

# Glossary

The following is a glossary of a number of the terms and acronyms which can be found within this document:

## **Adriatic region**

Croatia, Bosnia-Herzegovina, Serbia and Slovenia

## **AER**

Actual Exchange Rate

## **API**

Active Pharmaceutical Ingredient

## **APM**

Alternative Performance Measures

## **BEPS**

Base Erosion Profit Sharing

## **Bioequivalence**

The demonstration that the proposed formulation has the same biological effects as the pioneer product to which it is being compared. This is usually demonstrated by comparing blood concentrations of the active over time, but can be compared using a clinical endpoint (e.g. lowering of a worm count) for drugs that are not absorbed or for which blood levels cannot be determined

## **bps**

Basis Points

## **CAGR**

Compound Annual Growth Rate

## **CAP**

Companion Animal Products

## **CER**

Constant Exchange Rate

## **CMOs**

Contract Manufacturing Organisations

## **CPD**

Continuing Professional Development

## **CRM**

Customer Relationship Management

## **CSOP**

Company Share Option Plan

## **CTR**

Clinical Trials Required

## **Dechra Values or Values**

Dedication, Enjoyment, Courage, Honesty, Relationships and Ambition

## **DPM**

Dechra Pharmaceuticals Manufacturing

## **DSC**

Dechra Service Center

## **DVP**

Dechra Veterinary Products

## **DVP EU**

Dechra Veterinary Products EU or Dechra Veterinary Products Europe

## **DVP International**

Dechra Veterinary Products International

## **DVP NA**

Dechra Veterinary Products North America

## **DVP US**

Dechra Veterinary Products US

## **EBIT**

Earnings before interest and tax. This is the same as non-underlying operating profit

## **EBITDA**

Earnings before interest, tax, depreciation and amortisation

## **EPS**

Earnings Per Share

## **ERP**

Enterprise Resource Planning

## **EU Pharmaceuticals**

European Pharmaceuticals Segment comprising DVP EU, DVP International and DPM

## **Executive Directors**

The Executive Directors of the Company, currently Ian Page, Richard Cotton and Tony Griffin

## **FAP**

Food producing Animal Products

## **FDA**

US Food and Drug Administration; a federal agency of the US Department of Health and Human Services

## **FRC**

Financial Reporting Council

## **FRS**

Financial Reporting Standards

## **FTSE**

Companies listed on the London Stock Exchange

## **FTSE100 Index**

An index comprising the 1st to 100th largest companies listed on the London Stock Exchange in terms of their market capitalisation

## **FTSE250/350 Index**

An index comprising the 101st to 350th largest companies listed on the London Stock Exchange in terms of their market capitalisation

## **GAAP**

Generally Accepted Accounting Practices

## **GHG**

Greenhouse Gas

## **GMP**

Good Manufacturing Practice

## **HALMED**

Agency for Medicinal Products and Medicinal Devices of Croatia

## **HR**

Human Resources

**IAS**

International Accounting Standards

**IFRSs**

International Financial Reporting Standards

**IT**

Information Technology

**KPI**

Key Performance Indicator

**Leverage**

The ratio of Net Debt to underlying EBITDA

**LIBOR**

The London Inter-Bank Offered Rate

**LTAFR**

Lost Time Accident Frequency Rate

**LTIP**

Long Term Incentive Plan

**MAT**

Moving Annual Total

**MHRA**

Medicines and Healthcare products Regulatory Agency; an executive agency of the Department of Health in the UK

**Maximum Residue Limit (MRL)**

The maximum acceptable concentration of a substance that may be found in a food product obtained from an animal that has received a veterinary medicine

**NADA**

New Animal Drug Application

**Non-Executive Directors**

The Non-Executive Directors of the Company, currently Tony Rice, Julian Heslop, Lawson Macartney and Ishbel Macpherson

**North America Pharmaceuticals**

North American Pharmaceuticals Segment comprising DVP US and Canada and Dechra-Brovel

**OECD**

The Organisation for Economic Cooperation and Development

**Ordinary Shares**

An ordinary share of 1 pence in the share capital of the Company

**Oracle Programme**

Enterprise Resources Planning (ERP) software

**POMs**

Prescription Only Medicines

**PDRA**

Dechra's Product Development and Regulatory Affairs team

**Qualifying LTIP Award**

Qualifying LTIP Awards comprises a CSOP option and an ordinary nil-cost LTIP award, with the ordinary award scaled back at exercise to take account of any gain made on exercise of the CSOP option.

**R&D**

Research and Development

**RCF**

Revolving Credit Facility

**RIDDOR**

Reporting of Injuries, Diseases and Dangerous Occurrences Regulations

**Rights Issue**

The three for ten rights issue of 20,040,653 shares, details of which are set out in the prospectus of the Company dated 25 April 2012

**ROCE**

Return On Capital Employed

**RPI**

Retail Price Index

**SAYE**

Save As You Earn Share Scheme

**SET**

Senior Executive Team

**SG&A**

Selling, General and Administrative Expenses

**SKU's**

Stock Keeping Units

**TSR**

Total Shareholder Return

**VMD**

Veterinary Medicines Directorate