

\*\*\*\*\*

**Brakke Consulting's  
Animal Health News & Notes for September 9, 2016**  
Copyright © Brakke Consulting, Inc.

Editor: Lynn Fondon DVM MBA

\*\*\*\*\*

IN THE NEWS:

Brakke Consulting news

AnimalHealthJobs.com

earnings news

Dechra

Nexvet Biopharma

other news

Advanced Animal Diagnostics

Cross Vetpharm

Integrated Animal Nutrition and Health

Jaguar

Kinetic Vet

Naturally Healthy Pets

Zoetis

\*\*\*\*\*

**BRAKKE CONSULTING, INC.**

**ANIMALHEALTHJOBS.COM**

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

AnimalHealthJobs.com is now in its 9th 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 29,000 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](http://www.AnimalHealthJobs.com)

\*\*\*\*\*

**COMPANY EARNINGS RELEASES**

- **Dechra** announced results for the fiscal year ended June 30, 2016. Revenues were GBP 248 million (\$332 million), an increase of 22% compared to the prior year. Excluding the effects of three acquisitions during the fiscal year, revenues grew 11%. The European Pharmaceuticals Segment revenue grew by 14% to GBP 189 million (\$253 million); revenue in the North American Pharmaceuticals Segment grew by 59% to GBP 59 million (\$79 million). Net profit for the fiscal year was GBP 12.5 million (\$16.7 million) compared to net profit of GBP 19.5 million in the prior fiscal year. (*company website*)

- **Nexvet Biopharma** reported financial results for the fiscal year ended June 30. The company reported a net loss of \$(19.4) million compared to a net loss of \$(11.9) million for the previous fiscal year. As of June 30, 2016, Nexvet had cash of \$31.5 million, which the firm believes will be sufficient to fund operations through fiscal 2017. (*Animal Pharm*)

\*\*\*\*\*

## COMPANY NEWS RELEASES

- The FDA announced it has approved **Cross Vetpharm's** Bilovet (generic tylosin injectable) for use in cattle and swine. (*FDA*)
- Kinetic Technologies and **Kinetic Vet** announced a voluntary recall of certain lots of Hy-Optic, OptiVet and Optimend. This voluntary recall is the result of deficiencies in sterility, which may lead to deteriorating eye conditions, irritation and/or infection. To date, the company has not received adverse event reports attributable to the contamination of any of these products. (*company press release*)
- **Naturally Healthy Pets** announced the launch of New Zealand Deer Velvet Oral Drops to improve the oral health of pets. (*PRNewswire*)
- EU **Advanced Animal Diagnostics** announced a partnership with **Zoetis** to market its QScout MLD (milk leukocyte differential) mastitis detection test in Europe. Financial terms were not disclosed. (*Animal Pharm*)
- CHINA **Jaguar Animal Health** announced that it has signed an exclusive supply and distribution agreement with **Integrated Animal Nutrition and Health Inc.** for *Croton lechleri* botanical extract for dairy cattle and pigs in the Chinese marketplace. (*company press release*)

\*\*\*\*\*

## ANIMAL HEALTH NEWS

- US - FIP RESEARCH Researchers at Kansas State University, Wichita State University and the University of California, Davis, recently reported they successfully blocked progression of feline infectious peritonitis with an antiviral compound, which led to clinical recovery in treated cats. Clinical trials are currently underway. (*Business Wire*)
- WORLD - ANIMAL HEALTH The World Organization for Animal Health (OIE) and the Organization for Economic Cooperation and Development announced a memorandum of understanding to align their efforts to promote animal welfare. The MOU is intended to foster an exchange of information and technical cooperation, in particular by focusing on best practices, policies and economic evaluations related to animal health and welfare, veterinary drugs (including antimicrobial resistance), impact of livestock on environment, biological threat reduction from threats of natural, accidental and intentional origin. (*oie.int*)

\*\*\*\*\*

## BRAKKE CONSULTING VIEWPOINT

Two of the news items this week concern a botanical extract for dairy cattle and pigs in China, and deer velvet drops to improve oral health in pets. These types of natural products continue to emerge to fulfill pet owners' and producers' desires to have "natural" products in their health care product arsenal. Will these products ever become blockbusters? Probably not, but with the current negative publicity in the consumer media regarding traditional antibiotics and chemicals, it

is not surprising that products of this type are finding customers willing to give them a try. If they are efficacious they will gain some market share.

We live in an interesting time in animal health! We assume your short and long range plans and budgets are taking these consumer and producer shifts seriously. If not, we should talk before your senior management or board approves those plans.

Have a good weekend!

*Ron Brakke*

\*\*\*\*\*

Trouble viewing this newsletter? You can view it online at [www.BrakkeConsulting.com](http://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](http://www.brakkeconsulting.com).

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