

## **ASX Announcement NVL**

13 December 2018

### **National Veterinary Care announces sale of online business**

National Veterinary Care Ltd (ASX: NVL) (NVL) has an ongoing strategic objective of reviewing, and rationalising where appropriate, its assets and non-core businesses.

In line with this process, NVL announces that it has sold the New Zealand based online retail business Pet Post, which it acquired as part of the Pet Doctors Group. The financial contribution of Pet Post to the Pet Doctors Group was not material and not included in the Pet Doctors financial information (revenue and EBITDA figures) presented to the market in the 11 September 2018 announcements.

As outlined in NVL's recent annual general meeting presentation, integration of all other businesses in the Pet Doctors Group is progressing well. A range of system and process initiatives have been implemented across the clinics and one of the final initiatives is the roll out of NVL's Best for Pet program in January with an expectation of achieving 8,000 members across Pet Doctors clinics in the first 12 months.

Support office costs have been reduced primarily through synergies resulting from the implementation of NVL finance, marketing and HR systems, and additional synergies are expected to further reduce support office costs from 1 February 2019.

Managing Director and CEO Tomas Steenackers said, "We have continued to fast track our integration plan for the Pet Doctors group. Sale of the Pet Post online retail business was a logical outcome for NVL as we stay true to our core business of veterinary services businesses."

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#### About NVL:

NVL aims to be a leading provider of veterinary services in Australia and New Zealand. NVL has acquired and integrated 97 veterinary services businesses across Australia and New Zealand. NVL strives to achieve excellence in clinical care for pets, and to build a platform for loyal, long term relationships with their owners.

The key growth strategies for NVL are expanding the NVL network of clinics through acquisition and driving organic growth at a clinic level.

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