VETERINA Animal Health Ltd.

COMPANY PROFILE
WELCOME TO
VETERINA ANIMAL HEALTH LTD.

On occasion of your introduction to VETERINA ANIMAL HEALTH LTD. allow me to extend expressions of welcome on behalf of our staff.

Building on its long history of R&D, VETERINA has developed a strong program of generics, animal nutrition products, agro products and worldwide approved vaccine range as a solid base for sustainable growth. Our business orientation combines R&D with further international expansion and includes all activities and processes from developing to marketing and distribution. The commitment to quality, from the top management down to production line staff, has gained the trust of our customers in our products.

VETERINA’s marketing and sales team proceed in focusing their attention on customer needs as an integral part of all VETERINA’s operations.

VETERINA is dedicated to improving livestock production by providing innovative, high quality animal health products and solutions worldwide.

Nenad Štiglic, President & CEO
Established on January 1st, 2001, and owned by PLIVA Inc., VETERINA Animal Health Ltd. is the successor of PLIVA’s former Animal Health and Agrochemical Division.

As a daughter company of PLIVA Inc., the leading pharmaceutical industry in Central & Eastern Europe, VETERINA Animal Health Ltd. became a stand alone company and remained one of the biggest manufacturers of animal health products in the region.

The complete product range, production site, worldwide operations as well as human resources and R&D activities remained the same, powered by an experienced and proven management team.

Despite the fact that the name VETERINA became known during the past few years, our history and production has a long-lasting tradition. It is based on the production continuity and tradition, which goes back to the beginning of the last century. Our veterinary medicine products are the result of our research teamwork and constant improvements in the way of quality and service. Our products gained worldwide reputation thanks to dedicated research and proven cooperation with scientific institutions as well as numerous esteemed foreign partners.

The principal aim of VETERINA is to research, develop, manufacture and launch on markets products for the protection and improvement of animal health to ensure our customers that the worldwide reputation of our products is maintained. Animal health care is a vital part of our tasks maintaining high quality of our products.

The company remained committed to meeting the needs of its customers in Croatia as well as worldwide. Our success on the domestic market and abroad has largely been based on a customer-orientated philosophy and highest product quality.

Our production groups include veterinary drugs and vaccines, animal nutrition products, disinfectants, insecticides, rodenticides and plant protection products.

All products are subject to strict quality control in compliance with quality requirements throughout the world (GMP, GLP).

VETERINA will continue to keep its leading position in the region by entering new markets, keeping highest quality standards, developing product base and improving customer service.
THE COMPANY

Over the years, VETERINA has established its leading position on the Croatian market. The company's main strength has been expressed through a long tradition of using PLIVA & VETERINA products as well as high quality and reliable service. Presently, VETERINA holds approximately 60% market share despite the fact that more than 20 foreign and domestic companies are competing in the market.

Our main export markets remain in Europe, particularly the ex-Yugoslavia territory (Slovenia, Bosnia and Herzegovina, Macedonia, Serbia and Montenegro), although there is great potential in other regions where we have established long term co-operation with local distributors. Concentration on Central & Eastern Europe has resulted in establishing our own company in Poland, VETERINA Poland, responsible for operations in the Czech Republic, Slovakia and Poland. On top of that, VETERINA has opened its own representative offices in Slovenia, Slovakia, Czech Republic and Bosnia and Herzegovina.

Thanks to continuous development and introductions on new markets, VETERINA now has products registered in Croatia and more than 30 other countries around the world providing veterinary medicine products of outstanding quality for veterinary use.

VETERINA is a midsize company with a current staff size of about 350 employees working in facilities located in KALINOVICA, situated 7 kilometers from Zagreb, the capital of Croatia. Human resources management, as a part of ensuring the fulfillment of long term goals and development of VETERINA, is being implemented through a range of procedures and processes; from a clearly defined strategy of recruitment and selection, through knowledge development and education planning, to the evaluation of individual goals in accordance to VETERINA's strategic development.

With our experience, technical skills and professional dedication to the production of high quality products we offer our expert advice and renowned customer intimacy, all this to improve healthy livestock production.
VETERINA Animal Health Ltd. Headquarters

VETERINA Animal Health Ltd. facilities
VETERINA Animal Health Ltd. worldwide presence

VETERINA Animal Health Ltd. organization chart
Overall sales by regions – 2006

- **CROATIA**: 64.9%
- **NEARBY MARKETS**: 17.8%
- **CENTRAL EUROPE**: 4.1%
- **EASTERN EUROPE**: 3.1%
- **OTHER MARKETS**: 9.9%

**Regions**:
- **Croatia**
- **Bosnia and Herzegovina**
- **Macedonia**
- **Slovenia**
- **Serbia**
- **Czech Republic**
- **Hungary**
- **Lithuania**
- **Poland**
- **Slovakia**
- **Belarus**
- **Russia**
- **Ukraine**
- **Azerbaijan**
- **Egypt**
- **Germany**
- **Indonesia**
- **Iran**
- **Jordan**
- **Kuwait**
- **Morocco**
- **Nepal**
- **Netherlands**
- **New Zealand**
- **Nigeria**
- **Pakistan**
- **Philippines**
- **Sri Lanka**
- **Taiwan**
- **Vietnam**
Overall sales by product groups - 2006

- **IMMUNOBIOLOGICAL PRODUCTS**
  - Vaccines: poultry, pig, cattle, sheep, goats

- **CHEMOPHARMACEUTICAL PRODUCTS**
  - Antibiotics
  - Antibiotics for mastitis control
  - Antiparasitics
  - Chemotherapeutics
  - Sulfonamides, also with trimethoprim

- **ANIMAL NUTRITION PRODUCTS**
  - Premixes for Medicated Feed
  - Vitamin-mineral-protein additives

- **DISINFECTANTS**

- **PLANT PROTECTION PRODUCTS**

- **OTHER PRODUCTS**
  - Insecticides
  - Rodenticides
HISTORY

1901 foundation of **Royal Croatian-Slavonian State Bacteriologic Institute** in Križevci
In 1923 the Institute changed its name to **State Bacteriologic and Serologic Institute**

1933 foundation of **Veterinary Experimental Station of the Ministry of Agriculture**

1940 foundation of **Institute for the production of human and veterinary drugs PLIBAH** (drug production of the Croatian Banate). The following institutions were parts of **PLIBAH**:
- Department of Serology of the State Bacteriologic and Serologic Institute in Križevci
- Production Department of the Veterinary Experimental Station of the Ministry of Agriculture
- Department of biologicals of the School of National Health in Zagreb (founded in 1928, situated in Kalinovica)

1941 **PLIBAH** changes its name to **PLIVA**

1946 veterinary production was divested from **PLIVA**; foundation of the **Veterinary Institute Zagreb** (production of chemopharmaceuticals) and **Veterinary Institute Kalinovica** (production of immuno-biologicals) which changed its name to **Serum-Institute Kalinovica** in 1953

1962 **Veterinary Institute Zagreb** became a part of **Serum Institute Kalinovica**

1970 **Serum Institute Kalinovica** was reintegrated in **PLIVA**

1992 veterinary business of **PLIVA** was organized as **Animal Health and Agrochemicals Division**

2001 **PLIVA**'s former **Animal Health and Agrochemicals Division** becomes a stand-alone company named **VETERINA Animal Health Ltd.**
RESEARCH & DEVELOPMENT

The origins of scientific-research work date back to 1901 when Royal Croatian-Slavonian State Bacteriologic Institute was founded. During the years, R&D activities advanced through prominent projects (swine erysipelas, anthrax vaccine). The Institute continued with its activities in the research and production of anthrax vaccine, gas oedema, swine erysipelas, fowl cholera and various vaccines. Integrated into PLIBAH, later PLIVA, research bloomed rapidly and significantly both in the areas of formulation and product development.

In 1952, PLIVA founded its Research Institute, which became the center of all research and development projects both in human and veterinary fields.

Over the years, as a result of intensive research work, the product range was broadened from biological to pharmaceutical and feed additives production.

During 80 fruitful years of work, particularly in the immuno-biological segment, an entirely new SPF line of live poultry vaccines has been created. The pig vaccine line was enhanced with a modern genetically modified pseudo-rabies marker vaccine.

In the early 90s, R&D promptly reacted to the outbreak of the virulent IBD virus and launched an intermediate strain-based vaccine against this fatal disease...

ENVIRONMENT

Environment protection is as high a priority in VETERINA as achieving high product quality and optimal economic success. All our activities complies with relevant national legislative regulations on the protection of the environment. VETERINA promotes alleviation and avoidance of pollution, constantly decreasing potentially damaging effects of its production and activities to the least possible extent. Ecologically acceptable raw materials are used in production; measuring, analyzing, processing, sorting and recycling solid operative waste are standard procedures.

Purer production is constantly applied in integral preventive environment protection on processes, products and services to improve efficacy and limit the risk to man as well as environment. During the year 2004, VETERINA received the ISO 14001:1996 certificate. Since 2006, the VETERINA Environment protection system is harmonized and certified with ISO 14001:2004.
PRODUCTION & PRODUCTS

There are several main product groups produced at the production site in Kalinovica, located 7 kilometres from Zagreb. The main product groups are:

1. **Immunobiological products:**
   - Vaccines for poultry, pig, cattle, sheep, goats

2. **Chemopharmaceutical products:**
   - Antibiotics
   - Chemotherapeutics
   - Antibiotics for mastitis control
   - Sulfonamides, also with trimethoprim
   - Antiparasitics

3. **Animal nutrition products:**
   - Premixes for medicated feed
   - Vitamin-mineral-protein additives

4. **Disinfectants**

5. **Plant protection products**

6. **Other**
   - Insecticides
   - Rodenticides

The main product groups are manufactured in separate areas and buildings. The products are manufactured according to the highest standards of quality and processes conform to GMP guidelines.
QUALITY

To maintain and improve its corporate identity, VETERINA will make sure that its products bear a recognizable VETERINA quality. Our understanding of quality isn't limited only to fulfilling specification requirements. It also implies applying quality assurance requirements on all business activities regarding product formation and life: starting from idea, research and development to production, sales and product monitoring on the market.

VE
tERINA’s management will permanently and responsibly improve quality assurance system and aim towards top quality of its products in compliance with internationally acknowledged standards and GMP requirements of the European Union and USA.

The care for quality is a constant task of its employees and in long-term, the basic aspect of its corporate activities.
CORPORATE MANAGEMENT PRINCIPLES

VETERINA adopted PLIVA’s Corporate Management principles in 2001. The Management and Supervisory Boards (each in its own capacity) are responsible for ensuring that the company is run with integrity, complies with legal and regulatory requirements and best practice and conducts its business in accordance with high ethical standards.

Management Board
The main task of the Management Board is to represent the best interests of the company as a whole and to ensure the growth and maintenance of the successful business of the company.

Supervisory Board
The Supervisory Board is provided with regular and adequately detailed information about the management of the company, so as be able to effectively fulfil its monitoring role.

Management Board of VETERINA Animal Health Ltd.
Nenad Štigić, President & CEO
Biserka Furčić, Member & COO

Ivica Komočar, Quality, Director
Berislav Zobundžija, Marketing & Sales, Director
Sunčana Abramović, Business Development, Director
Branko Stubušić, Technical Operations, Director
Vesna Rakeli Kršul, Finance, Director
Davor Stilinović, Common Affairs, Director

Supervisory Board of VETERINA Animal Health Ltd.
Anne Marie Goebel-Krstelj, President
Dražana Kuliš, Vicepresident
Domagoj Radin, Member