



THE STORY OF OUR FIRST FIVE YEARS

LAUNCH & CELEBRATION



Celebrated our IPO, becoming the world's leading publicly traded animal health company on February 1, 2013

Joined the **S&P 500**
STANDARD & POOR'S

2013

Key product approvals: **apocquel**
(oclacitinib tablet)

• **Apoquel**® (FDA & EMA)

• **Rui Lan An**™ (China)



Defined our **Core Beliefs** as the foundation of our new culture



ACROSS THE YEARS

AWARDS & RECOGNITIONS



100 Best Companies
Working Mother Magazine
(2014, 2015, 2016, 2017)



Best Companies to Work For In Brazil
Você S/A Magazine
(2015, 2017)



America's Best Mid-Size Employers
Forbes
(2016, 2017)



1000 Best and Biggest Companies in Brazil
EXAME Magazine
(2016, 2017)



Best New Product and Best New Product Portfolio Awards
Animal Pharm Innovation Awards
(2016)

ONE YEAR STRONG: STANDING UP ZOETIS

2014

THE ZONE

Launched **The Zone**, Our company's Intranet site for all colleagues

Key product approvals:

• Received conditional license for **PEDv** vaccine for pigs in the U.S.



Public company firsts!

- Annual Report
- Annual Meeting of Shareholders
- Investor Day

DEFINING OUR PATH FORWARD

2015

Launched **Simplification and Efficiency** initiative



Opened new **R&D center in Beijing** and **manufacturing site in Suzhou, China**

Key Acquisitions:

• **Abbott** animal health assets



• **KL Products**, a leader in automation systems for the poultry industry



• **PHARMAQ**, an industry leader in vaccines for farmed fish



FINANCIAL RESULTS



Grew revenue in-line with or faster than the market



Grew adjusted net income faster than sales

DELIVERING RESULTS AND DRIVING GROWTH

2016



Acquired **Scandinavian Micro Biodevices** -- a pioneer in developing and manufacturing microfluidic "lab on a chip" diagnostic analyzers and tests for veterinary point-of-care services

Opened new headquarters buildings:

Global headquarters in **Parsippany, NJ**



International headquarters in **Dublin, Ireland**



Key Product Approvals:

• **Simparica**® (sarolaner) Chewables (FDA, European Commission)



• **Vanguard**® vaccine franchise expansion for dogs (USDA)

- Vanguard B oral vaccine
- 3 new Vanguard Rapid Resp Intranasal vaccines
- Vanguard CR Lyme vaccine



• **Cytopoint**® (USDA)



INNOVATION



1,000+

product approvals (new products & lifecycle innovations)

9,000 COLLEAGUES

around the world living our Core Beliefs



CARING FOR OUR CUSTOMERS & COMMUNITIES

INVESTING IN GROWTH FOR THE LONG TERM

2017

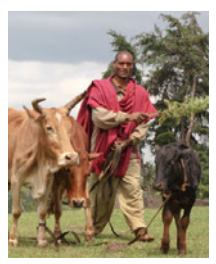
Key Product Approvals:



• **Stronghold Plus** (European Commission)



Debuted our first-ever **national advertising direct-to-consumer campaigns** in the U.S. and Brazil



Announced program to build better animal health in Africa: **Productivity and Health Advancement (A.L.P.H.A.)** initiative

Key Acquisitions:

• **Nexvet**, a clinical-stage company focused on innovation in monoclonal antibody therapies for companion animals



• Acquired full ownership of **Zoetis Jilin operations** from joint venture partner in China

Evolved Our Supply Network Strategy with investments in:

- Rathdrum, Ireland; Kalamazoo, Michigan; Ontario, Canada; Charles City, Iowa; Suzhou, China; Jilin, China; and Lincoln, Nebraska

