



Annual sales grow by 5.4% in 2009

Consolidated numbers - provisional - <i>in million Euros</i>	2009	2008	% change	Evolution at constant exchange rates	Evolution at constant scope and rates
1st quarter	109.0	103.2	+5.6%	+7.3%	+3.3%
2 nd quarter	116.5	108.6	+7.2%	+5.9%	+3.0%
1st half-year	225.5	211.8	+6.4%	+6.6%	+3.1%
3rd quarter	122.2	114.8	+6.4%	+6.9%	+8.0%
4th quarter	119.4	116.7	+2.3%	+2.9%	+3.1%
2nd half-year	241.6	231.5	+4.4%	+4.9%	+5.5%
Total year net sales	467.1	443.4	+5.4%	+5.7%	+4.4%

Sales continued to grow in the fourth quarter at a good pace, albeit significantly slowed down by the persisting weakness of the food producing animals market in France.

On an annual basis, the sales growth is very close to the previously released estimates with a 5.7% evolution at constant exchange rates and 4.4% at constant scope. All regions have contributed to this performance, in particular the US with the good growth of the product ranges brought to the veterinary channel; Europe with the contribution of new products; emerging countries which continued growing. Almost all of the major Group products performed positively.

Sales in the companion animals segment have increased by 7.5% at constant exchange rates, benefiting from the launch of new products in Europe, notably Easotic – a product for ear treatment – and Effipro – an external parasiticide based on Fipronil –, as well as the penetration of Iverhart in the US. In the food producing animals segment the sales growth has reached 6% at constant exchange rates and 1.7% at constant scope: the portfolio of products

acquired from Schering Plough in Europe last year performed in line with objectives and the positive trend in emerging markets (India, South Africa, Mexico, Brazil, ...) have compensated for the difficult situation faced on the French market in this area.

VIRBAC : Passionate about Animal Health

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