Corporate Fact Sheet

Zoetis is a global animal health company dedicated to supporting customers and their businesses in ever better ways. Building on more than 65 years of experience in animal health, Zoetis discovers, develops, manufactures and commercializes veterinary medicines, vaccines and diagnostic products, complemented by biodevices, genetic tests and precision livestock farming.

**Diverse Product Portfolio**
Includes approximately 300 product lines that span seven product categories: vaccines, anti-infectives, parasiticides, other pharmaceutical products, dermatology products, medicated feed additives and animal health diagnostics. Our diverse product line is complemented by biodevices, genetic tests and precision livestock farming.

**Species We Serve**
Eight core species: cattle (beef, dairy), swine, poultry, fish, sheep, dogs, cats, horses

**Local Presence, Global Reach**
We market our products in more than 100 countries and have a local presence in approximately 45 countries.

**Our Customers Include**
Livestock producers, veterinarians and pet owners

**Manufacturing**
We operate a network of 27 manufacturing sites across 13 countries to deliver a reliable supply of quality products.

**Research & Development**
In addition to our global R&D headquarters in Kalamazoo, Michigan, the Zoetis research network includes R&D teams in the United States (California, Nebraska and North Carolina), Latin America (Brazil), Europe (Austria, Belgium, Denmark, Norway and Spain), and Asia-Pacific (Australia, China, India and Vietnam).

**Annual Revenues**
2019 - $6.3 billion (see Fig. 1-3)

**Stock Exchange Listing**
NYSE: ZTS

**Number of Employees**
Approximately 10,600

**Global Headquarters**
Parsippany, New Jersey, United States

**Website**
www.Zoetis.com

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1. Data included in this fact sheet is as of Dec. 31, 2019. Charts exclude revenue associated with Client Supply Services (CSS), which represented 1% of total 2019 revenue.

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**FIG. 1: REVENUE BY SPECIES**
- Companion Animal 51%
- Cattle 27%
- Swine 10%
- Poultry 9%
- Fish 2%
- Other Livestock 1%

**FIG. 2: REVENUE BY PRODUCT CATEGORY**
- Vaccines 24%
- Anti-infectives 20%
- Parasiticides 16%
- Dermatology 12%
- Medicated Feed Additives 8%
- Animal Health Diagnostics 4%
- Other Pharmaceuticals 13%
- Other Non-Pharmaceuticals 3%

**FIG. 3: REVENUE BY PRODUCT CONCENTRATION**
- All Other Product Lines 59%
- Top Ten Product Lines 41%

April 1, 2020