

# Fourth Quarter and Full Year 2025 Financial Results

February 12, 2026

## Forward-Looking Statements

This presentation contains forward-looking statements, which reflect the current views of Zoetis with respect to: business plans or prospects, future operating or financial performance; future guidance, future operating models, R&D costs; timing and likelihood of success; expectations regarding products, product approvals or products under development and expected timing of product launches; expectations regarding competing products; expectations regarding the timing and financial impact of divestitures; disruptions in our global supply chain; customers and employees; expectations regarding the performance of acquired companies and our ability to integrate new businesses; expectations regarding the financial impact of acquisitions; future use of cash, dividend payments and share repurchases; foreign exchange rates, tax rate, tariffs and tax regimes and any changes thereto; impacts of the timing and pricing of sales in the International segment; possible impacts of the Expected Fiscal Year Alignment; and other future events. These statements are not guarantees of future performance or actions. Forward-looking statements are subject to risks and uncertainties. If one or more of these risks or uncertainties materialize, or if management's underlying assumptions prove to be incorrect, actual results may differ materially from those contemplated by a forward-looking statement.

Forward-looking statements speak only as of the date on which they are made. Zoetis expressly disclaims any obligation to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise. A further list and description of risks, uncertainties and other matters can be found in our most recent Annual Report on Form 10-K, including in the sections thereof captioned "Forward-Looking Statements and Factors That May Affect Future Results" and "Item 1A. Risk Factors," in our Quarterly Reports on Form 10-Q and in our Current Reports on Form 8-K. These filings and subsequent filings are available online at [www.sec.gov](http://www.sec.gov), [www.zoetis.com](http://www.zoetis.com), or on request from Zoetis.

## Non-GAAP Financial Information

We use non-GAAP financial measures, such as adjusted net income, adjusted net income margin, adjusted EBITDA margin, adjusted diluted EPS, operational results (which excludes the impact of foreign exchange) and organic operational results (which exclude the impact of foreign exchange and certain acquisitions and divestitures), to assess and analyze our results and trends and to make financial and operational decisions. We believe these non-GAAP financial measures are also useful to investors because they provide greater transparency regarding our operating performance. The non-GAAP financial measures included in this presentation and our other disclosures should not be considered alternatives to measurements required by GAAP, such as net income, operating income, and revenue growth, and should not be considered measures of liquidity. These non-GAAP financial measures are unlikely to be comparable with non-GAAP information provided by other companies. Reconciliations of non-GAAP financial measures and the most directly comparable GAAP financial measures are available on the applicable slide or in the appendix to this presentation.

# Presenters



## Strategy and Business Update

Kristin Peck

Chief Executive Officer



## Financial Performance

Wetteny Joseph

Executive Vice President,  
Chief Financial Officer

**zoetis**

# Solid Full Year 2025 Performance

REVENUE

**\$9.5B**



**6%**

organic operational<sup>1</sup> YoY

4% Price | 2% Volume

ADJ. NET INCOME<sup>2</sup>

**\$2.8B**



**7%**

organic operational<sup>1</sup> YoY

ADJ. DILUTED EPS<sup>2</sup>

**\$6.41**



**10%**

organic operational<sup>1</sup> YoY

## KEY HIGHLIGHTS

Simparica Trio surpasses \$1 billion in US sales and grew double digits globally for the full year

Key Derm franchise growth driven by the strength of our broad, differentiated portfolio

OA Pain mAbs declined for the year, but monthly Librela sales trends are stabilizing

Global livestock delivered the third straight year of mid to high single-digit growth

Returned over \$4.1 billion to shareholders in the form of share repurchases and dividends

<sup>1</sup> Organic operational results (a non-GAAP financial measure) is defined as results excluding the impact of foreign exchange and certain acquisitions and divestitures.

<sup>2</sup> Adjusted net income and its components and adjusted diluted earnings per share (non-GAAP financial measures) are defined as reported net income and reported diluted earnings per share, excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items.

# Advancements in Innovation

**185+** Geographic Expansion, Lifecycle and New Product Innovations in 2025



Received approval in Canada and the EU for **Lenivia®**, the first long-acting monoclonal antibody to manage OA pain in dogs for up to three months with one injection



**Portela®**, the first monoclonal antibody therapy with a three-month dosing interval approved for the alleviation of pain associated with OA in cats, was approved in Canada and the EU

## Key Franchise Products



Received lifecycle innovation and geographic expansion approvals including **Simparica Trio®**, **Apoquel®** and **Cytopoint®**

## Emerging Infectious Diseases



Received conditional licenses for **H5N2 avian influenza vaccines** for use in chickens and lactating dairy cattle, and conditional approval for **Dectomax®-CA1 Injectable** to prevent and treat New World screwworm

# Full Year 2025 Segment Highlights

## United States Revenue

U.S. SEGMENT

**\$5.1B**

4% organic operational growth<sup>1</sup> Year over Year (YOY)

U.S. COMPANION ANIMAL

**\$4.2B**

4% growth YOY

U.S. LIVESTOCK

**\$0.9B**

4% organic operational growth<sup>1</sup> YOY

## International Revenue

INT'L. SEGMENT

**\$4.3B**

8% organic operational growth<sup>1</sup> YOY

INT'L. COMPANION ANIMAL

**\$2.4B**

7% operational growth<sup>2</sup> YOY

INT'L. LIVESTOCK

**\$1.9B**

10% organic operational growth<sup>1</sup> YOY



# Reported to Organic Operational Results

## Understanding Fourth Quarter 2025 Underlying Results

(millions of dollars)	Fourth Quarter						
	2025	2024	Reported Change	Foreign Exchange	Operational <sup>1</sup>	Divestitures	Organic Operational <sup>2</sup>
<b>U.S.</b>							
Companion animal	\$1,002	\$1,008	(1)%	—%	(1)%	—%	(1)%
Livestock	234	249	(6)%	—%	(6)%	(9)%	3%
	1,236	1,257	(2)%	—%	(2)%	(2)%	—%
<b>International</b>							
Companion animal	599	562	7%	3%	4%	—%	4%
Livestock	522	477	9%	2%	7%	(5)%	12%
	1,121	1,039	8%	3%	5%	(2)%	7%
<b>Total</b>							
Companion animal	1,601	1,570	2%	1%	1%	—%	1%
Livestock	756	726	4%	1%	3%	(6)%	9%
Contract manufacturing & human health	30	21	43%	6%	37%	—%	37%
	<b>\$2,387</b>	<b>\$2,317</b>	3%	1%	2%	(2)%	4%

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

<sup>2</sup> Organic operational results (a non-GAAP financial measure) excludes the impact of foreign exchange and divestitures.

# Reported to Organic Operational Results

## Understanding Full Year 2025 Underlying Results

(millions of dollars)	Full Year						
	2025	2024	Reported Change	Foreign Exchange	Operational <sup>1</sup>	Divestitures	Organic Operational <sup>2</sup>
<b>U.S.</b>							
Companion animal	\$4,220	\$4,054	4%	—%	4%	—%	4%
Livestock	877	1,020	(14)%	—%	(14)%	(18)%	4%
	5,097	5,074	—%	—%	—%	(4)%	4%
<b>International</b>							
Companion animal	2,367	2,224	6%	(1)%	7%	—%	7%
Livestock	1,887	1,878	—%	(2)%	2%	(8)%	10%
	4,254	4,102	4%	(1)%	5%	(3)%	8%
<b>Total</b>							
Companion animal	6,587	6,278	5%	—%	5%	—%	5%
Livestock	2,764	2,898	(5)%	(2)%	(3)%	(11)%	8%
Contract manufacturing & human health	116	80	45%	—%	45%	—%	45%
	<b>\$9,467</b>	<b>\$9,256</b>	2%	(1)%	3%	(3)%	6%

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

<sup>2</sup> Organic operational results (a non-GAAP financial measure) excludes the impact of foreign exchange and divestitures.

# 2026 Guidance

## Revenue

**\$9,825M - \$10,025M**

## Adj. Net Income<sup>1</sup>

**\$2,975M - \$3,025M**

## Adj. Diluted EPS<sup>1</sup>

**\$7.00 - \$7.10**

## Organic Operational Growth<sup>2</sup>

**3% - 5% Revenue**

**3% - 6% Adj. Net Income<sup>1</sup>**

<sup>1</sup> Adjusted net income (ANI) and its components and adjusted diluted earnings per share (non-GAAP financial measures) are defined as reported net income and reported diluted earnings per share, excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items.

<sup>2</sup> Organic operational results (a non-GAAP financial measure) excludes the impact of foreign exchange and certain acquisitions and divestitures.



# Simparica Franchise

- Simparica franchise **grew 12%** operationally<sup>1</sup> in 2025, with double digit growth in the U.S. and International
  - Simparica Trio remains **the #1 canine parasiticide globally**
  - Simparica Trio sales top \$1 Billion in the US**
- Parasiticides, the largest segment** in Animal Health, **is evolving toward triple combination** oral products, where Simparica Trio leads with:
  - Market share in adult dogs and puppies** implying long tail of full-life treatments
  - Significant first mover advantage** with 85%+ pet owner satisfaction
- Category expansion driven by:
  - Continued expansion into triple combinations** and innovation in injectables
  - Retail expansion** driving compliance
  - Direct-to consumer marketing** to increase awareness

<sup>1</sup> Operational results (a non-GAAP financial measure) is defined as results excluding the impact of foreign exchange.

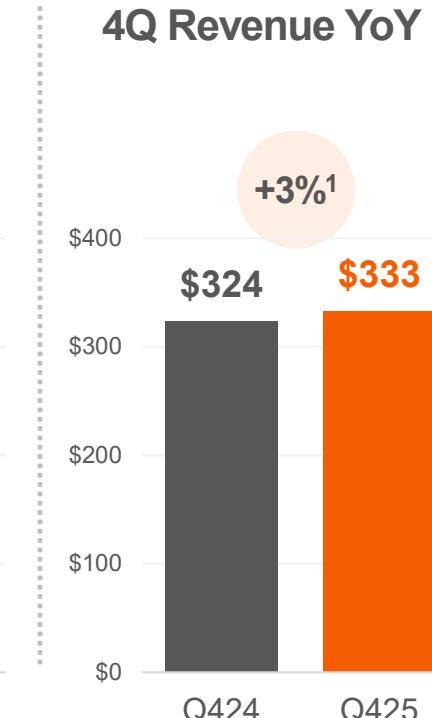
## Simparica Franchise Revenue

(Millions of dollars)

### FY Revenue YoY



### 4Q Revenue YoY



# Key Dermatology Franchise

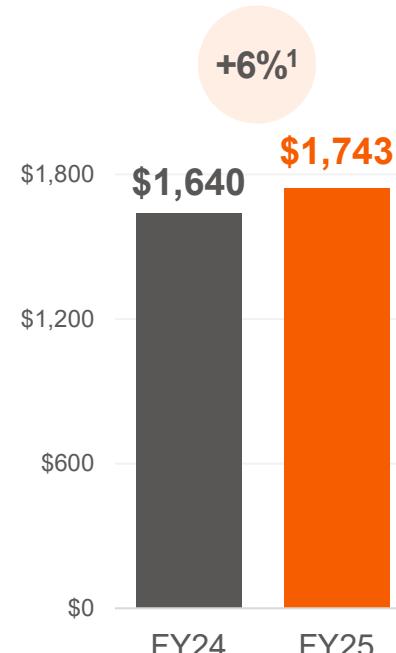
- Key dermatology franchise **grew revenue 6%** operationally<sup>1</sup> in 2025
- Sustaining leadership through trusted brands, commercial excellence, ongoing innovation
  - **Apoquel and Cytopoint are recognized, trusted brands**, delivering proven efficacy and safety
  - **Unmatched commercial engine** fueled by strong field force with deep customer relationships
  - **Ongoing investment in scientific studies** to differentiate products from new entrants
- Category expansion driven by:
  - **Large untreated and under-treated population**
  - **Advances in testing driving higher diagnosis and treatment rates**, supported by a pipeline that will further differentiate and fuel growth

<sup>1</sup> Operational results (a non-GAAP financial measure) is defined as results excluding the impact of foreign exchange.

## Key Derm Franchise Revenue

(Millions of dollars)

FY Revenue YoY



CYTOPOINT.

4Q Revenue YoY



zoetis

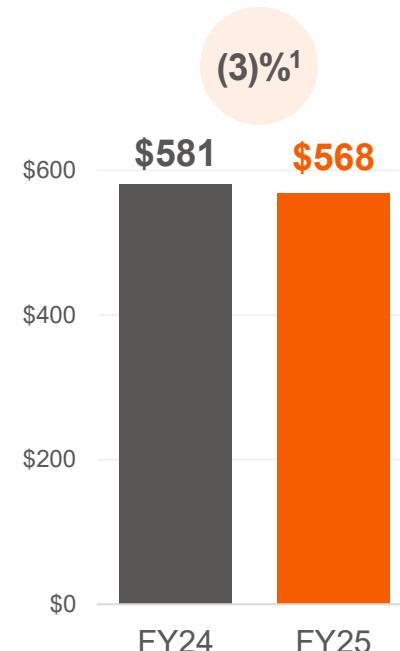
# Osteoarthritis (OA) Pain mAb Franchise

- OA pain franchise **revenue declined 3%** operationally<sup>1</sup> in 2025
- Zoetis continues to expand the market with growing portfolio of innovative, category-creating medicines:
  - Librela has **improved quality of life for millions** of dogs suffering from OA pain
  - **+75% of U.S. patients** – past and present – report being **extremely or very satisfied**
  - **Solensia has expanded** the U.S. Feline OA Pain market by 84% since launch in 2022
- Category expansion driven by:
  - **Recent approvals expand** market opportunity through increased choice and convenience
  - **Large and growing untreated patient population**

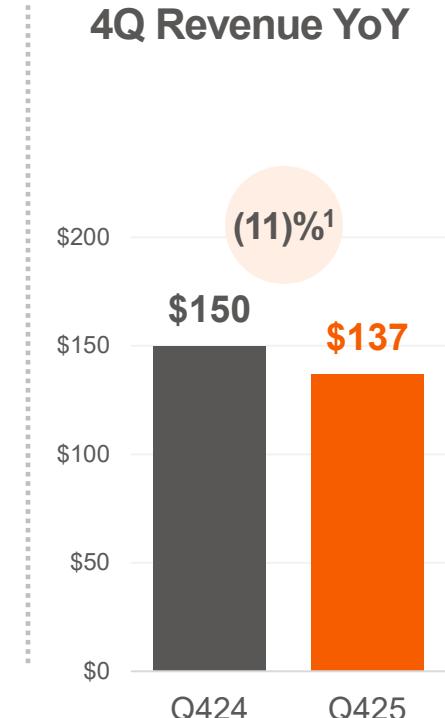
<sup>1</sup> Operational results (a non-GAAP financial measure) is defined as results excluding the impact of foreign exchange.

## OA Pain mAb Franchise Revenue (Millions of dollars)

FY Revenue YoY



4Q Revenue YoY



# Livestock

- Global livestock **revenue increased 8%** in 2025 on an organic operational<sup>1</sup> basis
- Normalized Livestock market enabling us to deliver the **3<sup>rd</sup> consecutive year of mid to high single digit livestock operational growth**
  - **Growing middle class** driving increased global consumption of protein
  - **Rising demand for safe, sustainable protein**
- Category expansion driven by:
  - **Industry shift from treatment to prevention**, with increasing investment in heard health
  - **Vaccine growth outpacing broader Livestock market**

<sup>1</sup> Organic operational results (a non-GAAP financial measure) excludes the impact of foreign exchange and divestitures.

<sup>2</sup> Livestock revenue shown excludes MFA revenue of \$355 million in FY24 and \$47 million in FY25 and \$65 million in Q424 and \$24 million in Q425.

## Livestock Revenue ex MFA

(Millions of dollars)

FY Revenue YoY



4Q Revenue YoY



# Robust pipeline with expected major market approvals every year for the next several years

 Expected blockbusters<sup>1</sup>

## 2025

Long-Acting OA mAb (Portela)



Long-Acting OA mAb (Lenivia)



HPAI Vaccines\*



## Expected 2026

Next-Gen Chemistry Dx<sup>2</sup>



Long-Acting Cytopoint



HVT-ND



## Expected 2028 – 2029

Derm mAb



Convenia® New Formulation



Oral Vaccines



Oncology mAb 1\*



Oncology mAb 2\*



DNA Vaccine 1



## Expected<sup>3</sup> 2030+

Renal mAb Therapy\*



Obesity Therapeutic



Anxiety Therapeutic



Long-Acting Parasiticide



Cardiology Solution\*



Bacterial Vaccines



Parasite Vaccines



mHyo Microdose Vaccine



Derm Therapeutic\*



DNA Vaccine 2



### Notes:

Expected approvals in the U.S., EU or other top 10 international market based on 2024 annual revenue (Australia, Brazil, Canada, China, Japan, Mexico, and U.K.).

Content reflects projected approvals based on internal estimates. Actual results may vary due to regulatory review processes and approval requirements, or other internal and external factors, including for programs with longer-term horizons. New product innovation has a higher inherent uncertainty when compared to geographic expansion and lifecycle innovation.

Products are not ordered by value or any other criteria within each date range

<sup>1</sup> Products with expected future potential annual sales of \$100M+, not necessarily to be achieved within disclosed time horizon

<sup>2</sup> Completion of final validation expected in 2026

<sup>3</sup> Non-exhaustive

Note: As presented at the JP Morgan Healthcare Conference on January 12, 2026

\*Conditional licenses or approvals

# Pioneering emerging frontiers in Animal Health

## Why innovation in these therapeutic areas matter

		TAMs <sup>2</sup>
	<b>Chronic Kidney Disease</b>	<b>\$3.0 - 4.0B</b> 7 assets and diagnostics biomarkers under development
	<b>Oncology</b>	<b>\$1.2 - 1.7B</b> 4 assets and diagnostics biomarkers under development
	<b>Cardiology</b>	<b>\$0.8 - 1.0B</b> 9 assets and diagnostics biomarkers under development
	<b>Obesity &amp; Metabolic Diseases</b>	<b>\$0.8 - 1.0B</b> 2 assets under development
	<b>Anxiety</b>	<b>\$0.7 - 1.4B</b> 3 assets under development

<sup>1</sup> With 4% of the total dog population in early, treatable stages

<sup>2</sup> TAM represents the overall market opportunity within Animal Health, covering the full range of relevant species, customer segments, and areas of unaddressed demand. Addressable market reflects treatable conditions, not all incidence of condition

Note: Assets currently under development and have not yet received regulatory approval

Source: POP survey 2024; Kx Advisors Market Research 2024; Pet Obesity Management Market Opportunity, Growth Drivers, Industry Trend Analysis, and Forecast 2025-2034, Salonen, M., Sulkama, S., Mikkola, S. et al. Prevalence, comorbidity, and breed differences in canine anxiety in 13,700 Finnish pet dogs. Sci Rep 10, 2962 (2020), Veterinary Cancer Society and AVMA

Note: As presented at the JP Morgan Healthcare Conference on January 12, 2026

# Financial Results and Guidance

# Income Statement Highlights

(millions of dollars, except per share data)	Fourth Quarter		
	2025	2024	Change
Revenue	\$2,387	\$2,317	3%
Reported Net Income	603	581	4%
Reported Diluted Earnings Per Share	\$1.37	\$1.29	6%
Adjusted Net Income <sup>1</sup>	648	632	3%
Adjusted Diluted Earnings Per Share <sup>1</sup>	\$1.48	\$1.40	6%

<sup>1</sup> Adjusted net income and adjusted diluted earnings per share (non-GAAP financial measures) are defined as reported net income and reported diluted earnings per share, excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items.

# Income Statement Highlights

(millions of dollars, except per share data)	Full Year		
	2025	2024	Change
Revenue	\$9,467	\$9,256	2%
Reported Net Income	2,673	2,486	8%
Reported Diluted Earnings Per Share	\$6.02	\$5.47	10%
Adjusted Net Income <sup>1</sup>	2,847	2,693	6%
Adjusted Diluted Earnings Per Share <sup>1</sup>	\$6.41	\$5.92	8%

<sup>1</sup> Adjusted net income and adjusted diluted earnings per share (non-GAAP financial measures) are defined as reported net income and reported diluted earnings per share, excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items.

# Adjusted Income Statement Highlights

## Fourth Quarter

(millions of dollars)	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
Revenue	\$2,387	\$2,317	3%	1%	2%
Adjusted Cost of Sales <sup>2</sup>	708	706	—%	1%	(1)%
as a percent of revenue <sup>3</sup>	29.7%	30.5%	NA	NA	NA
Adjusted SG&A Expenses <sup>2</sup>	615	619	(1)%	1%	(2)%
Adjusted R&D Expenses <sup>2</sup>	199	186	7%	2%	5%
Adjusted Operating Expenses <sup>4</sup>	818	809	1%	1%	—%
Effective Tax Rate on Adjusted Income <sup>2</sup>	20.5%	18.2%	NA	NA	NA
Adjusted Net Income <sup>2</sup>	\$648	\$632	3%	1%	2%

NA – Not applicable

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

<sup>2</sup> Adjusted net income and its components (non-GAAP financial measures) are defined as reported GAAP net income and its components, excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items. Adjusted cost of sales, adjusted selling, general and administrative (SG&A) expenses and adjusted research and development (R&D) expenses are income statement line items prepared on the same basis, and, therefore, components of the overall adjusted income measure. Effective tax rate on adjusted income (a non-GAAP financial measure) equals the adjusted provision for taxes on income (a non-GAAP financial measure) divided by adjusted income before provision for taxes on income (a non-GAAP financial measure).

<sup>3</sup> Adjusted gross margin (a non-GAAP financial measure) was 70.3% in the fourth quarter of 2025 and 69.5% in the fourth quarter of 2024.

<sup>4</sup> Adjusted operating expenses (a non-GAAP financial measure) of \$818 million in the fourth quarter of 2025 and \$809 million in the fourth quarter of 2024 includes adjusted amortization of intangible assets of \$4 million in the fourth quarter of 2025 and 2024.

# Adjusted Income Statement Highlights

(millions of dollars)	Full Year				
	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
Revenue	\$9,467	\$9,256	2%	(1)%	3%
Adjusted Cost of Sales <sup>2</sup>	2,657	2,714	(2)%	(3)%	1%
<i>as a percent of revenue<sup>3</sup></i>	28.1%	29.3%	NA	NA	N/A
Adjusted SG&A Expenses <sup>2</sup>	2,344	2,301	2%	—%	2%
Adjusted R&D Expenses <sup>2</sup>	696	684	2%	1%	1%
Adjusted Operating Expenses <sup>4</sup>	3,057	3,003	2%	—%	2%
Effective Tax Rate on Adjusted Income <sup>2</sup>	20.3%	19.8%	NA	NA	NA
Adjusted Net Income <sup>2</sup>	\$2,847	\$2,693	6%	2%	4%

NA – Not applicable

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.<sup>2</sup> Adjusted net income and its components (non-GAAP financial measures) are defined as reported GAAP net income and its components, excluding purchase accounting adjustments, acquisition and divestiture- related costs and certain significant items. Adjusted cost of sales, adjusted selling, general and administrative (SG&A) expenses and adjusted research and development (R&D) expenses are income statement line items prepared on the same basis, and, therefore, components of the overall adjusted income measure. Effective tax rate on adjusted income (a non-GAAP financial measure) equals the adjusted provision for taxes on income (a non-GAAP financial measure) divided by adjusted income before provision for taxes on income (a non-GAAP financial measure).<sup>3</sup> Adjusted gross margin (a non-GAAP financial measure) was 71.9% in 2025 and 70.7% in 2024.<sup>4</sup> Adjusted operating expenses (a non-GAAP financial measure) of \$3,057 million in 2025 and \$3,003 million in 2024 includes adjusted amortization of intangible assets of \$17 million and \$18 million in 2025 and 2024, respectively.

# U.S. Segment Performance

## Fourth Quarter

(millions of dollars)	2025	2024	Change
Revenue	\$1,236	\$1,257	(2)%
Companion Animal	1,002	1,008	(1)%
Livestock	234	249	(6)%
Cost of Sales	213	229	(7)%
Gross Profit	1,023	1,028	—%
Gross Margin	82.8%	81.8%	NA
Operating Expenses	193	212	(9)%
Other (Income)/Deductions-net	—	(3)	**
Earnings <sup>1</sup>	\$830	\$819	1%

NA – Not applicable, \*\*Calculation not meaningful

<sup>1</sup> Defined as income before provision for taxes on income.

# U.S. Segment Performance

## Full Year

(millions of dollars)	2025	2024	Change
Revenue	\$5,097	\$5,074	—%
Companion Animal	4,220	4,054	4%
Livestock	877	1,020	(14)%
Cost of Sales	842	936	(10)%
Gross Profit	4,255	4,138	3%
<i>Gross Margin</i>	83.5%	81.6%	NA
Operating Expenses	817	805	1%
Other (Income)/Deductions-net	—	(3)	**
Earnings <sup>1</sup>	\$3,438	\$3,336	3%

NA – Not applicable, \*\*Calculation not meaningful

<sup>1</sup> Defined as income before provision for taxes on income.

# International Segment Performance

## Fourth Quarter

(millions of dollars)	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
Revenue	\$1,121	\$1,039	8%	3%	5%
Companion Animal	599	562	7%	3%	4%
Livestock	522	477	9%	2%	7%
Cost of Sales	365	336	9%	1%	8%
Gross Profit	756	703	8%	4%	4%
Gross Margin	67.4%	67.7%	NA	NA	NA
Operating Expenses	183	180	2%	3%	(1)%
Other (Income)/Deductions-net	(1)	—	**	**	**
Earnings <sup>2</sup>	\$574	\$523	10%	4%	6%

NA – Not applicable, \*\*Calculation not meaningful

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

<sup>2</sup> Defined as income before provision for taxes on income.

# International Segment Performance

(millions of dollars)	Full Year				
	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
Revenue	\$4,254	\$4,102	4%	(1)%	5%
Companion Animal	2,367	2,224	6%	(1)%	7%
Livestock	1,887	1,878	—%	(2)%	2%
Cost of Sales	1,312	1,312	—%	(5)%	5%
Gross Profit	2,942	2,790	5%	1%	4%
Gross Margin	69.2%	68.0%	NA	NA	NA
Operating Expenses	677	671	1%	(1)%	2%
Other (Income)/Deductions-net	1	1	**	**	**
Earnings <sup>2</sup>	\$2,264	\$2,118	7%	2%	5%

NA – Not applicable, \*\*Calculation not meaningful

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

<sup>2</sup> Defined as income before provision for taxes on income.

# International Segment Performance

## Fourth Quarter

(millions of dollars)	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
<b>Total International</b>	<b>\$1,121</b>	<b>\$1,039</b>	<b>8%</b>	<b>3%</b>	<b>5%</b>
Australia	84	80	5%	(3)%	8%
Brazil	112	113	(1)%	5%	(6)%
Canada	80	75	7%	(2)%	9%
Chile	40	30	33%	3%	30%
China	50	65	(23)%	—%	(23)%
France	52	45	16%	8%	8%
Germany	65	59	10%	6%	4%
Italy	35	34	3%	7%	(4)%
Japan	39	38	3%	(1)%	4%
Mexico	44	40	10%	6%	4%
Spain	37	30	23%	8%	15%
United Kingdom	89	84	6%	3%	3%
Other Developed Markets	182	151	21%	6%	15%
Other Emerging Markets	212	195	9%	—%	9%

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

Note: operational revenue results is not reflective of organic operational results.

# International Segment Performance

(millions of dollars)	Full Year				
	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
<b>Total International</b>	<b>\$4,254</b>	<b>\$4,102</b>	<b>4%</b>	<b>(1)%</b>	<b>5%</b>
Australia	329	319	3%	(4)%	7%
Brazil	393	414	(5)%	(6)%	1%
Canada	290	277	5%	(3)%	8%
Chile	139	123	13%	(1)%	14%
China	227	270	(16)%	(1)%	(15)%
France	165	156	6%	3%	3%
Germany	236	225	5%	3%	2%
Italy	137	129	6%	3%	3%
Japan	154	147	5%	1%	4%
Mexico	160	169	(5)%	(6)%	1%
Spain	145	130	12%	4%	8%
United Kingdom	325	314	4%	3%	1%
Other Developed Markets	641	564	14%	2%	12%
Other Emerging Markets	913	865	6%	(2)%	8%

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

Note: operational revenue results is not reflective of organic operational results.

# Financial Guidance

Selected Line Items (millions of dollars, except per share amounts)	Full Year 2026
Revenue	\$9,825 to \$10,025
<i>Organic operational growth<sup>1</sup></i>	3% to 5%
Adjusted cost of sales as a percentage of revenue <sup>2</sup>	Approximately 28.0%
Adjusted SG&A expenses <sup>2</sup>	\$2,430 to \$2,490
Adjusted R&D expenses <sup>2</sup>	\$715 to \$725
Adjusted interest expense and other (income)/deductions-net <sup>2</sup>	Approximately \$200
Effective tax rate on adjusted income <sup>2</sup>	Approximately 20.5%
Adjusted diluted EPS <sup>2</sup>	\$7.00 to \$7.10
Adjusted net income <sup>2</sup>	\$2,975 to \$3,025
<i>Organic operational growth<sup>1,3</sup></i>	3% to 6%
Certain significant items and acquisition and divestiture-related costs <sup>4</sup>	Approximately \$65
Reported diluted EPS	\$6.65 to \$6.75

The guidance reflects foreign exchange rates as of late January 2026 and includes the assumed impacts as a result of fluctuations in foreign exchange rates relative to the U.S. dollar compared to weighted average foreign exchange rates from 2025, as noted above.

<sup>1</sup>Organic operational results (a non-GAAP financial measure) excludes the impact of foreign exchange and certain acquisitions and divestitures.

<sup>2</sup>Adjusted net income and its components and adjusted diluted EPS are defined as reported U.S. GAAP net income and its components and reported diluted EPS excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items. Adjusted gross margin is prepared on the same basis, and, therefore, a component of the overall adjusted income measure. Despite the importance of these measures to management in goal setting and performance measurement, adjusted net income and its components and adjusted diluted EPS are non-GAAP financial measures that have no standardized meaning prescribed by U.S. GAAP and, therefore, have limits in their usefulness to investors. Because of the non-standardized definitions, adjusted net income and its components and adjusted diluted EPS (unlike U.S. GAAP net income and its components and diluted EPS) may not be comparable to the calculation of similar measures of other companies. Adjusted net income and its components and adjusted diluted EPS are presented solely to permit investors to more fully understand how management assesses performance. Adjusted net income and its components and adjusted diluted EPS are not, and should not be viewed as, substitutes for U.S. GAAP net income and its components and diluted EPS.

<sup>3</sup>We do not provide a reconciliation of forward-looking non-GAAP adjusted net income operational growth to the most directly comparable GAAP reported financial measure because we are unable to calculate with reasonable certainty the foreign exchange impact of unusual gains and losses, acquisition-related expenses, potential future asset impairments and other certain significant items, without unreasonable effort. The foreign exchange impacts of these items are uncertain, depend on various factors, and could have a material impact on GAAP reported results for the guidance period.

<sup>4</sup>Primarily includes certain nonrecurring (income)/costs, net related to divestitures, acquisitions and other charges.

# Q&A



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# Appendix



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# Reconciliation Of Reported Growth To Non- GAAP Financial Measures

## Full Year

(millions of dollars)	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
<b>Revenue by Product Category</b>					
Key Dermatology	\$1,743	\$1,640	6%	—%	6%
Key Dermatology ( <i>international</i> )	608	551	10%	—%	10%
OA Pain mAbs	568	581	(2)%	1%	(3)%
OA Pain mAbs ( <i>international</i> )	330	310	6%	1%	5%
<b>Revenue by Product</b>					
Simparica franchise	1,504	1,356	11%	(1)%	12%
Simparica franchise ( <i>international</i> )	409	357	15%	(2)%	17%
Simparica ( <i>international</i> )	225	212	6%	(4)%	10%
Simparica Trio	1,194	1,063	12%	(1)%	13%
Simparica Trio ( <i>international</i> )	183	145	26%	(2)%	28%
Librela	423	447	(5)%	1%	(6)%
Librela ( <i>international</i> )	254	246	3%	1%	2%
Solensia ( <i>international</i> )	76	64	19%	2%	17%

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

# Reconciliation Of Reported Growth To Non- GAAP Financial Measures

## Fourth Quarter

(millions of dollars)	2025	2024	Change	Foreign Exchange	Operational <sup>1</sup>
<b>Revenue by Product Category</b>					
Key Dermatology	\$426	\$417	2%	1%	1%
Key Dermatology ( <i>international</i> )	155	147	5%	3%	2%
OA Pain mAbs	137	150	(9)%	2%	(11)%
OA Pain mAbs ( <i>international</i> )	84	79	6%	4%	2%
Diagnostics ( <i>companion animal</i> )	104	93	12%	2%	10%
<b>Revenue by Product</b>					
Simparica franchise	333	324	3%	—%	3%
Simparica franchise ( <i>international</i> )	90	84	7%	1%	6%
Simparica ( <i>international</i> )	49	53	(8)%	1%	(9)%
Simparica Trio ( <i>international</i> )	41	30	37%	3%	34%
ProHeart	42	36	17%	1%	16%
Librela ( <i>international</i> )	64	62	3%	5%	(2)%
Solensia ( <i>international</i> )	21	17	24%	9%	15%

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

# Reconciliation Of Adjusted Net Income To Adjusted EBIT

Dollars in millions	2023	2024	2025
Adjusted net income attributable to Zoetis <sup>1</sup>	\$2,457	\$2,693	\$2,847
Interest expense <sup>2</sup>	239	225	222
Interest income <sup>2</sup>	(103)	(106)	(93)
Income taxes <sup>2</sup>	618	667	725
Adjusted EBIT <sup>3</sup>	\$3,211	\$3,479	\$3,701
<i>% of revenue<sup>4</sup></i>	<i>37.6%</i>	<i>37.6%</i>	<i>39.1%</i>

<sup>1</sup> Adjusted net income attributable to Zoetis (a non-GAAP financial measure) is defined as reported U.S. GAAP net income attributable to Zoetis excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items.

<sup>2</sup> As included in adjusted net income.

<sup>3</sup> Adjusted Earnings Before Interest and Taxes (EBIT) (a non-GAAP financial measure) is defined as adjusted net income attributable to Zoetis excluding (i) interest expense and interest income and (ii) income taxes (all as included in adjusted net income).

<sup>4</sup> Adjusted EBIT margin (a non-GAAP financial measure) is defined as EBIT expressed as a percentage of revenue.

# Reconciliation Of GAAP Reported To Non-GAAP Adjusted Information

**2025**

*in USD millions, except per share data*

	GAAP <sup>1</sup> Reported	Purchase Accounting	Acquisition and Divestiture-Related Costs	Certain Significant Items	Non-GAAP Adjusted <sup>2</sup>
Cost of sales	\$2,666	\$(4)	\$—	\$(5)	\$2,657
Gross profit	6,801	4	—	5	6,810
Selling, general and administrative expenses	2,378	(11)	—	(23)	2,344
Research and development expenses	698	(2)	—	—	696
Amortization of intangible assets	128	(111)	—	—	17
Total operating expenses	3,204	(124)	—	(23)	3,057
Restructuring charges and certain acquisition-related costs	51	—	(2)	(49)	—
Other (income)/deductions—net	(36)	—	—	(5)	(41)
Income before provision for taxes on income	3,360	128	2	82	3,572
Provision for taxes on income	687	29	—	9	725
Net income attributable to Zoetis	2,673	99	2	73	2,847
Earnings per common share attributable to Zoetis - diluted	\$6.02	\$0.22	\$—	\$0.17	\$6.41

<sup>1</sup>U.S. generally accepted accounting principles

<sup>2</sup>Non-GAAP adjusted net income is defined as reported U.S. GAAP net income excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items. The adjusted net income measure and its components are not, and should not be viewed as, substitutes for U.S. GAAP net income and its components. Non-GAAP adjusted net income and its components are presented solely to permit investors to more fully understand how management assesses performance.

# Reconciliation Of GAAP Reported To Non-GAAP Adjusted Information

## 2024

*in USD millions, except per share data*

	GAAP <sup>1</sup> Reported	Purchase Accounting	Acquisition and Divestiture-Related Costs	Certain Significant Items	Non-GAAP Adjusted <sup>2</sup>
Cost of sales	\$2,719	\$(4)	\$—	\$(1)	\$2,714
Gross profit	6,537	4	—	1	6,542
Selling, general and administrative expenses	2,318	(11)	—	(6)	2,301
Research and development expenses	686	(2)	—	—	684
Amortization of intangible assets	141	(123)	—	—	18
Total operating expenses	3,145	(136)	—	(6)	3,003
Restructuring charges and certain acquisition-related costs	53	—	(18)	(35)	—
Other (income)/deductions—net	(19)	—	—	(37)	(56)
Income before provision for taxes on income	3,133	140	18	79	3,370
Provision for taxes on income	637	31	4	(5)	667
Net income before allocation to noncontrolling interests	2,496	109	14	84	2,703
Net income attributable to Zoetis	2,486	109	14	84	2,693
Earnings per common share attributable to Zoetis - diluted	\$5.47	\$0.24	\$0.03	\$0.18	\$5.92

<sup>1</sup>U.S. generally accepted accounting principles

<sup>2</sup>Non-GAAP adjusted net income is defined as reported U.S. GAAP net income excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items. The adjusted net income measure and its components are not, and should not be viewed as, substitutes for U.S. GAAP net income and its components. Non-GAAP adjusted net income and its components are presented solely to permit investors to more fully understand how management assesses performance.

# Reconciliation Of GAAP Reported To Non-GAAP Adjusted Information

**2023**

*in USD millions, except per share data*

	GAAP <sup>1</sup> Reported	Purchase Accounting	Acquisition and Divestiture-Related Costs	Certain Significant Items	Non-GAAP Adjusted <sup>2</sup>
Cost of sales	\$2,561	\$(10)	\$—	\$(3)	\$2,548
Gross profit	5,983	10	—	3	5,996
Selling, general and administrative expenses	2,151	(21)	—	—	2,130
Research and development expenses	614	(1)	—	—	613
Amortization of intangible assets	149	(127)	—	—	22
Total operating expenses	2,914	(149)	—	—	2,765
Restructuring charges and certain acquisition-related costs	53	—	(9)	(44)	—
Other (income)/deductions—net	(159)	—	—	80	(79)
Income before provision for taxes on income	2,936	159	9	(33)	3,071
Provision for taxes on income	596	32	2	(12)	618
Net income before allocation to noncontrolling interests	2,340	127	7	(21)	2,453
Net income attributable to Zoetis	2,344	127	7	(21)	2,457
Earnings per common share attributable to Zoetis - diluted	\$5.07	\$0.28	\$0.02	\$(0.05)	\$5.32

<sup>1</sup>U.S. generally accepted accounting principles

<sup>2</sup>Non-GAAP adjusted net income is defined as reported U.S. GAAP net income excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items. The adjusted net income measure and its components are not, and should not be viewed as, substitutes for U.S. GAAP net income and its components. Non-GAAP adjusted net income and its components are presented solely to permit investors to more fully understand how management assesses performance.

# Reconciliation Of GAAP To Non-GAAP Financial Measures

## Reported Revenue Growth to Organic Operational Growth

<i>in USD millions</i>	Revenue	Change From Prior Year	Foreign Exchange	Operational <sup>1</sup>	Divestitures	Organic Operational Growth <sup>2</sup>
<b>2023</b>	\$8,544	6%	(1)%	7%	—%	7%
<b>2024</b>	\$9,256	8%	(3)%	11%	(1)%	12%
<b>2025</b>	\$9,467	2%	2%	3%	(3)%	6%

<sup>1</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

<sup>2</sup> Organic operational results (a non-GAAP financial measure) excludes the impact of foreign exchange and divestitures.

# Reconciliation Of Adjusted Net Income Growth To Non-GAAP Financial Measures

<i>in USD millions</i>	Adjusted Net Income <sup>1</sup>	Change From Prior Year	Foreign Exchange	Operational <sup>2</sup>	Divestitures	Organic Operational Growth <sup>3</sup>
2023	\$2,457	7%	—%	7%	—%	7%
2024	\$2,693	10%	(5)%	15%	—%	15%
2025	\$2,847	6%	2%	4%	(3)%	7%

<sup>1</sup> Adjusted net income (a non-GAAP financial measure) is defined as reported U.S. generally accepted accounting principles (GAAP) net income, excluding purchase accounting adjustments, acquisition and divestiture-related costs and certain significant items.

<sup>2</sup> Operational results (a non-GAAP financial measure) excludes the impact of foreign exchange.

<sup>3</sup> Organic operational results (a non-GAAP financial measure) excludes the impact of foreign exchange and divestitures.

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