

# **ZOETIS, INC. (ZTS)**

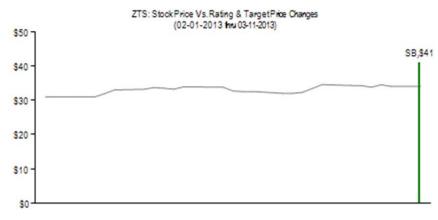
CL King & Associates has initiated coverage on Zoetis, Inc.

Initiation - 3/11/13

## Required disclosures on page 2 of this report

## **RATINGS INFORMATION**

### **Rating and Price Target Change History**



Date	Rating	Closing Price, (\$)			
03/11/2013	Strong Buy (SB)	34.09*			
3 Year Price Change History					
Date	Target Price	Closing Price, (\$)			
	41.00	34.09*			

Source: CL King & Associates, Created by: wwww.ResearchMaestro.net

Note: Prior to 02/01/2011 Buy was Accumulate Prior to 02/01/2011 Sell was Underperform

CL King Rating System*		% of Companies Under Coverage With This Rating	% of Companies for which CL King has performed services for in the last 12 months	
			Investment Banking	Brokerage
Strong Buy (SB)	Analyst believes shares will appreciate by 20% or more over the next 6-12 months and should significantly outperform the broader market averages.  Analyst believes the risk of long-term capital impairment is below-average.	18.98%	0.73%	1.46%
Buy (B)	Analyst believes shares will appreciate in a range of 10% to the upper teens over the next 6-12 months and will outperform the broader capital market averages.  Analyst believes the risk of long-term capital impairment is below-average, but not as low as it is for Strong Buy.	37.23%	1.46%	0.73%
Neutral (N)	Analyst believes the current stock price fairly discounts the company's prospects over the next 6-12 months, give or take 10%, and will trade in-line with the broader market averages. Analyst believes the risk of permanent capital impairment is about average.	42.34%	0.73%	1.46%
Sell (S)	Analyst expects the stock price to decline 10% or more over the next 6-12 months and to underperform the broader market averages.	1.46%	0.00%	0.00%

### **CL KING DIRECTORY**

Louis A. Parks

Senior Managing Director, Head of Equities

(212) 572-3636/ lap@clking.com

Equity Research

Jim Barrett, Managing Director, Equity Research

(212) 421-3514/jb@clking.com

**Building Materials/Home Center Suppliers** 

William R. Armstrong, CFA/ (518) 431-3259\wra@clking.com

Automotive Retailing/Remarketing, Consumer Finance, Retail Hardlines

Morry Brown, CFA/ (212) 364-1814\mb@clking.com

Specialty Retail

Gary Farber/ (212) 364-1812\gaf@clking.com

Industrials

Michael W. Gallo, CFA/(212) 421-9382\mwg@clking.com

Restaurants & Packaged Goods, Diversified Manufacturing, Maintenance

Robert M. Goldman, CFA/ (212) 421-6622\rmg@clking.com

Medical Devices and Supplies

Eric J. Larson, CFA/ (212) 572-3639\ejl@clking.com

Food & Foodservice

Steven L. Marotta, CFA/ (518) 944-2040\slm@clking.com

Apparel/Footwear

John R. Moore, CFA/ (414) 847-6246\jrm@clking.com

Fluid Handling/Energy Equipment

Ross Taylor/ (212) 572-3645\rt@clking.com

Dental & Veterinary Medicine and Distribution

Stephanie R. Zebrowski/ (518) 431-3254\srz@clking.com

Assistant Vice President, Senior Editor

Susan A. Kurp/sak@clking.com

Editor

**Equity Trading** 

Vincent Kenney (866) 894-1244

Managing Director, Institutional Trading

**Sales Trading** 

New York - (866) 894-1244

Paul Brennan

Vanessa Jagenburg

Michael "Mike" Lally

Jack Mullen

Albany - (800) 877-9544

Shawn Banach

Boston - (866) 349-4640

Peter Schultz

Minneapolis

Vanessa Jagenburg - (866) 894-1244

**Equity Position Trading** 

New York (866) 894-1344

Mike Kenney

Scot Pinto

Joe Rusbarsky

**Equity Sales** 

Mitchell R. Meisler

Managing Director, Institutional Equity Sales

(518) 431-3512/ mrm@clking.com

Albany - (800) 743-6626

Joseph DiGrado

Charlie Kieler

Tim Long

Peter Reed, CFA

Boston - William Kremer - (617) 357-5199

New York

Kerry Fagan - (212) 421-6801

Patricia Kelly - (212) 421-6656

Brian Marshall - (212) 364-1804

Robert "Bob" Weeks - (212) 364-1805

**Minneapolis** 

Jack Kester - (212) 364-1809

**International Distribution** 

Marco Bonelli - (212) 572-3640

Syndicate & Corporate Services

George Orr, Director - (212) 364-1834\gjo@clking.com

Corporate Access Services

Cynthia Cronk, Vice President – (212) 364-1817\cac@clking.com

Fixed Income Services

**Chris Edwards 518-207-2780** 

Senior Managing Director, Fixed Income

Albany Taxable Trading (518) 447-8050

Chris Curvin

Richard Edwards

James Leahey

Carol Lynch

Albany Municipal Trading (518) 447-8647

Joe Macfarlane

Judd Newkirk

Michael Olsen

David Suozzo

Institutional Sales (518) 207-2780

Robert Campbell

John Fitzgibbon

Erin Luciano

Seth Martin

Lonnie Schaffer

Joe Smith

Steve Weber

Prime Brokerage, RIA & B/D Services

Jeff Maier (212) 572-3643/ jlm@clking.com Senior Managing Director, Professional Investor Services

Investment Banking

Scott White (212) 364-1830/ srw@clking.com

Senior Managing Director, Head of Investment Banking

Offices:

Nine Elk Street Albany, NY 12207 (518) 431-3555

One Liberty Square 5th Floor Boston, MA 02109

(617) 357-5199

551 Madison Ave. 8th Floor New York, NY 10022 (212) 421-3242

7760 France Avenue South

**Suite 1120** 

Minneapolis, MN 55435

(212) 364-1809