
**Brakke Consulting's
Animal Health News & Notes for January 13, 2017**
Copyright © Brakke Consulting, Inc.

Editor: Lynn Fondon DVM MBA

IN THE NEWS:

Brakke Consulting news
AnimalHealthJobs.com
2017 Industry Overview

earnings news
Chr. Hansen

other news
Bimeda
DS Pharma Animal Health
Elanco (Fortekor Plus)
Elanco (Coliprotec F4/F18)
IDT Animal Health Americas
Mars (VCA)
Mars Veterinary
Nutrition Biochimie Veterinaire Consultants
Petwell Partners
Pevtec Microbia
Sentinel Biomedical
Thermo Fisher Scientific
VCA
Veterinary Naturals
VetStem Biopharma
Virbac
ViroVet

**BRAKKE CONSULTING, INC.
2017 INDUSTRY OVERVIEW
REGISTRATION FOR OVERVIEWS AT NAVC AND WVC NOW OPEN**

Brakke Consulting is pleased to announce the 2017 Industry Overview. The 2017 US Animal Health Industry Overview will be presented twice this winter - once at the North American Veterinary Conference in Orlando, Florida and once at the Western Veterinary Conference in Las Vegas, Nevada. These dates are:

- NAVC: **Monday, February 6, 2017**, 2:00 – 4:00 pm, Rosen Centre Hotel
- WVC: **Tuesday, March 7, 2017**, 2:00 – 4:00 pm, Four Seasons.

Registration for the Industry Overview is now open. Seating is limited this year, so register early!

To register, go to www.brakkeconsulting.com and scroll down to the "What's New" box. The price is \$395 per person for online registration; late registration is \$450.

COMPANY EARNINGS RELEASES

- **Chr. Hansen** reported results for the fiscal first quarter ended November 30, 2016. Revenues were up 13% to EUR 242 million (\$255 million); profits were up 21% to EUR 47 million (\$50 million). Animal health delivered “solid growth”, helped by strong growth in swine and poultry. (*Foodingredientsfirst.com*)

COMPANY NEWS RELEASES

- **Mars**, Incorporated and **VCA Inc.** announced that they have entered an agreement under which Mars will acquire all of the outstanding shares of VCA for \$93 per share, or a total value of approximately \$9.1 billion including \$1.4 billion in outstanding debt. VCA has nearly 800 animal hospitals with 60 diagnostic laboratories throughout the US and Canada. Upon completion of the transaction, VCA will operate as a distinct and separate business unit within Mars Petcare, alongside its other Veterinary Services businesses, Banfield Pet Hospital, BluePearl and Pet Partners. (*company press release*)
- **VetStem Biopharma** announced it has acquired 24 issued US and foreign patents related to adipose stem cell therapy, covering a wide range of methods and uses of adipose stem cells. (*company website*)
- **Thermo Fisher Scientific** announced that the USDA has issued a veterinary biological product license for its Applied Biosystems VetMAX-Gold MAP Detection Kit for detecting Johne's disease in cattle. The Johne's diagnostic is a real-time polymerase chain reaction (PCR) test designed to detect the bacterium that causes Johne's disease. (*Animal Pharm*)
- **Veterinary Naturals** introduced 'Hemp N Hips' Joint Supplement for senior dogs with joint pain, reduced mobility, and hip issues. Hemp N Hips incorporates the natural anti-inflammatory of Hemp Oil along with traditional active ingredients in hip and joint supplements. The product is available exclusively on Amazon.com. (*Yahoo Finance*)
- **Mars Veterinary** announced the launch of a new test for feline breeders. The new Optimal Selection Powered by Genoscooper test is a simple swab-at-home kit that includes screening for more than 25 genetic mutations causing inherited feline diseases and testing for traits such as coat color and length and morphology. (*company press release*)
- **Sentinel Biomedical** introduced the Cadet BRAF Mutation Detection Assay, a proprietary genetic test for early detection of bladder cancer in dogs using cells in a dog's urine. (*Veterinary Practice News*)
- **Petwell Partners LLC** reported that it has raised a \$12.6 million equity round from 59 different investors. Petwell acquires veterinary clinics and helps to modernize the facilities. Currently, Petwell owns 19 facilities including 17 in Texas, one in Arizona and one in Virginia. Prior to the most recent round, Petwell has raised at least \$9.6 million in debt and equity rounds. (*Houston Business Journal*)
- **FRANCE Bimeda** announced it has acquired French company **Nutrition Biochimie Veterinaire Consultants (NBVC)**, a leading provider of nutritional services and products to

large animals. The acquisition strengthens Bimeda's position in the French market and boosts its livestock portfolio. The terms of the acquisition were not disclosed. (*Animal Pharm*)

- UK **Virbac** announced the UK launch of Curacef Duo, is a combination ceftiofur and ketoprofen for the treatment of bovine respiratory disease (BRD) caused by *Mannheimia haemolytica* and *Pasteurella multocida*. Curacef Duo offers a zero milk withdrawal period and an eight-day withdrawal period in meat. (*Vet Times*)
- JAPAN The Japanese Ministry of Agriculture, Forestry and Fisheries (JMAFF) has approved marketing for **Elanco's** Fortekor Plus (pimopendan, benazeptin hydrochloride) to improve chronic heart failure caused by mitral insufficiency in dogs. (*Animal Pharm*)
- JAPAN The Japanese Ministry of Agriculture, Forestry and Fisheries (JMAFF) has approved marketing for **DS Pharma Animal Health's** Itravet Tablets (itraconazole), which are indicated for the treatment of dermatitis caused by *Malassezia pachydermatis* in dogs. (*Animal Pharm*)
- CANADA IDT Biologika announced that it has established **IDT Animal Health Americas**, offering a range of autogenous, wildlife and commercial vaccines and diagnostic solutions for use in animals. IDT Biologika concurrently launched Ecoporc SHIGA, its first fully licensed swine vaccine for edema disease in Canada. (*Business wire*)
- EU **Prevetc Microbia** GmbH announced it has received the market authorization from the European Commission for Coliprotec F4/F18, the first single dose oral vaccine intended for active immunization of pigs against enterotoxigenic F4- and F18-positive *Escherichia coli*. Coliprotec F4/F18 will be distributed by **Elanco Animal Health** in the European Union. (*Marketwired*)
- BELGIUM **ViroVet** announced it has raised EUR 5 million (\$5.3 million) after closing a series A funding round. The series A round was led by Belgian investment firms PMV and Agri Investment Fund. ViroVet will use the proceeds to accelerate the development of vaccines and antiviral drugs for livestock. (*Animal Pharm*)

ANIMAL HEALTH NEWS

- US - SCREWWORM Veterinarians recently detected New World screwworm in a Homestead, Fla., stray dog, suggesting the outbreak in the Florida Keys may have spread to the mainland. It's not clear whether the dog was brought from the Keys and abandoned or infected locally. (*AVMA SmartBrief - Miami Herald*)
- US - DISEASE RESEARCH Texas A&M AgriLife Research announced it has been awarded a \$10 million, five-year grant from the Centers for Disease Control & Prevention. The grant will be used to establish the Western Gulf Coast Center of Excellence for Vector-Borne Diseases. (*Feedstuffs*)
- CANADA - ANIMAL WELFARE The Government of Canada is providing an additional \$1.8 million to the pork research cluster to continue responding to consumer concerns around the humane treatment of animals. This brings the total Government of Canada investment to \$14.8 million and will help to expand on research work already underway. New research will address the issue of sow housing and improved living conditions for both sows and piglets. (*ThePigSite.com*)

ANIMALHEALTHJOBS.COM

The best place on the web to find qualified job applicants!

AnimalHealthJobs.com is now in its 10th year of operation. It has become an exceptionally capable partner for your recruiting efforts in the animal health and pet markets.

AnimalHealthJobs.com has grown to include over 30,000 pre-qualified job seekers, and consistently maintains a high degree of talent: two-thirds of our registered users have a Bachelor's degree, and 20% have some kind of advanced degree; one-quarter have over 10 years of industry experience.

When you are seeking the best, come to AnimalHealthJobs.com – first.

www.AnimalHealthJobs.com

BRAKKE CONSULTING VIEWPOINT

What an interesting week in animal health! The Mars announcement regarding their acquisition of VCA for a total of \$9.1 billion including debt assumption was clearly the biggest news of the week. The development of Corporate clinic groups has accelerated the past couple of years. When the VCA acquisition is completed, one firm will own approximately 2,000 companion animal clinics in the US. There were a number of smaller transactions also announced this week that are important to those involved in the transactions. It appears by the activity level this week that 2017 is off to a great start.

We will cover the implications of the changing landscape of corporate clinics, consolidation of large and small manufacturers and distributors and in-licensing of transactions in more detail in our 2017 Animal Health Industry in Orlando in early February. This year's overview discusses the drivers that are creating change in the animal health industry. We look forward to seeing you at one of our overview presentations or at your facility for a private presentation.

Have a great weekend!

Ron Brakke

Trouble viewing this newsletter? You can view it online at www.BrakkeConsulting.com

*This electronic newsletter is the sole property of Brakke Consulting, Inc.
Any use of the contents herein should be approved by and appropriately attributed to Brakke Consulting, Inc.*

For more information about Brakke Consulting's services and syndicated studies, visit our website at www.brakkeconsulting.com.

Brakke Consulting, Inc.
12005 Ford Rd., Suite 530
Dallas, TX 75234 USA