About Zoetis

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

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 $8.1 billion in revenue in 2022.
• Our revenues are split between pet care and livestock (64%/35%), and between the U.S. and the rest of the world (53%/46%). This excludes revenue associated with Client Supply Services and Human Health, which represented 1% of total 2022 revenue.

How We Do It
• Our vision is to be the most trusted and valued animal health company, shaping the future of animal care through our innovation, customer obsession and purpose-driven colleagues.
• Our future performance is focused on six strategic priorities:
  - Lead through innovation across our diverse portfolio
  - Deliver an exceptional experience to delight our customers
  - Power our business through digital solutions and data insights
  - Support a workplace where our colleagues can thrive
  - Advance sustainability in animal health for a better future
  - Perform with excellence and agility

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 13,800 colleagues around the world, and $8.1 billion in annual revenue in 2022

Diverse, Durable and Innovative Portfolio
• Broad portfolio with approximately 300 product lines across 7 therapeutic areas and 8 species
• Leading brands including 15 blockbuster products in 2022 (A blockbuster in animal health generates more than $100 million dollars in annual revenue)
• Diversified revenue streams with top 10 products accounting for approximately 49% of total revenue in 2022
• Durable portfolio with average market life of top products being approximately 30 years
• Continuous innovation flow with -2,000+ new products and lifecycle innovations introduced in the last 10 years

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 2022 – 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 2023, our major catalysts for growth include:
  • Companion animal parasiticides
  • Key dermatology portfolio
  • Osteoarthritis (OA) pain products
  • Global diagnostics
  • Emerging markets

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 six priorities:
  • Lead through innovation across our diverse portfolio
  • Deliver an exceptional experience to delight our customers
  • Power our business through digital solutions and data insights
  • Support a workplace where our colleagues can thrive
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Commitment to Sustainability
• We have long-range goals supporting 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 faster than the market
  • To invest in innovation and growth capabilities
  • To increase adjusted net income faster than revenue
  • To return excess capital to shareholders