

MWI Animal Health PROJECT OVERVIEW

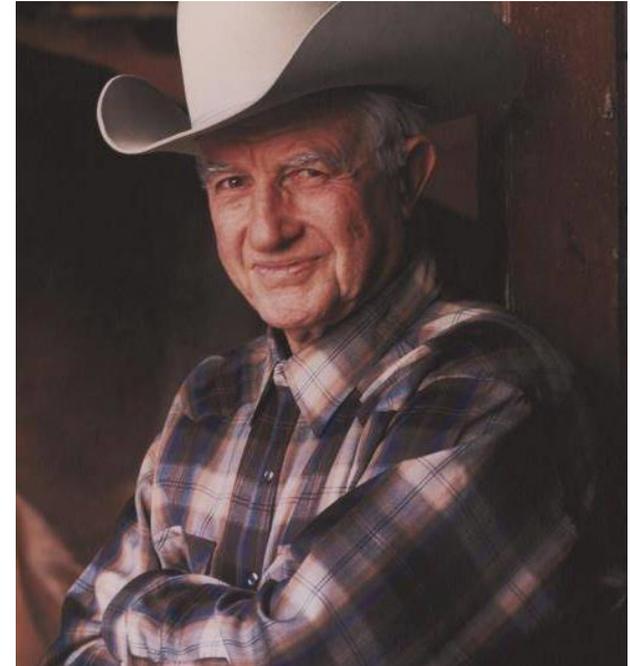
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Thomas Wakefield, MWI Animal Health

HISTORY OF MWI Animal Health

The name MWI comes from the initials of Millard Wallace Ickes, a DVM and accomplished equestrian, affectionately known as Doc. In the mid 1970's, he recognized - based on a decade of running his mixed animal veterinary hospital in Idaho - that veterinarians in the northwest region were simply too isolated from manufacturers to receive quality service and too small to qualify for large discounted purchases. He converted cages in the back of his veterinary clinic into storage units, and a distribution company was born.

The MWI business today operates in the same way Doc's did. We recognize challenges in the animal health industry, and we develop practical solutions to remedy them. While much has changed since those early days, we remain deeply proud of Doc's principles, values and vision, and we use them as the foundation for our future.



Markets for MWI Animal Health



Veterinary Practices – We build lasting relationships with veterinarians through a deep understanding of clinic operations, competitive pressures and growth strategies.



Cattle, Swine and Poultry Producers – We offer expertise on animal health products, technology solutions and management systems to help maximize the long-term success of cattle, swine and poultry operations.



Ag Retailers – We offer expertise on animal health products, marketing, business management strategies and promotions to help maximize efficiency and capitalize on Ag retailers inventory investment.



Manufacturer Services – We provide national distribution and full support services to our manufacturer partners, large and small and we help manage all the important aspects of the business, from sales and marketing to logistics.

PRODUCTS AND SOLUTIONS

ALLYDVM – The most powerful and customizable client engagement platform in the veterinary industry, built to help solve the most important challenges faced by practices today — client retention and client compliance.

Capital Equipment – The MWI Equipment team is comprised of a knowledgeable group of individuals who have clinical experience and a sole focus on veterinary capital equipment and a true interest in technology and effective clinical applications of that technology.

Distinct Advantage™ Program - MWI provides the products and services needed to optimize inventory investment and help optimize investments in the other essential areas of business management.

Online Store - Built on everything we learned from customers across the country, our online store makes ordering, pulling reports and managing your inventory easier than ever.

PROPOSED PROJECT SITE

5025 S. SR 267

146,000 square feet



PROJECT PARAMETERS

Existing Jobs to be Relocated to Zionsville	125
Annual Payroll	\$4.65M
New Job Commitment by 12/2024	51
Annual Payroll	\$2.05M
Capital Investment by 12/2021	\$5.8M
<i>New Machinery & Equipment</i>	\$4.5M
<i>IT Equipment</i>	\$1.3M

THANK YOU.



QUESTIONS?

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