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**Brakke Consulting's  
Animal Health News & Notes for April 1, 2016**  
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Editor: Lynn Fondon DVM MBA

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**BRAKKE CONSULTING, INC.  
MARKET RESEARCH**  
Look Before You Leap

Depend on Brakke Consulting to build a market study to meet your company's needs, whether it is:

- Assessing the feasibility of a new product or technology
- Identifying the opinions and trends of veterinarians, pet owners or producers
- Determining the current market for products

With our in-house database of veterinarians and the ability to custom-tailor surveys of a wide variety of target audiences, we provide reliable insights into this unique industry. We also produce multi-client reports in a number of high-interest animal health market areas. For more information, see our website or call our Dallas office at 972-243-4033.

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**COMPANY EARNINGS RELEASES**

> **Jaguar Animal Health** reported results for the full year 2015. Revenues for the year were \$258,000 compared to revenue of \$0 in 2014. Net loss for the year was \$(16.3) million, compared to a net loss of \$(8.6) million in 2014. The company had cash and cash equivalents of \$7.7 million as of December 31, 2015. (*company website*)

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**KC ANIMAL HEALTH CORRIDOR  
ANIMAL HEALTH INVESTMENT FORUM  
ACCEPTING APPLICATIONS THROUGH APRIL 15**

The KC Animal Health Corridor is now accepting applications to present at the 2016 KC Animal Health Investment Forum on August 30 in Kansas City, Missouri.

Now in its eighth year, the Forum is one of the only opportunities in the world for early-stage companies in the animal health sector to present their vision, business plan and technology to potential investors.

The selection committee will consider companies that meet the following criteria:

- Seeking \$500,000 - \$20 million in funding
- Revenue projections of \$20 million within 5-7 years

**Applications are due on April 15.** To apply, go to <http://kcanimalhealth.thinkkc.com/account/login>. For more information, contact Kimberly Young at [young@thinkkc.com](mailto:young@thinkkc.com).

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**COMPANY NEWS RELEASES**

> **Zoetis** announced that the USDA has granted conditional approval for its Avian Influenza Vaccine, H5N1 Subtype, Killed Virus. Zoetis can now supply its vaccines to the USDA's National Veterinary Stockpile against avian flu, which currently has contracts with Ceva and Harrisvaccines. (*Animal Pharm*)

> **Virbac** Corp. announced plans for a \$38 million expansion at its Bridgeton, Missouri manufacturing site. The state of Missouri has agreed to aid in the expansion with an economic incentive package as long as the project meets certain job creation criteria. (*company press release*)

> **ECO Animal Health** announced that the FDA has approved Aivlosin, a Type A medicated article (premix), for the treatment of ileitis in swine. The product will be marketed through **Pharmgate Animal Health LLC**. (*Business Wire*)

> **Hallmarq Veterinary Imaging** announced an agreement with **Veterinary Centers of America (VCA)** to supply the high field PetVet 1.5 T Companion Animal MRI (PetVet). VCA comprises 83 specialist clinics and over 400 board-certified specialists who often require in-house MRI services. (*company press release*)

> **Zuke's**, a provider of natural pet treats, announced the introduction of Zuke's Ascent Natural Dog Food. The new line is made in the USA with high-quality meat, fish or poultry and quick-dried vegetables and fruits. (*PetAge.com*)

> **CHILE Fish Vet Group (FVG)** has opened a state-of-the-art diagnostic laboratory in Chile. According to the company, the laboratory is the only aquaculture health facility in Latin America with the latest qPCR diagnostic capability. (*Animal Pharm*)

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**ANIMAL HEALTH NEWS**

> **US - CANINE INFLUENZA** The University of Wisconsin School of Veterinary Medicine has recently tested multiple cats at an animal shelter in Northwest Indiana and found them positive for

the H3N2 canine influenza virus. This first confirmed report of multiple cats testing positive for canine influenza in the US shows the virus can affect cats, and can spread from cat to cat. Cats sick with the virus in this shelter have displayed upper respiratory symptoms; so far, the virus has not shown to be fatal in felines. (*UWShelterMedicine.com*)

> EU - FMD DIAGNOSTICS The UK's Pirbright Institute has joined forces with Italian animal disease research body The Lombardy and Emilia Romagna Experimental Zootechnic Institute (Izslar), to develop cutting edge foot-and-mouth detection kits. Izslar will be responsible for manufacturing the FMD diagnostic kits which will be sold jointly by Izslar, Pirbright and their distributors. (*Animal Pharm*)

> US - NANOTECHNOLOGY The USDA is investing over \$5.2 million in nanotechnology research at 11 US universities. The universities will investigate how nanotechnology can be used to improve food safety, enhance renewable fuels, increase crop yields and manage agricultural pests, among other applications. (*Animal Pharm*)

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### **BRAKKE CONSULTING VIEWPOINT**

It was a pleasure to once again participate in the Jefferies Animal Health Summit in NYC this week. Thanks to all of those investors that attended this conference; it was great to see many of you again.

As noted in my presentation we continue to believe that the Animal Health Market offers some excellent short and long term opportunities for investors. The animal health industry plays an important role in providing pet owners with products to improve and maintain the health of their pets and for producers to produce quality safe animal protein for consumption by consumers. Early feedback from some senior managers in animal health industry indicates that revenues are going to be nicely up for the first quarter of 2016 over prior year.

Congratulations to the Augustana University Vikings on winning the Division II National Basketball Championship last weekend in Frisco, TX. It's always great to have one's alma mater achieve such national success and recognition!

Have a great weekend!

*Ron Brakke*

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