

## INTERNATIONAL EXPANSION AND NEW PRODUCT LAUNCHES

Lure (France), July 19, 2011 – Vétoquinol Group sales rose to €139.7 million in the first six months of 2011.

<i>In € million</i>	<b>1<sup>st</sup> half 2011</b>	1 <sup>st</sup> half 2010	<b>Change</b>
Sales 1 <sup>et</sup> half	<b>139.7</b>	138.0	+1.2%
Sales 1 <sup>et</sup> half <i>At constant exchange rates</i>	<b>139.8</b>	138.0	+1.3%
Sales 1 <sup>er</sup> half <i>At constant exchange rates and scope</i>	<b>139.2</b>	138.0	+0.9%

### **Solid performance in Asia/Pacific and in the Americas**

Vétoquinol's first half 2011 sales rose to €139.7 million, a 1.2% increase over the same period in 2010, and a 1.3% increase at constant exchange rates. The second quarter sales were negatively impacted by adverse foreign exchange impact (-1.9%). For the first six months of the year, foreign exchange impact was neutral.

The group evidenced its capacity to sustain its activity level in spite of the generics of Marbocyl<sup>®</sup> coming to market and of an unfavorable 1<sup>st</sup> quarter comparison base. Also, it reflects its capacity to grow revenues through new products launches and global expansion.

Asia/Pacific continued to perform soundly, supported by a strong demand. The Americas improved over the first semester, primarily fueled by sustained trading in Canada. The sales increase as reported takes into account one month only of contribution from Brazil (Farmagricola SA was acquired on June 1<sup>st</sup>, 2011).

In a challenging European market, sales were in line with Group estimates and slightly down vs. 2010.

Pets and livestock grew 0.9% and 1.5% respectively.

"The strong performance reported from all our new markets gives further credence to our strategy of growth focused on high potential markets driving the business forward. Our entry into the Indian market in 2009, followed in 2011 by Brazil, second-ranked global animal health market, are good examples" declared Matthieu Frechin, Vétoquinol CEO. "We continue to actively pursue our new product launch program. The last few months have seen the launches of Ceftiocyl<sup>®</sup>, Kefloril<sup>®</sup> and Cimalgex<sup>®</sup>. The latter, which took place in June 2011, has proven to be a real success in Europe. In Autumn, we will launch a new anti infective treatment for bovine. Our hybrid growth strategy of acquisitions and organic growth gives us every confidence in our ability to sustain growth."

### About Vétoquinol

Vétoquinol is an independent veterinary pharmaceutical laboratory serving both the companion and production animal markets. This family-owned group, dedicated exclusively to animal health, is the 10<sup>th</sup> largest animal healthcare laboratory in the world. More than 80% of its revenues are generated outside France.

Vétoquinol's business includes research and development, production and marketing of medicinal and non-medicinal products. Vétoquinol has positioned itself in the curative sector and has developed expertise in three therapeutic fields: anti-infectives, pain/inflammation and cardiology/nephrology.

The Group currently distributes its products in more than one hundred countries throughout Europe, North America and Asia/Pacific, with subsidiaries in 24 countries and a network of 140 distribution partners. The company has more than 1,700 employees worldwide.

For more information: [www.vetoquinol.com](http://www.vetoquinol.com).

### OUR BUSINESS: ANIMALS. OUR ADVANTAGE: PEOPLE.

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### ANNEX

Sales in € million	2011	2010	Change	Change at constant exchange rates	Change at constant exchange rates and scope
1 <sup>st</sup> quarter	66.4	64.5	+3.0%	+1.0%	+1.0%
2 <sup>nd</sup> quarter	73.3	73.5	-0.3%	+1.6%	+0.7%
<b>Six months to date</b>	<b>139.7</b>	<b>138.0</b>	<b>+1.2%</b>	<b>+1.3%</b>	<b>+0.9%</b>