## **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



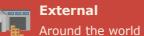
## **Intermediaries**

- 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