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MWI VETERINARY SUPPLY, INC.

FORM 8-K
(Current report filing)

Filed 02/08/11 for the Period Ending 02/08/11

Address	651 S. STRATFORD DRIVE SUITE 100 MERIDIAN, ID 83642
Telephone	(800) 824-3703
CIK	0001323974
Symbol	MWIV
SIC Code	5047 - Medical, Dental, and Hospital Equipment and Supplies
Industry	Biotechnology & Drugs
Sector	Healthcare
Fiscal Year	09/30

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UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 8, 2011

MWI VETERINARY SUPPLY, INC.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of Incorporation)	**000-51468** (Commission File Number)	**02-0620757** (I.R.S. Employer Identification No.)

651 S. Stratford Drive, Suite 100, Meridian, ID 83642

(Address of principal executive offices) (Zip Code)

(208) 955-8930

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ❑ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ❑ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ❑ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ❑ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 7.01 Regulation FD Disclosure

Attached as Exhibit 99.1 is a presentation that will be provided to investors and stockholders that attend the Company's 2011 Annual Stockholders' Meeting on February 8, 2010, 4:00 pm Mountain Standard Time, at the Boise Centre on the Grove, 850 W. Front Street, Boise, Idaho 83702.

In accordance with general instruction B.2 of Form 8-K, the information in this report (including Exhibit 99.1) is furnished and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act"), or otherwise subject to the liability of that section, nor shall it be deemed to be incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act.

Item 9.01. Financial Statements and Exhibits

(d) Exhibits

The following exhibits relating to Item 7.01 shall be deemed to be furnished, and not filed:

99.1 MWI Veterinary Supply, Inc. Stockholder Presentation.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

MWI VETERINARY SUPPLY, INC.

Date: February 8, 2011

By: /s/ Mary Patricia B. Thompson
Mary Patricia B. Thompson
Senior Vice President of Finance and Administration, and Chief Financial Officer

EXHIBIT INDEX

Exhibit No .	Description
99.1	Stockholder Presentation communicated at the Company's 2011 Annual Stockholders' Meeting on February 8, 2011 at the Boise Centre on the Grove, 850 W. Front Street, Boise, Idaho 83702.

Exhibit 99.1

2011 ANNUAL STOCKHOLDERS' MEETING

MWI Company Overview and Fiscal Year 2010 Review

Jim Cleary
Mary Pat Thompson

Disclaimer/Forward-Looking Statements

This presentation may contain forward-looking statements based on current management expectations. Numerous factors, including those related to market conditions and those detailed in our Annual Report on Form 10-K, may cause results to differ materially from those anticipated in forward-looking statements. Many of the factors that will determine the Company's future results are beyond the ability of the Company to control or predict. These statements are subject to risks and uncertainties and, therefore, actual results may differ materially. Potential investors should not place undue reliance on forward-looking statements, which reflect management's views only as of the date hereof. The Company undertakes no obligation to revise or update any forward-looking statements, or to make any other forward-looking statements, whether as a result of new information, future events or otherwise.

MWI Mission Statement

MWI will be the best resource to the veterinary profession by delivering superior value, efficiency and innovation.

MWI Core Values

customer service

integrity

dedication

innovation

quality

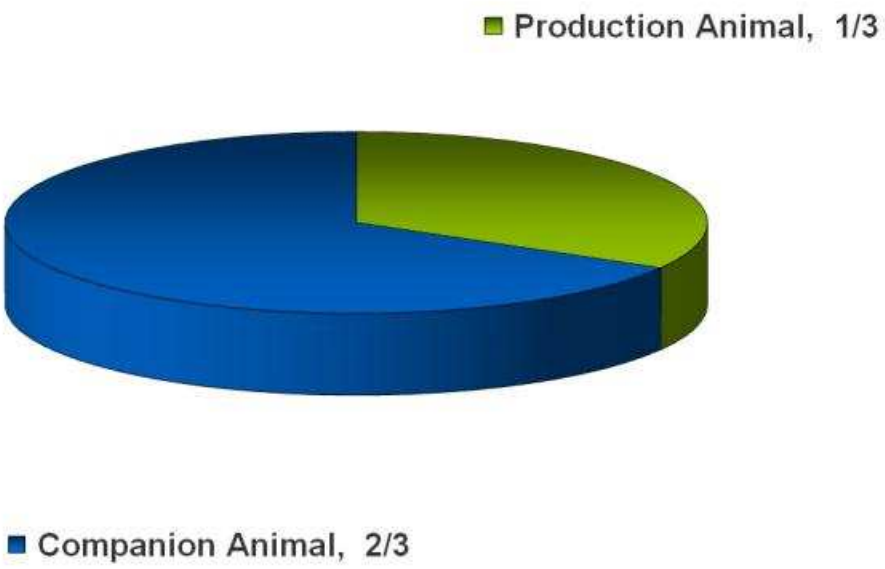
MWI's culture is driven by our five core values of customer service, integrity, dedication, innovation and quality. With a history of over 30 years in veterinary distribution, we believe we have developed a strong culture and business model for the future.

Our Company

- Leading distributor of animal health products to veterinarians across U.S. and U.K.
- Over 30 years of operating history
- 22,000+ veterinary practices in U.S. and 1,500+ in U.K.
- 15,000+ products sourced from 550+ vendors
- Strong financial performance

MWI Locations

MWI's Revenue Mix

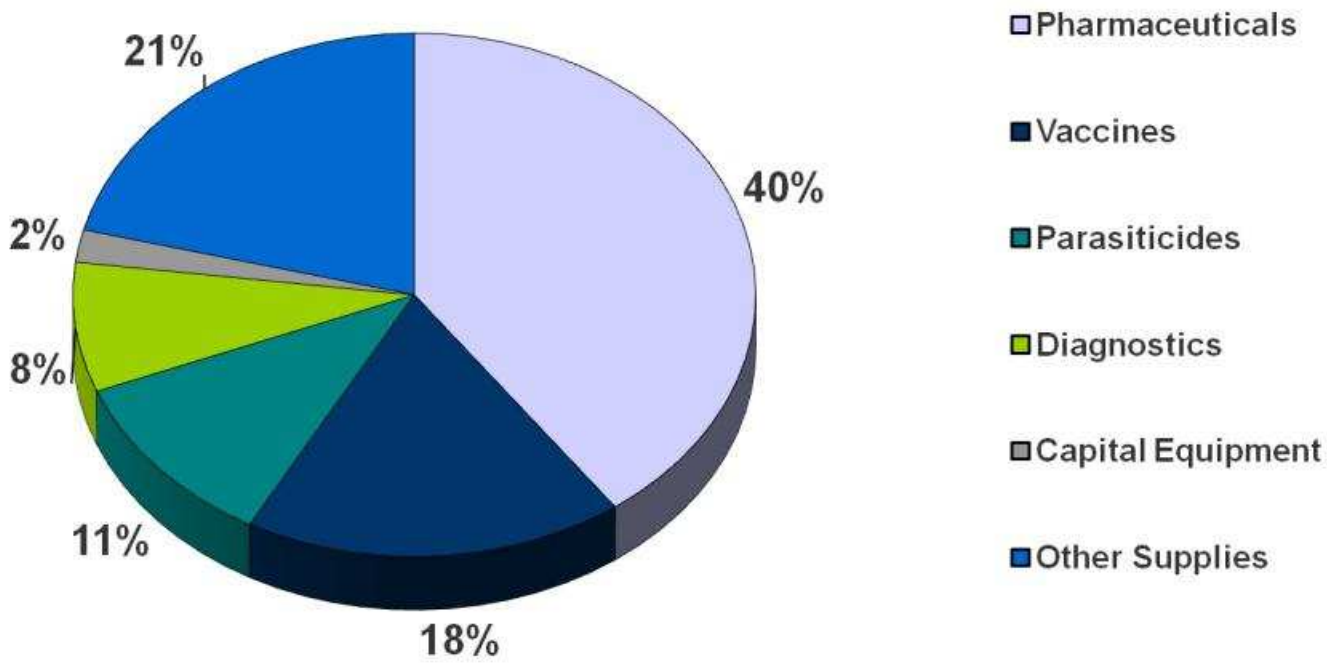


The MWI Edge: Broad Product Portfolio

- Over 15,000 products stocked in MWI warehouses
- Over 15,000 additional products available by special order
- Continually evaluate product portfolio to improve offerings
- Key products include:

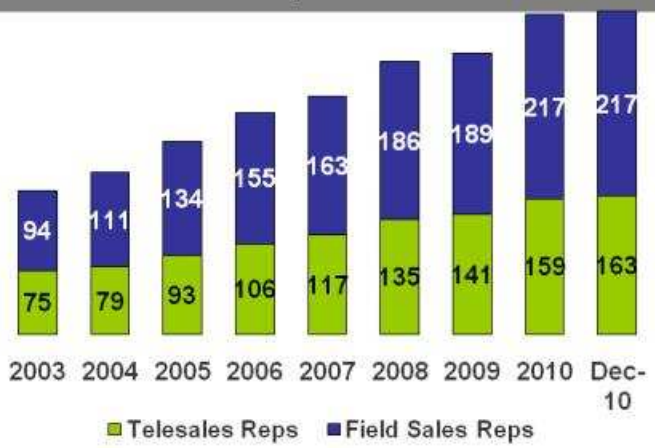
Pharmaceuticals, Vaccines and Parasiticides	Diagnostics, Capital Equipment and Supplies	Veterinary Pet Food and Nutritional Products

The MWI Edge: Broad Product Portfolio



The MWI Edge: Premier Sales and Marketing Franchise

Sales Representatives



- Dual coverage approach with frequent contact
- Act as business consultants
- Continuous training initiatives
- Performance driven compensation
- Significant industry experience

Direct Marketing

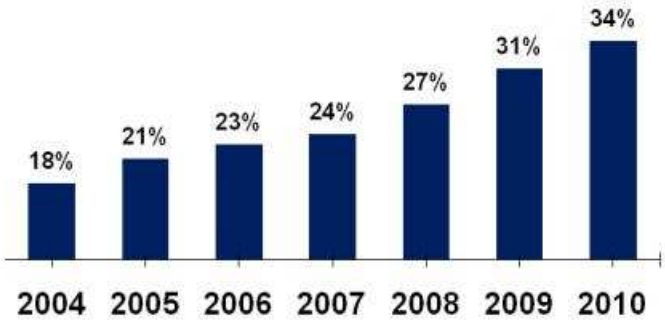
- Over 700,000 pieces of direct marketing material distributed
- Comprehensive and specialty catalogs, loyalty programs, product/vendor programs, flyers, order stuffers

The MWI Edge: Innovative Technology Systems

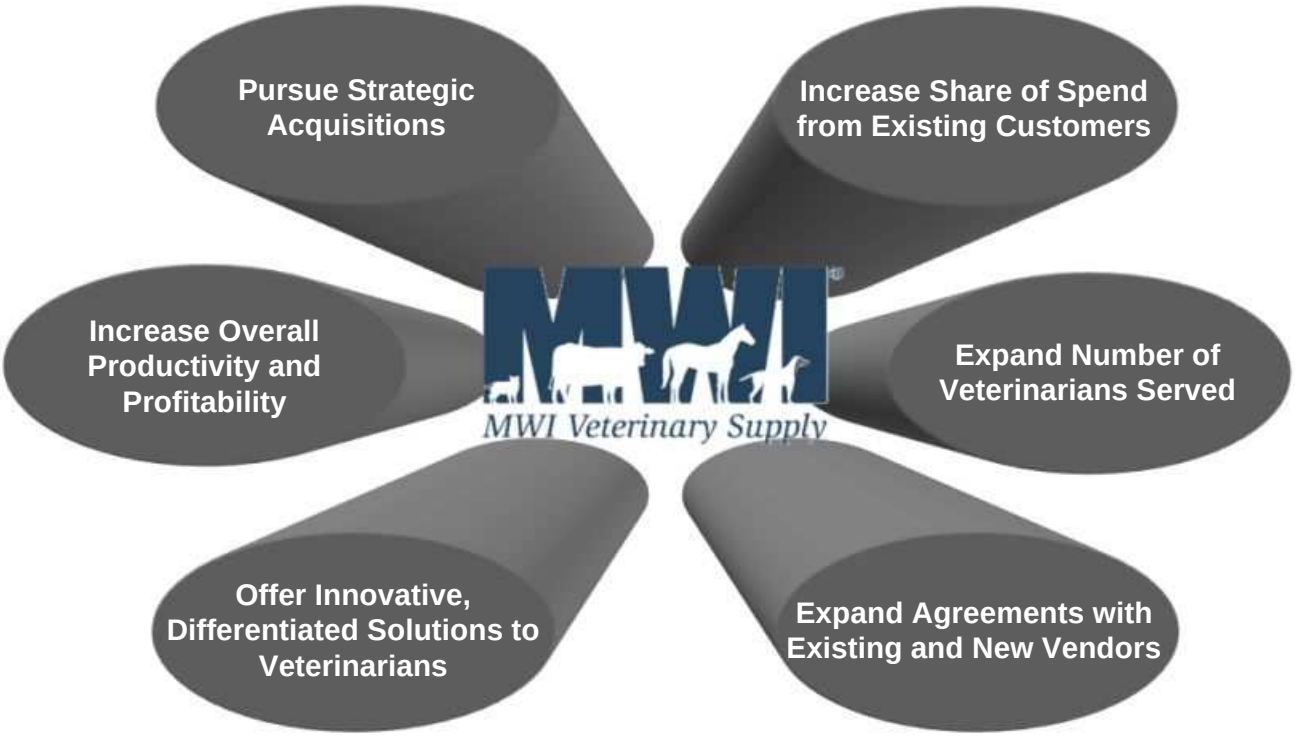
Technology systems closely integrated with customers' day-to-day operations

E-Commerce Platform

E-Commerce Product Sales as a Percent of Total Sales



MWI Growth Strategies



MWI Headline News in Fiscal Year 2010

- First international operations through acquisition of Centaur Services Limited, a supplier of animal health products in the United Kingdom
- Revenues of $1.23 billion, growth of 31%, with 14% organic growth in the United States and 17% from the Centaur acquisition
  - Plus an additional $328 million of sales of agency products
- Operating income of $54.2 million, growth of 34%
- Net income of $33.4 million, growth of 34%
- Improvement in SG&A expenses as a percentage of revenues to 8.6% from 9.6%
- Increased borrowing capacity on our credit line to $100 million
- Added 28 field sales reps and 18 telesales reps
- Growth of value-added services:
  - E-commerce platform - Internet sales to independent practices and producers grew by 44%
  - Our product sales from the internet as a % of sales improved to 34% from 31% in fiscal year 2009

What's in store for Fiscal Year 2011…

- Invest in personnel, technology and distribution center infrastructure
  - Moved to a larger distribution center in Visalia, California in December 2010
- Completed first quarter of fiscal year 2011 with 55% growth in revenues, including 29% organic growth in the US and diluted EPS of $0.87 compared to $0.63 in the same period of the prior fiscal year
- Continue to expand our sales force
- Stay committed to improve our low cost structure and make smart decisions with both our operating expenses and capital expenditures
- Continued focus on value-added services, including pharmacy programs which grew over 60% in the December quarter to $33 million
- Review potential acquisitions that are a strategic fit for MWI

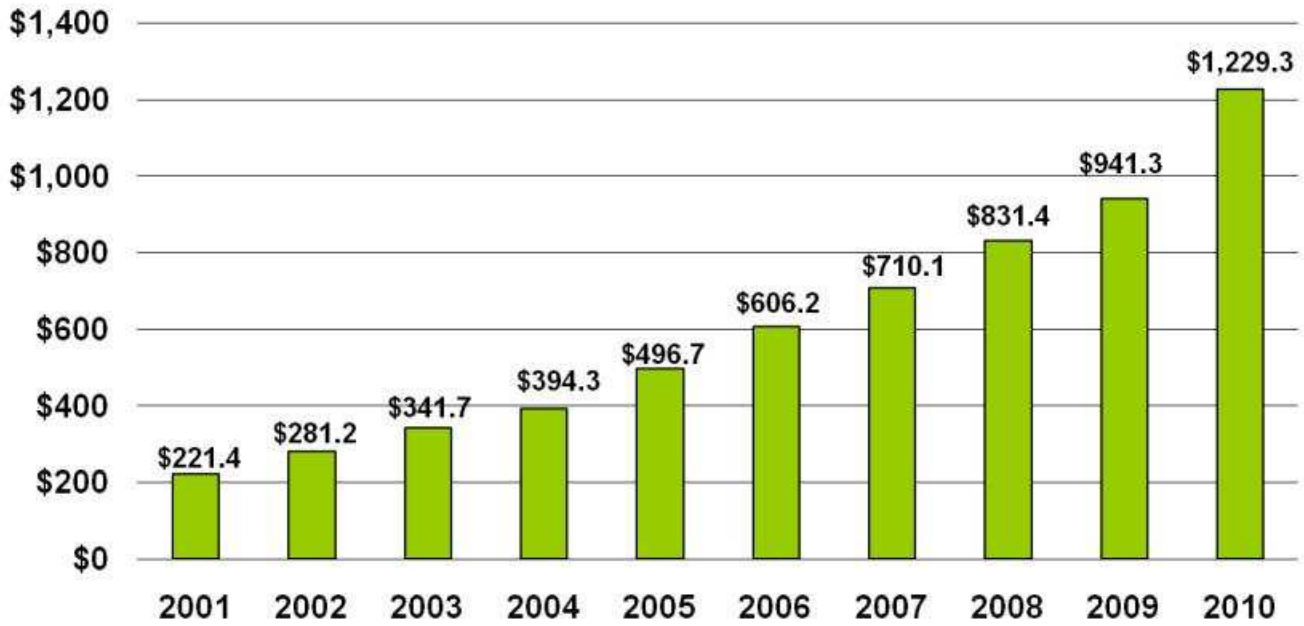
MWI Veterinary Supply

Financial Overview

Mary Pat Thompson

Strong Growth in Revenues

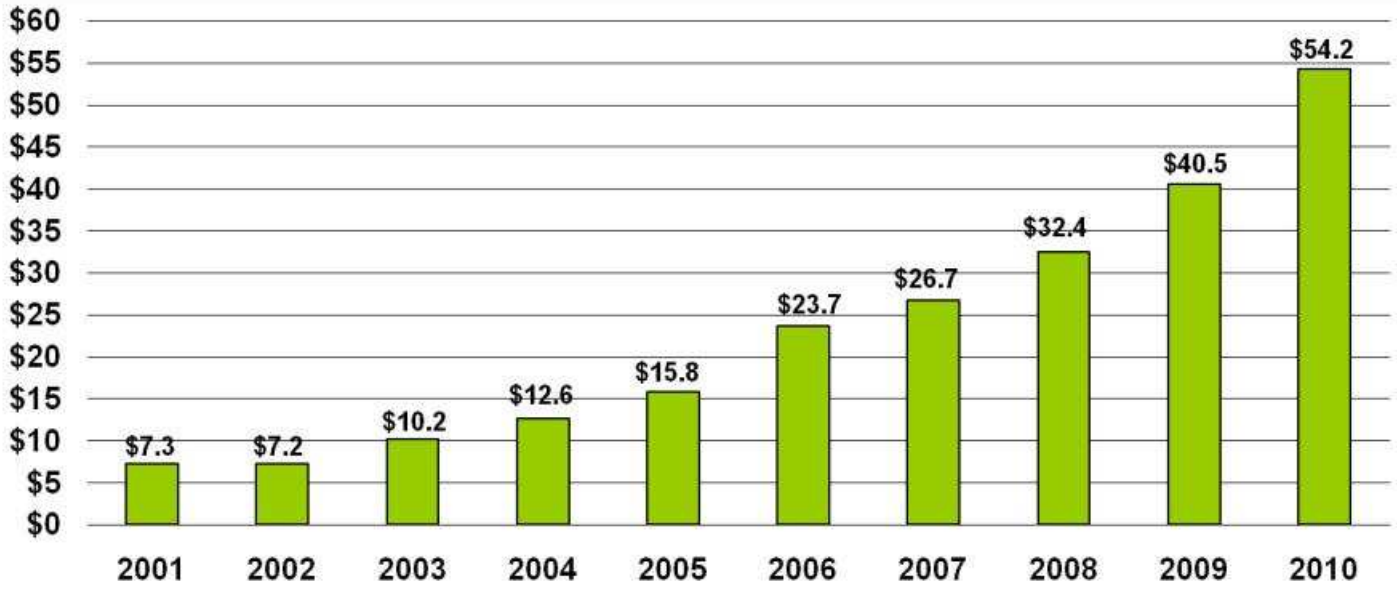
Total Revenues
FY 2001 - 2010 CAGR 21.0%



Dollars in millions

Strong Growth in Operating Income

Operating Income
FY 2001 - 2010 CAGR 25.0%



Dollars in millions

Condensed Consolidated Balance Sheet ($ in thousands)

Assets	**9/30/10**	**9/30/09**
Cash	$ 911	$ 14,302
Receivables, net	189,428	142,485
Inventories	175,292	116,119
Other current assets	10,285	5,463
Total Current Assets	**375,916**	**278,369**
Property and equipment, net	15,238	9,313
Goodwill & intangibles, net	74,040	47,804
Other assets, net	2,738	2,433
Total Assets	**$ 467,932**	**$ 337,919**
Liabilities		
Line-of-credit	$ 10,140	$ -
Accounts payable	183,604	117,830
Accrued expenses & other current liabilities	18,749	10,864
Total Current Liabilities	**212,493**	**128,694**
Deferred income taxes	5,310	1,298
Long-term debt and other long-term liabilities	3,342	-
Stockholders' Equity	246,787	207,927
Total Liabilities & Stockholders' Equity	**$ 467,932**	**$ 337,919**

Stockholders' Equity

Dollars in millions

Revenues - First Quarter Fiscal 2011

Total Revenues
+55%

Dollars in millions

Operating Income - First Quarter Fiscal 2011

Operating Income
+38%

Dollars in millions

Net Income - First Quarter Fiscal 2011

Net Income
+ 38%

Dollars in millions

MWI Veterinary Supply

2011 ANNUAL STOCKHOLDERS' MEETING