

OUR VISION



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 of created value through rewards 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



Animal welfare



Feeding the planet
(food security & food safety)



Digitalization and Big Data



Consolidation



Regulations



Quality



One Health



Diversification

OUR VALUE CREATION MODEL

CREATE



Sustainable innovation based on technological advances and listening to caregivers

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



Production facilities that meet the highest international quality standards

PLANTS IN 11 COUNTRIES



100% GMP-certified sites

RAW MATERIALS + PACKAGING



950 suppliers
199 M€ in purchases

SUBCONTRACTED PROCESSING



117 subcontractors
120 M€ in purchases

PURCHASES OF FINISHED GOODS



82 suppliers
63 M€ in purchases

SELL



A personalized relationship with veterinarians, farmers, and owners in each country

ANIMALS



59% companion animals



41% farm animals

CUSTOMERS



Users

- Veterinarians
- Farmers
- Integrators
- Owners

Intermediaries



- Purchasing groups
- Distributors
- Wholesalers

DISTRIBUTION CENTERS



Internal

In countries with industrial facilities



External

Around the world

9,000 REFERENCES

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

OUR ACCOMPLISHMENTS



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

OUR VALUE SHARING

1,247 M€

2023 REVENUE



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