



Wagg&Purr® **vet** **elevet**⁺

At AVet Health, we don't just make animal pharmaceutical products; we make a difference.

**Our brands and products are all created from the ground up,
exclusively for Australian Veterinarians.**

**Our simple approach ensures we support veterinarians with value for their business whilst
helping recognise the significance of their amazing work every day.**



Entering our fourth year of trade, AVet Health has momentum

CY24 Quarterly Sales by Brand



- Launched 11 new products in FY23
- Improved gross profit margin from 13% in FY22 to 46% in FY23
- Delivered sales revenue of over \$6.4m in FY23
- Waggs & Purr stocked by over half of vet clinics in Australia
- Acquired Jurox intramammary range from Zoetis and integrated into AVet business model
- Launched first eleve+ (large animal range) and AVET (multi species range) branded products
- Voted Best Company in Asia, Middle East and Australasia in the S&P Animal Health Awards 2022
- Delivered first \$1m sales month in September 2023
- Achieved API and product formulation registration for Alfaxalone in September 2023 – opportunity to launch as first generic to \$15m+ brand

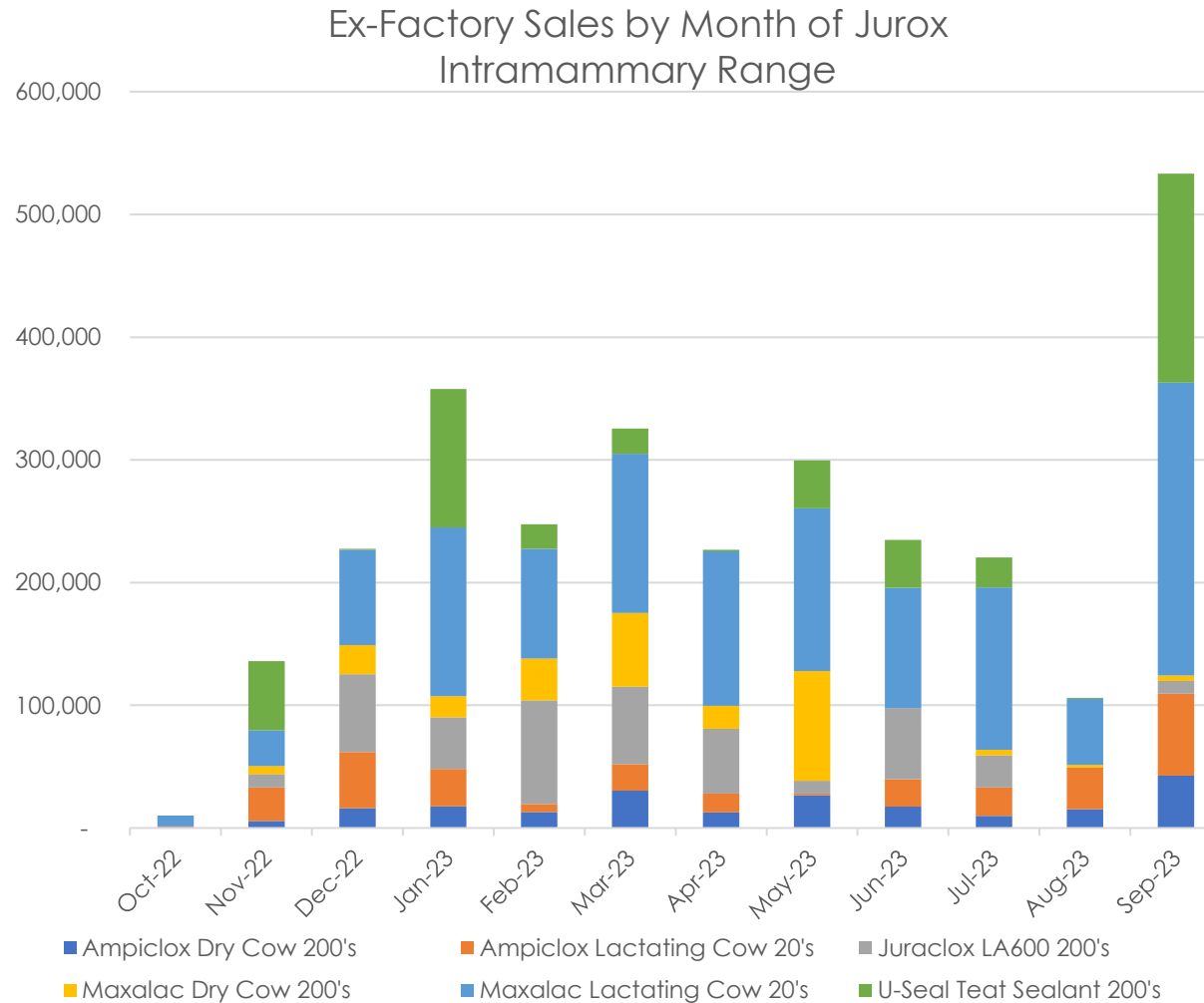
Product Launches

FY22	FY23	FY24
15	11 (acquired additional 6)	>18 (planned)

Products registered/approved	86
Products launched in-market	51



Jurox intramammary range successfully integrated into AVet



- Achieved \$2.9m in sales in first 12 months post-acquisition
- Negotiated \$300k profit adjustment from Zoetis as compensation for channel overstocking discovered by AVet post completion
- Retained all 14 contracted customers for FY23 season
- Won new major independent account in Tasmania for Maxalac DC (circa \$150k new business)
- Agreed new rebate partnership agreement with APIAM for direct supply of Maxalac LC (circa \$500k new business)
- Built up inventory on hand to ensure supply continuity to win potential new accounts for FY24 season ahead
- Monthly run rate achieved in CY23 (\$283k) exceeding forecast sales in acquisition business case

AVet Health Board and Management team

Bringing together proven generic pharmaceutical, animal health and entrepreneurial expertise.

Next AGM to be held around 20 November 2023*



Sanjiv Puri
Founder and Chairman

Former Managing Director of Generic Partners Australia, acquired by Arrowex in 2018 the biggest generic company in Australia.



Peter Cohen
Non-Executive Director

A highly capable and well respected Senior Financial Advisor with over 10 years' capital markets experience in equities, fixed income, project finance and equity linked securities markets.



Luke Robinson
Non-Executive Director

Luke is Managing Director of advisory house Corryong Capital Partners. Chairman of Wedderburn Goldfields Limited a Victoria based exploration business exploiting the historic Wedderburn Goldfield. Non-executive director of Leigh Creek Magnesium - a South Australia based company commanding 48% of the world's known magnesium carbonate resource.



Elmo de Alwis
Non Executive Director

Experienced General Manager with a demonstrated history of working in the pharmaceuticals industry. Skilled in Marketing Management, Negotiation, Pharmaceuticals, Business Planning, and Generic Programming.



Paul Blanc
Chief Executive Officer

Management Team



Vivian Song
Chief Operating Officer



Sarah White
National Sales Manager



Slade Miller
Supply Chain Officer



Chitneni Mallikarjun
Manager of Research & Development



Sunil Garg
Business & Project Management



Matt Scott
Marketing Manager



Danielle Sangiuliano
Finance and Accounts Manager

*To be confirmed as management is currently coordinating directors diaries, potential venue availability and general logistics



AVet is accelerating into the next stage of its development

KPIs for FY24

- Targeting 18 new product launches in FY24
- Guiding revenue between \$11m and \$12m
- Gross profit margin forecasted >50%
- Expected to be cash flow positive FY 24

Use of Funds

- Inject working capital for the Company to accelerate sales growth
- Expedite R&D projects with a priority for Alfaxalone to launch first generic and become a multi-million dollar annual product within first few months of launch
- Expedite manufacturing and launch of products that are already approved by APMVA (approximately 20 products); and
- Expand into the US market with the first Wagg & Purr AVet product launch in Q2, 2024



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