FOR ANIMALS
FOR HEALTH
FOR YOU
WE HAVE A SINGULAR FOCUS ON ANIMAL HEALTH

Zoetis is the world leader in animal health. We discover, develop, manufacture and market veterinary medicines and vaccines, complemented by diagnostic products, genetic tests, biodevices and technical services. We work to help meet the growing worldwide demand for meat, poultry, fish, and dairy foods and the increasing desire for animal companionship. With our singular focus on animal health, we strive to make our products, services and people the most valued by our veterinarian and livestock producer customers around the world.
SUPPORTING AN INDUSTRY THAT TOUCHES EVERYONE

The growing animal health industry serves two segments: livestock — such as beef and dairy cattle, pigs, poultry, fish and sheep — and companion animals including dogs, cats and horses. The powerful trends of human population growth, a rising middle class in developing markets, and a steady migration of people from rural communities to urban centers, are driving demand for animal health products and services in both segments. Nevertheless our customers are challenged by increasingly limited natural resources, more frequent emerging infectious diseases, and other constraints. This creates opportunities for innovation that lead to new animal health solutions.

To help our customers address these challenges in ways that are truly relevant for their businesses and animals, we put three interconnected capabilities to work for our customers:

• Our ability to work shoulder to shoulder with veterinarians and livestock farmers, thanks to the most well-trained sales, veterinary and technical professionals in the industry.

• The development of clinical innovations rooted in veterinary medical needs, evidence-based research, and an understanding of market opportunities that comes from continuously listening to our customers.

• A global supply chain team that provides our high-quality products at a competitive price when and where our customers need them.

BUILDING A CULTURE OF LISTENING AND PROBLEM SOLVING

We make the most of our local presence and relationships to understand all it takes to help our customers address their most pressing health challenges. When the animals in their care thrive, we all benefit. Our model is clear: our customers are the experts in their businesses, and we provide products and services that help them protect their animals’ health and improve their profitability.

We best serve our customers when we have honest, face-to-face conversations about their real needs and the solutions
we can deliver to help meet them. We seek to understand what works and what doesn’t so that we can do more to help them succeed.

Playing such an important role requires the best use of our science and technology as well as our day-to-day, hands-on support. By developing new products and enhancing our current product portfolio, we continually respond to current needs and anticipate future ones. Veterinarians and livestock producers around the world know they can count on us to solve their problems, so they can care for their animals and run their businesses productively.

**DELIVERING SOLUTIONS TO PREDICT, PREVENT, DETECT AND TREAT DISEASE**

Our customers — be they veterinarians or livestock farmers — want solutions across the full continuum of care to predict illness, prevent it, detect it and treat it effectively with the right medicine at the right time. We offer medicines, vaccines and services for cattle, pigs, poultry, sheep and fish to help prevent or treat conditions that can adversely impact their health, while also ensuring the sustainable production of quality meat, poultry, fish, eggs and dairy foods. Our products and services for cats, dogs and horses help them live longer, healthier lives and address conditions such as arthritis pain and inflammation, skin allergy, parasitic disease and bacterial infection.

We see digital innovation, diagnostics, genetic tests, and biodevices as important tools to help veterinarians and farmers make better healthcare decisions informed by data. These tools complement our diverse portfolio of medicines and vaccines. The advent of digital technologies paves the way to predict disease in companion animals as well as livestock, ushering in the possibilities of “precision animal agriculture.” With expanding point-of-care diagnostics, we are making the detection of disease in individual animals fast and accurate. Meanwhile, our growing portfolio of genetic tests enables farmers to make genetic predictions in beef and dairy cattle and sheep associated with desirable production traits. These tests are also empowering dairy farmers to predict which cattle may have greater resilience to common and costly diseases and to choose animals that can help improve health of their herds. Our portfolio of biodevices sets the standard for in ovo vaccination technology and the efficiency of related operations in poultry hatcheries worldwide.
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.

**THE ZOETIS DIFFERENCE**

**OUR CHARACTERISTICS AND THREE INTERCONNECTED CAPABILITIES**

**GLOBAL LEADERSHIP AND SCALE**
We market our products in more than 100 countries, giving veterinary professionals, livestock farmers and pet owners access to our product portfolio and technical expertise on a global scale.

**SINGULAR FOCUS**
Our people have a singular focus on animal health. We are passionate about our customers and the health of the animals in their care. We take ownership to deliver results that matter to our customers.

**DIVERSE PRODUCT PORTFOLIO**
We have a diverse and durable portfolio of approximately 300 product lines comprised of medicines and vaccines complemented by diagnostic products, biodevices for the poultry industry, and genetic tests supported by technical 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.
GUIDED BY OUR CORE BELIEFS

Our people drive our success. We have instilled a highly collaborative culture where colleagues have a sense of ownership and derive satisfaction from seeing and measuring the impact of their achievements on the success of our company, our customers and their businesses.

KEY FACTS

45
Approximate Number of Countries Where We Have a Direct Presence

100+
Countries in Which We Market Our Products

300
Approximate Number of Product Lines

60+
Years of Experience in Animal Health

8
Core Species Supported

WE PROVIDE

MEDICINES
VACCINES
DIAGNOSTICS

GENETIC TESTS
BIODEVICES
SERVICES
TAILORING SOLUTIONS FOR OUR CUSTOMERS’ MOST PRESSING CHALLENGES

We use our global scale and local presence to our customers’ advantage working alongside them, listening to their most pressing challenges and developing solutions to best address them.

STANDING SIDE BY SIDE
We work with veterinarians and producers to address both chronic and emerging diseases that can potentially decimate their herds and flocks. We help veterinarians introduce pet wellness programs and run their practices more efficiently. We strive to understand what matters most to our customers and how to help them grow their businesses successfully.

In addition to having a presence around the world, our sales representatives and technical services professionals speak the same language as our customers do and share the same experiences. Many of our people working in the livestock side of Zoetis grew up in agriculture and on farms. On the companion side, many grew up working in veterinary practices and are caring pet owners themselves.

Our technical services team is made up of veterinary professionals and nutritionists who are skilled educators and have expertise in the prediction, prevention, detection and treatment of disease. We have a deep knowledge of the marketplace, the opportunities, the challenges, and the products being used.

We focus on solutions that come not only from our diverse product portfolio, but also from the health expertise, experience and passion of our people who know firsthand the challenges our customers experience.

We work to make the experience of doing business with Zoetis exceptional, by continuously connecting with customers in ways that are important to them. We empower our people to perform at their best through learning and development opportunities; offering outstanding products that meet our customers’ critical needs; and delivering them with high quality at the right time. We strive to make it easier for customers to do business with us, when and where it’s convenient for them.

Customers tell us time and again, “What sets Zoetis apart is that they go beyond the product. They put what is in our best interests first. They offer services to help us analyze our performance. That allows us to get better at what we do. You might say they care both about what they do and what we do.”

CONNECTING WITH CUSTOMERS
Applying digital solutions is one of the ways that Zoetis makes it simple and seamless for customers to connect to us when they want and how they want...to order products, manage an account, obtain health information or chat with an expert.
CONTINUOUSLY INNOVATING TO ANTICIPATE CHANGING NEEDS

Our comprehensive Research & Development efforts are comprised of more than 300 programs and reflect our commitment to advancing animal health with better solutions.

We create new insights to better predict, prevent, detect and treat disease and to maximize healthy performance and production. Our R&D delivers new platforms of knowledge that can become the basis for continuous innovation. Internal discoveries, coupled with external research collaborations, result in the delivery of novel vaccine, pharmaceutical or biopharmaceutical products to help our customers face their toughest challenges. Our rigorous approach to project selection and prioritization helps us develop these solutions with speed, flexibility and efficiency.

Our commitment to continuous innovation means we actively work to broaden the reach of our existing products and enhance the value they bring to customers by developing more convenient formulations and combinations; obtaining new claims that expand product benefits; adapting for use in additional species and by expanding approval into more countries. We also create opportunities to use our capabilities in diagnostics and genetics research, so we can help our customers predict, prevent, detect and treat a variety of conditions.

Our R&D network, with global headquarters in Kalamazoo, Michigan, includes teams throughout the United States, Europe, Australia and in key emerging markets such as Brazil and China. Our global presence allows us to listen to livestock producers and veterinarians, region by region, and translate their challenges into practical and cost-effective products tailored to meet their needs. It allows us to respond rapidly with local partners and regulators when emerging infectious diseases spread and threaten the lives of animals.

Our internal innovation is strengthened by approximately 100 research alliances. We join forces with partners throughout the animal health, pharmaceutical, biotechnology and agribusiness industries as well as leaders in academia and public and private institutions.

INNOVATION ACROSS THE CONTINUUM OF VETERINARY CARE

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

**PREDICT**
- Genetics
- Bioinformatics
- Diagnostic biomarkers
- Pathogen surveillance

**PREVENT**
- Vaccines
- Emerging infectious disease response
- Immune modulation
- Biodevices

**DETECT**
- Diagnostics
- Sensor technology
- Data analytics

**TREAT**
- Medicines
- Biopharmaceuticals
- Livestock performance products
Our manufacturing and supply network — including more than two dozen manufacturing facilities around the world — provides expertise in biological and pharmaceutical production. Colleagues there work closely with R&D teams, many of which are co-located, to make sure we transition technology from the lab to full-scale production easily and efficiently. The result: high-quality, reliable supply at competitive costs.

BEING A RELIABLE, TRUSTED PROVIDER

Our manufacturing and supply network — including more than two dozen manufacturing facilities around the world — provides expertise in biological and pharmaceutical production. Colleagues there work closely with R&D teams, many of which are co-located, to make sure we transition technology from the lab to full-scale production easily and efficiently. The result: high-quality, reliable supply at competitive costs.

AN UNWAVERING COMMITMENT TO QUALITY

In addition to our owned manufacturing sites, we work with third-party manufacturers worldwide that meet our high standards. By balancing internal and external resources, we maximize our investment in biologics and high-value formulations; provide access to niche products and technologies; benefit from the efficiencies of other large-scale producers; increase speed to market; and optimize our network for future growth and efficiency.

With our experience in managing the complexity of animal health product supply — including a long-standing culture of continuous improvement — we not only provide consistent product quality, but also we manage change effectively, partner on innovation for rapid development and supply, and integrate promising acquisitions seamlessly.

With this integrated supply network, we have the flexibility to put our innovative products in the hands of our customers quickly, efficiently and at a competitive price.

In fact, many of our R&D operations are co-located with manufacturing sites, so our development and manufacturing teams can work side by side and embed production design directly into the R&D process. Veterinarians and livestock producers benefit from this close collaboration because it helps move projects to commercial-scale production more efficiently and helps bring new and enhanced products to market faster.

We work closely with government agencies and other key regulators in the countries where we operate to ensure that we follow their guidelines and regulations and maintain high quality standards.
We support those who raise and care for farm animals with a range of products and services that offer tangible solutions to the many health and productivity challenges they face every day.
COMPANION ANIMAL HEALTH BRANDS

Our products help improve the quality and extend the life of cats, dogs and horses. We strive to make it easier for pet owners to maintain the health and wellness of their companions.
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 as well.

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

Veterinary professionals play a vital role in society, serving as stewards of animal and public health. We are proud of our six-decade commitment to promote the veterinary profession and help assure a vibrant future led by a new generation of talented leaders.

For practicing professionals, we provide technical support and continuing education. We partner with veterinary professional associations and institutions to provide scholarships, career development programs and research fellowships for veterinary students. The subjects span areas of veterinary medicine and financial management of their businesses as well as personal wellness.

In developing countries we participate in collaborations with veterinary colleges and associations to elevate standards of veterinary education, modernize treatment and standards of care, and grant wider, affordable access to it.

We are working to develop a next generation of animal health solutions that will help farmers and veterinarians produce a safe, affordable and sustainable supply of animal protein despite finite natural resources and other constraints.

We seek to hasten the development of digital technologies and diagnostics that help predict disease; genetic tests that can identify traits of resilience to it; vaccines to help prevent disease; and innovative medicines to treat it.

We support our customers in the responsible use of antibiotics and believe that veterinary professionals should have oversight on decisions to use them.

In poor rural communities of developing markets, we support agricultural development programs that bring education in animal husbandry as well as increased access to veterinary care to farmers, helping them increase productivity and move from subsistence to sustainability.
We recognize that our ability to contribute to society goes beyond the medicines, vaccines and diagnostic tools we develop. Our people strive to use our resources and expertise to make a difference in the communities where we operate.

We participate in organizations dedicated to preparing talented young people for careers in animal agriculture. We support organizations worldwide that share our commitment to pet adoption, and we provide medicines, vaccines and diagnostics to shelters that deliver healthcare for animals awaiting new homes.

Zoetis is there when our communities need us most in response to natural disasters. We work with our local teams to respond with financial support and vital veterinary medicines to help protect animal health and welfare.

*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.

For as long as it remains necessary to use animals in the discovery, development and evaluation of new medicines and therapies for animals, we remain committed to maintaining high standards of animal care and welfare consistent with or exceeding those required by local, national and international laws and regulations.

We have created a distinct culture at Zoetis grounded in our Core Beliefs — a culture in which integrity, accountability, collaboration and customer focus are the hallmarks of success.

With our singular focus on animal health, Zoetis colleagues join in a common purpose, sharing knowledge and resources for the success of our customers — those who raise and care for animals.

We invest in our people and offer exciting opportunities for colleagues to grow their knowledge and skills and take on more complex challenges. We are committed to fostering a workplace where diversity is valued and discrimination has no place.

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**OUR SIX AREAS OF SOCIAL RESPONSIBILITY**

We 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 around the world. We strive to use our global leadership, resources, expertise and product portfolio to make a difference in six areas of responsibility.
A GREAT PLACE TO WORK

A CULTURE COMMITTED TO COLLEAGUES, CUSTOMERS AND CORE BELIEFS

We know Our Colleagues Make the Difference, and we strive to create a team environment where colleagues can excel and feel proud of the company they work for. We are strong proponents of experiential learning and hands-on development.

We have a highly collaborative culture, and we work across the business as “One Zoetis” to achieve results that matter.

Our colleagues have a Run It Like You Own It mindset. They know their decisions and actions make a direct impact on our business and our customers.

At Zoetis, we strive to Always Do the Right Thing for our colleagues, our business and for society. Start your career at Zoetis.

Visit www.zoetis.com/careers/