



BRINGING VALUE TO SOCIETY

FULFILLING OUR SIX RESPONSIBILITIES

We at Zoetis create value for our business and society by improving the health of animals; enhancing the sustainability of animal agriculture; and enriching the lives of our customers, colleagues and communities where we live and work.

We strive to use our global leadership, resources, expertise and product portfolio to make a difference in six areas of responsibility.



ADVANCE
ANIMAL
HEALTH



PROMOTE
THE
VETERINARY
PROFESSION



ENSURE
A SAFE AND
SUSTAINABLE
FOOD SUPPLY



SUPPORT
THE COMMUNITIES
WHERE WE
OPERATE



RUN
OUR BUSINESS
ETHICALLY AND
RESPONSIBLY



PROVIDE
A WORKPLACE
WHERE COLLEAGUES
FEEL VALUED

DEAR STAKEHOLDERS,

As the world's leading animal health company, we built our business with the recognition that people depend on animals for companionship and nutrition. And we expect that dependence will be even greater in the coming years, driven by increasing pet ownership and a growing demand for protein that is produced in sustainable ways.



Zoetis colleagues are committed to creating value not only for our business, but also for society as we strive to protect animal and human health; ensure a safe, sustainable supply of animal protein; and safeguard the livelihoods of our veterinarian and livestock farmer customers.

We have identified six areas of responsibility through which we create value to society while running our business: Advance Animal Health; Promote the Veterinary Profession; Ensure a Safe and Sustainable Food Supply; Support the Communities Where We Operate; Run Our Business Ethically and Responsibly; and Provide a Workplace Where Colleagues Feel Valued.

At the heart of our responsibility to advance animal health is our commitment to continuous innovation and our determination to provide veterinarians and livestock farmers with integrated solutions that help predict, prevent, detect and treat disease in animals.

In 2018, we enhanced our detection solutions, integrating the VetScan® family of point of care diagnostic instruments, tests and consumables into our core portfolio of medicines and vaccines as a result of the acquisition of Abaxis. We are leveraging our direct customer relationships and presence in approximately 45 markets to bring point of care diagnostics to more veterinarians in the U.S. and worldwide. Point of care diagnostics enable veterinarians to detect disease in

minutes, monitor health, and assure the best course of care. Today, the VetScan portfolio primarily serves companion animals. Longer-term, we aim to develop diagnostics for livestock species that can be used on farms to monitor health and detect diseases that pose the greatest threat to herds and flocks.

Zoetis also established the **Center for Transboundary and Emerging Diseases**, enhancing our capacity to help governments, veterinary and livestock farmer communities prepare for and respond to infectious disease threats. The Center combines Zoetis' capabilities in surveillance, our alliances with animal health centers worldwide, together with our expertise in vaccine development, regulatory affairs and manufacturing capacity—all essential to effectively prevent and control outbreaks of infectious diseases.

During the year, we made significant progress in our **African Livestock Productivity and Health Advancement (A.L.P.H.A.)** initiative with the Bill and Melinda Gates Foundation. Highlights included the opening of a new veterinary diagnostic center with one of the leading poultry producers in Nigeria. We initiated a similar partnership in Uganda to deliver sustainable animal health diagnostic services, education, and training to the country's cattle veterinarians and farmers. We are excited that the initial three-year grant supporting this initiative was extended to five years and

the geographic scope was expanded to Tanzania in addition to the original focus on Uganda, Nigeria and Ethiopia.

We continued our commitment to collaborate with leading health organizations to advance a One Health approach to antibiotic stewardship across animal and human health by making a commitment to the U.S. Centers for Disease Control and Prevention Antimicrobial Challenge.

We demonstrated our commitment to workplace safety, once again achieving a safety record better than the pharmaceutical industry average. And, we affirmed our commitment to environmental sustainability, making new strides in energy savings and reducing our carbon footprint at our manufacturing and research and development sites.

I invite you to read more about our accomplishment toward Our Six Responsibilities in the 2018 Summary and at zoetis.com/responsibility, where we provide updates throughout the year.

Juan Ramón Alaix
Chief Executive Officer

ZOETIS AT A GLANCE

100+

Countries in which we market our products

45

Approximate number of countries where we have a direct presence

300

Approximate number of product lines

65+

Years of experience in animal health

8

Core species supported



WE PROVIDE

**MEDICINES
VACCINES
DIAGNOSTICS
BIODEVICES**

**SENSORS
DATA ANALYTICS
SERVICES**



DIRECT CUSTOMER RELATIONSHIPS

We achieve all that we can by building strong relationships through direct interaction with our customers in approximately 45 countries. Our sales and technical service professionals seek to delight our customers, listening to their needs and concerns and helping them succeed.



INNOVATION

We are committed to researching and developing ever-better solutions to address our customers' most pressing animal health challenges and deliver real value to their businesses.



HIGH-QUALITY MANUFACTURING

We know our customers depend on a reliable supply of high-quality products at competitive prices. We have built an efficient global manufacturing and supply network of internal sites and external partners to meet our customers' expectations.



ADVANCE ANIMAL HEALTH

We understand that the single most important commitment we make is to advance animal health. By doing so, we help protect and enhance public health.

We invest in research and development programs within Zoetis and in collaboration with public and private partners to bring novel and enhanced animal health products and technologies to market.

Our product portfolio supports our customers in their work to predict, prevent, detect and treat illness in animals and address unmet medical needs.



RESEARCH AND DEVELOPMENT AT A GLANCE 2018

1,100

Research and Development colleagues worldwide

300+

Programs and projects, reflecting our commitment to advancing animal health by addressing our customers' most pressing challenges

\$432M

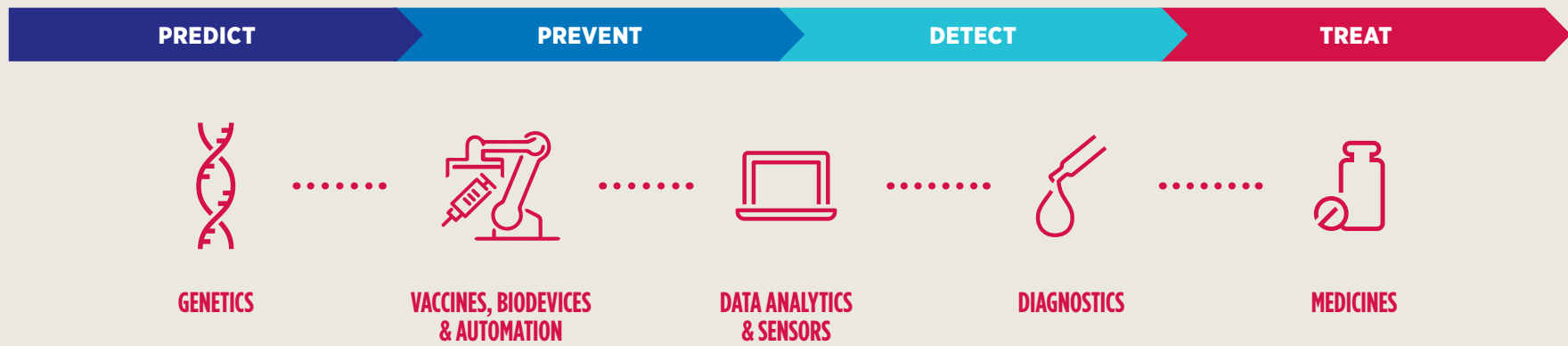
in Research and Development expenses

100

Approximate number of research alliances

INNOVATING ACROSS THE CONTINUUM OF CARE

Our broad R&D capabilities place Zoetis in a unique position to serve the needs of veterinarians across the continuum of animal healthcare as they strive to predict, prevent, detect and treat disease.



SIGNIFICANT INNOVATIONS

FIRST OF KIND VACCINES HELP PREVENT DISEASE THREATS IN HORSES AND PIGS

CORE EQ INNOVATOR™ VACCINE FOR HORSES

Zoetis brought much needed innovation to protecting horses from the five core equine diseases with the approval in the U.S. in August 2018 for Core EQ Innovator™ vaccine, the first and only equine vaccine to protect against all five core equine diseases—West Nile virus, Eastern and Western Equine encephalomyelitis, tetanus and rabies—in one vaccine. These diseases are designated as “core” by the American Association of Equine Practitioners because all horses are at risk for exposure, all have a high fatality rate, and some may present a potential human health risk. Until the advent of Core EQ Innovator, separate injections against each of the five core diseases was required. Core EQ Innovator was honored for excellence in innovation with the 2018 Animal Pharm Awards Best New Product for Companion Animals.

FOSTERA® GOLD PCV MH VACCINE FOR PIGS

Zoetis made improving protection for pigs against the common and costly threats of porcine circovirus 2 (PCV2) and respiratory disease due to *Mycoplasma hyopneumoniae* (*M. hyo*) a priority for innovation, leading to the licensure in March 2018 of Fostera® Gold PCV MH in the U.S. This combination vaccine is the first to include two genotypes of porcine circovirus type 2 (PCV2)—2a and 2b. Together, the two genotypes provide the broadest range of protection against evolving PCV2 viruses in U.S. swine herds. The duration of immunity with Fostera Gold PCV MH is at least 23 weeks for PCV2 and *Mycoplasma hyopneumoniae* (*M. hyo*), providing the longest duration of immunity for PCV2 of any commercial vaccine of its kind in the U.S. Left uncontrolled, PCV2 can reduce growth or cause severe wasting and mortality.



PROTECTING CATS FROM FLEAS, TICKS, MITES AND HEARTWORM

Cats, like dogs, are vulnerable to disease caused by fleas, ticks, mites and internal parasites such as heartworm. To address that need, Zoetis obtained approval in November 2018 in the United States for Revolution® Plus (selamectin and sarolaner topical solution). This combination topical product provides 6-in-1 parasite protection against fleas, ticks (Black-legged or deer tick, Gulf Coast tick, and American dog tick), ear mites, roundworms, hookworms and heartworms for cats and kittens as young as eight weeks of age and weighing 2.8 pounds or greater. This first-of-its-kind product exemplifies Zoetis' dedication to innovation in parasiticides. Revolution Plus was also approved in Canada and Japan. In the EU it is known as Stronghold® Plus and was approved there in 2017.



ZOETIS BRINGS POINT-OF-CARE DIAGNOSTIC SOLUTIONS TO VETERINARIANS WORLDWIDE

Zoetis expanded its portfolio of solutions that help veterinarians monitor health and detect disease in minutes with the acquisition in July 2018 of Abaxis, a leader in the development, manufacture and marketing of diagnostic instruments for veterinary point-of-care services. The acquisition brought to Zoetis the VetScan® portfolio of benchtop and handheld diagnostic instruments and consumables which served a large customer base of veterinary practices in North America and was poised for expansion in international markets. Zoetis is using its global scale and direct customer relationships in approximately 45 countries to bring VetScan diagnostic instruments and tests to more veterinarians in the U.S. and countries worldwide. By making veterinary diagnostics part of Zoetis' core portfolio, Zoetis is advancing animal health by providing veterinarians with highly integrated solutions to predict, prevent, detect and treat disease in animals.



VETSCAN HMS HEMATOLOGY



VETSCAN FLEX 4 RAPID TEST



VETSCAN ALINITY I STATE ALINITY HANDHELD





PROMOTE THE VETERINARY PROFESSION

Veterinary professionals play a vital role in society, serving as stewards of animal and public health.

Zoetis is proud of our six-decade commitment to promote and help assure a bright future for the veterinary profession.

This takes shape through:

- Scholarships, career development programs and research fellowships for veterinary students.
- Advocating for the important role veterinarians play in public health and food safety through key events and local outreach.



ZOETIS U.S. VETERINARY STUDENT SCHOLARSHIP PROGRAM

PARTNERSHIP WITH THE ASSOCIATION OF AMERICAN VETERINARY MEDICAL COLLEGES

HELPED PROMISING STUDENTS OFFSET THE COST OF EDUCATION¹

315

Second- and third-year veterinary students recognized

\$630K

Awarded in scholarships

IMPACT SINCE PROGRAM INCEPTION

3,000+

Exceptional veterinary students helped

\$6.1M+

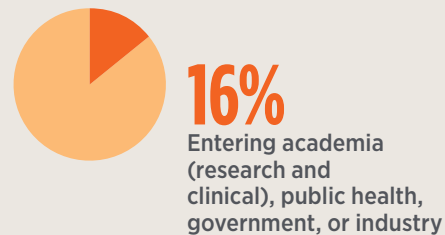
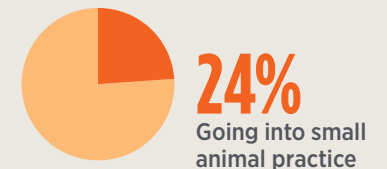
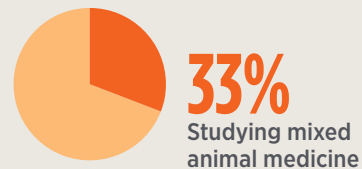
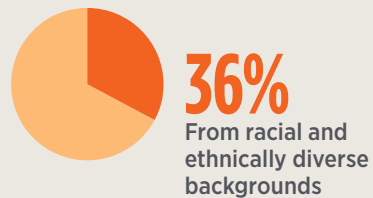
Awarded in scholarship funding

“The scholarship funds will impact me in a very direct way. Your financial support has encouraged me to pursue an externship in California for two weeks of my clinical rotations. I had a strong desire to gain experience in another system of dairy production but found the price of airfare prohibitive. With the funding you have provided me I am now able to explore new production systems and gain invaluable experience in dairy medicine.”



Isaac Secor
University of Minnesota 2019
2018 Zoetis/AAVMC
Scholarship Recipient

HELPED ADVANCE DIVERSITY AMONG VETERINARY PROFESSIONALS. AMONG THE 2018 AWARDED SCHOLARS:



¹Average debt among veterinary students was \$162,707 in 2017, according to the Annual Data Report 2017-2018 [Internet]. Washington, DC: Association of American Veterinary Medical Colleges; 2018 January p. 1-47. Available from: <http://www.aavmc.org/About-AAVMC/Public-Data.aspx>



HELPING VETERINARIANS START THEIR CAREERS SUCCESSFULLY

INTRODUCED THE VETVANCE MOBILE APP

In 2018, Zoetis launched the VetVance mobile application, a mobile version of the [VetVance](#) website. VetVance is a free educational resource that provides students and recent graduates with valuable online content relating to professional development, business skills, professional stewardship, financial literacy and personal wellness. The new app allows veterinarians, veterinary students, and veterinary technicians on-the-go access to the repository of online content offered through the VetVance platform.

“**VetVance has attracted 20,000+ registered users since its start in 2014, including about 3,000 from countries outside the United States. This new mobile app will provide simplified mobile access for users, and more opportunities for Zoetis to reach an even broader audience with important messaging around topics of greatest interest to the veterinary professional, including personal wellness and financial literacy.**”

Dr. Christine Jenkins
Vice President and Chief Medical Officer
Veterinary Medical Services and Outcomes Research
Zoetis U.S. Operations



20,000+

VetVance registered users

1,097

Annual downloads

MOST FREQUENTLY ACCESSED RESOURCES

 FINANCIAL LITERACY

 PERSONAL WELLNESS

 BUSINESS SKILLS



ADVOCATED FOR THE ESSENTIAL ROLE OF VETERINARIANS IN SOCIETY AT THE 34TH WORLD VETERINARY ASSOCIATION CONGRESS

In May 2018, Zoetis Chief Executive Officer Juan Ramón Alaix shared his views on the increasingly important role of veterinarians in society in his keynote address at the 34th World Veterinary Congress in Barcelona, Spain. The event drew more than 500 delegates from 67 countries.



KEYNOTE ADDRESS HIGHLIGHTS

"The world depends on animals for nutrition and companionship more today than ever. We depend on [veterinarians] to keep companion animals healthy and living longer lives. And, we also depend on [them] to keep farm animals healthy and productive.

You are the people providing increased medical services; helping pets live longer, healthier lives; and helping livestock farmers improve productivity for a high-quality, safe and sustainable food supply.

In your role, you are not only ensuring the health of animals, but all of us.

We see three critical opportunities for veterinarians to deliver greater value to their customers and society in the future:

- Adopting a more **integrated approach, practicing great medicine across the continuum of care from prediction and prevention to detection and treatment**. This will require veterinarians to become more knowledgeable about the ways **genetics, diagnostics, digital tools** and **data analytics** can improve animal health.
- Becoming more **digitally versed, fluent in the application of data analytics in care decisions and the use of digital and social media to stay front and center and relevant to clients**.
- Expanding access to **technology**. Recognizing that the health of animals is connected to the health of people and the environment, **we must support the veterinary profession globally to ensure that you remain at the center of any medical decision**. This includes the adoption of new technologies.

*I am encouraged by efforts to **elevate the veterinary profession around the world**—by collaborating with professionals and academia to raise the standards of veterinary education, modernize treatment, and grant wider, affordable access to veterinary care.*



RECOGNIZED THE COLLABORATIVE CONTRIBUTIONS OF FARMERS AND VETERINARIANS TO SOCIETY

THE DOC FARM SERIES IN ITALY

Agriculture is one of Italy's key economic sectors. To give the public a look inside this vital industry, Zoetis initiated a documentary series to profile local farms and the veterinarians who keep them running and to enhance appreciation of their contributions to society. The DOC Farm supports Italian breeders, veterinarians and all the actors in the supply chain by showing how they run their businesses ethically and responsibly. It also highlights the connections among animals, nature and people.

The four-episode series followed the Bertinelli Agricultural Company, a family farm that produces Parmigiano Reggiano. The Bertinellis rely on veterinarians to produce safe, high quality milk and cheese, with a focus on animal welfare, sustainability and their employees.

“ We are proud that Zoetis identified our family farm as an example of excellence in Parmigiano Reggiano production. We are one of the few farms in Italy to personally monitor all stages of the production chain, and we place special emphasis on the cattle's welfare. Our employees are also crucial to our business—it's our people who make Bertinelli great because of their genuine passion for what we do. It was wonderful to share our work through The DOC Farm. ”

Nicola Bertinelli
CEO and Director at Parmigiano Reggiano Consortium
National Vice President at Coldiretti,
the Italian association of self-employed farmers



[▶ WATCH THE DOC FARM \(ITALIAN\)](#)





ENSURING A SAFE AND SUSTAINABLE FOOD SUPPLY

Livestock farmers worldwide are striving to meet increasing consumer demand for safe, affordable meat, poultry, fish, eggs and milk, and to do this in a sustainable way, producing more using finite natural resources.

We at Zoetis are supporting them with technologies, vaccines and medicines to better predict, prevent, detect and treat disease.



ADVANCED ANIMAL HEALTH IN SUB-SAHARAN AFRICA

Zoetis is supporting sustainable livestock production in sub-Saharan Africa through the African Livestock Productivity and Health Advancement (A.L.P.H.A.) initiative.

The initiative began in 2017, following the award of a \$14.4 million grant from the Bill & Melinda Gates Foundation. The initial three-year grant was extended to cover a five-year period and the scope was expanded to include Tanzania in addition to the original focus on Uganda, Nigeria, and Ethiopia.

During its second year in 2018, the initiative continued to enhance livestock health and productivity through increased availability of veterinary medicines, vaccines and services, and the implementation of a disease diagnostics infrastructure. These are all supported through partnerships with local authorities, businesses, and organizations, training for veterinary professionals and responding to emerging disease outbreaks. To maximize the number of livestock farmers served, Zoetis took a networked laboratory approach to elevate



and improve the existing diagnostics capacity of local business partners. This action will also help to ensure the A.L.P.H.A. initiative's sustainability.

SUCCESS IN 2018

- Opened a new veterinary diagnostics center in partnership with CHI Farms, one of the leading poultry producers in Nigeria. The new lab offers a range of innovative poultry diagnostic services. CHI Farms also serves as a distributor of newly available poultry medicines and vaccines for Nigeria.
- Initiated a partnership with the Uganda Meat Producers Cooperative Union Limited to deliver sustainable livestock diagnostic services, education and training to the country's cattle veterinarians and farmers.
- Submitted 54 product registrations to regulatory authorities to improve the supply of animal health products in high demand for disease prevention and treatment. Increased availability of Zoetis animal health products three times since the project's inception. Expanded Zoetis diagnostic portfolio registration into Ethiopia, and signed a new distributor for high-quality animal health products in Tanzania.
- Deployed customer-focused teams in Nigeria and Uganda to teach farmers and veterinarians about correct and responsible use of disease interventions,

how to properly diagnose disease, and demonstrate the value of improved livestock productivity on the farm.

- Trained 605 farmers and 206 animal health professionals for 25 days. Delivered trainings through local partnerships, using train-the-trainer model for maximum sustainability. Applying this model, Zoetis trained instructors on the best ways to deliver training materials to farmers and animal health professionals, maximizing the spread of knowledge.
- Responded rapidly to an outbreak of Contagious Bovine Pleuropneumonia (CBPP) in Nigeria in collaboration with the Federal Ministry of Agriculture and Rural Development, the Nigerian Veterinary Medical Association and the Kogi state government to administer 100,000 vaccines to around 20,000 farms across the state. Training programs helped farmers identify CBPP early on, report emerging diseases, and understand the importance of vaccination.
- Developed educational resources, including an eight-part smallholder poultry farming series filmed in Nigeria, e-learning portals on Zoetis websites for A.L.P.H.A. countries, and the publication of seven newsletters created in collaboration with veterinary associations in Uganda and Nigeria.

 **WATCH THE A.L.P.H.A. INITIATIVE VIDEO**



EXPANDED SUSTAINABLE AGRICULTURAL SYSTEMS IN DEVELOPING COUNTRIES

Zoetis facilitates educational programs for rural, small-scale farmers to teach them about modern animal health and husbandry practices. These trainings are complemented with the technical support needed to help them advance their farms' profitability and productivity.



SUPPORTED DAIRY FARMS IN BRAZIL

Zoetis continued a project begun in 2017 to help farmers in Brazil's Paraíba River Valley to improve milk production by teaching them modern farm management practices, including how to measure costs and profits, improve feed production and advance reproductive management.

Because of the education and technical support the farmers received, they increased profitability, invested more in their farms, and improved their herds' health. Positive changes include improving herd genetics



through reproduction, implementing milk production monitoring, managing feed supply, installing new milk cooling tanks, and understanding how to manage expenses.

ACHIEVEMENTS IN 2018

- Over 60% of farmers in the program began to monitor the volume of milk production and are investing in the health of their top producing cows. This showed a commitment to continue and improve their farming operations, one of the goals of the project.
- Milk production for the participating farmers increased 13% over 12 months, from 73.5k liters per month to 83.2k liters.
- All participating farmers now provide proper nutrition for their herds. Optimal nutrition is key to quality milk production. Before the program, the farmers were incorrectly adding ingredients to feed such as table salt, which curbs appetite.
- Pregnancy rates of cows improved from 40% success rate to 58%. Reproduction is key to sustain the farms. Because of the investment in the most productive cows, the new calves have higher genetic standards and produce more milk for the same investment.

ESTABLISHED THE CENTER FOR TRANSBOUNDARY AND EMERGING DISEASES

Zoetis has long been a leader in rapid response to transboundary and emerging diseases in animals. These threats can devastate herds, impact the food supply, and harm the incomes of farmers who depend on animals for livelihoods.

Zoetis strengthened its capabilities in this area in 2018, organizing responses to outbreaks of infectious diseases worldwide through its newly established, virtual Center for Transboundary and Emerging Diseases.

Under the auspices of the Center, Zoetis scientists mobilize resources from across the company and work closely with leaders from government, health organizations, and the veterinary and livestock agricultural communities to identify infectious disease threats early and develop solutions, including vaccines and diagnostic tests, to help rapidly control them. The Center brings together Zoetis expertise in vaccine development, alliances with centers of excellence in disease surveillance, regulatory affairs and flexible, high-quality manufacturing.

The Center strives to help control current diseases that affect animals such as Classical Swine Fever, Avian Influenza, Schmallenberg Disease, Rift Valley Fever, Bluetongue and the changing subtypes of Influenza virus which can affect multiple species.



ANTIBIOTIC STEWARDSHIP

Zoetis has a diverse portfolio of anti-infective products for companion and livestock animals, including leading antibiotic medicines and medicated feed additives.

To protect their efficacy for the coming decades, we work with multiple stakeholders to educate and support their responsible use. We have R&D, regulatory, manufacturing and commercial initiatives in place to tackle the challenges of antibiotic resistance while ensuring the care and welfare of animals.

We **advocate** for the health of animals and for the veterinarians and livestock farmers who care for them. We believe that veterinary professionals should be involved in decisions about the use of antibiotic medicines in animals to protect animal and human health, to assure the safety of the food supply, and to help reduce the risk of resistance.

We **innovate** by investing in research and development to provide our customers with new and enhanced solutions to better predict, prevent, detect and treat disease in the animals under their care.

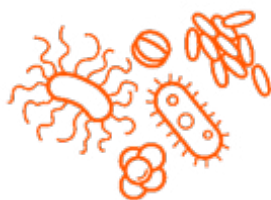
We **collaborate** in a One Health approach, working with leaders from the veterinary and human health professions, food industry, and public health to advance the responsible use of antibiotics and preserve animal health and welfare.

Read our position on [Antibiotic Stewardship](#).



THE CDC ANTIMICROBIAL RESISTANCE CHALLENGE

The U.S. Centers for Disease Control and Prevention launched the [Antimicrobial Resistance \(AMR\) Challenge](#) at the United Nations General Assembly in September 2018. Zoetis was among those to commit to the Challenge, joining a diverse group of organizations and companies taking action to combat antimicrobial resistance across the globe. The Challenge encourages a One Health approach, recognizing that the health of people is connected to the health of animals and the environment.



ZOETIS COMMITMENT

Zoetis, a global animal health company, commits to continue advocating for a One Health approach to the responsible use of antibiotics. Zoetis commits to promoting the involvement of veterinary professionals in antibiotic stewardship, expanding access to veterinary care worldwide and supporting broader use of vaccines and modern animal husbandry and biosecurity practices to help prevent disease. Zoetis is working to develop veterinary-only antibiotics and antibiotic alternatives; novel vaccine technologies; diagnostic tests; sensors sending and analyzing digital information to predict and detect underlying signs of disease; and genetic tests for wellness traits. Zoetis will continue its more than two-decade investment in surveillance for antibiotic resistance in germs that threaten the health of livestock and companion animals to help preserve the efficacy of antibiotics.



ACHIEVED A ONE HEALTH APPROACH TO ANTIMICROBIAL RESISTANCE IN THE UNITED KINGDOM

In the United Kingdom, Zoetis participated in the National Office of Animal Health's (NOAH) Animal Medicines Best Practice (AMBP) project, which provided face-to-face training sessions, presentations, workbooks, and an eLearning portal on responsible antibiotic use for farmers and veterinarians. The AMBP program was developed by NOAH in partnership with a working group of stakeholders from across the industry including veterinarians, farmers, the Responsible Use of Medicines in Agriculture Alliance (RUMA), the Veterinary Medicines Directorate (VMD), the British Retail Consortium (BRC) and leading academics, to create a robust and trusted training program for all those working in the sheep, dairy, beef and pig sectors.

ANIMAL MEDICINES BEST PRACTICE



“**NOAH works for its members and prospective members to deliver relevant services in the face of a changing market and political landscape, and a new regulatory environment—to keep them informed and to work on their behalf.**”

Jamie Brannan
Senior Vice President and Cluster Lead
UK, Ireland and Nordics, Zoetis
NOAH Chairman





SUPPORTING THE COMMUNITIES WHERE WE OPERATE

At Zoetis, we are committed to making a difference in the communities where we operate. We invest our resources and expertise to make our communities better.

We participate in organizations dedicated to preparing talented young people for careers in animal agriculture and science.

Through partnerships and donations, we provide care to animals in the community who need it most.

We recognize the impacts of the human-animal bond and support programs so that those in need can benefit from therapy animals. This includes our sponsorship of the partial cost of healthcare for military, police and service dogs.

When customers rely on Zoetis in times of natural disaster, we are there for them. Zoetis works hand-in-hand with local agricultural and animal welfare organizations to rescue, feed, treat and shelter animals in times of need.



PROVIDED PRODUCTS AND EXPERTISE TO THOSE WHO NEED THEM

PARTNERED WITH STREETVET IN THE UK

At Zoetis, we know how powerful the human-animal bond can be. The bond between homeless families and their dogs is profound, and their pets' wellbeing remains a priority even during challenging times. Zoetis partnered with StreetVet in the UK to provide critical veterinary care and medicines to homeless pet owners. Zoetis provided the organization with chronic pain medication, flea and tick protection and skin treatments for dogs. Because veterinary visits might be sporadic, products with a long duration of efficacy were often selected.



PROTECTED THE HEALTH OF GIANT PANDAS IN CHINA

Saving giant panda bears from extinction is not only a wildlife preservation goal in mainland China, but also one that has captured the hearts and minds of the world. Protecting giant pandas from health threats is part of the solution—a solution about which Zoetis colleagues in China were passionate.

Our colleagues joined with the wild animal research team at China Agricultural University in 2018 to protect the 150 pandas in the Fo Ping Nature Reserve from a significant disease threat posed by canine distemper virus (CDV). The research team found evidence that domesticated dogs carrying CDV and living in the vicinity were a potential source of infection for giant pandas. They also found that pandas lacked natural immunity to CDV.

Zoetis and the University team embarked on a three-year program to vaccinate more than three hundred dogs in the area to help control CDV and, in turn, reduce the risk of CDV transmission to pandas. Zoetis is supplying canine distemper virus vaccines as well as providing medicines for giant pandas to help maintain health and wellness and treat infections when they occur.



PROVIDING RELIEF WHEN DISASTER STRIKES

When disaster strikes, our customers can count on Zoetis to provide much needed veterinary care support and supplies. Zoetis was there to help veterinary clinics, farms and animal shelters in the recovery from the California wildfires and Hurricane Florence in the United States as well as the Sulawesi earthquake and tsunami in Indonesia.



ZOETIS FOR SHELTERS IN THE UNITED STATES

As part of our commitment to help animals and the organizations that save them, we at Zoetis have made it our mission to find solutions to the toughest health challenges of animal shelters in the United States. The Zoetis for Shelters Program provides valuable discounts on Zoetis products, expert information, and tips from our community of shelters.

2,601

Shelters and rescues joined to date

\$5,500

Average shelter/rescue savings per year

+\$28M

Funds shelters have saved since launch in 2011

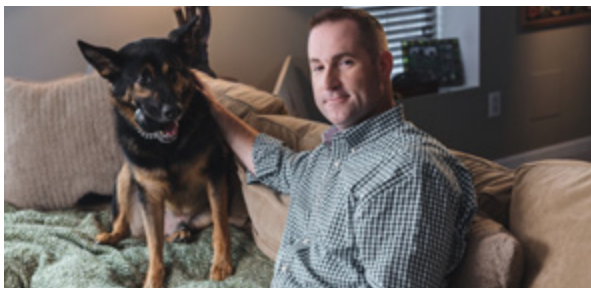
[▶ WATCH ZOETIS FOR SHELTERS VIDEO](#)



PROVIDED HEALTHCARE FOR SERVICE DOGS AND SUPPORTED ANIMAL-ASSISTED THERAPY

ZOETIS K-9 COURAGE PROGRAM WELCOMED A NEW PARTNER

Through our K-9 Courage program, Zoetis Petcare in the U.S. annually provides healthcare assistance for up to 650 retired military and police dogs that have worked to protect communities and our nation. In 2018, the program welcomed a new partner, Mission K-9 Rescue (MK9R). The organization is committed to our nation's working dog heroes to ensure they are not forgotten for their service to our country and communities. K-9 Courage works with MK9R to aid in the financial costs of the healthcare provided to the K9s for the remainder of their lives. The program continues to partner with the National Police Foundation and supports American Humane's Pup4Patriots™ program which helps train service dogs to assist military veterans who suffer from Post-Traumatic Stress or Traumatic Brain Injury.



[▶ WATCH K-9 COURAGE PROGRAM VIDEO](#)



PUT THE POWER OF THE HUMAN-ANIMAL BOND TO WORK FOR CHILDREN WITH AUTISM

At Zoetis, we know the human-animal bond is powerful. Zoetis colleagues in Spain harnessed the power of the bond, sponsoring visits from trained therapy dogs to children with autism and helping them develop social skills essential for an independent future. The program was a collaboration of Zoetis, the Adecco Foundation, and the Yaracan therapy dog group. It helped 27 children at three Madrid special education schools. Zoetis colleagues played a part in the project. During the second and third semester of the school year, colleagues worked alongside two trainers and their therapy dogs, assisting in interaction strategies with the children.



STANDING SIDE BY SIDE WITH OUR CUSTOMERS

HOSTED “FROM FARM TO TABLE” FESTIVAL IN THAILAND

Zoetis colleagues wanted to support the country’s local farmers and producers who were affected by a financially challenging year for agriculture. Working together as One Zoetis, colleagues organized a unique three-day street festival called “From Farm to Table” to connect the public with a large offering of high-quality Thai products. The event took place outside the Zoetis office, which is located on Silom Road in Bangkok, where thousands of pedestrians walk each day. The proprietors of United Center Building, where the Zoetis office is located, also supported the event. From sausage to meat loaf, eggs to ice cream, there were many varieties of food for people to taste and buy with 25 exhibitors in attendance.



“ We wanted to showcase the great local farms that are delivering high quality, safe, fresh products directly to the consumer. There was a mix of medium and major-scale producers, and the event was a good opportunity for those less experienced in exhibiting and promoting their products to connect with their customers. ”

Arkhom Cheewakriengkrai
Vice President and General Manager
Southeast Asia and South Asia Cluster



RAISED FUNDS TO DELIVER MENTAL HEALTH SERVICES TO RURAL FARMING COMMUNITIES

In 2018, Zoetis once again raised \$100,000 for mental health in rural Australia through its partnership with Beyond Blue, a nonprofit organization dedicated to reducing the impact of anxiety, depression and suicide, which can be prevalent among livestock farmers. Together, Zoetis and Beyond Blue, have raised a total of \$300,000 since 2016. By donating \$5 of each sale of Zoetis cattle, sheep, pig, poultry and goat vaccines and parasiticides, Zoetis was able to reach our monetary goal for the third year running. The funds raised went directly to Beyond Blue Support Service, which provides advice and support for people 24 hours a day, seven days a week. The program has helped an estimated 4,100+ people at critical moments in their lives.

“ The Support Service is there for people day and night—via phone, web chat or email—whenever they need someone to talk to. It is a free, potentially life-changing service for many people, especially those who don’t have friends, family members or support services close by. It is entirely funded by generous donations from the community and amazing partners like Zoetis and demand grows year on year. ”

Georgie Harman
CEO of Beyond Blue





RUN OUR BUSINESS ETHICALLY AND RESPONSIBLY

“Always Do the Right Thing” is one of our Core Beliefs. We view operating our business with integrity as the responsibility of every Zoetis employee.

We work to implement sustainable practices directly into the development, manufacture and appropriate use of our products. Zoetis manufacturing sites worldwide strive to reduce waste and water intake and improve energy efficiency.



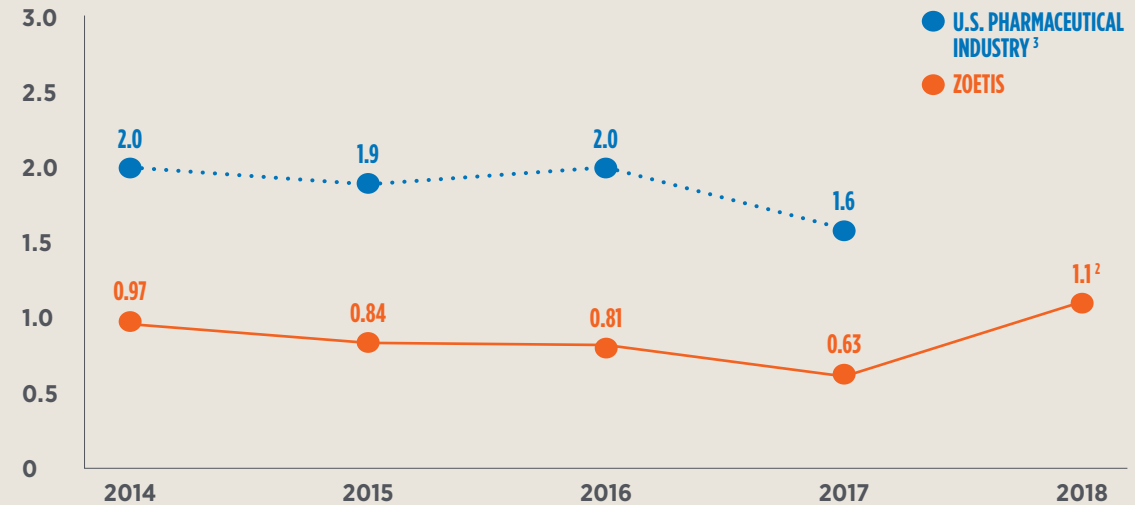
DEMONSTRATING EXCELLENCE IN WORKPLACE SAFETY

The health, safety and well-being of our employees are our top priorities at Zoetis. Zoetis workplace safety data continued to show an injury rate below the average rate reported in the United States for the pharmaceutical industry (best available data worldwide). This was the case even as the company integrated its safety practices and protocols into manufacturing sites that joined the Zoetis network through acquisitions in 2018.

Our Global Manufacturing and Supply network sites share a dedication to quality and safety that is embedded in all our manufacturing and supply processes. Safety remains a daily focus, and we are committed to a culture of safety in each of our locations around the world.

SAFETY PERFORMANCE OF ZOETIS GLOBAL MANUFACTURING AND SUPPLY

TOTAL RECORDABLE INJURY/ILLNESS RATE (TIR)¹



1. Total Injury Rate is the ratio of the number of workplace-related injuries or illnesses requiring treatment beyond first aid per 100 employees

2. Includes safety performance data from companies acquired by Zoetis during 2018 from the date of each acquisition

3. Source: United States Department of Labor, Bureau of Labor Statistics, Industry Illness and Injury Data, <https://www.bls.gov/iif/oshsum.htm>. Data for 2018 not yet available at time of publication of the 2018 Zoetis Corporate Social Responsibility Summary



CONTINUOUS IMPROVEMENT IN WORK PROCEDURES TO IMPROVE SAFETY

Essential to our commitment to a culture of safety is making continuous improvements in workplace processes and procedures. Colleagues at the PHARMAQ Analytiq laboratory in Bergen, Norway, where they perform analysis of disease threats to farmed fish operations, adopted the use of new robotic technology that does not require the use of phenol and chloroform, compounds that can pose a health risk if accidentally used improperly. As a result of this change, they reduced the use of phenol by 90 percent (from 106 litres in 2017 to 10 litres in 2018) and reduced the use of chloroform by more than 60 percent (6 litres in 2017 to 2 litres in 2018).



REDUCING USE OF ENERGY AND NATURAL RESOURCES IN OUR OPERATIONS

ENHANCED SUSTAINABILITY AT OUR MANUFACTURING SITE IN RATHDRUM, IRELAND

Since acquiring a manufacturing facility in Rathdrum, Ireland in 2017, Zoetis has made upgrades to improve energy efficiency and reduction in carbon footprint as the company prepares the site for full-scale manufacturing. A new cooling tower, installed in 2018, led to 433,284 fewer kilowatt hours (kWh) of energy use and a CO₂ reduction of 209 tons annually. Generating compressed air is major contributor to energy use in pharmaceutical manufacturing. Installation of two new high efficiency air compressors contributed an incremental 668,000 kWhs in energy savings and CO₂ reduction of 322 tons. A redesigned ventilation air system delivered energy use reductions between 2015 and 2018, with a consequent annual energy savings of 1,088,100 kWhs and 256 ton reduction in CO₂. In addition to providing significant environmental benefits, these projects also delivered significant operating cost savings.



ZOETIS SITES IN OLOT, SPAIN; CATANIA, ITALY; AND SUZHOU, CHINA, REDUCE ENERGY USE AND CARBON FOOTPRINT

The installation of a new chiller at the Zoetis co-located manufacturing and research & development site in Olot, Spain, resulted in energy savings of 390,000 kWhs and a related 97 ton CO₂ reduction per year. Replacement of R-410 HFCs refrigerant with newer R-1234ze refrigerant reduced the Global Warming Potential of the refrigerant from 2088 to 1. Global Warming Potential is a measure of how much heat a greenhouse gas traps in the atmosphere as compared to carbon dioxide.

Generating steam is fundamental to manufacturing at the Zoetis site in Catania, Italy. The team there built a complete high efficiency steam generation plant equipped with boilers that could reach an overall thermal efficiency of 97.5%, which is about 3-4% higher than market-benchmark industrial boilers. The increased efficiency corresponded to an equivalent saving of methane fuel and consequent reduction of CO₂ emissions of about 362 tons per year. The team also optimized the air compression system, providing the highest air volume at the lowest energy consumption.



It helped achieve an additional 35% energy savings and a reduction of 180 tons of CO₂ per year.

Likewise, colleagues at the Zoetis manufacturing site in Suzhou, China, opened in 2016, targeted incremental energy savings by engineering enhancements to the site's ventilation and chilling systems. They cut electricity use by 5% and carbon emissions by 99.8 tons.



EVERYDAY SUSTAINABLE PRACTICES MADE A MEASURABLE IMPACT

Zoetis colleagues at our Research and Development site in Thane, India, have made measurable strides to conserve energy, water and fuel. Conversion to LED lighting site-wide and enhancements to operating systems resulted in a 12% reduction in electricity use between 2013 and 2018—enough to serve the electricity needs of 500+ households annually in India. The reduction also reduced carbon emissions by 6 tons per year. To help further improve air quality, they contributed 1,500 new trees to the Indian government's Mass Tree Plantation campaign, helping to increase CO₂ absorption by 33 tons per year. By implementing a rainwater harvesting program, the site achieved 1,100 kiloliters in annual water savings; enough water to serve the needs of 8,000+ people.



ENDORSED RESPONSIBLE SUPPLY CHAIN MANAGEMENT

In 2018, Zoetis joined the [Pharmaceutical Supply Chain Initiative \(PSCI\)](#). This organization establishes and promotes responsible practices that will continuously improve social, health, safety and environmental sustainable outcomes for our supply chains. As an associate member, Zoetis endorsed the [PSCI Industry Principles for Responsible Supply Chain Management](#). The principles encompass five areas: ethics, labor, health and safety, environment, and management systems. In the area of environmental sustainability, the principles are consistent with Zoetis' commitment to protect the environment, implementing systems to assure the safe handling and management of waste, waste water and air emissions.





PROVIDING A WORKPLACE WHERE COLLEAGUES FEEL VALUED

At Zoetis, we know that our colleagues make the difference. Our positive culture, guided by our Core Beliefs, drives our success. Our Core Beliefs are the foundation of the commitments we make to each other, our customers and our stakeholders every day.

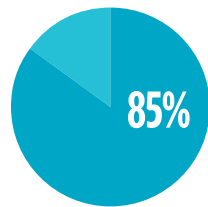
We strive to create an atmosphere where colleagues can thrive professionally and personally. We support and empower

colleagues to balance their work and home lives by providing a flexible work environment that allows our colleagues to grow their careers, while maintaining a healthy and happy personal life.



SUCCEED AT ZOETIS

Because our people propel our success, we are always working to attract top talent at Zoetis. This year we launched a refreshed careers website and video that provides a glimpse of life at Zoetis. The new content shows job candidates how Zoetis colleagues live our Core Beliefs each day through authentic stories about our culture.



EMPLOYEE ENGAGEMENT
2014, 2016, 2018 COLLEAGUE SURVEY RESULTS

“ **I am very fortunate to work for an organization that understands the value of investing in its people so they can achieve both their professional and personal goals.** ”

Roni Thebo
Director, Global Pharmacovigilance

[▶ WATCH OUR VIDEO ON WORKING MOTHERS](#)

[CHECK OUT OUR CAREERS SITE →](#)

AN AWARD-WINNING WORKPLACE



[▶ WATCH OUR VIDEO ON CAREERS](#)



[▶ WATCH OUR VIDEO ON DEVELOPMENT](#)

COLLEAGUE DEVELOPMENT

Every colleague at Zoetis is encouraged to grow personally and professionally by pursuing their unique career development journey. Supported by managers and the organization, colleagues are empowered to take on challenges and experiences that help them reach their career goals and aspirations.

“ **As a leader at Zoetis, it is exciting to see a colleague raise their hand to take on a new experience. And then work with them to identify the right opportunity that works for both them and the company.** ”

Roxanne Lagano
EVP, Chief Human Resources Officer and Communications





zoetis

ZOETIS GLOBAL HEADQUARTERS

10 Sylvan Way
Parsippany, New Jersey 07054
973-822-7000
zoetis.com

All trademarks are the property of Zoetis Inc. or its subsidiaries, affiliates, or licensors.
©2019 Zoetis Inc. All rights reserved.