



- ✓ **Developing...**
- ✓ **Focusing...**
- ✓ **Delivering...**

Dechra's History

- 1992** **Veterinary division of Lloyds Chemist created**
- 1997** **Management buyout**
- 2000** **Initial Public Offering**
- 2007** **Trading commences in the US**
- 2008** **Major acquisition provides wider EU presence**
VetXX[®] acquired for £65.0 million
- 2010** **Significant acquisition of US dermatology business**
DermaPet[®] acquired for US\$64.0 million
- 2012** **European acquisition strengthens footprint, product portfolio and capabilities**
Eurovet[®] acquired for €135.0 million
- 2013** **Pure specialist Pharma business created**
Divestment of Services for £87.5m

Our Board

Executive Directors



Ian Page
Chief Executive Officer



Anne-Francoise Nesmes
Chief Financial Officer



Tony Griffin
Managing Director
DVP EU



Ed Torr
Director, Product and
Business Development

Non-Executive Directors



Michael Redmond
Chairman of the Board
Nomination Committee
Chairman



Ishbel Macpherson
Senior Independent
Director



Julian Heslop
Audit Committee
Chairman



Dr Christopher Richards
Remuneration Committee
Chairman

Our Senior Executive Team



Mike Annice
Managing Director,
Manufacturing



Mike Eldred
President,
US Operations



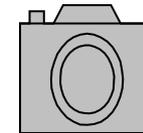
Zoe Goulding
Company Secretary
and Solicitor



Dr Susan Longhofer
Group Director, Product
Development and Regulatory
Affairs



Allen Mellor
Group IT Director



Under recruitment
Group HR Director

The veterinary market is attractive

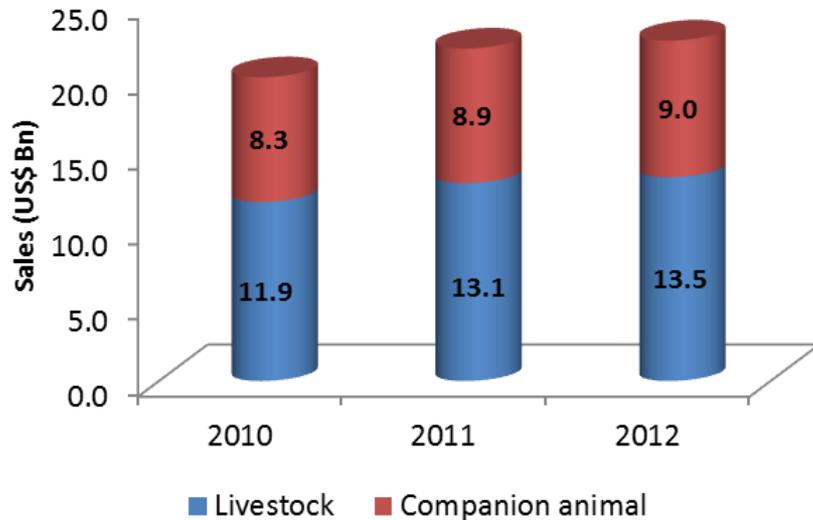
- ↳ **30 years of solid growth from the animal health sector**
 - Historically profession was livestock orientated
 - Increased focus on companion animals
 - Less genericisation than human pharma

- ↳ **Improved animal welfare**
 - Better nutrition
 - Veterinary competence
 - Improved husbandry

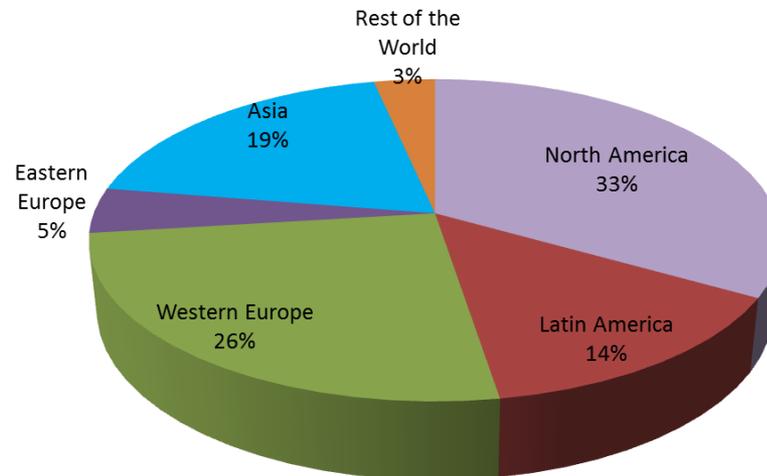
- ↳ **Increased demand for medicines**
 - Longevity of pets
 - Veterinarians specialisation
 - Increased worldwide demand for quality animal protein

- ↳ **Legislation**
 - EU Cascade
 - Preference for veterinary licensed products

The veterinary market is estimated at \$22.5bn

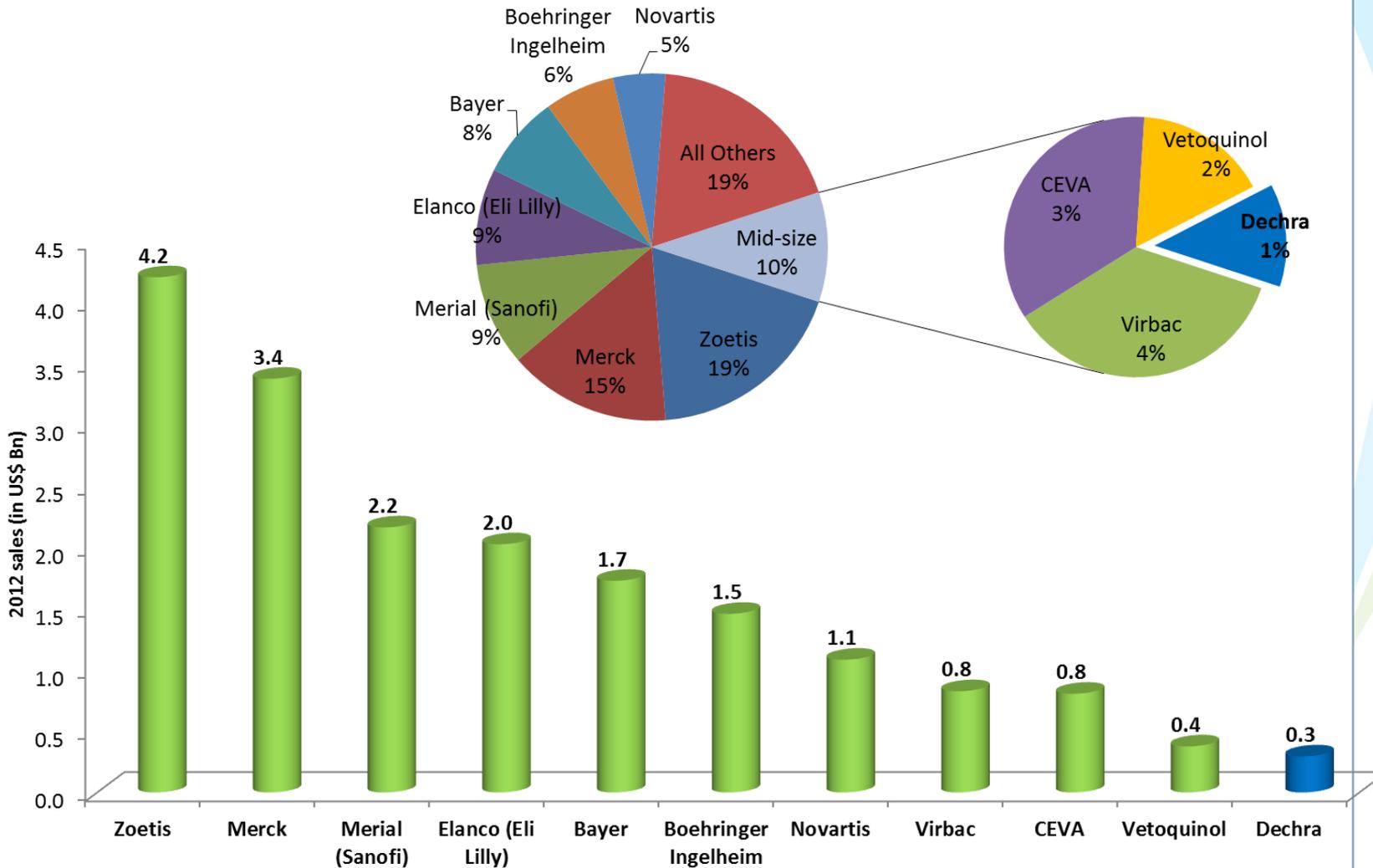


..... with a CAGR of 5.9%
between 2010 to 2012



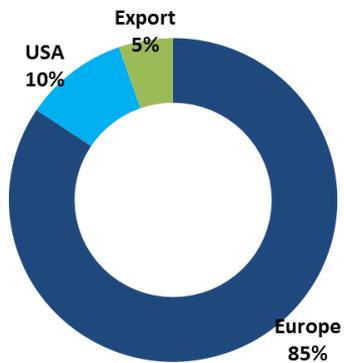
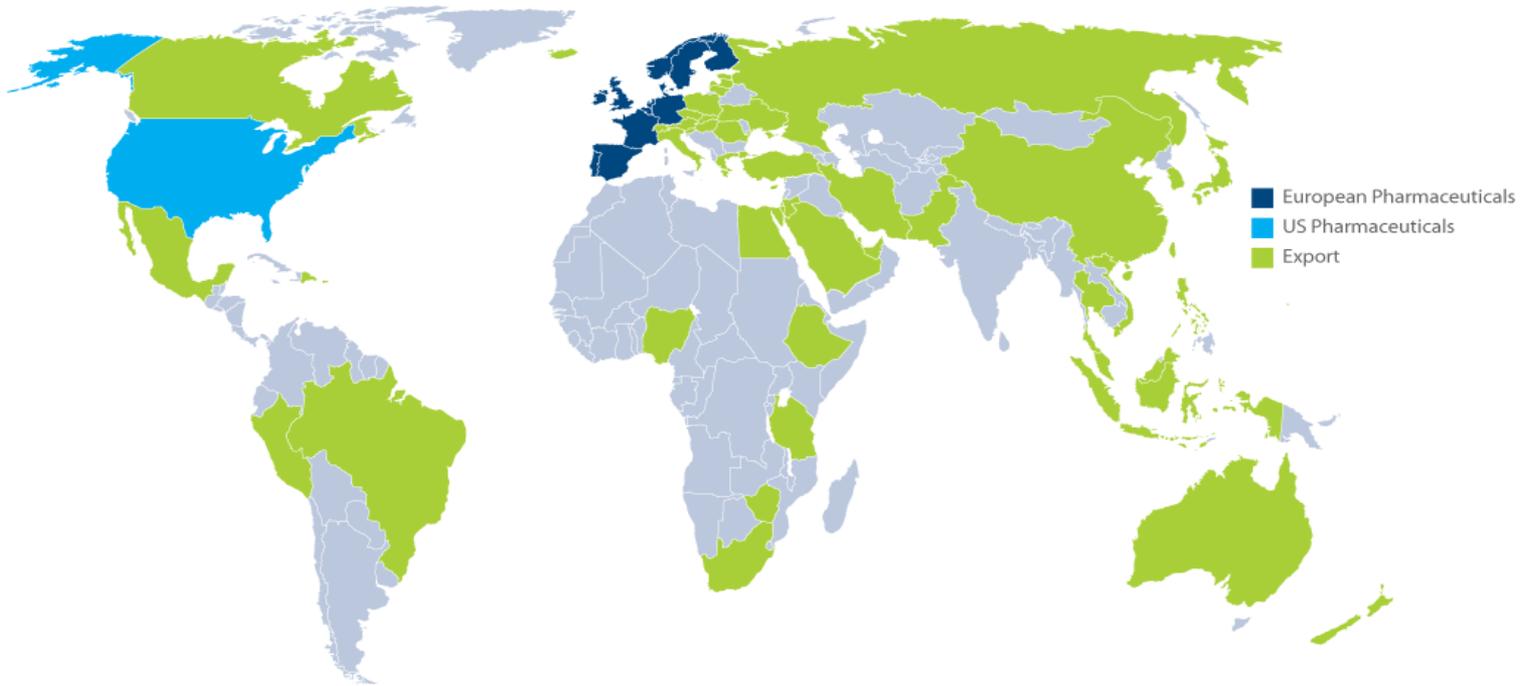
Source: Vetnosis Review 2012

Large players dominate the market

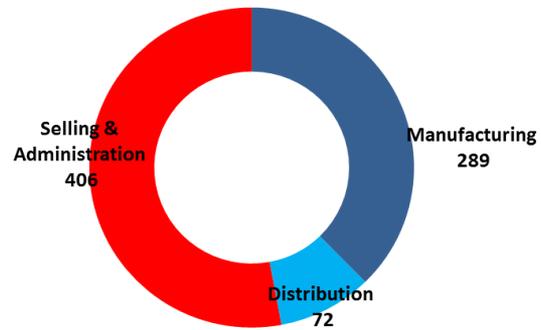


Source: Vetnosis Review 2012

Where we operate



Sales by region



Employees

Our Group at a glance

European Pharmaceuticals Dechra Veterinary Products EU ("DVP EU")

Sales, marketing and technical support of Dechra's branded companion and food producing animal products to the veterinary profession in Europe.

European Pharmaceuticals Dechra Pharmaceuticals Manufacturing ("DPM")

Licensed manufacturer of veterinary and human pharmaceuticals for Dechra Veterinary Products and third party customers.

US Pharmaceuticals Dechra Veterinary Products US ("DVP US")

Sales, marketing and technical support of Dechra's branded endocrine, ophthalmic, dermatological and equine products to the veterinary profession in the USA.

Product Development - Product Development and Regulatory Affairs ("PDRA")

The PDRA Team develops and licenses Dechra's own branded veterinary product portfolio of novel and generic pharmaceuticals and specialist pet diets.

DVP EU

- **Wide range of specialist approved EU pharmaceuticals**
 - Market leading brands
 - Multi species
 - Niche markets
- ***Specific*[®] range of veterinary exclusive diets**
- **Sales and marketing in 12 EU countries**
- **Export to over 40 countries worldwide**

➤ **Strategy**

- Focus on clearly defined therapeutic sectors
- Support veterinarians with a strong technical sales approach
- Expand into additional territories



DVP US

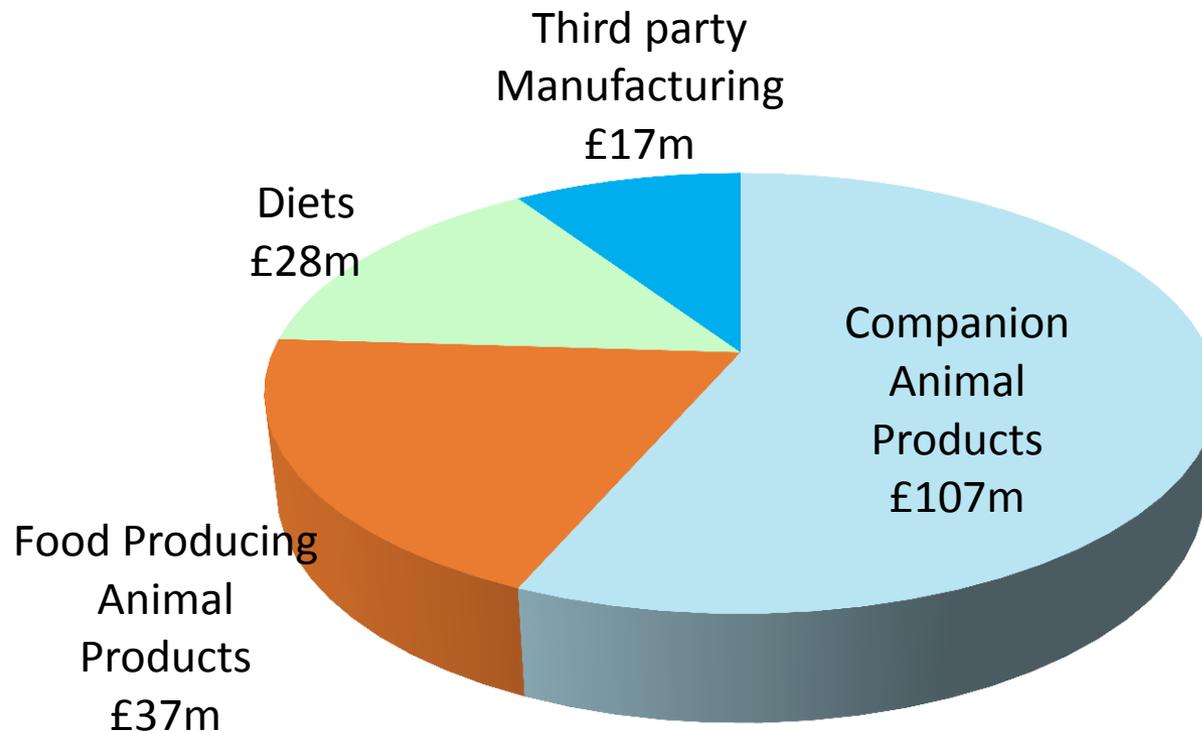
- **Range of specialist approved US pharmaceuticals**
 - Three own developed products FDA approved
 - In-licensed products
- **On-going investment in infrastructure**
 - 42 FTEs

➤ **Strategy**

- Focus on clearly defined therapeutic sectors
- Support veterinarians with a strong technical sales approach
- Continue to develop infrastructure



Companion Animal Products represent 56% of revenue



Actual 2013 Pharmaceuticals revenue, at reported exchange rates

Manufacturing

↳ Two sites

- Skipton, UK
 - MHRA and FDA approvals
 - Tablets, capsules, creams, ointments, powders and liquids
- Bladel, the Netherlands
 - IGZcGMP approved
 - Liquids, pre-mixes, powders, sterile injectables

↳ Contract manufacturing

- Human and animal health products
- High degree of specialisation
- Sourcing, formulation, validation, analytical and stability services

↳ Strategy

- Support in-house development with formulation and technical expertise
- Produce wide range of dosage forms
- Provide end-to-end service to customers

PDRA

↳ Develop and license novel and generics products

↳ Maintain existing licences

↳ Operate in four locations

- Overland park, USA; Sansaw, UK
- Two state-of-the art laboratories in Skipton, UK and Bladel, The Netherlands

↳ Spend is development, not research orientated

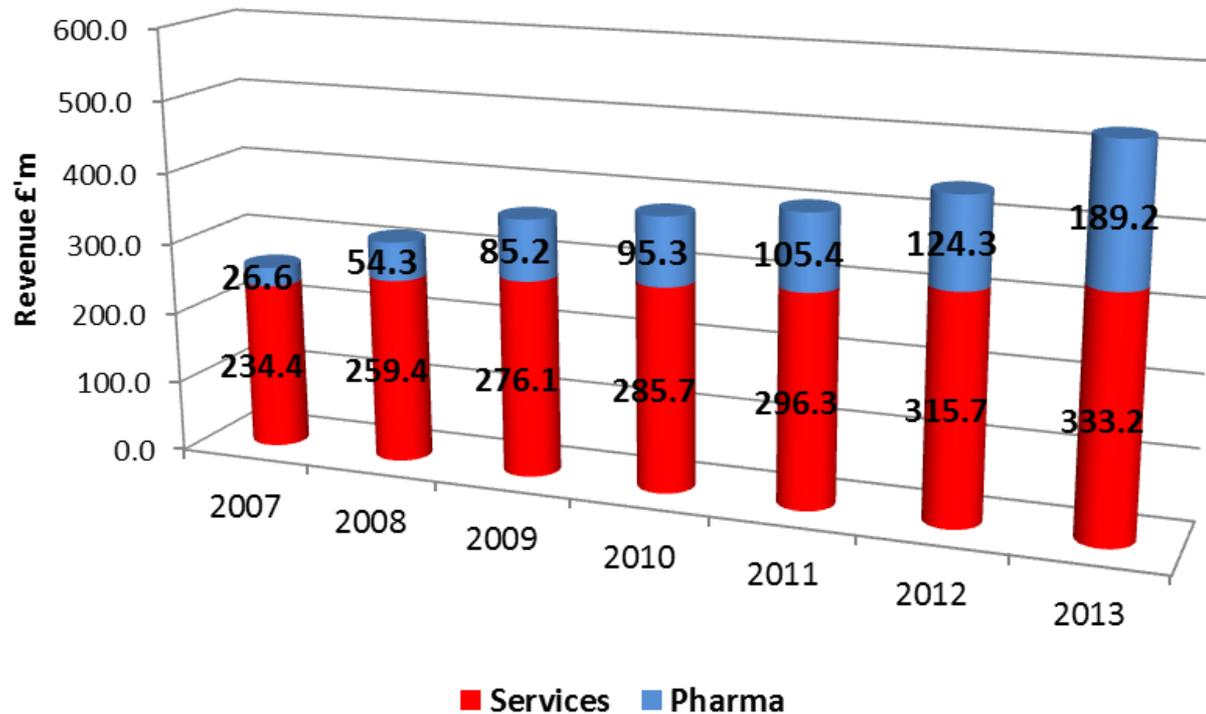
- Expertise in innovation, formulation, clinical trials and regulatory affairs

↳ Strategy

- Quickly evaluate feasibility of development of new products
- Conduct work in a cost effective manner
- Build on team's skills to ensure regulatory approval

Group financial performance - Revenue *

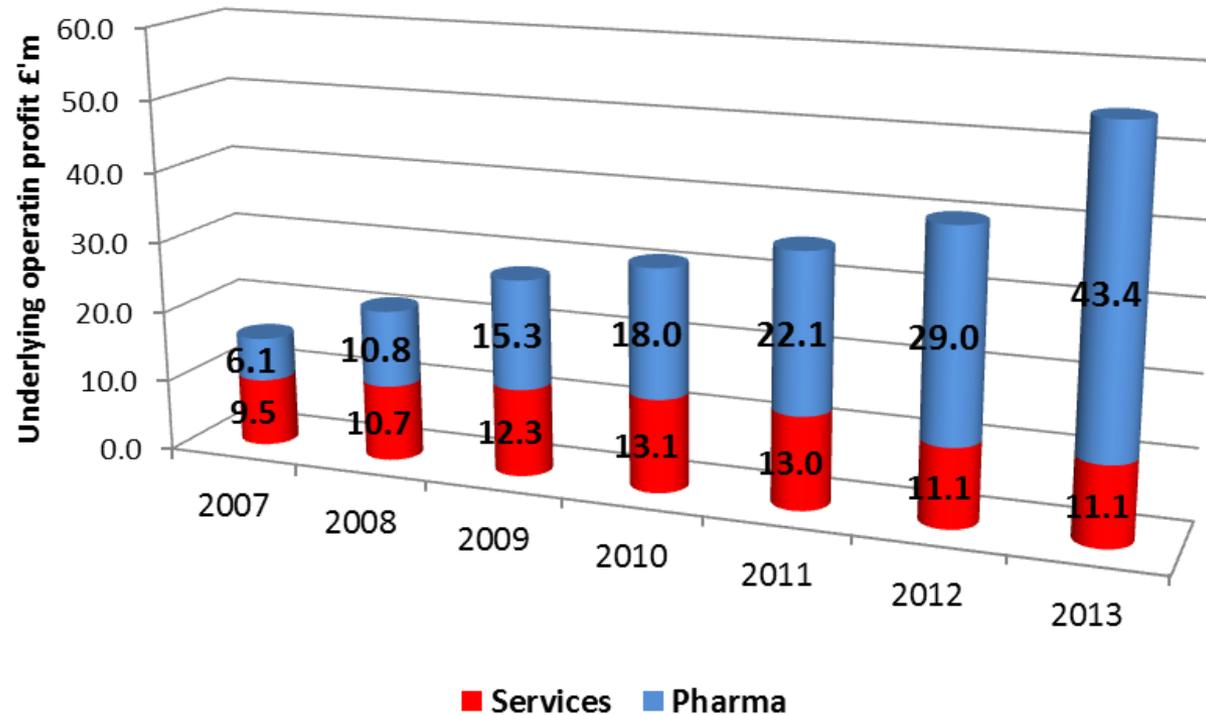
£ million



**Revenue including Dechra Services Segment divested in August 2013, at reported exchange rates*

Underlying operating profit - Services and Pharmaceuticals *

'Track record of delivery'



*Excludes corporate and other unallocated costs – in £ million

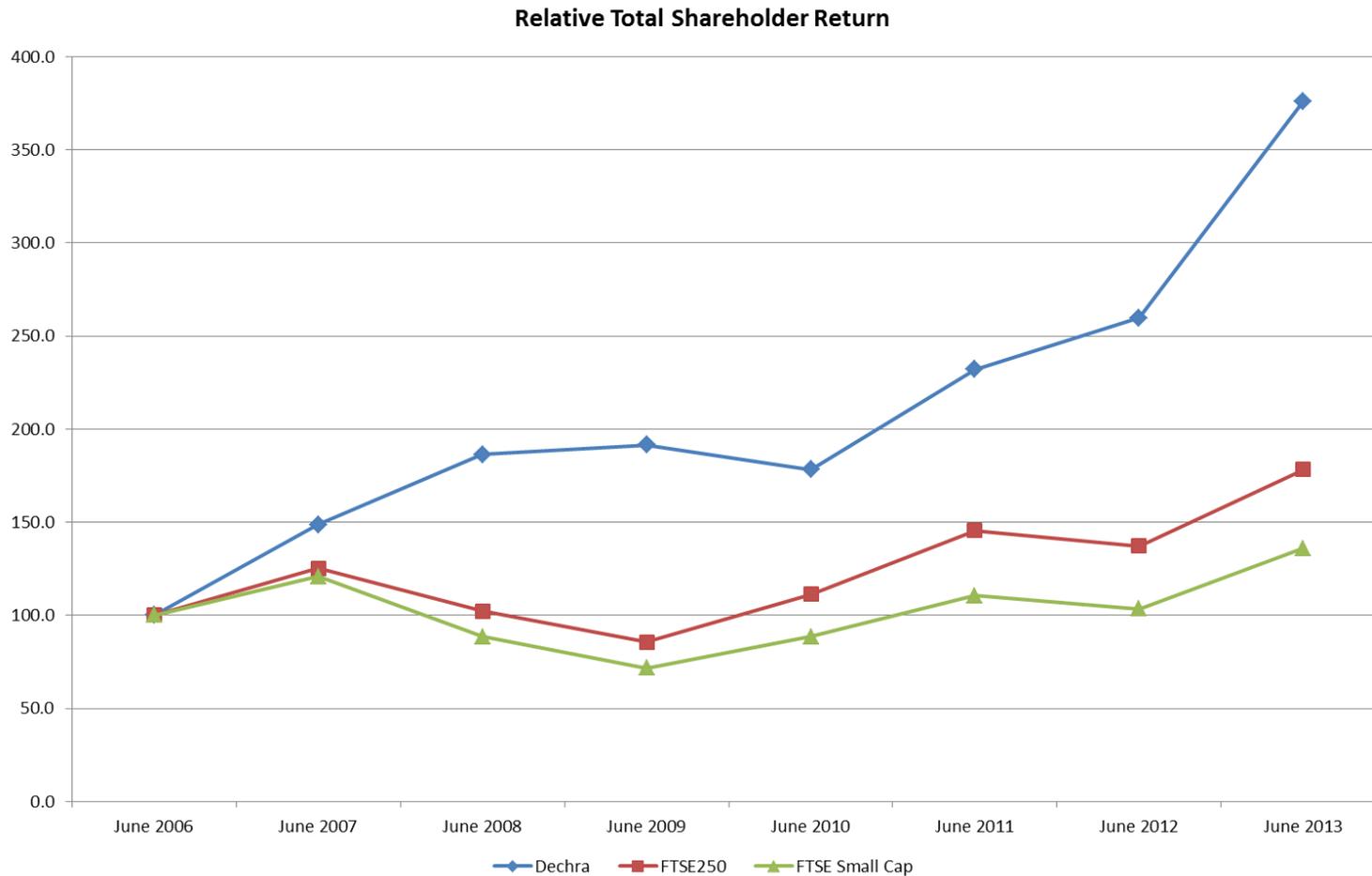
2013 Financial summary

'Revenue and underlying profit growth > 56%'

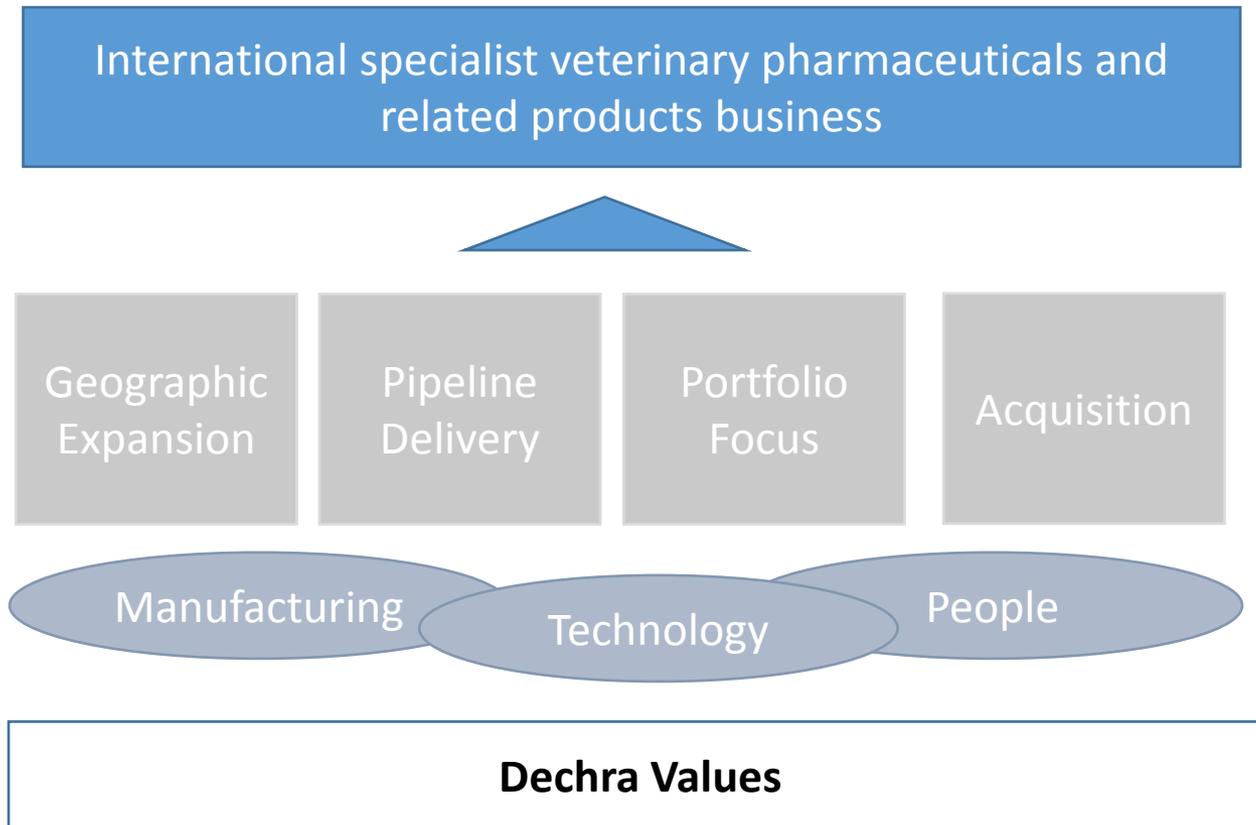
| | 2013 | | | 2012 | | | Continuing Operations | |
|------------------------------|---------------------------|--------------------------|-----------|---------------------------|--------------------------|-----------|-----------------------|---------------------|
| | Continuing Operations £'m | Discont'd Operations £'m | Total £'m | Continuing Operations £'m | Discont'd Operations £'m | Total £'m | Reported Results % | Constant Currency % |
| Revenue | 189.2 | 333.2 | 522.4 | 124.3 | 315.7 | 440.0 | 52.2 | 56.6 |
| Gross profit | 100.7 | 29.8 | 130.5 | 71.1 | 28.2 | 99.3 | 41.6 | 45.6 |
| Gross profit % | 53.2% | 9.0% | 25.0% | 57.2% | 8.9% | 22.6% | | |
| Underlying operating profit | 39.1 | 11.1 | 50.2 | 25.6 | 11.1 | 36.7 | 53.1 | 58.2 |
| Underlying profit before tax | 33.5 | 11.1 | 44.6 | 21.8 | 11.1 | 32.9 | 53.7 | 59.7 |
| EBITDA | 42.8 | 11.8 | 54.6 | 28.4 | 11.3 | 39.7 | 51.0 | 55.6 |
| Underlying diluted EPS (p) | 29.07 | 9.64 | 38.71 | 21.28 | 10.99 | 32.27 | 36.6 | 42.2 |
| Dividend per share (p) | | | 14.00 | | | 12.27 | 14.1 | 14.1 |

Delivering...

Delivering value to shareholders over time



Our key strategic drivers



Pipeline focus areas

| | Endocrinology | Dermatology | Ophthalmology | Cardiovascular | Equine | FAP Antibiotics |
|-------------------------|--|---|---|--|---|--|
| Growth Dechra \ Market* |  +18% |  +5% |  +28% |  +86% |  -3% |  0% |
| In-market | Vetoryl Felimazole Forthyron | Canaural Fuciderm Malaseb Cleanaural | Fucithalamic Vetropolycin** Vetropolycin HC** Vetrochlorycin** | Cardisure | Equipalazone HY-50 Domidine | Soludox Octacilline Cyclopray |
| Pipeline | Project 1 Project 2 Project 3 | Project 5 Project 6 | Project 7 | Project 8 | Project 4 | Project 9 Project 10 Project 11 |

* Market estimates for 2012 – Dechra’s growth for key products

** US re-launch expected in 2014 financial year

Key products in pipeline

'Eight novel projects and three differentiated generics'

| | Therapeutic categories | Species | Territory | Manufacturing | Pre-clinical | Clinical | File | Expected launch |
|----|------------------------|---------|---------------|---------------|--------------|----------|------|------------------------|
| 1 | Endocrinology | Dogs | International | In-house | | * | | 2015 |
| 2 | Endocrinology | Cats | International | Outsourced | | * | | 2017 |
| 3 | Endocrinology | Dogs | EU | Outsourced | | | * | 2014 (UK) 2016 (EU) |
| 4 | Equine | Horses | International | Outsourced | | * | * | 2014 (UK) |
| 5 | Dermatology | Dogs | International | In-house | * | | | 2017 |
| 6 | Dermatology | Dogs | International | In-house | * | | | 2017 |
| 7 | Ophthalmology | Dogs | International | Outsourced | * | | | 2017-2018 |
| 8 | Cardiovascular | Dogs | EU | In-house | * | | | 2017 |
| 9 | Antimicrobials | Cattle | EU | In-house | | * | | 2016 |
| 10 | Antimicrobials | Several | EU | In-house | | | * | 2015 |
| 11 | Antimicrobials | Poultry | EU | In-house | | | * | 2016 |

Reasons to invest

Geographic Expansion



Pipeline Delivery



Portfolio Focus



Acquisition

- ✓ Short, medium and long-term plans for expansion

- ✓ Strong pipeline
- ✓ 11 products in development

- ✓ Growing market
- ✓ Well positioned for future growth

- ✓ Strong balance sheet
- ✓ Proven track record of delivery



Shareholders' Return

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Registered Number: 3369634
VAT Number: 687 8995 32

www.dechra.com

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- ✓ **Focusing...**
- ✓ **Delivering...**

Trademarks

Dechra and the Dechra “D” logo are registered trademarks of Dechra Pharmaceuticals PLC

About Dechra

Dechra is an international specialist veterinary pharmaceutical business. Its expertise is in the development, manufacturing and sales and marketing of high quality products exclusively for veterinarians worldwide.

Dechra's business is unique as the majority of its products are used to treat medical conditions for which there is no other effective solution or have a clinical or dosing advantage over competitor products.

For more information please visit: www.dechra.com

Forward – Looking Statement

This document contains certain forward-looking statements.

The forward-looking statements reflect the knowledge and information available to the Company during the preparation and up to the publication of this document. By their very nature, these statements depend upon circumstances and relate to events that may occur in the future thereby involving a degree of uncertainty. Therefore, nothing in this document should be construed as a profit forecast by the Company.

20 November 2013