

## **Q3 2017 SALES OF €88.3 MILLION, UP 5.2% AT CONSTANT EXCHANGE RATES**

**For the third quarter of 2017**, the Vetoquinol Group posted sales of €88.3 million, up 5.2% from Q3 2016 at constant exchange rates. Sales of *Essential* products, driver of the Group's strategy, came to €41.9 million, up 16.7% like-for-like. All three territories posted strong growth at constant exchange rates, particularly Asia Pacific (10.5%), while Europe and the Americas both recorded 4.1% growth.

Livestock product sales were up 6.1% (7.0% at constant exchange rates), while companion animal sales increased 1.6% as reported and 3.8% at constant exchange rates.

### **KEY FIGURES**

**Sales for the  
first 9 months  
of 2017**

**€264.0 million**  
(up 2.5%)

**Essentials sales  
for the first  
9 months of 2017**

**€122.7 million**  
(up 9.6%)

**For the nine months ended September 30, 2017**, the Group posted sales of €264.0 million, up 2.5% from the previous year; growth at constant exchange rates amounted to 2.1%, with a positive currency impact of 0.4%. Growth continued to be driven by sales of *Essential* products, up 9.6% at constant exchange rates; these products accounted for 46.5% of sales for the nine months ended September 30, 2017 versus 43.5% in 2016.

At September 30, 2017, Vetoquinol's financial position remained very healthy.

#### **Vetoquinol wins 2 awards**

Vetoquinol was ranked 3<sup>rd</sup> in the "Mid-Cap Corporate Governance" category at the 14<sup>th</sup> Agefi Grands Prix awards; Vetoquinol was also awarded 2nd prize by the 2017 Gaïa Index, a subsidiary of EthiFinance. These awards once again recognized Vetoquinol's longstanding commitment to corporate social responsibility (CSR).

Vetoquinol CEO Matthieu Frechin said: *"As announced at our Investor Day on 27 September, we are pursuing our multi-specialist strategy geared towards 4 target species and 6 therapeutic domains, as well as the roll-out of our Essentials product range, which is growing fast on all our strategic markets."*

**Next update:** 2017 full-year sales - January 23, 2018 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.*

*As 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 2,154 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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## **Appendix**

### **Breakdown of sales**

<b>€m</b>	<b>2017</b>	<b>2016</b>	<b>Change (reported data)</b>	<b>Change at constant exchange rates</b>	<b>Change (LFL)</b>
Q1 sales	<b>86.2</b>	<b>85.8</b>	+0.4%	-1.4%	-1.4%
Q2 sales	<b>89.5</b>	<b>86.4</b>	+3.6%	+2.6%	+2.6%
Q3 sales	<b>88.3</b>	<b>85.3</b>	+3.6%	+5.2%	+5.2%
<b>Aggregate 9-month sales</b>	<b>264.0</b>	<b>257.5</b>	+2.5%	+2.1%	+2.1%