

## Who We Are

Elanco Animal Health is a global animal health company that develops products and knowledge services to prevent and treat disease in food animals and pets in more than 90 countries. With a 65-year heritage, we rigorously innovate to improve the health of animals and benefit our customers, while fostering an inclusive, cause-driven culture for more than 5,800 employees.



**FOOD**



**COMPANIONSHIP**

At Elanco, we're driven by our vision of food and companionship enriching life – all to advance the health of animals, people and the planet.



FOUNDED IN  
**1954**



HEADQUARTERED IN  
GREENFIELD, INDIANA, USA



**5,800**  
EMPLOYEES



**12** MANUFACTURING  
FACILITIES

**\$3.1B**  
IN REVENUE  
2018

**125**  
BRANDS



PRODUCTS SOLD IN  
**90** COUNTRIES

**12**  
MAJOR PRODUCT  
APPROVALS | LAUNCHES  
SINCE 2015

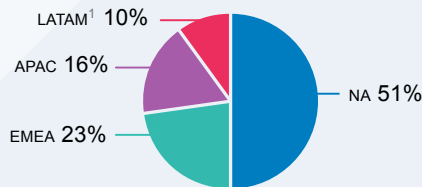
**TOP 4**  
IN ALL MAJOR  
MARKETS

- #1** MEDICATED FEED ADDITIVES
- #2** POULTRY
- #3** CATTLE

## Diversified Geographic and Business Mix

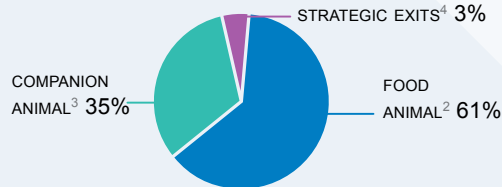
### 2018 Sales by Geography

Diversified Geographies



### 2018 Sales by Business

Balanced Portfolio



<sup>1</sup> LATAM INCLUDES AQUACULTURE FROM ALL REGIONS <sup>2</sup> FOOD ANIMAL INCLUDES FUTURE PROTEIN, HEALTH, RUMINANTS AND SWINE <sup>3</sup> CA DISEASE PREVENTION AND CA THERAPEUTICS CATEGORIES <sup>4</sup> INCLUDES REVENUE FROM THIRD-PARTY MANUFACTURING, DISTRIBUTION AND OTHER CONTRACTUAL ARRANGEMENTS AS WELL AS EQUINE PRODUCTS NOT CORE TO OUR BUSINESS, WHICH WE HAVE EITHER EXITED OR MADE THE DECISION TO EXIT. | NUMBERS MAY NOT ADD DUE TO ROUNDING

## Our Promise

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

## What We Do

We are an established leader with established brands and a global presence. We're focused on investing and innovating in the animal health priorities that mean the most to our customers and the animals in their care.

## We serve our customers in four targeted categories:



**Companion  
Animal Disease  
Prevention**



**Companion Animal  
Therapeutics**



**Food Animal  
Future Protein  
& Health**



**Ruminants  
& Swine**

## A Purpose-Driven Culture

Elanco's commitment to healthy animals, healthy people and a healthy planet goes beyond the products we sell. We are committed to delivering expertise through science-based insights into some of animal health's most pressing and difficult issues, primarily: food security and the human-animal bond. Our shared-value strategy engages employees, connects with the communities where we live and work, and aims to provide global, sustainable solutions.



DELIVERED NEARLY  
55,000 ANIMALS TO  
SMALLHOLDER  
FARMERS THROUGH  
WORK WITH  
HEIFER INTERNATIONAL®

MORE THAN  
**75,000**  
EMPLOYEE VOLUNTEER  
**HOURS**

SINCE 2014 ENGAGED  
IN BOTH CAUSE-RELATED  
PROJECTS AND DISASTER  
RELIEF EFFORTS



**EAST AFRICA GROWTH  
ACCELERATOR:**  
HELP SMALLHOLDER  
FARMERS BY PROVIDING  
SMALL PACK SIZES OF  
HIGH-QUALITY PRODUCTS



HELPED EXPAND  
ANIMAL THERAPY  
WORK IN  
**11**  
COUNTRIES TO  
CERTIFY PET PARTNERS  
TRAINERS AND TEAMS



HEIFER INTERNATIONAL PARTNERSHIP:  
**160,000 FAMILIES**  
**MORE FOOD SECURE**

DUE TO BUILDING AGRICULTURAL  
BUSINESSES AND INCREASING  
INCOME WHILE IMPROVING  
CHILDHOOD NUTRITION.



AID WITH THE TRAINING AND  
CERTIFICATION OF OVER  
**11,000 HANDLERS**  
ACROSS 9 THERAPY  
ANIMAL SPECIES



**10,000+ HOURS**  
OF TRAINING TO HELP  
FARMERS IN EMERGING MARKETS:  
-FAMILY NUTRITION  
-STRENGTHEN COMMUNITIES  
-BETTER PROTECT NATURAL RESOURCES



MORE THAN  
**455**  
GLOBAL  
VOLUNTEER  
PROJECTS