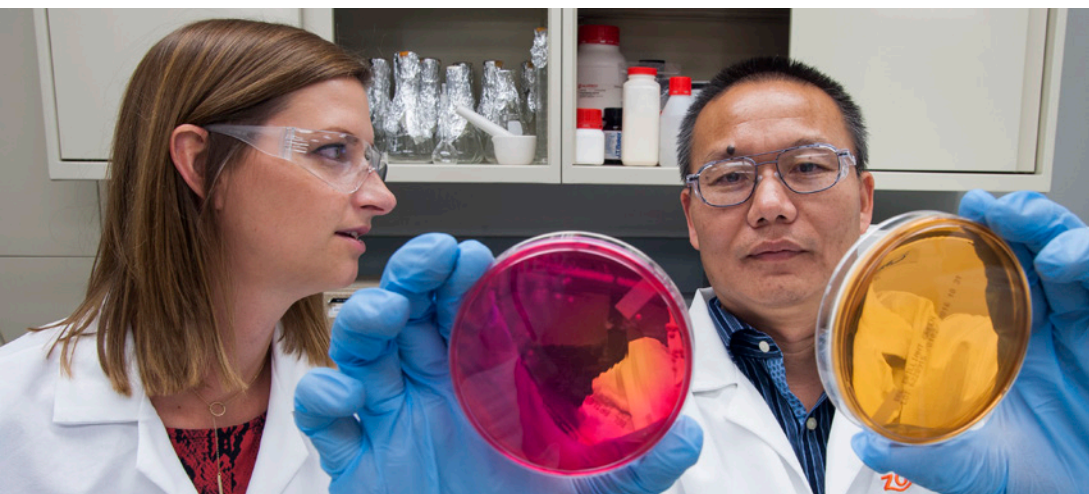




PARTNERING WITH ZOETIS



FOR ANIMALS. FOR HEALTH. FOR YOU.

zoetis

ZOETIS AT A GLANCE



60+

Years of experience in animal health



100+

Countries in which our products are sold



8

Species supported: cattle (beef and dairy), fish, pigs, poultry, sheep, dogs, cats, and horses



5

Product categories: vaccines, parasiticides, anti-infectives, medicinal feed additives, and other pharmaceutical products complemented by biodevices, diagnostic products, genetic tests and technical services



300

Approximate number of product lines



1,000

Approximate number of R&D employees



25

Number of manufacturing sites dedicated to delivering a reliable supply of quality products



2,800

Approximate number of field representatives

ACHIEVING SUCCESS TOGETHER

We at Zoetis strive to be the partner of choice in the vibrant and growing animal health industry. We join forces with partners throughout the animal health, pharmaceutical, biotechnology, and agribusiness industries and collaborate with current and emerging leaders in academia and at public and private institutions– all with a shared interest in developing innovative solutions to better predict, prevent and treat disease and help improve the health and wellbeing of animals and the people who care for them. Our singular focus on animal health allows partners to potentially leverage shared innovation across animal and human health.

We explore commercial partnerships that help strengthen our diverse portfolio and expand further into complementary spaces as well as geographies.

To complement our strong and diverse R&D pipeline, we seek research collaborations that combine complementary talents, expertise and passion with the organizational capacity to deliver innovative products that improve the care of animals globally.

AREAS OF INTEREST

INNOVATION

Chemical and Biological Substrate
Antigen Targets
Biopharmaceutical Processing
Non-Medicated Feed Additives
Delivery Technologies and Devices
Biodevices
Digital Technologies and
Wearable Devices
Novel Sensor Devices and Analytic
Approaches
Rapid Point of Care Diagnostic Tests

APPLICATION

Aquatic Health
Parasitic Control
Prevention and Treatment
of Infectious Diseases
Pain, Inflammation and Allergy
Chronic Organ Diseases
Immunomodulation
Bioinformatics
Performance Optimization
Reproductive Efficiencies
Diagnostic Products and Devices
Genetic Tests
Precision Animal Management

OPPORTUNITIES FOR POWERFUL PARTNERSHIPS

We see the potential of partnerships to help foster creativity, facilitate risk sharing and advance innovative science. We seek to complement our partners' skills and technologies for mutual success through creative and flexible working arrangements and combinations of R&D and commercial terms that aim to create value for each partner.

BUSINESS PARTNERSHIPS

- Flexibility in structuring commercial and research partnerships and combinations of these alliances
- Commercial alliances spanning acquisitions, in-licensing arrangements, co-marketing alliances and distribution agreements

RESEARCH & DEVELOPMENT

- Forge successful research collaborations that leverage expert networks across the world
- Utilize Open Innovation to advance research through participation in consortia with top global experts
- Identify and rapidly respond to emerging infectious diseases
- Apply *in vivo* models to help accelerate pre-clinical research
- For human pharma and biotech partners, shorten cycle from research to commercialization by validating molecular targets in higher level veterinary species which have naturally occurring chronic diseases
- Open market opportunities and revenue streams in the near term from animal health uses of new products

- Utilize Zoetis expertise in veterinary biopharmaceuticals (monoclonal antibodies and protein therapeutics) to evaluate targets in non-rodent species
- Discover new disease pathways using bioinformatics coupled with relevant biomarkers and leveraging such insights to identify biological targets and develop new solutions
- Share compound libraries
- Ensure the production of safe food, starting at farm level through collaborative food safety initiatives

REGULATORY AFFAIRS

- Provide expertise in patent and regulatory processes globally, needed to protect and advance products from early stage through approval and onto commercial success

MANUFACTURING AND LOGISTICS

- Manufacturing / logistics that span markets around the world

THE “ONE HEALTH” ADVANTAGES ZOETIS DELIVERS

We recognize that the health of animals and people are interconnected. Research and development in veterinary medicine can help inform and even accelerate innovation in human medicine. Likewise, insights in human medicine can inform innovation in animal health. We call this interdependence One Health.

Taking a One Health approach holds the promise of mutual gains. Bioinformatics and biomarker development for diseases transcend species, uniting the biology of disease understanding across the animal kingdom. Solutions for newly emerging infectious diseases in animals may help protect the health of people.



ONE HEALTH FACTS

- People and animals have a number of diseases in common such as osteoarthritis, kidney disease, and allergic dermatitis and both experience pain and inflammation as manifestations of underlying diseases. Collaboration between human and animal health researchers provides the potential to advance the understanding of mutually relevant diseases and expand the translational approach to medicine.
- More than 60 percent of infectious diseases that can affect people are zoonotic, meaning they can transmit between animals and people. Approaches to control infectious disease in animals, especially livestock, are becoming increasingly important.
- Similarly, technologies that target control of infectious diseases, or that support the prediction or enhancement of feed efficiency in livestock, would be highly valuable to the animal health industry.

ABOUT ZOETIS

Zoetis is the leading animal health company, dedicated to supporting its customers and their businesses. We discover, develop, manufacture and market animal health medicines and vaccines complemented by diagnostic products, genetic tests and biodevices and supported by a range of technical services.

We have the enthusiasm of a start-up, yet we're building on 60+ years of experience in animal health. At Zoetis, we are customer obsessed. We work hard on the real-world challenges of those who raise and care for animals, helping to improve farm productivity and helping companion animals live longer, healthier lives.

Learn more about research and development at Zoetis by visiting <https://www.zoetis.com/innovation>

Take the first step to partnering with Zoetis. Connecting with members of our Business Development and External Innovation teams is easy. Send us a message at <http://www.zoetis.com/become-partner> (click on the "contact us" link).

