

## **Intervet/Schering-Plough Animal Health Company Profile**

### **General**

After the merger of Schering-Plough and Merck in November 2009, Intervet/Schering-Plough Animal Health became the animal health unit of Merck. We are a global leader in the research, development, manufacturing and sale of veterinary medicines. We offer one of the industry's broadest, most innovative portfolios, spanning products to prevent, treat and control disease and to support performance in all major farm and companion animal species. Our headquarters is based in Boxmeer (the Netherlands) and our website address is [www.intervet.com](http://www.intervet.com).

We have offices in more than 50 countries and generate sales in over 140 markets. We operate a network of 28 manufacturing sites and 18 R&D facilities around the world. We hold market-leading positions in global animal health product sales, in the geographical areas Europe, Latin America and Far East, in various species categories (cattle, sheep, swine, poultry and aquatic animals) and in veterinary vaccines.

Our current revenue distribution (by September 2009) by species is: ruminants 38%, companion animals 25%, poultry 18%, swine 15%, and aquatic animals/other 4%. Moreover, revenues are distributed over the various geographical areas as follows: Europe 46%, North America 24%, Latin America 12% and Asia-Pacific/ROW 18%.

Our products and services (1) prevent and treat diseases in farm animals and companion animals and thereby improving the quality of life of these animals and their owners; (2) foster economic farm animal rearing; (3) facilitate the production of safe, wholesome, abundant and affordable food; and (4) protect public health by controlling animal diseases which may threaten people through contact with infected animals or contaminated food.

### **Research & Development**

Intervet/Schering-Plough Animal Health has a robust R&D pipeline with over 120 pharmaceutical and over 140 vaccine projects in key therapeutic areas, providing a

solid platform for further growth in veterinary medicine. We supplement our in-house R&D activities with an active business development and in-licensing program. We seek to partner with allied businesses, universities, biotech companies and research institutions to develop and market innovative animal health products.

### **Customer focus**

Our strong product portfolio and broad global reach in combination with our research engine allows us to respond quickly to our customers' needs. Customer satisfaction will be the engine that drives our company forward. By listening carefully to our stakeholders we aim to provide innovative, high-quality products for the major farm and companion animals. We aim to meet, at all levels, the highest standards of quality, professionalism and integrity. In doing so, we seek to become the partner of choice for veterinarians, farmers and animal owners. Our products and services will enable pets and people to enjoy their time together and will help keep livestock healthy to ensure a safe, wholesome and affordable food supply.

### **Species categories**

Ruminants: The world ruminant market consists of cattle (dairy and beef-producing), sheep and goats. We have developed a broad portfolio of products to protect against the most important pathogens affecting ruminants. We are particularly strong in the bovine respiratory disease arena, where we offer vaccines and treatment packages for effective herd health management.

Companion Animals: Our companion animal activities are aimed at preventing and treating diseases, improving the length and quality of life of pets and to help protect owners from contracting transmittable diseases.

Poultry: The poultry industry is predominantly made up of broilers used for meat production, layers for egg production and breeders for these broilers and layers. We are the largest poultry vaccine manufacturer worldwide. Our portfolio contains products against most major pathogens with a focus on diseases affecting broilers, breeders and layers.

Swine: Our Swine business unit provides a wide range of vaccines, covering the most relevant pathogens affecting pigs and varied fertility management products for the breeding sector.

Aquatic Animals: Our aquatic animals business unit, as a pioneer in state-of-the-art aquatic animal health products, has consistently been at the forefront of technology in vaccines and disease prevention. It is dedicated to the research of fish and shrimp diseases, and the development, production and marketing of a complete range of effective aquatic animal health products and disease prevention strategies.

### **Key products**

*(products listed in alphabetical order; not all products listed)*

Vaccines:

- BOVILIS BTV8  
Vaccine against Blue Tongue virus type 8, for use in cattle, sheep and goats
- COCCIVAC/PARACOX  
Vaccines for treatment of coccidiosis for use in poultry
- COMPACT PD  
Vaccine against Pancreatic Disease in Salmon caused by Salmon Pancreas Disease Virus (SPDV)
- INNOVAX  
Vaccine range against infectious diseases for use in poultry
- NOBILIS  
Vaccine range against infectious bronchitis and other infectious diseases for use in poultry
- NOBIVAC  
Vaccine range against infectious diseases in dogs, cats and rabbits
- PORCILIS PCV/CIRCUMVENT PCV  
Vaccines against circovirus-2 for use in swine

Pharmaceuticals:

- CANINSULIN/VETSULIN  
Insulin for diabetes mellitus treatment for use in dogs and cats
- ESTRUMATE  
Treatment of fertility disorders in cattle
- NUFLOR/AQUAFLO  
Broad-spectrum antibiotic range for use in cattle, swine and fish
- OTOMAX/MOMETAMAX/POSATEX  
Ear drops for treatment of ear infections in dogs
- PG 600  
Product to stimulate fertility in pigs
- RESFLOR  
Broad-spectrum antibiotic in combination with a non-steroidal anti-inflammatory drug for use in cattle
- SCALIBOR  
Antiparasitic drug against sand flies and ticks for use in dogs
- SLICE  
Anti-parasitic drug against sea lice for use in fish

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**Product Information**

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