

## REVENUES FOR THE FIRST NINE MONTHS OF 2008

Lure, 21 October 2008 - Revenues increased by 3.1% during the first 9 months of 2008 to 171.2 million euros (4.8% on a like-for-like basis).

| IFRS, in millions of euros             | 2008  | 2007  | Change | LFL <sup>1</sup> | CRE <sup>2</sup> |
|----------------------------------------|-------|-------|--------|------------------|------------------|
| Q3 revenues                            | 54.5  | 54.9  | -0.8%  | +0.9%            | +1.9%            |
| Year-to-date revenues (first 9 months) | 171.2 | 166.0 | +3.1%  | +4.8%            | +5.4%            |

on a like-for-like basis – <sup>2</sup> at a constant rate of exchange

## SALES HELD UP WELL DESPITE UNCERTAIN ECONOMIC CONDITIONS

Vétoquinol reported revenues of 54.5 million euros during Q3 2008, an increase of 1.9% at a constant rate of exchange. The good performances reported in North America (+7.1% at a constant rate of exchange) were partially obscured by the impact of the higher dollar.

In an increasingly uncertain economic environment, sales in Europe were slightly lower than during the two previous quarters, especially in France and in Poland. During the 9 months ended 30 September 2008, Vétoquinol's European revenues (excluding the impact of changes in exchange rates) were up by 4.1%. Its careful balance between currencies, geographic regions and therapeutic classes should enable the Group to effectively weather a storm of this type.

Vétoquinol has confirmed its objective of achieving 4% to 5% organic growth in 2008, as provided for in its business plan. The Group also benefits from its sound financial structure, allowing it to face the future with serenity and to continue to seek external growth opportunities and to maintain its innovative programs.

## **VÉTOQUINOL: A SUSTAINABLE UNDERTAKING**

EthiFinance, the independent extra-financial rating agency, awarded Vétoquinol its "Polaris Star for the Best Hope" in recognition of its good corporate governance, human resources management and sustainable development policy.



Next press release: 22 January 2009: 2008 annual revenues

## About Vétoquinol

Vétoquinol, which is celebrating its  $75^{th}$  anniversary in 2008, is an independent veterinary pharmaceutical laboratory serving both the companion animal and livestock markets. This family-owned group specialized in animal health is the  $11^{th}$  largest laboratory in the world, and nearly 80% of Vétoquinol's revenues come from outside France.

Vétoquinol engages in the research and development, production and marketing of medical and dietary products. Vétoquinol has positioned itself in the curative sector, and has developed expertise in three major therapeutic fields: anti-infectives, pain management and anti-inflammatories, and cardiology and nephrology.

The Group currently distributes its products in one hundred countries throughout Europe, North America and Asia, with subsidiaries in 21 different countries and a network of 110 distributor partners. The Company has 1,350 employees worldwide.

Additional information: www.vetoquinol.com.

**OUR BUSINESS: ANIMALS. OUR ADVANTAGE: PEOPLE.** 

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