

## **TRANSCRIPT OF VIDEO TESTIMONIAL**

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I can mention some aspects I observed after starting using VIVAX\* in our company. For example, it lowered the mortality risks and reduced the need for antibiotics, since we don't have to treat surgical wounds anymore and the animal is no longer exposed to secondary infection risks.

In the works carried out at Pamplona, we had a cost-benefit relation of 2 ½ to 1 with the VIVAX technology.

For producers who have not yet used VIVAX, I would advise them to do so. To carry out experiments, tests, evaluations, and I am sure they will reach at least a surprising conclusion with VIVAX.

After the adoption of VIVAX, we started a closer relationship between the companies [Pfizer Animal Health and Pamplona]. We started to have greater and more effective support with the Technical Promoter and the Key Account Manager working more closely with us at the field level, in terms of customer service for actual as well as new Pfizer [Animal Health] products.

The experience we have with VIVAX is that it is a very useful management tool in order to produce high quality meat, become more competitive in the market, as you can add value and to produce meat with faster turn over. The animals treated with VIVAX achieve the age for slaughtering process more quickly.

The pigs treated with VIVAX present 10% better feed efficiency compared to physical castrates. I noticed that the animals are calmer with the use of VIVAX. Consequently, you have more benefits in terms of animal welfare, daily weight gain...you don't see irritability in the batches; they don't fight and are calmer.

VIVAX allowed Pamplona to become more competitive in the production chain, to compete with other companies in the same segment, mainly the meat production industry. As we are able to reduce production costs and to increase the quantity of meat produced per animal, which is directly reflected in the company's profits.

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\* Originally introduced in 1998 as IMPROVAC®, regulatory considerations have required different names for the same product in other parts of the world. Thus, IMPROVAC may appear in other markets as VIVAX\*, IMPROVEST® and INNOSURE®.