



FIRST HALF 2012 RESULTS

SFAF meeting
August 30, 2012



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While Vétoquinol believes that its objectives are reasonable, readers are reminded that these objectives are subject to risks and uncertainties, notably as described in the "Risk factors" section of the annual Registration Document.



First half key figures

Sales

€146.7m

+5.1%

Shareholders' equity

€219.3m

Net income

€11.2m

Positive cash balance

€27m





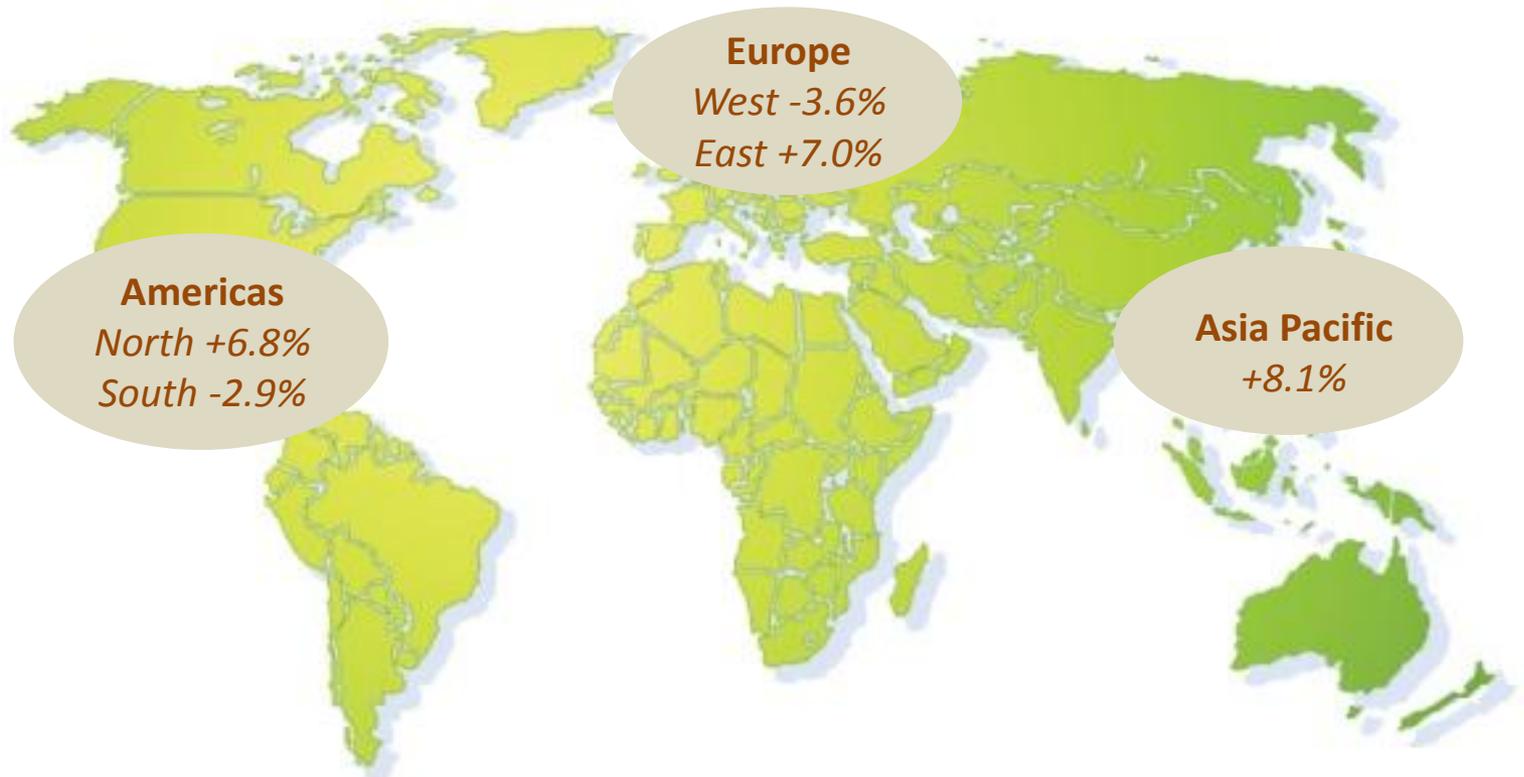
Highlights

- > Growing world market
- > Resumed sales growth
- > Impact of new products
- > Very strong growth outside Europe



World animal health market

- ➔ Continued growth in world market: +2.6% in USD
- ➔ Regional differences with significant currency effects

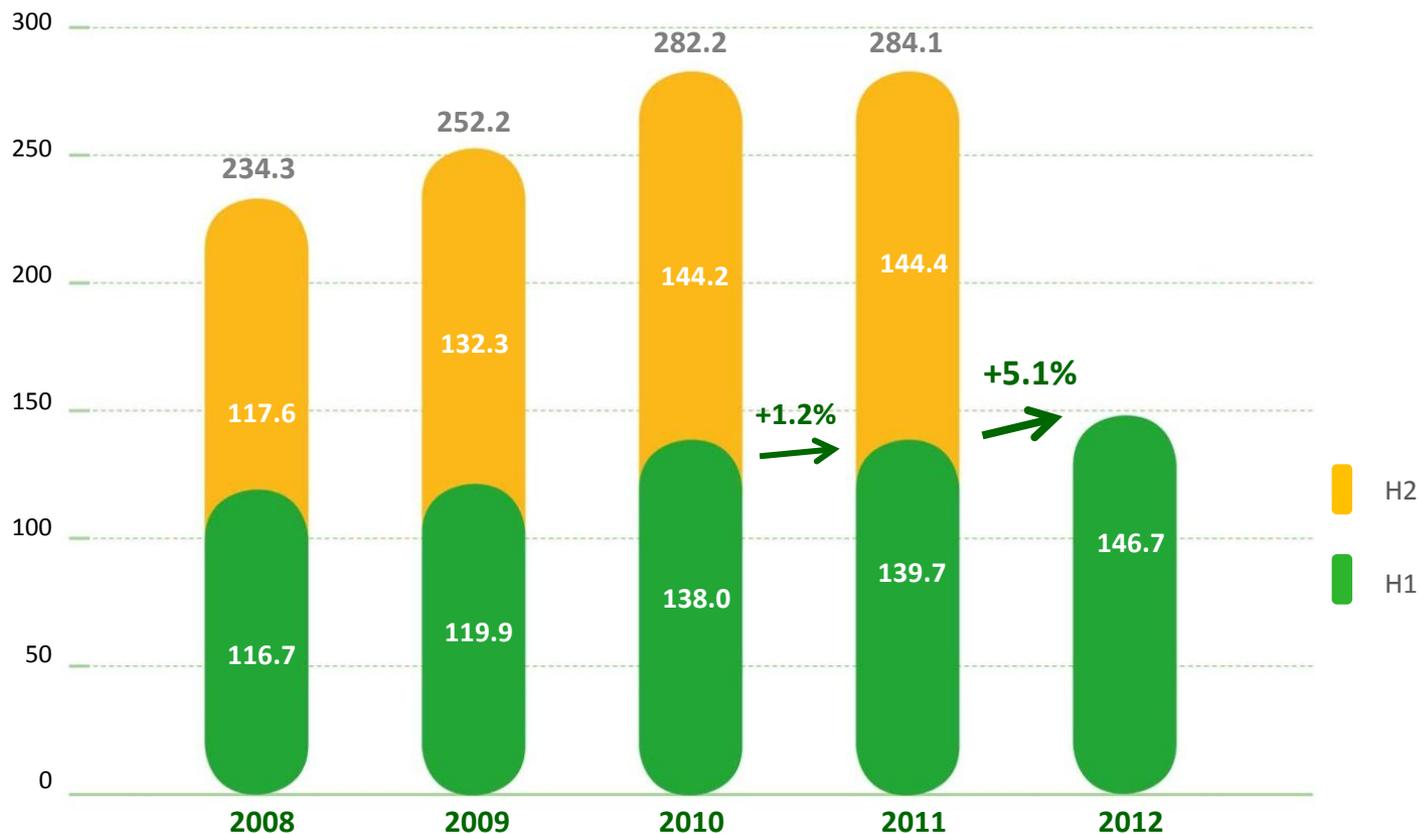


Sources : Vetnosis August 2012 – in current USD, YTD June 2012



Resumed sales growth

Sales (€m)



Positive impact of new products

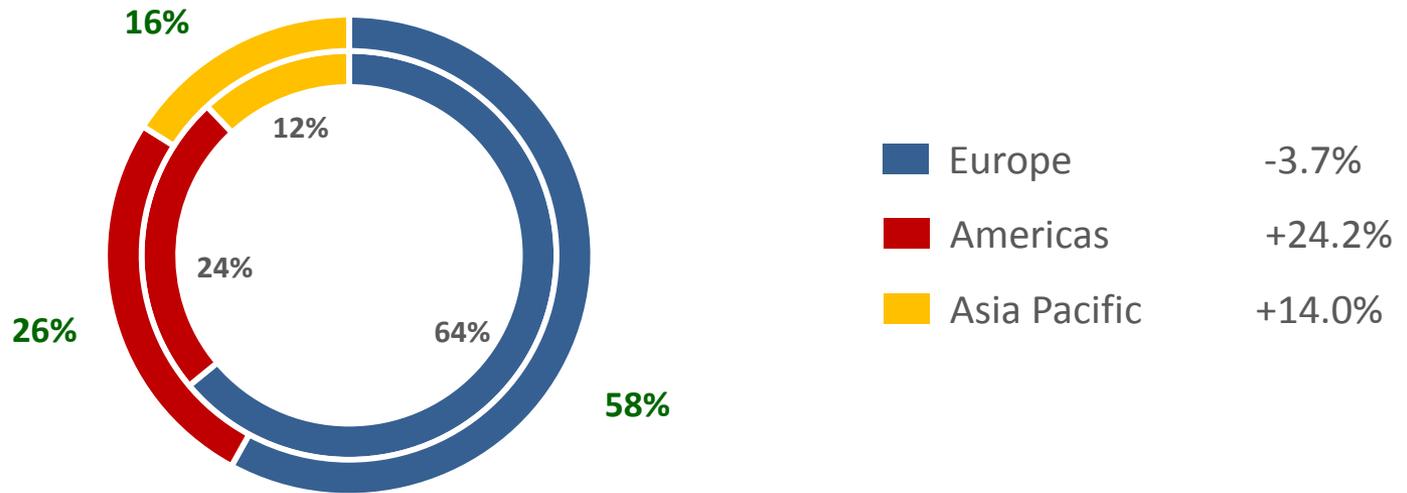
➔ 4 product launches since December 2010

- > Multi-country launches in Europe
- > Promising outlook for sales
- > Products still in the launch phase
- > Source of major potential growth
- > Controlled decline in sales of Marbocyl®



H1 sales growth per region

First half sales (%)

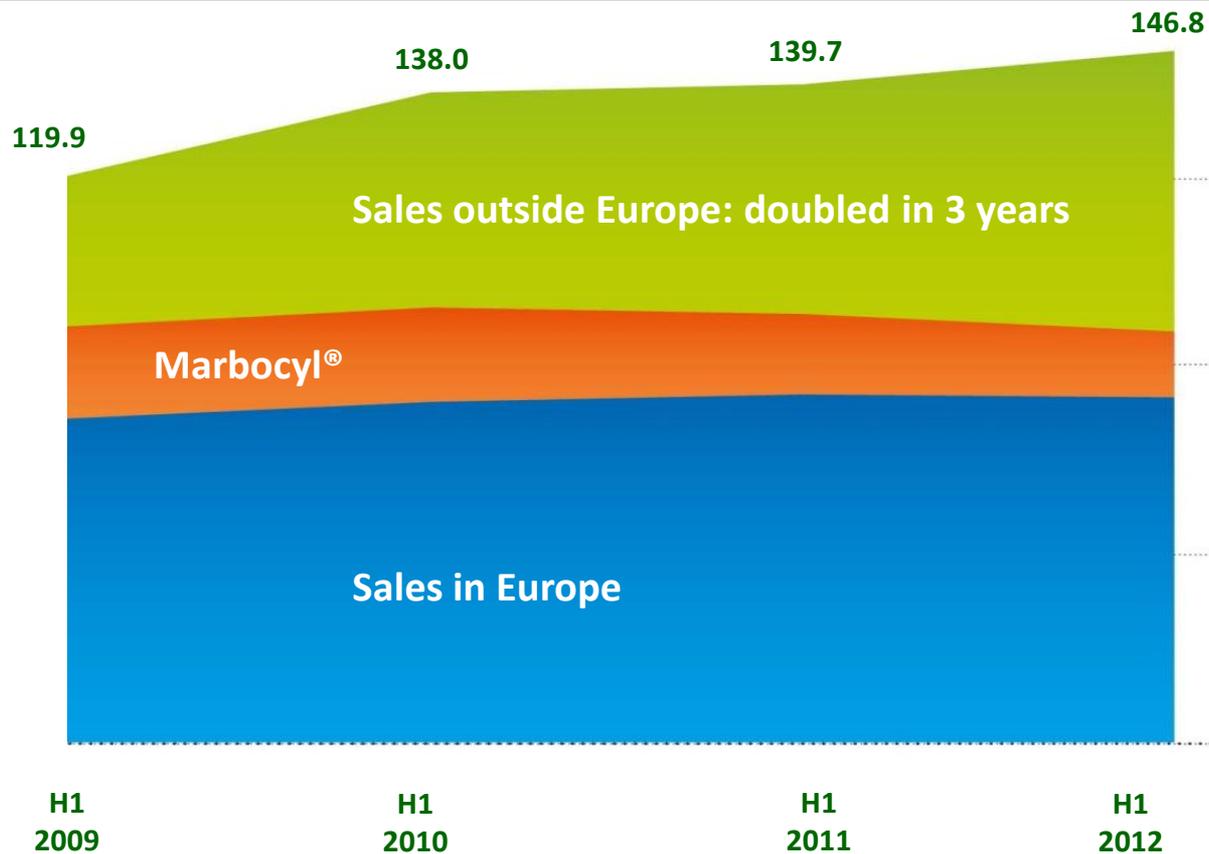


*In green, percentage of H1 2012 sales (outside the ring)
 In grey, percentage of H1 2011 sales (inside the ring)*



Growing proportion of sales outside Europe

First half sales (€m)





Consolidated financial statements

- > Income statement
- > Cash Flow
- > Working capital
- > Financial structure
- > Share price



First half income statement

€m	H1 2012	% of sales	H1 2011	% of sales	change
Sales	146.8		139.7		+5.1%
Gross margin	94.2	64.2	92.0	65.9	+2.4%
External charges	(30.5)	(20.8)	(32.0)	(22.9)	-4.8%
Personnel costs	(43.9)	(29.9)	(41.4)	(29.6)	+6.1%
Taxes and duties	(1.9)	(1.3)	(2.1)	(1.5)	-9.0%
Other income and expenses	2.4	1.6	7.0	5.0	-66.0%
Depreciation, amortization and provisions	(5.9)	(4.0)	(6.1)	(4.3)	-3.5%
EBIT	14.4	9.8	17.4	12.5	-17.2%



Adjusted first half income statement

€m	H1 2012	H1 2011	change
EBIT	14.4	17.4	-17.2%
Court retainer re commercial dispute	-	(5.0)	-
Employee profit sharing and incentives	-	0.9	-
Acquisition costs	-	0.8	-
Adjusted EBIT	14.4	14.1	+2.1%



First half income statement (continued)

€m	H1 2012	% of sales	H1 2011	% of sales	change
EBIT	14.4	9.8	17.4	12.5	-17.2
Operating income	14.4	9.8	17.4	12.5	-17.2%
Financial income/(expense)	0.5	0.3	(1.0)	(0.7)	N/A
Pre-tax profit	14.9	10.1	16.4	11.7	-9.1%
Corporate income tax	(3.7)	(2.5)	(4.3)	(3.1)	+14.0%
Net income - Group share	11.2	7.6	12.1	8.6	-7.4%
Operating cash flow*	16.6		19.2		

* Operating income plus depreciation and provisions less corporate income tax



First half cash flow

€m	H1 2012	H1 2011
Net income	11.2	12.1
Free cash flow after cost of net debt and tax	21.1	22.9
Cash flow from operating activities	8.8	0.2
Cash flow from investing activities	(3.5)	(14.6)
Cash flow from financing activities	(10.4)	5.5
Change in cash and cash equivalents	(4.8)	(9.2)

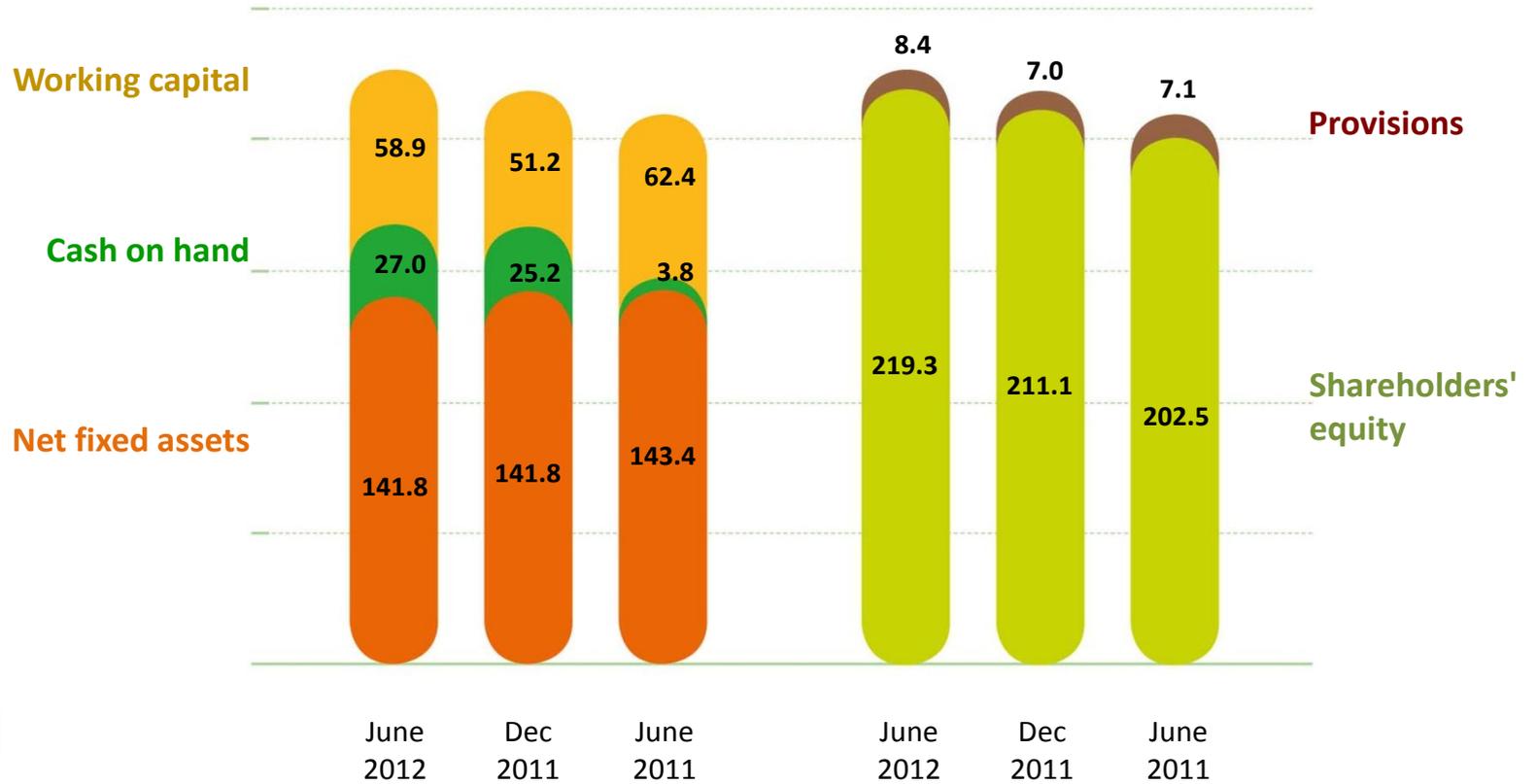


Working capital

€m	6/30/2012	6/30/2011
Inventories	58.2	58.9
Trade and other receivables	55.1	59.6
Trade and other payables	(58.1)	(58.4)
Other working capital	3.7	2.3
Working capital	58.9	62.4

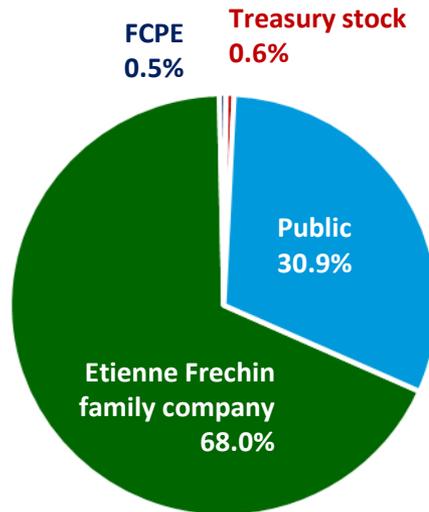
In number of days (by due date)	6/30/2012	6/30/2011
Working capital	76.9	78.5

Strong financial structure



Vétoquinol on the stock market

Shareholders at June 30, 2012



Strong potential for appreciation

- First half 2012 EPS: **€0.94**
- Market capitalization at 27 August: **€255.6m**
- PER 2012e: **± 11x***
- Current value is equivalent to **0.9 x 2011 sales**

* Consensus of financial analysts



Strategy and outlook

> Transformation from an international animal health company... to a leading player



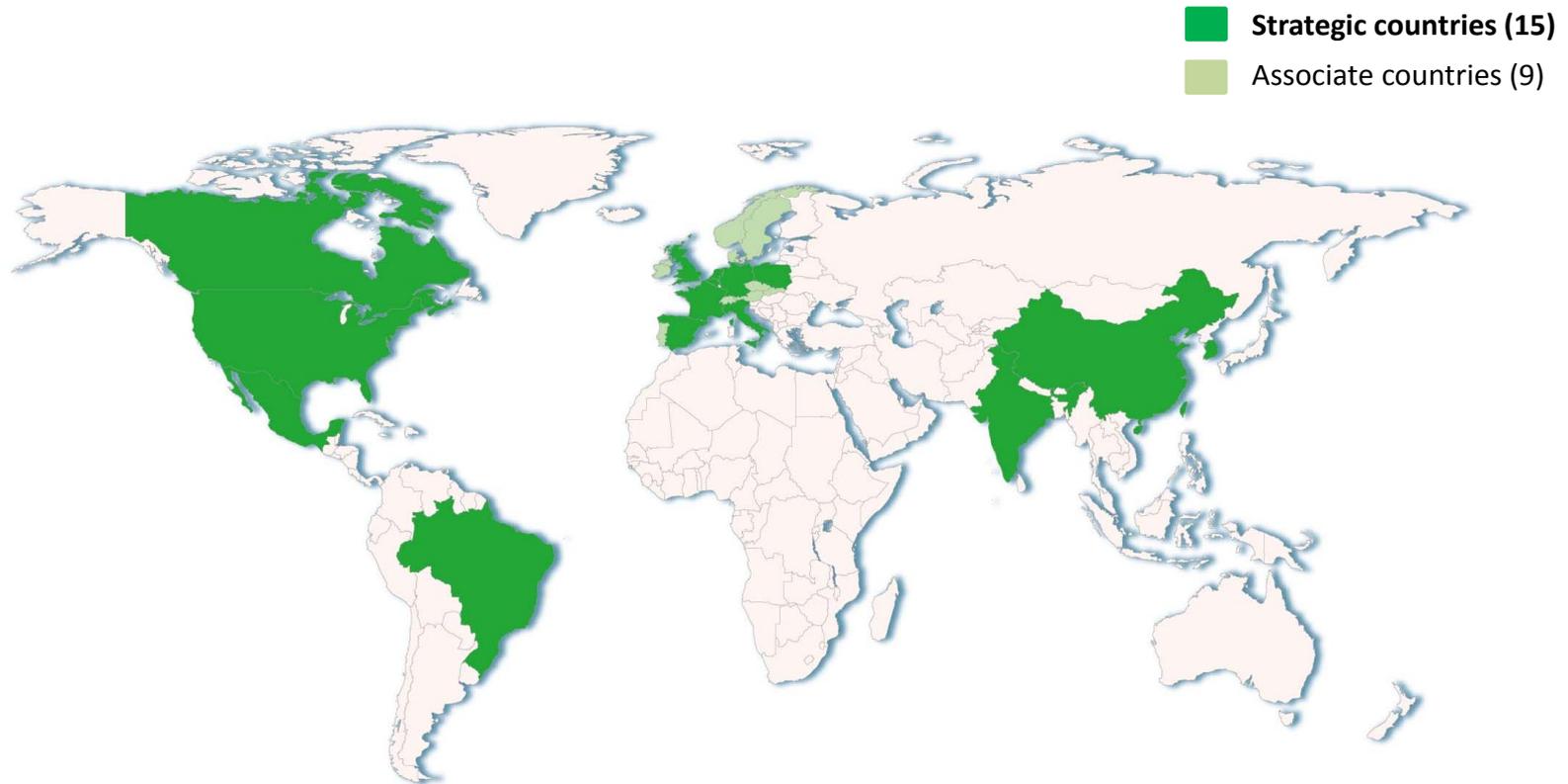
Vétoquinol: from an international animal health company...

→ In three years, Vétoquinol has managed to

- > Double its sales outside Europe by setting up predominantly in promising emerging markets
- > Launch a new product range with strong international potential



... to a standard-setting player in the fastest-growing markets...



➔ Capturing 80% of global growth

➔ Increasing the Group's size in its strategic markets

... with a focused range of global products

➔ Around fifty benchmark products

- > That are highly visible in the market
- > That offer higher profit margins

➔ Optimal use of resources

- > Products generated by our R&D facilities
- > Targeted acquisitions
- > Marketing and international launches

➔ To serve our customers

- > Vets
- > Breeders
- > Owners



Vétoquinol, a TOP 10 player on a human scale, with sound growth prospects

- ➔ Ramping up new products
- ➔ Increasing our R&D investments
- ➔ Strengthening our strategic bases via external growth
 - > A tried and tested acquisition culture
 - > A proactive and targeted acquisition approach
 - > A sound financial structure

A structural approach to increasing profit margins





Reporting timetable

> Q3 sales

October 25, 2012

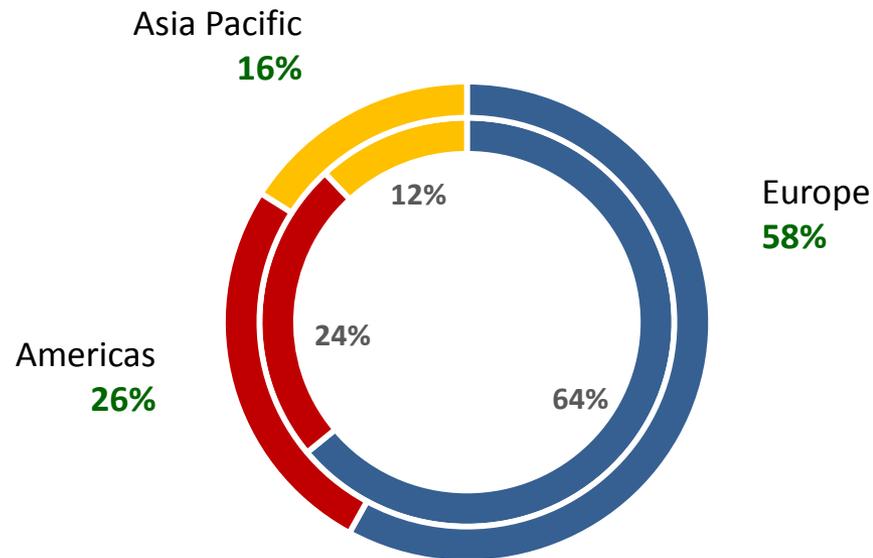
(after market close)



Questions and Answers



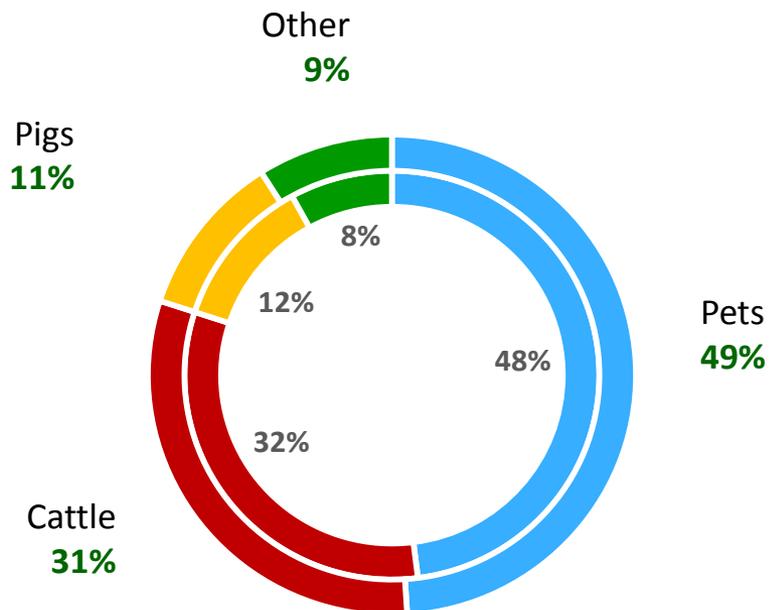
Breakdown of half year sales by geographical area



2012 H1 sales percentage in green (outside the ring)
2011 H1 sales percentage in grey (inside the ring)

Breakdown of half year sales by veterinary species

First half 2012 results

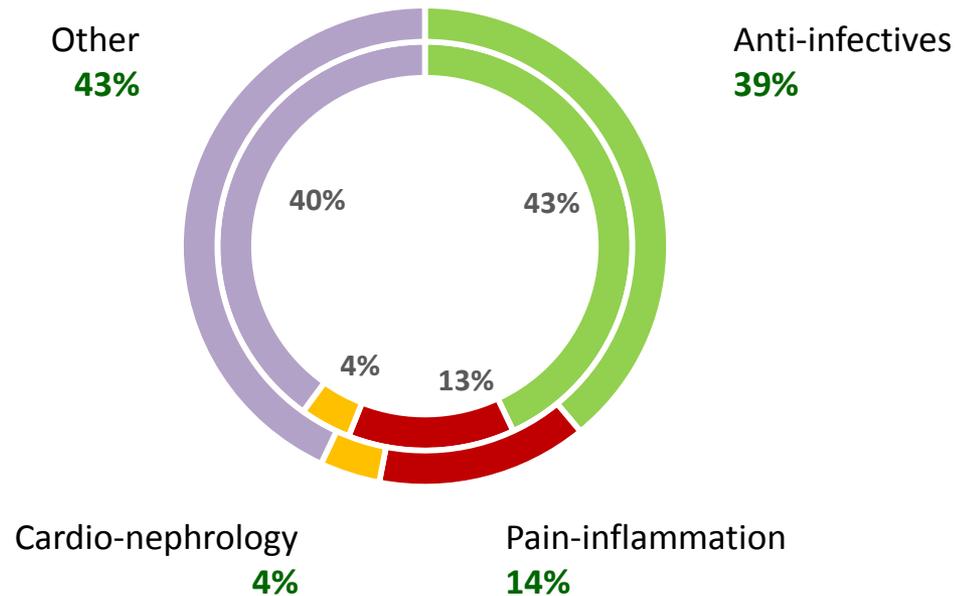


2012 H1 sales percentage in green (outside the ring)
 2011 H1 sales percentage in grey (inside the ring)



Breakdown of half year sales by therapeutic segment

First half 2012 results



*2012 H1 sales percentage in green (outside the ring)
 2011 H1 sales percentage in grey (inside the ring)*

