

GROUP **DP** | DÔMES
PHARMA

Presentation

LINKED BY
NATURE



Pet market

in France 

80 million animals

50% of French households own a pet. In total, this represents

4.9 billion euros

are spent on pets in France every year.

13,5

million cats
Average expense:

600  /year

7,3

Million dogs
Average expense:

800  /year

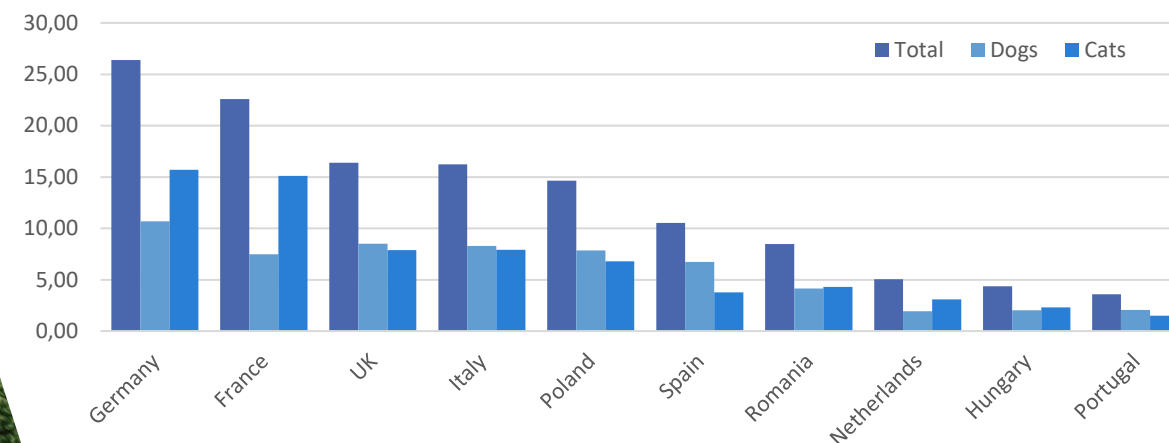




+ Pet market in Europe

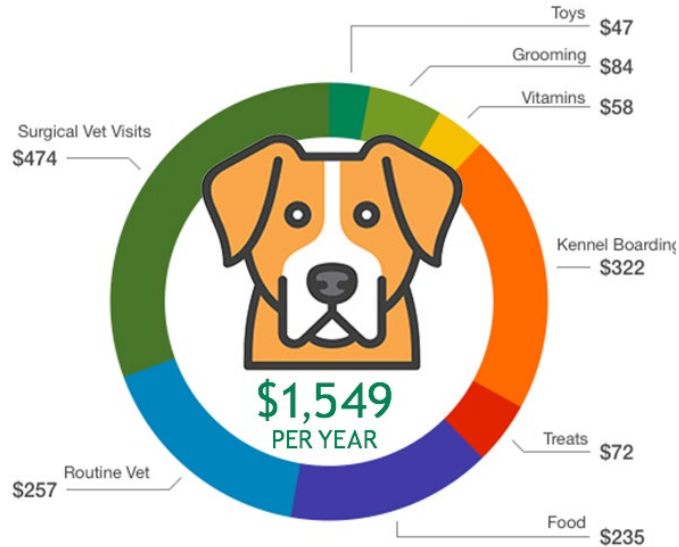
306.1 million pets in Europe,
including **70.5 million dogs** and **80.8 million cats**
for the European Union and the United Kingdom. This represents
32 billion euros
in annual expenses for animals in 2019, of which
6.8 billion for animal health.

Top ten European countries + UK with the most dogs and cats in millions



Pet market

in the USA 

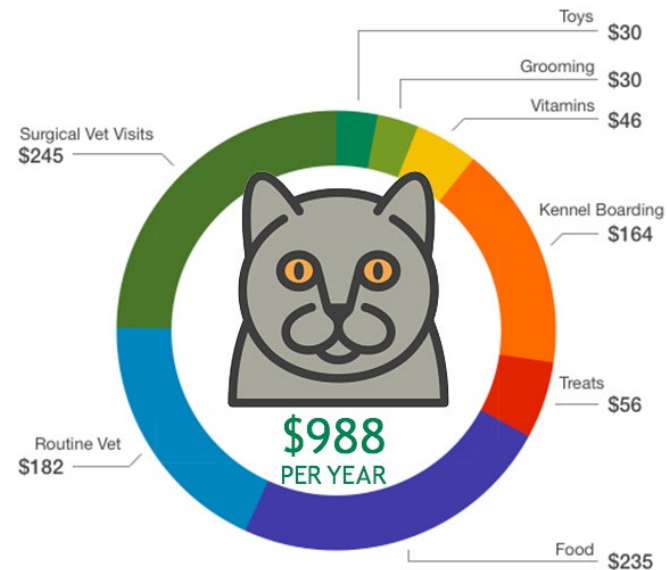


77 million

38% of American households own a dog and spend an average of €1,375 per year.

58 million

25% of American households own a cat and spend an average of €877 per year.



218 million pets
In the United States, 68% of American households own a pet, with an annual budget of **75.38 billion dollars** spent in 2019.

ADULT PET OWNER POPULATION


MEDIAN INCOME
\$50,000
TO **\$99,999**

 **21%**
MADE OVER
\$100,000

52% GEN XERS
BORN BETWEEN
1965-1982

25% BABY BOOMERS

21% MILLENNIALS

AGE DEMOGRAPHIC

WHEREABOUTS

 **45% LIVED IN**
SUBURBAN AREAS

33% URBAN AREAS
22% RURAL AREAS

+ Animal Health market

In 2019, the global animal health market is worth

32.5 Billion €

An increase of 12% compared to 2016.

The European market share is 28% or

9.1 Billion €

Data Access VetMed 2020

France is the first European market

France



Germany

16 %

UK

15 %

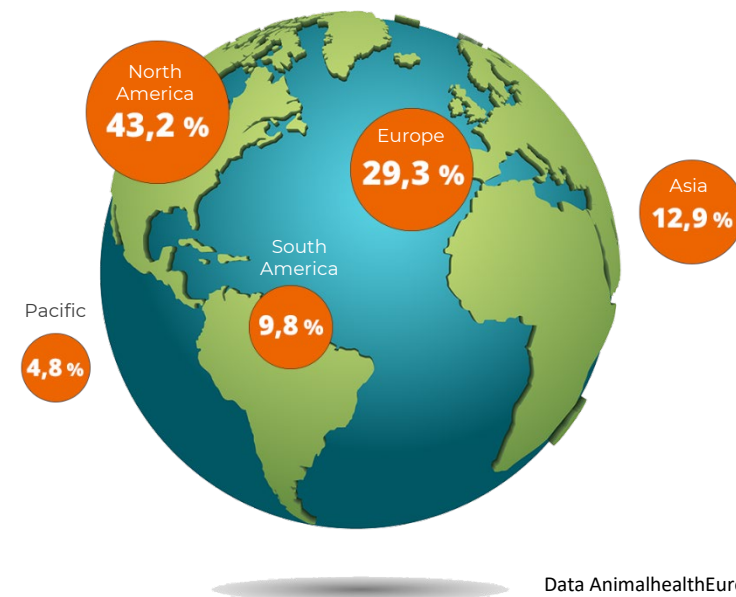
Italy

12 %

38 companies
and 3000 authorised
medicines (AMM)

Turnover France ► **900 M€**

Data SIMV 2015 - 2019



Data AnimalhealthEurope 2019

43%

This is the share of the pet segment in France of the veterinary medicines and animal health products market, excluding pet food, due to the growing investment of the French in the well-being of their pets.

+ Animal Health market

In 2019, the global animal health market is worth

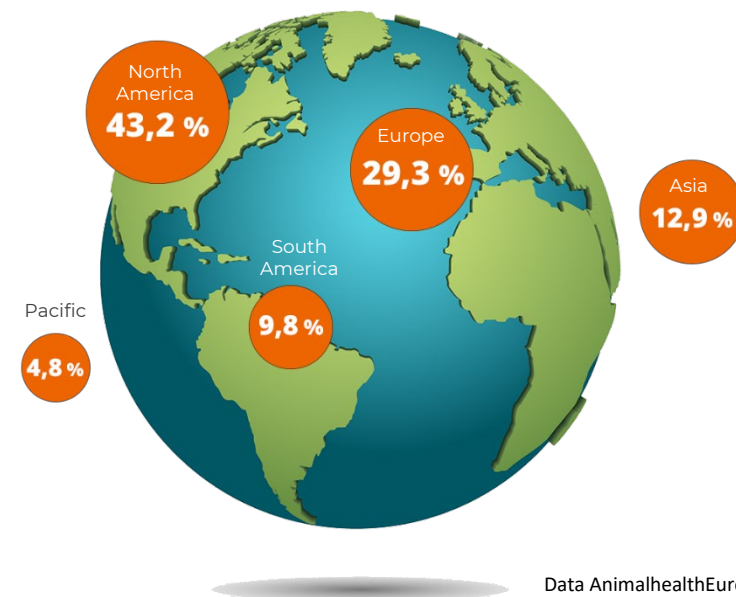
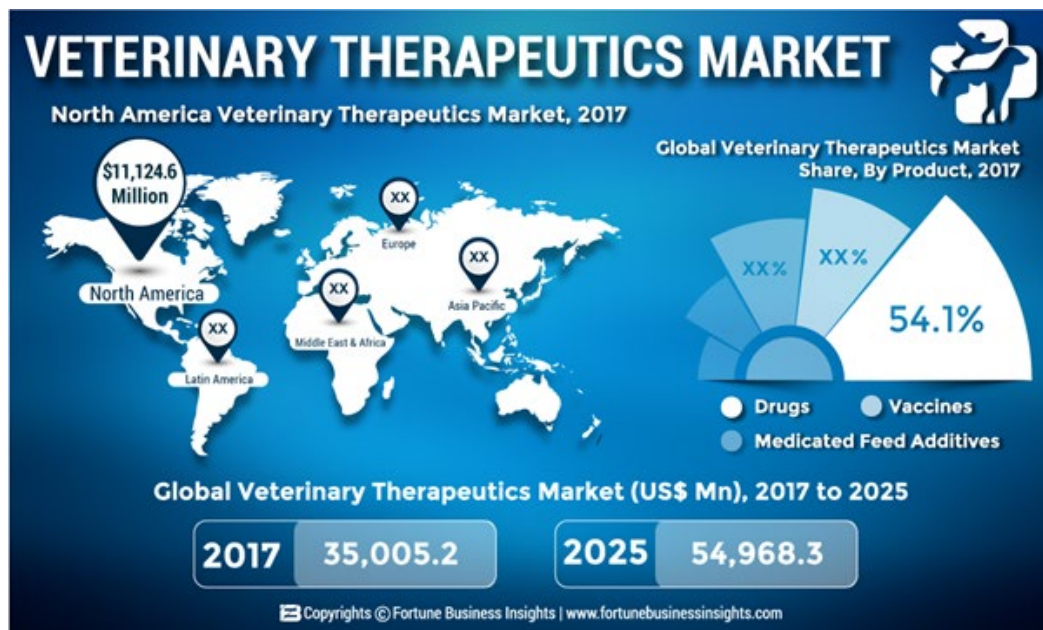
32.5 Billion €

An increase of 12% compared to 2016.

The European market share is 28% or

9.1 Billion €

Data Access VetMed 2020





**An independent family group,
present for 75 years in the
veterinary pharmaceutical
industry.**

RAISON D'ÊTRE : (Re)inventing, with passion and humanity, solutions for the health and well-being of pets for more complicity and a better life.

Based in Auvergne

Since June 2018, Auvergne's volcanoes
are
Unesco World Heritage site.



85 M€

Turnover 2021

400 employees

Including 80 field sales staff. 6 sites in France, the UK, Germany, the USA and Spain.

83%

of our turnover in animal health

140 Products

65 AMM in France and 25 worldwide.

30 countries

5 by ourselves: France, UK, Germany, Spain and Portugal

GROUP **DP** | DÔMES
PHARMA

Key Figures

Vertical integration, development, manufacturing and marketing of **leading brands in animal and human health**, present in **3 major distribution channels**: pharmacies, veterinary clinics and the Internet.

A Head office and 7 subsidiaries with recognised know-how, companies on a human scale, flexible and agile.





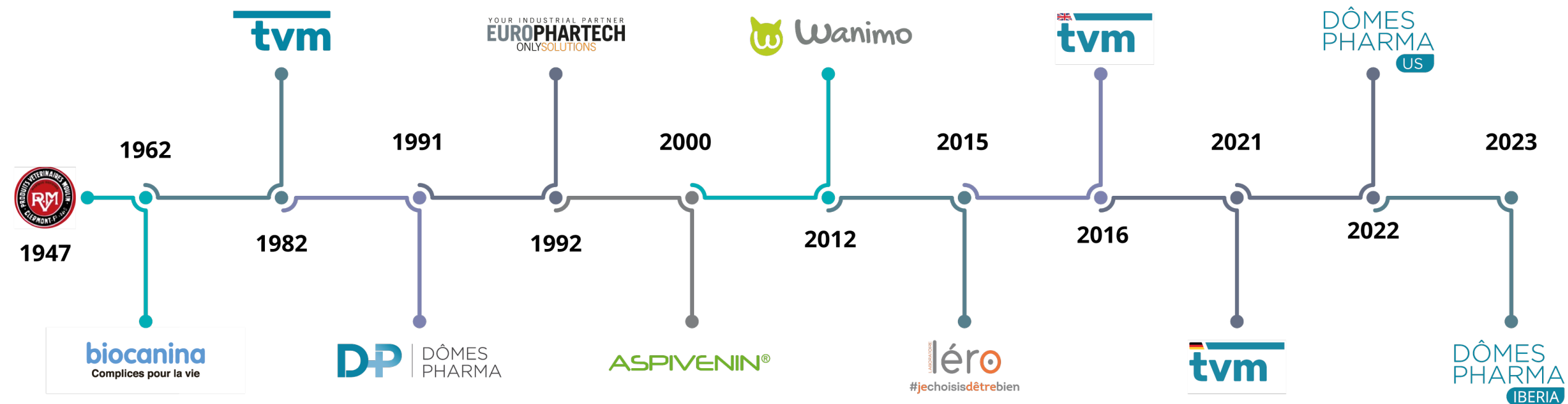
Boldness and innovation for 3 generations

Daughter and granddaughter of the founders of the companies and brands of the Dômes Pharma Group, **Anne Moulin** has been a member of the governance bodies since 2012 and has been in charge of North American development at the head of Dômes Pharma US since September 2022.

The group was built on the conviction that taking care of the animals that share our daily lives also means preserving everyone's health. This is the meaning of our signature, "Linked By Nature", naturally inspired by the "One Health" concept, which reminds us that health can only be global.



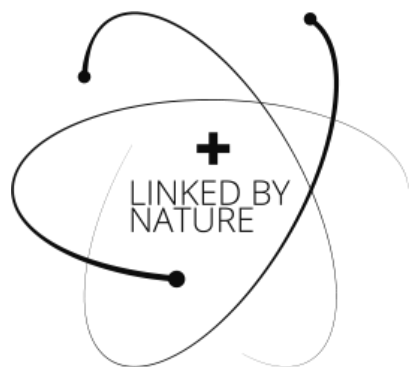
The Dômes Pharma Group has been built up over the years by successive creations and acquisitions of brands and companies that are now organised to optimise their synergies.



Our values



Our heritage also includes historical values that give meaning to our actions. These values are the pillars of our corporate culture, the common bond that drives us.





Sébastien BOUSSEMARY
COO - Business Dev.
Director
Doctor of Veterinary Medicine



Anne MOULIN
President of
Dômes Pharma US



Aline ALEDO
Human Resources Director



Eric MARMONIER
Finance Director



Etienne SAUNIER
R&D Director
Doctor of Veterinary
Medicine

Our Organisation

Executive committee

To deal with complex problems and gain agility, it is necessary to be able to draw on the knowledge and experience of all. Since 2019, the Group has embarked on a **managerial transformation** that enables it to take advantage of collective intelligence. A less hierarchical model where expertise gives way to co-construction, where we dare to trust and which integrates the emotional dimension as part of working relationships and decision-making.



+Strategic Plan

smart ²⁰²⁵ MOVES

Our Smart moves 2020-2025 aim to develop the Group while cultivating a positive footprint.

It is about balancing the past, present and future, health and the environment, and aligning business performance with concrete responses to societal needs.



#CULTIVATE Our positive impact

- Significantly reducing our carbon footprint
- Focusing on skills and employee development



#ANTICIPATE Possible futures

- Strengthening our independence and industrial agility
- Putting innovation at the heart of the daily life of all our businesses
- Guiding our decisions and actions by the satisfaction of all our customers



#EXPLORE New territories

- Developing our international presence and multi-channel distribution
- Exploring the opportunities for innovation offered by sustainability and customer satisfaction.

Strategic Plan **+**



3 complementary + Expertises



DEVELOPMENT

Dômes Pharma
Head Quarter



MANUFACTURING

EUROPHARTECH



MARKETING & SALES

Dômes Pharma FR,
TVM-UK, TVM-DE, Dômes
Pharma Iberia, Dômes
Pharma US, Wanimio

Our vertical integration allows us to **master the entire value chain**.
This specificity puts us in **contact with all the players in animal health**:
scientists, industrialists, pharmacists, veterinarians and pet owners.



Head office & 7 subsidiaries

in full synergy




MANUFACTURING



YOUR INDUSTRIAL PARTNER
EUROPHARTECH
ONLY SOLUTIONS

ANIMAL HEALTH
HUMAN HEALTH



COMMERCIALISATION



DÔMES PHARMA
FR

ANIMAL HEALTH
HUMAN HEALTH



 **tvm**

ANIMAL HEALTH



 **tvm**

ANIMAL HEALTH



DÔMES PHARMA
US

ANIMAL HEALTH



DÔMES PHARMA
IBERIA

ANIMAL HEALTH



DISTRIBUTION








Wanimo
LA MARQUE D'AFFECTION

ANIMAL HEALTH



YOUR INDUSTRIAL PARTNER
EUROPHARTECH
ONLY **SOLUTIONS**

-  CDMO for the human and veterinary pharmaceutical industry.
-  Specialized in the production of tablets, capsules and non-sterile liquid form.
-  Positioned on the market for small and medium complex series.
-  Services ranging from development to manufacturing, including technical and marketing authorisation files.
-  Latest INNOVATION: TASTY TECH, which combines pharmaceutical requirements with the palatability of pet food.



2 networks 2 exclusive sales forces +

DÔMES
PHARMA **VÉTÉINAIRE**



In France, the Group markets its products in **veterinary clinics** with 20 veterinary representatives and in **pharmacies** with 36 pharmaceutical representatives. The 2 divisions are grouped together within

DÔMES PHARMA
FR

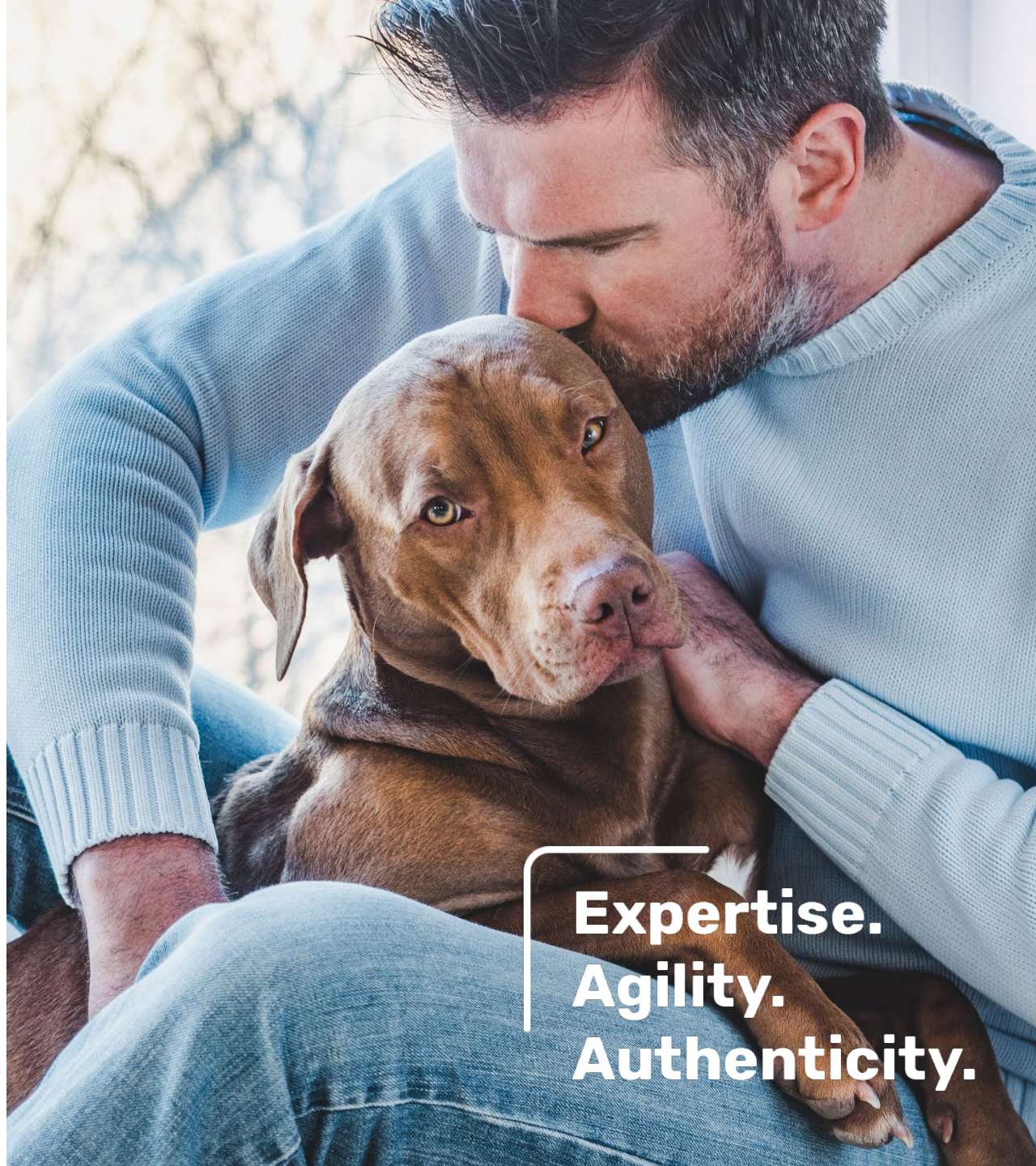
DÔMES
PHARMA **OFFICINE**



Veterinary Division

DÔMES PHARMA
FR

- + **Expert in specialty therapeutic areas** that meet the needs of everyday veterinary practice
- + **Leader in ophthalmology, neurology and intoxication management.**
- + Very well established in specialties such as the **management of older** animals (joint problems, cerebral senescence and behaviour), **gastroenterology** and **hygiene and well-being products.**



Pharmacy Division

DÔMES PHARMA
FR

- +** Regroups all the Group's OTC activities distributed through the pharmacy network.
- +** 3 product ranges & emblematic brands:
 - **Animal health:** Biocanina
 - **Human health:** Léro, food supplements
 - **Medical devices:** Aspivenin
- +** 40% of Aspivenin's turnover is generated through exports to over 40 countries via a network of distribution partners.



- + The Dômes Pharma Group has a direct presence in **the main European markets for veterinary medicines**: France, the UK, Germany, Spain and Portugal.
- + Since 2016, **TVM-UK has been marketing the Group's animal health products in the UK** with an exclusive team of 13 people.
- + Opened in 2021 in Berlin, **TVM Tiergesundheits markets the Group's animal health products in Germany** with an exclusive team of 8 people.
- + In January 2023, **Dômes Pharma Iberia** will market the Group's animal health products in Spain and Portugal.

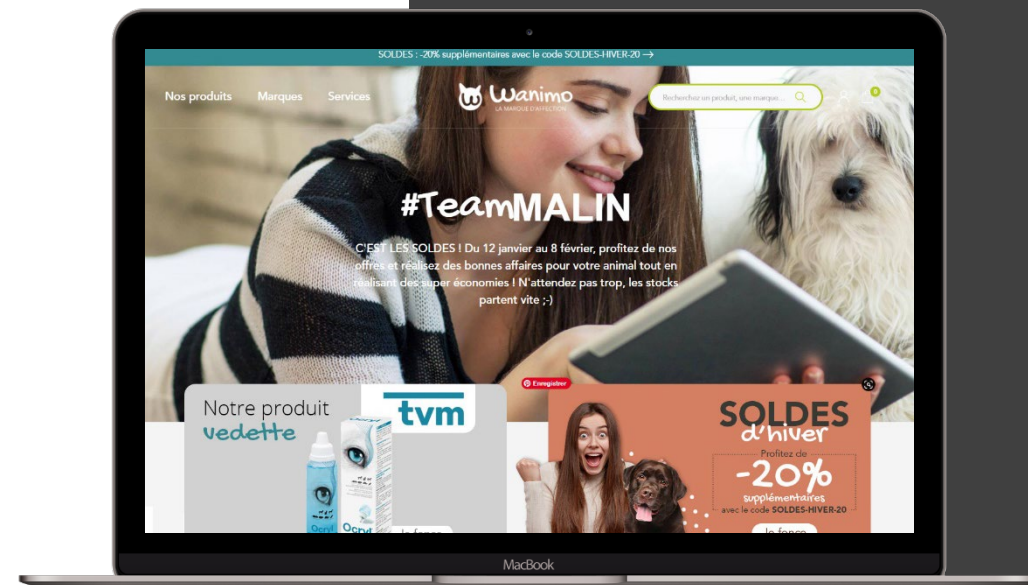
THE **ANTI-TOX** RANGE

BE PREPARED FOR POISONING





-  The pioneer of the French online pet shops.
-  Trusted partner of all those who consider pets as members of their family.
-  9,000 SKUs, over 1.5 million visitors per month.
-  Free personal veterinary advice.



Export Division +

The Group's ambition is to generate 35% of its Animal Health sales internationally by 2025.

75 products

Of which 25 international AMM



30 countries

5 by ourselves: France,
UK, Germany, Spain and
Portugal





DÔMES PHARMA CORPORATE FOUNDATION LINKED BY NATURE+

The Foundation supports projects that enable the most vulnerable people to share a moment of complicity, relaxation or care with an animal in order to benefit from the profound and lasting benefits of this relationship.

31 animal mediation projects have been supported by the Dômes Pharma Foundation since 2019.

Mathis and Paradis

during animal mediation sessions offered by Soleil AFELT to children hospitalised in the paediatric oncology and neuro-paediatric units of the CHU in Angers.

Some of the organisations supported:





LINKED BY NATURE

Seventy-five years ago, our expertise in animal health was developed in response to the emerging need to provide care - and a better life - for household pets. Three generations later, this mission is still embodied in our signature 'Linked by nature', inspired by the One Health concept, which expresses the unique and unbreakable relationship between humans and animals.

Having a positive impact is at the heart of the Dômes Pharma Group's mission: to contribute to the improvement of animal health and to preserve human health while respecting our environment, because we are all linked by nature.

