



## STRONG GROWTH IN REVENUES IN THE 3<sup>RD</sup> QUARTER

October 14, 2009 (Lure, France) - Vétoquinol recorded strong growth in the 3<sup>rd</sup> quarter of 2009, despite an unfavourable exchange rate effect. The strength in sales was due to a combination of the contribution of acquisitions in Italy and India and sustained organic growth. Revenues increased in all geographical territories and in all therapeutic classes.

<i>In thousands of euros</i>	<b>3<sup>rd</sup> quarter 2009</b>	<i>Change/ 3<sup>rd</sup> quarter 2008</i>	<b>Cumulative 9 months 2009</b>	<i>Change/ 9 months 2008</i>
Nominal revenues	<b>62,168</b>	+14.1%	<b>182,049</b>	+6.4%
Revenues at constant exchange rates	<b>63,979</b>	+17.4%	<b>186,931</b>	+9.2%
Revenues at constant exchange rates and scope	<b>57,160</b>	+4.9%	<b>170,030</b>	-0.7%

### Strong sales in the 3<sup>rd</sup> quarter of 2009

Revenues for the 3<sup>rd</sup> quarter of 2009 were 14.1% higher than in the same period of the preceding year, and 17.4% higher at constant exchange rates, with the exchange rate effect reducing revenues by more than 3% due to the decline in the pound sterling and the Polish zloty.

Cumulative revenues for the first nine months of the year grew by 6.4% in nominal terms and by 9.2% at constant exchange rates.

- *Nice return to organic growth*

A significant portion of this increase came from organic growth, which increased by nearly 5%, a figure that exceeded our expectations. An equally important source of growth was the contribution of the businesses that we acquired in Italy, and – for the month of September – in India.

- *Growth in all geographical territories and all therapeutic classes*

It should be highlighted that the strong performance during the quarter is concerning all our territories and therapeutic classes.

- *Growth in both types of animal species*

Revenues increased in both the companion animal and production animal segments, the latter benefitting from the contributions of acquisitions.

## **Completion of our Indian acquisition (€12 M in annual revenues) and successful launch of Rubenal® in North America**

The third quarter was marked by the completion of Vétoquinol's acquisition of the Animal Health Division of Wockhardt Limited, based in Mumbai, India, on August 20. This acquisition makes Vétoquinol the sixth largest animal health company in this rapidly growing market.

And in late June, the group successfully launched Rubenal® – a product for the treatment of renal insufficiency in dogs and cats – in the North American market.

## **Favourable but cautious outlook for the 4<sup>th</sup> quarter of 2009**

*"The strong performance that we recorded in the third quarter confirms the improvement that we have been forecasting for several months,"* said Etienne Frechin, Chairman and Chief Executive Officer of Vétoquinol. *"In addition to a more favourable basis effect, we benefited from our strategy of external growth, which allowed us to enter new markets; and also from our commercial efforts to boost our sales."*

Sales prospects for Vétoquinol for the rest of the year should remain strong. The slow down in the market appears to have ended, and while the positive signs that we are now seeing do not necessarily mean that the crisis is over, they are nevertheless encouraging.

### **About Vétoquinol**

*Vétoquinol is an independent veterinary pharmaceutical laboratory serving both the companion and production animal markets. This family-owned group specialized exclusively in animal health is the 11<sup>th</sup> largest laboratory in the world, and more than 80% of Vétoquinol's revenues come from outside France. Vétoquinol engages in the research and development, production and marketing of medical and nutraceutical products. Vétoquinol has positioned itself in the curative sector, and has developed expertise in three 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/Pacific, with subsidiaries in 23 different countries and a network of 140 distributor partners. The Company has more than 1,550 employees worldwide.*

**For more information: [www.vetoquinol.com](http://www.vetoquinol.com).**

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

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