

A man in a white t-shirt and blue jeans is crouching on a dirt path, hugging a large brown dog. The scene is set at sunset, with the sun low on the horizon, creating a warm, golden glow. The background shows a field of tall grass and distant hills.

Corporate Overview

November 2024

zoetis



Our Purpose

To nurture the world and humankind by advancing care for animals.

Our Vision

To be the most trusted and valued animal health company, shaping the future of animal care through our innovation, customer obsession and purpose-driven colleagues.

Zoetis at a Glance

70+

Years of experience

We provide:

Medicines, Vaccines,
Diagnostics, Biodevices,
Genetic tests &
Precision animal health

\$8.5B
Annual revenue

7
Major product categories

8
Core animal species

100+
Countries where Zoetis
products are sold

24
Manufacturing sites

66%
Revenue from
companion
animal products¹

34%
Revenue from
livestock
products¹

1,600
Approximate
R&D colleagues

4,100
Approximate
field force members

14,100
Approximate colleagues
worldwide



Note: Facts and figures shown are as of Dec. 31, 2023

¹ Excludes revenue associated with Client Supply Services and Human Health, which represented 1% of total 2023 revenue.

Our Executive Team



Kristin Peck
Chief Executive Officer



Nick Ashton
Executive Vice President and
President, Global Manufacturing
and Supply



Ester Banque
Executive Vice President and
President, U.S. Operations



Jamie Brannan
Executive Vice President and
Group President International
Operations, Aquaculture and
Global Diagnostics



Rimma Driscoll
Executive Vice President, Head
of Global Strategy, Commercial
and Business Development, and
Global BioDevices



**Jeannette Ferran
Astorga**
Executive Vice President,
Corporate Affairs,
Communications and Chief
Sustainability Officer



Julie Fuller
Executive Vice President,
Chief Human Resources Officer
and Global Operations



Wetteny Joseph
Executive Vice President and
Chief Financial Officer



Roxanne Lagano
Executive Vice President,
General Counsel and Corporate
Secretary



Wafaa Mamilli
Executive Vice President,
Chief Digital and Technology
Officer and Group President,
China, Brazil and Precision
Animal Health



Rob Polzer
Executive Vice President and
President, Research and
Development

Our Core Beliefs

They form the foundation of our culture

**Our colleagues
make the difference**

**Always do
the right thing**

Customer obsessed

Run it like you own it

We are one Zoetis

Our Strategic Priorities



Lead through innovation across our diverse portfolio



Deliver an exceptional experience to delight our customers



Power our business through digital solutions and data insights



Support a workplace where our colleagues can thrive

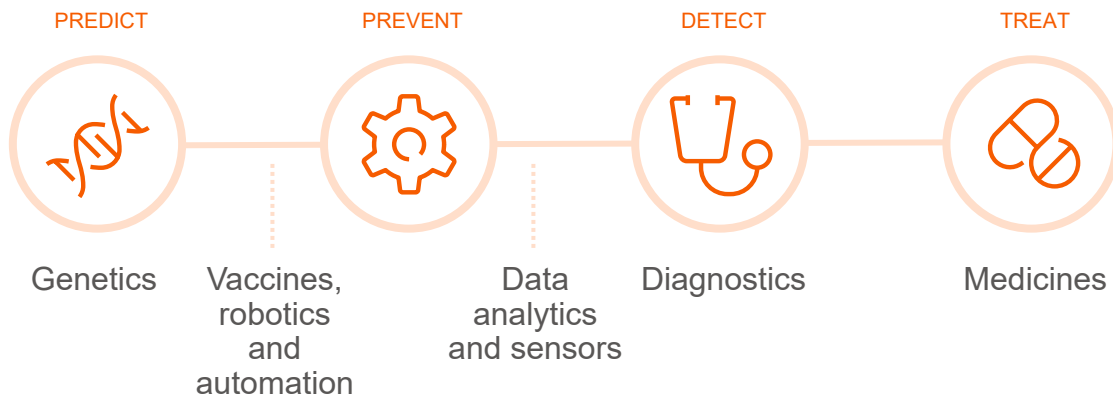
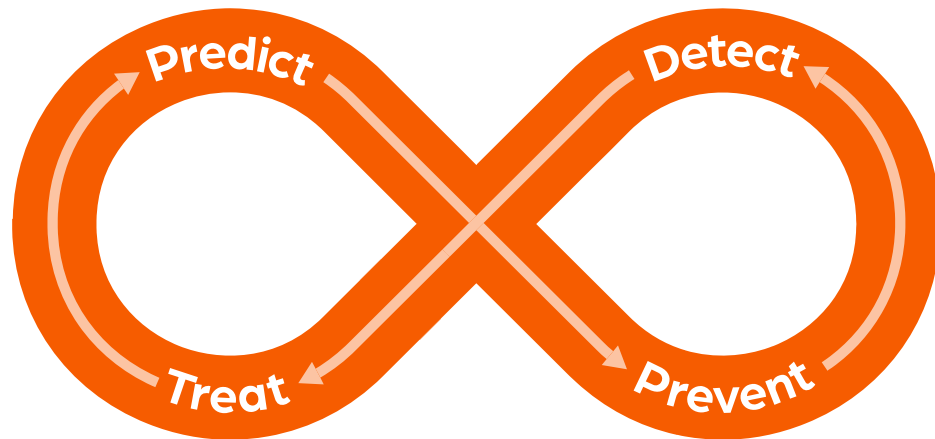


Advance sustainability in animal health for a better future



Perform with excellence and agility

Innovating Across the Continuum of Care



Diverse, Durable and Innovative Portfolio

Diversity across geographies,
species and therapeutic areas
drives steady performance

7

therapeutic
areas

8

core species

15¹

blockbusters

~30²

year average market life
of key brands in portfolio

~300

product lines

>2,000

new products and lifecycle
innovations introduced
in last 10 years

¹ Number of blockbuster products with revenues of \$100M or more as of year-end 2023

² Market life refers to the number of years a product has been commercially available.

Leading the industry across the Continuum of Care over 10 years with 15 blockbusters¹

ANTI-INFECTIVES



EXCEDE
NAXCEL
EUCENEL
SPECTRAMAST



Draxxin



CLAVAMOX

DERMATOLOGY



apoquel
apoquel
chewable



CYTOPOINT

DIAGNOSTICS



VETSCAN

PAIN AND SEDATION



Librela
bedinvetmab



RIMADYL

OTHER PHARM.



Cerenia

PARASITICIDES



Simparica
Simparica TRIO



stronghold
revolution



ProHeart

VACCINES



Suvaxyn
Fostera.Gold
PCV



VANGUARD

World Leader in Animal Health¹

By Species	By Product Category	By Geography	High Growth Franchise Areas ³
Companion Animal #1	Other Pharma ² #1	North America #1	
Cattle #1	Anti-Infectives #1	Latin America #1	Dermatology #1
Fish ³ #1	Vaccines (Biologicals) #3	Asia #1	
Swine #2	Diagnostics ³ #3	Eastern Europe #2	Pet Pain #1
Market Leader in Species Representing ~90% of Our Portfolio by Revenue ³	Parasiticides #2	Western Europe #2	Pet Parasiticides #2
Poultry #5			

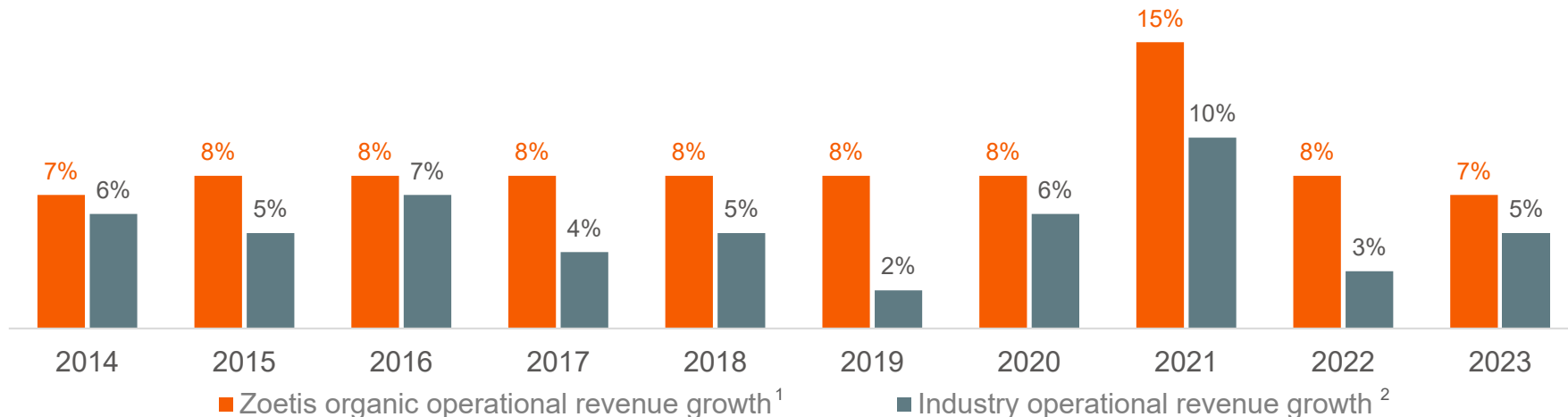
¹ Vetnosis Executive's Guide April 2023. Rankings are based on revenues.

² Includes pain, sedation, internal medicine, dermatology, etc.

³ Zoetis internal estimates

Proven track record of above-market operational revenue growth

Zoetis has consistently grown faster than the core animal health market



8% Revenue CAGR since our IPO in 2013 compared to **5%** for the Animal Health Industry³

¹ Organic operational growth (a non-GAAP financial measure) excludes the impact of foreign exchange, the impact of acquisitions and the operational efficiency initiative in 2016. Reconciliations of non-GAAP financial measures are available in the appendix to this presentation.

² Source: Vetnosis for historical core animal health market, including Zoetis from 2013 to 2022, excludes diagnostics, genetic tests, biodevices and precision animal health. Operational growth (a non-GAAP financial measure) excludes the impact of foreign exchange.

³ Source: Vetnosis' estimated average annual growth rates from 2013 to 2022 in the core animal health market for Zoetis (~8%) as compared to estimates for the overall industry including Zoetis (~5%). Operational growth (a non-GAAP financial measure) excludes the impact of foreign exchange; 2023 core AH market growth is a Zoetis internal estimate.

Zoetis revenue growth has outpaced U.S. vet clinic revenue and visits

- Solid vet clinic growth drivers saw spike in 2021 due to pandemic, now normalizing to pre-pandemic levels
- Clinic revenue growth has remained strong even with recent visit declines
- Outpaced both clinic revenue and visit growth driven by:
 - Innovation to gain share and expand the market
 - Focus on commercial excellence
 - Ability to serve customers in alternative channels
 - Diverse portfolio serving unmet needs

4-Year CAGR

8.6%¹

Total Zoetis

13.8%¹

Zoetis U.S.
Companion
Animal

8.1%²

U.S. Vet Clinic
Revenue

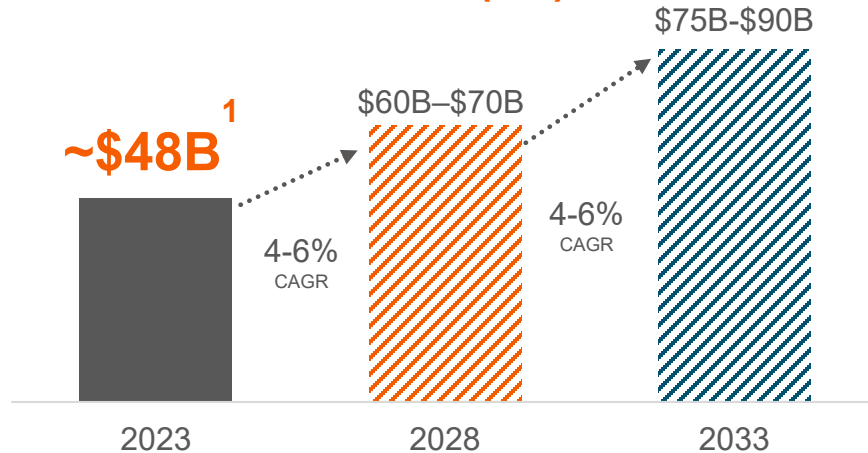
0.4%²

U.S. Vet Clinic
Visits

Animal health poised for strong, sustainable growth

Innovation and market expansion are increasing opportunities

Expected Market Growth (\$B)¹



Key market drivers in the next 5-10 years

- Increasing medicalization
- Growing human-animal bond
- Innovating to treat chronic diseases and improve wellness
- Expanding global population and animal protein demand
- Advancing sustainable animal agriculture

Growth opportunities for animal health



Essential demand for protein and petcare in the world today

Recession-resistant nature of Animal Health

Unmet need for animal care and increases in medicalization

Pet owners willingness to pay for treatment and care

More investment in sustainable animal agriculture practices



86% of pet owners would pay whatever it takes if their pet needed extensive veterinary care.¹

KEY TRENDS IN PETCARE

The Human-Animal Bond

Pet owners are prioritizing health and wellness of their animals

- **Gen-Z and Millennials** are fueling the humanization of pets
- **High income households** often have more than one pet and are more willing to spend during a down economy
- When faced with a 20% decrease in budget, **pet owners will not spend less on their pets.**²

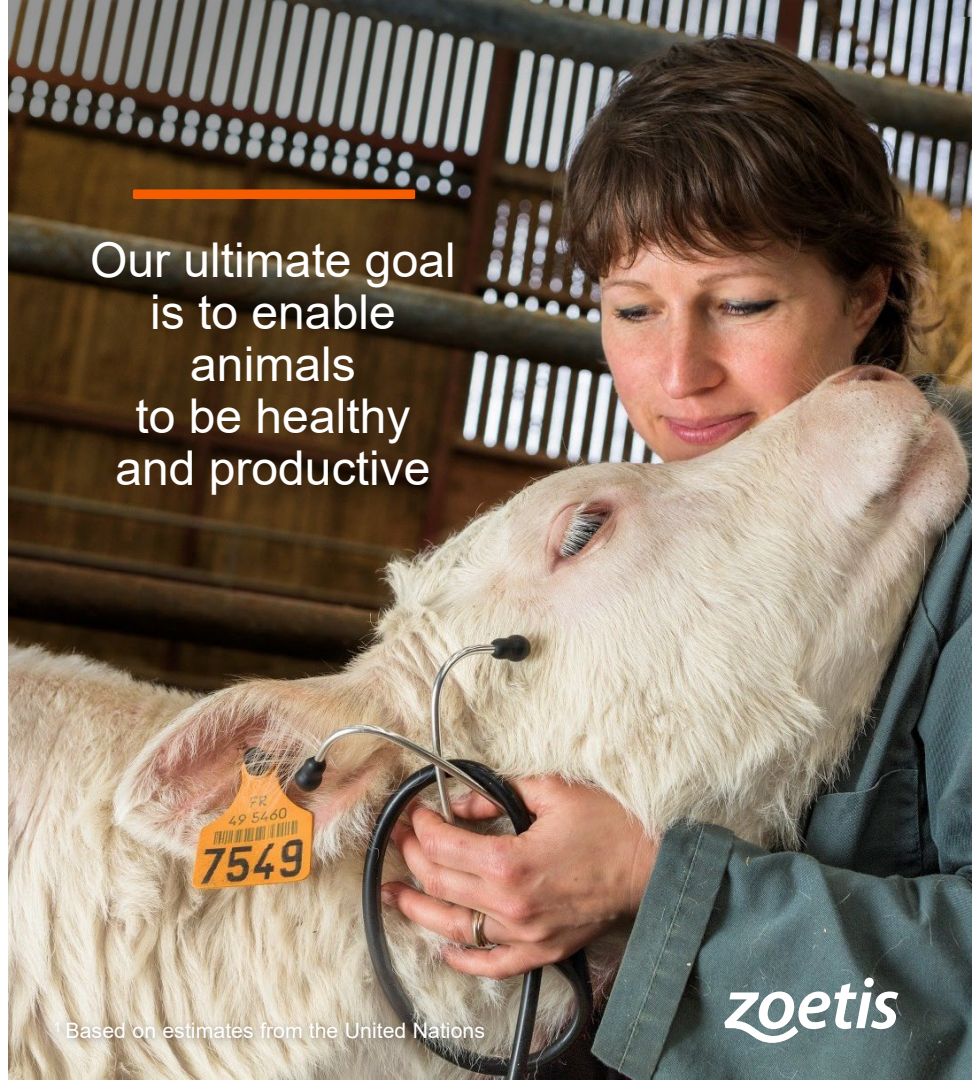
¹ International Survey of Pet Owners and Veterinarians from HABRI/Zoetis. Published January 2022.

² Zoetis Market Research, Dec. 2022

Healthy Animals Meeting Protein Demand

The global population is growing, leading to increased demand for animal protein sources

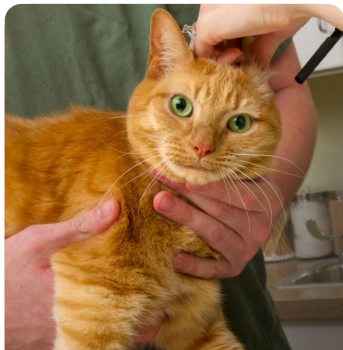
- **Nearly 2 billion more mouths to feed by 2050** (*Global pop. of 9.7 billion in 2050¹*)
- Lack of relevant protein alternatives
- Limited **resources** and **climate concerns** are increasing need for **sustainable production** of meat, milk, fish and eggs



Our ultimate goal is to enable animals to be healthy and productive

2024 Key Growth Catalysts

Building on our progress to drive future growth



Pet
Parasiticides



Key
Dermatology



Pain

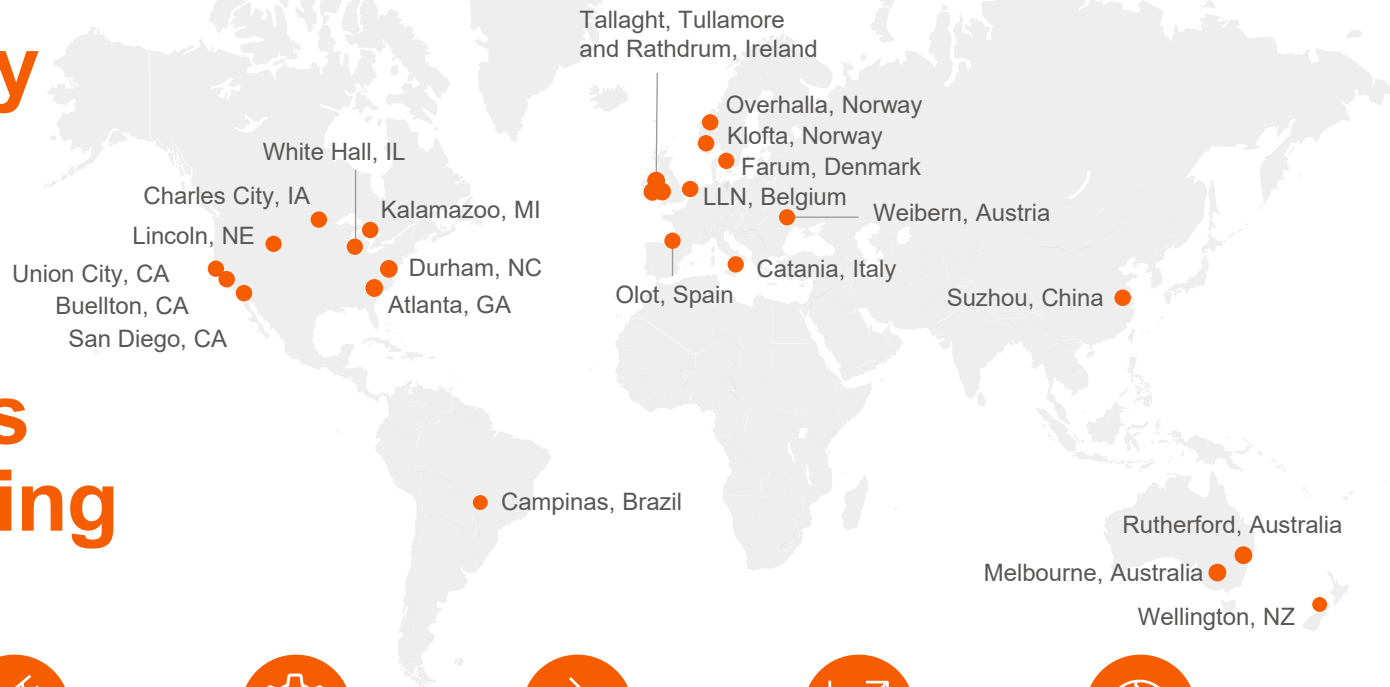


Diagnostics



Emerging
Markets

High-Quality Products, Delivered by Our World-Class Manufacturing Operations



Excellence in quality



Breadth of expertise



Reliable supply



Speed to market



Cost/efficiency improvements

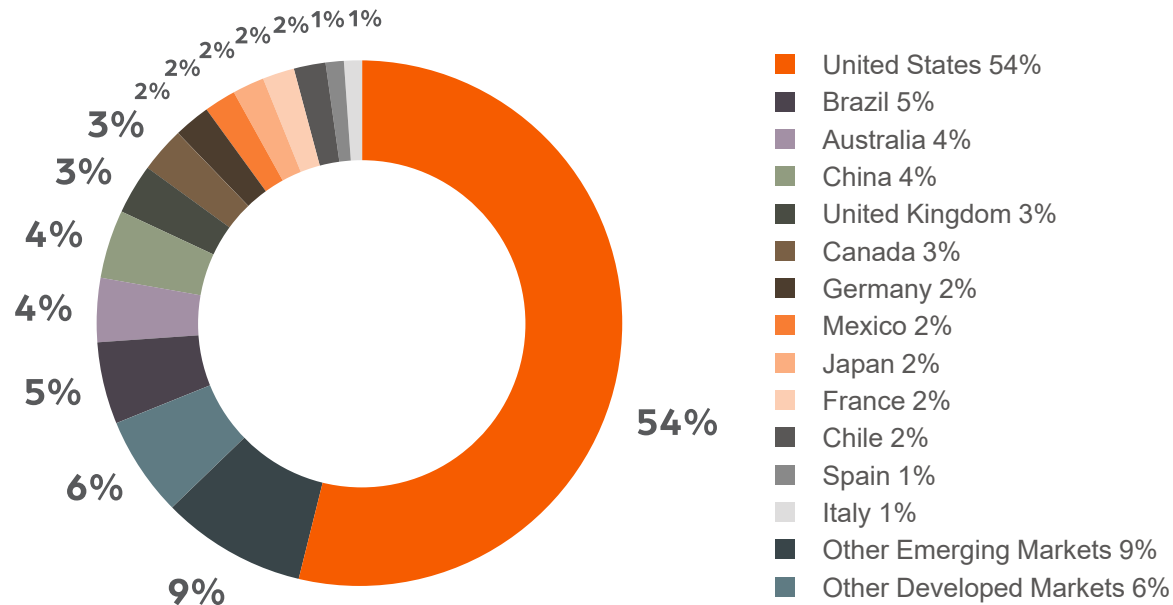


Carbon neutrality & renewable energy

Global Leadership, Scale and Scope

Zoetis combines the local presence and knowledge necessary to serve the unique needs of individual customers with the global reach and resources essential to help advance animal health globally.

Revenue by market¹

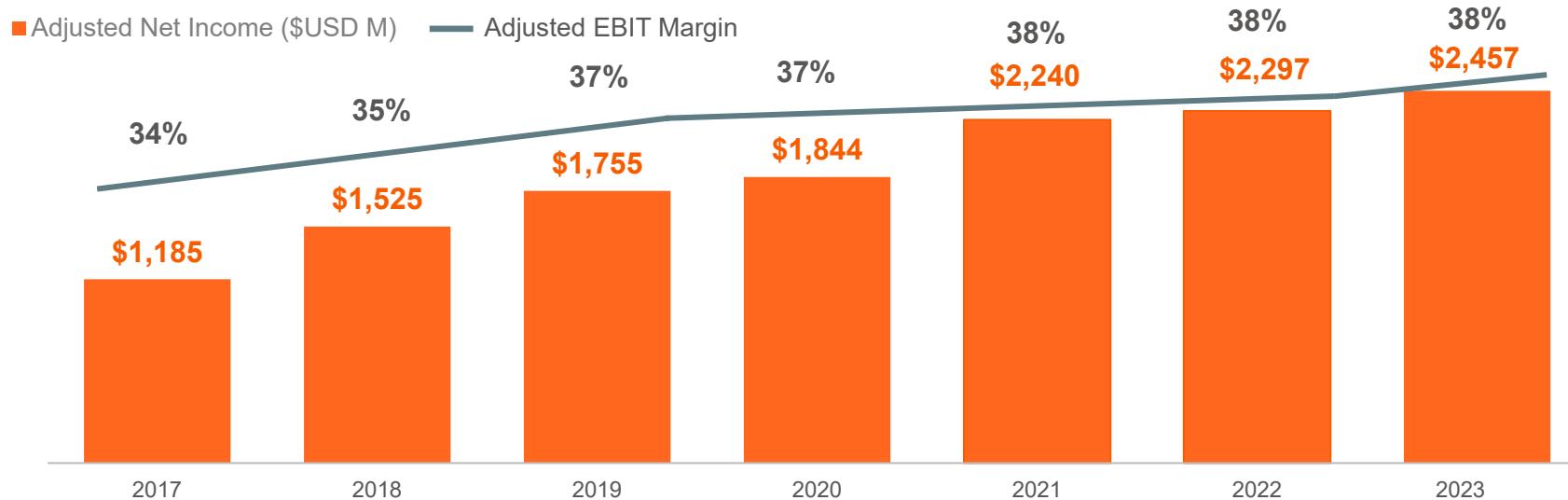


Note: Based on 2023 revenue

¹ Excludes revenue associated with Client Supply Services and Human Health, which represented 1% of total 2023 revenue

Margin Expansion and Adjusted Net Income Growth Faster than Revenue

Adjusted net income and adjusted EBIT margin¹



¹ Adjusted net income (a non-GAAP financial measure) is defined as reported U.S. generally accepted accounting principle (GAAP) net income excluding purchase accounting adjustments, acquisition-related costs and certain significant items. Adjusted Earnings Before Interest and Taxes (EBIT) margin, a non-GAAP financial measure, excludes interest expense net of capitalized interest, interest income and adjusted income taxes (a non-GAAP measure). Reconciliations of non-GAAP financial measures are available in the appendix to this presentation.

Delivering On Our Long-Term Value Proposition to Shareholders



—

Grow revenue faster than the market



—

Invest in innovation and growth capabilities



—

Increase adjusted net income faster than revenue



—

Return excess capital to shareholders

Award-Winning Culture and Workplace



Our Sustainability Strategy

Long range goals supporting Communities, Animals and the Planet — and the United Nations' Sustainable Development Goals (SDGs)

COMMUNITIES



Care and Collaboration

We support and partner with our colleagues, communities and the people who care for animals. We achieve more by working together toward our common goals.

ANIMALS



Innovation in Animal Health

We use our expertise in animal health to solve sustainability challenges facing animals and people.

PLANET



The Drive to Protect Our Planet

We steward resources responsibly and minimize our impact, as we deliver products and services that advance the health of animals.

2023 Sustainability Progress



COMMUNITIES

Care and Collaboration

Supporting our colleagues, communities and people who care for animals

- To ensure colleagues feel valued and supported, we've continued our dedicated focus on diversity, equity and inclusion (DE&I)
- Received eight awards for workplace inclusion
- Zoetis Foundation supported 28 initiatives impacting 19 countries totaling \$8.3M in grants to advance opportunities for veterinarians and farmers around the world
- Zoetis colleagues around the world gave their time to causes that matter to them, logging 16,611 hours of volunteer work and nearing our goal of 20,000 hours annually



ANIMALS

Innovation in Animal Health

Using our expertise in animal health to solve sustainability challenges facing animals and people.

- Launched innovative products in key sustainability opportunity areas including diagnostics, vaccines and parasiticides
- Expanded our innovative treatments for OA pain to additional markets
- Expanded our innovation capabilities through external innovations
- Helped combat emerging infectious diseases by supporting endangered species programs protection



PLANET

The Drive to Protect Our Planet

Stewarding resources responsibly and minimizing our impact

- Completed 38 energy related carbon abatement projects at our sites in 2023
- Sourced over 30% of our total electricity needs from renewable electricity
- Installed on-site solar arrays at seven facilities moving us toward 100% renewable electricity by 2030
- Replaced plastic with paperboard for our rabies vaccine packages at one of our largest manufacturing sites

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Appendix

Non-GAAP Financial Measures
Disclosure and Reconciliations



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Reconciliation Of GAAP To Non-GAAP Financial Measures

Reported Revenue Growth to Organic Operational Growth

<i>(Dollars in millions)</i>	Revenue	Change from Prior Year	Foreign Exchange	Operational Growth ¹	Acquisitions	Operational Efficiency Initiative ²	Organic Operational Growth ³
2014	\$4,785	5%	(2)%	7%			
2015	\$4,765	—%	(8)%	8%			
2016	\$4,888	3%	(2)%	5%	2%	(5)%	8%
2017	\$5,307	9%	1%	8%			
2018	\$5,825	10%	—%	10%	2%		8%
2019	\$6,260	7%	(3)%	10%	2%		8%
2020	\$6,675	7%	(2)%	9%	1%		8%
2021	\$7,776	16%	1%	15%			
2022	\$8,080	4%	(4)%	8%			
2023	\$8,544	6%	(1)%	7%			

¹ Operational growth (a non-GAAP financial measure) excludes the impact of foreign exchange

² Includes product and market rationalizations, as part of the operational efficiency initiative

³ Organic operational growth (a non-GAAP financial measure) excludes the impact of foreign exchange and acquisitions, and in 2016, called Normalized Organic Operational Growth, also excluded the operational efficiency initiative

Reconciliation Of GAAP To Non-GAAP Financial Measures

Reported Net Income to Adjusted Net Income Margin

<i>(Dollars in millions)</i>	2017	2018	2019	2020	2021	2022	2023
Net income attributable to Zoetis ¹	\$864	\$1,428	\$1,500	\$1,638	\$2,037	\$2,114	\$2,344
Purchase accounting adjustments-net of tax ²	51	119	156	142	136	120	127
Acquisition-related costs-net of tax ³	7	50	36	19	10	4	7
Certain significant items-net of tax ⁴	263	(72)	63	45	57	59	(21)
Adjusted net income attributable to Zoetis ⁵	\$1,185	\$1,525	\$1,755	\$1,844	\$2,240	\$2,297	\$2,457

¹ As reported under U.S. generally accepted accounting principles (GAAP).

² Purchase accounting adjustments represent expenses incurred associated with the amortization of fair value adjustments to inventory, intangible assets and property, plant and equipment.

³ Acquisition-related costs represent costs associated with acquiring and integrating newly-acquired businesses, such as transaction costs and integration costs.

⁴ Certain significant items comprise substantive, unusual items that, either as a result of their nature or size, would not be expected to occur as part of our normal business on a regular basis, such as restructuring charges and implementation costs associated with our cost-reduction/productivity initiatives that are not associated with an acquisition, certain asset impairment charges, certain legal and commercial settlements and the impact of divestiture-related gains and losses.

⁵ Adjusted net income (a non-GAAP financial measure) is defined as reported U.S. GAAP net income excluding purchase accounting adjustments, acquisition-related costs and certain significant items. The adjusted net income measure is not, and should be not be, viewed as a substitute for U.S. GAAP net income. Non-GAAP adjusted net income is presented solely to permit investors to more fully understand how management assesses performance.

Reconciliation Of GAAP To Non-GAAP Financial Measures

Adjusted Net Income to Adjusted EBIT as a % of Revenue

<i>(Dollars in millions)</i>	2017	2018	2019	2020	2021	2022	2023
Adjusted Net Income attributable to Zoetis ¹	\$1,185	\$1,525	\$1,755	\$1,844	\$2,240	\$2,297	\$2,457
Interest Expense ²	175	206	223	231	224	221	239
Interest Income ²	(13)	(31)	(37)	(12)	(6)	(50)	(103)
Income Taxes ²	465	351	390	413	511	583	618
Adjusted EBIT ³	\$1,812	\$2,051	\$2,331	\$2,476	\$2,969	\$3,051	\$3,211
% of revenue⁴	34%	35%	37%	37%	38%	38%	38%

¹ Adjusted net income attributable to Zoetis (a non-GAAP financial measure) is defined as reported U.S. GAAP net income attributable to Zoetis excluding purchase accounting adjustments, acquisition-related costs and certain significant items.

² As included in adjusted net income.

³ Adjusted Earnings Before Interest and Taxes (EBIT) (a non-GAAP financial measure) is defined as adjusted net income attributable to Zoetis excluding (i) interest expense and interest income and (ii) income taxes (all as included in adjusted net income).

⁴ Adjusted EBIT margin (a non-GAAP financial measure) is defined as EBIT expressed as a percentage of revenue.