



**WE DRIVE
INNOVATION IN THE
VEGAN WORLD!**

9M 2023



**INVESTOR
PRESENTATION**

.....
15/11/2023
.....



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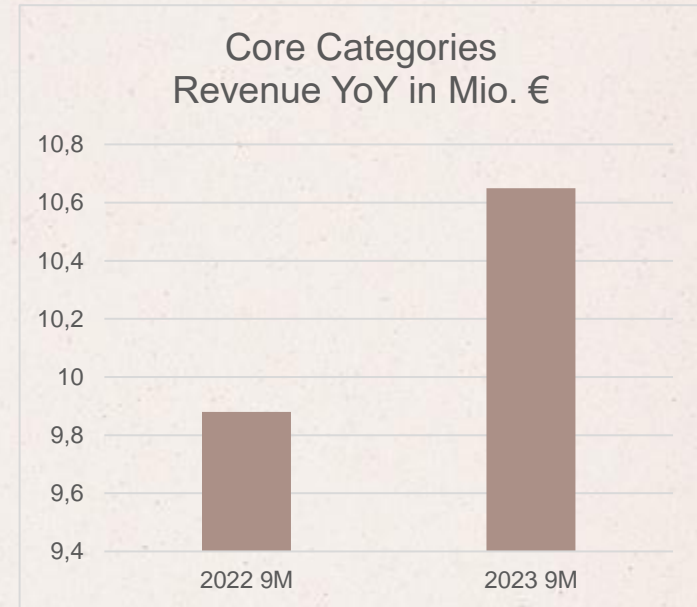


SUMMARY
9M 2023

SUMMARY – 9M 2023

9M
2023

- **Strategic assortment optimization**
- **7,8% Growth in the core categories**
- **Subdued 9M of the fiscal year 2023**
due to general economic development and assortment optimization
- **Successful launch of Veganz Mililk**
- **Further Innovations to improve assortment**

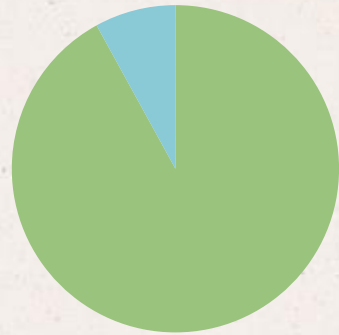


New
launch
Q3
2023



KEY STATS – 9M 2023

Sales Split by Region



- DACH 92%**
(9M 2022: 91%)
- Rest of Europe 8%**
(9M 2022: 9%)
- Rest of the world 0%**
(9M 2022: 0%)

€12.8m

Sales⁽¹⁾

16

Product categories

More than

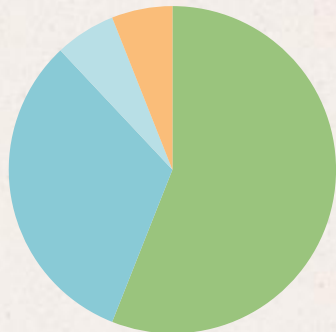
25

countries

3

Production facilities

Sales Split by Channel



- Food retail 56%**
(9M 2022: 67%)
- Drugstore 32%**
(9M 2022: 25%)
- Food service 6%**
(9M 2022: 7%)
- Discount 6%**
(9M 2022: 1%)

KEY PERFORMANCE HIGHLIGHTS – 9M 2023



INNOVATIVE PRODUCTS



FURTHER DISTRIBUTION IN FOOD SERVICE AND NEW COOPERATIONS

Strategic Partnerships

Fraunhofer IME | DIL | Technische Universität Berlin

Retail

REWE | EDEKA | PENNY | LIDL | COOP | SPAR | Kaufland

Drugstore

dm | BUDNI | Müller | ROSSMANN

E-Food

GORILLAS | Flink

Food Service

Eurowings | valora | aramark | Bakerman | Veganz OFFICIAL PARTNER

MOMENTUM AND INCREASING VISIBILITY



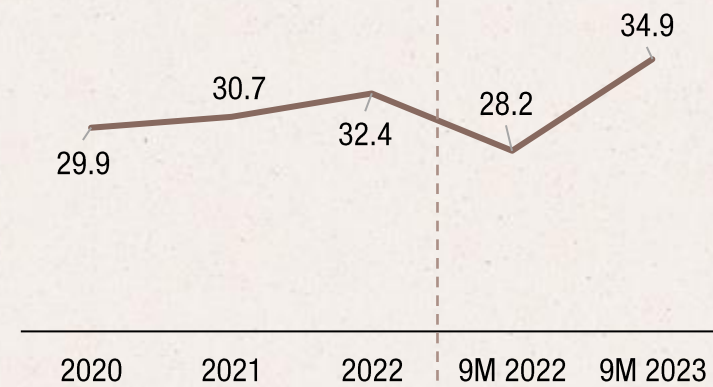
FINANCIAL UPDATE
9M 2023

FINANCIAL DEVELOPMENT 9M 2023

Sales
in €m



Gross profit margin
in %



FINANCIAL DEVELOPMENT 9M 2023



FOCUS ON PROFITABILITY: IMPROVE GROSS PROFIT MARGIN



Source: Company information

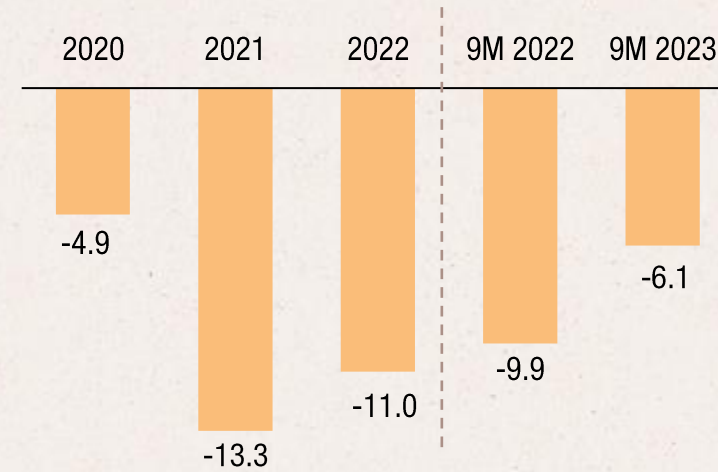


FINANCIAL DEVELOPMENT 9M 2023

EBITDA
in €m



Net loss
in €m



VEGANZ GROUP AG VS. VEGANZ GROUP – 9M 2022



in €m	Veganz Group AG	
	9M 2023	9M 2022
Sales	12.8	17.1
EBITDA	-4.5	-8.7
Net loss for the period	-6.1	-9.9
Gross profit margin	34.9%	28.2%
Net cash ⁽¹⁾	-4.3	0.4 ⁽²⁾
Equity ratio	35.6%	46.5% ⁽²⁾

Source: Company information

(1) Including long-term financial liabilities, i.e. €10m Bond maturing in February 2025 and €2m Crowd funding maturing in December 2023

(2) As of 31 December 2021



GUIDANCE 2023

SET OF MEASURES

1 Start of In-house production

- Successful launch of Mililk production in the new headquarters in Ludwigsfelde
- Delivering of the innovation to the first foodservice and D2C clients
- Launching and Pre-Launching new products (Sea Style Slices, Veganz Bluebert) in small facilities

2 Field sales force

- Cenfood as new strategic field sales force partner
- 35 field sales agents
- bundled logistics enables a more efficient supply chain that significantly minimises the ecological footprint

3 Marketing

- Successful launch of Veganz D2C business
- Setting up product innovations pipeline 2024
- Preparing a brand relaunch for up to 4 times increased visibility at the POS
- Setting up over 20 influencer contracts for mililk market introduction

Due to the still unfavourable macroeconomic conditions and the investments for the strategic shift towards own production, Veganz has made the improvement of profitability its top priority.

As a result, Veganz is accelerating on the path to achieve break-even and expects to strongly reduce the EBITDA losses for this year compared to the year before.

In order to sustain this objective, Veganz continues to review critically its cost structure, enter higher margin segments and eliminate unprofitable turnover. With these premises, Veganz expects further sales growth on a comparable basis portfolio, but a strong reduction of total Sales in comparison to previous year.

THANK YOU

APPENDIX

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GERMANY'S
MOST INNOVATIVE
FOOD BRAND IN 2021

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EXECUTIVE BOARD

CLASSIC MANAGEMENT EXPERIENCE, START-UP KNOW-HOW PAIRED WITH IN-DEPTH MARKET KNOWLEDGE



Jan Bredack
Founder & CEO

- Founded Veganz in 02/2011

Key responsibilities:

- Sales and Distribution
- Retail



Anja Bachmüller
COO

- Joined Veganz in 02/2017

Key responsibilities:

- Supply Chain Management
- Purchasing
- Production
- Quality Management



Moritz Möller
CMO

- Joined Veganz in 04/2018

Key responsibilities:

- Marketing
- Product Management



Massimo Garau
CFO

- Joined Veganz in 07/2023

Key responsibilities:

- Finance
- IT
- HR
- Investor Relations
- Legal

OUR KEY SHARE DATA



Share information

Issuer	Veganz Group AG
First day of trading	10 th November 2021
ISIN	DE000A3E5ED2
WKN	A3E5ED
Ticker symbol	VEZ
Share capital	€1,223,399.00
Number of shares outstanding	1,223,399
Listing/Market segment	Regulated Unofficial Market (Freiverkehr) of the Frankfurt Stock Exchange (Scale Segment)
Type of shares	Ordinary bearer shares
Designated Sponsor	M.M.Warburg & CO

Analyst Coverage



Jan Bauer



Ralf Marinoni



SHARE PRICE DEVELOPMENT

Veganz vs. SDAX vs. Scale 01.01.2023 - 13.11.2023



FINANCIAL CALENDAR 2023 & CONTACT



08/02/2023	9. Hamburger Investorentage (HIT)
11/05/2023	Annual Report 2022
11/05/2023	Quarterly Statement Q1 2023
06/07/2023	Annual General Meeting 2023
28/09/2023	Half-Year Report 2023
15/11/2023	Quarterly Statement Q3 2023
29/11/2023	Deutsches Eigenkapitalforum



Investor Relations

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