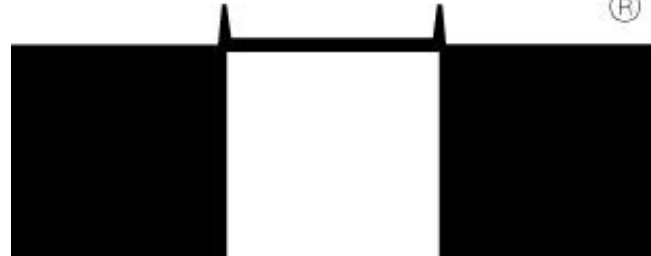


GRUPO DESPA[®]



2023

ESTEBAN POBLETE HERRERA
CEO – Gerente general

POBLETE HERRERA
DESPA[®]



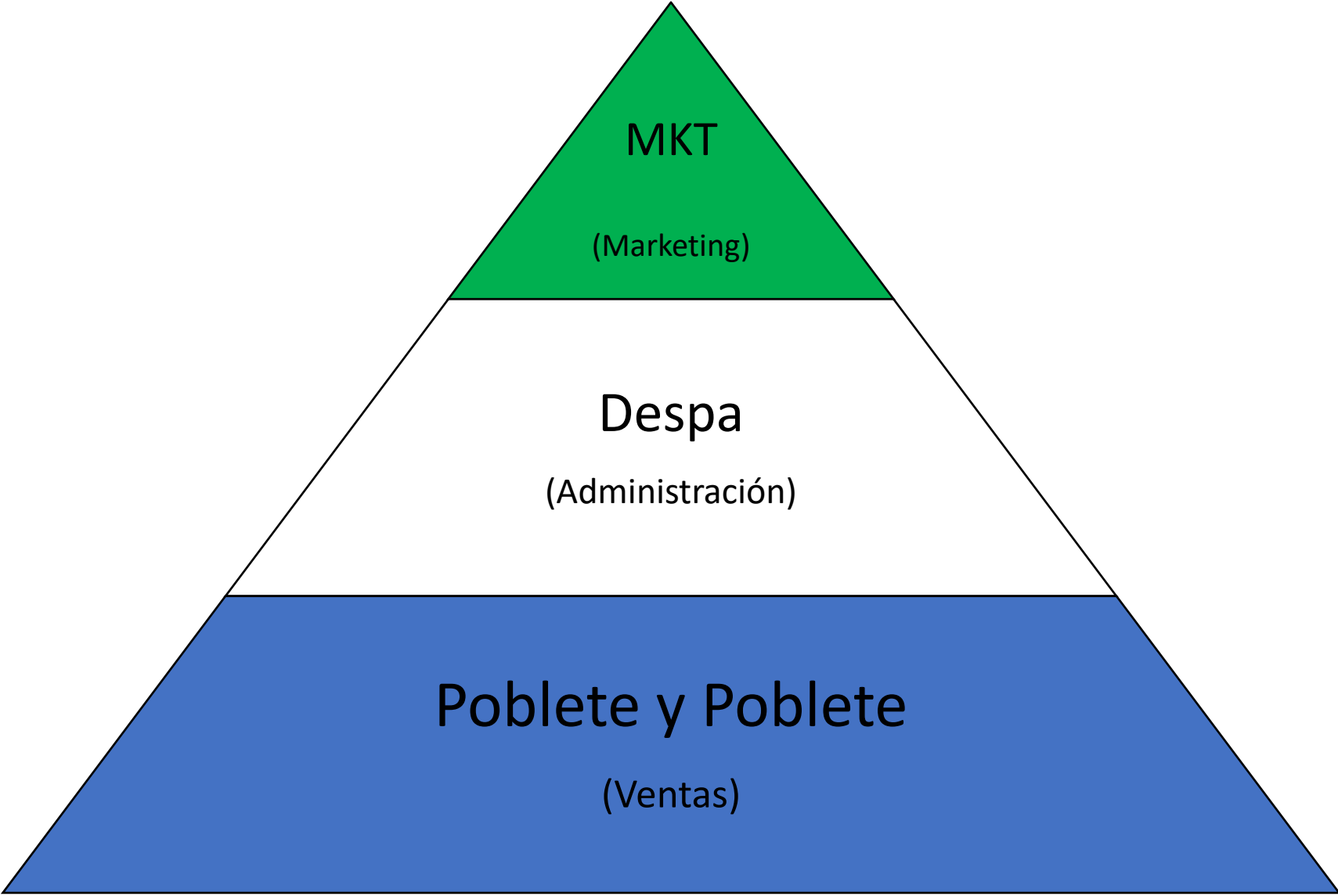
Visión

- **Grupo DESPA** nace en Chile 2015 y nuestra visión es ser uno de los más reconocidos grupos empresariales al **servicio y desarrollo de la industria de mascotas**



Misión

- Nuestra misión 2023 es continuar estableciendo representaciones comerciales con líderes de la industria, diferenciándonos en **servicio y calidad** con nuestras **personas y productos** a favor de clínicas **veterinarias; y tiendas especializadas de mascotas.**



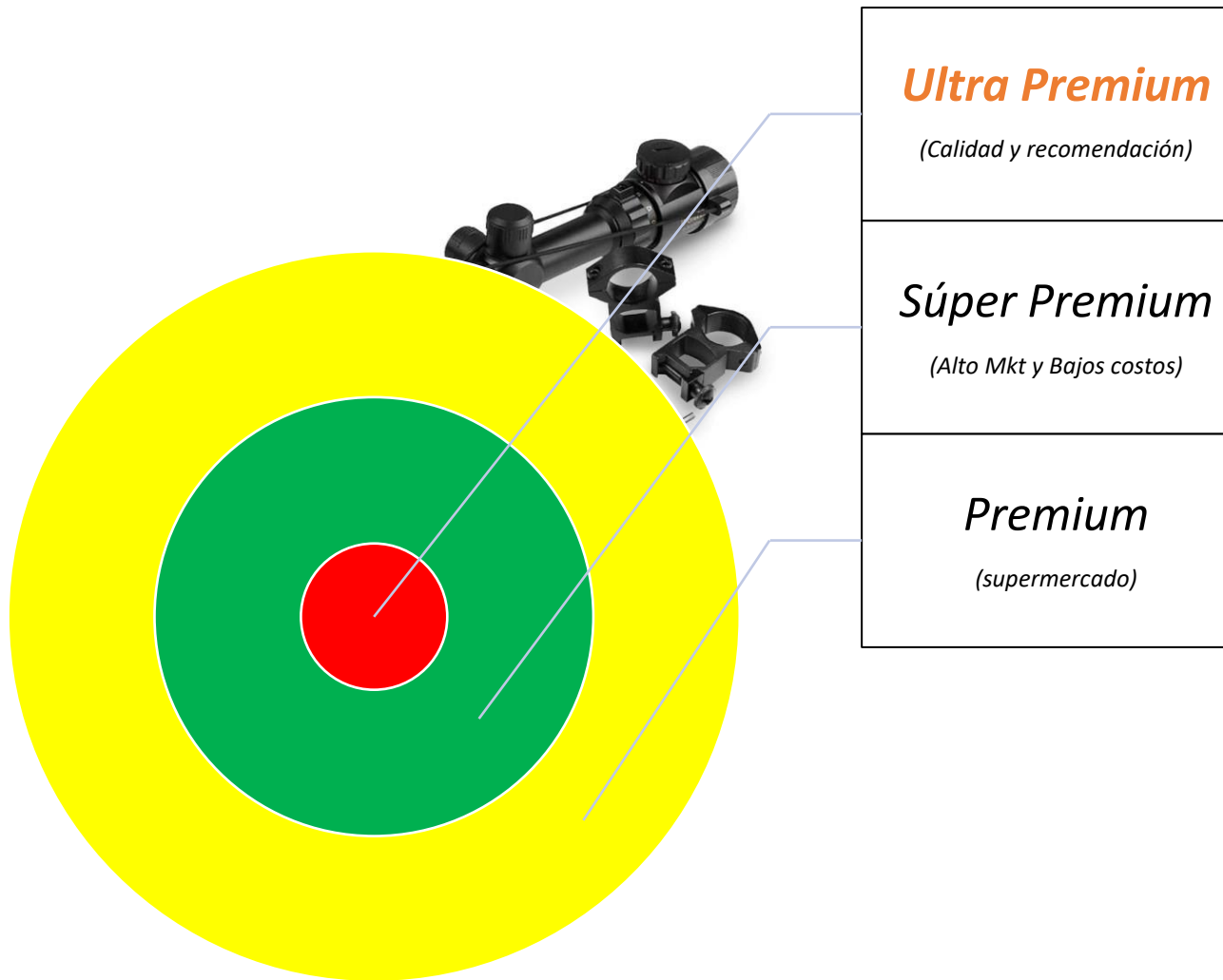
PyP (Grupo DESPA)

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graph TD; A[PyP (Grupo DESPA)] --- B[UNIDAD PHARMACY]; A --- C[UNIDAD PET FOOD];
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UNIDAD
PHARMACY

UNIDAD
PET FOOD

CALIBRAR - UNIDAD PET FOOD



Market Research Reports **World's Top 10 Animal Health Companies**

Company	Head Quarter	About
zoetis	New Jersey, U.S.	Zoetis Inc. is the world's largest producer of medicine and vaccinations for pets and livestock. The company was a subsidiary of Pfizer, the world's largest drug maker. Zoetis delivers quality medicines, vaccines and diagnostic products, which are complemented by genetic tests, biodevices and a range of services.
Boehringer Ingelheim	Ingelheim, Germany	The Boehringer Ingelheim Animal Health is a global leader in animal health. Across the globe, company creates the future of animal well-being, a future defined by science and powered by innovation, so critical for company's success.
MERCK Animal Health	New Jersey, U.S.	Merck Animal Health offers products that are more than just effective tools for the treatment and control of animal disease. Company's broad portfolio of vaccines and pharmaceutical medicines help maintain and improve animal health.
ELANCO	Indiana, U.S.	Elanco Animal Health Incorporated is a subsidiary of Eli Lilly and Company. The company manufactures, and markets products for companion and food animals.
BAYER	Leverkusen, Germany	Bayer supports the health and well-being of pets and farm animals by bringing innovative therapies to veterinary medicine. Bayer's farm animal business focuses on parasiticides and anti-infectives for the treatment of infectious diseases, especially in beef and dairy cattle.
Ceva	Libourne, France	Ceva Sante Animale manufactures veterinary pharmaceutical products. The Company offers vaccines, antibiotics, anti-infective, metabolic boosters, reproduction, and related therapeutic drugs. Ceva Sante Animale operates worldwide.
Virbac	Carros, France	Virbac SA produces and sells medicines and vaccines for companion and food-producing animals. Virbac SA was founded in 1968 and is headquartered in Carros, France.
vetoquinol ACHIEVE MORE TOGETHER	Paris, France	Vetoquinol SA, a veterinary pharmaceutical company, designs, develops, and sells veterinary drugs and non-medicinal products in Europe, the Americas, and the Asia Pacific region. Vetoquinol SA was founded in 1933 and is headquartered in Lure, France. Vetoquinol SA is a subsidiary of Soteparin SCA.
LABORATORIES covetrus	Maine, U.S.	IDEXX Laboratories, Inc. is an American multinational for the companion animal veterinary. Covetrus is a global market leader in animal-health technology and services, dedicated to advancing the world of veterinary medicine and empowering veterinary healthcare teams across the companion, equine, and large-animal health markets.

Respectful owners. Infographic data is sourced from company's annual reports. Design Concept by: Suleepi Chakraverty. MarketResearchReports.com

CALIBRAR - ¿Sólo la compañía?

covetrus 





Calibra

For **true** PetLovers



Calibra brand

Calibra is petfood brand from the Czech Republic providing high quality nutrition for dogs and cats since 2004

We help **pet lovers** give the best to their four-legged family members

Part of **covetrus** 



Calibra brand history

- Origin in Czech family distribution company Noviko
- 2004 first superpremium products introduced
- 2015 own solution for veterinary diets
- 2016 joined global Covetrus company
- 2023 entering Chile



~100K customers, more than 1,200 sales representatives, sales in +100 countries



North America

A leading companion animal supply chain footprint*

90% of U.S. veterinary practices as customers

~16K PIMS customers

~7.5K VFC platform customers

Europe

A leading veterinary pan-European supply chain*

Strong market positions in major European countries

South America

Growing business in Brazil as the companion animal market in this region further develops

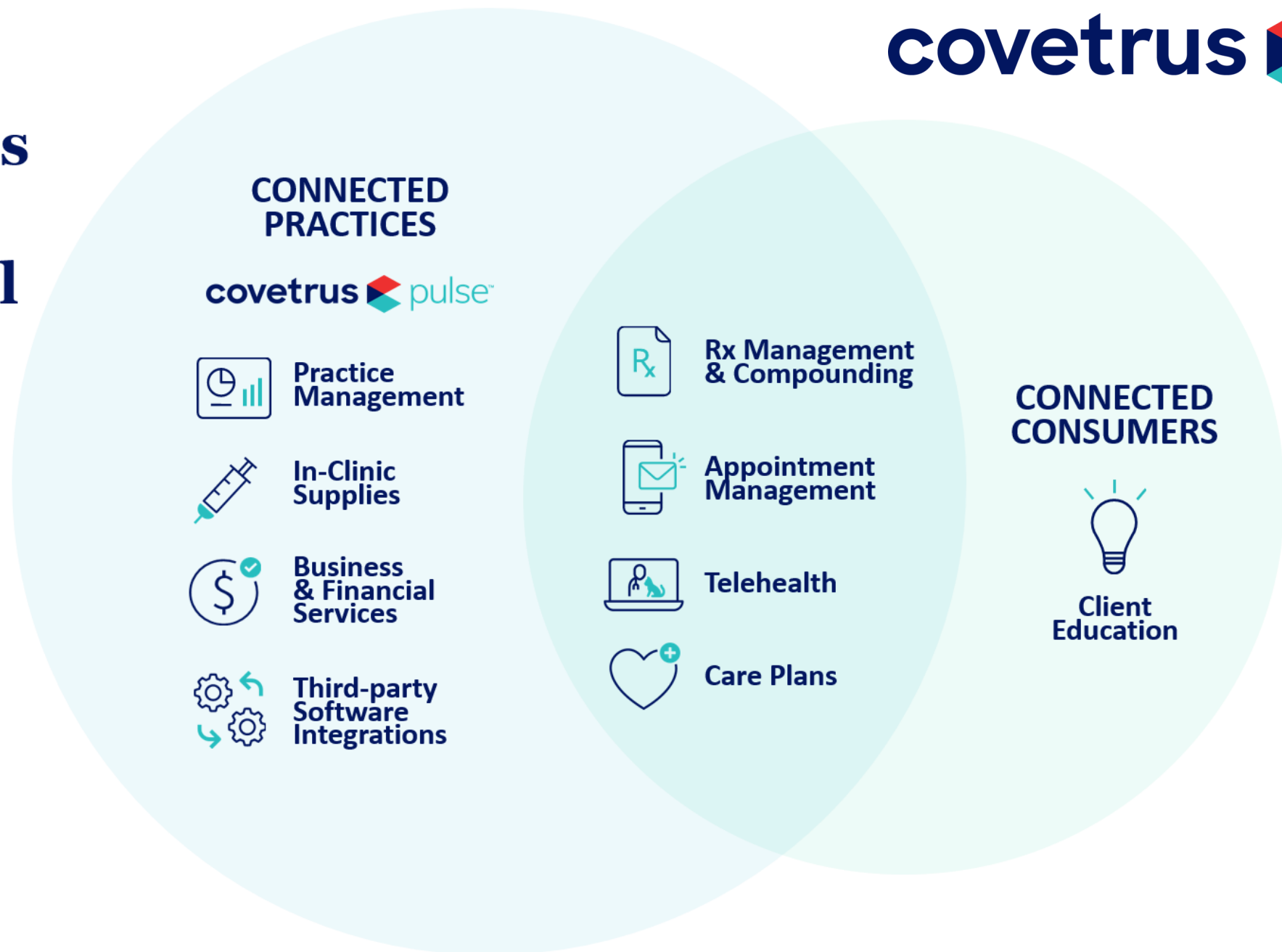
Asia-Pacific

More than 3K customers in Australia and New Zealand

Emerging presence in China/Hong Kong

* Source: Covetrus management estimates

Covetrus[®] exists to help clinics provide optimal care and drive profitability



CONNECTED PRACTICES

covetrus 



Practice Management



In-Clinic Supplies



Business & Financial Services



Third-party Software Integrations

CONNECTED CONSUMERS



Client Education



Rx Management & Compounding



Appointment Management



Telehealth

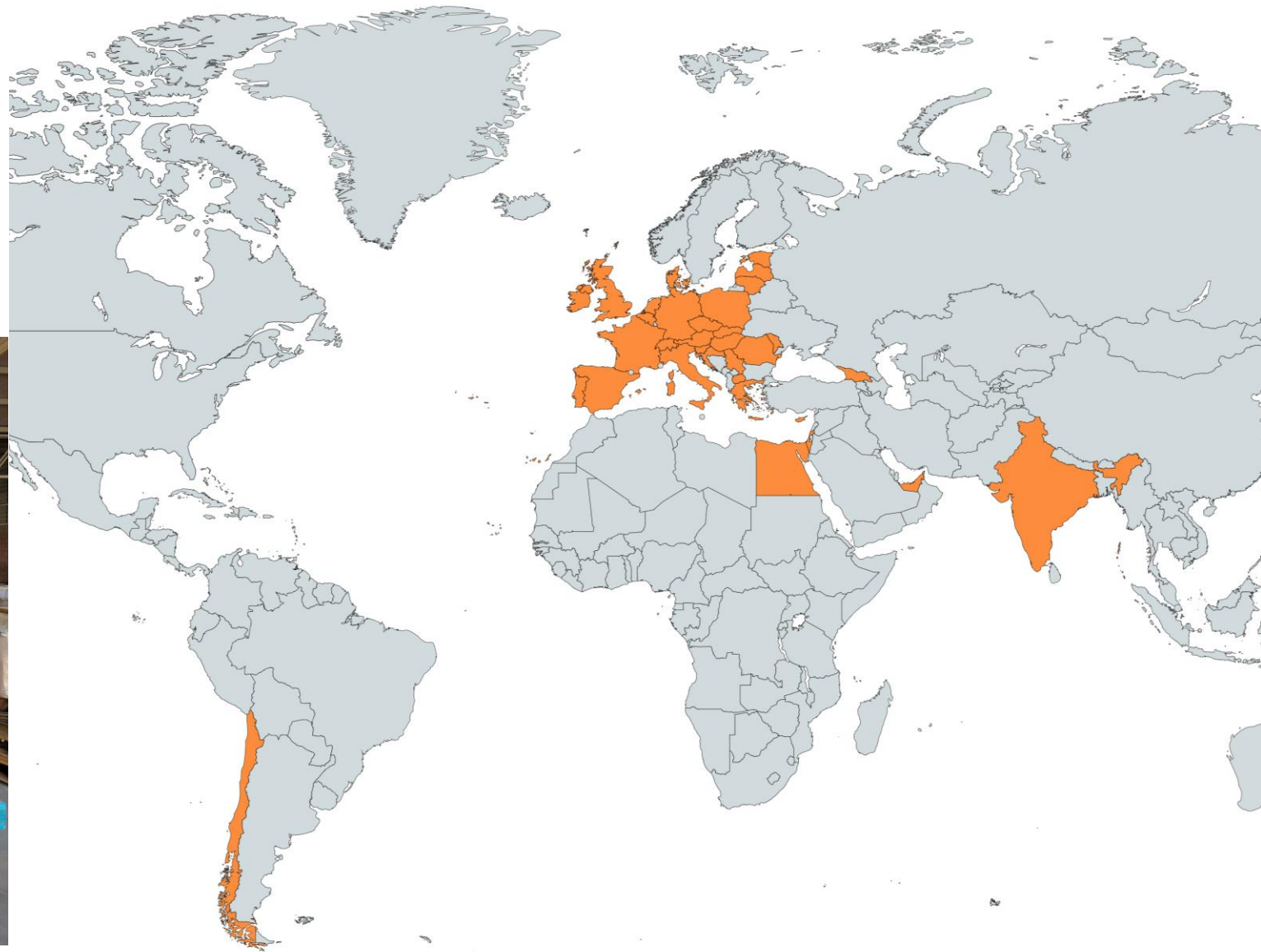


Care Plans



Export

Calibra will export products to over 30+ countries all over the world in 2022.



Calibra



European pet food brand



 **Created by a team of veterinarians (development since 2001)**

Calibra is a brand for dog and cat lovers focusing on veterinary diets, superpremium and ultra premium pet food. It has a reputation for reliability and targets the top end of the market, where it is synonymous with quality.

 **Calibra's reputation is also based on its origins in the Czech Republic**

which produces the highest quality pet food. This nation in the heart of Europe has the highest number of pets and pet food production per capita in Europe.

 **Calibra is worldwide**

Calibra continues to innovate individual products with new functional and proven methods. Calibra is Czech and international at the same time. 250 products in 5 product lines!



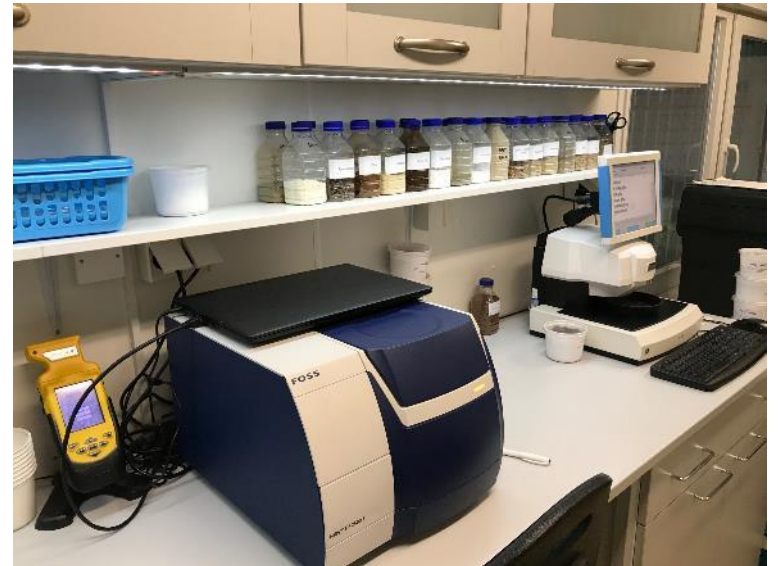
R&D

Well-balanced Calibra recipes are the result of long-term development and excellent cooperation (Calibra team – experts for nutrition – experts for production)

We use high end manufacturing technologies and top quality inputs to deliver the best petfood possible.



Quality control



NEW Production 2021



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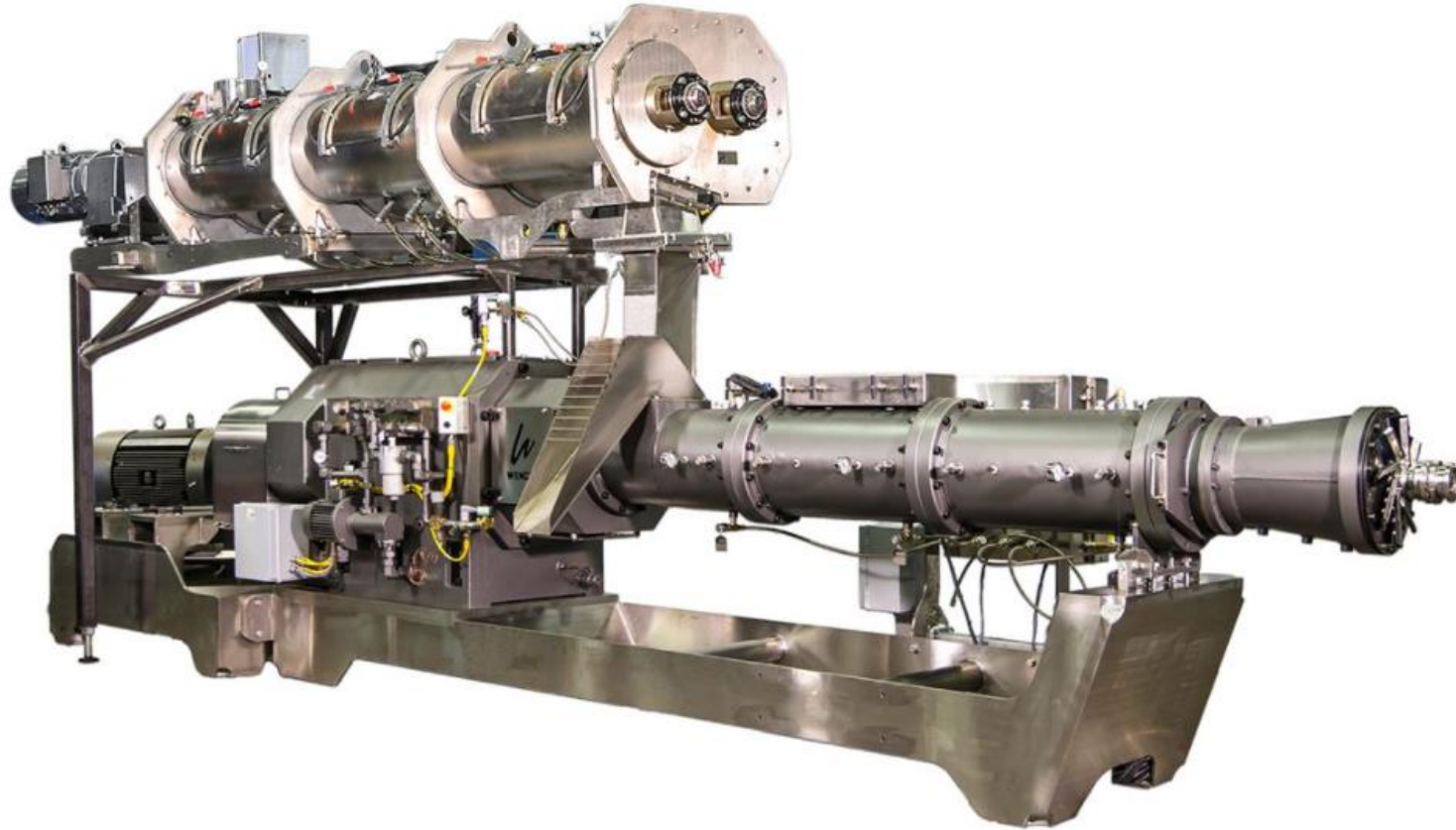
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U



/es



Product strategy

- **QUALITY WITHOUT COMPROMISES** – in categories we represent
- **PRODUCTS ON THE TOP** in each category
- **WIDE OFFER OF DIFFERENT PRODUCT LINES AND PRODUCTS** - reaching as many customers as possible





The main goal of Calibra Academy is to **educate and expand knowledge in nutrition, clinical dietetics and Calibra products.**

- + Regular webinars
- 📖 Micro-learning
- 🎓 Education for vets and students



Calibra product portfolio

Calibra
+ Veterinary Diets

Calibra
+ EXPERT NUTRITION +

Calibra
Life

Calibra
PREMIUM LINE



Calibra Verve

- Grain free line (dry and cans)
- High content of fresh meat
- Triple active formula

Calibra



Calibra Dog Verve – Brand new line with fresh meat

Reasons why to have brand new line with fresh meat:

- Higher palatability
 - Higher digestibility - gentle cooking of the meat
 - Better nutritional profile
-
- Extension of dogs portfolio - independent line
 - Complete product line with fresh meat covering all age and weight categories



Calibra Dog Verve

- 9 recipes / 18 items in dry line & 8 canned products
- Reflecting breed sizes & lifecycle (junior – adult – senior)
- Two sources of meat by dry products & tasty combinations canned

Products	Packages	
Calibra Dog Verve Junior Small Chicken&Duck	1,2kg	6kg
Calibra Dog Verve Junior M&L Chicken&Duck	2kg	12kg
Calibra Dog Verve Adult Small Chicken&Duck	1,2kg	6kg
Calibra Dog Verve Adult Small Salmon&Herring	1,2kg	6kg
Calibra Dog Verve Adult M&L Salmon&Herring	2kg	12kg
Calibra Dog Verve Adult Medium Chicken&Duck	2kg	12kg
Calibra Dog Verve Adult Large Chicken&Duck	2kg	12kg
Calibra Dog Verve Senior Small Chicken&Duck	1,2kg	6kg
Calibra Dog Verve Senior M&L Chicken&Duck	2kg	12kg

Calibra Dog Verve

Main characteristics:



HIGH CONTENT OF FRESH MEAT



UNIQUE COMBINATION OF FUNCTIONAL ADDITIVES



GRAIN-FREE



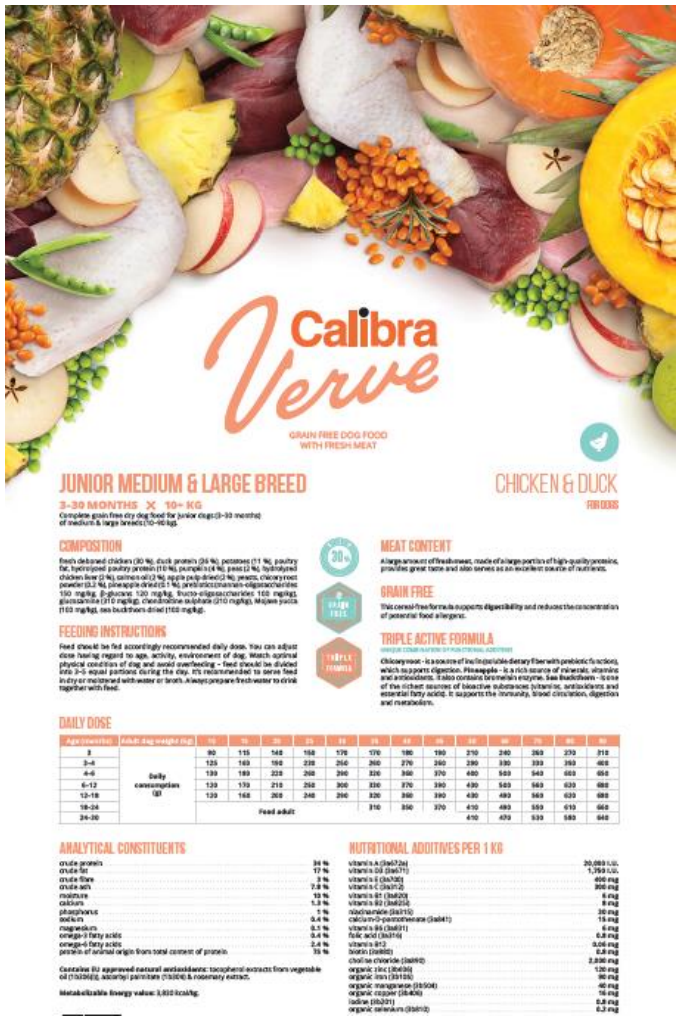
ARTIFICIAL COLORINGS AND ADDED PRESERVATIVES



GLUTEN



Calibra Dog Verve Junior Medium & Large Chicken & Duck



Composition: fresh deboned chicken (30 %), duck protein (26 %), potatoes (11 %), poultry fat 10 %), hydrolyzed poultry protein (10 %), pumpkin (4 %), peas (2 %), hydrolyzed chicken liver (2 %), salmon oil (2 %), apple pulp dried (2 %), yeasts, chicory root powder (0.2 %), pineapple dried (0.1 %), prebiotics (mannan-oligosaccharides 150 mg/kg, β-glucans 120 mg/kg, fructo-oligosaccharides 100 mg/kg), glucosamine (310 mg/kg), chondroitine sulphate (210 mg/kg), Mojave yucca (100 mg/kg), sea buckthorn dried (100 mg/kg).

fresh deboned chicken	30%
duck protein	26%
poultry fat	10%
hydrolyzed poultry protein	10%
hydrolyzed chicken liver	2%
salmon oil	2%
Ingredients of animal origin	80%
Fruit, vegetables and additives	20%
Total	100%

Triple Active Formula	
Chicory root powder	0.2 %
Pineapple dried	0.1 %
Sea buckthorn dried	100 mg/kg

Transparent composition with declared values





Fresh **herring** or **salmon**?
Or how about fresh **chicken**?

- **attractive aroma**
- **crunchy and puffy**
- **irresistible taste**
- **great digestibility**

Calibra Cat Verve GF Adult Chicken&Turkey 3,5kg	3,5
Calibra Cat Verve GF Adult Chicken&Turkey 750g	0,75
Calibra Cat Verve GF Adult Herring 750g	0,75
Calibra Cat Verve GF Adult Herring 3,5kg	3,5
Calibra Cat Verve GF Sterilised Herring 3,5kg	3,5
Calibra Cat Verve GF Sterilised Herring 750g	0,75
Calibra Cat Verve GF Indoor&Weight Chicken 750g	0,75
Calibra Cat Verve GF Indoor&Weight Chicken 3,5kg	3,5
Calibra Cat Verve GF Kitten Chicken&Turkey 3,5kg	3,5
Calibra Cat Verve GF Kitten Chicken&Turkey 750g	0,75
Calibra Cat Verve GF Sterilised Chicken&Turkey 3,5kg	3,5
Calibra Cat Verve GF Sterilised Chicken&Turkey 750g	0,75

...for the top condition of your pet...



HIGH CONTENT
OF FRESH MEAT



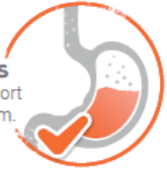
PROTEINS
OF ANIMAL ORIGIN




GRAIN-FREE

Calibra Cat Life Dry

BETAGLUCANS
stimulate and support
the immune system.



TAURINE
For cats, taurine is an essential amino acid that they are unable to produce themselves. It has a wide range of effects, including on eye and heart health.




- Superpremium cat food made in CZ
- High meat content including fresh meat
- Functional additives for health + essential taurine

DRY PRODUCTS (4 FOR CHILE)

Calibra
- Life -

COMPLETE DRY FOOD

STRONG PALATABILITY

HIGH MEAT CONTENT INCL. FRESH MEAT

UP TO 88% PROTEINS OF ANIMAL ORIGIN

ADDED TAURINE

ID	Calibra Cat Life kibbles	package size	sources of protein of animal origin	main carbohydrate sources
127768	Kitten Chicken	1.5 kg	chicken, eggs	rice, oat
127775		6 kg		
127781	Adult Herring	1.5 kg	herring, chicken, salmon	rice, oat
127782		6 kg		
127776	Adult Chicken	1.5 kg	chicken, eggs	rice, oat
127780		6 kg		
127787	Adult Lamb	1.5 kg	chicken, lamb	rice, oat
127788		6 kg		
127785	Sterilised Beef	1.5 kg	beef, eggs	rice, oat
127786		6 kg		
127783	Sterilised Chicken	1.5 kg	chicken	rice, oat
127784		6 kg		



VERIFIED
BY CATS

FUNCTIONAL ADDITIVES



- TAURINE -



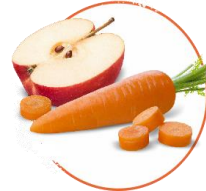
- PSYLLIUM -



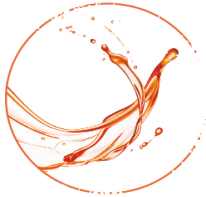
- SEA BUCKTHORN -



- CRANBERRIES -



- FRUIT AND
VEGETABLES -



- SALMON OIL -



- CHONDR-
PROTECTIVES -



- BETAGLUCANS -



- *SCHIZOCHYTRIUM
LIMACINUM* -



- HERBS -



- LINSEED -



- SPIRULINA -



- *YUCCA
SCHIDIGERA* -



- ROSEHIPS -



- CHICORY ROOT -



- RIBWORT
PLANTAIN -



- GREEN LIPPED
MUSSELS EXTRACT -



Calibra
-Life-



RECIPES ARE FREE OF



WHEAT



MAIZE



SOYA



**ARTIFICIAL
COLORINGS
AND ADDED
PRESERVATIVES**



**GENETICALLY
MODIFIED
ORGANISMS**

CANNED FOOD

COMPLETE WET FOOD

—
100% MONOPROTEIN

—
8 GRAIN FREE RECIPES

—
100% DEFINED SOURCES

—
LIMITED INGREDIENTS FOR MAXIMUM DIGESTIBILITY

—
ADDED TAURINE

Calibra
- Life -



Calibra
Life



RECIPES ARE FREE OF



GRAINS



GLUTEN



MAIZE



SOYA



**GENETICALLY
MODIFIED
ORGANISMS**



Clinically proven

- Own development of recipes
- Compact range but with WIDE spectrum of indications
- Top parameters & Top composition
- Unique functional ingredients
- Clinically proven!



Development of VD portfolio

- **3+ years (2012-2015), 3+ years (2019 up to now) upgrade**
- **Cooperation with nutritional specialists, universities, laboratories (Vienna, Berlin, Wroclaw, Munich)**
- **Calibra's focus on inputs, components and details**
- **Sophisticated quality control system (multiple samples storage, regular analyses of key parameters above level defined by legislation)**



Clinically
proven

VD portfolio

Products dry
VD Hepatic (dog)
VD Joint&Mobility (dog)
VD Gastrointestinal&Pancreas (dog&cat)
VD Hypoallergenic skin&coat (dog)
VD Renal/Cardiac (dog&cat)
VD Diabetes/Obesity (dog&cat Diabetes)
VD Struvite (dog&cat)
VD Oxalate/Urate/Cystine (dog)
VD Joint&Mobility Low Calorie (dog)
VD Ultra-Hypoallergenic (dog)

Products canned
Calibra VD Cat Gastrointestinal Can 200g
Calibra VD Cat Renal Can 200g
Calibra VD Cat Struvite Management Can 200g
Calibra VD Dog Gastrointestinal Can 400g
Calibra VD Dog Hepatic Can 400g
Calibra VD Dog Renal Can 400g
Calibra VD Dog & Cat Recovery Can 400g/100g
New items (2023)



Calibra

For **true** PetLovers