



VILVI GROUP

THE RESULTS OF H1 2022



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EBITDA

~11.6
MEUR

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

1. MAIN EVENTS DURING H1 2022

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.



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.



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

	H1 2018	H1 2019	H1 2020	H1 2021	H1 2022
Revenue (Thousands EUR)	47,467	53,581	55,784	67,835	112,824
EBITDA (Thousands EUR)	2,447	1,208	3,324	3,917	11,568
EBITDA margin (%)	5.2%	2.3%	6.0%	5.8%	10.3%
Net profit (loss) (Thousands EUR)	240	-761	1,232	1,544	8,320
Profit (loss) margin (%)	0.5%	-1.4%	2.2%	2.3%	7.4%
Quantity of purchased milk, t	128,393	125,330	132,177	145,740	153,478
Profit (loss) per share (EUR)	0.02	-0.06	0.10	0.13	0.70
Net financial debt (Thousands EUR)	32,987	29,198	23,641	25,857	20,614

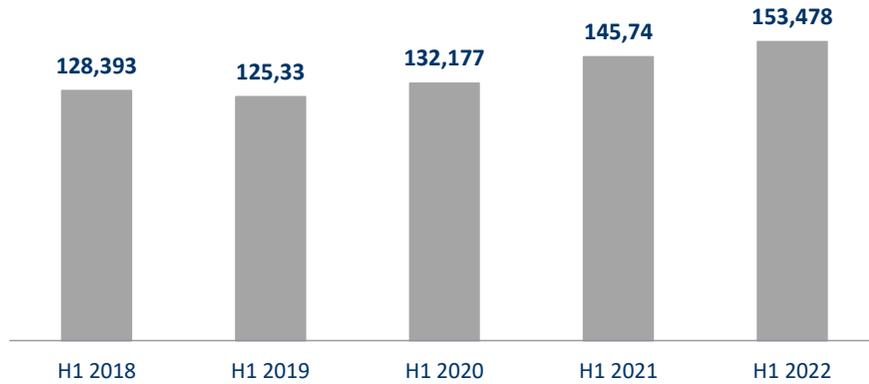
At H1 2022 **sales revenue** increased by 66.3 percent, comparing with the same period last year and amounted to 112.824 MEUR.

EBITDA reached 11.568 MEUR (increased event 3 times comparing with the same period last year).

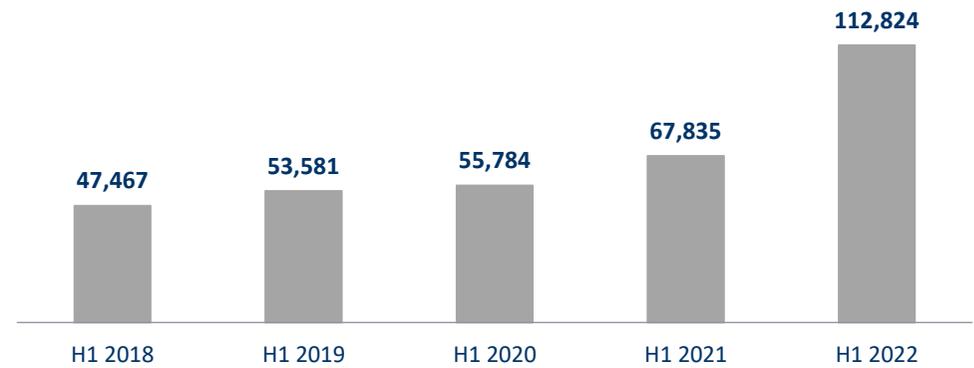
During H1 2022 **net profit** of the group came to 8.32 MEur and was more than five times higher than at the same period last year.

During H1 2022 a total of 153.5 tho tones of basic indicators milk was purchased (increased by 5.3 % comparing with H1 2021).

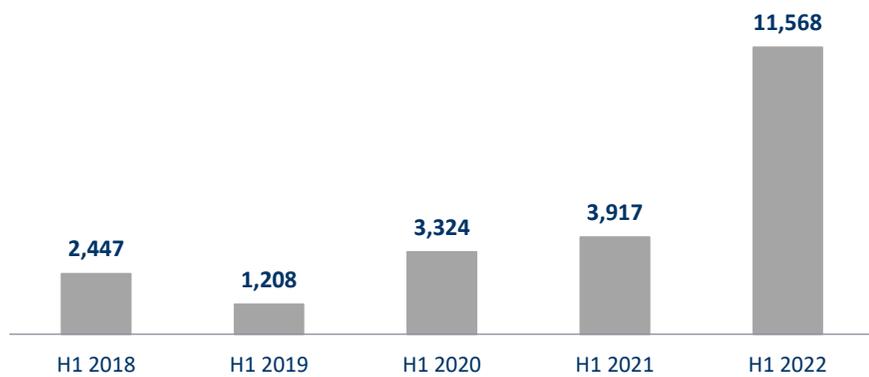
QUANTITY OF PUCHASED MILK, T



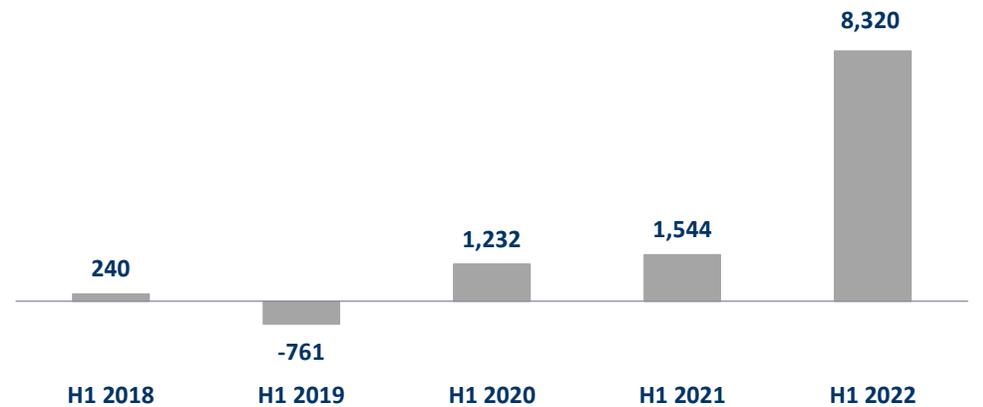
REVENUE, THOUSANDS EUR



EBITDA, THOUSANDS EUR



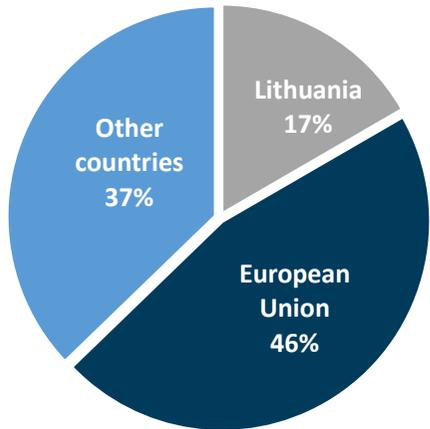
NET PROFIT (LOSS), THOUSANDS EUR



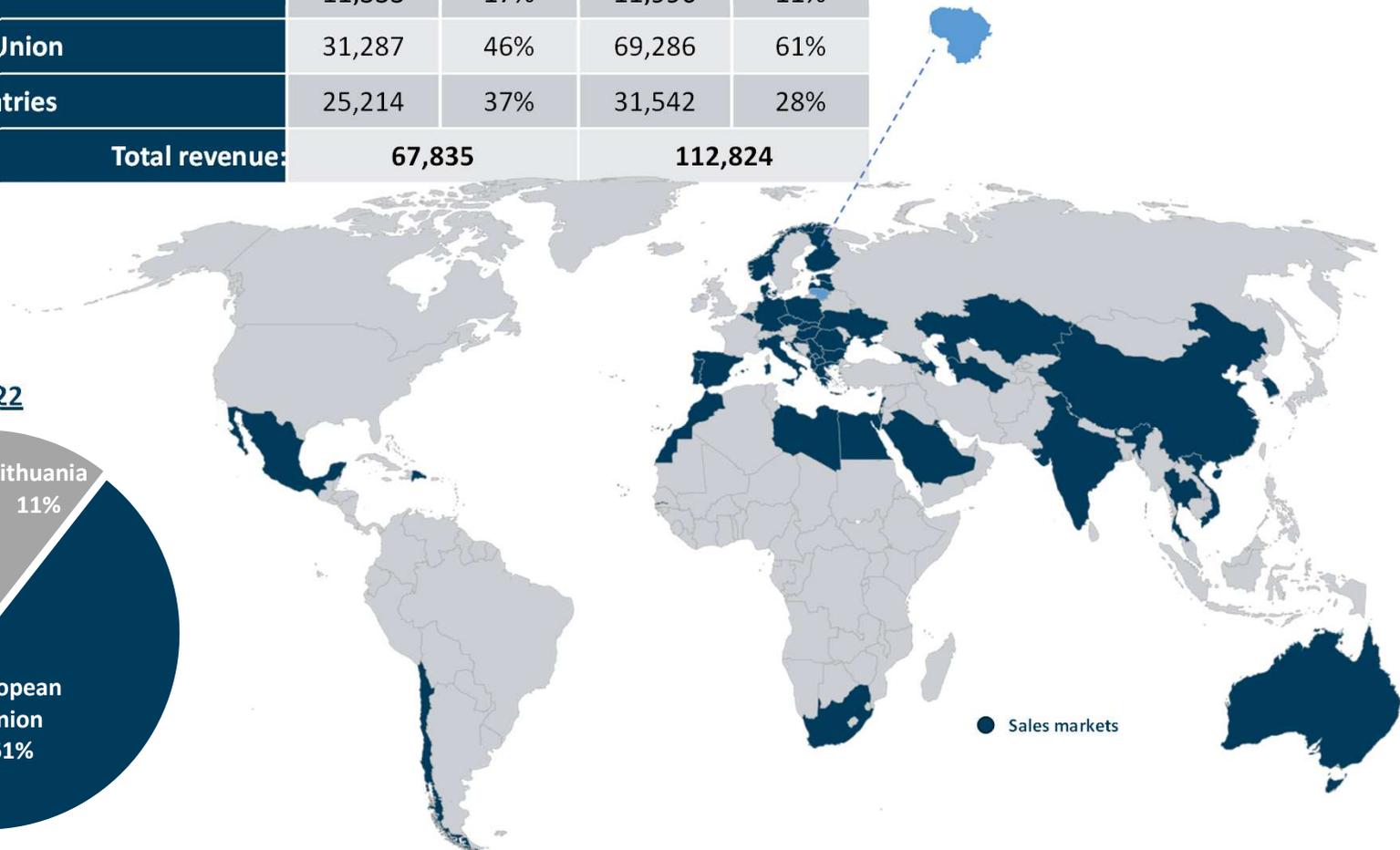
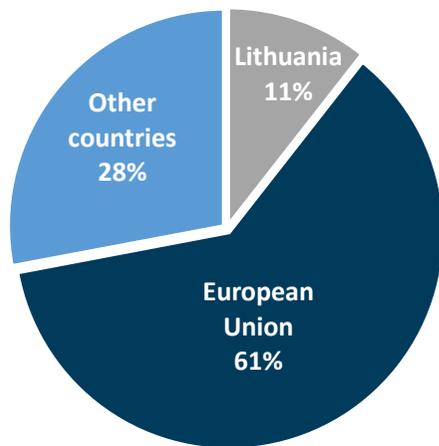
3. SALES REVENUE BY MARKETS

(Thousand EUR)	Q1 2021		Q1 2022	
Lithuania	11,333	17%	11,996	11%
European Union	31,287	46%	69,286	61%
Other countries	25,214	37%	31,542	28%
Total revenue:	67,835		112,824	

H1 2021



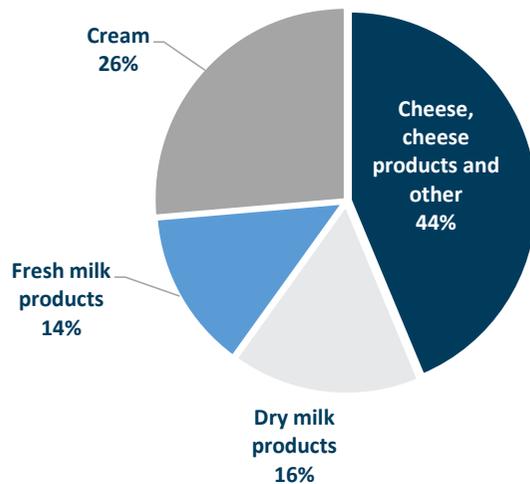
H1 2022



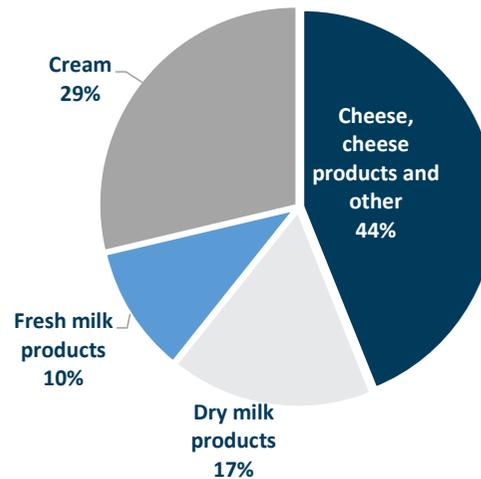
4. SALES REVENUE BY OPERATING SEGMENTS

(Thousand EUR)	H1 2021		H1 2022	
Cheese, cheese products and other	29,642	44%	49,504	44%
Dry milk products	11,033	16%	19,057	17%
Fresh milk products	9,284	14%	11,925	10%
Cream	17,875	26%	32,338	29%
Total:	67,835		112,824	

H1 2021



H1 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	2022.06.30	2021.12.31
ASSETS		
Property, plant and equipment	47,334	48,771
Right-of-use assets	863	1,108
Intangible assets	4,179	4,186
Non-current amounts receivable	284	288
Deferred income tax assets	-	304
Non-current assets	52,660	54,657
Inventories	17,017	17,625
Trade and other receivables	21,197	14,271
Prepayments	929	622
Cash and cash equivalents	1,404	799
Current assets	40,547	33,317
Total assets	93,207	87,974
Share capital	3,463	3,463
Share premium	3,301	3,301
Reserves	2,135	2,174
Retained earnings	36,410	30,510
Total equity attributable to owners of the Company	45,309	39,448
Non-controlling interest	203	133
Total equity	45,512	39,581
Borrowings	18,034	17,050
Lease liabilities	318	403
Government grants	3,966	4,125
Trade and other payables	53	53
Deferred income tax liability	632	-
Non-current liabilities	23,003	21,631
Borrowings	3,408	6,420
Lease liabilities	258	290
Income tax payable	-	179
Trade and other payables	21,026	19,873
Current liabilities	24,692	26,762
Total liabilities	47,695	48,393
Total equity and liabilities	93,207	87,974

6. CONSOLIDATED INCOME STATEMENT

Thousand EUR	2022.01.01- 2022.06.30	2021.01.01- 2021.06.30
Revenue	112,824	67,835
Cost of sales	-99,115	-62,854
Gross profit (loss)	13,709	4,981
Other operating income	151	160
Distribution expenses	-2,278	-1,777
Administrative expenses	-2,145	-1,662
Other operating expenses	-83	-33
Other gain (loss) - net	73	199
Results of operating activities	9,427	1,868
Finance income	225	27
Finance costs	-396	-383
Finance costs, net	-171	-356
Profit (loss) before income tax	9,256	1,512
Income tax expenses	-936	32
Profit (loss) for the period	8,320	1,544
Attributable to:		
Shareholders of the Company	8,250	1,531
Non-controlling interest	70	13
Profit (loss) for the period	8,320	1,544
Basic and diluted earnings per share (in EUR)	0.70	0.13

7. CONCOLIDATED STATEMENT OF CASH FLOWS

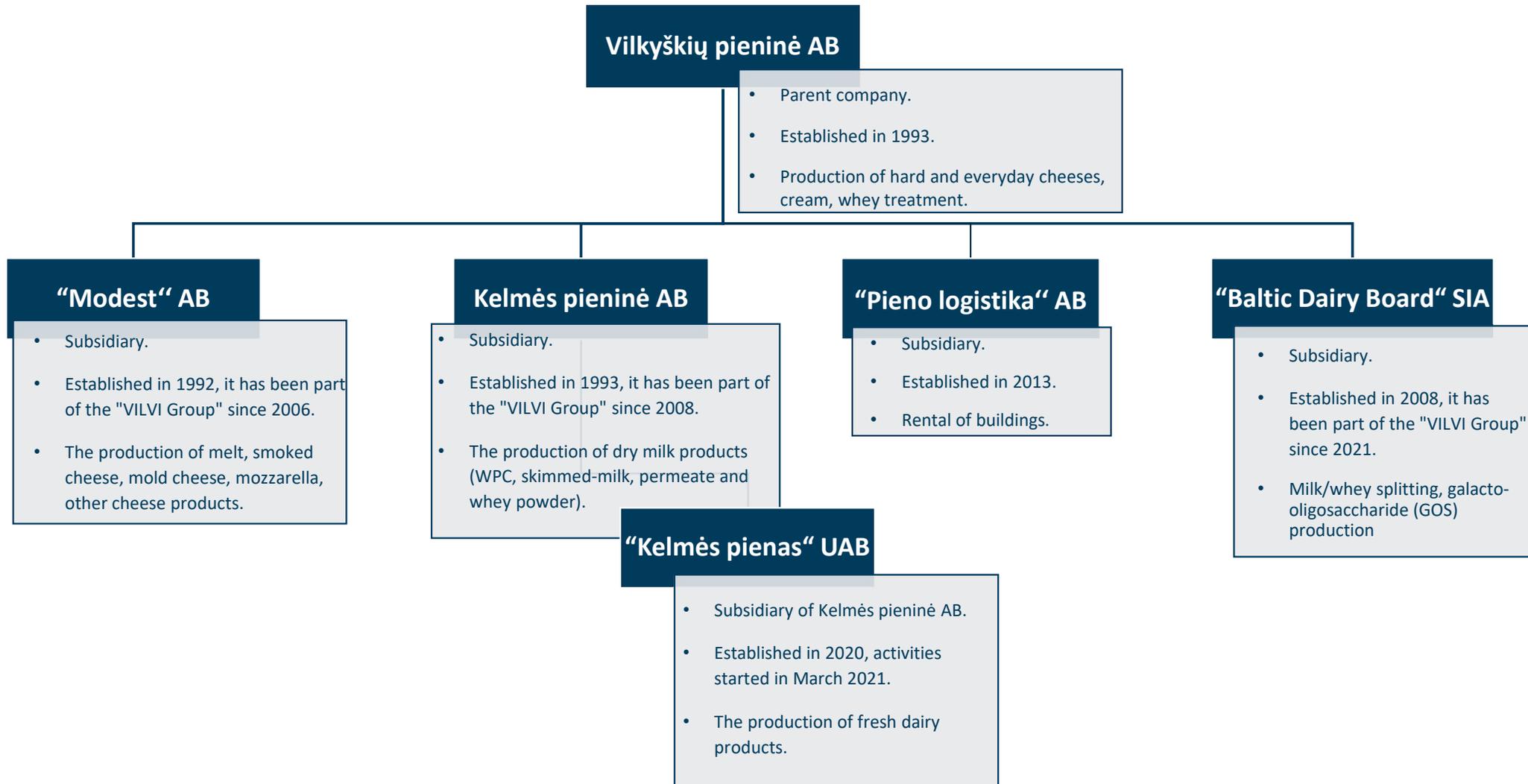
Thousand EUR	2022.01.01- 2022.06.30	2021.01.01- 2021.06.30
Profit (loss) for the period	8,320	1,544
Depreciation of property, plant and equipment	2,301	2,412
Amortization of intangible assets	7	8
Amortization and write-off of grants	-167	-371
Loss (gain) from disposal of property, plant and equipment	-58	88
Income tax expenses	936	-32
Finance costs, net	171	356
	11,510	4,005
Change in inventories	608	-1,891
Change in non-current amounts receivable	4	11
Change in trade and other receivables and prepayments	-8,365	-3,680
Change in trade and other payables	908	4,620
	4,665	3,065
Interest paid	-330	-314
Income tax paid	-	-
Net cash flows generated from operating activities	4,335	2,751
Payments for acquisition of property, plant and equipment	-573	-1,614
Payments for acquisition of intangible assets	-	-15
Proceeds from sale of property, plant and equipment	65	423
Acquisition of shares of the subsidiary	-	-250
Loans granted	-	-
Government grants received	8	-
Loans recovered	1,359	250
Change in cash flows from investing activities due to a business combination	-	-454
Net cash flows generated from (used in) investing activities	859	-1,660
Proceeds from borrowings	6,100	3,859
Repayments of borrowings	-8,128	-3,778
Lease payments	-172	-179
Dividends paid out	-2,389	-955
Net cash flows generated from (used in) financing activities	-4,589	-1,053
Net increase (decrease) in cash and cash equivalents	605	38
Cash and cash equivalents at 1 January	799	181
Cash and cash equivalents at 30 June	1,404	219

ADDITIONAL INFORMATION

8. ABOUT THE COMPANY

- ✓ Company was established in 1993.
- ✓ On the 30th of June 2022 the Group had 871 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

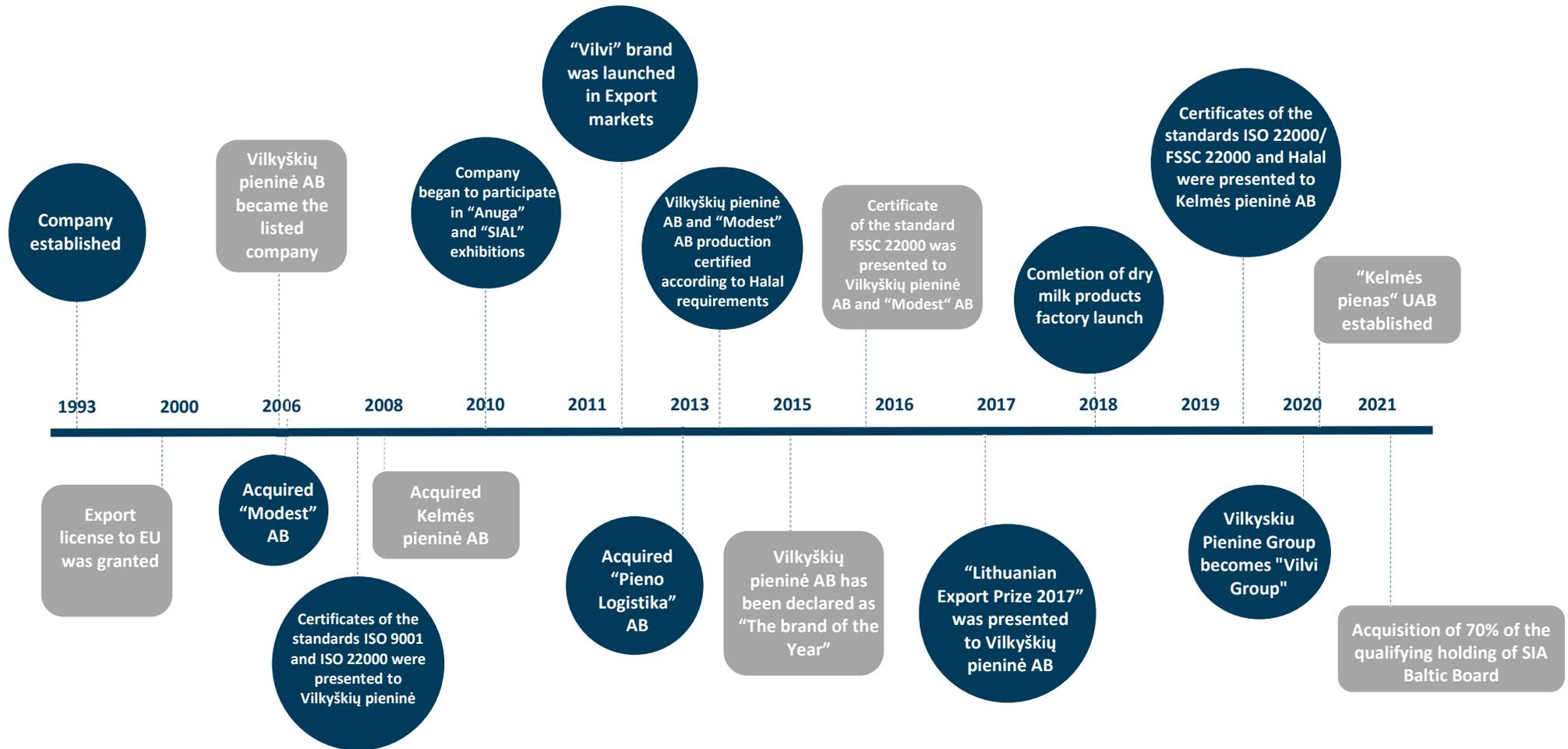
Sigitas Trijonis, Member
of the Board,
Chief Technology
Officer at
Vilkyškių pieninė
AB

Linas Strėlis,
Independent
member of the
Board

Andrej Cyba,
Independent
member of the
Board

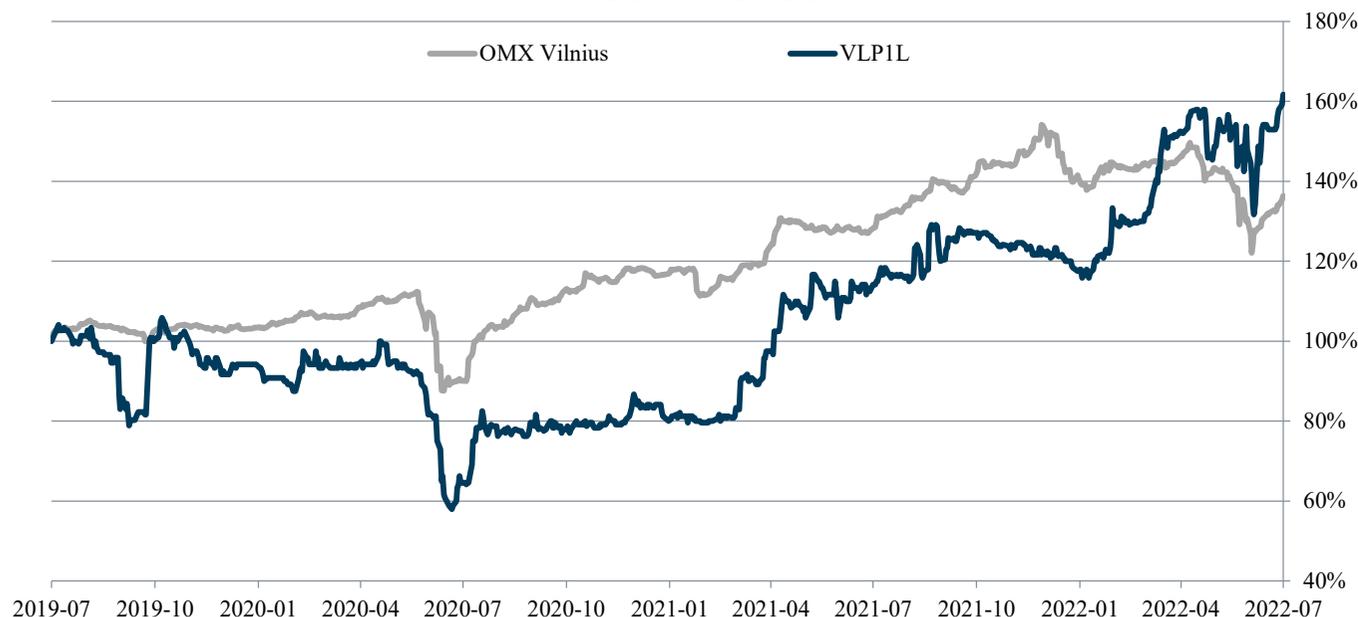
Board members re-elected for a four-year term on 29 April 2022.

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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Economics and Finance Director

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