
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 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): **June 12, 2018**

PETIQ, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-38163
(Commission
File Number)

35-2554312
(I.R.S. Employer
Identification No.)

500 E. Shore Drive, Suite 120
Eagle, Idaho
(Address of principal executive offices)

83616
(Zip Code)

(208) 939-8900
(Registrant's telephone number, including area code)

N/A
(Former name or former address, if changed since last report)

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))
 - Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act (17 CFR 230.405) or Rule 12b-2 of the Securities Exchange Act (17 CFR 240.12b-2)
 - Indicate by check mark if the registrant has elected not to use the extended transition period for complying with new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act (17 CFR 240.13(a)-1)
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Item 7.01 Regulation FD Disclosure.

On June 12, 2018, PetIQ, Inc.'s (the "Company") Chief Executive Officer, Cord Christensen and Chief Financial Officer, John Newland presented at the William Blair and Company Growth Stock Conference.

A copy of the presentation is attached as Exhibit 99.1 and is available on the "Investors" section of the Company website (ir.petiq.com). The information furnished with this Item 7.01, including Exhibits 99.1, shall not be deemed "filed" for purposes of Section 18 of the Exchange Act, as amended (the "Exchange Act"), or incorporated by reference into any other filing under the Securities Act of 1933, as amended (the "Securities Act"), or the Exchange Act, except as expressly set forth by specific reference in such a filing.

PetIQ uses the "Investors" section of its website (ir.petiq.com) as a means of disclosing material non-public information and for complying with its disclosure obligations under Regulation FD. Nothing included on the "Investors" section of the website shall be deemed "filed" for purposes of Section 18 of the Exchange Act or incorporated by reference into any other filing under the Securities Act or the Exchange Act.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits:

Exhibit No.	Description
99.1	Investor Presentation

SIGNATURES

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 hereunto duly authorized.

PETQ, INC.

Dated: June 12, 2018

By /s/ John Newland
Name: John Newland
Title: Chief Financial Officer



WILLIAM BLAIR & COMPANY
38th ANNUAL GROWTH STOCK CONFERENCE



This presentation contains forward-looking statements within the meaning of the federal securities laws, which statements involve substantial risks and uncertainties. Forward-looking statements generally relate to future events and include, without limitation, projections, forecasts and estimates about possible or assumed future results of the Company's business, financial condition, liquidity, results of operations, plans and objectives. In some cases, you can identify forward-looking statements because they contain words such as "may," "might," "will," "would," "should," "expect," "plan," "anticipate," "could," "intend," "target," "project," "contemplate," "believe," "estimate," "predict," "likely," "potential" or "continue" or the negative of these words or other similar terms or expressions that concern our expectations, strategy, plans or intentions.

These forward-looking statements are necessarily based upon estimates and assumptions that, while considered reasonable by the Company and its management, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to, those factors identified in the Company's prospectus in the sections titled "Risk factors," "Special note regarding forward-looking statements" and "Management's discussion and analysis of financial condition and results of operations." New risks and uncertainties arise over time, and it is not possible for us to predict all such factors or how they may affect us.

Nothing in this presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. The Company undertakes no duty to update these forward-looking statements. Certain of the economic and market information contained herein has been obtained from published sources and/or prepared by other parties. None of the Company or any of its directors, stockholders, officers, affiliates, employees, agents or advisers, nor any other person, assumes any responsibility for the accuracy, reliability or completeness of any information in this presentation, and we expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in expectation or events, conditions or circumstances on which such statements are based.

This presentation includes certain non-GAAP financial measures, including Adjusted EBITDA. These non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the Appendix of this presentation for a reconciliation of Adjusted EBITDA to net income, the most directly comparable financial measure prepared in accordance with U.S. GAAP.

This presentation is confidential and may not be reproduced or otherwise distributed or disseminated, in whole or part, without the prior written consent of the Company, which consent may be withheld in its sole and absolute discretion.

Any investment in the Company will be subject to certain risks related to the nature of the Company's business and the structure and operations of the Company. Any investment in the Company should be made only with an appreciation of the applicable risks, which are described in the Company's filings with the SEC.



INDUSTRY DRIVERS

RISING PET OWNERSHIP

PETS INCREASINGLY TREATED LIKE FAMILY MEMBERS

INCREASING PET AGE AND DISEASE RELEVANCE

INCREASING FOCUS ON HEALTH & WELLNESS

PREMIUMIZATION OF PET PRODUCTS

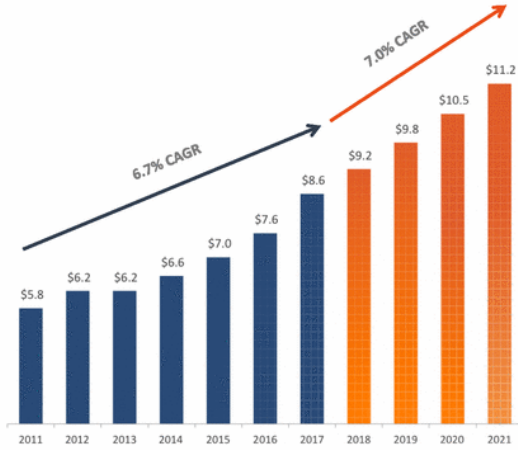


(S IN BILLION)	2017	2018	2019	2020	2021	2022	CAGR BY SEGMENT 2012-2017	CAGR BY SEGMENT 2017-2022
Retail Channel Pet Food	\$33.08	\$34.57	\$35.78	\$37.00	\$38.22	\$39.44	4.3 %	3.6 %
Veterinary Services	\$26.87	\$28.45	\$30.06	\$31.66	\$33.26	\$34.86	5.2 %	5.3 %
Retail Channel Pet Supplies	\$16.79	\$17.37	\$17.93	\$18.80	\$19.06	\$19.63	4.8 %	3.2 %
Non-Medical Pet Services	\$ 8.77	\$ 9.21	\$ 9.67	\$10.15	\$10.66	\$11.19	5.5 %	5.0 %
TOTAL US PET MARKET	\$85.51	\$86.90	\$93.44	\$97.31	\$101.20	\$105.12	4.8 %	4.2 %

* Packaged Facts, Pet Medications in the U.S., March 2018

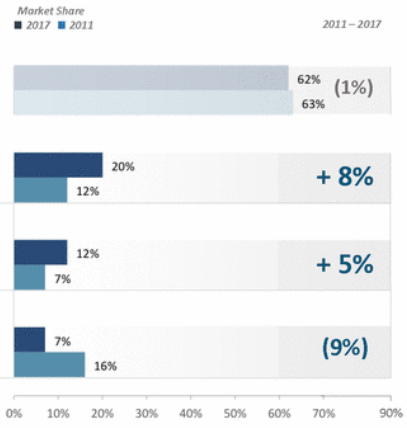
U.S. Pet Medication Growth

(\$ in billions)



* Packaged Facts, Pet Medications in the U.S., 4th Edition, October 2015

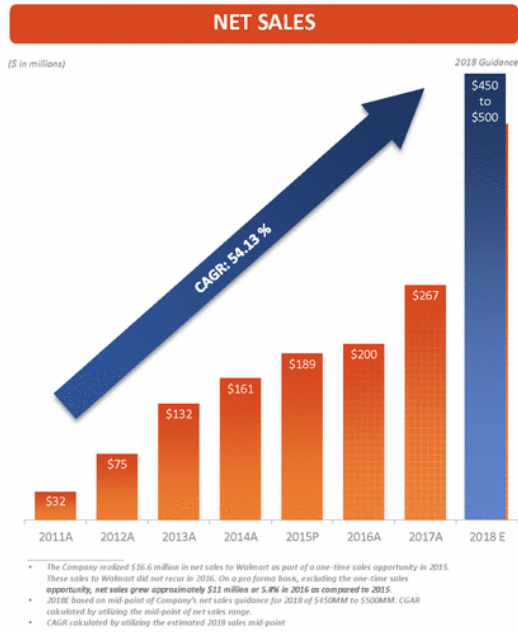
Pet Medication Sales by Channel



* Includes supercenters, mass merchandisers, supermarkets, warehouse clubs, drugstores, farm/feed stores and other channels
 • Note: In 2011 Packaged Facts reported 2% medication sales in "other pet care service providers (groomers, etc)"
 • Packaged Facts "Pet Medication in the U.S. Prescription and Over-the-Counter Remedies as Consumer Products, 2nd Edition 10/1/2011"
 • Packaged Facts "Pet Medication in the U.S., 5th Edition August 2017"

Leading Provider of Products and Services Previously Only Available from Vet Clinics, to the Retail Channel

- **Pioneer and Leading Provider of Products Previously Available Primarily from Veterinary Clinics to the Retail Channel**
 - Long-standing customer relationships with all leading retailers
 - Large, rapidly growing industry
 - Well-positioned to capitalize on secular changes in consumer purchasing
- **Broad Portfolio of Rx and OTC Medications, Flea And Tick Preventatives and Other Health & Wellness Products**
 - Leading national brands complemented by proprietary value-branded alternatives
 - Offers pet owners choice, affordability and convenience
 - Innovative product development capabilities
- **Highly Scalable Infrastructure Positioned for Growth**
- **One of the Few National Veterinary Clinic Operators**





Animal Health Products

- 500+ DISTRIBUTED MEDICATIONS
- 200+ PRODUCTS MANUFACTURED
- 40+ RETAIL PARTNERS
- 40,000+ POINTS OF DISTRIBUTION
- LEADER IN DRIVING "VETERINARIAN MASS PREMIUMIZATION" TREND IN RETAIL



Veterinary Services

- 29 REGIONAL OFFICES
- 2,900 CLINIC LOCATIONS
- CONVENIENT AND AFFORDABLE VET CARE
- MOBILE & FIXED LOCATION CLINICS
- 1,400 VETERINARIANS
- 1,000,000* PETS TREATED IN 2017

VALUE TO EVERYONE

- Healthier Pets
- Saving Pet Owners Time & Money
- Adding Value To Retailers
- Helping the Animal Health Industry Grow Faster
- Increasing Shareholder Value

*2017 numbers are an approximate

VETERINARIAN PET PRODUCTS -
\$ 9.6 Billion in 2018

VETERINARY SERVICES -
\$ 21.3 Billion in 2018



Distributed Product

- Prescription and OTC
- Leading Animal Health Partner to Retailers
 - 95% Share of Rx in Retail
- 24 Hour Delivery to Any Pharmacy



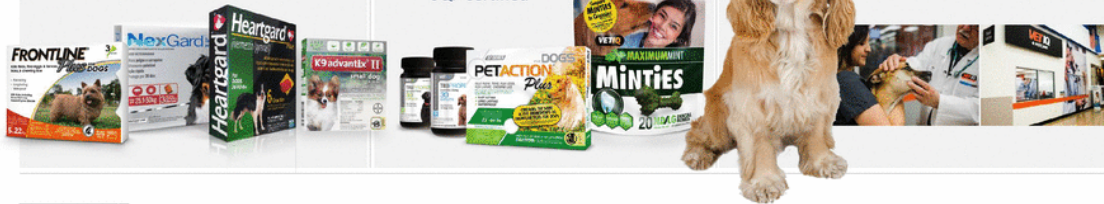
Manufactured Product

- 500,000 Square Feet of Our Own Facilities
- Over 200 Items Manufactured
 - Flea & Tick
 - Health & Wellness
 - Prescription Drug
 - Treats
- EPA/FDA Licensed
- SQF Certified

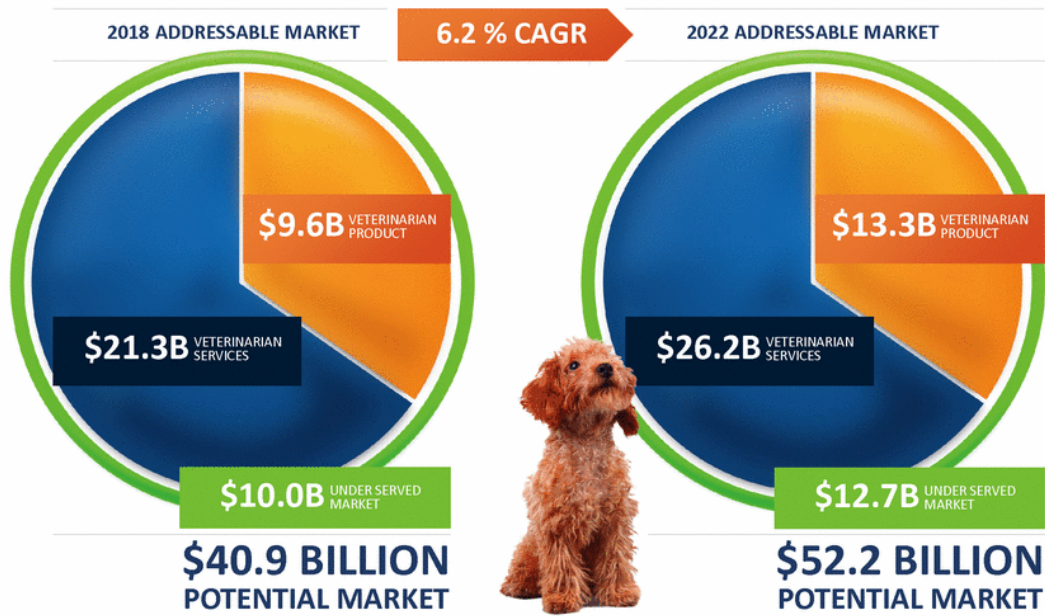


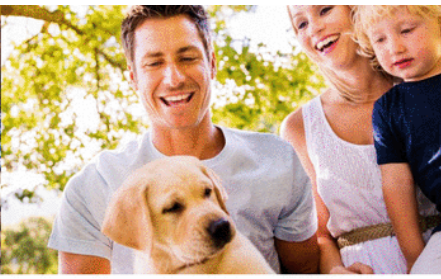
Veterinary Clinics

- 1,000,000* Pets Treated in 2017
- Retail Partners
- Community Clinics
- Wellness Centers
- VetIQ Opening 1,000 New Wellness Centers By 2023



* 2017 numbers are an approximate





Stronger & More Diversified Platform for Growth



VIP PET CARE



- Legacy Business Has Double Digit Growth
- 15 % Adjusted EBITDA Margin Enabler

VETIQ WELLNESS



- More Than 1,000 Wellness Centers by 2023
- Average Revenue of \$640K After 13-18 Months
 - 30% Contribution Margin at Maturity
- First 20 Locations Opening between March and June 2018



* 2017 numbers are an approximate

Prescription Drug Is the Fastest Growing Segment in PetIQ

1,000,000*

Pets Treated In 2017

6,000,000+

Pets Treated By 2023

Our Veterinarians Are Issuing Prescriptions

- We Control Our Demand
- Not Dependent On Outside Clinics



Legacy Business



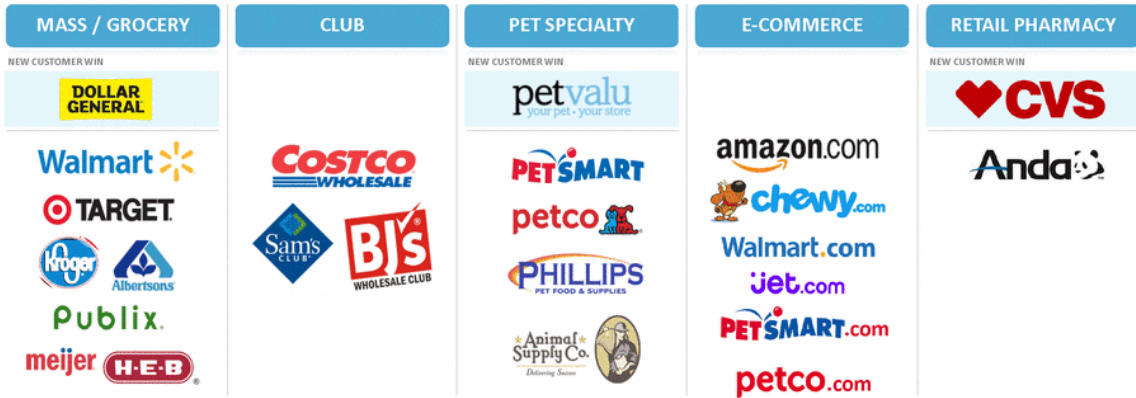
2018



Revenue Diversification



Customer Diversification

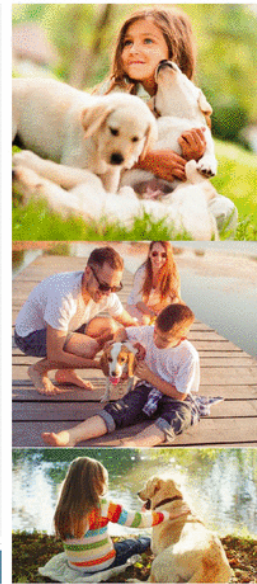


Customer Concentration Improvements

2017 – Top 3 accounted for 60% of sales ► 2018 – Top 3 accounted for 46% of sales



- Successfully Launched Advecta & PetLock
- Expanded ACV For Multiple Brands
 - MINTIES in Target
- New Customers Adding Veterinarian Health and Wellness Items With Our Portfolio
- New Supplier Partnership Led to Adding CapStar & CapAction (March 2018)





Financial Performance



\$ IN MILLIONS	Q1-18 (E)	Q1-18 (A)	Q2-18 (E)	Q3-18 (E)	Q4-18 (E)	2018 GUIDANCE
NET SALES	\$105 - \$115	\$115.1	\$140 - \$155	\$120 - \$135	\$85 - \$95	\$450 - \$500
Product Net Revenue	80% - 90%	85.0%	70% - 90%	70% - 90%	70% - 90%	\$370 - \$405
Service Net Revenue	10% - 20%	15.0%	10% - 30%	10% - 30%	10% - 30%	\$80 - \$95
ADJ G&A% OF SALES	17% - 19%	12.4%	10% - 12%	12% - 14%	17% - 19%	15% - 17%
APPROX. ADJ EBITDA	\$5	\$ 5.4	\$16	\$13.5	\$5.5	\$40 - \$45
EBITDA MARGIN	4% - 6%	4.7%	10% - 12%	9% - 12%	5% - 7%	8%+

SEASONALITY	Q1-18	Q2-18	Q3-18	Q4-18
Legacy PetIQ	25%	33%	23%	19%
PetIQ + VIP	23% - 26%	29% - 33%	25% - 29%	18% - 20%



DEBT AND LIQUIDITY BALANCES AS OF MARCH 31ST, 2018

- Term Loan \$75MM
- Revolving Credit Facility \$43MM Outstanding (\$50MM Facility Size)
- In conjunction with lending partners, plans to exercise 'accordion' feature within RLOC agreement, which extends facility size up to \$75MM, an increase of \$25MM.

AS OF QUARTER END, COMPANY MAXIMIZED FACILITY USAGE TO PREPARE WORKING CAPITAL ACCOUNTS, SUCH AS INVENTORIES, FOR UPCOMING HIGH SELLING SEASONS.

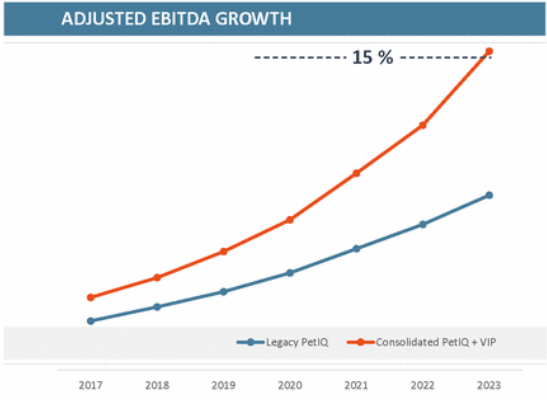
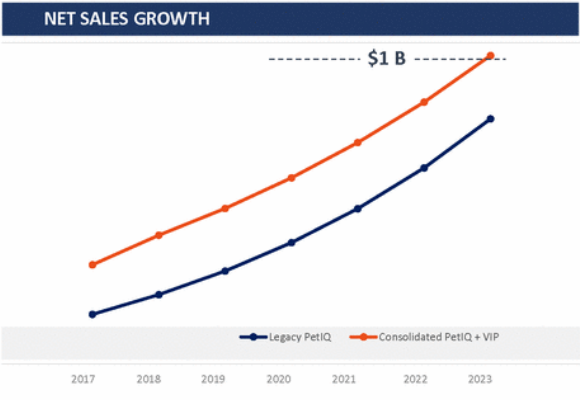
WORKING CAPITAL CHANGES GOING FORWARD

- Working capital accounts, such as inventories and AR, expected to decrease more than 30% prior to year end.
- Capital Expenditures tied to 2019 wellness center launches are supported through cash generation from current year operations.

INCREASED FACILITY SIZE AND CASH FROM OPERATIONS WILL CREATE A MORE FLEXIBLE BALANCE SHEET FOR PETIQ. FLEXIBILITY WITHOUT NEEDS TO DILUTE SHAREHOLDER BASE.



2018 – 2023 TRAJECTORY



LONG TERM TARGETS

Future Growth	15 % +	Future Adj EBITDA Margin by 2023	15 % +
EPS Growth	25 % +	Adjusted EBITDA Growth	20 % +



CONSOLIDATED EBITDA & ADJ EBITDA RECON

FOR THE QUARTER ENDING MARCH 31, 2018



\$ IN MILLIONS	Q1 '18
NET INCOME	(\$4.0)
PLUS:	
TAX EXPENSE	(\$1.1)
DEPRECIATION	\$1.3
AMORTIZATION	\$1.1
INTEREST	\$1.8
EBITDA	(\$0.9)
ACQUISITION COSTS	\$3.2
MANAGEMENT FEES	-
STOCK BASED COMPENSATION EXPENSE	\$0.7
PURCHASE ACCOUNTING ADJ TO INVENTORY	\$1.5
FV ADJ OF CONTINGENT NOTE	\$0.1
INTEGRATION COSTS & COSTS OF DISCONTINUED CLINICS	\$0.4
NEW CLINIC LAUNCH EXPENSES	\$0.4
ADJ EBITDA	\$5.4