

## GROUP AT A GLANCE



### OUR MAIN LOCATION

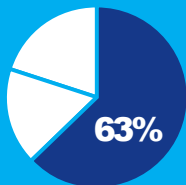
Our head office and increased warehousing operation are both located in York, UK.

### OUR DISTRIBUTION POINTS

Animalcare has a strong network of distribution and development partners across Western Europe.



REVENUE  
**£8.6m**



61% (2014) | 59% (2013)

### Licensed Veterinary Medicines

#### Market Overview

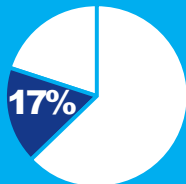
Total UK veterinary medicines market is worth £610m, of which £332m is for companion animals (dogs, cats, horses and small mammals). In the year to March 2015 the whole medicines market grew by 1.5% and 1.1% for companion animals ([www.noah.co.uk](http://www.noah.co.uk)).

Read more online at:  
[www.animalcaregroup.co.uk](http://www.animalcaregroup.co.uk)

#### Operational Achievements

- » Successful launch of 5 new products in the period
- » Focus on anaesthetics and analgesics range has driven market penetration for these key products
- » Product development pipeline has gained momentum

REVENUE  
**£2.3m**



19% (2014) | 19% (2013)

### Companion Animal Identification

#### Market Overview

Annual UK sales volume currently estimated to be approximately 960,000 microchips for companion animals (excluding equine). Two main microchip database providers servicing the UK (The Kennel Club's Petlog ~7.7m pets, Animalcare's Anibase ~4.2m pets), with several much smaller operators.

Read more online at:  
[www.animalcaregroup.co.uk](http://www.animalcaregroup.co.uk)

#### Operational Achievements

- » Volume of Identichip units sold increased by 1.7% in the period
- » Operational efficiencies implemented in pet owner database during the year offering cost savings whilst maintaining service levels
- » New microchip launched just after the year end offering slimmer form factor for smaller pets but without losing all the performance features

REVENUE  
**£2.6m**



20% (2014) | 22% (2013)

### Animal Welfare Products

#### Market Overview

This grouping covers a wide range of products and consequently suppliers. Accessing the veterinary market through different channels for example established veterinary and human healthcare wholesalers, internet providers and ad hoc local suppliers. Accordingly this fragmented market is very hard to quantify with any certainty.

Read more online at:  
[www.animalcaregroup.co.uk](http://www.animalcaregroup.co.uk)

#### Operational Achievements

- » Infusion Accessories range continuing to grow
- » Preparations nearing completion for our hygiene range ahead of implementation of stringent EU Biocides Regulations