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## VETERINARY THERAPEUTICS PRODUCER

**Projected 2022 Revenues: \$2,900,000**

**Projected 2022: \$974,000**

**CUSTOMER MARKET MIX:**

**Veterinary Practices: 65% Animal Health Distributors: %25% Universities & Vet Schools: 10%**

For over 35 years, the Company has been an industry leading producer of therapeutic plasma antibodies for veterinary use. As the premier, licensed producer of hyperimmune plasma antibodies for horses, the Company expanded its offerings to include products for cows, goats, llamas, camels and alpacas, and is one of the fastest growing companies in the industry.

The Company produces the only equine trivalent botulism antitoxin in the world, a testament to the technical excellence of its staff. Combined with the Company's additional services, such as custom antibodies, preclinical animal studies, cGMP production, accredited housing and custom animal blood products, the Company has earned its reputation as an industry-leader and knowledge source for leading institutions and regulatory bodies.

Management has invested in scientific investigations for every product and process, producing highly robust equipment, effective products, and reliable processes to produce. Further, the Company's proprietary approach is triple the production rate of pheresis that competitors can achieve, resulting in much lower unit costs that allow for competitive pricing with premium margins.

- **Lowest Cost Provider:** The Company's costs are up to 35% lower than its direct competitors, providing for price increases to weather economic constraints while maintaining pricing power over its peers.
- **New Vaccine Development:** The Company has developed a highly successful new animal vaccine development process with broad applications for use. The Company is applying for a provisional patent in the next 12 months.
- **Strong Operational Framework:** All of the Company's key processes are documented in formal SOPs that assist in new personnel training, create operational efficiency and will enable an easy transfer of ownership.
- **Diversified Customer Base:** No single customer accounted for more than 11% of revenue during the historical period and the top 3 clients have worked with the Company for 20-35yrs respectively. **e. Market Expansion:** The Company has the opportunity for significant international market expansion representing an untapped potential for the premier producer of hyperimmune plasma antibodies.

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