



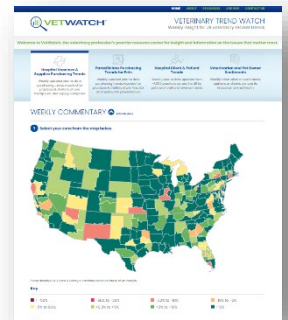
VetWatch™ Commentary For Week 3 - thru January 22, 2022

Overview:



Helping veterinary hospitals and the animal health industry stay on top of the ever-changing landscape being impacted by current events using real time data.

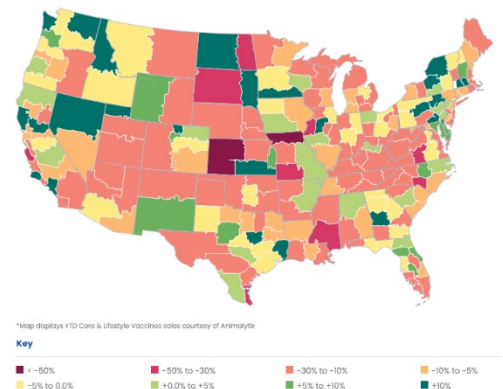
Animalytix has teamed up with NAVC, Animal Care Technologies, Circa Healthcare, M/A/R/C Research, Cleveland Research and Packaged Facts along with our sponsors to provide VetWatch™ and Vet Watch™ Insights. The goal of VetWatch™ is to deliver the critical information needed by practices and those supporting the veterinary profession to better assess the scope, velocity, and significance of developments in the veterinary care sector across the United States: www.vetwatch.com



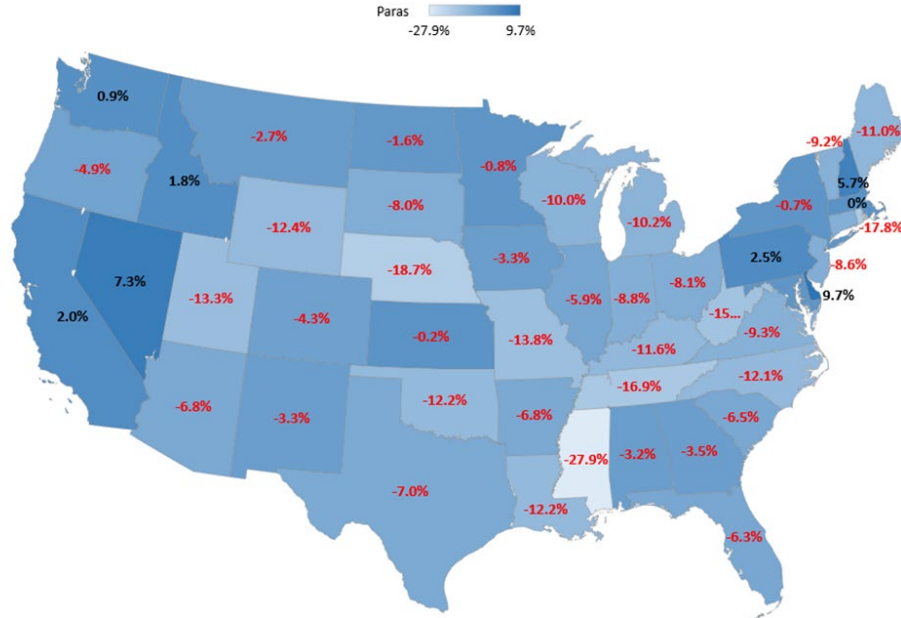
Hospital Vaccines, Supplies and Parasiticides Purchasing Trends

Weekly purchasing trends reported for practices & shelters of core therapeutic and supply categories.

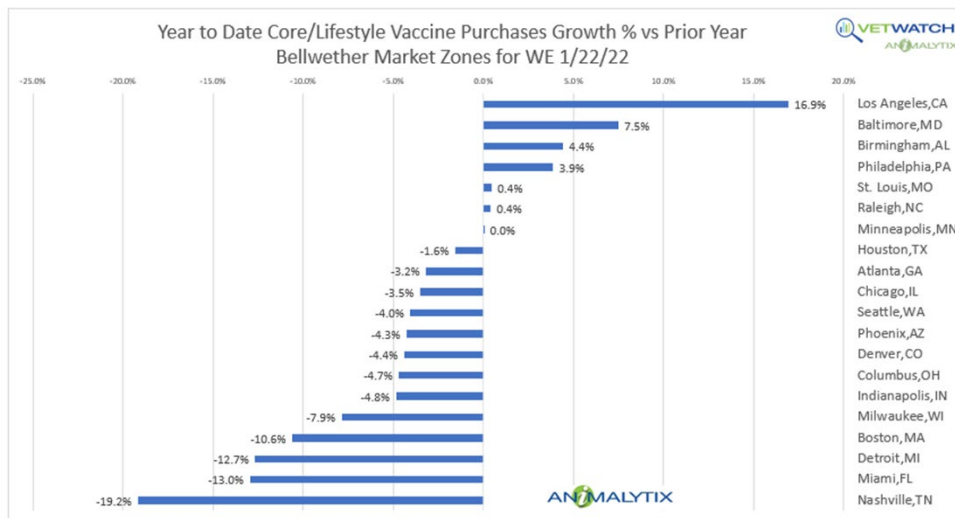
For the week ending January 22, 2022, year over year reporting showed changes from the previous week's results among the respective categories ranging from (-2.7%) to +1.1%. Core and Lifestyle vaccine indices for canine and feline patients softened somewhat and remained negative at (-5.8%) growth across the 32,000+ practices and shelter locations in the Animalytix Marketplace. YTD Kennel Cough vaccine purchases, which provide a measure of the pet mobility, fell slightly versus the previous week and remained in negative territory at (-7.7%). Purchases of chronic care medications and surgical consumables were +0.5% and (-2.1%) respectively for the week while parasiticides growth improved to +9.3% YTD.



YTD Canine & Feline Core & Lifestyle Vaccine Growth for week ending 1/22/2022
National Total -5.8%



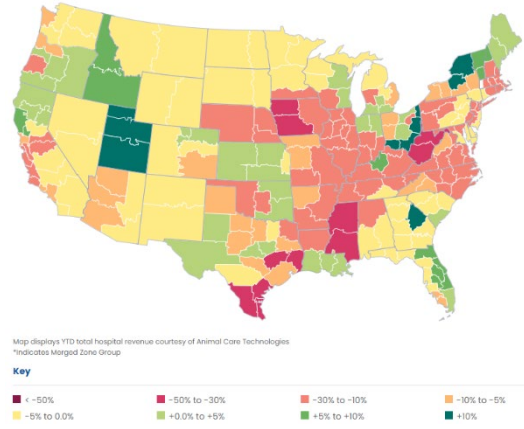
Among the “Bellwether” Vetalytix reporting zones, seven were in positive growth territory vs PYTD with the Los Angeles, CA zone leading all markets with +16.9% growth vs PY. Growth for the Baltimore, MD zone performance was notable at +7.5% while Nashville, TN was the laggard in the group at (-19.2%).



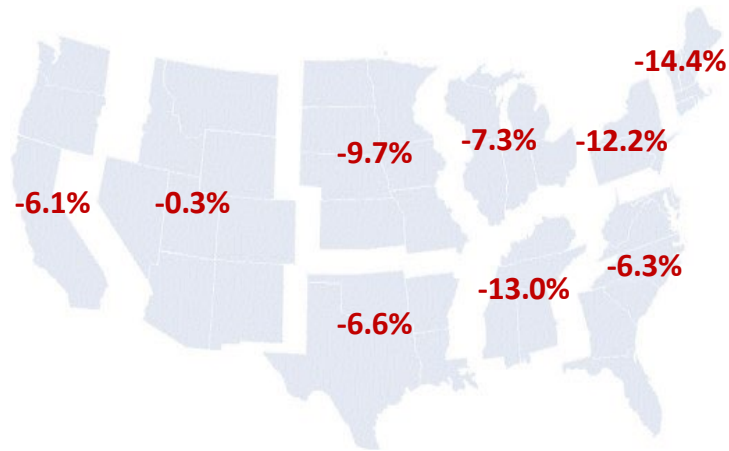
Hospital Client and Patient Trends

Weekly updates from ~4,000 practices across the US for pet owner visit and revenue trends.

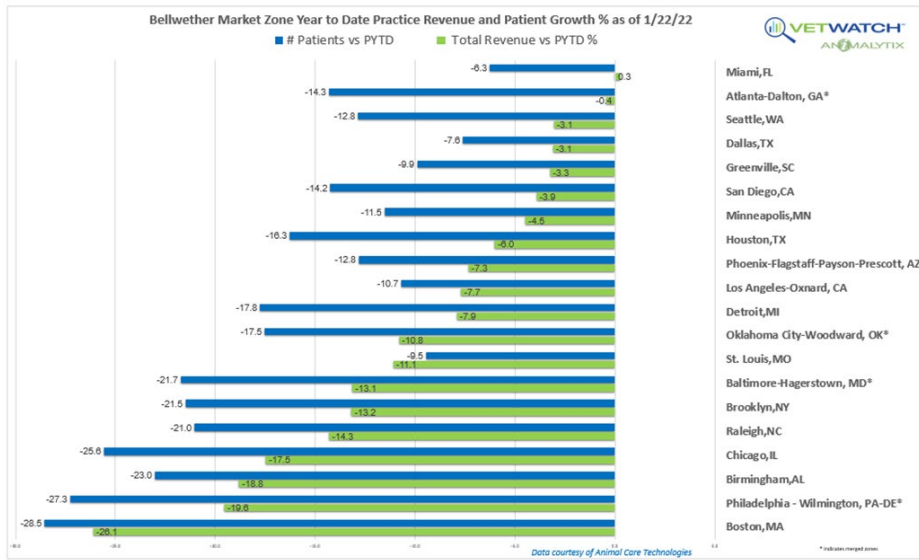
For the week ending January 22, 2022, aggregate YTD practice revenues slightly lower compared with PY with (-7.8%) net growth versus the first week in 2021 for the ~3,000 reporting practices. Period performance growth in unique patients(pets) was also lagging at (-14.2%) as was unique client and invoice growth, both posting (-13.8%) growth vs PYTD results. Invoice growth finished down (-7.8%) YTD vs 2021 YTD.



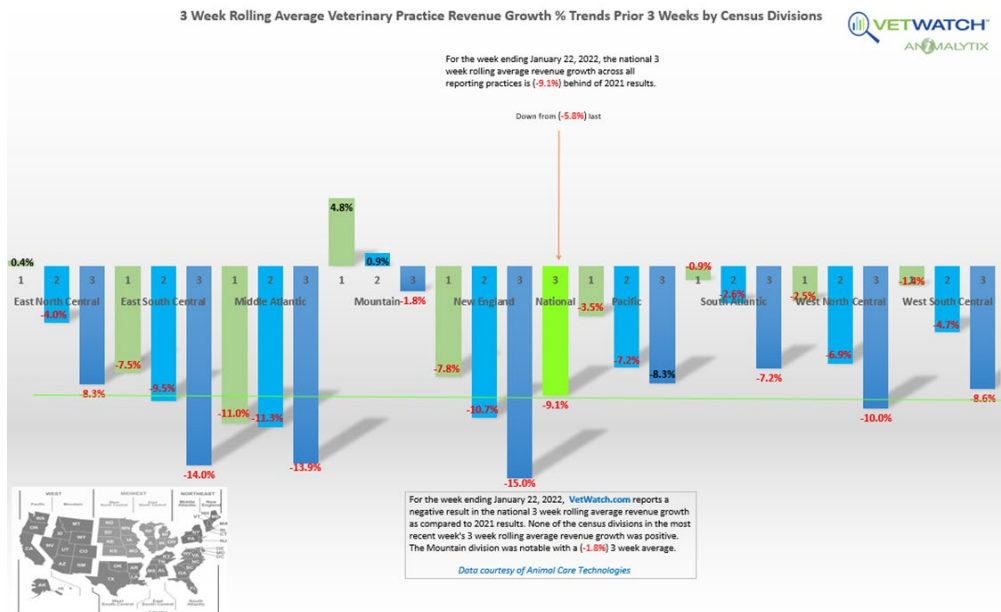
YEAR TO DATE HOSPITAL REVENUE GROWTH



Among the listed “Bellwether” market zones, Miami, FL lead with +0.3% YTD revenue growth while unique patient growth fell by (-0.3%). Boston, MA was notable among the laggard zones, finishing at (-26.1%) revenue growth and (-28.5%) growth in unique patients vs PYTD.



Following more current trends, the national 3-week rolling average for practice revenue growth fell to (-9.1%). None of the nine Census Divisions posted positive revenue growth for the current rolling 3-week average. The rolling 3-week average revenue growth index is designed to provide a view of relative robustness of growth trends (e.g., market velocity) for each reporting zone. A positive value indicates rolling revenue growth vs the prior year reported 3-week period.



Veterinarian and Pet Owner Sentiments

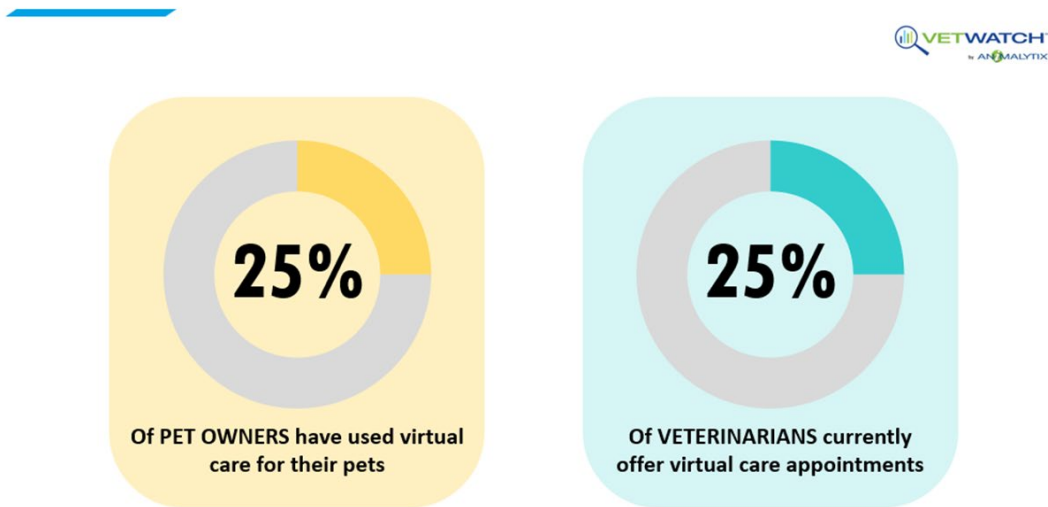
Weekly insights as reported by veterinarians and pet owners sourced from M/A/R/C Research, Cleveland research Company, and Packaged Facts.

M/A/R/C Research has conducted multiple online surveys among US pet owners to better understand the impact of the COVID-19 health crisis on the animal health industry. For a recent presentation, M/A/R/C research conducted research to provide a deep dive into curb-side & telemedicine perceptions.

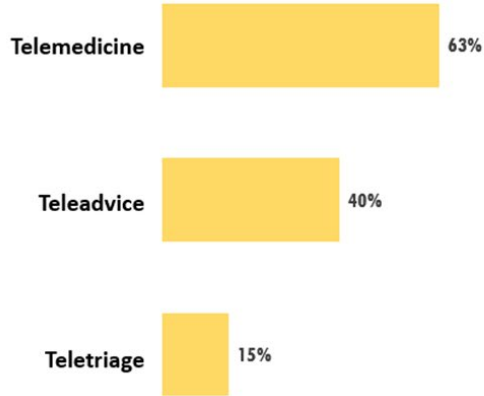
M/A/R/C conducted an online survey among 1,000 pet owners and 100 veterinarians between August 9-16, 2021.

The number of Vets providing virtual care appointments is currently meeting the demand of pet owners. Increasing the offering of virtual care will produce a demand on usage from clients.

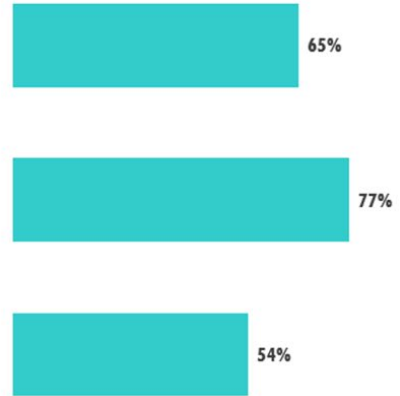
While Vets offer multiple forms for virtual care, pet owners primarily use telemedicine. High use of telemedicine versus other forms may be because they want an actual diagnosis or they are not aware that their vet offers the other forms of virtual care services. Teleadvice being offered by more vets may be because they don't know the legal implications of telemedicine in their state and are trying to avoid potential issues.



**Type of Virtual Care Visit Used By
Pet Owners**



**Type of Virtual Care Visit
Offered By Vets**



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