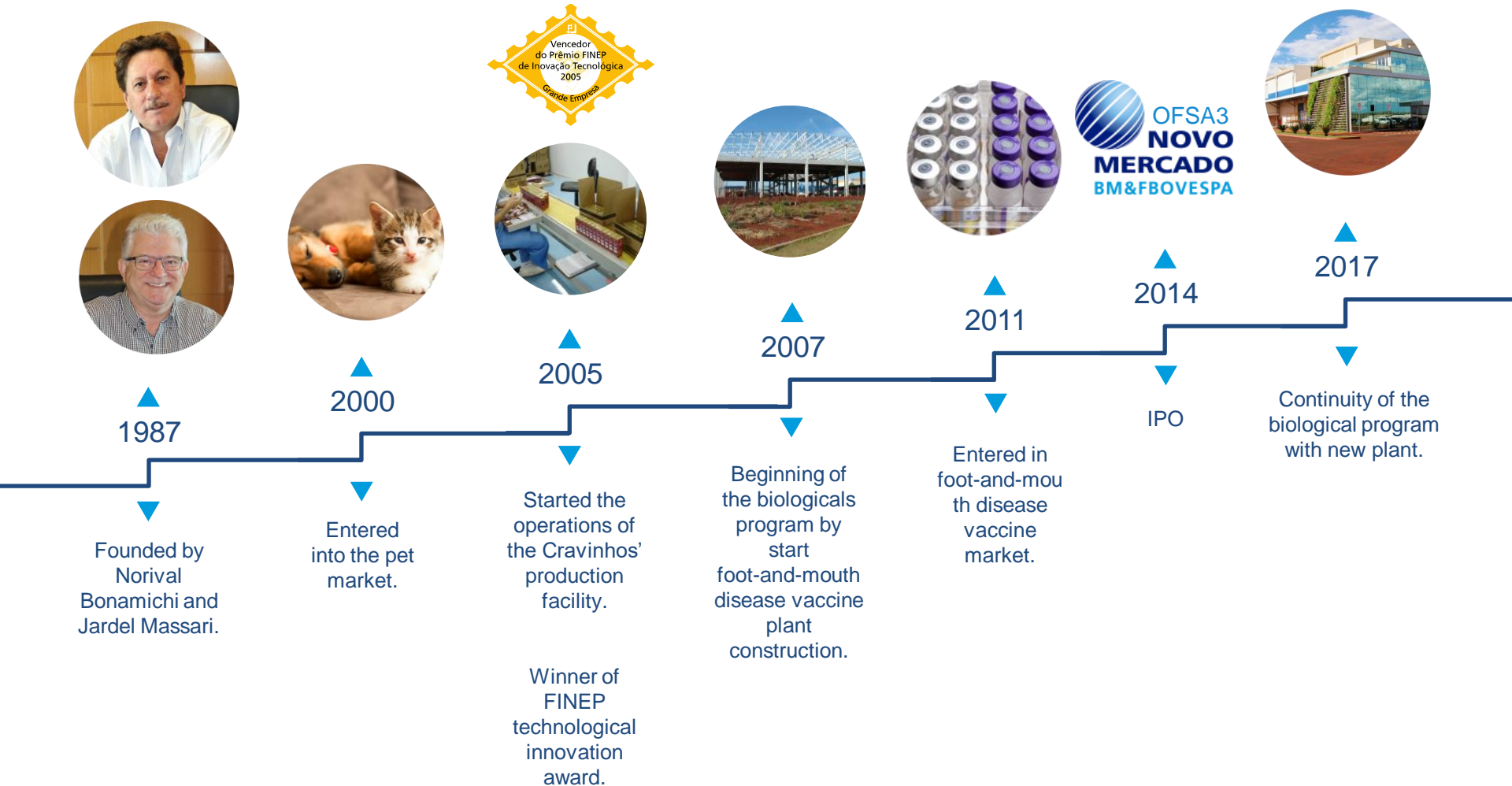


April 2019





















# 31 Year History

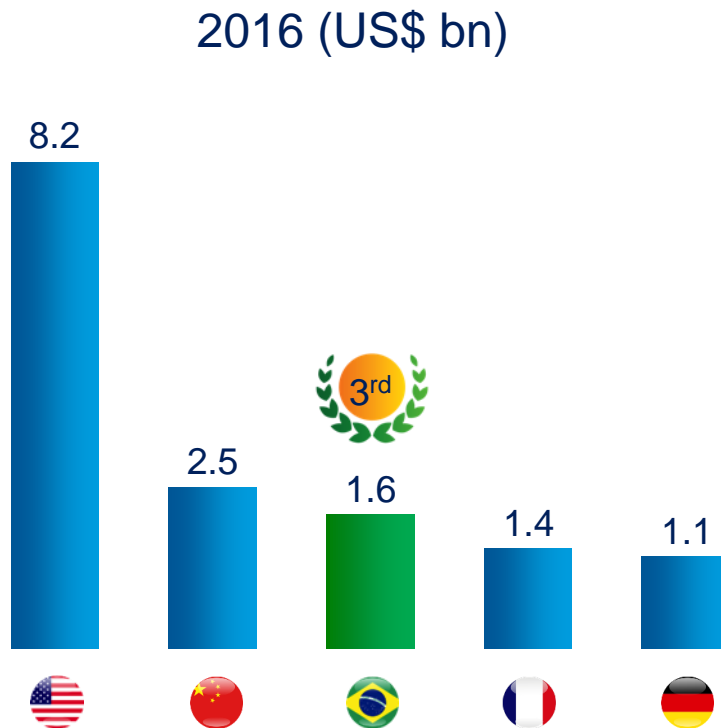


# Our portfolio

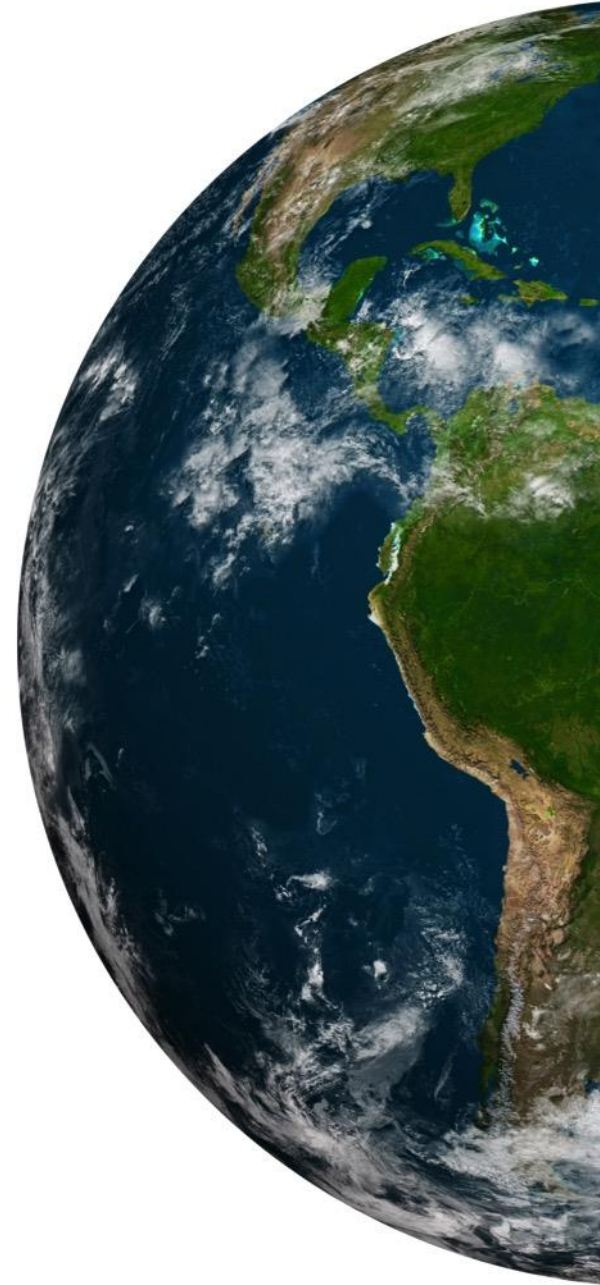
## Products per Category

	% of net revenues	Production animals	Companion animals	International operations	Selected products
Vaccines	 8.8%	4	-	Ourofino currently exports to 14 countries throughout the world	 Ourovac Aftosa  Ourovac Clostridium
Antiparasitics	 40.9%	23	3		 Colosso FC30  Master LP
Antibiotics	 17.6%	17	6		 Ciprolac  Doxifin PS
Therapeutic	 20.1%	21	11		 Sincrocio  Dermotrat
Nutritional	 2.4%	5	5		 Enragold  Ractosuin
Others	 10.2%	7	1		 Herbalvet  Maxicam Gel
% of net revenues (2018)		78%	13%	9%	
# of products from current portfolio 2018		77	26		

# Animal health global market

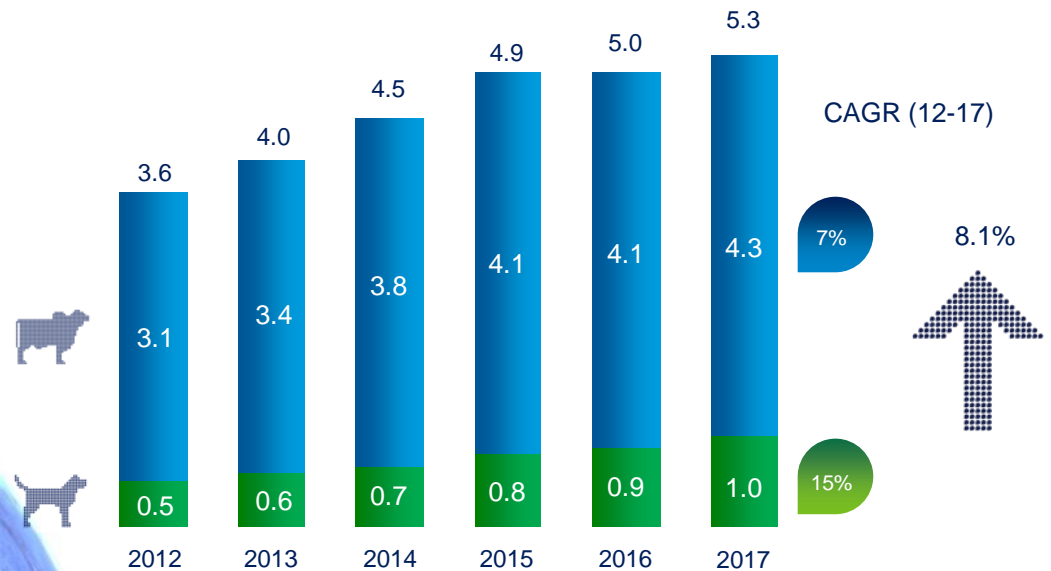


Source: Company information and SINDAN



# Animal health in Brazil

Market (R\$ bn)



Source: SINDAN

## Highlights

Brazil as the 3<sup>rd</sup> largest market with strong growth opportunities

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

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Still incipient in the use of animal health products

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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	249

↑ +1.5x

# 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)
	184	69.4
	74	6.2

↑ +11x

# 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
- ~100 people in R&D
- 36 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

- 31 year 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.

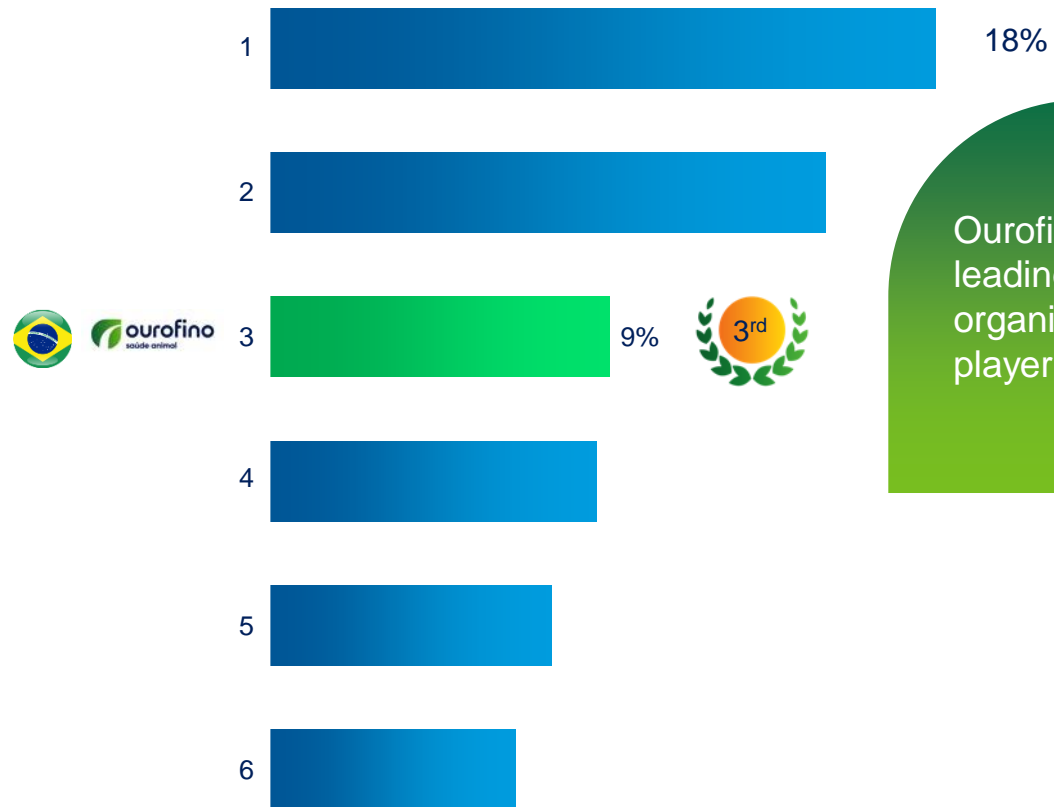
## Highlights

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 Ranking<sup>1</sup>



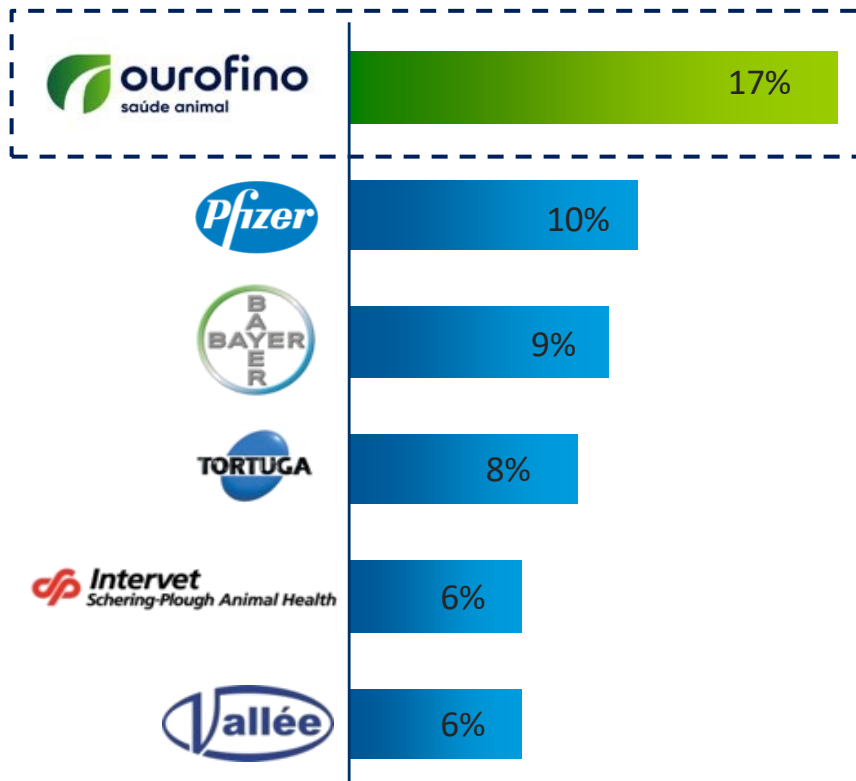
Source: SINDAN

<sup>1</sup> Based on revenues as of full year of 2017

# 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

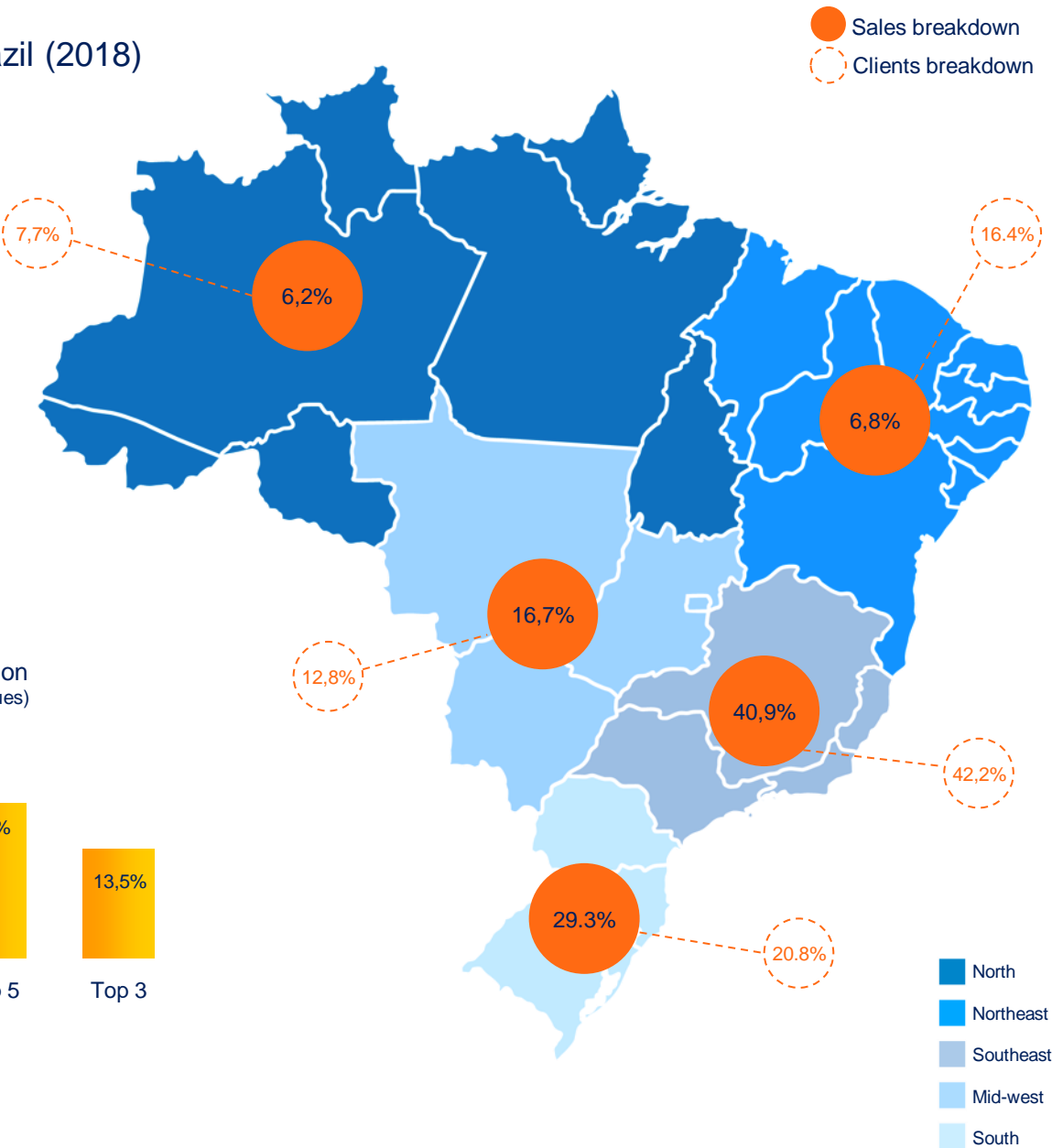
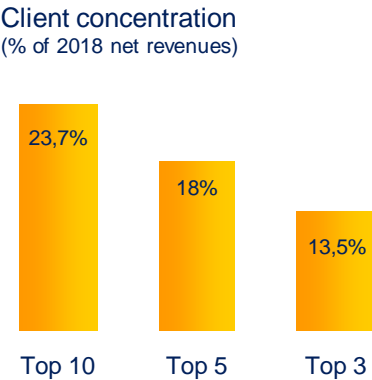
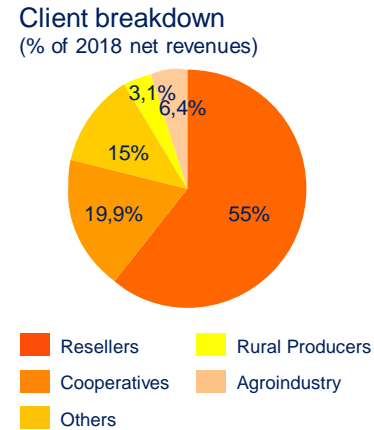
A close-up photograph of two hands shaking in a firm grip. The hands are positioned diagonally across the frame, with the left hand on the left and the right hand on the right. The skin tones are warm, and the background is a soft, out-of-focus orange-gold gradient, suggesting a sunrise or sunset. The lighting is bright and even, highlighting the texture of the skin and the fabric of the white shirts.

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 inside Brazil (2018)



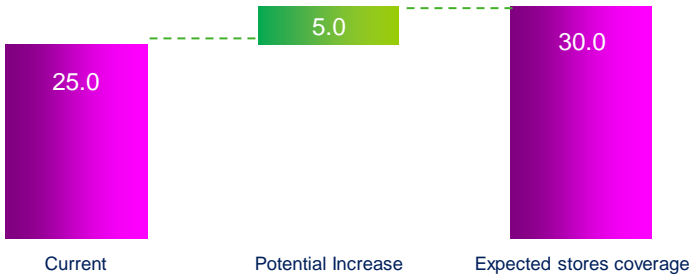
Source: Company information

# Companion animals

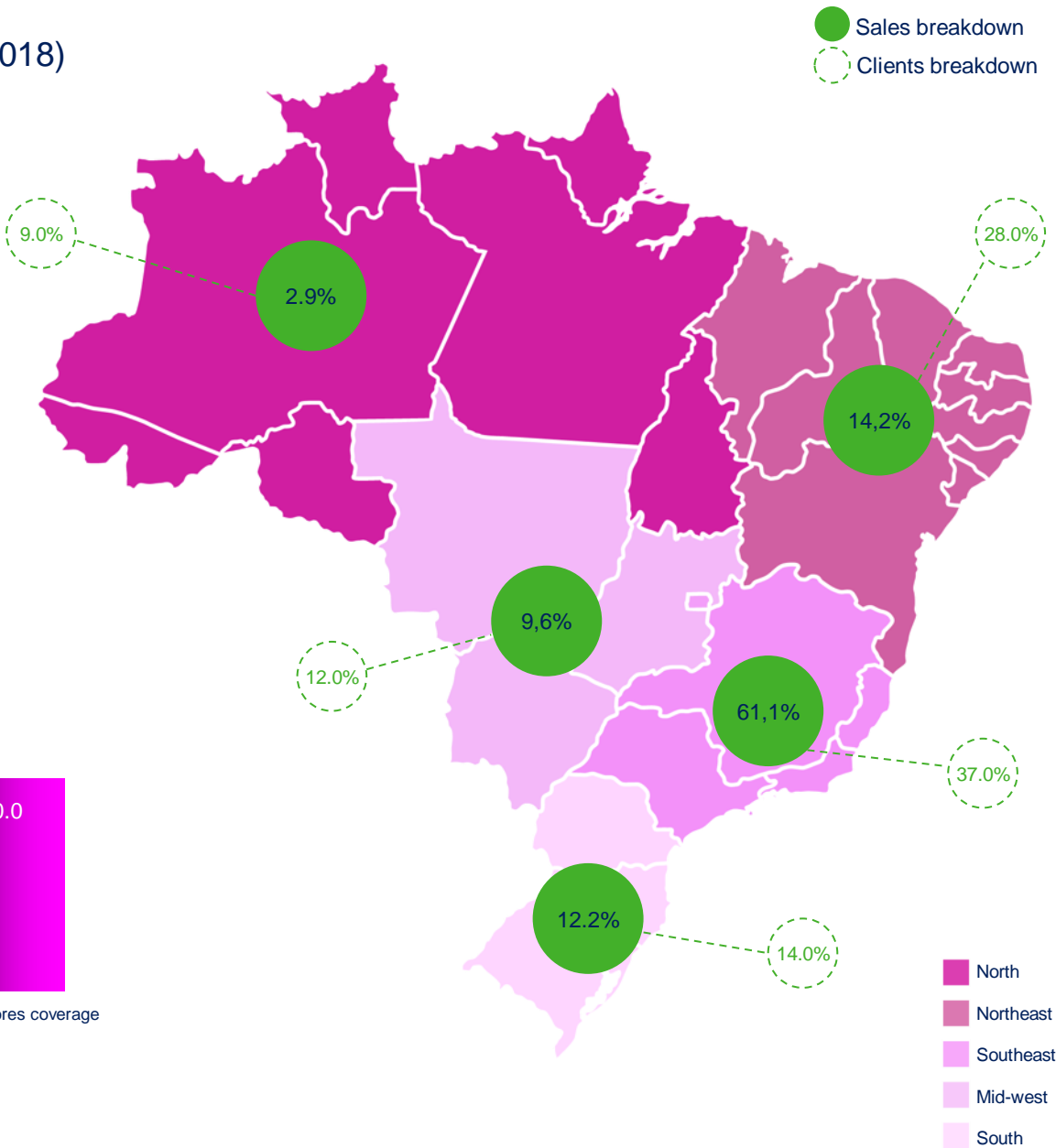
Sales and client breakdown in Brazil (2018)



# of Pet stores covered ('000 stores)  
(As of Dec 2017)



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

2 Laboratory for quality control and R&D

3 Pharmaceuticals production facility

4 Warehouse / shipping facility

5 Animal defensives production facility

6 Hormones production facilities

7 Foot-and-mouth vaccine production facilities

8 Biological QC and general vaccines production facility

# State-of-the-art production facilities



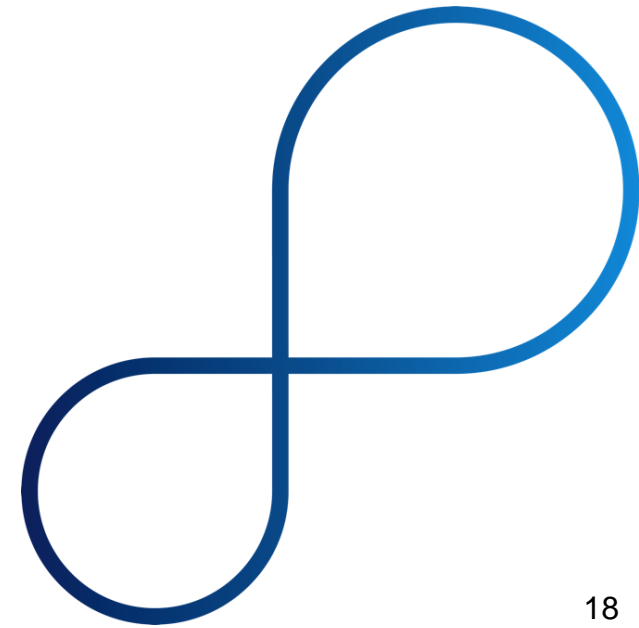
One of the most modern plants in the veterinary segment



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\$ 98 mm of R&D investments in the last 3 years, an average of 6% of net revenues invested every year

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

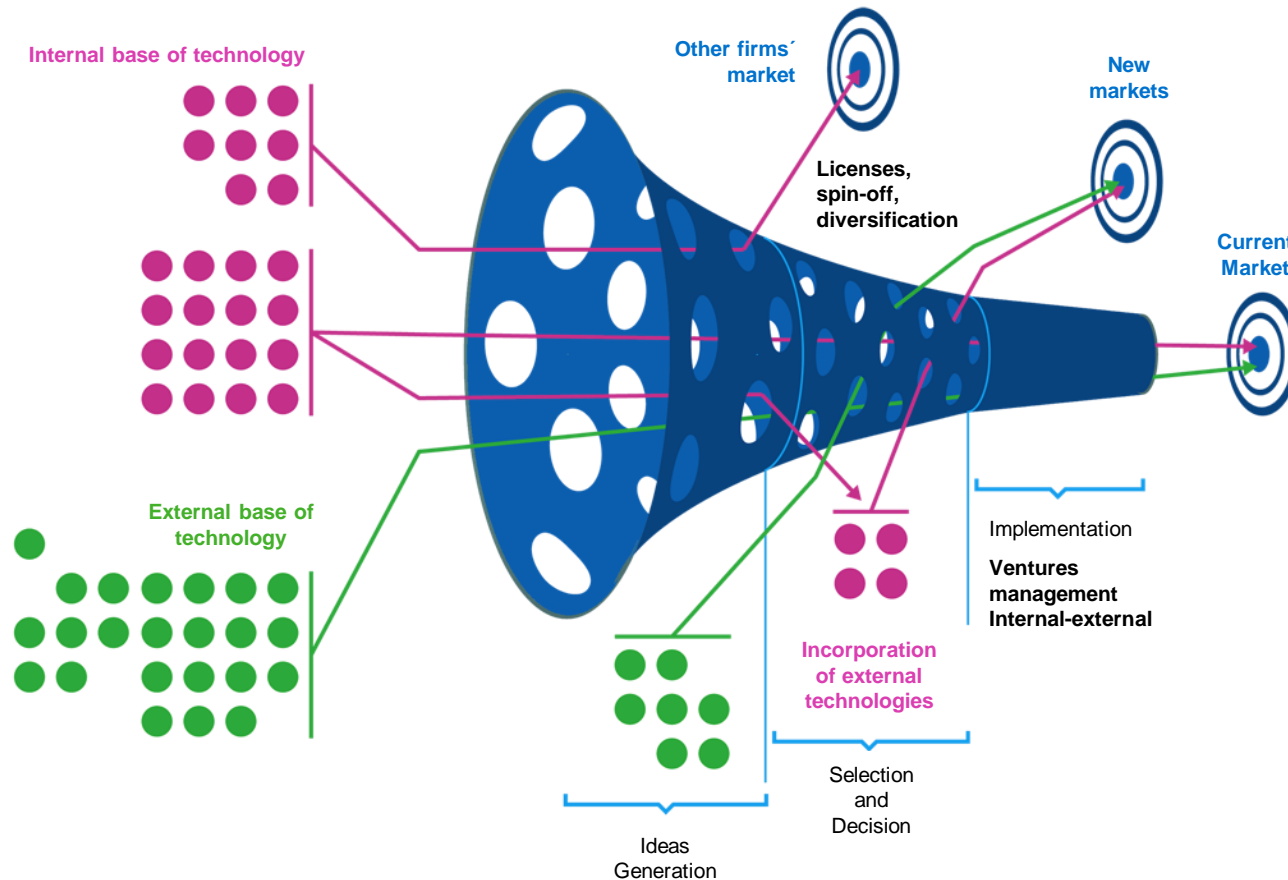
Open innovation model: transformation of ideas into products and having strong relationships with innovation powerhouses

R&D team with more than a 100 highly capacitated employees

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

# RD&I processes

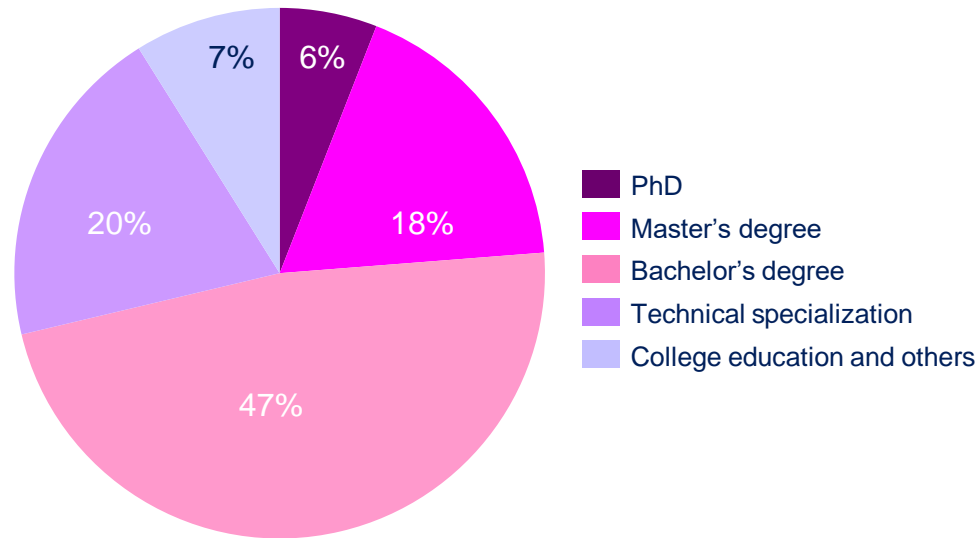
## Open Innovation<sup>1</sup>



# 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



# Products



## Evol

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

# Products



## Regepil

Treatment and healing of general, chronic and localized wounds



# Products



## Resolutor

Antibiotic prescribed for the quick treatment of respiratory diseases in animals

# Beginning of operations in the biological plant



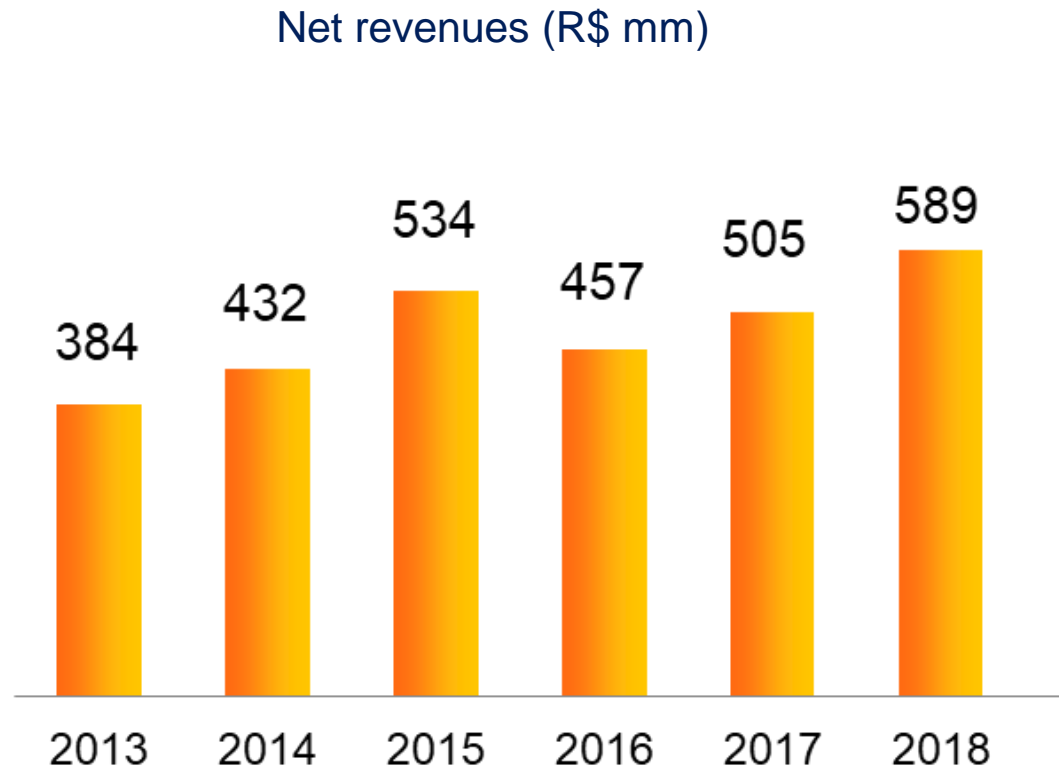
# Safesui Circovírus

First recombinant vaccine against circovirose (PCV2b) carrying 2b antigen in the world. Also effective against 2a and 2d.

Safesui is been sold since February

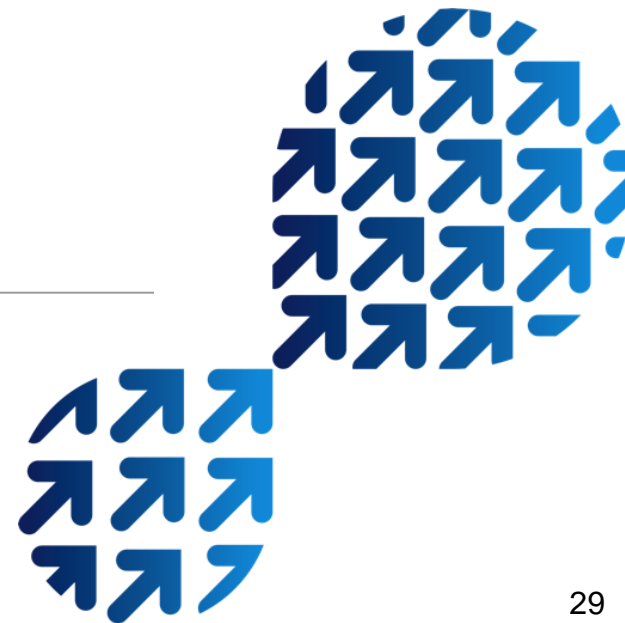
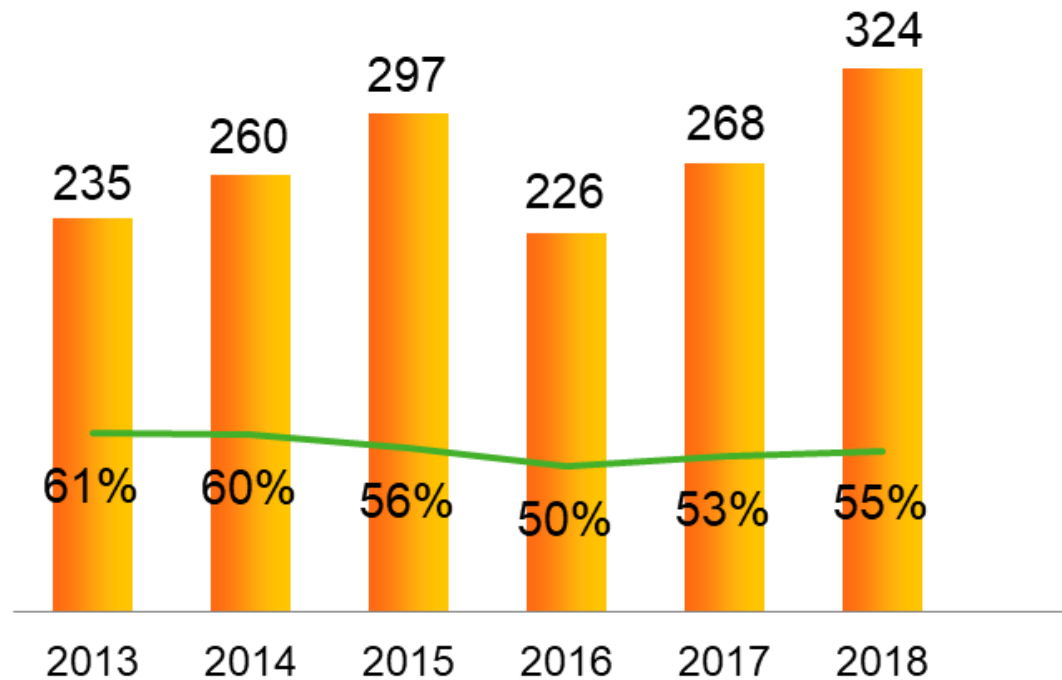


# Financial Highlights



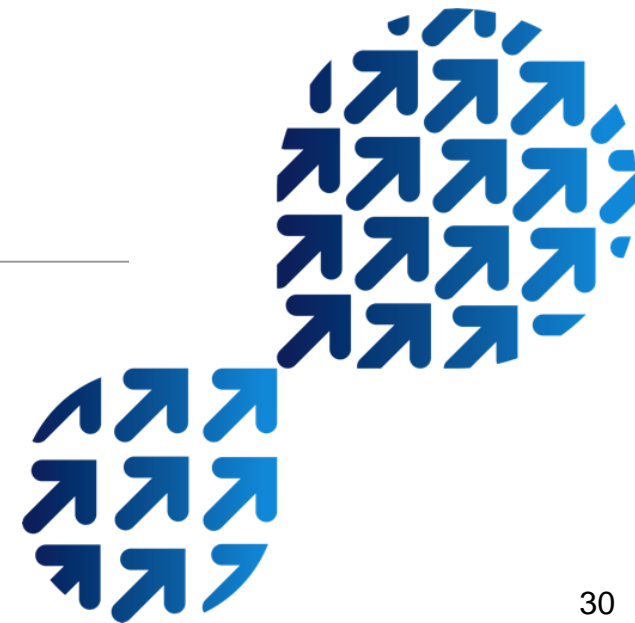
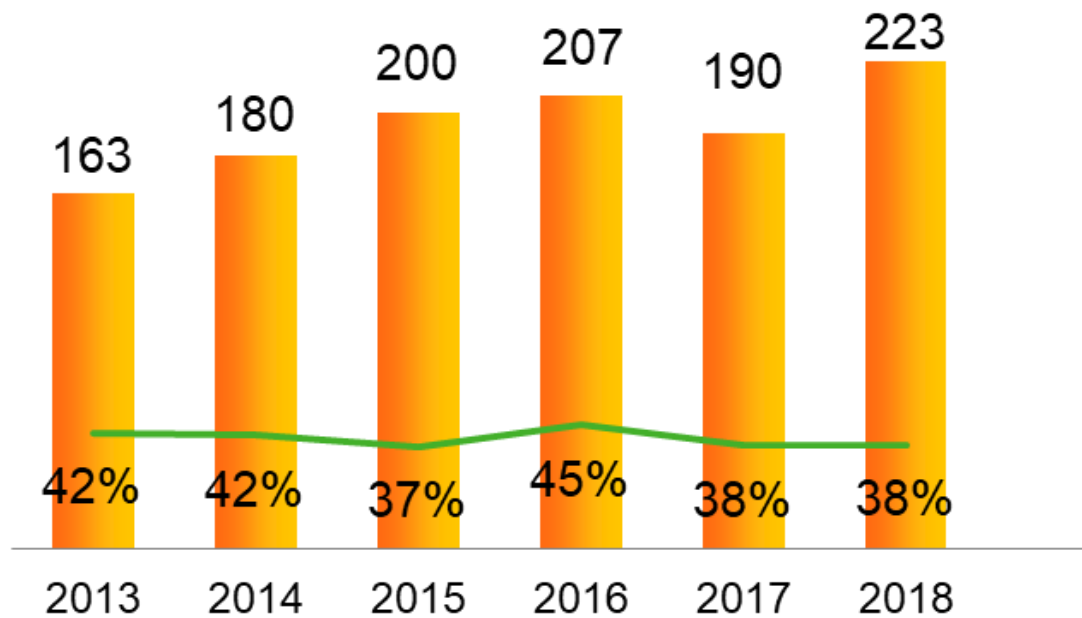
# Financial Highlights

Gross profit (R\$ mm) and margin



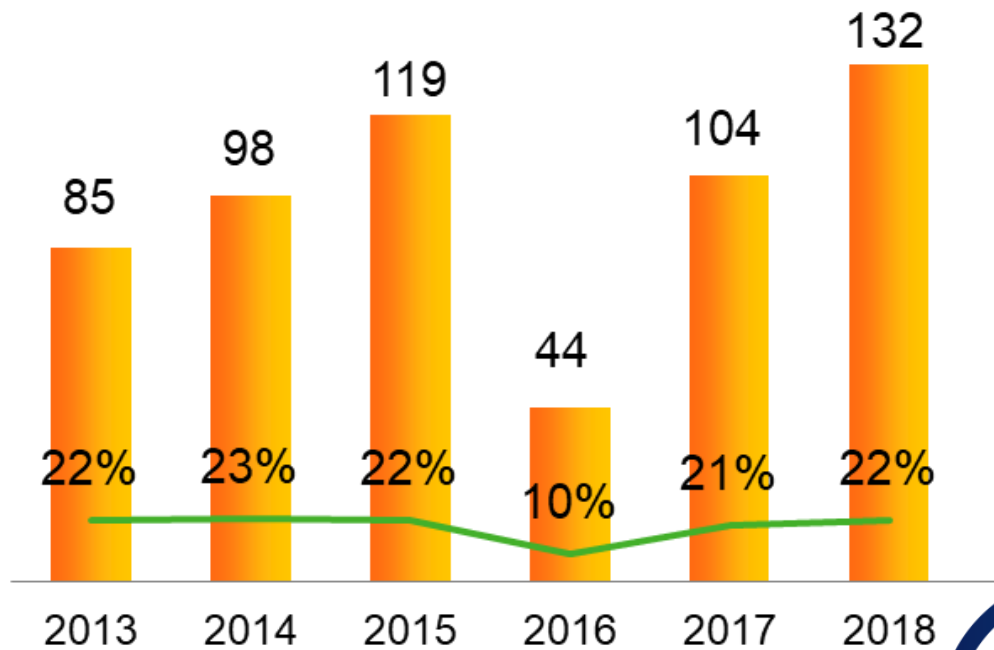
# Financial Highlights

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



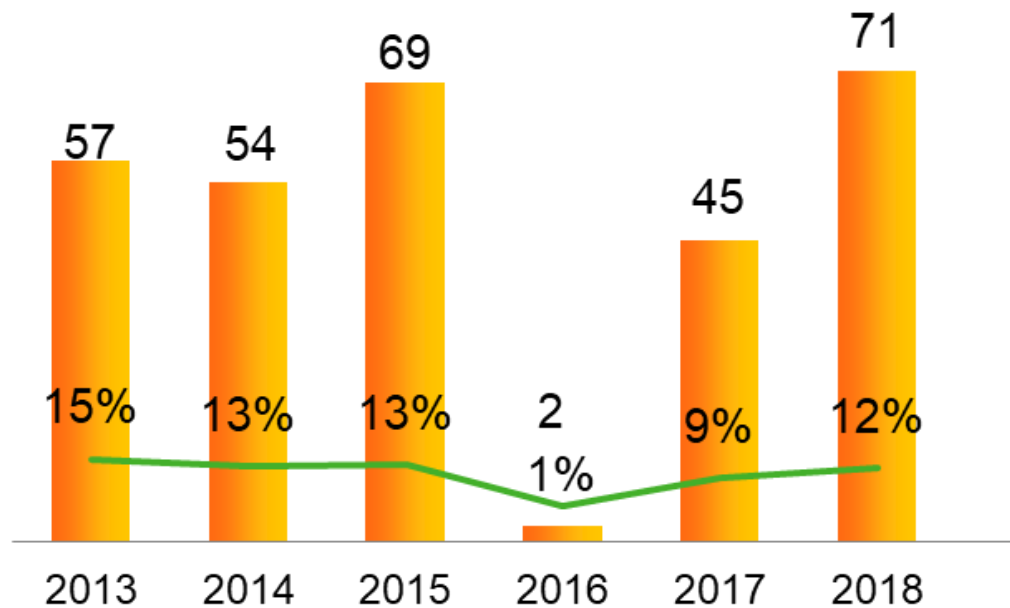
# Financial Highlights

Adjusted EBITDA (R\$ mm) and margin



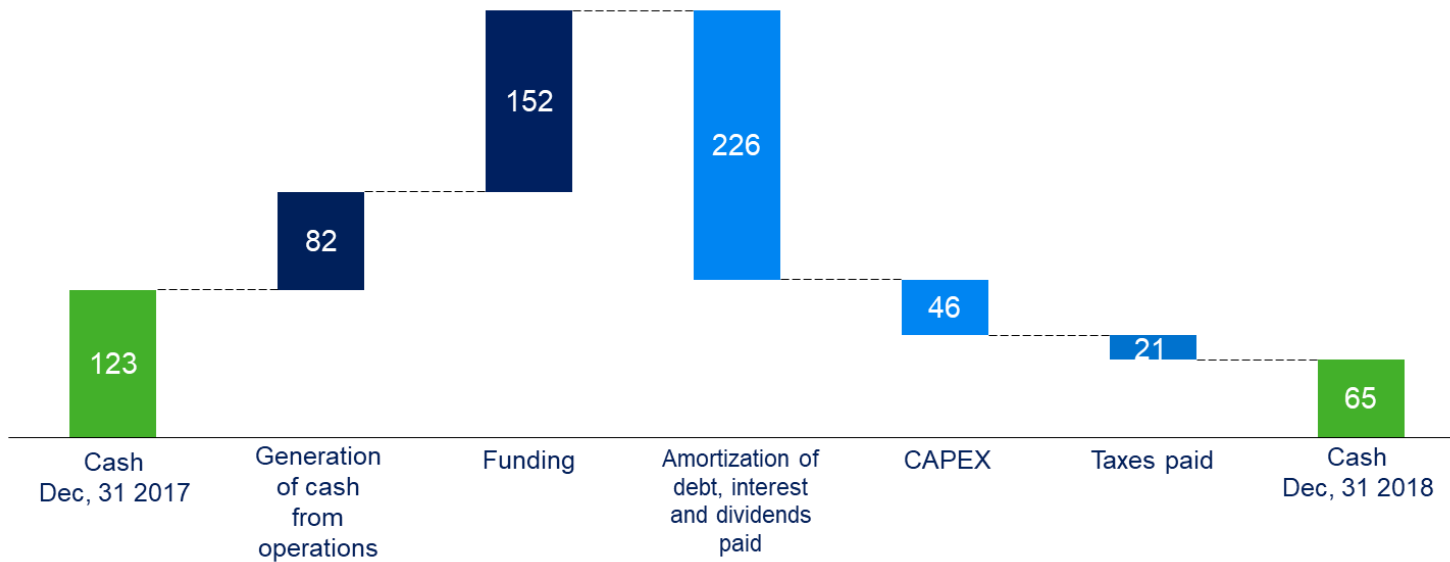
# Financial Highlights

Adjusted profit (R\$ mm) and margin



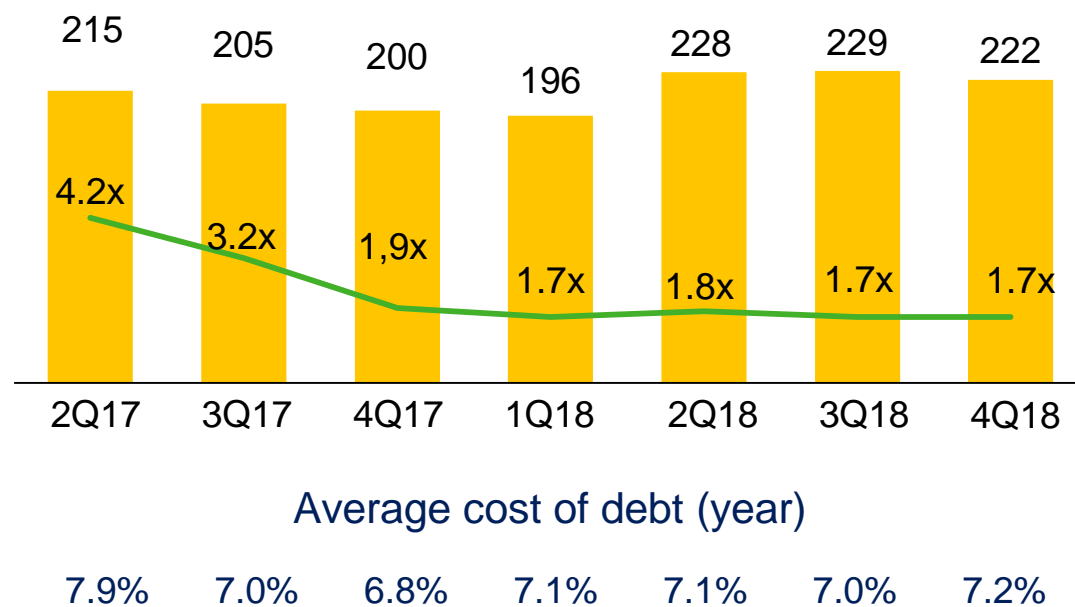
# Financial Highlights

Cash position (R\$ mm)



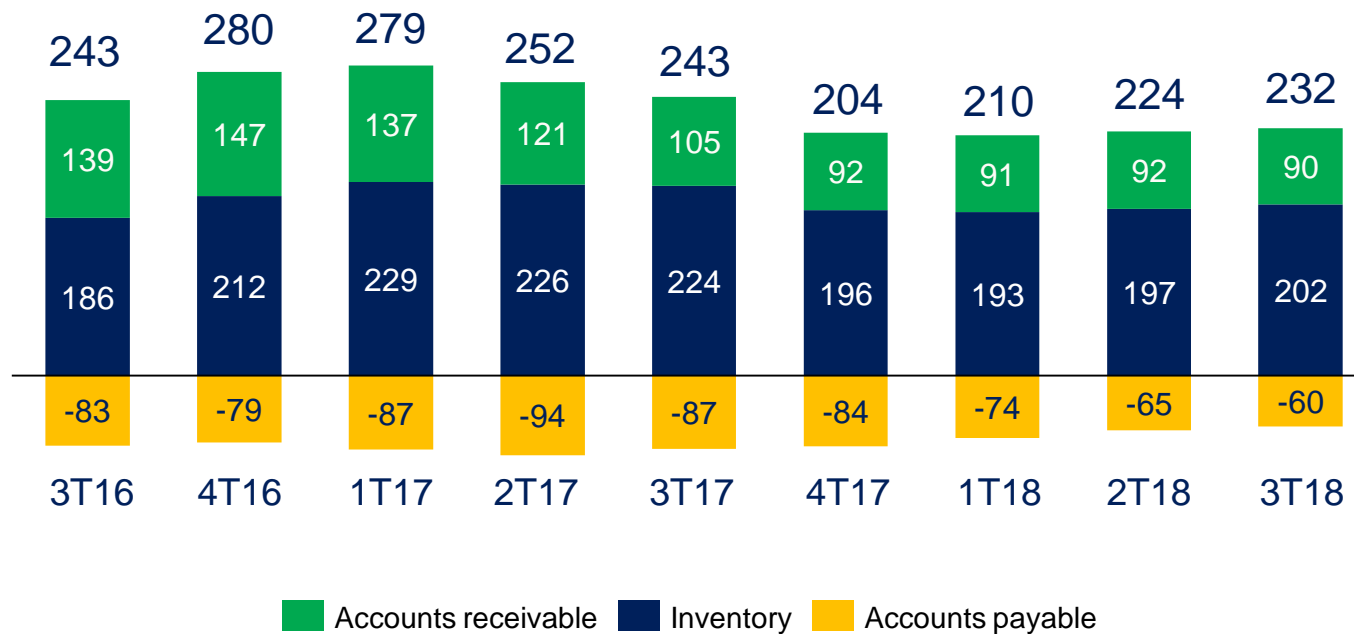
# Financial Highlights

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



# Financial Highlights

Financial cycle\* (days)

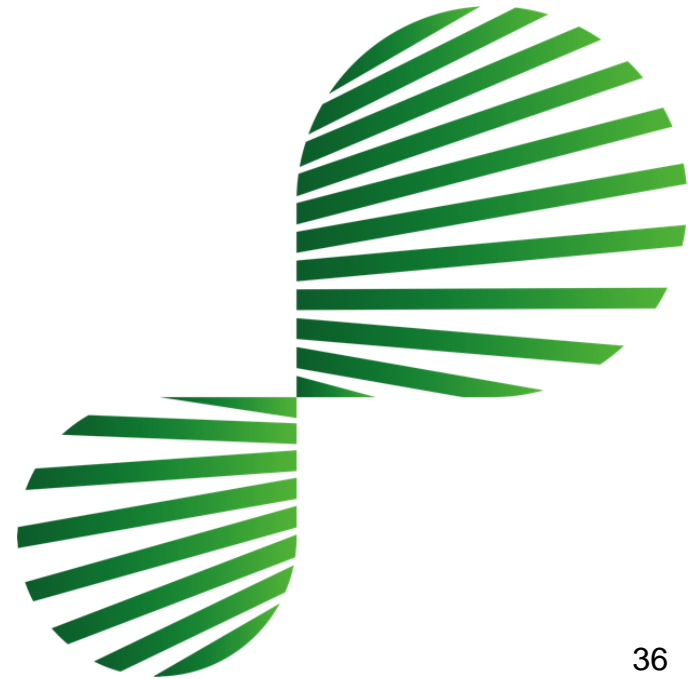


Source: Company information

\*On LTM basis and average of quarter balance sheets from the last 4 quarters

# Ownership Breakdown

• Founder Shareholders	56%
• General Atlantic	17%
• BNDESPAR	12%
• Others	15%



# Highlights

Leading position in the attractive Brazilian animal health market.

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

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

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

State-of-the-art production facilities.