Your pet’s same exact medications delivered to your door, saving you time & money!

www.1800petmeds.com
Cautionary Statement Regarding Forward-Looking Information

Certain information that is included in this investor presentation may include forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 or the Securities and Exchange Commission that may involve a number of risks and uncertainties. These statements are based on our beliefs, as well as assumptions we have used based upon information currently available to us. Because these statements reflect our current views concerning future events, these statements involve risks, uncertainties and assumptions. Actual future results may vary significantly based on a number of factors that may cause the actual results or events to be materially different from future results, performance or achievements expressed or implied by these statements. We have identified various risk factors associated with our operations in our most recent annual report and other filings with the Securities and Exchange Commission.
Company Overview

- Formed in 1996

- Leading marketer of pet medications and other health products for dogs and cats direct to the consumer.

- Markets its products through national advertising campaigns, which direct the consumer to order by phone or on the internet, and aim to increase recognition of the "1-800-PetMeds" brand name.

- Provides an attractive alternative for obtaining pet medications in terms of convenience, price, ease of ordering and rapid home delivery.
The Leading Direct Marketer of Pet Medications Annual Sales (in millions)

- FY 2018: $273.8
- FY 2019: $283.4

3.5% Growth
E-Commerce Annual Sales (in millions)

FY 2018: $230.3
FY 2019: $240.0

4.2% Growth
Fast, Easy, Helpful Service With Great Savings

- Consumers generally save money from veterinarians' prices.
- Consumers enjoy the convenience of rapid home or office delivery.
- Exceptional customer care and support is our top priority.

NASDAQ: PETS

1-800-PetMeds
America’s Largest Pet Pharmacy
www.1800petmeds.com
Exceptional Customer Service

Net Promoter Score

- Net Promoter Score = 82.5% in the top 2% of companies
- Google Seller Rating = 4.7/5.0
- Average email response time is less than 10 minutes vs 24 hours

(1)NPS Benchmark Study, December 2018, [www.netpromoter.com](http://www.netpromoter.com) average for online shopping.
Pet Medications

- Flea & Tick Preventatives
- Heartworm Preventives
- Arthritis, Thyroid, Heart, Blood Pressure
- Skin, Dental, Ear, Eye Care
- Vitamins & Nutritional Supplements
$72.6 Billion Pet Market in U.S.  
4.4% Growth in 2018  

According to American Pet Products Manufacturers Association (APPMA).
According to IMS Health and NACDS Economics Dept., in human pharmaceuticals, 19% of the market is serviced by mail order/on-line channel.
Sales Seasonality Trends
Fiscal Year Ended March 31, 2018

- 1st Q Ending June 30, $87.4 million
- 2nd Q Ending September 30, $71.4 million
- 3rd Q Ending December 31, $60.1 million
- 4th Q Ending March 31, $64.5 million
For the three months ended March 31, 2019, AOV was $85 compared to $89 for the same period the prior year.
For the three months ended March 31, 2019, CAC was $65 compared to $38 for the same period the prior year.
Top Sellers

- NexGard
- Heartgard Plus Chewables
- Bravecto
- Revolution
- Trifexis
- K9 Advantix II
- Frontline Plus
- Sentinel
- Advantage II
- Apoquel
- Flea5X Plus Generic to Frontline Plus
- Interceptor Plus
- Simparica
- Galliprant
- Advantage Multi
- Seresto
- Proin
- Rimadyl
Competitive Strengths

• Channel leader

• “1-800-PetMeds” brand name

• Licensed pharmacy to do business in 50 states – Pharmacy verified website

• Superior service – Fast, Easy and Helpful – Most consumers do not have hard copy prescriptions. We do the work for them.

• 1,000 SKUs in stock, and 2,000 SKUs via third party
Annual Net Income (in millions)

FY 2018: $37.3
FY 2019: $37.7

1.2% Growth

NASDAQ: PETS

1-800-PetMeds
America’s Largest Pet Pharmacy
www.1800petmeds.com
Diluted EPS (per share)

1.0% Growth

FY 2018: $1.82
FY 2019: $1.84
For the three months ended March 31, 2019 and 2018, gross profit margin was 32.1% and 37.0%, respectively.
### Summary Financial Data (in millions)

<table>
<thead>
<tr>
<th></th>
<th>FY 2019</th>
<th>FY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Order Revenue</td>
<td>$41.6</td>
<td>$46.3</td>
</tr>
<tr>
<td>Reorder Revenue</td>
<td>$241.8</td>
<td>$227.5</td>
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<tr>
<td><strong>Total Net Revenue</strong></td>
<td><strong>$283.4</strong></td>
<td><strong>$273.8</strong></td>
</tr>
<tr>
<td>Gross Profit</td>
<td>$95.3</td>
<td>$97.8</td>
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<tr>
<td>G&amp;A Expenses</td>
<td>$24.8</td>
<td>$24.3</td>
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<tr>
<td>Advertising Expenses</td>
<td>$22.1</td>
<td>$19.3</td>
</tr>
<tr>
<td>Depreciation Expenses</td>
<td>$2.2</td>
<td>$2.1</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td><strong>$46.2</strong></td>
<td><strong>$52.1</strong></td>
</tr>
<tr>
<td>Net Income</td>
<td>$37.7</td>
<td>$37.3</td>
</tr>
<tr>
<td>EPS - Diluted</td>
<td>$1.84</td>
<td>$1.82</td>
</tr>
<tr>
<td>Dividends Declared</td>
<td>$1.06</td>
<td>$0.85</td>
</tr>
</tbody>
</table>

**FY 2019**

**FY 2018**
4 Compelling Reasons
To invest in 1-800-PetMeds

1. Leader in its channel in an estimated $5 billion industry
2. 1-800-PetMeds brand name
3. Licensed pharmacy to conduct business in 50 states
4. Exceptional customer service and support