

# PRELIMINARY RESULTS

YEAR ENDED 30 JUNE 2022



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# BUSINESS & STRATEGIC UPDATE

STEPHEN WILSON  
CHIEF EXECUTIVE



# FY22 HEADLINES



## FINANCIAL PERFORMANCE<sup>1</sup>

REVENUE

**+3%**

£593.4m

ADJ. PROFIT BEFORE TAX

**(16)%**

£71.5m

REVENUE EX. PIC CHINA

**+9%**

ADJ. EPS

**(18)%**

82.7p

DIVIDEND MAINTAINED

**32.0P**

ADJ. PBT EX. PIC CHINA

**+28%**

## CONTINUED STRATEGIC PROGRESS IN CHALLENGING MARKETS



















- » Challenging macroeconomic conditions; pig prices improving in China
- » Share gains with key customers driven by product and services strength
- » Significant investment in supply chain; systems to drive future growth
- » Growing R&D pipeline; PRRSv programme on track

(1) Growth rates based on actual currency



# MARKET CONTEXT

## CHALLENGING MACRO ECONOMIC LANDSCAPE

	FY22 H2	CURRENT		FY22H2	CURRENT	
NORTH AMERICA			Producers profitable in high pig and feed price markets; caution on expansion			Milk and beef prices higher, feed costs, inflation, labour market instability, drought
LATIN AMERICA			Feed cost and weaker China exports led to culls; signs of exports stabilising			Milk prices higher, beef prices stable, export market strong, feed cost, lower domestic demand
EMEA			Prices higher on tighter supply, volatility given Ukraine war, ASF, feed costs, inflation, Spain resilient			Weather impacting feed cost and milk production; Ukraine war ongoing risk
CHINA / ASIA			Pig price increases; producers still cautious; government intervening on volatility, ASF			Progressive farmer expansion, milk demand uncertain; margin pressure



# CHINA: CONDITIONS IMPROVING, INVESTING IN SUPPLY

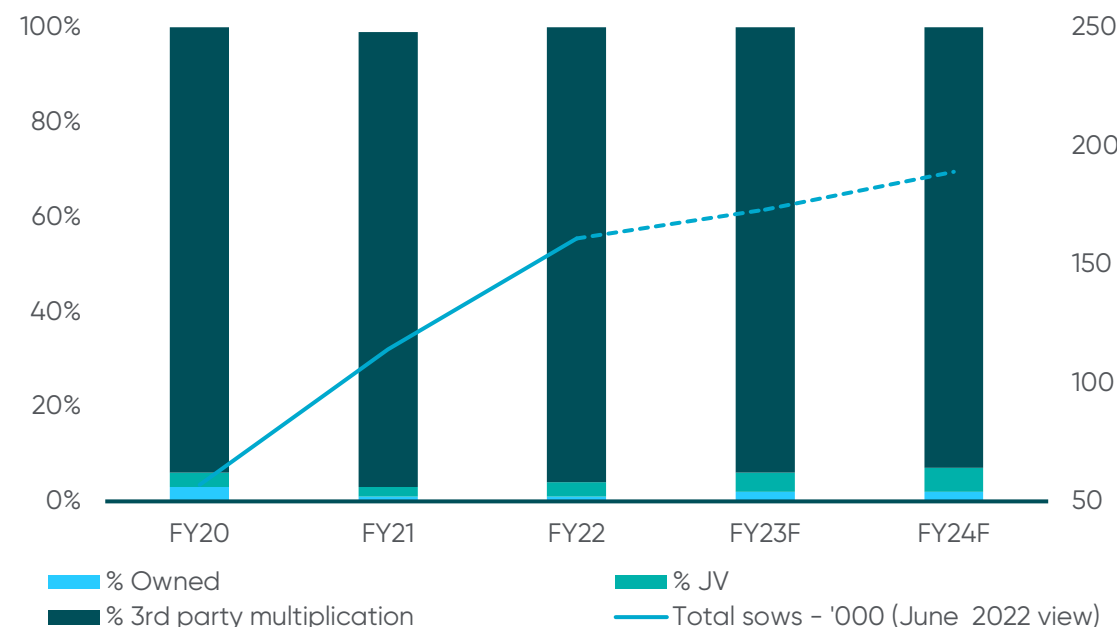
## PIG PRICE TO CORN PRICE RATIO<sup>1</sup>



- » Higher pig prices (now 23 RMB/kg) supporting a pig/corn price ratio of 6+, more positive for pig farmers
- » Government intervention – Covid policies affecting demand, some intervention to stabilise prices

(1) Market analysts and policymakers in China often view 6:1 as a "normal" level for the pig price to corn price ratio. Higher values are considered an indicator of profitability  
Sources: Independent Consultants, Genus analysis

## EXPANDING OUR CHINESE SUPPLY CHAIN TO SUPPORT GROWTH

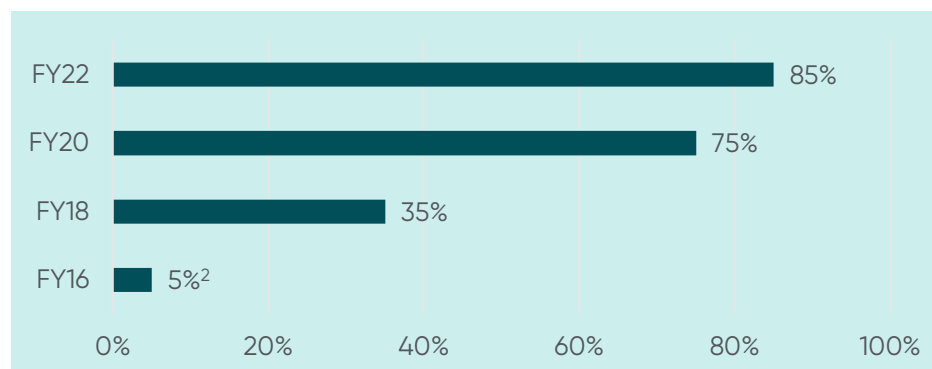


- » Growth in supply chain through multiplication, JV and owned farm expansion
- » Large producers growing proportion of the market



# NORTH AMERICA: INDUSTRY LEADING GENETICS DRIVING SHARE GAINS

PIC800: USED BY 85% OF TOP 20 NA PRODUCERS<sup>1</sup>



CAMBOROUGH: MARKET LEADING COMMERCIAL SOW

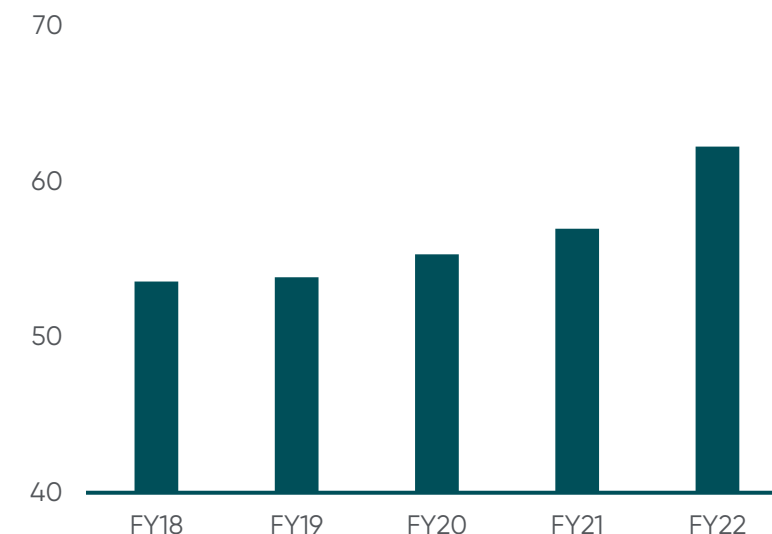


- » Displacing internal programmes at world leading producers
- » Completed acquisition of Olymel AlphaGene and successfully migrated to PIC's genetic management system

NA ROYALTY REVENUE (FY22)

**+7%**

NA SALES VOLUMES (MPES M)



(1) Producers using PIC800 also use other Sireline products from PIC and competitors in parts of their production systems  
 (2) FY16 comprises PIC280, predecessor to PIC800



# SPAIN/PORTUGAL: GROWING OUR PRESENCE

## STRENGTHENING STRATEGIC SUPPLY CHAIN

### STRATEGIC M&A

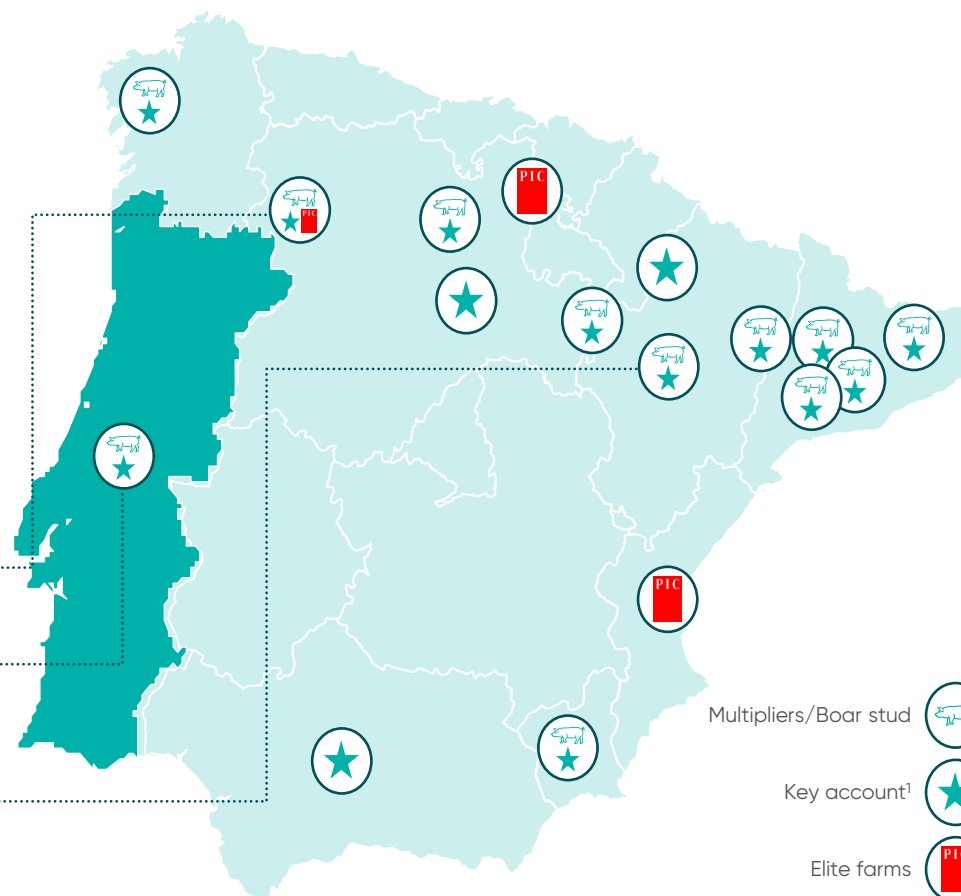
- » Sergal – Integration on track with further growth potential

### DISTRIBUTION EXPANSION

- » Semen Cardona – additional capacity at exclusive distribution partner

### KEY ACCOUNT PROGRESS

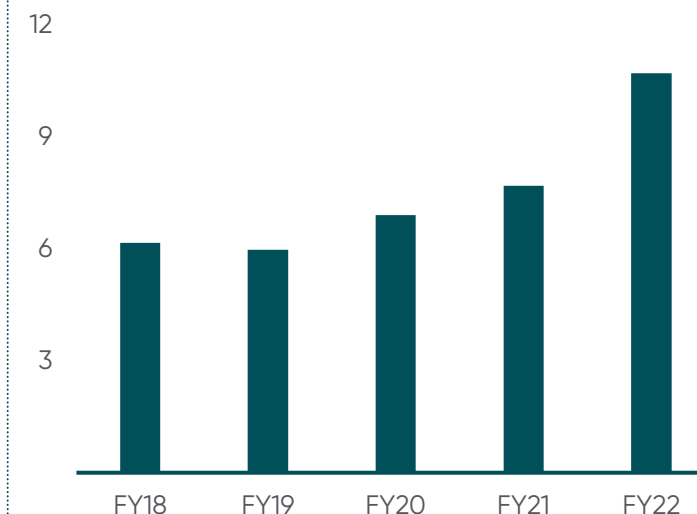
- » 40k sow customer established a 2,800 sow PIC Elite Farm strengthening our EU supply
- » Largest Portuguese producer, 45k sows. PIC has +90% female market share (2019: 15%) and ~20% male share
- » Leading European producer, 250k sows. PIC has over 50% female market share (2018: 37%)



## SPAIN/PORTUGAL ROYALTY REVENUE (FY22)

**+18%**

## SPAIN/PORTUGAL VOLUMES (MPES M)



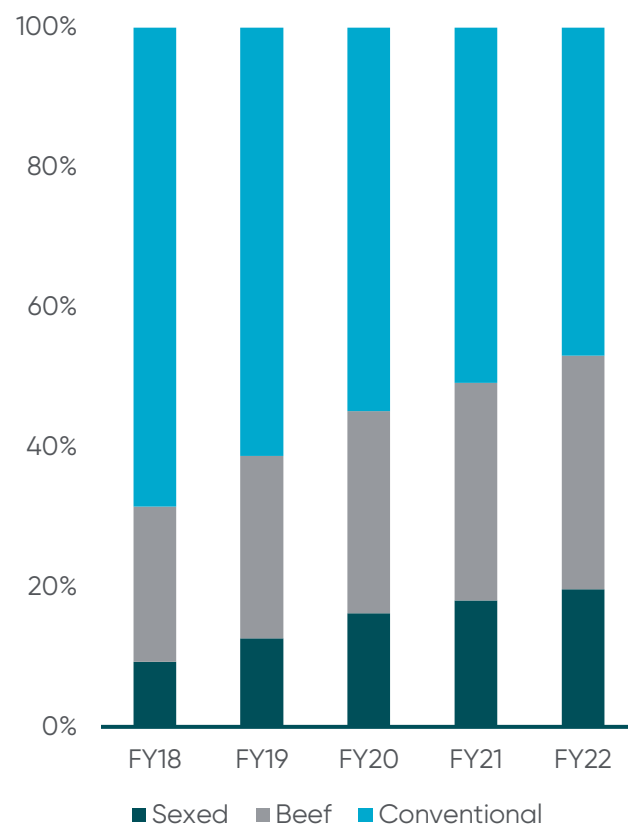
(1) Selection of key accounts (not exhaustive)



# DRIVING SEXED AND BEEF STRATEGY



## ABS: GLOBAL SALES VOLUME



## CASE STUDY: DELIVERING VALUE TO A GROWING CUSTOMER

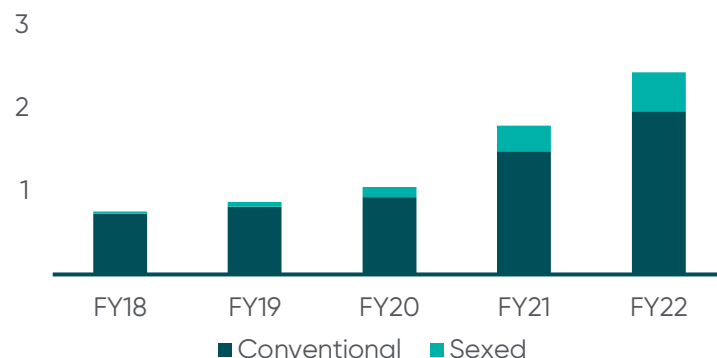


- » Leading US dairy; 100k cows (2018: 60k), across 21+ locations
- » Started with ABS managing breeding and genetic data and supplying embryos
- » Followed with Sexcel adoption
- » Beef trial demonstrated significant NuEra advantage versus Angus BxD
  - » Customer growing out BxD calves to capture value
- » Comprehensive technical support to maximise on-farm performance
  - » Pregnancy rate improved by 10 points in 2 years
- » +95% share of Sexcel, NuEra and embryos



# INCREASING PRESENCE IN CHINA'S GROWING DAIRY SECTOR

## ABS CHINA VOLUMES (M)

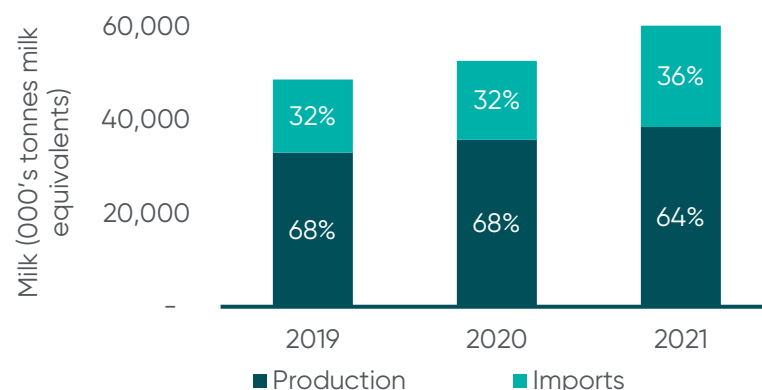


## CASE STUDY 1: WINNING WITH A MAJOR KEY ACCOUNT



- » 110k cows on 32 farms in Inner Mongolia
- » Uses a custom index created by ABS to drive genetic improvement
- » Sexcel volumes have supported increase of ABS's share of wallet to 40%

## DAIRY PRODUCTION IN CHINA<sup>1</sup>



## CASE STUDY 2: PARTNERSHIP WITH GLOBAL MNC<sup>2</sup>



- » 100% genetics supplier to a leading MNC in China
- » ABS is a gold partner to the MNC's Dairy Farming Institute, a model farm for Net Zero dairying
- » Partnership gives ABS access to smaller scale partner farms representing 100k cows

(1) China dairy production and imports based on USDA data and fluid milk equivalents conversions  
 (2) MNC – Multi National Corporation

# INVESTMENT TO DRIVE FUTURE GROWTH

## M&A



sergal

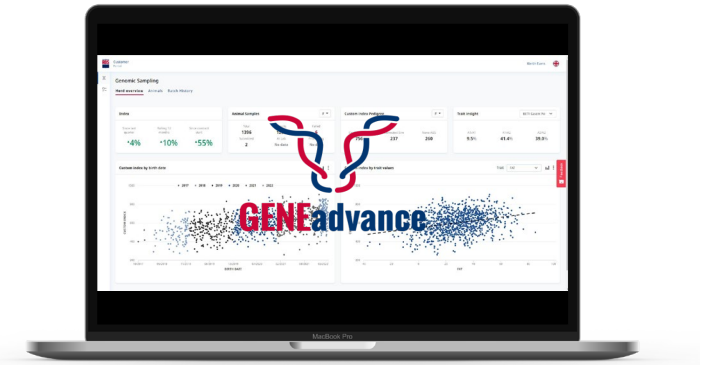
» Strategic M&A to strengthen our core

## WORLD CLASS FACILITIES



» Building supply chain to drive growth

## SYSTEMS



GENUS  ONE

» Enhanced customer experience and internal processes

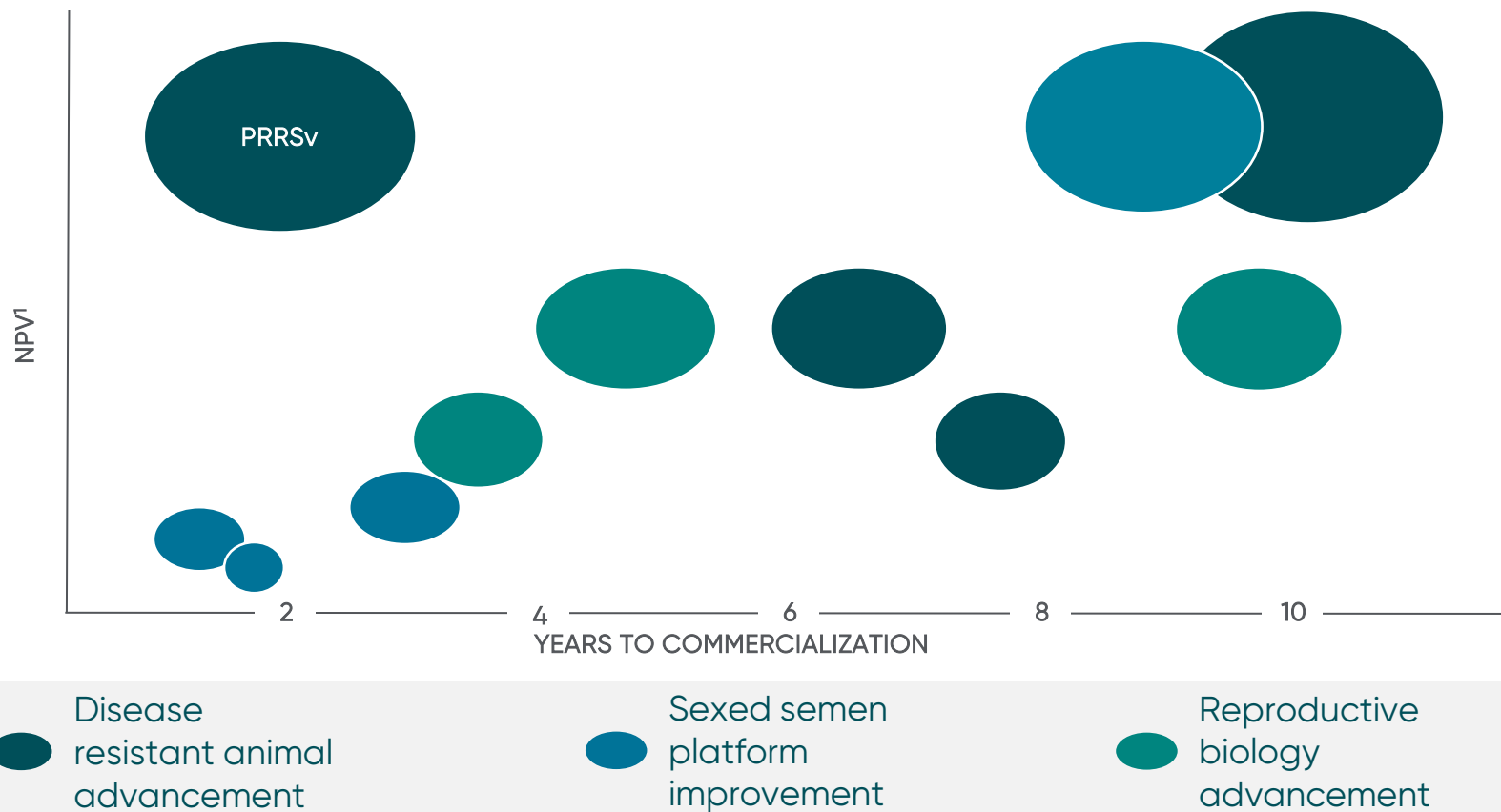




# R&D PIPELINE

## GROWING PIPELINE WITH NEAR AND LONG TERM OPPORTUNITIES

### PRODUCT NPV VS YEARS TO COMMERCIALIZATION



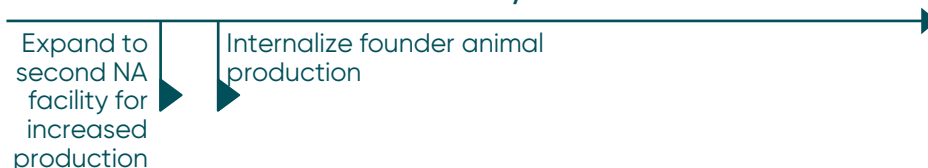
(1) Circles on chart are indicative of the size of the product opportunities expressed as Net Present Value (NPV)

# PRRSV RESISTANCE PROGRAMME

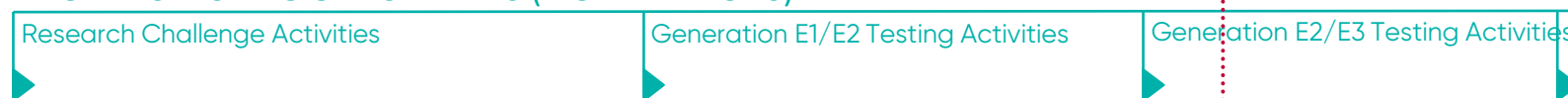
## ANIMAL WELLBEING AND SUSTAINABILITY THROUGH TECHNOLOGY



### FOUNDER ANIMAL PRODUCTION / OPTIMISATION



### DISEASE AND PHENOTYPIC TESTING OF PURELINES (2 GENERATIONS)



### MOLECULAR CHARACTERISATION AND DURABILITY OF PURELINES (3 GENERATIONS)



### REGULATORY SUBMISSIONS



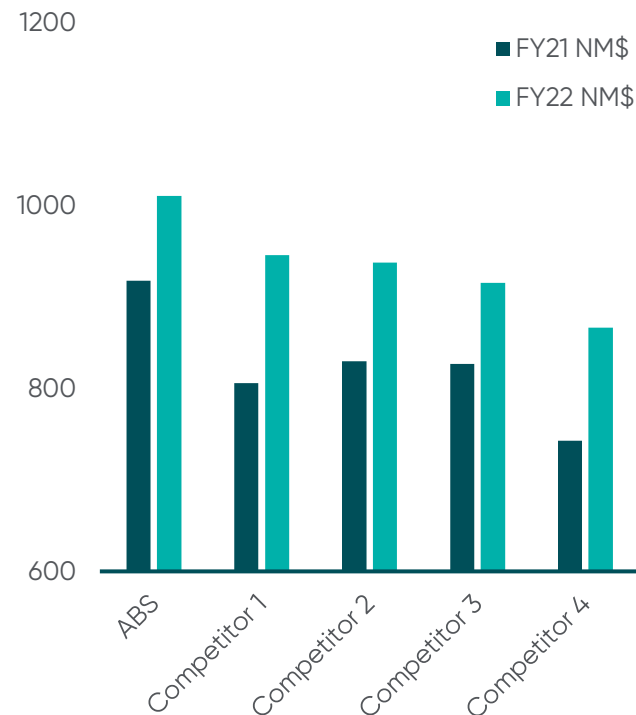
2020 ..... 2021 ..... 2022 ..... **CURRENT** ..... 2023 ..... 2024

(1) United States Food & Drug Administration  
 Note: Timeline represents calendar years  
 Note: PRRSV relates to Porcine Reproductive and Respiratory Syndrome virus

# INDUSTRY LEADING GENETIC IMPROVEMENT DRIVES SUSTAINABILITY

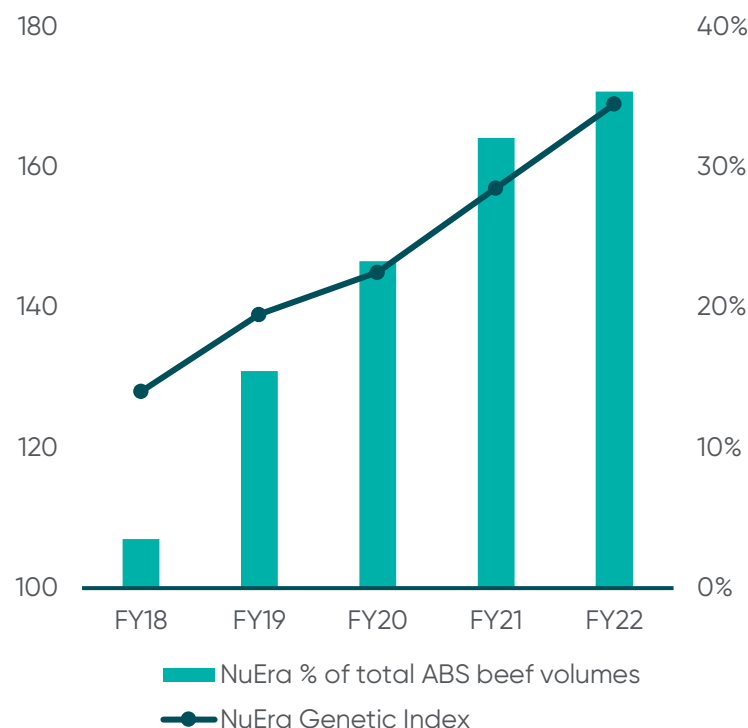
## DAIRY

Average NM\$ index score of commercial bulls launched



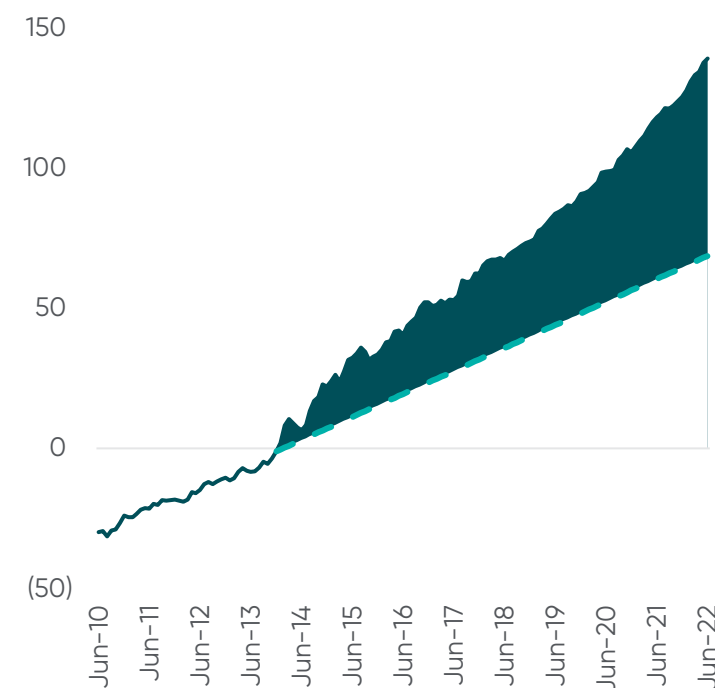
## BEEF

Genus NuEra Genetic Index and NuEra sales<sup>1</sup>



## PORK

PIC Genetic Index

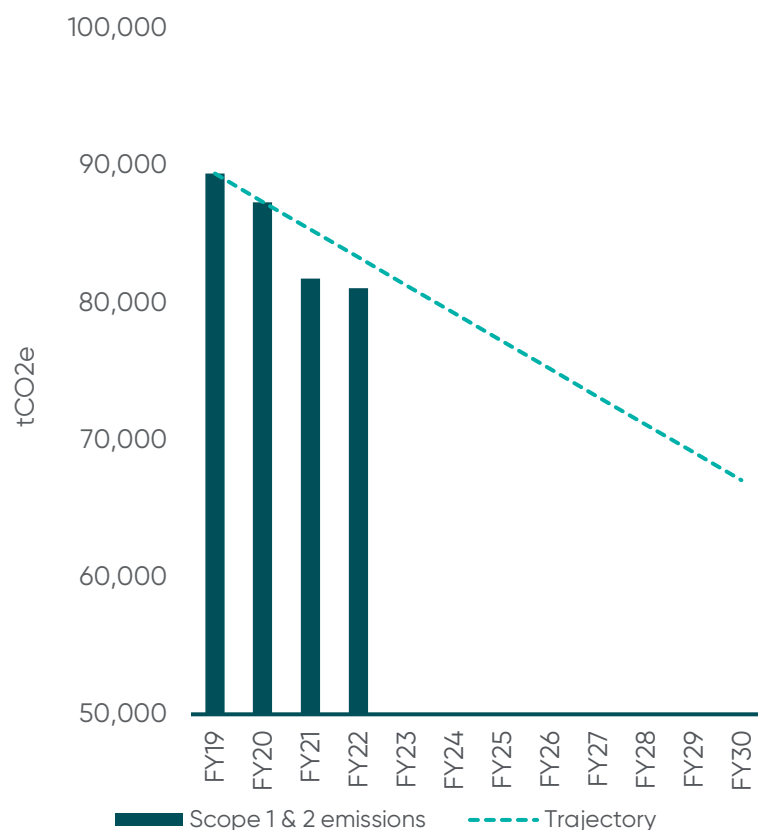


(1) Global beef semen sales volumes from NuEra bulls as a proportion of total ABS beef semen sales volumes

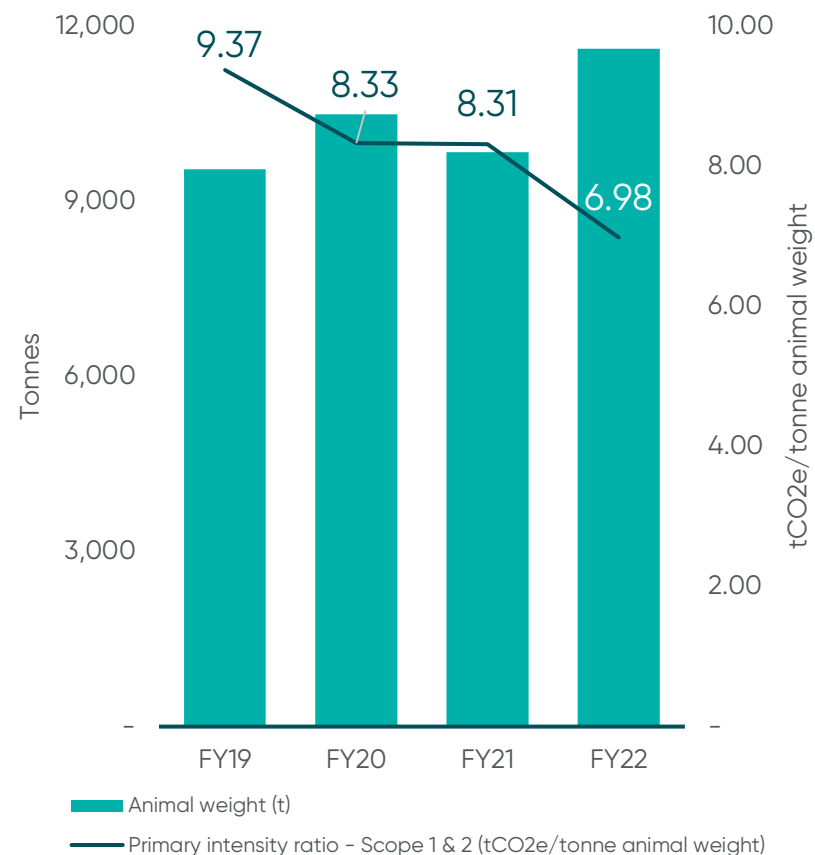


# LOWERING GENUS'S CARBON FOOTPRINT

## ANNUAL CARBON FOOTPRINT



## ANIMAL WEIGHT VS. CARBON FOOTPRINT



25% Primary intensity ratio improvement since FY19



Animal-related emissions 20% lower than in FY19



Energy-related emissions 10% lower than in FY19



# FINANCIAL RESULTS

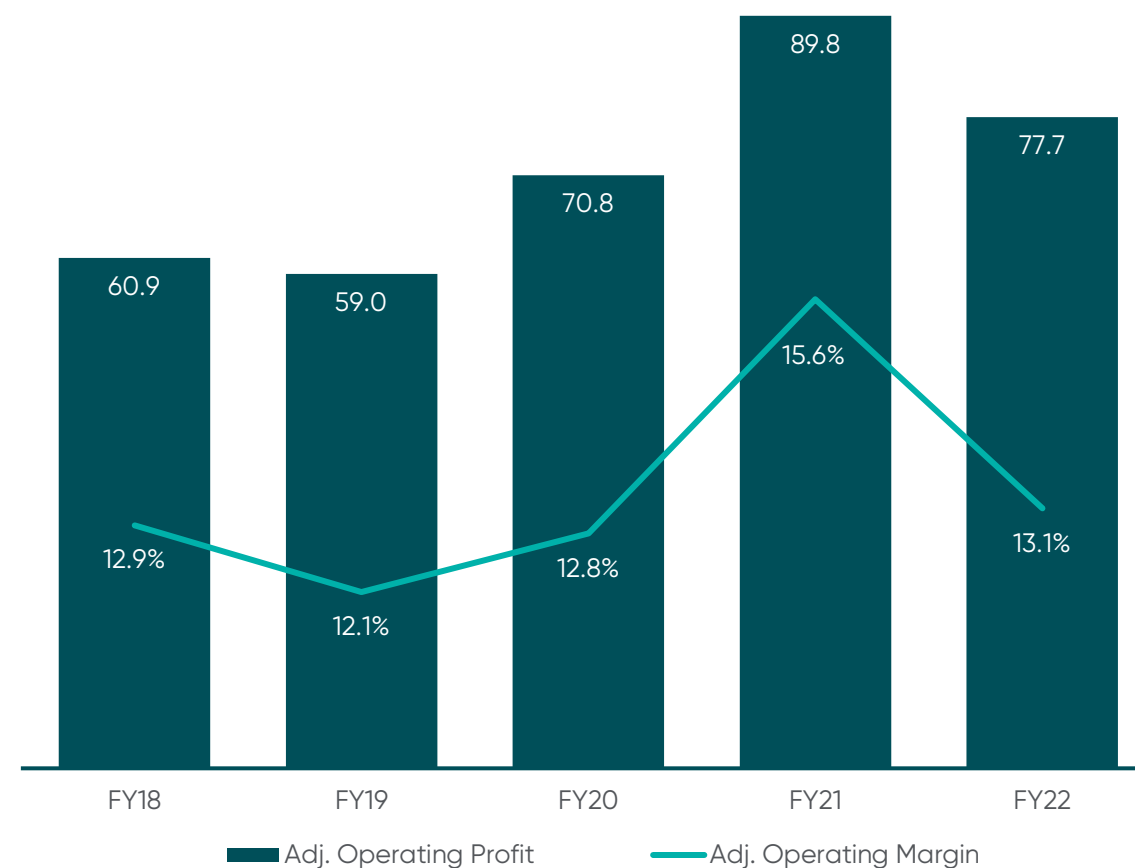
ALISON HENRIKSEN  
CHIEF FINANCIAL OFFICER



# GENUS ADJUSTED PROFIT PERFORMANCE

£M	FY22	FY21	% Change actual	% Change constant <sup>1</sup>
Genus PIC	121.2	135.9	(11)%	(13)%
Genus ABS	40.5	36.4	11%	9%
Operating units	161.7	172.3	(6)%	(8)%
R&D	(67.1)	(62.5)	(7)%	(6)%
Central	(16.9)	(20.0)	16%	18%
Adj. operating profit <sup>2</sup>	77.7	89.8	(13)%	(15)%
Adj. operating profit ex. gene editing <sup>3</sup>	85.6	97.4	(12)%	(14)%
Adj. profit before tax	71.5	84.8	(16)%	(18)%

## GENUS ADJUSTED OPERATING PROFIT £M<sup>2</sup> Full year results



(1) Constant currency percentage movements in this presentation are calculated by restating the results for the year ended 30 June 2022 at the average exchange rates applied to adjusted operating profit for the year ended 30 June 2021

(2) Operating profit and Operating Margin represents adjusted operating results including joint ventures

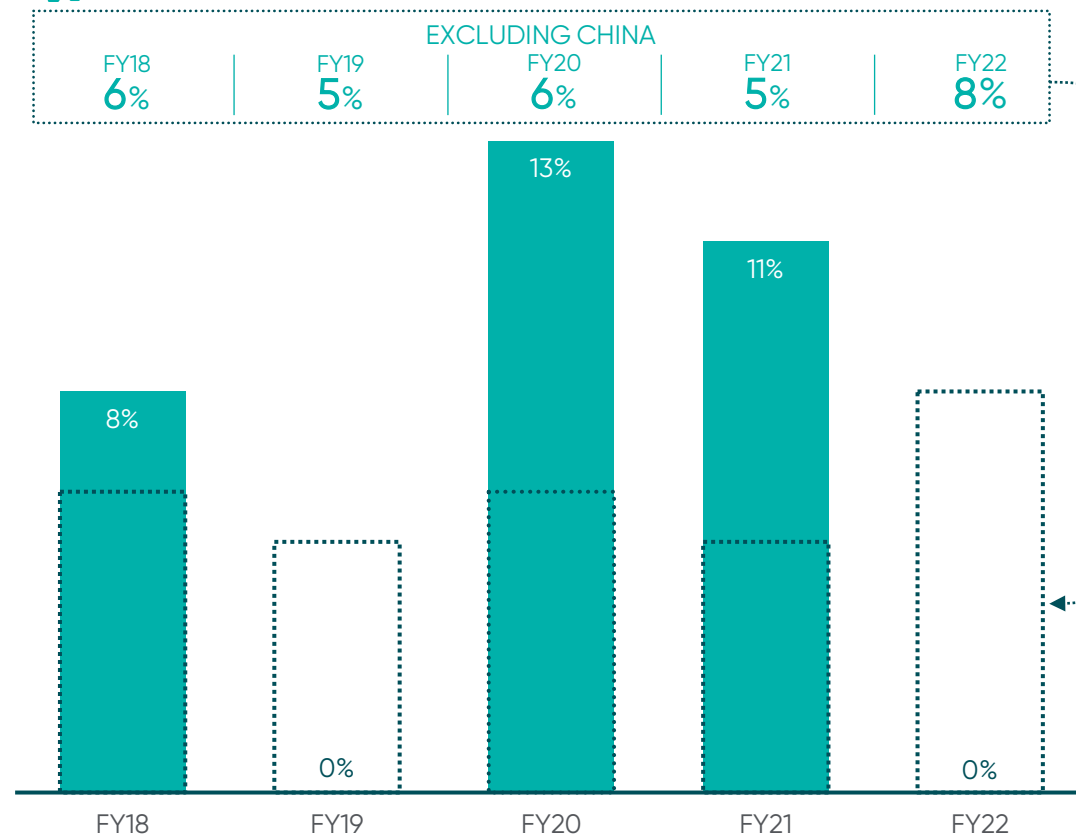
(3) Gene editing costs relating to PRRSV resistance programme and other gene editing initiatives



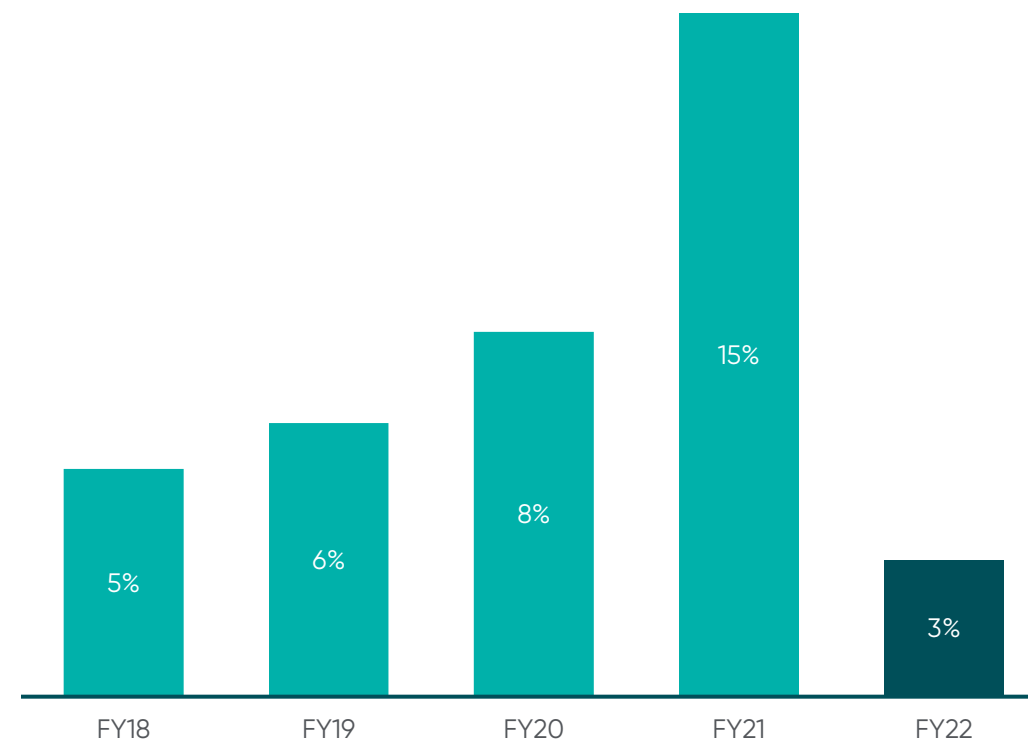
# VOLUME GROWTH

## YEAR ENDED 30 JUNE 2022

### GENUS PIC – VOLUME GROWTH (%)



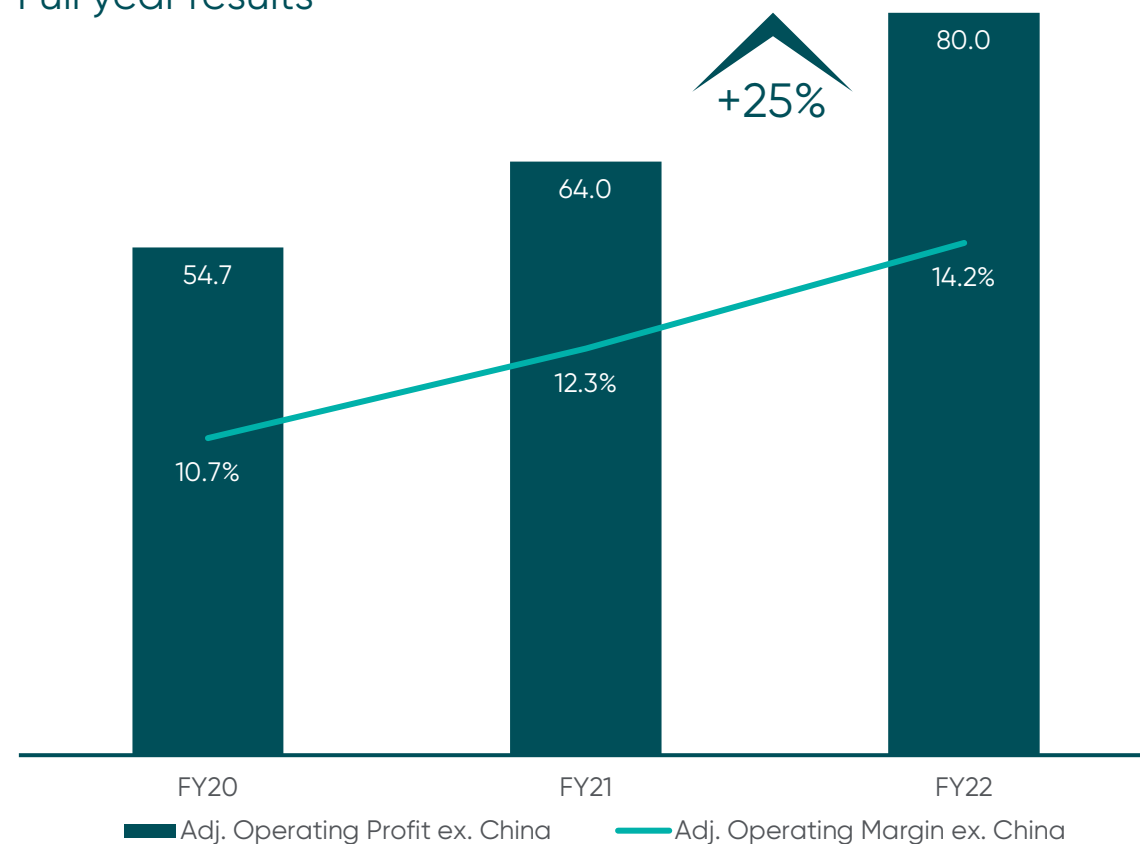
### GENUS ABS – VOLUME GROWTH (%)



# PIC CHINA IMPACT

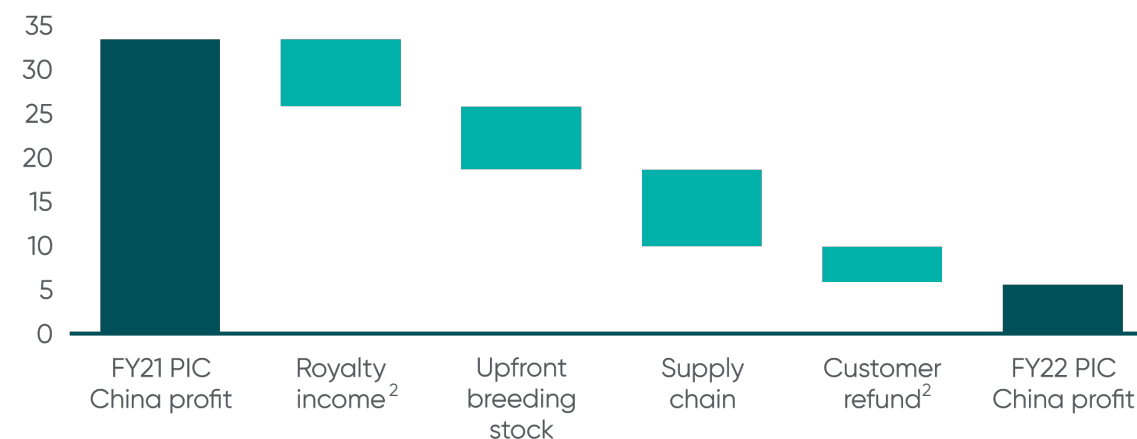
## GENUS ADJ. OPERATING PROFIT<sup>1</sup> EX. PIC CHINA AND EX. GENE EDITING £M

Full year results

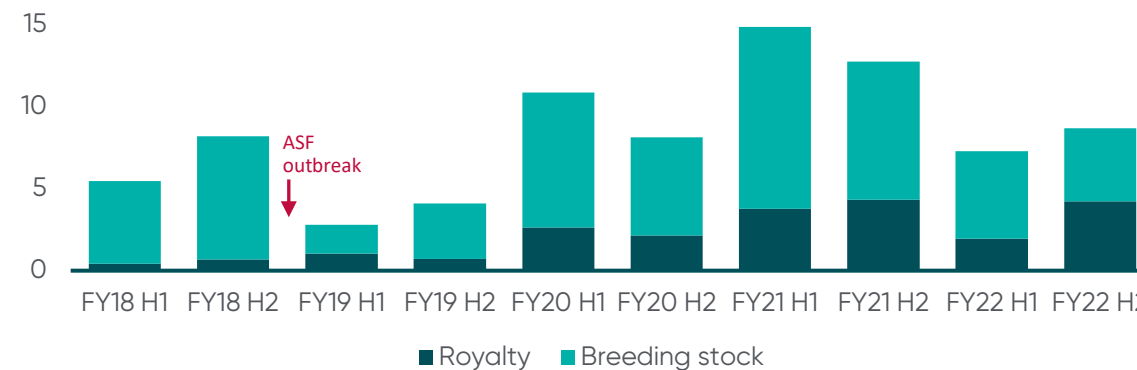


(1) Operating profit and Operating Margin represents adjusted operating results including joint ventures  
 (2) Royalty income excludes a one-off customer refund for £4.1m primarily related to historical royalties, shown separately on this bridge

## PIC CHINA ADJ. OPERATING PROFIT<sup>1</sup> BRIDGE (£M)



## PIC CHINA VOLUMES (MPE'S M)

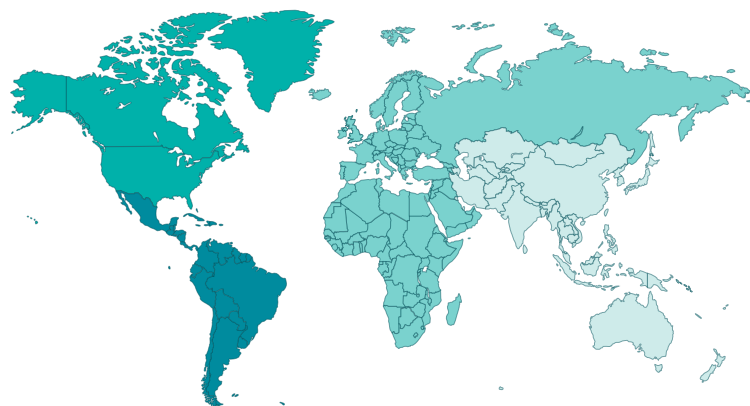




# GENUS PIC

## ADJUSTED OPERATING PROFIT<sup>1</sup>

**(13)%** +11% ex. China



## NORTH AMERICA

**+7%**

- » Market share gains in damline and sireline, particularly PIC800
- » Strong royalty revenue growth of 7%

## LATIN AMERICA

**+5%**

- » Strong operating profit growth across all key countries, except Brazil where customers impacted by lower China exports
- » Volumes up 8%, Royalty revenue growth 17%

## EMEA

**+1%**

- » Volume growth 7%, Royalty revenue growth 7%
- » Strong growth in Spain, up 40%
- » Continuing to operate in Russia; substantial breeding stock sales in FY21

## ASIA

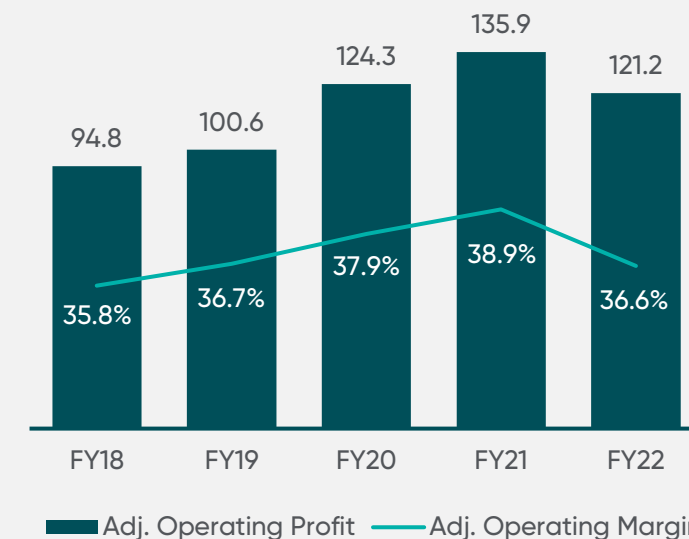
**(69)%**  
+25% ex. China

- » Sharp decline in China pig prices continued to impact results in H2, operating profit down 84%
- » China supply chain expansion; Ankang farm initial stocking in Nov 2022
- » Strong profit recovery in Philippines, up 67%

## ROYALTY REVENUE

**+1%<sup>3</sup>** +8% ex. China

### GENUS PIC ADJ. OPERATING PROFIT £M<sup>1</sup> Full year results



(1) Adjusted operating profit including joint ventures

(2) Adjusted operating margin excluding joint ventures

(3) Excludes a customer refund in China for £4.1m related to historical royalties following changes to commercial terms

Note: All % changes are in constant currency and represent adjusted operating profit growth unless otherwise stated

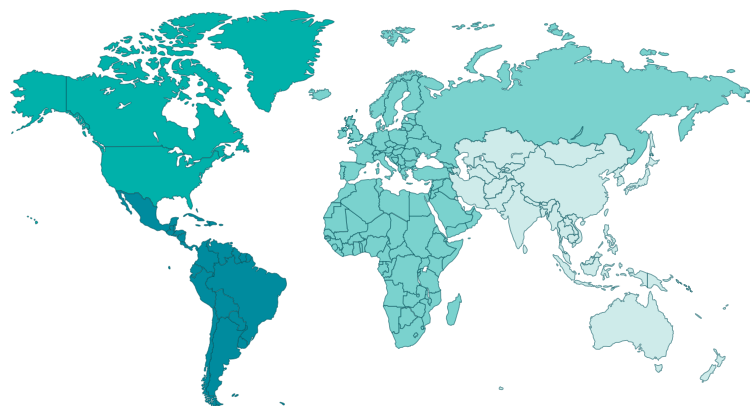




# GENUS ABS

## ADJUSTED OPERATING PROFIT<sup>1</sup>

+9%



## NORTH AMERICA

+4%

- » High growth of NuEra (Beef-on-Diary) up 33% and Sexcel up 10%
- » Growth in IntelliGen third party business
- » Embryo volumes returned to growth in H2

## LATIN AMERICA

+2%

- » June IT security incident impacted Latin America's profit by around £0.9m
- » Estimate profit growth would have been 11% if IT incident hadn't occurred
- » Success of ABS XBlack tropical genetics

## EMEA

(4)%

- » Volumes down 2%; challenging market conditions and uncertainty caused by the Russia/Ukraine conflict
- » Increasing multi-year partnerships with customers
- » Growth in IntelliGen third party business

## ASIA

+24%

- » Growth in China 40% supported by strong sexed volume growth
- » Growth in Australia 36% supported by strong beef volume growth
- » Government of India contract now operational

## SEXED VOLUME

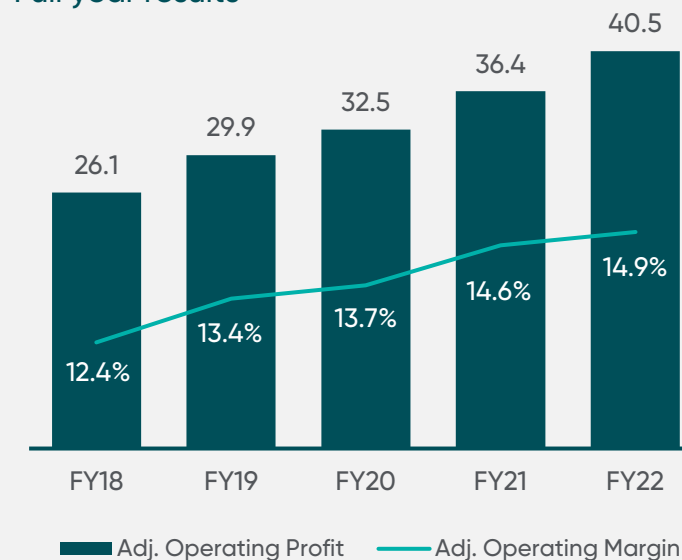
+18%

## BEEF VOLUME

+9%

## GENUS ABS ADJ. OPERATING PROFIT £M

Full year results



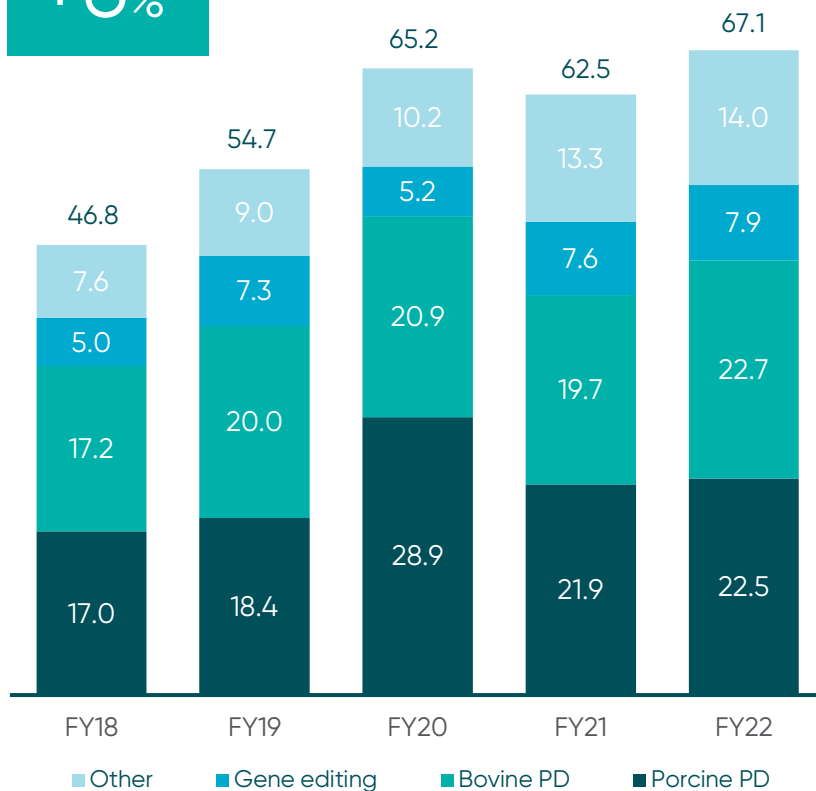
Note: All % changes are in constant currency and represent adjusted operating profit growth unless otherwise stated  
 (1) An IT incident in June 2022, now resolved, caused an estimated £0.9m profit impact to Brazil trading, without which ABS Latin America operating profit growth would have been +11% and ABS total growth would have been +12%.



# GENUS R&D

## NET RESEARCH AND DEVELOPMENT<sup>1</sup> £M Full year results

+6%



## PORCINE PRODUCT DEVELOPMENT

(1)%

- » Progress on digital phenotyping
- » Accelerating the rate of global genetic gain and amplifying new advantageous traits

## BOVINE PRODUCT DEVELOPMENT

+13%

- » Expansion of our NuEra programme, now supporting over a third of global beef volumes

## GENE EDITING INVESTMENT

+1%

- » Ongoing investment in the PRRSV resistance project
- » Higher investment expected as we progress towards FDA approval

## OTHER RESEARCH AND DEVELOPMENT

+5%

- » Expanded team delivering stronger R&D pipeline



(1) Less non-controlling Interest  
Note: All % changes are in constant currency and positive percentages indicate increased investment expense

# STATUTORY INCOME

	FY22 £m	FY21 £m	Change £m
Adjusted operating profit	68.8	76.9	(8.1)
Net IAS 41 valuation movement on bio assets	(5.4)	(10.8)	5.4
Amortisation of acquired intangible assets	(8.3)	(7.4)	(0.9)
Share-based payments	(3.7)	(7.7)	4.0
Exceptional items	(2.0)	(3.3)	1.3
<b>Operating profit</b>	<b>49.4</b>	<b>47.7</b>	<b>1.7</b>
Share of post-tax profit of JVs and assocs	5.2	13.1	(7.9)
Net finance costs	(6.2)	(5.0)	(1.2)
<b>Profit before tax</b>	<b>48.4</b>	<b>55.8</b>	<b>(7.4)</b>
Taxation	(11.7)	(9.0)	(2.7)
<b>Profit after tax</b>	<b>36.7</b>	<b>46.8</b>	<b>(10.1)</b>

## STATUTORY PROFIT BEFORE TAX

**£48.4m** (FY21: £55.8m)

### Non-cash impacts

- » £5.4m current period decrease in net IAS 41 biological assets (FY21: £10.8m decrease)
- » Lower share-based expenses of £3.7m (FY21: £7.7m)

### Exceptional items

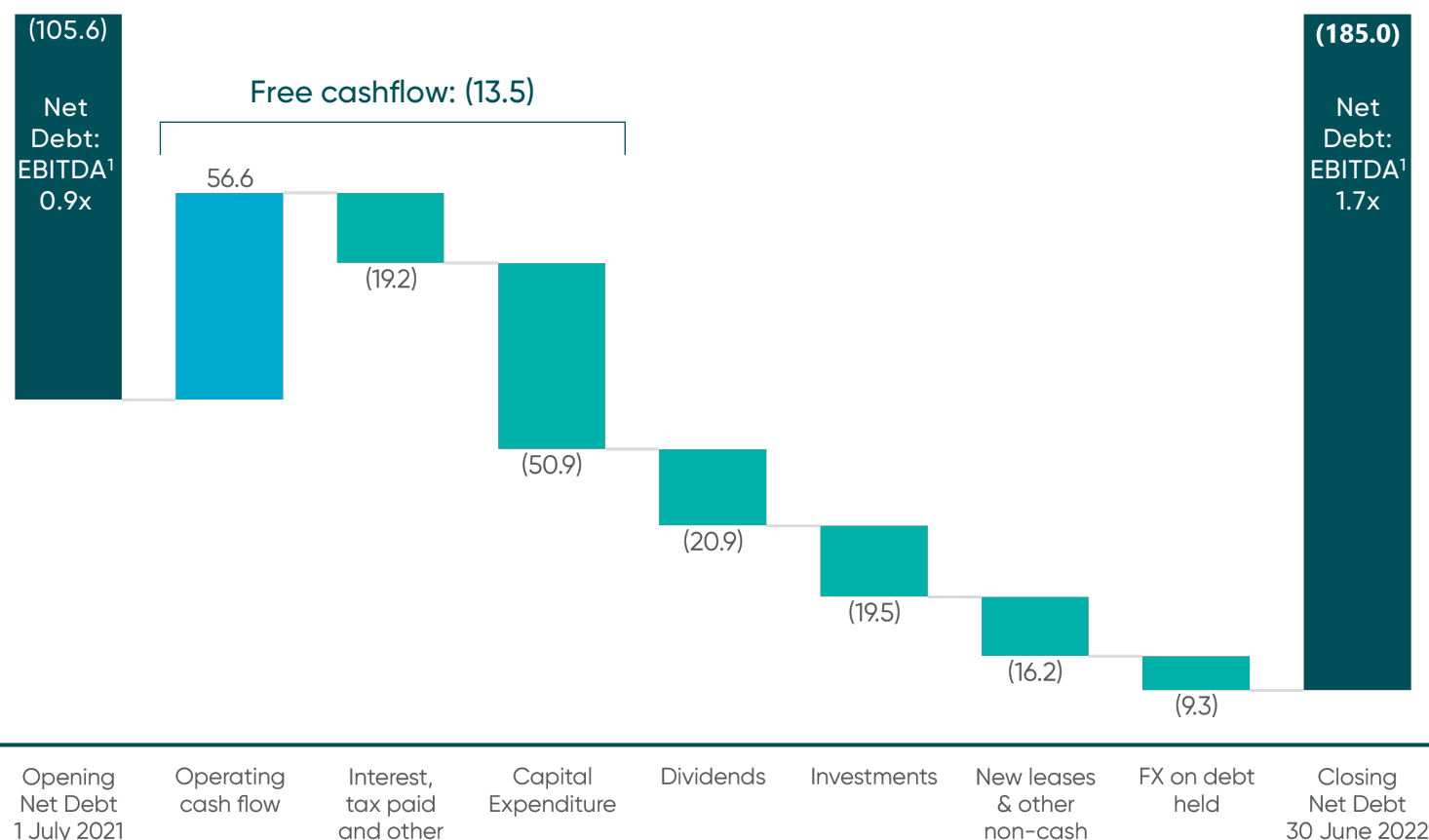
- » £1.4m legal expense and £2.8m ABS supply chain restructuring costs, offset by £3.3m cash received for a legacy legal claim
- » One-time costs in relation to IT security incident £0.5m

### Taxation

- » Adjusted tax rate of 24.3% (FY21: 22.5%); lower proportion of China profits where we benefit from agricultural tax relief
- » Statutory tax rate of 28.0% (FY21: 20.4%); lower proportion of China profits and a one-off charge to reflect higher deferred tax rates on Porcine IAS41 assets in China

# SOLID FINANCIAL POSITION

## NET DEBT BRIDGE £M



## CASH CONVERSION

82% (FY21: 113%)

## Growth in capital investments

- » Capital expenditure £50.9m (FY21: £33.8m)
- » Higher working capital outflows; increased inventory and receivables
- » Investments £19.5m (FY21: £16.9m) includes acquisition of Olymel AlphaGene assets for £14.5m

## Headroom & Refinancing

- » £77.8m headroom at 30 June 2022
- » Increased and extended credit facility as of 24 August 2022
  - » Accordion option exercised for an additional £40m (to £190m) and USD \$25m (to USD \$150m)
  - » Extended by a further year to 24 August 2025
- » Net Debt:EBITDA<sup>1</sup> 1.7x – within target 1.0–2.0x

## Full year dividend maintained

- » Adjusted earnings coverage<sup>2</sup> 2.6x – within target 2.5–3.0x

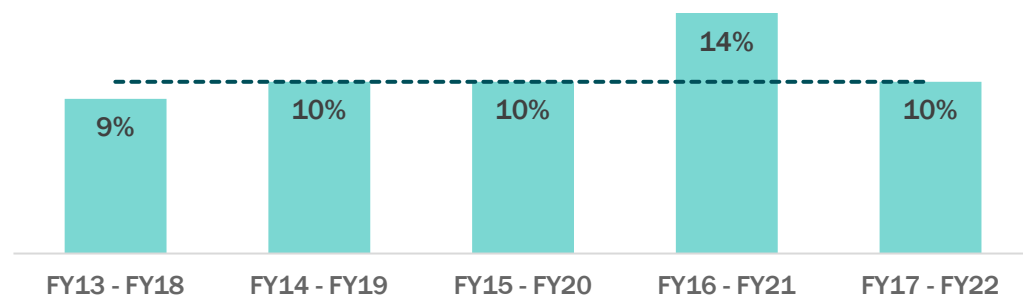
(1) Net Debt to EBITDA as defined under our debt facility agreement  
 (2) Adjusted earnings coverage is equal to adjusted earnings per share (after tax) divided by full year dividends per share



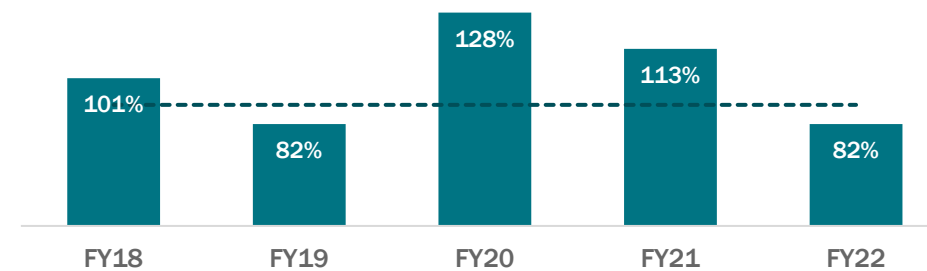
# MEETING MEDIUM TERM OBJECTIVES



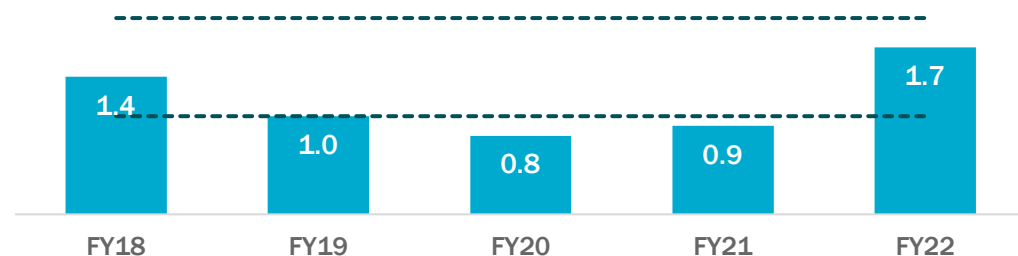
Grow adjusted operating profit : 10% 5 Year CAGR  
(5-year CAGR, constant currency, inc. JVs, exc. gene editing)



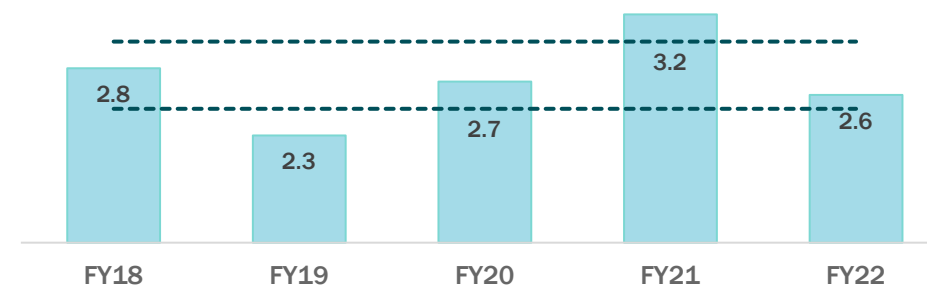
Convert profit to cash : 90%+ annual cash conversion  
(net cash from operations : op. profit exc. JVs)



Maintain a strong balance sheet :  
1.0x – 2.0x Net Debt : EBITDA<sup>1</sup>



Deliver shareholder returns:  
2.5x – 3.0x adjusted earnings coverage (adj EPS/DPS)



(1) Net Debt to EBITDA as defined and reported under our debt facility agreement.



# SUMMARY & OUTLOOK

STEPHEN WILSON  
CHIEF EXECUTIVE





# SUMMARY AND OUTLOOK



## FY22 PERFORMANCE IMPACTED BY PIC CHINA

- » Adjusted Profit Before Tax excluding PIC China +28%



## GOOD STRATEGIC PROGRESS



## INVESTMENT TO DRIVE FUTURE GROWTH



## OUTLOOK

- » Global macro economic landscape challenging
- » Market conditions have improved in China porcine
- » Medium term growth expectations unchanged





# APPENDICES

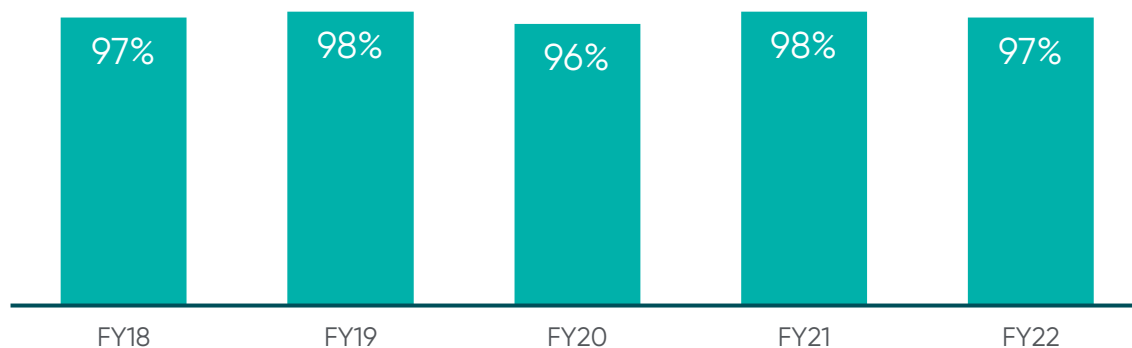




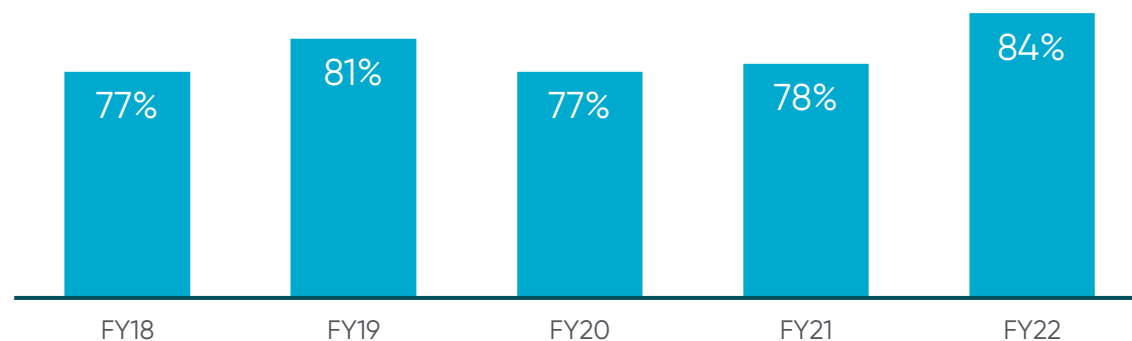


# PROPORTION OF TOTAL PORCINE VOLUMES UNDER ROYALTY

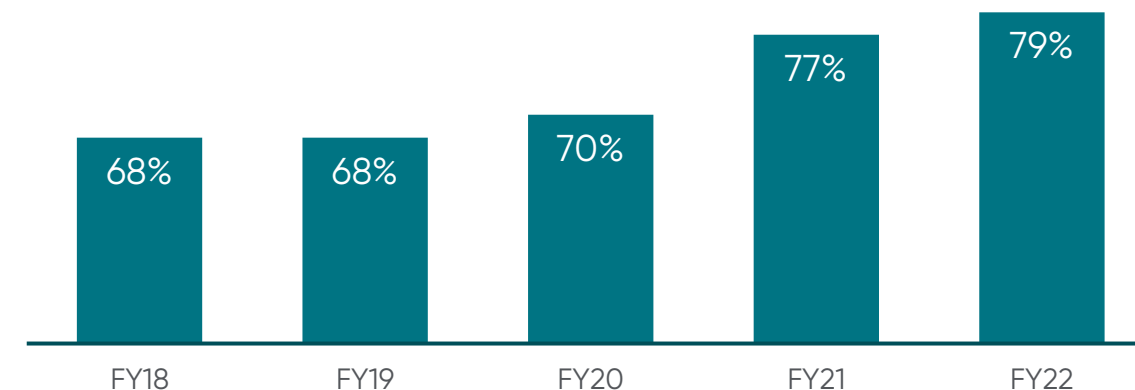
## NORTH AMERICA



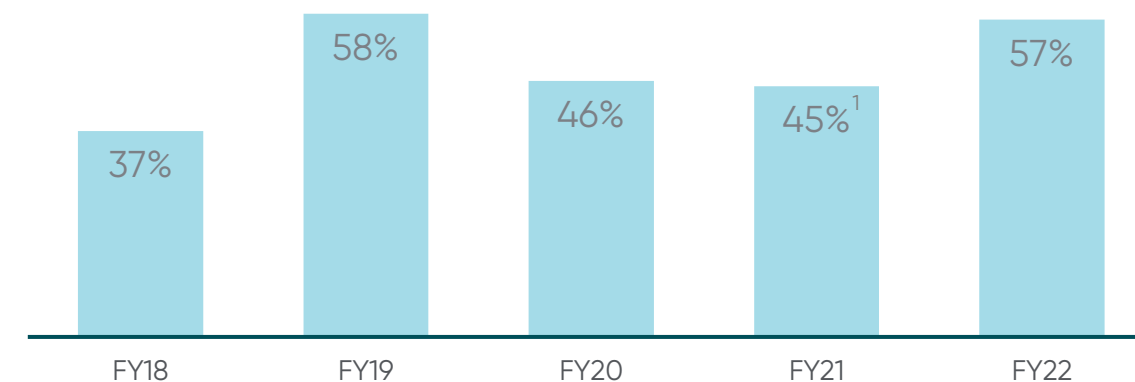
## LATIN AMERICA



## EMEA



## ASIA

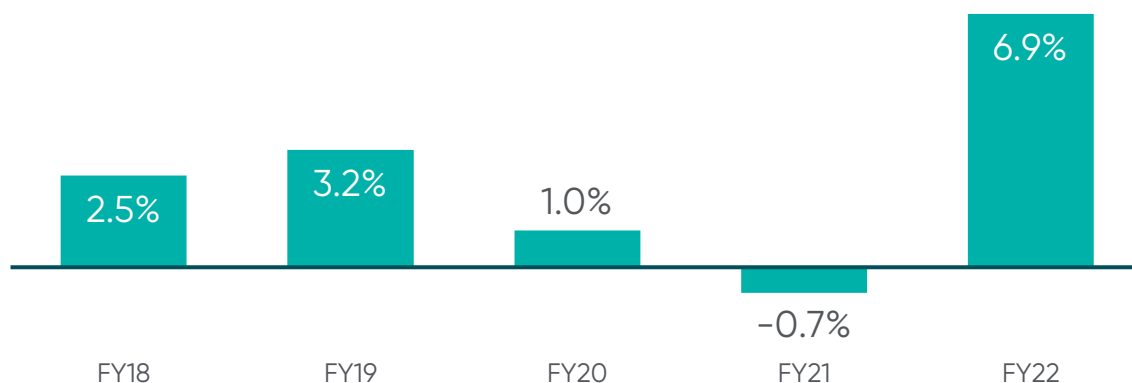


(1) Restated to exclude volumes related a customer refund in China following changes to commercial terms

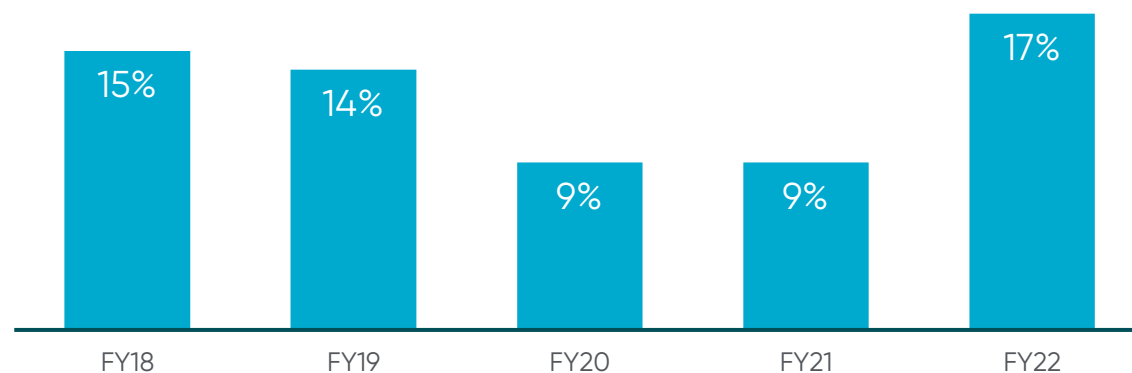
# PORCINE ROYALTY REVENUE GROWTH



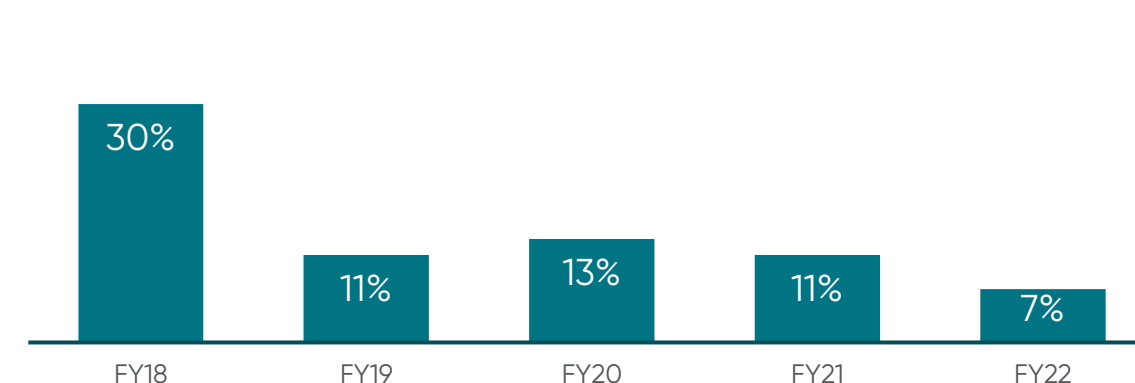
## NORTH AMERICA



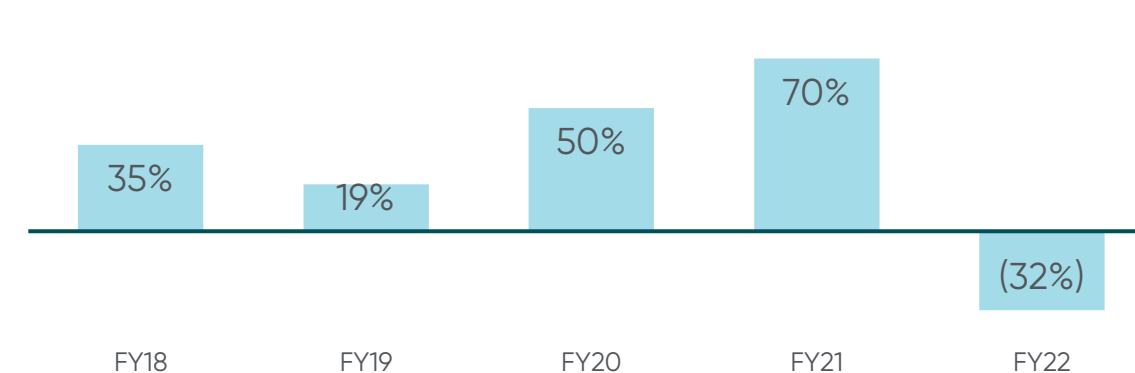
## LATIN AMERICA



## EMEA



## ASIA



# FINANCIAL RESULTS

	FY22	FY21	% Change	% Change
	£m	£m	Actual Currency	Constant Currency
Revenue	593.4	574.4	3%	2%
Adjusted operating profit inc. JV ex. gene editing	85.6	97.4	(12)%	(14)%
Adjusted operating profit inc. JV	77.7	89.8	(13)%	(15)%
Net finance costs	(6.2)	(5.0)	(24)%	(24)%
Adjusted profit before tax	71.5	84.8	(16)%	(18)%
Adjusted earnings per share (pence)	82.7	100.9	(18)%	(20)%
Dividend per share (pence)	32.0	32.0	–	

# GENUS PIC RESULTS



	FY22	FY21	% Change	% Change
	£m	£m	Actual Currency	Constant Currency
Revenue	306.6	315.6	(3)%	(5)%
Adjusted operating profit ex. JV	112.3	122.9	(9)%	(10)%
Adjusted operating profit inc. JV	121.2	135.9	(11)%	(13)%
Adjusted operating margin ex. JV	36.6%	38.9%	(2.3)pts	(2.3)pts





# GENUS ABS RESULTS

	FY22	FY21	% Change	% Change
	£m	£m	Actual Currency	Constant Currency
Revenue	272.0	250.1	9%	7%
Adjusted operating profit	40.5	36.4	11%	9%
Adjusted operating margin	14.9%	14.6%	0.3pts	0.2pts

# CASH FLOW STATEMENT

	FY22	FY21	Variance
	£m	£m	£m
Adjusted operating profit ex. JV	68.8	76.9	(8.1)
Depreciation and amortisation	31.1	28.6	2.5
Adjusted EBITDA	99.9	105.5	(5.6)
Working capital	(22.4)	5.6	(28.0)
Biological assets	(19.1)	(12.8)	(6.3)
Pension deficit repair	(3.1)	(7.0)	3.9
Exceptional items and other	1.3	(4.7)	6.0
Cash generated by operations	56.6	86.6	(30.0)
Cash conversion %	82%	113%	(31pts)
Interest and tax paid	(22.3)	(19.1)	(3.2)
Capital expenditure	(50.9)	(33.8)	(17.1)
Other	3.1	3.8	(0.7)
Free cash flow	(13.5)	37.5	(51.0)
Acquisitions and investments <sup>1</sup>	(19.5)	(16.9)	(2.6)
Dividends	(20.9)	(19.5)	(1.4)
Shares issued	–	0.1	(0.1)
Net cash flow (before debt repayments)	(53.9)	1.2	(55.1)

(1) Acquisitions and Investments in FY22 included £14.5m for the acquisition of Olymel AlphaGene assets

# EXCHANGE RATE SENSITIVITY

	FY22 Average <sup>1</sup>	FY22 Closing	Spot at 5 Sep 2022	Profit Sensitivity £m <sup>2</sup>	
» Genus's geographic profile can lead to translational currency impacts  » We monitor key rates against GBP  » Latest spot rates would indicate a benefit of circa £6m-£9m for FY23 compared with average FY22 rates, though currencies remain volatile	Mexican Peso	26.8	24.5	23.1	1.5
	Euro	1.18	1.16	1.16	1.4
	Brazilian Real	6.88	6.39	5.96	1.3
	Chinese Yuan	8.47	8.15	8.02	1.2
	Russian Rouble	92.0	66.7	70.6	0.7
	US Dollar	1.31	1.22	1.16	0.6

(1) Weighted average exchange rate based on operating profit inc JV income  
 (2) 12 month operating profit impact given a +/- 10% movement in exchange rate, based on FY22 results. Current year sensitivity may differ based on current trading.

# RETURN ON ADJUSTED INVESTED CAPITAL

	FY22	FY21
	£m	£m
Adjusted operating profit inc JV	77.7	89.8
Tax rate	24.3%	22.5%
Adjusted operating after tax	58.8	69.6
Equity attributable to owners of the company	578.5	498.1
Add back:		
Net debt	185.0	105.6
Pension liability	8.3	11.1
Related deferred tax	(1.3)	(2.1)
Deduct:		
Biological assets (less historical cost)	(310.5)	(272.2)
Related deferred tax	73.0	63.7
Goodwill	(111.0)	(101.5)
Adjusted invested capital <sup>1</sup>	422.0	302.7
Return on adjusted invested capital	13.9%	23.0%

(1) The increase in the adjusted invested capital asset base of £119m reflected the capital investments in supply chain capacity in the year and the acquisition of Olymel's AlphaGene programme, both to support future profit growth, along with a circa £40m increase due to foreign exchange translation of the balance sheet caused by the weakening Sterling, towards the end of the fiscal year.



# GLOSSARY

**Artificial insemination ('AI')** Using semen collected from a bull or boar to impregnate a cow or sow when in estrus. Artificial insemination allows a genetically superior male to be used to mate with many more females than would be possible with natural mating.

**ASF** African Swine Fever.

**Boar** A male pig.

**CRISPR-Cas 9** Technology which accurately targets and cuts DNA to produce precise and controllable changes to the genome.

**Farrow** When a sow gives birth to piglets.

**Gender skew** The ability to influence the proportion of offspring being of a particular sex.

**Genetic gain** The change of the genetic make up of a particular animal population in response to having selected parents that excelled genetically for important traits.

**Genetic lag** The amount of time required to disseminate genetic gain from a nucleus herd to the commercial customer.

**Genetic nucleus** A specialised pig herd, where Genus PIC keeps its pure lines. Pigs are genetically tested at the nucleus to select the best animals to produce the next generation.

**Genomic bull** A bull which has been assessed through genomic testing. This typically refers to bulls which have not been progeny-tested.

**Genomics** The study of the genome, which is the DNA sequence of an animal's chromosomes.

**Gilt** A young female pig, which has not yet given birth.

**GGP/GP** Great – great grandparent/grandparent.

**In vitro fertilisation ('IVF')** The fertilisation of an oocyte (or egg) with semen (outside an animal) in a laboratory for transfer into a surrogate.

**Index/Indices** A formula incorporating economically important traits for ranking the genetic potential of animals as parents of the next generation.

**IntelliGen** The technology platform used to process sexed bovine semen for ABS and third-party customers and commercialised by ABS as Sexcel.

**Market pig equivalents ('MPE')** Refers to a standardised measure of our customers' production of slaughter animals that contain our genetics with genes from each of the sow and boar counting for half of the animal.

**Multiplier** A producer whose farm contains grandparent sows. The farm crosses together two lines of grandparents, multiplying the number of genetically improved parents that are available for sale.

**NuEra** The ABS beef breeding programme and index designed to drive the customer's genetic improvement and deliver total system profitability for the beef supply chain.

**PRRSv** Porcine Reproductive and Respiratory Syndrome Virus.

**Sexcel** The ABS brand of sexed bovine genetics produced using IntelliGen.

**Sire** The male parent of an animal.

**Sire line** The male line selected for traits desirable for the market.

**Sow** A female pig which has given birth at least once.

**Straw** A narrow tube used to package frozen bull semen.

**Terminal boars** The male pig that is used to mate with a parent female to produce a terminal pig.

**Trait** A measurable characteristic that may be a target for genetic selection.

**Unit** A straw of frozen bull semen or tube/bag of fresh boar semen sold to a customer.