

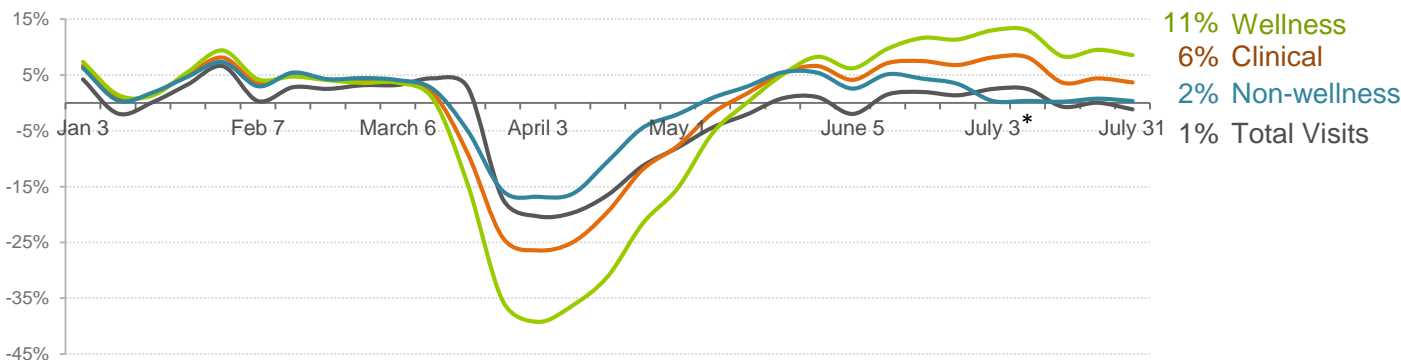
# U.S. Companion Animal Market Trends Update

As of July 31, 2020

## U.S. Average Visits per Practice

7-day Moving Average Year-Over-Year Change (%)

July Visit Growth



### 2020 Year-Over-Year % Growth Rates

| Average per Practice   | Q1    | Q2  | July |
|------------------------|-------|-----|------|
| Total Practice Revenue | 4%    | 2%  | 10%  |
| Total Visits           | 0.3%  | -5% | 1%   |
| Clinical Visits        | -0.4% | -3% | 6%   |
| Non-Wellness Visits    | 1%    | -1% | 2%   |
| Wellness Visits        | -3%   | -5% | 11%  |

### Weekly Year-Over-Year % Growth Rates

| Week Ended | Total | Clinical | Non-wellness | Wellness |
|------------|-------|----------|--------------|----------|
| 3/13       | 4%    | 2%       | 2%           | 1%       |
| 3/20       | 3%    | -9%      | -5%          | -15%     |
| 3/27       | -17%  | -24%     | -16%         | -36%     |
| 4/3        | -20%  | -26%     | -17%         | -39%     |
| 4/10       | -20%  | -25%     | -16%         | -36%     |
| 4/17       | -16%  | -19%     | -10%         | -31%     |
| 4/24       | -11%  | -12%     | -4%          | -22%     |
| 5/1        | -8%   | -8%      | -2%          | -15%     |
| 5/8        | -4%   | -2%      | 1%           | -5%      |
| 5/15       | -2%   | 2%       | 3%           | 0%       |
| 5/22       | 1%    | 5%       | 5%           | 5%       |
| 5/29       | 1%    | 7%       | 5%           | 8%       |
| 6/5        | -2%   | 4%       | 3%           | 6%       |
| 6/12       | 2%    | 7%       | 5%           | 10%      |
| 6/19       | 2%    | 7%       | 4%           | 12%      |
| 6/26       | 1%    | 7%       | 3%           | 11%      |
| 7/3        | -3%   | 2%       | -1%          | 6%       |
| 7/10       | 10%   | 15%      | 12%          | 21%      |
| 7/17       | -1%   | 4%       | 0%           | 8%       |
| 7/24       | 0%    | 4%       | 1%           | 10%      |
| 7/31       | -1%   | 4%       | 0%           | 9%       |

**Total visits** include clinical and non-clinical visits. In 2019, there were an estimated 315 million U.S. total visits.

**Clinical visits** are those where the reason for visit involves an interaction between a clinician and a pet. In 2019, there were an estimated 180 million U.S. clinical visits.

**Non-wellness visits** include those for which the reason for visit is sickness, procedure or monitoring. In 2019, there were an estimated 105 million U.S. non-wellness visits.

**Wellness visits** include those visits for which the reason for visit is an annual exam, vaccination, or routine check-up. In 2019, there were an estimated 75 million U.S. wellness visits.

Estimated 2019 U.S. companion animal diagnostic market revenue was approximately 75% from non-wellness visits and 25% from wellness visits

\* For both of the weeks ending July 3<sup>rd</sup> and July 10<sup>th</sup>, the graph depicts the year-over-year growth estimates for the period of June 27<sup>th</sup> through July 10<sup>th</sup> to smooth the volatility related to holiday timing.

**Source:** IDEXX Practice Intelligence data; sample of ~7,750 practices representing six different practice information management systems, weighted based on practice size and region to reflect market composition. Analysis reflects representative real-time trends on same practice year-over-year growth and does not include adjustments related to equivalent business days and may understate period activity due to latency at clinic level posting daily transactions. We update data for previously reported periods to include subsequent data reporting. Growth rates margin of error of +/- 0.4% at a 95% confidence level.

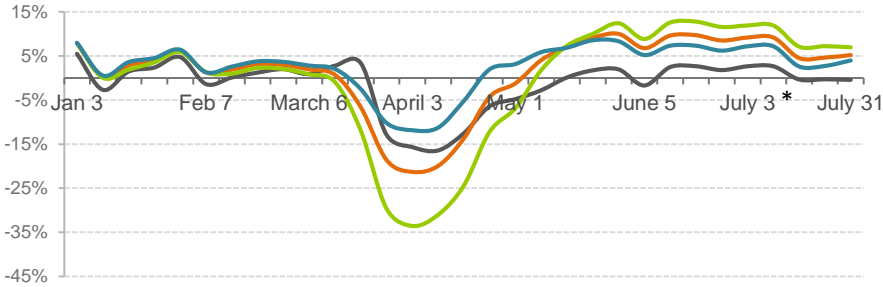
# U.S. Companion Animal Market Trends Update

As of July 31, 2020

- Clinical
- Non-wellness
- Wellness
- Total Visits

## Region Average Visits per Practice 7-day Moving Average Year-Over-Year Change (%)

### South Region



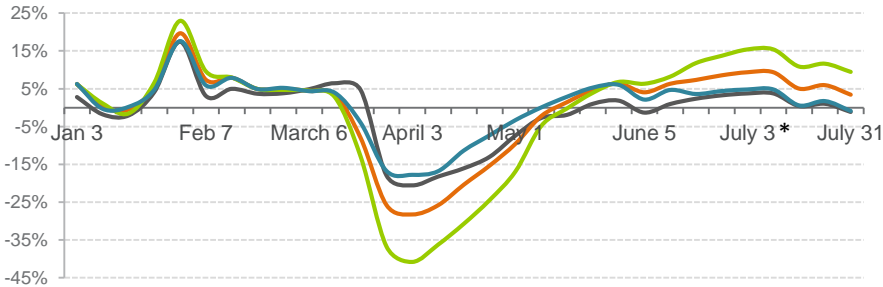
### July Visit Growth

- 9%
- 7%
- 4%
- 1%



**40%**  
of Total 2019 Clinical Visits

### Midwest Region

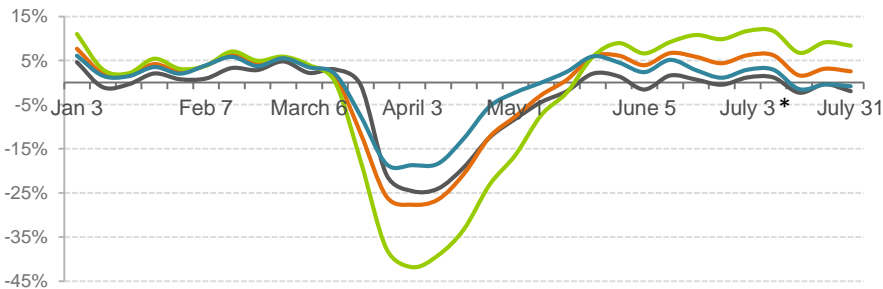


- 13%
- 7%
- 2%
- 1%



**22%**  
of Total 2019 Clinical Visits

### West Region

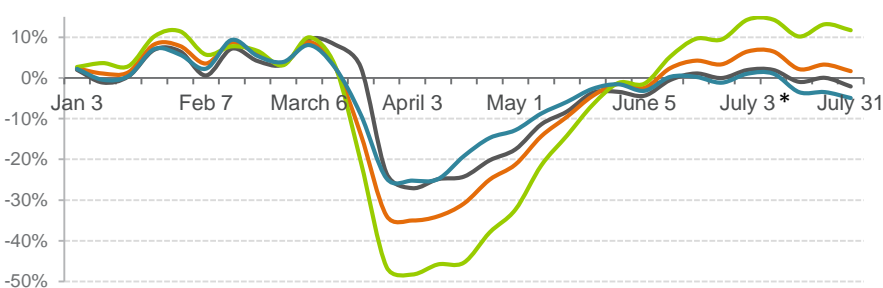


- 10%
- 4%
- 1%
- 1%



**22%**  
of Total 2019 Clinical Visits

### Northeast Region



- 13%
- 5%
- 1%
- 0%



**16%**  
of Total 2019 Clinical Visits