

Making life better for animals, makes life better

Elanco

TM



It all starts with animals and the people who care for them

At Elanco, we believe that healthier animals can be a solution to some of the world's significant challenges.

We're a focused animal health company, positioned to create value for farmers, veterinarians, pet owners, our stakeholders and society as a whole, making a difference in some of the world's greatest challenges – from malnutrition, obesity, social isolation and mental health to environmental health and sustainability. Because making life better for animals, makes life better.

Our Vision

Food and companionship enriching life.

Through our vision, we advance the well-being of animals, people and our planet.





Our Promise

We will rigorously innovate to benefit our customers and improve the health of animals.

For our customers

We will be your advocate and continually earn your trust, improving the health of animals and creating value through innovative products, expertise and service.

For our employees

Together, we will foster an inclusive culture where you can make a difference, encouraging ownership, growth, and well-being while focusing on customers and the animals in their care.

Who We Are

ElancoTM

Global and Growing

We empower **veterinarians, farmers, and pet owners** with the tools needed to help animals live healthy lives. Our products and knowledge services help prevent and treat disease in farm animals and pets in more than **90 countries**.



Founded in
1954



Products sold in
90
countries



Top 4
In all major
markets

Headquartered
in Greenfield,
Indiana, USA

20
Manufacturing Facilities

~200
Brands

\$4.4B
2020 combined
company revenue on
a proforma basis

14
Major product
approvals & launches
since 2015

10+
Acquisitions in
the last **10 years**

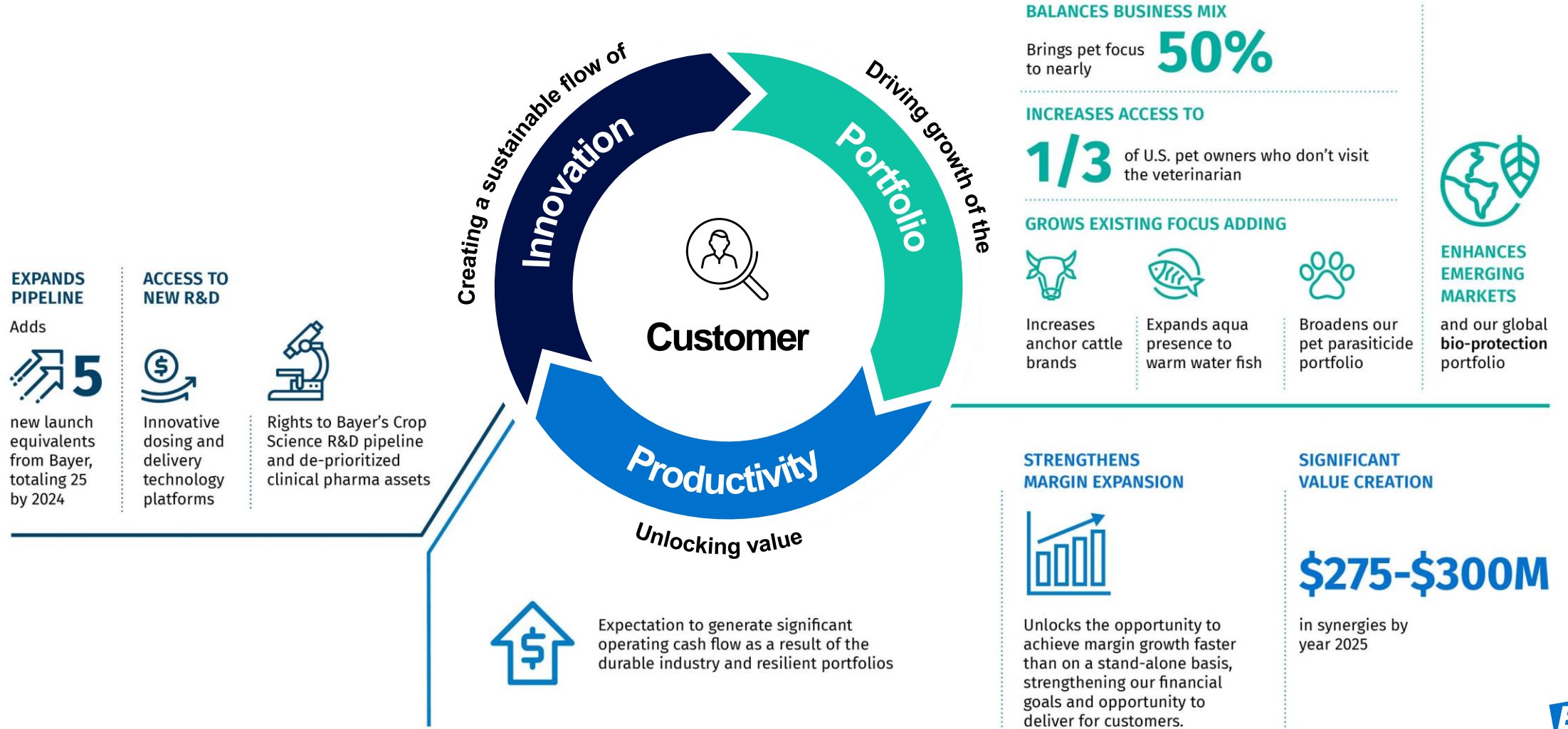
7%
Growth year over year
Including Legacy Bayer
products as of August 1, 2020

8
New Launches
for 2021

~10,000
Employees

Enhanced by Our Acquisition

The acquisition of Bayer Animal Health is a key step in Elanco's journey to build a fit-for-purpose global animal health leader poised for the next era of growth. We are strengthening our proven **Innovation, Portfolio and Productivity (IPP)** strategy, creating value for farmers, veterinarians and pet owners across the globe.



Robust Innovation With Focus in Relevant Areas of Need

3 Technology Platforms

Increased from two to three by adding microbiome as a strategic platform in 2019



Biologicals



Microbiome



Chemistry

6 Focus Innovation Categories

Reduced from 13 to six by 2018 to increase organizational focus and effectiveness



Pet Health

Parasiticides

Therapeutics

Vaccines



Farm Animal

Pharmaceuticals

Nutritional Health

Vaccines

9 R&D Sites

Consolidated over time to nine R&D sites with core competencies

US

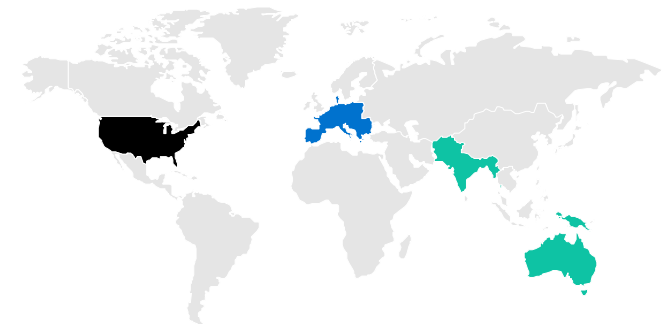
Greenfield, IN
Shawnee, KS
Ft. Dodge, IA

Europe

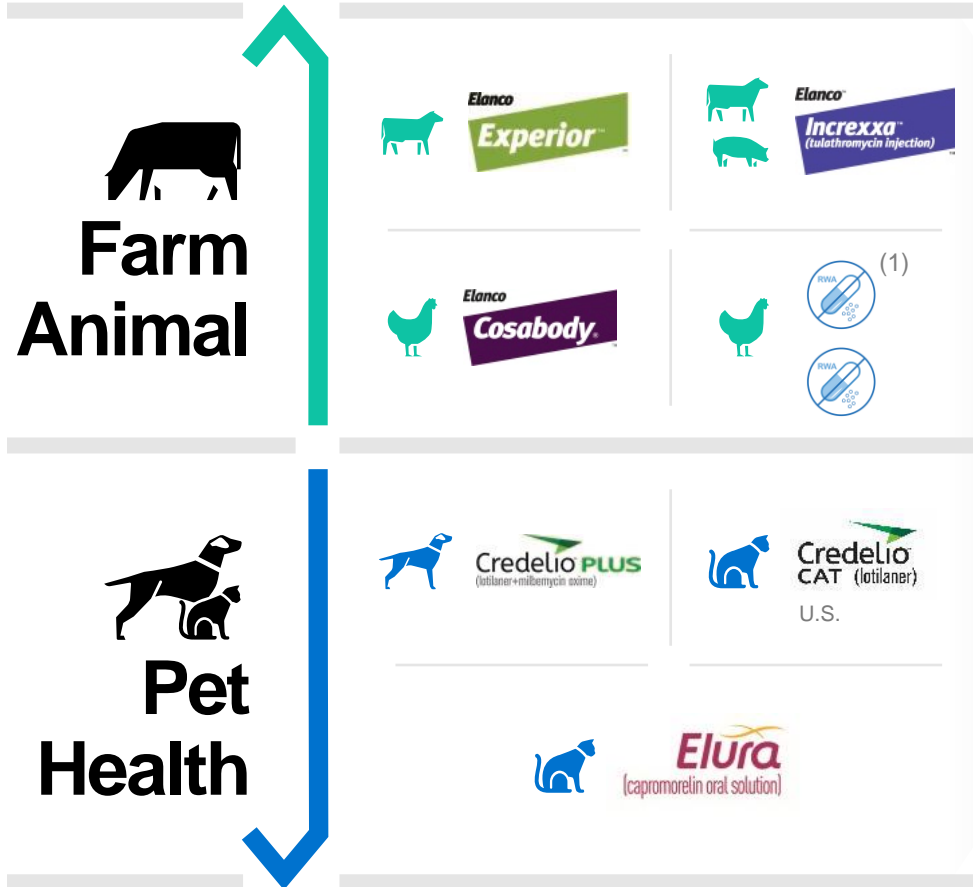
Basel, CH
Monheim, DE
Cuxhaven, DE

APAC

Yarrandoo, AUS
Manukau, NZ
Bangalore, IND



Launching New Products in 2021



One launch
with blockbuster potential

Total of \$65-\$85M
in-line with long-term expectations
of 2%-3% annual growth

Multiple launches
across species and geographies

(1) Raised Without Antibiotics
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Why are we here

Elanco

TM



To improve Animal Health

Through Innovation

By collaboration with different Regulatory bodies, we can bring innovation quicker to different markets

Public & Private Partnership

Inclusion of industry associations (ex. MENAWG) improves the cooperation between both sectors

Simplification

Through Digitalization of submissions, harmonization of requirements and reduction of admin burden

Food and Companionship **Enriching Life**

Customer | Culture | Cause

