

## ZOETIS AT A GLANCE

60+

Our years of experience in animal health

120+

Countries in which Zoetis products are sold

9,800+

Number of Zoetis employees



8

Species supported by Zoetis – cattle (beef and dairy), pigs, poultry, sheep, fish, dogs, cats, horses



5

Product categories supported by Zoetis – vaccines, parasiticides, anti-infectives, medicinal feed additives, and other pharmaceutical products



300+

Product lines



27

Number of Zoetis manufacturing sites – all dedicated to delivering a reliable supply of quality products



1,100+

R&D employees



3,500+

Member field force

## ABOUT ZOETIS

Zoetis is the leading animal health company, dedicated to supporting its customers and their businesses. We discover, develop, manufacture and market animal health medicines and vaccines complemented by diagnostic products and genetic tests and supported by a range of technical services. We have the enthusiasm of a start-up, yet we're building on 60+ years of experience in animal health. At Zoetis, we are customer obsessed. We work hard on the real-world challenges of those who raise and care for animals, helping to improve farm productivity while bringing new medicines and vaccines to veterinarians.

**Take the first step to partnering with Zoetis. Connecting with members of our Business Development and Alliance team is easy.**

Send us a message at <http://www.zoetis.com/become-partner>

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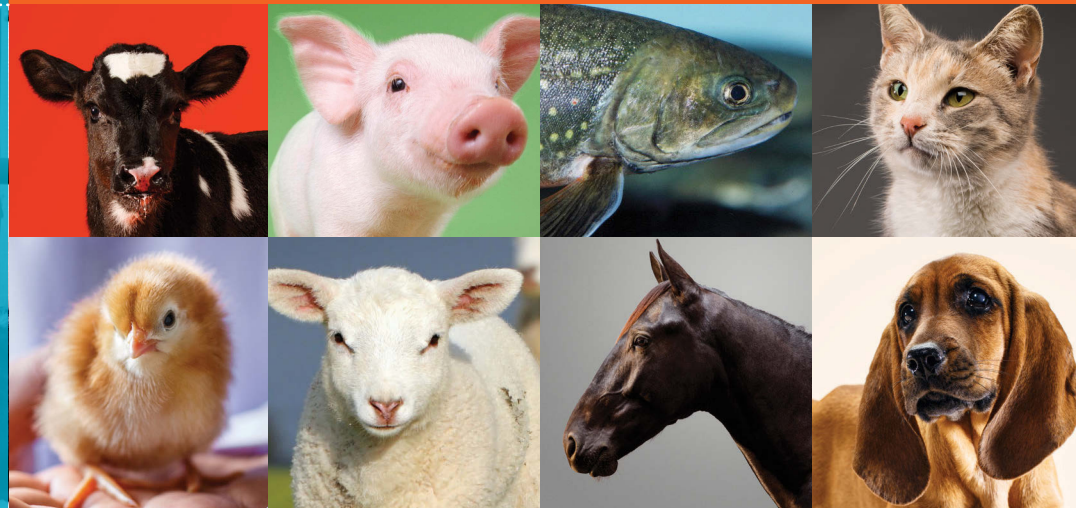
zoetis

# PARTNERING WITH ZOETIS



FOR ANIMALS. FOR HEALTH. FOR YOU.

zoetis™





# PARTNERING WITH ZOETIS

## ACHIEVING SUCCESS TOGETHER

No company, large or small, can succeed alone in the world of breakthrough medicines and vaccines. Powerful partnerships combine complementary talents, expertise and passion with the organizational capacity to deliver innovative products globally and to advance science and improved care of animals.

## WORKING IN COLLABORATION

We believe the power in a partnership can foster creativity, facilitate risk sharing and harness innovative science. We seek to complement our partner's skills and technologies for mutual success through creative and flexible working arrangements. We join forces with

partners throughout the animal health, pharmaceuticals, biotechnology, and agribusiness industries and collaborate with current and emerging leaders in academia, public and private institutions who are focused on improving the health and wellbeing of animals and the people who care for them.

## CULTIVATING OPPORTUNITIES

Collaboration with Zoetis opens the door to opportunities for mutual gain in areas such as One Health, Emerging Diseases, Food Safety and advancements in veterinary standards of care and wellness.

Ask us about our capabilities in:

- Developing successful research collaborations that leverage expert networks across the world
- Utilizing Open Innovation to advance research through participation in consortia with top global experts
- Identifying and rapidly responding to emerging infectious diseases
- Ensuring the production of safe food, starting at farm level through collaborative food safety initiatives
- Discovering new disease pathways and leveraging such insights to identify biological targets and develop new solutions
- Identifying new market opportunities for biotech companies that may be more accessible in the short term
- Patenting and regulatory processes globally, needed to protect and advance products from early stage through approval and onto commercial success
- Manufacturing / logistics that span markets around the world
- Flexibility in structuring a variety of business partnerships that range from early research collaborations to commercialization arrangements.



# AREAS OF INTEREST

## INNOVATION

CHEMICAL ENTITIES  
ANTIGEN TARGETS  
BIOPHARMACEUTICAL  
DELIVERY TECHNOLOGIES  
AND DEVICES  
NOVEL SENSOR DEVICES AND  
ANALYTIC APPROACHES

## APPLICATION

PARASITIC CONTROL  
PREVENTION (BIOLOGICAL) AND  
TREATMENT (ANTIMICROBIAL) OF  
INFECTIOUS DISEASES  
PAIN, INFLAMMATION AND ALLERGY  
METABOLIC DISEASES  
PERFORMANCE ENHANCEMENT  
REPRODUCTIVE EFFICIENCIES  
FOOD SAFETY – PRE / POST HARVEST  
DIAGNOSTIC PRODUCTS  
GENETIC TESTS  
PRECISION ANIMAL MANAGEMENT

# A ONE HEALTH APPROACH OFFERS COMPELLING ADVANTAGES

## ANIMAL & HUMAN HEALTH ARE CONNECTED

We believe the development of sophisticated tools and technologies to protect companion animal health and to support livestock farming can have a significant positive impact on public health and the global supply of safe and affordable food. Animals and humans share many diseases. Providing solutions for newly emerging infectious diseases in animals helps to protect the health of humans.



- People and animals have a number of diseases in common, including osteoarthritis, kidney disease, cardiovascular disease and certain cancers, just to name a few. Collaboration between human and animal health researchers provides the potential to advance the understanding of mutually relevant diseases and expand the translational approach to medicine.
- An abundant supply of safe, affordable animal protein begins with healthy animals. Animal technologies that target control of infectious diseases, or that support the prediction or enhancement of feed efficiency in livestock would be highly valuable to the animal health industry.
- More than 60 percent of all human infectious diseases have their origins in animals.

Approaches to control infectious disease in animals, especially livestock, are becoming increasingly important.

## POTENTIAL BENEFITS OF COLLABORATION TAKING A ONE HEALTH APPROACH

- Apply *in vivo* models to help accelerate pre-clinical research
- Share compound libraries
- Shorten cycle from research to commercialization by validating molecular targets in veterinary species natural disease
- Open alternate revenue sources from animal health uses of products
- Utilize Zoetis expertise in veterinary biopharmaceuticals (monoclonal antibodies and protein therapeutics) to evaluate targets in non-rodent species.