2021 Financial Highlights

### Revenue by Species

- **Dogs and Cats**: 58%
- **Cattle**: 20%
- **Swine**: 9%
- **Poultry**: 7%
- **Horses**: 3%
- **Sheep and Other**: 1%

### Revenue by Product Category

- **Vaccines**: 22%
- **Parasiticides**: 21%
- **Anti-Infectives**: 16%
- **Dermatology**: 15%
- **Other Pharmaceuticals**: 13%
- **Medicated Feed Additives**: 5%
- **Animal Health Diagnostics**: 5%
- **Other Non-Pharmaceuticals**: 3%

### Revenue by Top Markets

- **United States**: 53%
- **China**: 5%
- **Brazil**: 4%
- **Australia**: 3%
- **Other Kingdoms**: 3%
- **Canada**: 3%
- **Japan**: 2%
- **Germany**: 2%
- **Other Emerging Markets**: 10%
- **Other Developed Markets**: 6%

### Revenue Growth and Adjusted EBIT Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>Adjusted EBIT Margin *</th>
<th>Top Ten Product Lines (47%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>37%</td>
<td>53%</td>
</tr>
<tr>
<td>2020</td>
<td>37%</td>
<td>58%</td>
</tr>
<tr>
<td>2021</td>
<td>38%</td>
<td>53%</td>
</tr>
</tbody>
</table>

* Adjusted EBIT margin (a non-GAAP financial measure) is defined as adjusted net income attributable to Zoetis excluding (i) interest expense and interest income and (ii) income taxes (all as included in adjusted net income), expressed as a percentage of revenue.

** Adjusted net income and its components and adjusted diluted earnings per share (non-GAAP financial measures) are defined as reported net income attributable to Zoetis and reported diluted earnings per share, excluding purchase accounting adjustments, acquisition-related costs and certain significant items.

† Represents operational revenue growth (a non-GAAP financial measure), which is defined as revenue growth excluding the impact of foreign exchange. Reported revenue growth, including the impact of foreign exchange, was 7% for 2019, 7% for 2020 and 16% for 2021.

‡ Revenue charts by species, product category and top market exclude revenues associated with Client Supply Services and Human Health, which represented 1% of total 2021 revenue.

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### $Millions (except per share data)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$ 6,260</td>
<td>$ 6,675</td>
<td>$ 7,776</td>
</tr>
<tr>
<td>Net Income Attributable to Zoetis</td>
<td>$ 1,500</td>
<td>$ 1,638</td>
<td>$ 2,037</td>
</tr>
<tr>
<td>Adjusted Net Income Attributable to Zoetis**</td>
<td>$ 1,755</td>
<td>$ 1,844</td>
<td>$ 2,240</td>
</tr>
<tr>
<td>Diluted Earnings Per Share</td>
<td>$ 3.11</td>
<td>$ 3.42</td>
<td>$ 4.27</td>
</tr>
<tr>
<td>Adjusted Diluted Earnings Per Share**</td>
<td>$ 3.64</td>
<td>$ 3.85</td>
<td>$ 4.70</td>
</tr>
<tr>
<td>Net Cash Provided by Operating Activities</td>
<td>$ 1,795</td>
<td>$ 2,126</td>
<td>$ 2,213</td>
</tr>
<tr>
<td>Research &amp; Development Expense</td>
<td>$ 457</td>
<td>$ 463</td>
<td>$ 508</td>
</tr>
</tbody>
</table>