

January 2018



30 Year History



1987

Founded by Norival Bonamichi and Jardel Massari.

2000

Entered into the pet market.

2005

Started the operations of the Cravinhos' production facility.

Winner of FINEP technological innovation award.

2007

Beginning of the biologicals program by start foot-and-mouth disease vaccine plant construction.

2011

Entered in foot-and-mouth disease vaccine market.

2014



















IPO

2017

Continuity of the biological program with new plant.

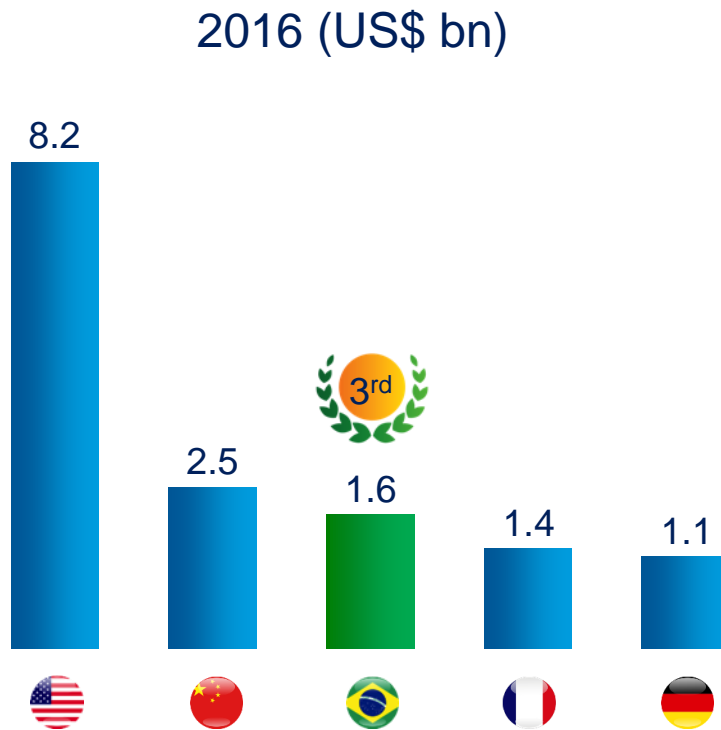
Our portfolio

Products per Category

	% of net revenues	Production animals	Companion animals	International operations	Selected products
Vaccines	 6.6%	4	-		 Ourovac Aftosa  Ourovac Clostridium
Antiparasitics	 40.0%	21	4		 Colosso FC30  Master LP
Antibiotics	 19.6%	18	6		 Ciprolac  Doxifin PS
Therapeutic	 20.9%	16	11		 Sincrocio  Dermotrat
Nutritional	 2.9%	8	3		 Enragold  Ractosuim
Others	 9.9%	12	2		 Herbalvet  Maxicam Gel
% of net revenues (2016)		79%	12%	9%	
# of products from current portfolio 2017		79	26		

Ourofino currently exports to 14 countries throughout the world

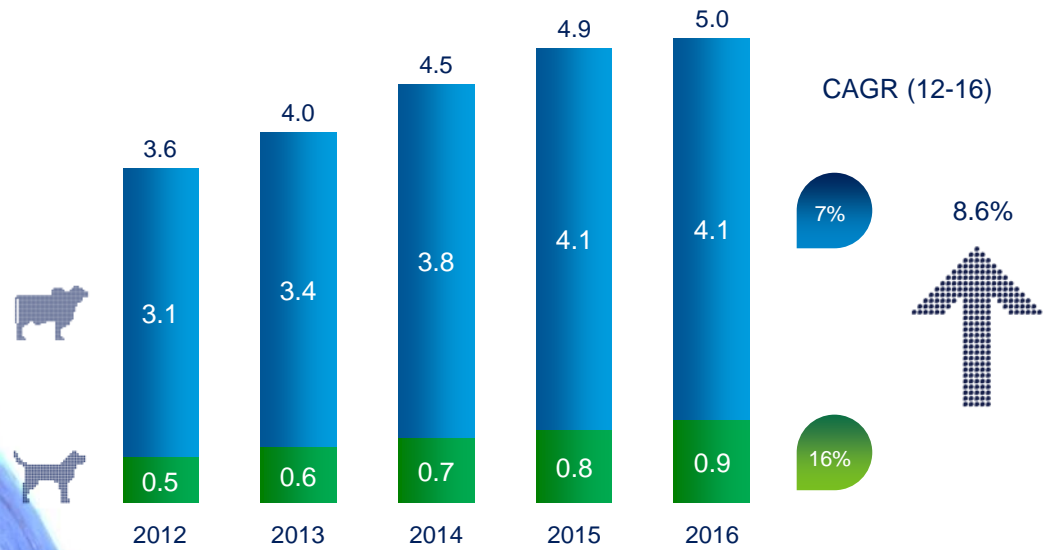
Animal health global market



Source: Company information and SINDAN

Animal health in Brazil

Market (R\$ bn)



Source: SINDAN

Brazil as the 3rd largest market with strong growth opportunities

Major animal protein producer being responsible
for 50% of LATAM meat output

Highlights

Still incipient in the use of animal health products

Growing need to improve animal productivity as
a key driver of demand for animal health products



Growth Drivers

Population and income growth drive demand for meat and dairy

Lower availability of land puts pressure to increase productivity



Production Animals

Gap		
	Animal age at slaughter (months)	Carcass weight (kg)
	18	371
	36	240

A horizontal line connects the 18 months for the US and the 36 months for Brazil. An upward-pointing arrow is positioned between the 371 kg and 240 kg values, labeled '+1.5x', indicating the target increase in carcass weight.



Growth Drivers

Aging and growth of income driving demand for pets

Humanization of pets
Pets living longer



Companion Animals

Gap		
	Pet population (million)	Total Pet Market (US\$ Bi)
	144	66,7
	74	5,5

A horizontal line connects the pet population values (144 million for USA and 74 million for Brazil). An upward-pointing arrow is positioned to the right of this line, labeled '+12x', indicating a 12-fold increase in the pet population in Brazil relative to the USA.

Source: Company information, IBGE (PNS - 2013), Abinpet 2016, APPA's annual report - 2016

High Entry Barriers

Entry Barriers in the Sector

Regulatory Framework for Manufacturing Process

Guidance for the inspection of veterinary products and manufacturers' facilities

Product Registration

Need operating plant to apply for a new registration
4 years, on average, to have a new product registered

Ourofino's Main Strengths

- Plants that meet Brazilian authorities' regulatory requirements and are also fully compliant with international standards
- Fully operational plant
- 111 people in R&D
- 40 products launched in the last 5 years

High Entry Barriers

Entry Barriers in the Sector

Products

- Complete portfolio of products
- Products customized for Brazil

Distribution / Sales

- Nationwide and efficient distribution network
- Well trained sales force with a solid network of clients

Brand

- Track record
- Customer loyalty

Ourofino's Main Strengths

- Approximately 100 products Flexibility to produce different types of formulas, dosages and application methods

- Presence in all Brazilian states
- More than 4,500 clients across Brazil and internationally

- 30 years track record



Leading Position and Proven Ability to Gain Market Share

Ourofino plays a key role in the animal health market, being the largest local player.

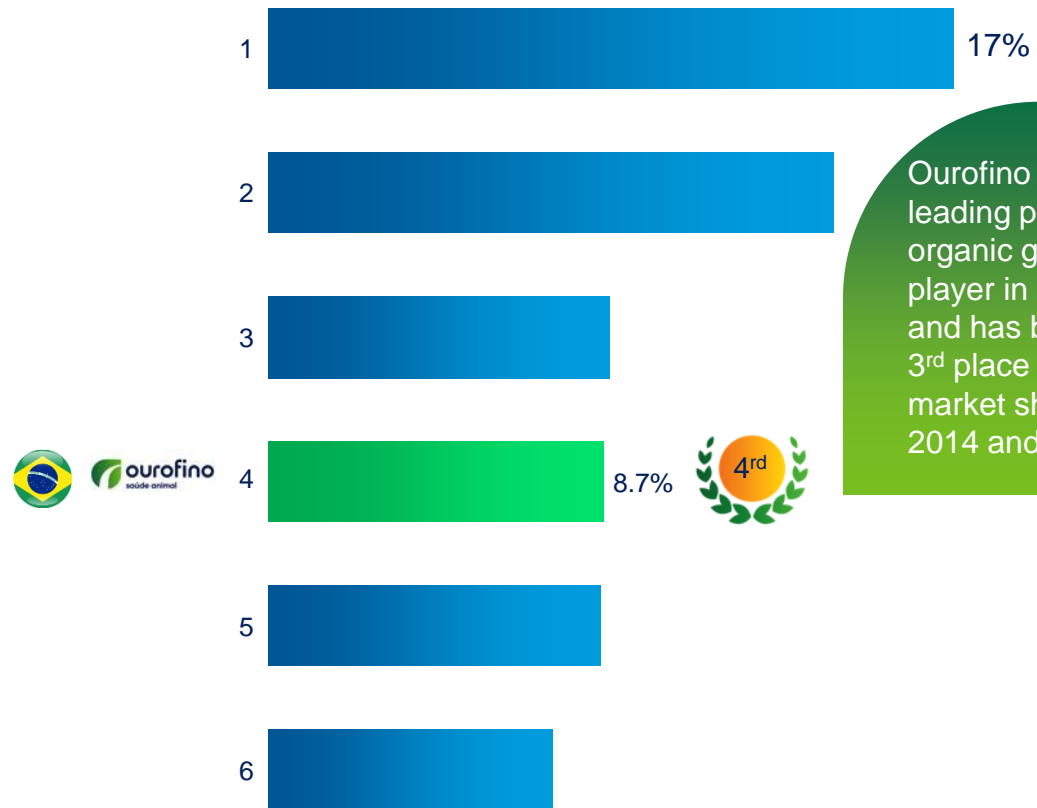
Highlights

Closer relationship with clients

- Direct sale to resellers in production animals
- Technical sales and educational programs

Customization via molecule combination and application methods

Brazilian Animal Health Ranking¹

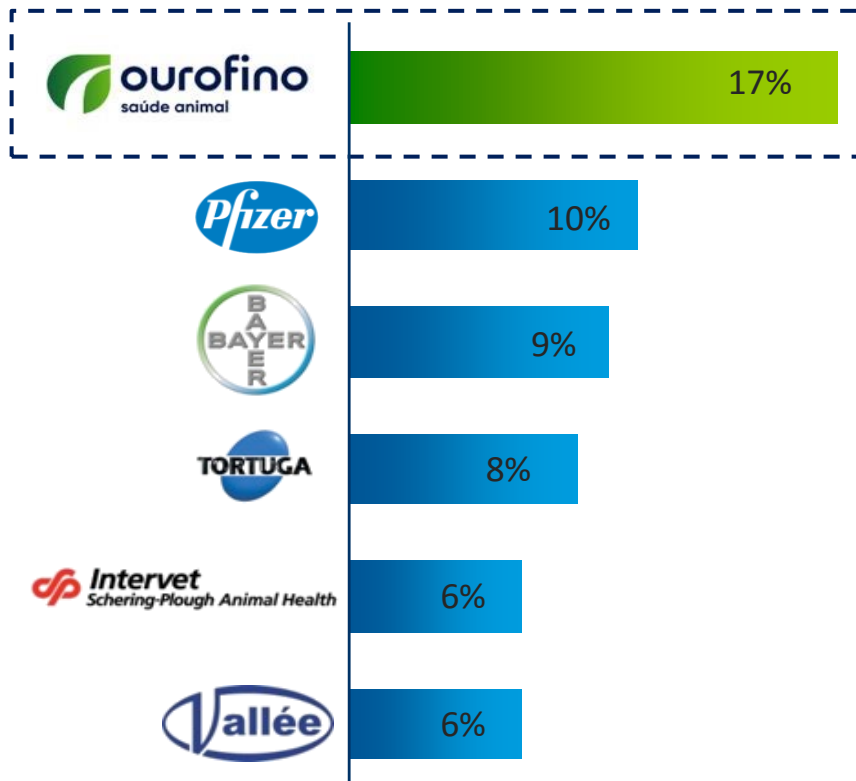


Ourofino is the leading pure organic growth player in Brazil and has been the 3rd place in market share in 2014 and 2015

Widely recognized brand

“Top-of-mind” brand in the market

Most admired company in the veterinary segment



Animal Pharm award for best company – Latin and South America in 2015.

Widely recognized brand

Highly awarded company

Company achievements



Época magazine award for one of the greatest places to work in Brazil in 2005, 2008, 2009, 2010, 2011, 2012, 2013 and 2014



Exame magazine award for one of the 150 best places to work in Brazil in 2005, 2006, 2008, 2009, 2012, 2013 and 2014



Ourofino is recognized since 2000 by Fundação Abrinq as a company that supports child development



Anpei award for innovative approach



FINEP technology innovation award



Ernst & Young award for the top entrepreneur of the year

A close-up photograph of two hands shaking in a firm grip. The hands are positioned in the center of the frame, with the fingers interlocked. The background is a soft, warm, golden glow, suggesting a sunrise or sunset. The lighting is bright and even, highlighting the texture of the skin and the fabric of the white shirts. The overall mood is one of agreement, partnership, and success.

**Diversified client base and
broad distribution network**

**Scope of product portfolio
coupled with strong customer
relationships leads to one
stop shopping for customers**

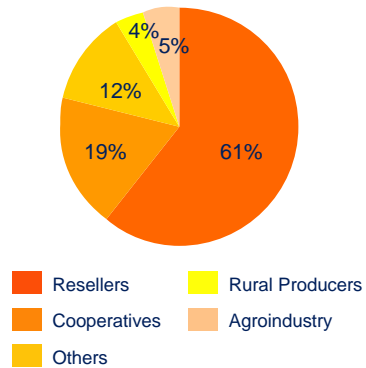
Production animals

Sales and clients breakdown in Brazil (2016)

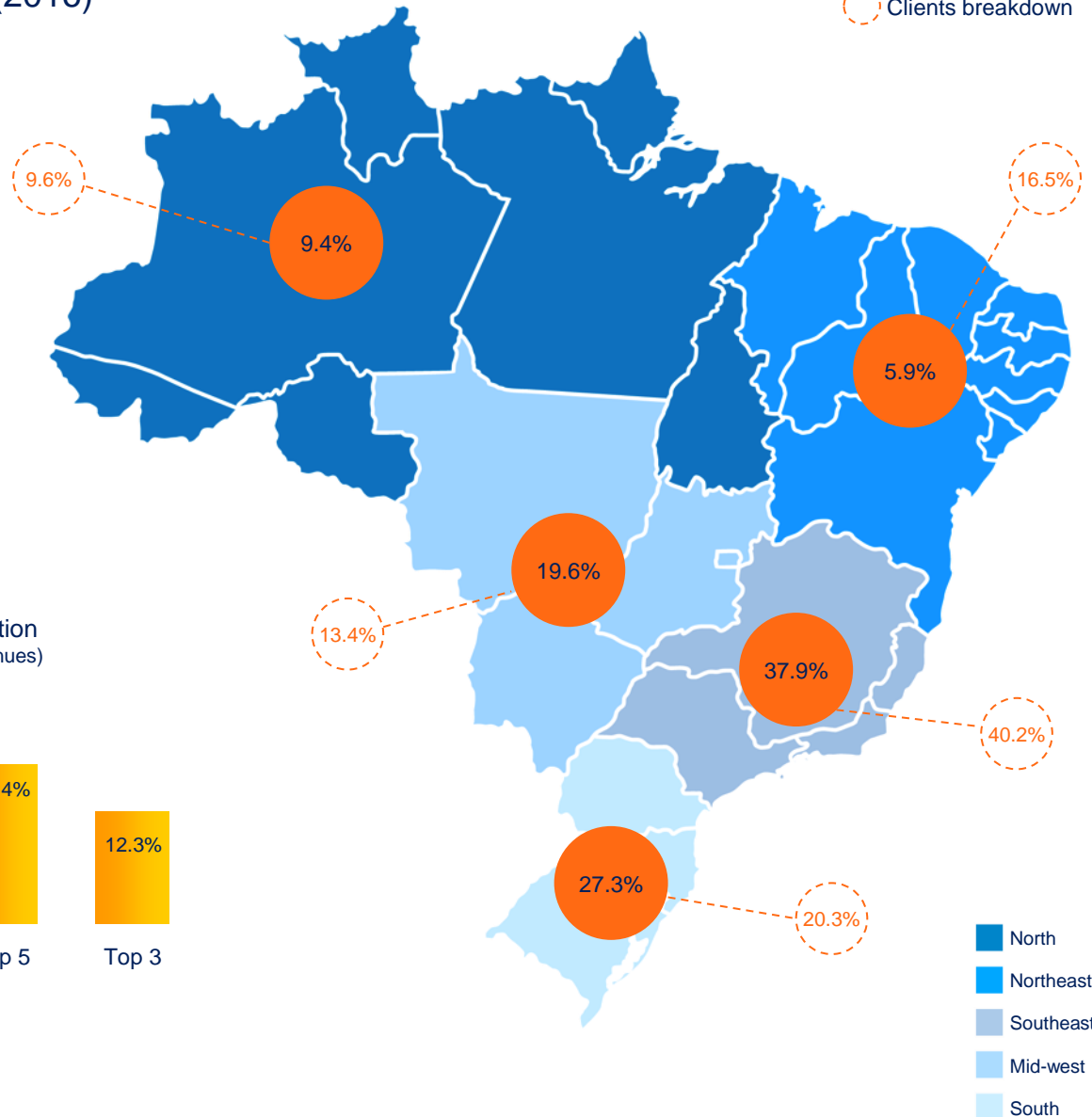
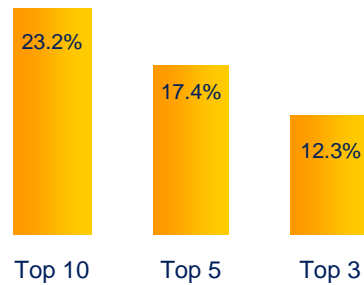
● Sales breakdown
○ Clients breakdown

Total clients:
4,415

Client breakdown
(% of 2016 net revenues)



Client concentration
(% of 2016 net revenues)



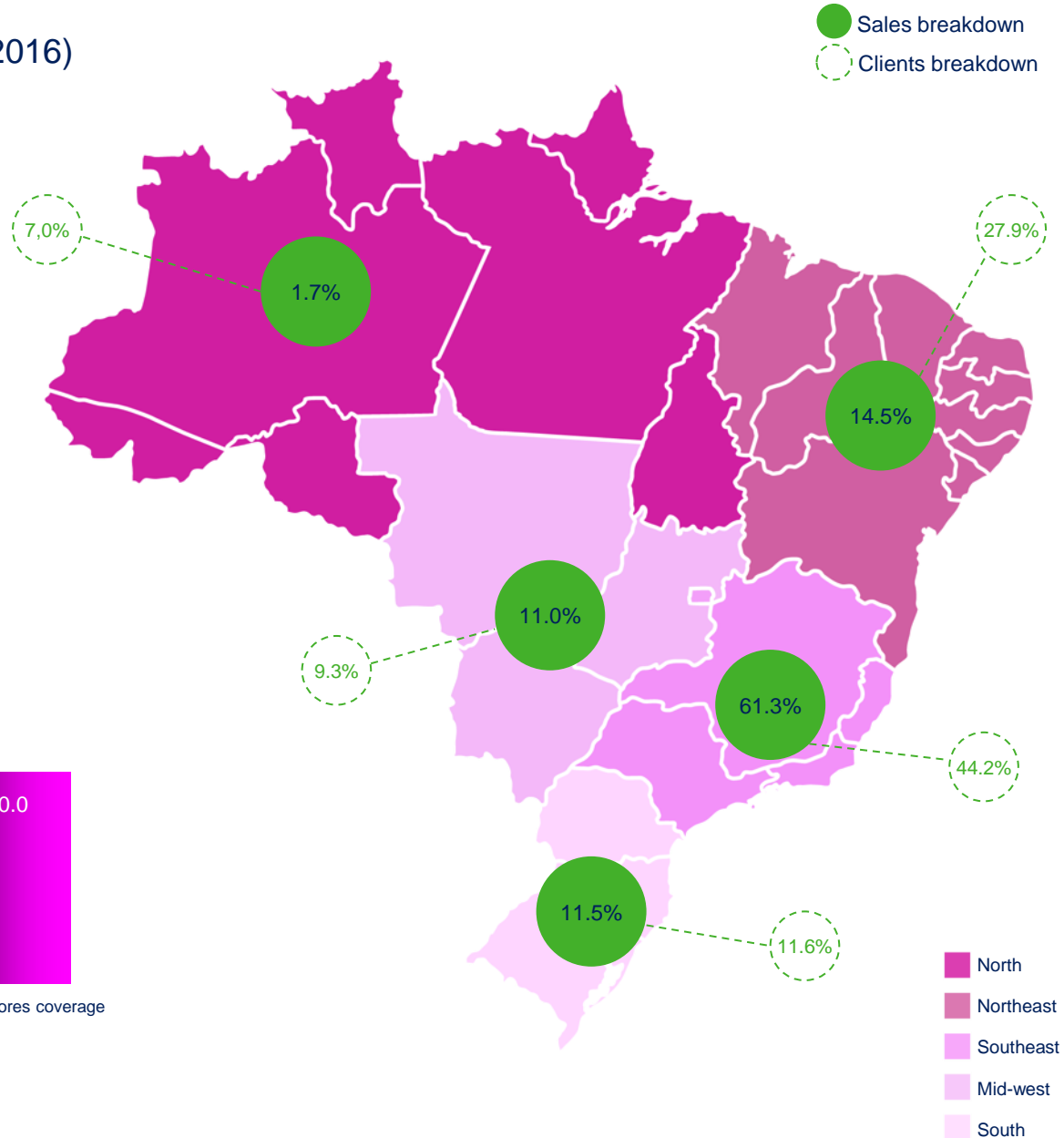
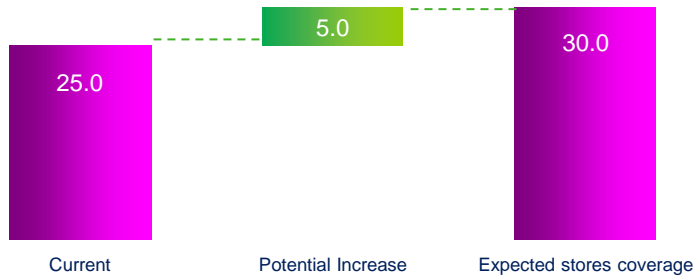
Source: Company information

Companion animals

Sales and client breakdown in Brazil (2016)

Total distributors:
42

of Pet stores covered ('000 stores)
(As of Dec 2016)



Source: Company information

State-of-the-art production facilities

The largest production facility of animal health products in Brazil

Highway Anhanguera, 298km
Cravinhos (SP)



1 Headquarters

4 Warehouse / shipping facility

7 Foot-and-mouth vaccine production facilities

2 Laboratory for quality control and R&D

5 Animal defensives production facility

8 Biological QC and general vaccines production facility

3 Pharmaceuticals production facility

6 Hormones production facilities

State-of-the-art production facilities



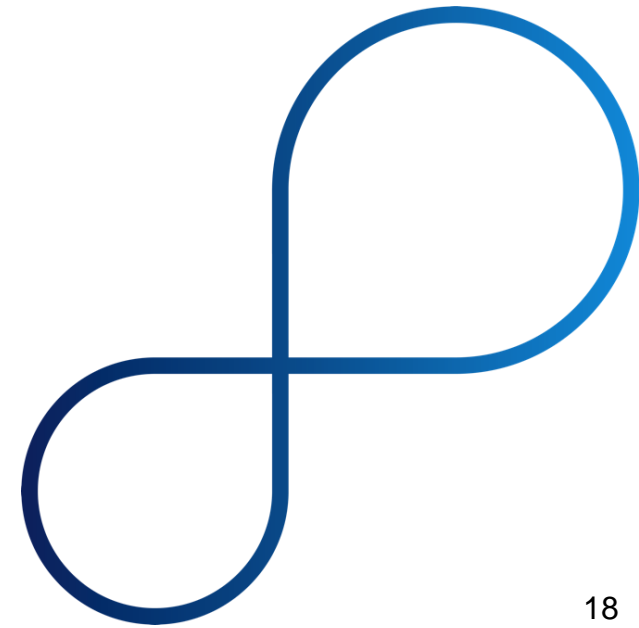
One of the most modern plants in the veterinary segment



Designed to be able to comply with top international standards for quality certification: US FDA, GMP and EMEA



Advanced IT system (SAP) implemented



Expertise in product development with best-in-class R&D practices



R\$ 95 mm of R&D investments in the last 3 years, an average of 6.7% of net revenues invested every year

Ourofino has its own internal research center to lead clinical studies and field experiments established in our farm

Open innovation model: transformation of ideas into products and having strong relationships with innovation powerhouses

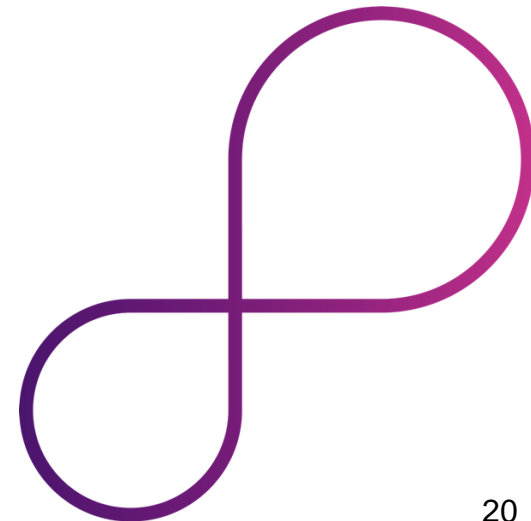
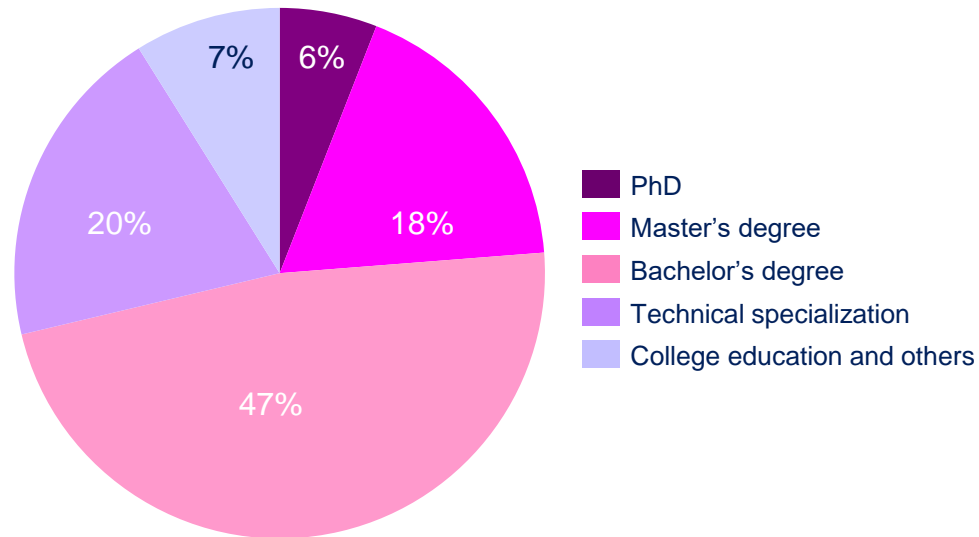
R&D team with 111 highly capacitated employees

R&D and Marketing teams mapping the trends in the animal health industry

Expertise in product development with best-in-class R&D practices

Focus in education profile in order to get maximum R&D results

Education profile of the R&D team



Expertise in product development coupled with relationships drive

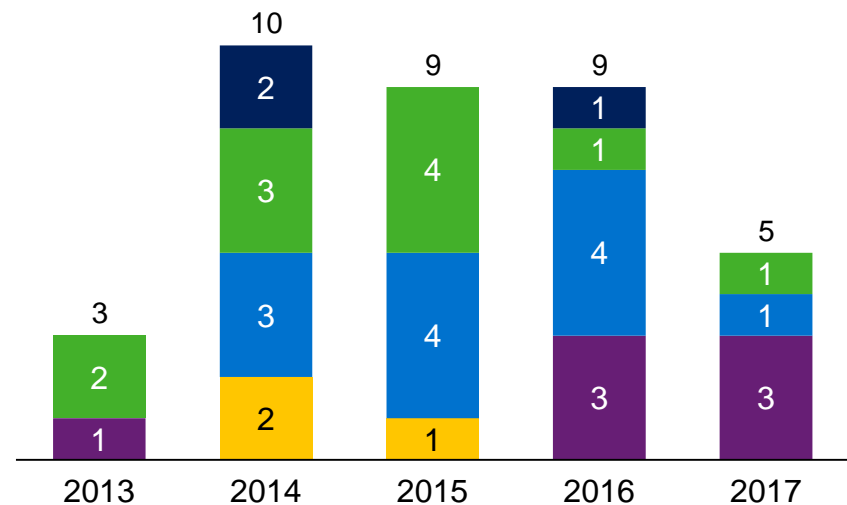
Dedicated farm for product experiments and for training on artificial insemination protocol



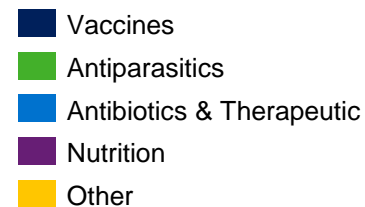
Expertise in product development with best-in-class R&D practices

With an extensive portfolio due to its R&D efforts, Ourofino is well positioned to continue its accelerated growth path

Products launched



36 products launched in the last 5 years



Some launches



Evol

Broad-spectrum endectocide for cattle; its formulation is based on ivermectin and albendazole sulfoxide

Some launches



Regepil

Treatment and healing of general, chronic and localized wounds



Some launches



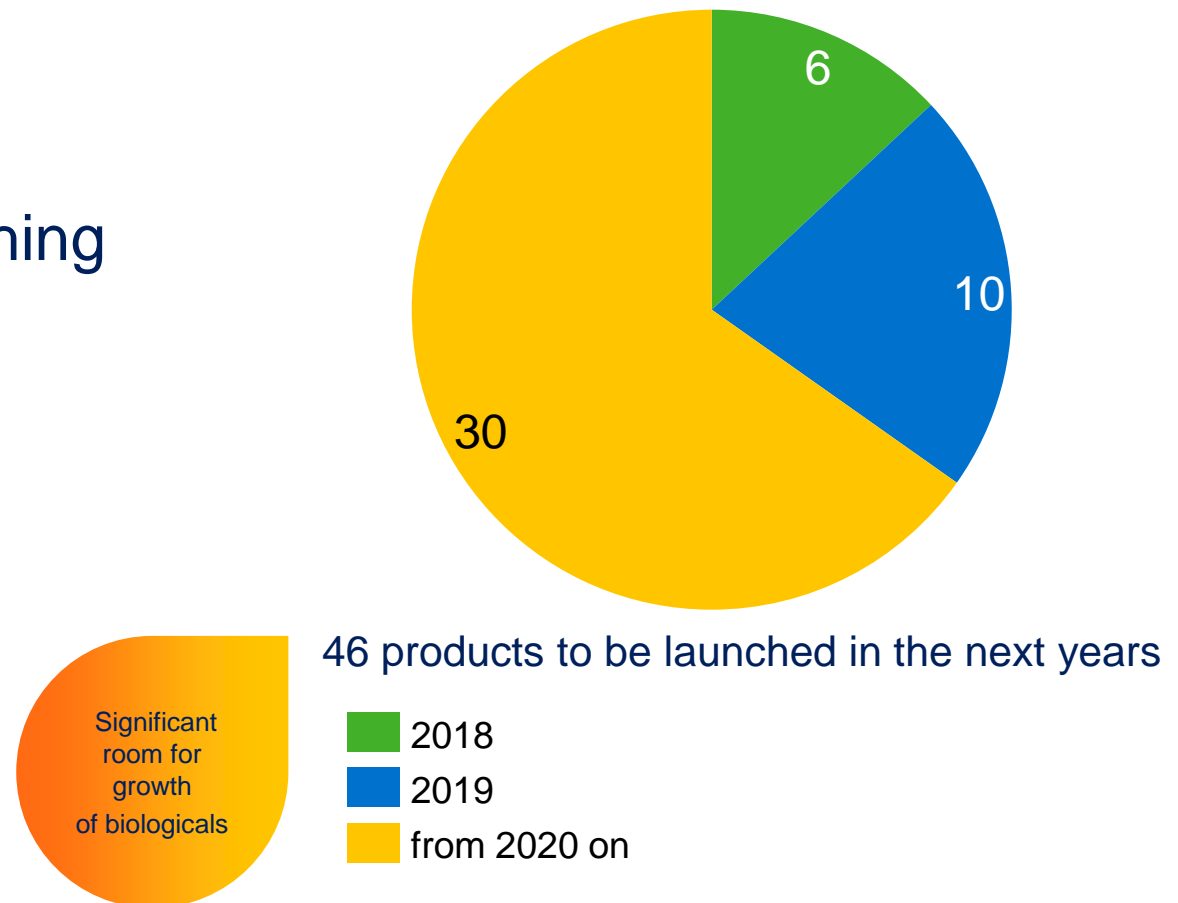
Resolutor

Antibiotic prescribed for the quick treatment of respiratory diseases in animals

Expertise in product development with best-in-class R&D practices

With an extensive pipeline of innovative products, Ourofino is well positioned to continue its accelerated growth path

Expected launching schedule



New biological plant

Development and register of products are being carried out



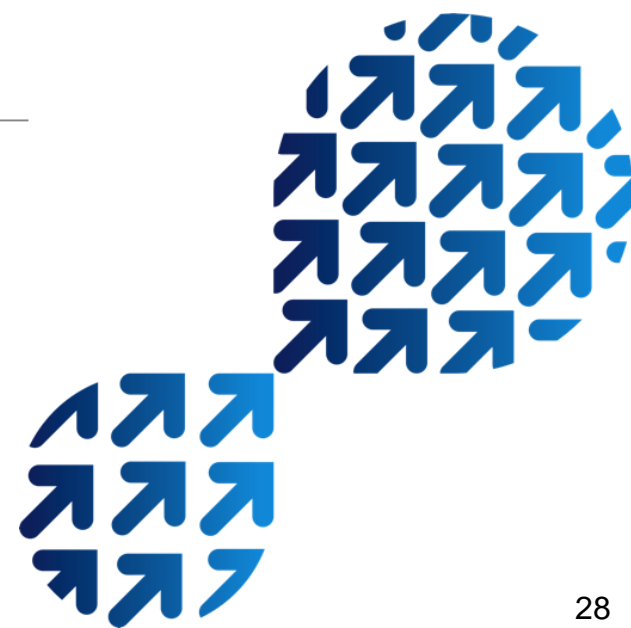
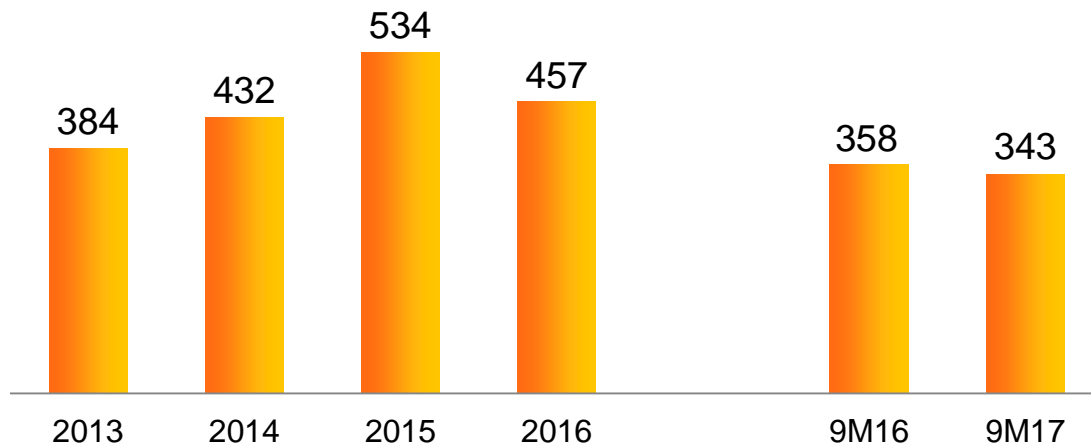
July/2014



December/2016

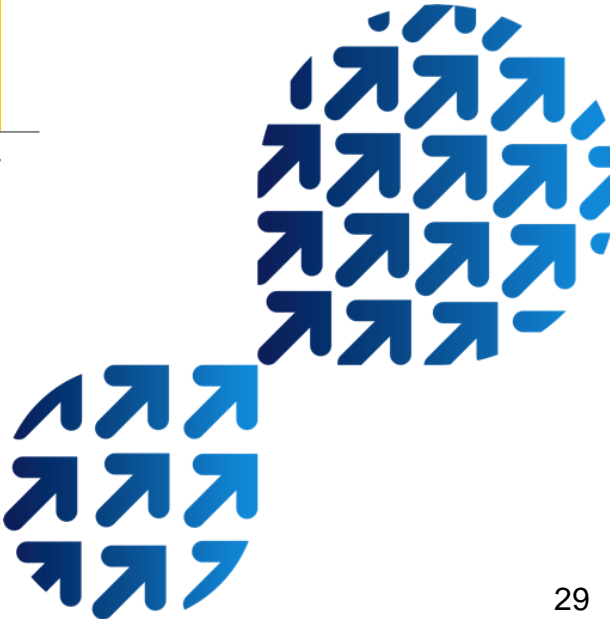
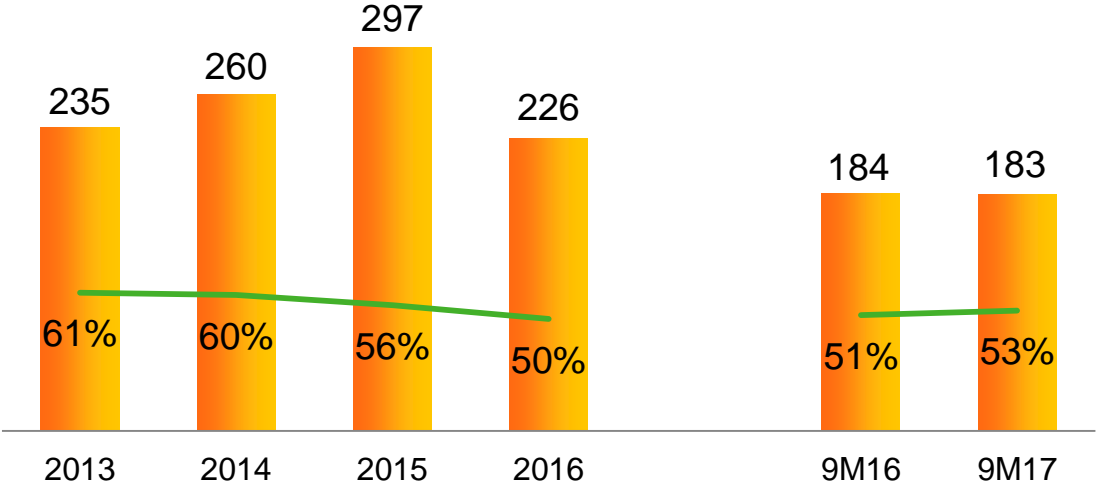
Financial Highlights

Net revenues (R\$ mm)



Financial Highlights

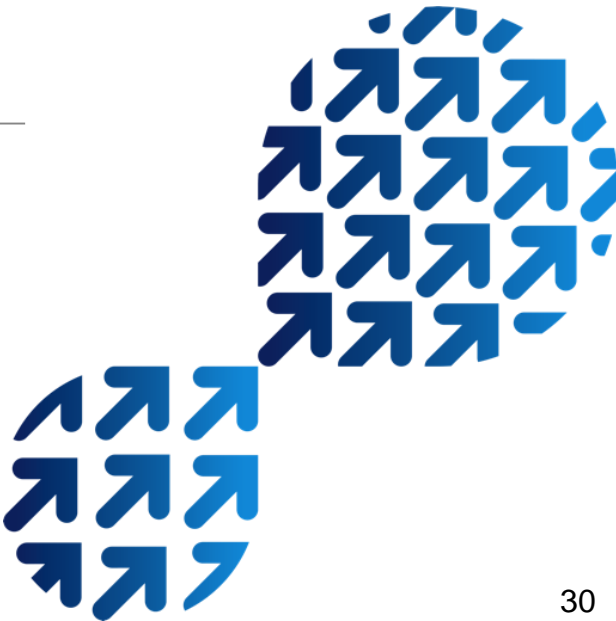
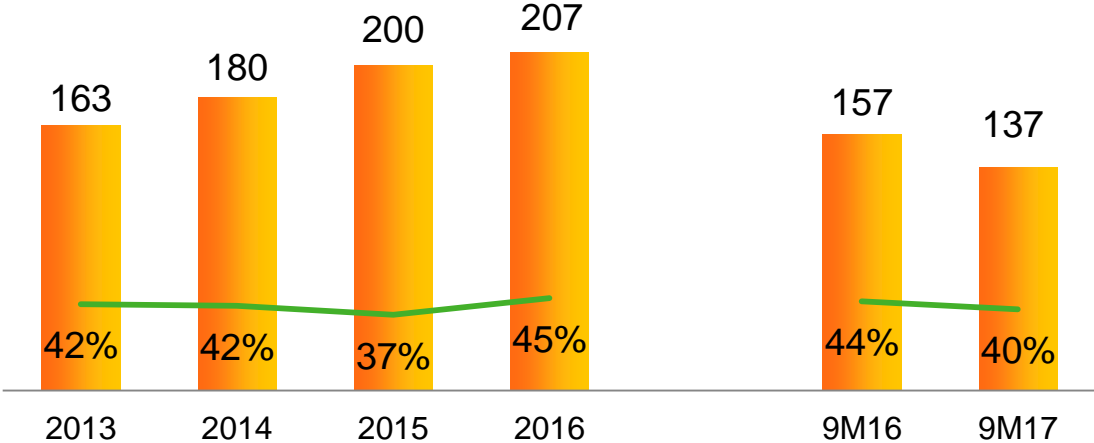
Gross profit (R\$ mm) and margin



Source: Company information

Financial Highlights

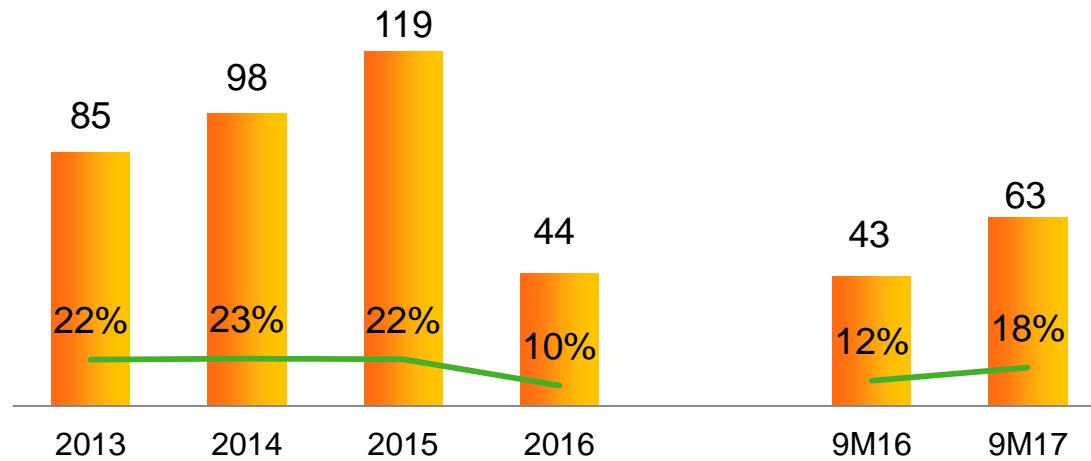
SG&A (R\$ mm) percentage on net revenue



Source: Company information

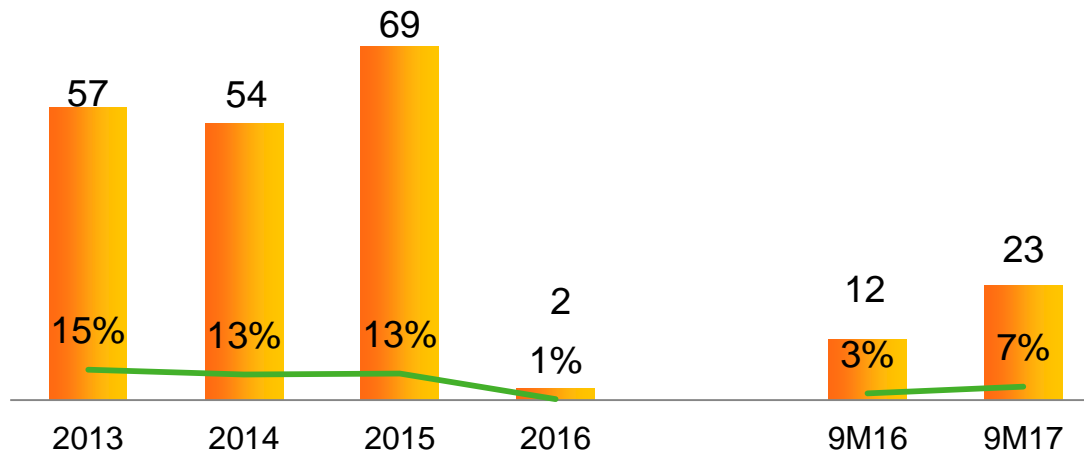
Financial Highlights

EBITDA (R\$ mm) and EBITDA margin



Financial Highlights

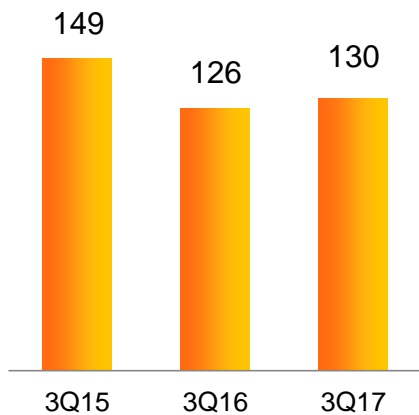
Net profit (R\$ mm) and margin



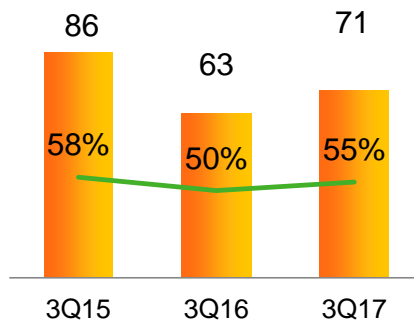
Financial Highlights for 3rd quarters

(R\$ mm and percentages over net revenue)

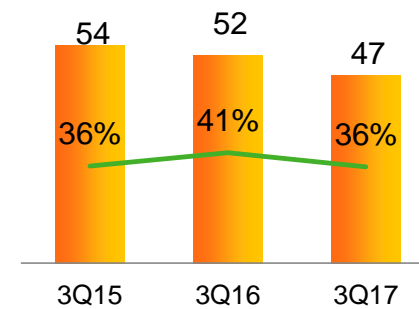
Net revenues



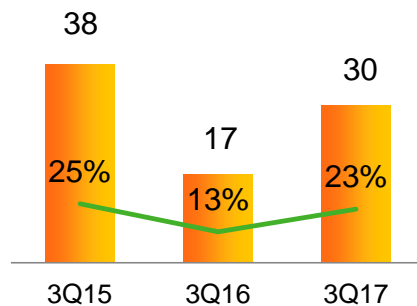
Gross profit



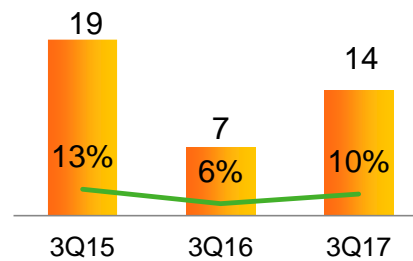
SG&A



EBITDA



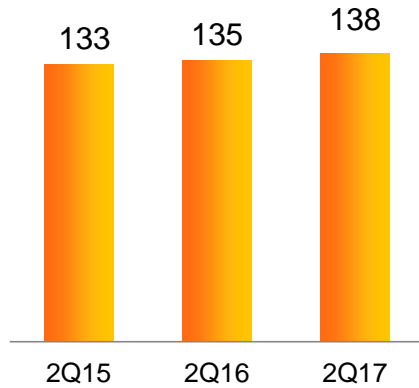
Net profit



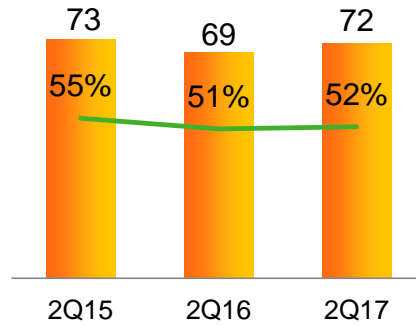
Financial Highlights for 2nd quarters

(R\$ mm and percentages over net revenue)

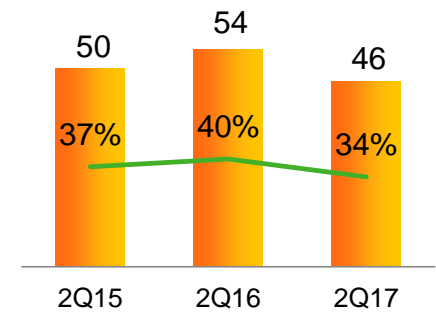
Net revenues



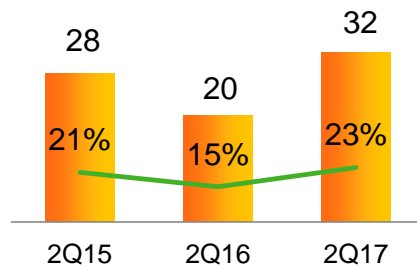
Gross profit



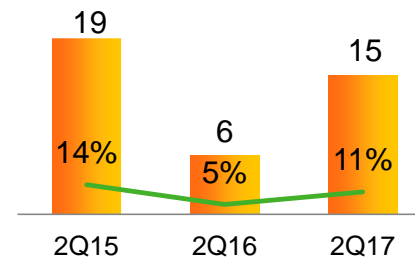
SG&A



EBITDA



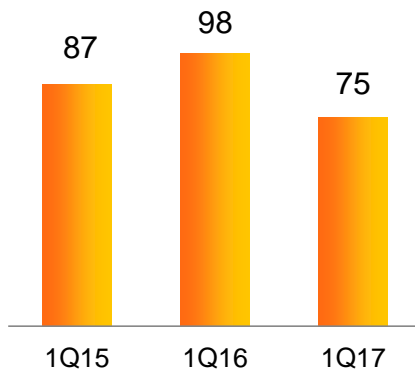
Net profit



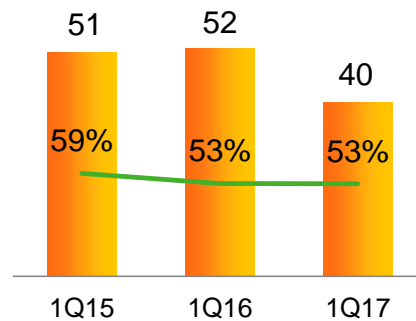
Financial Highlights for 1st quarters

(R\$ mm and percentages over net revenue)

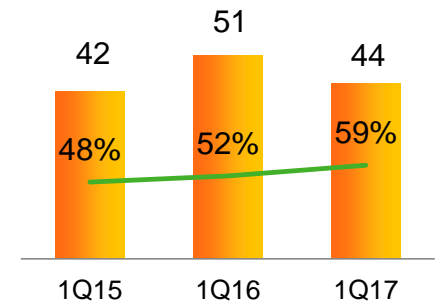
Net revenues



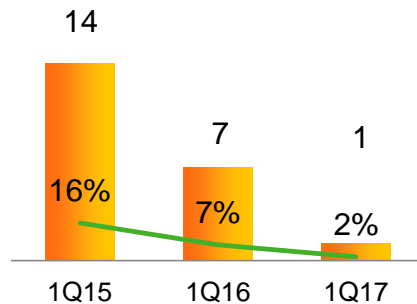
Gross profit



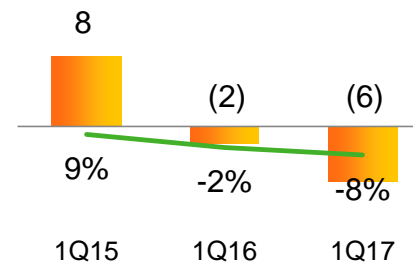
SG&A



EBITDA

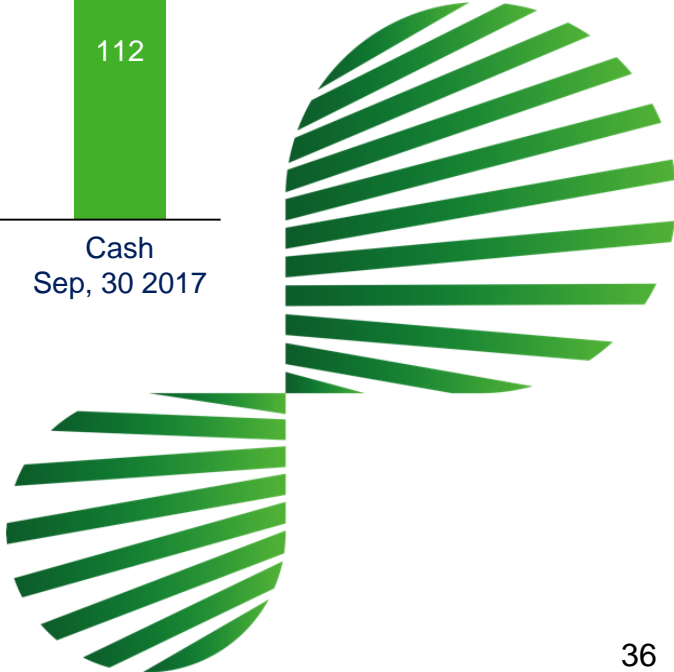
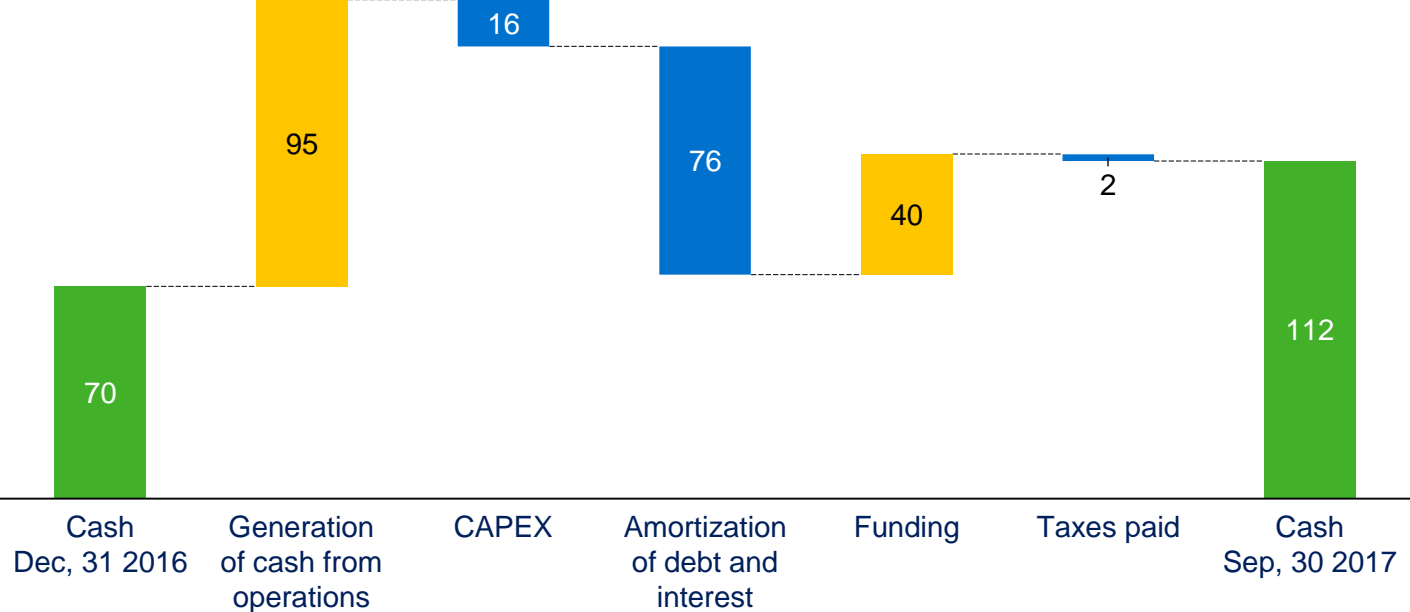


Net profit



Financial Highlights

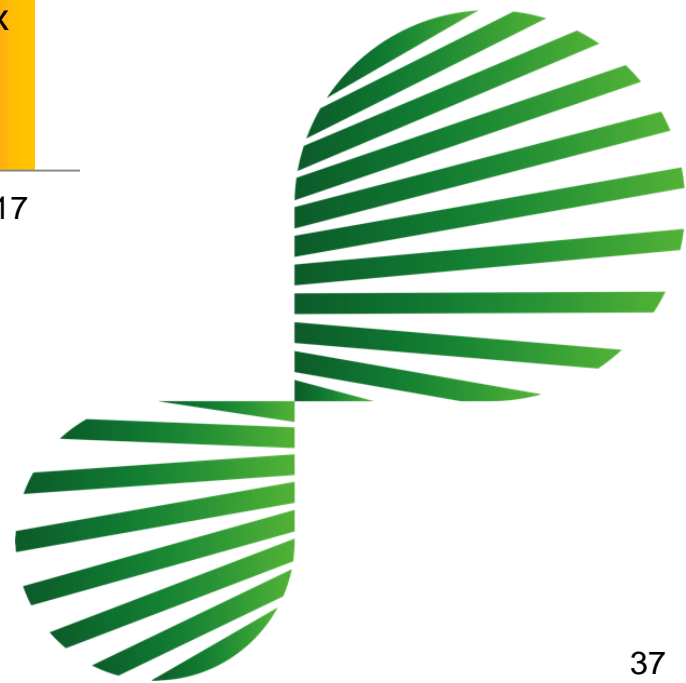
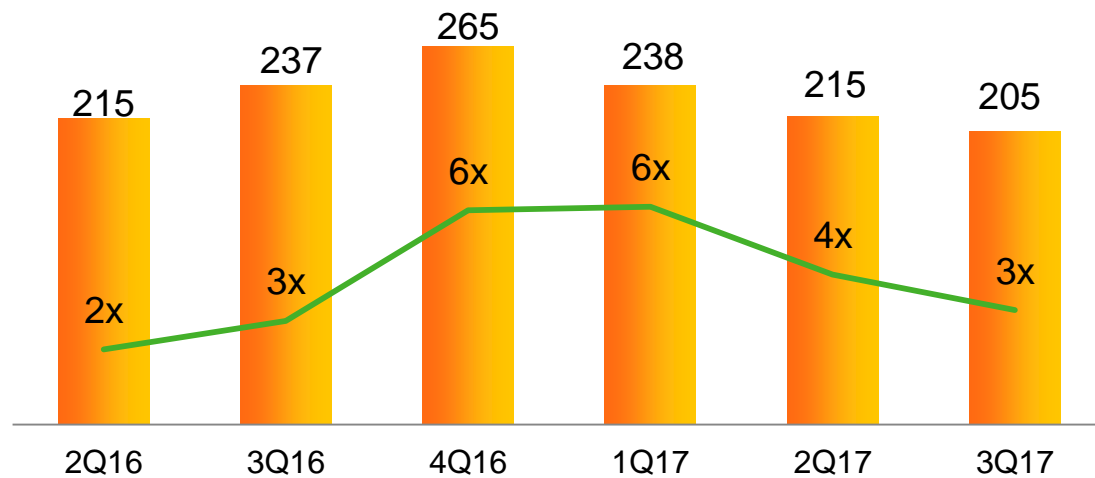
Cash position (R\$ mm)



Source: Company information

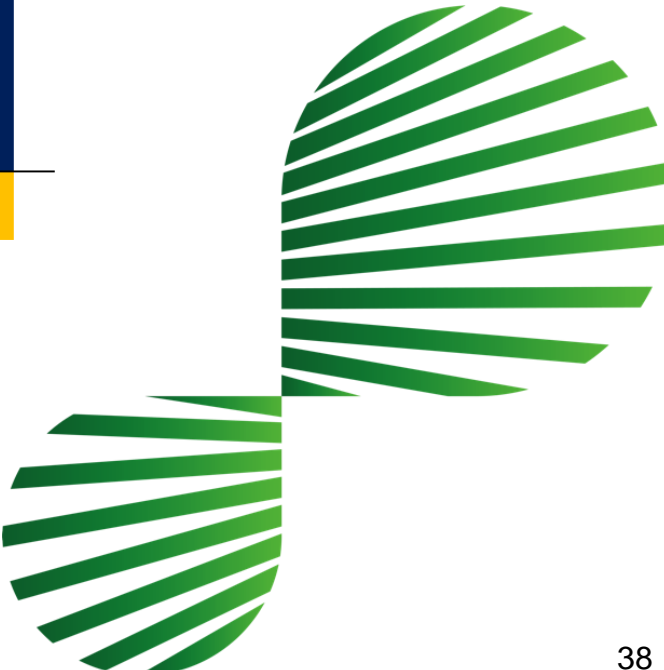
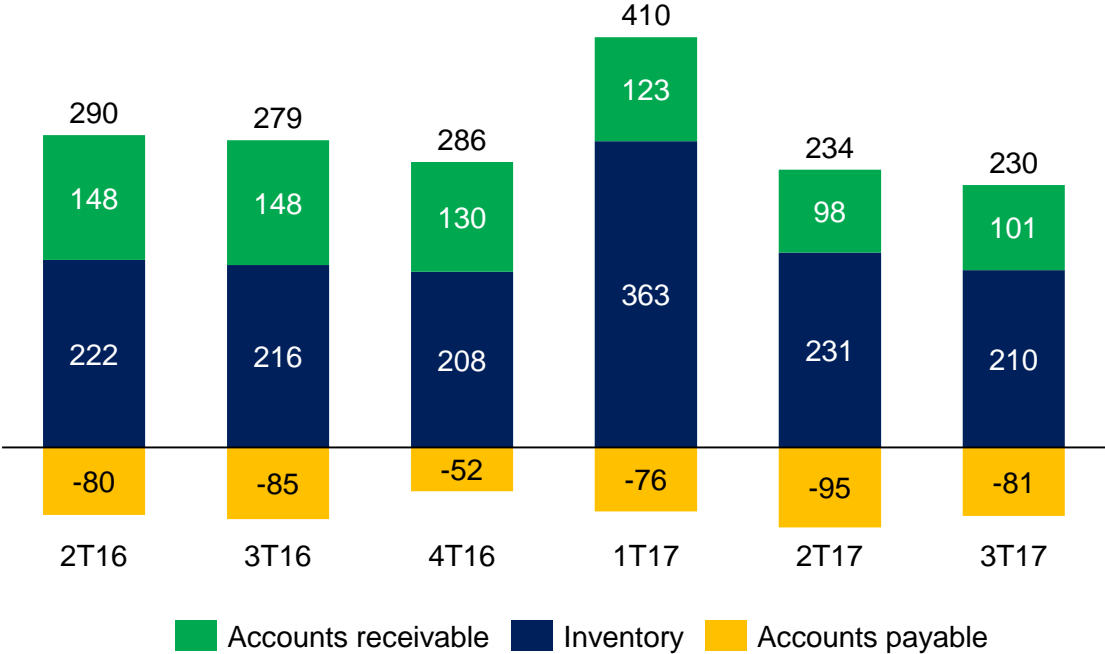
Financial Highlights

Net debt (R\$ mm) and leverage (net debt/LTM EBITDA)



Financial Highlights

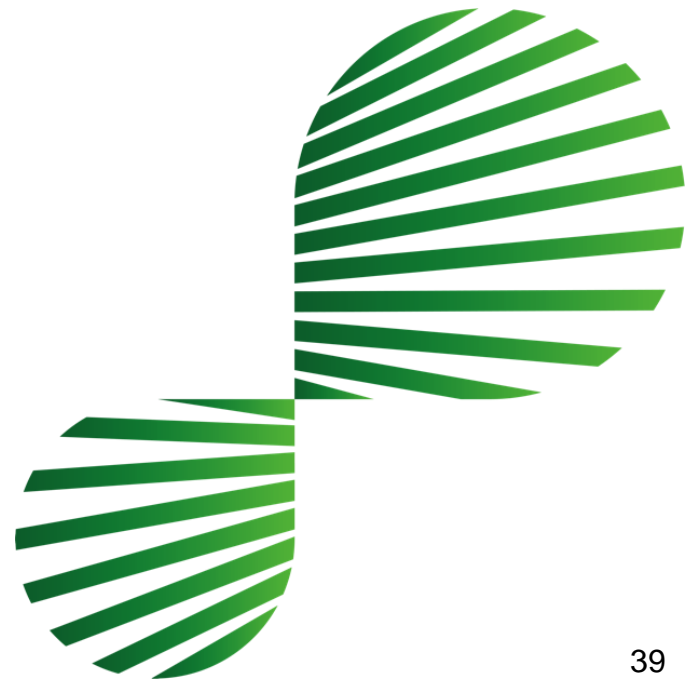
Financial cycle (days)



Source: Company information

Ownership Breakdown

- Founder Shareholders 56%
- General Atlantic 17%
- BNDESPar 12%
- Others 15%



Highlights

Leading position in the attractive Brazilian animal health market.

Strong corporate governance and a best-in-class management team.

Expertise in product development with best-in-class R&D practices and extensive pipeline.

Unique combination of a widely recognized brand, diversified client base and wide distribution network.

State-of-the-art production facilities.