

# ANIMALCARE GROUP

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*Animalcare is committed to being a leader in  
animal health through innovative and  
trusted products and services*



ANIMALCARE  
GROUP PLC

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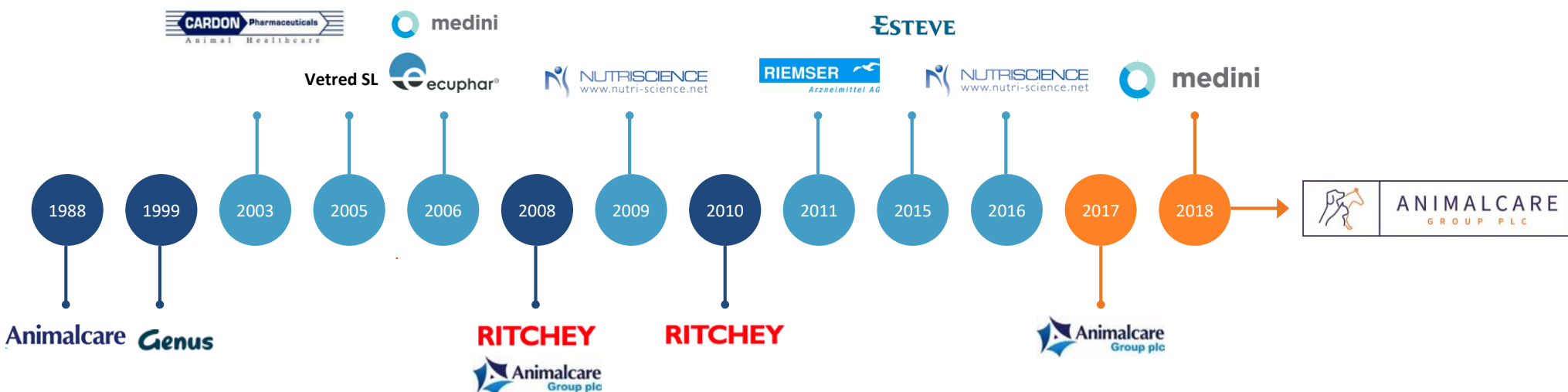
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# WHO ARE ANIMALCARE GROUP?

## Built from successful animal health companies across Europe

- Established presence over 30 years
- Deep local knowledge and expertise
- 2019 achieved financial stability, integration and a platform for growth
- Larger, aligned and efficient structure for future high quality partnerships



## “Leveraging our stronger base for future growth”

- **Earnings** in line with market expectations
- **Revenue** for year to 31 December of **£71.1m** (2018: £72.5m), 1% decline CER
  - Impacted by previously reported supply challenges (£1.7m) and decline in antibiotics in production animals (£1m)
- Significant improvement in **cash conversion** versus prior year
- Strong **net debt reduction** > 30% YoY
- **Launched new product - Procanicare** in January 2020 (post period end)



# DEMONSTRATED PROGRESS IN LINE WITH OUR GROWTH STRATEGY



## Strong finances

Financial sustainability through revenue growth, cash conversion, EPS growth and EBITDA margin growth



## Key leadership

Organisation for success; leadership strength and core capabilities



## Growth portfolio

Focussed portfolio in key therapy areas in growing market segments



## Business development

Work with partners to build a pipeline of products that meet our criteria for growth



## Innovative pipeline

Launch new products and develop differentiated and innovative pipeline of products for the future

### 2019 priorities

### 2020 priorities

Cash Conversion improved

Revenue in line (impacted by supply issues)

Debt reduction

Inventory reduction

Group roles adding value

Performance related pay established

Capabilities aligned to strategy

Tail products identified  
Higher margin products in focus

Focus on quality versus quantity of products

2 new contracts signed in 2019

1 launch January 2020

Active BD programme

Regulatory filing for novel pain product  
January 2020

Pipeline re-focussed for value



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