

## SEPTEMBER 2015 YEAR-TO-DATE SALES UP 8.7% TO €251.8 MILLION

Vetoquinol sales for the first nine months of 2015 rose 8.7% to €251.8 million, boosted by a positive currency impact of €13.7 million. Organic growth for the same period came to 0.7%.

### KEY FIGURES

**Reference product  
sales for the first 9  
months of 2015**  
**€119.1 million**

**Up**  
**10.6%**

**Reported sales of reference products rose 10.6% to €119.1 million for the first nine months;** growth at constant exchange rates amounted to 5.7%. Reference products accounted for 47.3% of September year-to-date sales, up from 46.5% in 2014.

Reported sales of pet products were up 11%, while livestock sales rose 6.3%. This growth was driven by reference products, up 8.8% in the pet segment and up 13.8% for livestock. Vetoquinol recorded strong performances in the Americas and Asia with growth of 24.9% and 14.4% respectively.

Third quarter sales growth amounted to 2.9%, primarily driven by the Americas and Asia Pacific region and boosted by a 3.7% positive currency impact, partly offset by a 0.8% decrease in organic growth. Group sales declined in Europe (down 2.5%) as a result of measures to control the use of antibiotics, in an attempt to curb the development of bacterial resistance to antibiotics.

In Brazil, the Group continues to refocus its business on reference products and streamline the local product offering.

### Two reference product launches underway

After its mid-September announcement of the launch of UpCard<sup>®</sup>, an innovative new drug for treating heart failure in dogs, Vetoquinol continued to roll out new reference products by launching Permacyl<sup>®</sup> in 15 European countries.

Permacyl<sup>®</sup> is prescribed as a treatment for mastitis in dairy cows. This launch is part of the Group's strategy to consolidate its position as a preferred partner in the dairy farming sector. Vetoquinol CEO Matthieu Frechin explained: *"The Group is pursuing the course set by its strategic plan: focusing its efforts on rolling out reference products in its main territories. Our portfolio continues to expand with the addition of products and services that provide vets, pet owners and breeders with cutting edge animal healthcare solutions."*

The Group's financial position remained strong at September 30, 2015, and the Group remains confident in the business outlook for 2015.

Sales (€m)	2015	2014	Change (reported data)	Change at constant exchange rates	Change at constant exchange rates and consolidation scope
Q1	81.3	73.2	+11.0%	+4.8%	-2.7%
Q2	85.9	76.1	+12.8%	+4.7%	+5.6%
Q3	84.6	82.2	+2.9%	-0.7%	-0.8%
<b>Aggregate 9-month sales</b>	<b>251.8</b>	<b>231.6</b>	<b>+8.7%</b>	<b>+2.8%</b>	<b>+0.7%</b>

**Next update:** 2015 full-year sales, January 21, 2016 (after market close)

#### **About Vetoquinol**

Vetoquinol is a leading global player in the animal health sector serving both the livestock (cattle and pigs) and pet (dogs and cats) markets.

An independent pure player, Vetoquinol designs, develops and sells veterinary drugs and non-medicinal products in Europe, the Americas and the Asia Pacific region.

Since its foundation in 1933, Vetoquinol has pursued a strategy combining innovation with geographical diversification. The Group's hybrid growth is driven by the reinforcement of its product portfolio coupled with acquisitions in high potential growth markets. Vetoquinol employs 2,024 people.

Vetoquinol has been listed on NYSE Euronext Paris since 2006 (symbol: VETO).

**For further information, go to: [www.vetoquinol.com](http://www.vetoquinol.com).**

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