

## ASX ANNOUNCEMENT

# Apiam exceeds prospectus forecasts as it establishes foundation for future growth

### Highlights

- Revenue of \$54.1m and EBITDA of \$2.1m exceeds prospectus forecasts
- Acquisition of Quirindi Veterinary Group
- Three-year growth strategy on track

**Bendigo, Australia, 26<sup>th</sup> August 2016.** Apiam Animal Health (Apiam) (ASX:AHX) today announced revenue of \$54.1m for the initial trading period of eight months, exceeding its statutory prospectus forecast by 11.4%.

Apiam also reported earnings before interest, tax, depreciation and amortisation (EBITDA) of \$2.1 million for the period, exceeding forecast by 16.8%. The Net Profit before tax (NPBT) of \$1.1m exceeded forecast by 94.5%. The profit before tax excluding one-off expenses was \$4.5m. One-off expenses of \$3.4m were budgeted for and related to the initial public offering and the acquisitions.

“We are determined to be the trusted provider of veterinary services for farmers around Australia, helping them achieve their financial goals by keeping their animals healthy and productive and in turn delivering returns for our shareholders. We will continue to provide leading veterinary services for companion animals, equine and other species to ensure that our regional and rural communities are provided with superior animal health care,” Managing Director Dr Chris Richards said.

“Since successfully listing the company on the ASX in December 2015, Apiam has focused on establishing a strong foundation upon which we will build and grow the business,”

“We also remain vigilant for further synergistic acquisition opportunities that will expand our footprint and deliver new or higher levels of service that improve our value proposition to clients,” Dr Richards said.

As part of the strategy, Apiam recently announced it had acquired Quirindi Veterinary Group, based in New South Wales, for \$11.57 million. The acquisition is expected to be earnings accretive, and will be funded using Apiam’s existing bank facilities.

“FY17 will see us accelerate our investment in systems and resources to provide the solid foundation required for further acquisitions and growth plans. Once these processes have been integrated, we will leverage our performance to increase the services we offer, enhance customer relationships, improve customer profitability and reduce our operating expenses” Dr Richards said.

Apiam will host a conference call to discuss the results.

The call will be at 10am and be hosted by Managing Director Chris Richards and Chief Financial Officer Matt White.

To access the call please use the log in details below.

These numbers are toll-free dial-in numbers for each country listed below. For countries not listed below, the Australian Participant Toll number listed above can be dialled.

To ask a question, participants will need to dial “\*1” (star, 1) on their telephone keypad.

A recording of the call will be hosted at <http://www.openbriefing.com/OB/2272.aspx>.

**Conference ID no: 987 783**

Dial In nos:

Australia toll free:	1800 558 698
Australia toll:	+61 2 9007 3187
Canada:	1855 8811 339
China:	4001 200 659
Hong Kong:	800 966 806
India:	0008 0010 08443
Japan:	0053 116 1281
New Zealand:	0800 453 055
Singapore:	800 101 2785
United Kingdom:	0800 051 8245
United States:	1855 8811 339

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## About Apiam

Apiam Animal Health is positioned in the Australian market as a vertically integrated animal health business providing a range of products and services to Production and Mixed animals. Apiam Animal Health's strategy is to service Production and Mixed animals throughout their lifecycle, including the provision of veterinary services, ancillary services, genetics, wholesale and retail of related products, together with technical services related to food-chain security.