

Our Geographical Footprint

We currently have sales and marketing organisations in 25 countries and market our products in 72 other countries worldwide through distributors or marketing partners.

72

Countries in which our products are sold via a distributor

25

Countries in which our sales and marketing teams are based

7

Countries in which we manufacture

Europe

Dechra Veterinary Products markets and sells Dechra's products in 42 countries either via its own sales and marketing organisations or via distributors. Its main distribution centre is in **Denmark**. There are manufacturing sites and Product Development and Regulatory Affairs teams in **Croatia**, the **Netherlands** and the **UK**.

Major geographies:
France, Germany, the Netherlands and UK

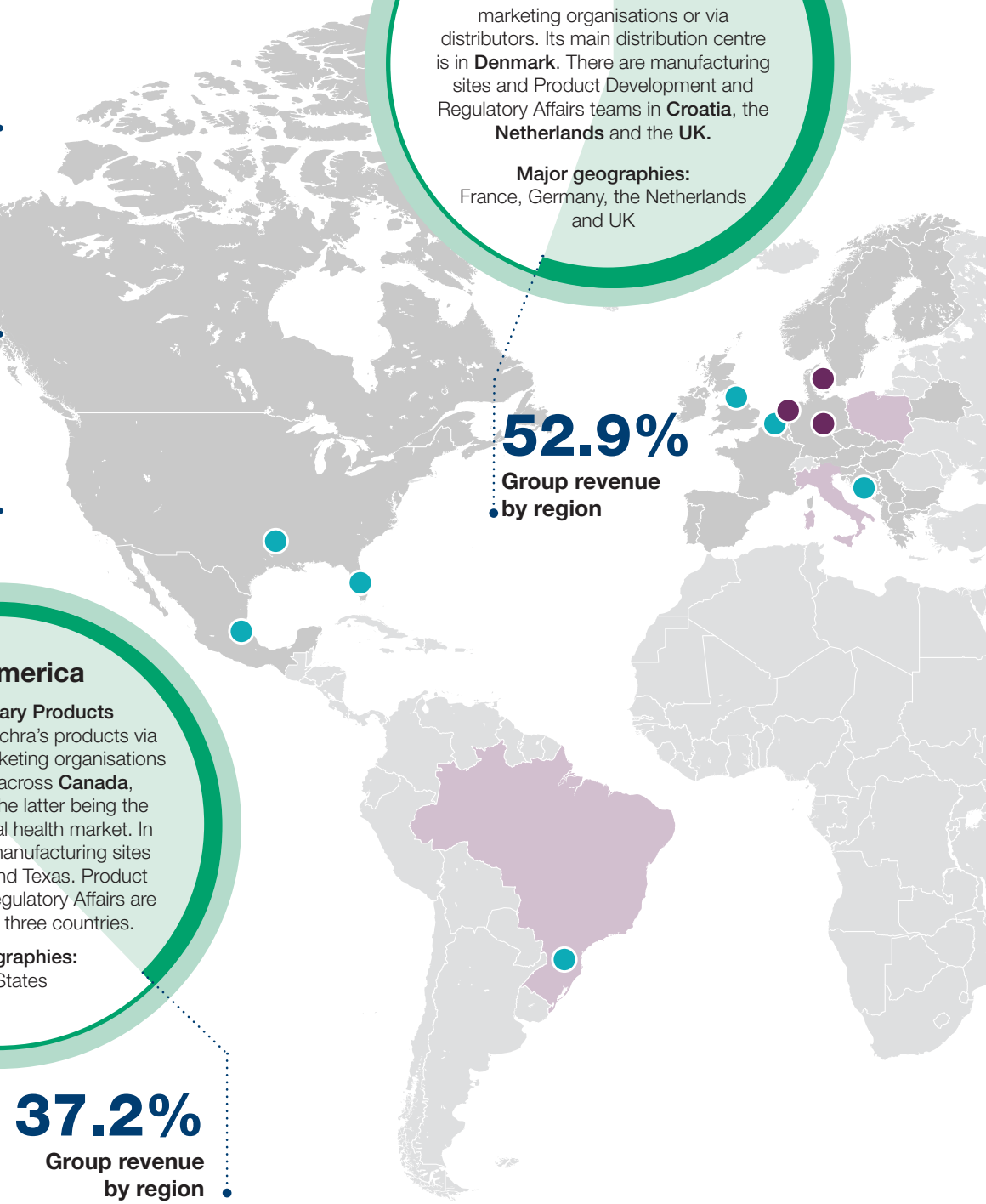
52.9%
Group revenue by region

North America

Dechra Veterinary Products markets and sells Dechra's products via its own sales and marketing organisations or via distributors across **Canada**, **Mexico** and **USA**, the latter being the world's largest animal health market. In addition, there are manufacturing sites in Florida, Mexico and Texas. Product Development and Regulatory Affairs are also located in the three countries.

Major geographies:
United States

37.2%
Group revenue by region



- Key to map
- Manufacturing Sites
 - Logistics Sites
 - Established markets (Sales and Marketing)
 - Developing markets (Sales and Marketing)
 - Emerging markets (Distribution Partners)

Sales
£515.1m

Growth
6.8%

at CER from 2019 to 2020

Geographical Expansion is one of our Growth Drivers

→ Read more about [Our Marketplace](#) on pages 10 to 13

9.9%

Group revenue by region

Rest of World

Dechra has manufacturing facilities and a Product Development and Regulatory Affairs presence in **Australia** and **Brazil**. Dechra Veterinary Products markets and sells Dechra's products in 45 countries either via its sales and marketing organisations (**Australia, New Zealand (ANZ)** and **Brazil**) or via distributors.

Major geographies:
ANZ, Asia and Brazil

Our strategic growth drivers ensure sustainable growth

Pipeline Delivery

Portfolio Focus

Geographical Expansion

Acquisition

→ Read more about [Our Strategy](#) on pages 18 to 21

