Our purpose

Advancing the health of animals with those who take care of them every day, so that we can all live better together.

OUR STRATEGIC AREAS OF FOCUS

Choosing sustainability

(focus on societal issues for a better balance between economic growth and consideration for people and the environment)

Providing for the well-being of our employees (high EHS standards, transparent governance, working environment, remote working agreement, distribution and bonuses)

Accelerating development abroad (United States, China, Brazil, India, innovative products and services: pharmaceutical specialty products, vaccines, petfood/pet care)

Improving the competitiveness of our industrial production and digitalizing our systems

Key animal health sector issues







Consolidation



and Big Data



Regulations



One Health



CREATE



Sustainable innovation based on technological advances and listening to caregivers

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R&D CENTER AT 10 SITES

- France United States
 - Australia Mexico
 - Vietnam
 - Taiwan
 - Chile Uruguay
 - China
 - India

4 SPECIALIZED SEGMENTS

- Companion animals
- Ruminants
- Aquaculture Swine

PARTNERSHIPS

- Universities Laboratories
- Biotech

RDL INVESTMENT

Approx. **9.1%** of sales revenue (before deducting the research tax credit)

5,500 **EMPLOYEES** in 37 countries

MAKE

OUR VALUE CREATION MODEL



Production facilities that meet the highest international quality standards

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PLANTS IN 11 COUNTRIES



RAW MATERIALS + PACKAGING

199 M€ in purchases



SUBCONTRACTED **PROCESSING**



PURCHASES OF FINISHED GOODS

63 M€ in purchases



relationship with veterinarians, farmers, and owners in each country



ANIMALS

59% companion animals



41% farm animals

Users



- Owners



- Distributors
- Wholesalers



CENTERS



industrial facilities



9,000 **REFERENCES**

Vaccines, antibiotics, parasiticides, anti-inflammatory drugs, dermatology, dental, specialties, diagnosis,

SELL



A personalized



CUSTOMERS

- Farmers
- Integrators



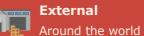
Intermediaries

- Purchasing groups

DISTRIBUTION



Internal In countries with



nutrition

HUMAN

77% of employees trained

75% of employees proud to say they work at Virbac



FINANCIAL

+4.9% organic growth at constant rates

Ebita **+0.01 pts** at constant rates 27 M€ debt relief



INTELLECTUAL

Animal health awards



INDUSTRIAL

Virbac plants helped generate **59.4%** of Group revenue



SOCIAL **AND SOCIETAL**

Regionalized R&D Virbac Foundation projects





EMPLOYEES

Remuneration 256.4 M€



STOCKHOLDERS

49.7% founder's family **50.3%** other

Share price performance in 2021: +57.7%



ABILITY TO FUND FUTURE GROWTH

Operating cash flow 235.1 M€



BANKS/DEBT

Net financial interests (profit) **0.2 M€**



SUPPLIERS

560 M€ in purchases Group-wide