About Zoetis

Why We Do What We Do
• We know animal health is essential to public health and people’s well-being.
• As the world’s leading animal health company, we are driven by a singular purpose: to nurture our world and humankind by advancing care for animals.

What We Do
• Zoetis makes vaccines, medicines, diagnostics and other technologies for pets and farm animals.
• A Fortune 500 company traded on the NYSE (ZTS), we generated $7.8 billion in revenue in 2021.
• Our revenues are split between pet care and livestock (60%/39%), and between the U.S. and the rest of the world (52%/47%). This excludes revenue associated with Client Supply Services and Human Health, which represented 1% of total 2021 revenue.

How We Do It
• We are reimagining animal health through our contributions to innovative science, a stronger human-animal bond and a more sustainable future for our customers and our world.
• Our future performance is focused on 5 strategic priorities:

We take an integrated approach to animal health, building a diverse and durable portfolio of products to keep animals healthy. We focus on innovative solutions that predict, prevent, detect, and treat diseases—what we call the Continuum of Care.

Our colleagues are committed to caring for animals, our customers and their communities, living every day by our Core Beliefs:
What Sets Us Apart

**Worldwide Market Leader**
- Zoetis is a Fortune 500 company and the world leader in animal health, with 12,100 colleagues around the world, and $7.8 billion in annual revenue in 2021

**Diverse, Durable and Innovative Portfolio**
- Broad portfolio with approximately 300 product lines across 7 therapeutic areas and 8 species
- Leading brands including 14 blockbuster products in 2021 (A blockbuster in animal health generates more than $100 million dollars in annual revenue)
- Diversified revenue streams with top 10 products accounting for approximately 47% of total revenue in 2021
- Durable portfolio with average market life of top products being approximately 30 years
- Continuous innovation flow with ~1,000 new products and lifecycle innovations introduced in the last 5 years (2016-2021)

**Track Record of Financial Results**
- We have consistently delivered on our goal of growing revenue in-line with or faster than the market, and growing adjusted net income faster than revenues through operational discipline and maintaining strong margins
- Our strong financial results have helped us to make important investments for growth, while returning excess capital to our shareholders

**On Course for Future Growth**
- With more than $500 million in R&D spending in 2021 – our largest ever annual investment for R&D – we continue progressing research to address allergies, livestock health, chronic pain and inflammation, chronic kidney disease and diagnostics through our vaccines, therapeutics and digital technology portfolios
- In 2022, our major catalysts for growth include:
  - Continued strength in petcare, based on parasiticides, dermatology and pain
  - Ongoing expansion in markets outside the U.S., most notably China and Brazil
  - Growth of our diagnostics portfolio as we build momentum with more reference labs, new products and increased sales and technical services

**Clear Strategic Priorities and Focus on Execution**
- Our long-term value proposition has been tied to the execution of our growth strategy. We are committed to continuing with this strategy and are focused on five priorities:
  - Drive innovate growth
  - Enhance the customer experience
  - Lead in digital and data analytics
  - Cultivate a high-performing organization
  - Champion a healthier and more sustainable future

**Commitment to Sustainability**
- 26 long-range goals supporting 10 of the 17 United Nations’ Sustainable Development Goals (SDGs) across three strategic pillars, known as Driven to Care.
  - Communities – Care and Collaboration
    We support and partner with our colleagues, communities and the people who care for animals. We achieve more by working together toward our common goals.
  - Animals – Innovation in Animal Health
    We use our expertise in animal health to solve sustainability challenges facing animals and people.
  - Planet – The Drive to Protect Our Planet
    We steward resources responsibly and minimize our impact, as we deliver products and services that advance the health of animals.

**Delivering on Our Long-Term Value Proposition to Shareholders**
- Our long-term value proposition remains anchored in four main objectives:
  - To grow revenue in line with or faster than the market
  - To grow adjusted net income faster than revenue
  - To drive growth through investments in innovation, R&D and business development
  - To return excess capital to shareholders