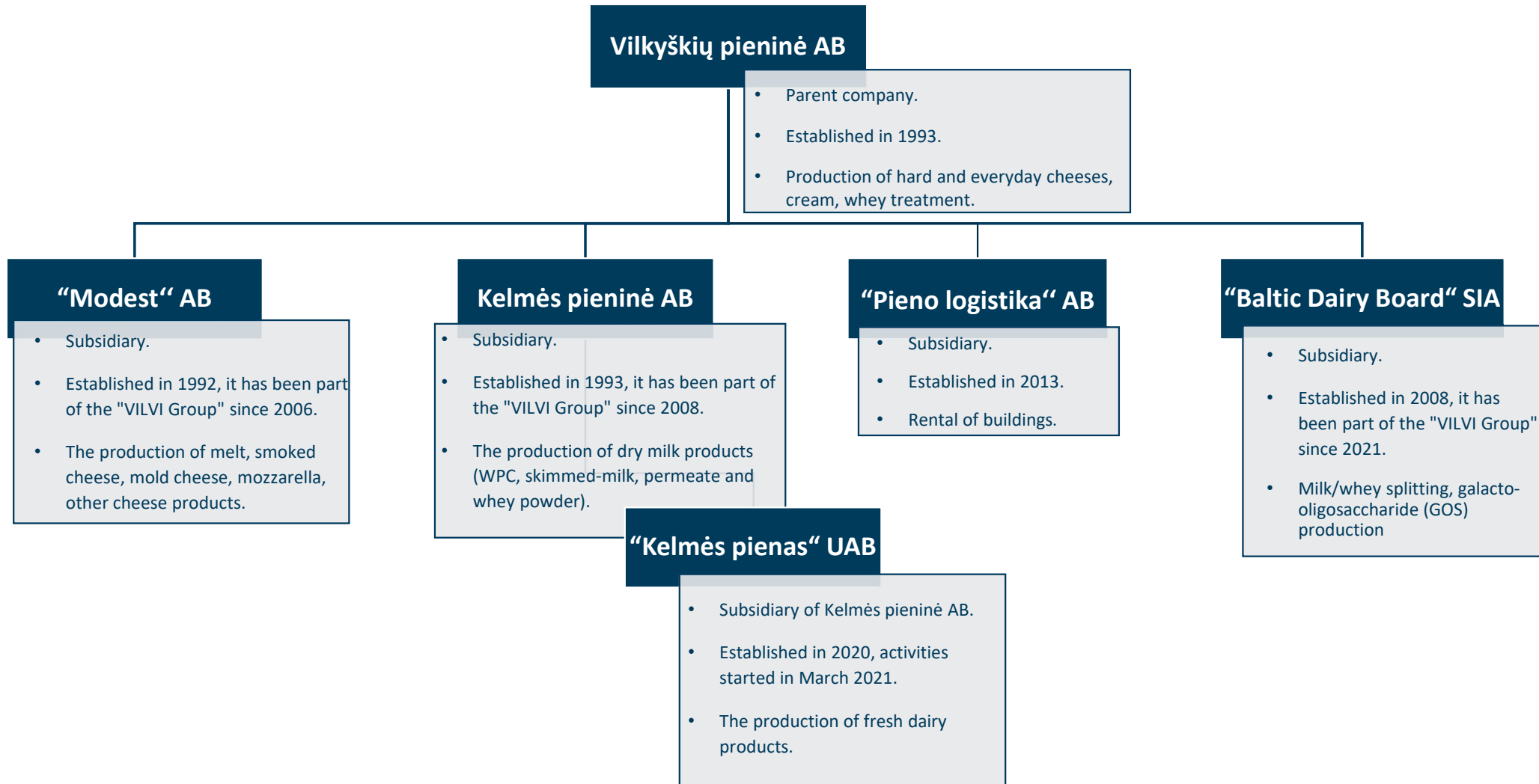
ADDITIONAL INFORMATION



8. ABOUT THE COMPANY

- ✓ Company was established in 1993.
- ✓ On the 30th of September 2022 the Group had 890 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 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

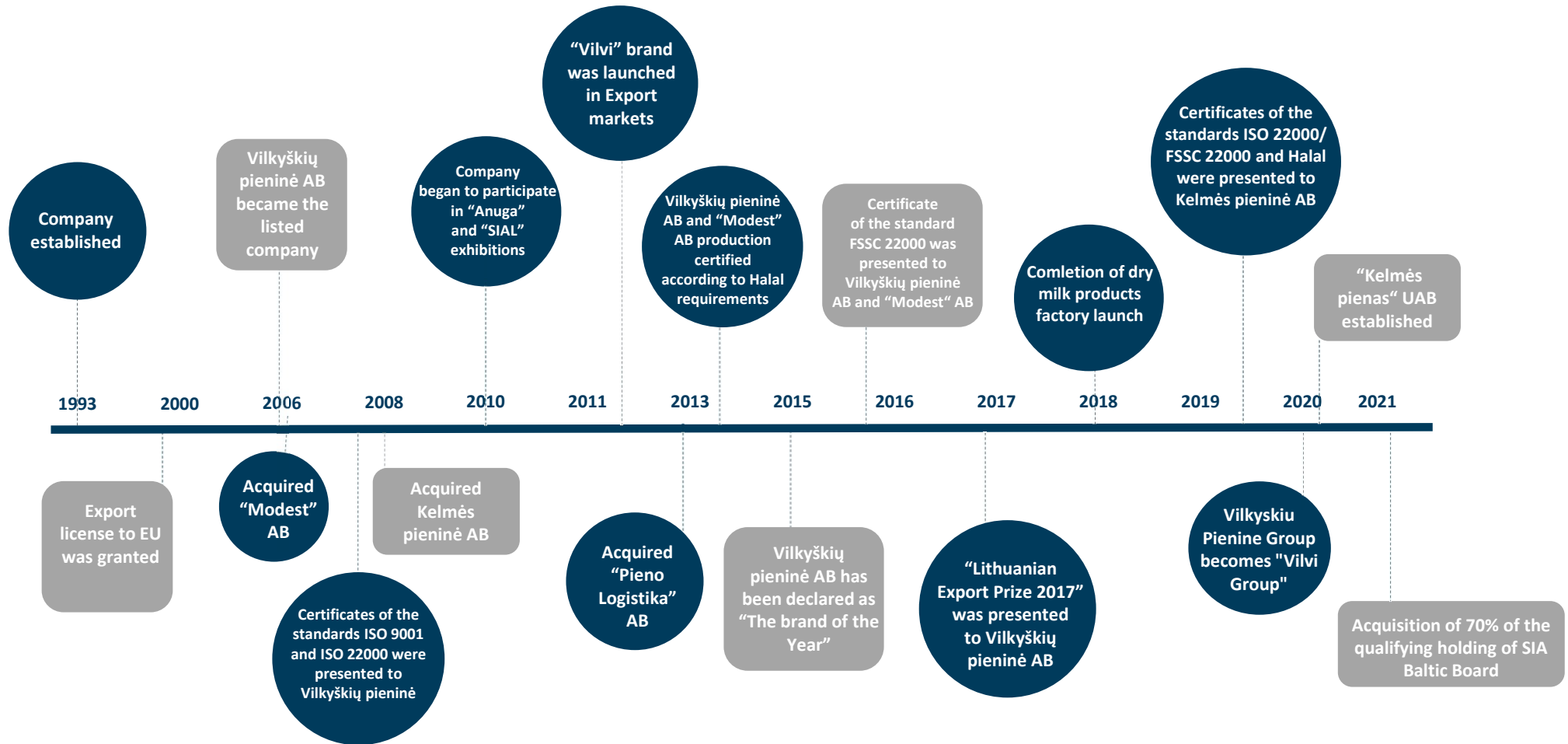
Sigitas Trijonis, Member
of the Board,
Chief Technology
Officer at
Vilkyškių pieninė
AB

Linas Strėlis,
Independent
member of the
Board

Andrej Cyba,
Independent
member of the
Board

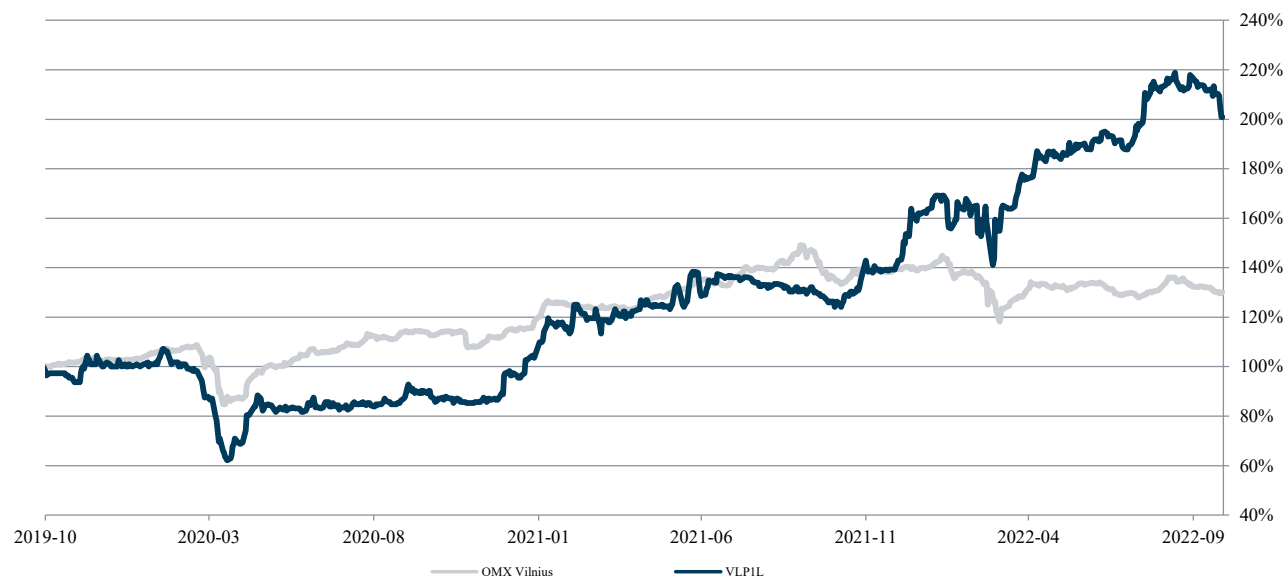
Board members re-elected for a four-year term on 29 April 2022.

11. SHORT HISTORY OF "VILVI GROUP"



12. SHARE PRICE DATA. MAIN SHAREHOLDERS

Comparison of Vilkyškių pieninė AB share price and OMX Vilnius indexes



Shareholder	Shares	Ownership interest
Swisspartners Versicherung AG Zweigniederlassung Österreich	6,994,316	59%*
Multi Asset Selection Fund	2,035,729	17%
Other shareholders	2,912,955	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. CONTACTS:

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Director General

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Vilija Milaševičiutė

Economics and Finance Director

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