

GROUP **D&P** | DÔMES  
PHARMA

PRESENTATION



LINKED BY  
NATURE



## WHO IS DÔMES PHARMA?

A French independent family group, present for 75 years in the veterinary pharmaceutical industry.

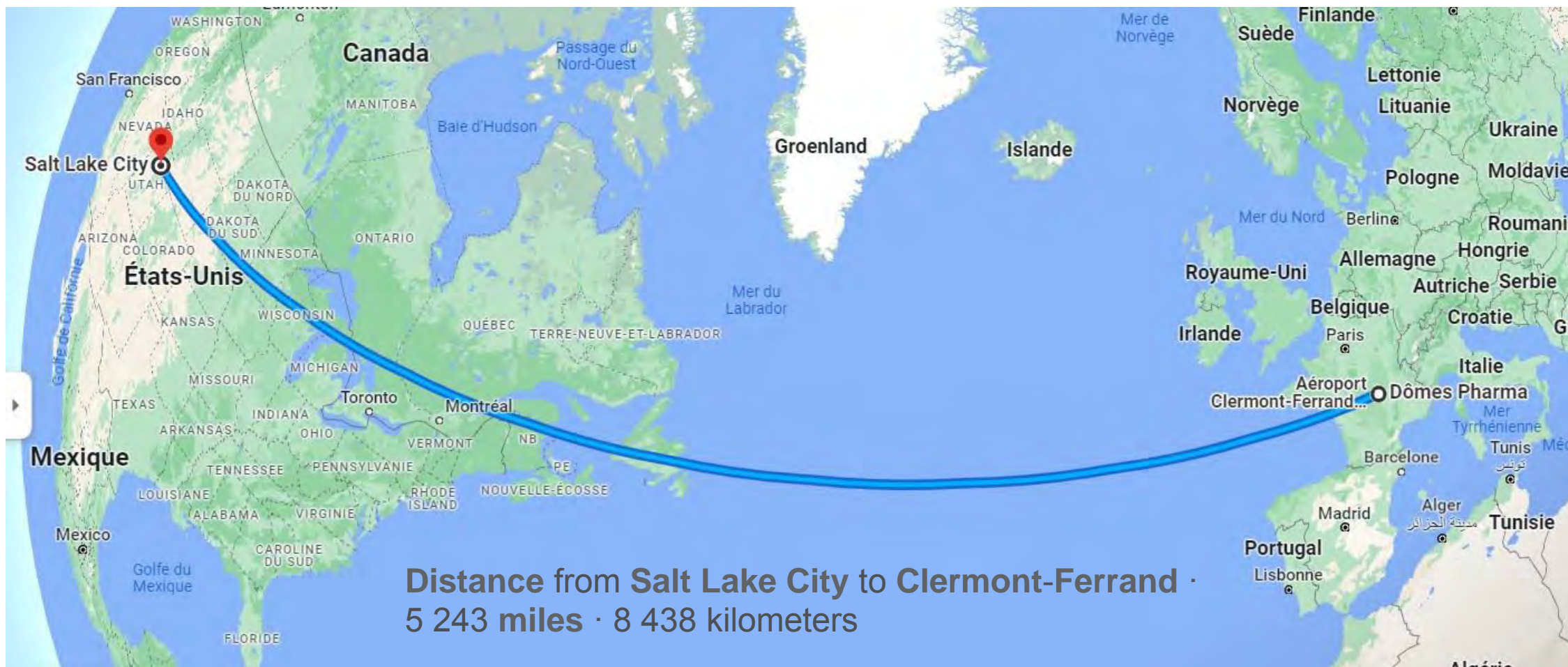
The Group is based in Auvergne, The Chaîne des Puys in Auvergne includes 80 volcanoes over 35 km on a plateau at 1000 m elevation. It has been listed as a UNESCO World Heritage Site since 2018.

The name of the group comes from volcanoes which are formed by the progressive extrusion of very viscous lava, accumulating in the shape of a dome (dôme in French).



Puy-de-Dôme Volcano

# WHERE IS DÔMES PHARMA?





## WHERE IS DÔMES PHARMA?

Dômes Pharma head office is located in Pont-du-Château, near Clermont-Ferrand, in Auvergne area (center of France).

The group is also present in UK, Germany, Spain and Portugal.

**87 M€**

Turnover 2022

**390 employees**

Including 80 field sales staff. 7 sites in France, the UK, Germany and Spain.

**85%**

of our turnover in animal health

**140 Products**

65 AMM in France and 25 worldwide.

**30 countries**

3 by ourselves: France, UK, Germany, Spain and Portugal

GROUP **DP** | DÔMES  
PHARMA



**RAISON D'ÊTRE** : (Re)inventing, with passion and humanity, solutions for the health and well-being of pets for more complicity and a better life.

## Key Figures

**Vertical integration,** development, manufacturing and marketing of **leading brands in animal and human health**, present in **3 major distribution channels**: pharmacies, veterinary clinics and the Internet.

**A Head office and 7 subsidiaries with recognised know-how**, companies on a human scale, flexible and agile.



Dômes Pharma  
Head Office



## Boldness and innovation for 3 generations

Daughter and granddaughter of the founders of the companies and brands of the Dômes Pharma Group, **Anne Moulin** has been a member of the governance bodies since 2012 and has been in charge of North American development at the head of Dômes Pharma US since September 2022.

The group was built on the conviction that taking care of the animals that share our daily lives also means preserving everyone's health. This is the meaning of our signature, "Linked By Nature", naturally inspired by the "One Health" concept, which reminds us that health can only be global.



# A FAMILIAL HISTORY

## 1<sup>st</sup> GENERATION Pioneers in animal health



The history of DÔMES PHARMA began after the Second World War with **René MOULIN**, a pharmacist in Clermont Ferrand. Passionate about animals, he anticipated the growing need for veterinary products for pets. At the back of his pharmacy, he developed a range of Moulin Veterinary Products which soon became locally renowned. In 1963, Simone Moulin, his wife, convinced him to go into industrial production. Simone MOULIN managed the company during 32 years. In the 1970s, she was joined by her son Jean Moulin, who wanted to diversify the clientele by addressing the range to veterinarians.

## 2<sup>nd</sup> GENERATION Creation of an industrial group



In the 80s, René Moulin's son, **Jean Moulin** bought a small phytotherapy laboratory with his friend, **Chantal LUGNIER**, also a pharmacist, then they bought the veterinary division of a laboratorie specializing in human ophthalmology. They set themselves two major objectives: to meet the new regulatory requirements and to develop the sales force. The 1990s and 2000s were marked by the ambitious construction of a drug production plant, EUROPHARTECH (1992) and the launch of flagship drugs for the TVM laboratory such as Vitamin K1 and Loperal..

## 3<sup>rd</sup> GENERATION International ambition

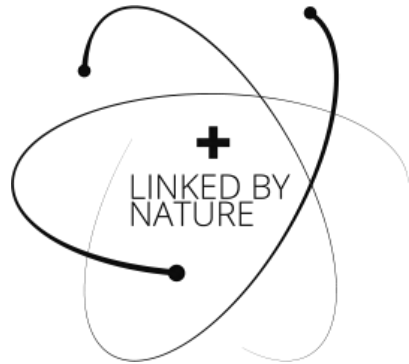


With a background in management, administration and international business and three years spent in one of the Group's subsidiaries, **Anne Moulin**, daughter of Jean Moulin, joined the Group's management team in 2008 and became President of the EXCOM in 2016, with the aim of shaping the Group with her skills and vision. "We want to be an independent, international and multi-channel player in animal health". Accompanied by her management team, Anne Moulin focused on implementing her digital and international strategy and in 2016 offered the Group its first European subsidiary in the UK..

# Our values



Our heritage also includes historical values that give meaning to our actions. These values are the pillars of our corporate culture, the common bond that drives us.



Think with **BOLDNESS**



act with **RESPONSIBILITY**



show **KINDNESS**





**Sébastien BOUSSEMART**  
COO - Business Dev. Director  
Doctor of Veterinary Medicine



**Anne MOULIN**  
President of  
Dômes Pharma US



**Aline ALEDO**  
Human Resources Director



**Eric MARMONNIER**  
Finance Director



**Etienne SAUNIER**  
R&D Director  
Doctor of Veterinary Medicine

# Our Organisation

## Executive committee

To deal with complex problems and gain agility, it is necessary to be able to draw on the knowledge and experience of all. Since 2019, the Group has embarked on a **managerial transformation** that enables it to take advantage of collective intelligence. A less hierarchical model where expertise gives way to co-construction, where we dare to trust and which integrates the emotional dimension as part of working relationships and decision-making.



# Head office & 7 subsidiaries

in full synergy



  
**DEVELOPMENT  
 & SUPPORT SERVICES**



## MANUFACTURING

 YOUR INDUSTRIAL PARTNER  
**EUROPHARTECH**  
 ONLYSOLUTIONS

ANIMAL HEALTH  
 HUMAN HEALTH



## COMMERCIALISATION

 **DP** | DÔMES PHARMA  
 France, Iberia, US

ANIMAL HEALTH  
 HUMAN HEALTH



ANIMAL HEALTH



ANIMAL HEALTH



 **tvm**  
 Smart. Inspired.  
 Essential.  
 UK, Deutschland

ANIMAL HEALTH



ANIMAL HEALTH



## DISTRIBUTION

  **Wanimo**  
 LA MARQUE D'AFFECTION

ANIMAL HEALTH



## BUSINESS DEVELOPMENT



**Sébastien BOUSSEMART**  
C.O.O - DVM

## HUMAN RESOURCES



**Aline ALEDO**  
Group Director

## FINANCE



**Eric MARMONIER**  
Group Director

## R&D



**Etienne SAUNIER**  
Group Director - DVM

## INTERNATIONAL BUSINESS



**Paul THIOU**  
Group Director

## MANUFACTURING



**Christophe MANTION**  
Industrial Director  
Strategic alliances

## LEGAL



**Laurence SIEDEL**  
Group Director

## SUPPLY CHAIN



**Arnaud SOUBRAS**  
Group Manager

## IT



**Emmanuel CASTELBOU**  
Group Director

## COMMUNICATION



**Florence LEPAGE**  
Group Director

## MARKETING



**Eric TOUQUET**  
Group Director

## QUALITY



**Sarah ROUZET**  
Group Director

# 3 complementary Expertises



## DEVELOPMENT

Dômes Pharma  
*Head Quarter*



## MANUFACTURING

EUROPHARTECH



## MARKETING & SALES

Dômes Pharma (FR, ES),  
TVM (UK, DE), Wanimo

Our vertical integration allows us to **master the entire value chain**. This specificity puts us in **contact with all the players in animal health**: scientific community, Manufacturers, pharmacists, veterinarians and pet owners.





# EUROPHARTECH

DÔMES PHARMA MANUFACTURING



**Christophe MANTION**  
Industrial Director  
Strategic alliances

- ⚙️ CDMO for the human and veterinary pharmaceutical industry.
- ⚙️ Specialized in the production of tablets, capsules and non-sterile liquid form
- ⚙️ Positioned on the market for small and medium complex series and batches.
- ⚙️ Services ranging from development to manufacturing, including technical and marketing authorization files.
- ⚙️ Latest INNOVATION: TASTY TECH, which combines pharmaceutical requirements with the palatability of pet food.



# In France, 2 channels 2 exclusive sales teams +



**Philippe ROYNARD**  
Country Manager France

DÔMES PHARMA **VÉTÉINAIRE**

DÔMES PHARMA **OFFICINE**



In France, the Group markets its products in **veterinary practices** with 20 veterinary representatives and in **pharmacies** with 36 pharmaceutical representatives. The 2 divisions are grouped within

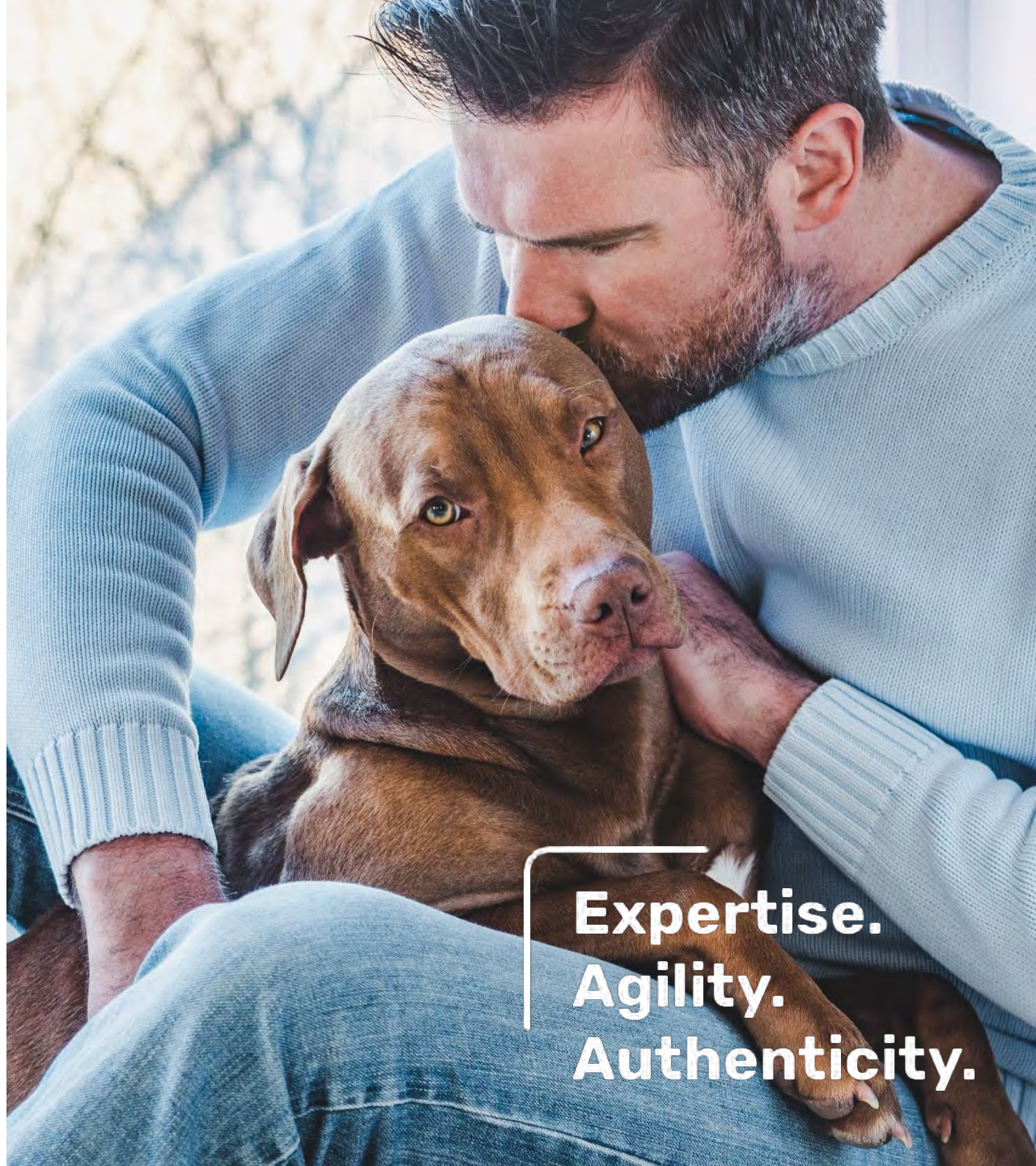
DÔMES PHARMA **FR**



# Veterinary Division

DÔMES PHARMA  
FR

- + **Expert in specialty therapeutic areas** that meet the needs of everyday veterinary practice
- + **Leader in ophthalmology, neurology and intoxication management.**
- + Very well established in specialties such as the **management of older** animals (joint problems, cerebral senescence and behaviour), **gastroenterology** and **hygiene and well-being products.**



**Expertise.  
Agility.  
Authenticity.**

# Pharmacy Division

DÔMES PHARMA FR

- +** Regroups all the Group's OTC activities distributed through the pharmacy network.
- +** 3 product ranges & emblematic brands:
  - **Animal health:** Biocanina
  - **Human health:** Léro, food supplements
  - **Medical devices:** Aspivenin
- +** 40% of Aspivenin's turnover is generated through exports to over 40 countries via a network of distribution partners.







## 4 subsidiaries abroad



The Dômes Pharma Group has a direct presence in **the top 3 European countries for veterinary medicines**: France, UK, Germany and in Spain and Portugal.

- + Since 2016 in the UK with **TVM-UK** and its exclusive sales team.
- + In 2021, opening of **TVM Tiergesundheit** in Berlin with an exclusive sales Team.
- + Since 2023 in Madrid, **Dômes Pharma Iberia** has been developing the Spanish and Portuguese market.
- + In 2022, the Group opened the **Dômes Pharma US** subsidiary in Boston to prepare its entry into the North American market.



**Anne MOULIN**  
Country Manager USA



**Bernd LOEFFLER - DMV**  
Country Manager Germany



**Jonathan Hill**  
Country Manager UK



**Ana MORCATE - DMV**  
Country Manager Iberia  
(Spain - Portugal)





# Export Division +

INTERNATIONAL  
BUSINESS



**Paul THIOU**  
Group Director

The Group's ambition is to generate 35% of its  
Animal Health sales internationally by 2025.

## 75 products

Of which 25 international AMM



# smart <sup>2025</sup> MOVES

**Our Smart moves 2020-2025 aim to develop the Group while cultivating a positive footprint.**

It is about balancing the past, present and future, health and the environment, and aligning business performance with concrete responses to societal needs.



## #CULTIVATE Our positive impact

- Significantly reducing our carbon footprint
- Focusing on skills and employee development



## #ANTICIPATE Possible futures

- Strengthening our independence and industrial agility
- Putting innovation at the heart of the daily life of all our businesses
- Guiding our decisions and actions by the satisfaction of all our customers



## #EXPLORE New territories

- Developing our international presence and multi-channel distribution
- Exploring the opportunities for innovation offered by sustainability and customer satisfaction.



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# LINKED BY NATURE

Seventy-five years ago, our expertise in animal health was developed in response to the emerging need to provide care - and a better life - for household pets. Three generations later, this mission is still embodied in our signature 'Linked by nature', inspired by the One Health concept, which expresses the unique and unbreakable relationship between humans and animals.

**Having a positive impact is at the heart of the Dômes Pharma Group's mission: to contribute to the improvement of animal health and to preserve human health while respecting our environment, because we are all linked by nature.**



# Welcome in Dômes Pharma Group!

Visit our websites for further information:

- [Dômes Pharma corporate website](#)
- [TVM UK](#) (UK subsidiary)
- [Europhartech](#) (CDMO plant)