



2013 3RD QUARTER SALES SHOW ORGANIC GROWTH

Lure, 24 October 2013 – Vétoquinol generated sales of €74.0 million in the 3rd quarter of 2013, a drop of 0.1% based on reported data, and a 4.4% increase at constant exchange rates.

Sales in € m	2013	2012	Change at constant exchange rates	Change at constant exchange rates and consolidation scope
1 st quarter	75.5	77.0	-1.0%	-1.4%
2 nd quarter	70.0	69.8	+1.5%	+1.4%
3 rd quarter	74.0	74.1	+4.4%	+4.1%
Aggregate 9-month sales	219.5	220.9	+1.6%	+1.4%

The increase was driven by reference products

The Vétoquinol Group's sales amounted to €219.5 million over the first nine months of the 2013 financial year, compared to €220.9 million in the same period in the previous financial year. At constant exchange rates, sales for the period amounted to €224.4 million (up 1.6%).

In a market environment that remains variable, with varying trends between territories, Vétoquinol's organic growth gathered pace, reaching 4.4% in the 3rd quarter of 2013. Sales of its reference products continued to gain momentum, and rose by 7.0% over the same period. The Group was subject to an increasingly negative foreign exchange effect of 2.2% as at the end of September. The negative foreign exchange effect in Q3 was 4.4%.

Sales of pets and livestock products posted organic growth of 4.6% and 3.8% respectively in the 3rd quarter of 2013. Zylkène® in particular continued to progress.

The Asia-Pacific and Americas regions posted organic growth of 6.3% and 2.4% respectively over the first 9 months of the year. Although the European market contracted over the same period, Vétoquinol recorded flat sales, which confirms the Group's resilience and the increasing contribution made by the new products launched over the past three years.

To date, no known event has affected the financial position presented by the Group when it announced its 2013 first-half results. The operating income as at the end of September continued to boost the Group's sound financial structure, while there was an increase in net cash on hand.

Next update: 2013 sales, on 23 January 2014 after the Stock Market close.

About Vétoquinol

Vétoquinol is a leading global player in the animal health sector serving both the livestock (cattle and pigs) and pet (dogs and cats) markets.

An independent pure player, Vétoquinol designs, develops and sells veterinary drugs and non-medicinal products in Europe, the Americas and the Asia Pacific region.

Since its foundation in 1933, Vétoquinol has pursued a strategy combining innovation with geographical diversification. The Group's hybrid growth is driven by the reinforcement of its product portfolio coupled with acquisitions in high potential growth markets. Vétoquinol employs over 1,800 people.

Vétoquinol has been listed on NYSE Euronext Paris since 2006 (symbol: VETO).

For more information: www.vetoquinol.com.

OUR BUSINESS: ANIMALS. OUR ADVANTAGE: PEOPLE.

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