



**4Q24**

**Results**



# Legal notice



This presentation contains forward-looking statements that are subject to risks and uncertainties. Such statements are based on the beliefs and assumptions of our management and information to which the Company currently has access. Forward-looking statements include information about our current intentions, beliefs or expectations, as well as those of the members of the Company's Board of Directors and Officers.

Disclaimers regarding forward-looking statements and information also include information about potential or expected operating results, as well as statements that are preceded, followed or that include the words "believes", "may", "will", "continues", "expects", "predicts", "intends", "plans", "estimates" or similar expressions.

Forward-looking statements and information are not guarantees of performance. They involve risks, uncertainties and assumptions because they refer to future events, depending, therefore, on events that may or may not occur. Future results and value creation for shareholders may differ significantly from those expressed or suggested by forward-looking statements. Many of the factors that will determine these results and values are beyond our ability to control or predict.

# 4Q24 Highlights



Consolidated net revenue (Ex. foot-and-mouth disease)

grew 26.1% in 4Q24 and 14.1% in 12M24.

Growth of profitability indicators

Gross Margin, EBITDA and Net Profit.



Launch of 7 products in 12M24 through internal development, partnerships and new business.

# 4Q24 Highlights

## Animais de produção



**Safesui Glasser ONE**  
A 1ª vacina do mundo de dose única contra Glässer

**ÚNICA**  
PROTEÇÃO HETERÓLOGA COMPROVADA

ourofino  
saúde animal



**Ferappease**

ourofino  
saúde animal

## Animais de companhia



Lançamento ENDO&ECTO

# Banni

ourofino  
saúde animal



**EnziClim**  
by Herbalvet SA

NOVO

Adeus às manchas e odores num **clim**

ourofino  
saúde animal



**FosBion B12**

Inclua em todos os protocolos de tratamento e suporte, e veja a diferença na recuperação e produtividade dos seus animais

ourofino  
saúde animal



**CDV Feedlot Plus**  
Proteção e cuidado em dose única na hora do confinamento

Contra doenças respiratórias, neurológicas e conjuntivites

ourofino  
saúde animal

# LeanVac

A melhor opção é a  
liberdade de escolha



Controle dos níveis de  
androgenona e escatol



Eficácia e segurança



Produtividade sem risco

Viva novos caminhos  
de forma **eficaz**  
e **segura** com  
**LeanVac**, a nova  
escolha para  
imunocastração.

# Boostin<sup>®</sup> agora é Ourofino



# Financial highlights



Growth in Production Animals, representing 27.8% compared to 4Q23 (Ex foot-and-mouth disease).

Growth in Companion Animals, representing 16.4% compared to the previous year.



Growth of profitability indicators, being:

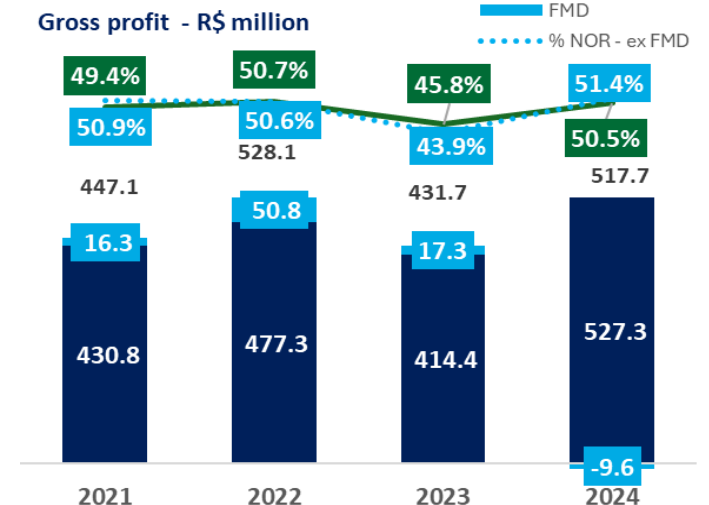
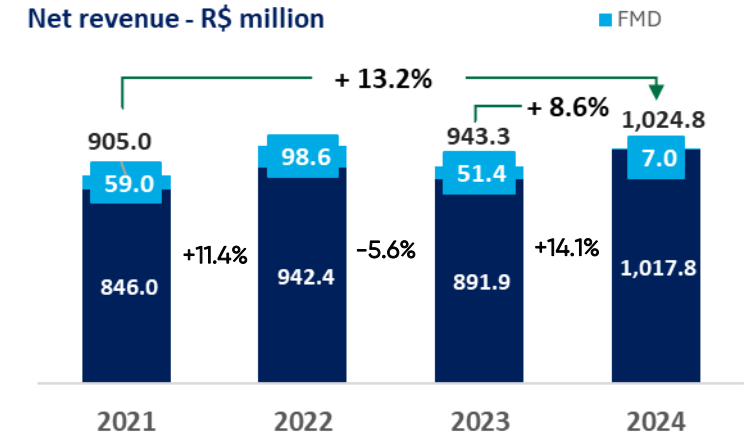
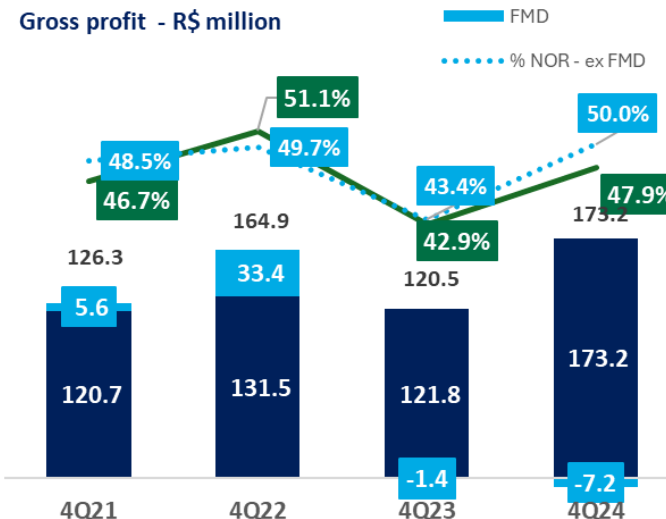
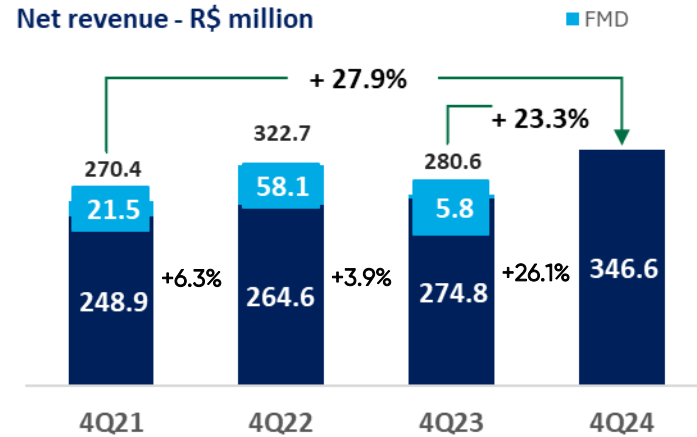
Gross margin +7.5 p.p.,  
EBITDA margin +7,4 p.p. and  
Net margin +7.3 p.p..



Leverage at 0.6x EBITDA, with 83.7% of the debt in the long term and an average debt cost of 7.93% per year at the end of the period.

# Results Consolidated

Net revenue of R\$ 346.6 million. Growth of 26.1% in 4Q24 and 14.1% in 12M24 (Ex foot-and-mouth disease). Increase in gross margin reaching 51.4% year-to-date.

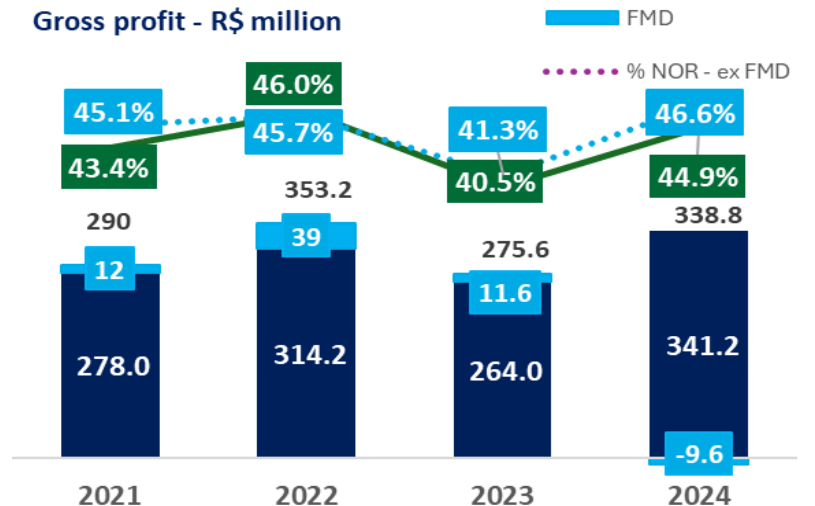
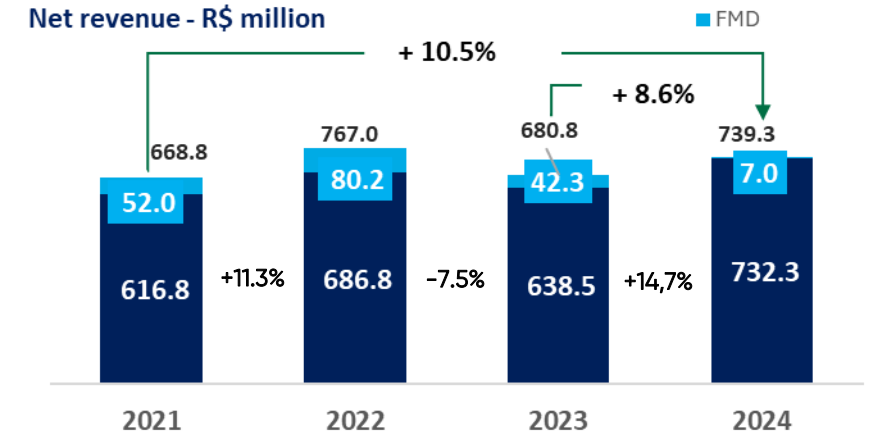
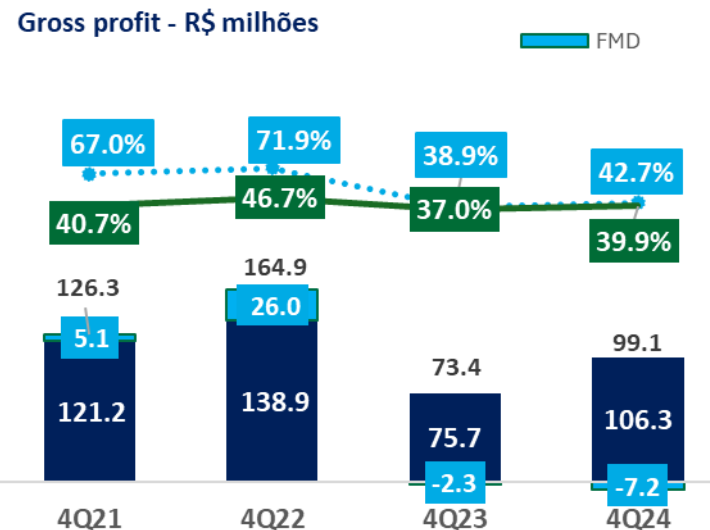
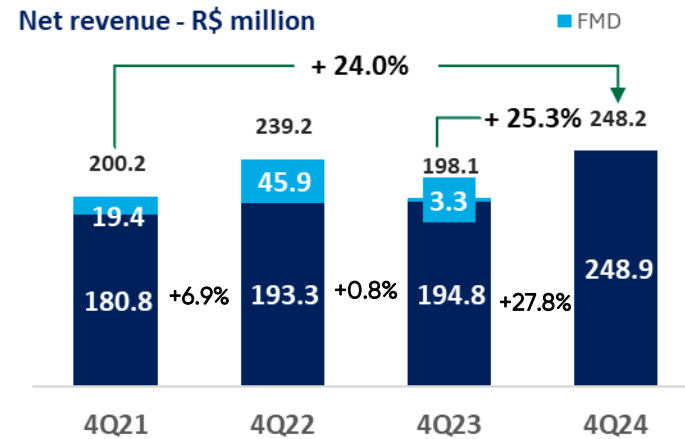




# Result Production animals

Net revenue of R\$248.9 million in 4Q24. Growth of 27.8% in 4Q24 and 14.7% in 12M24 if we exclude the effects of the foot-and-mouth disease vaccine.

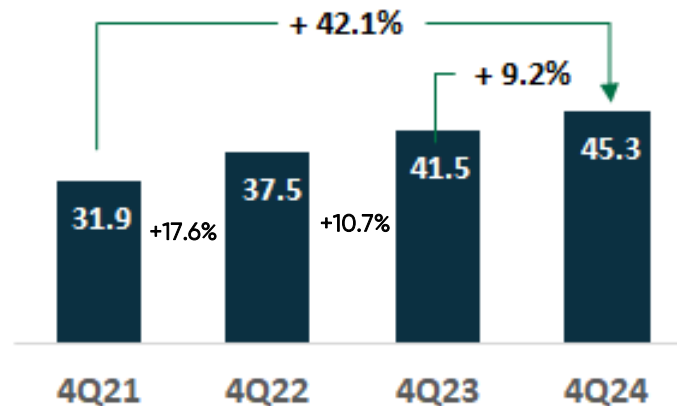
Increase in gross margin reaching 46.6% in the year-to-date ex foot-and-mouth disease.



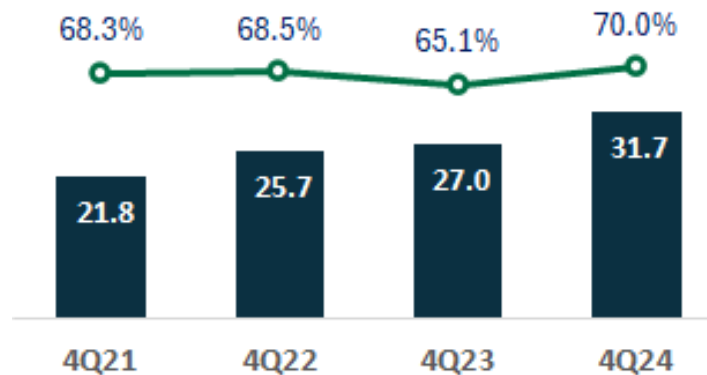
# Result Companion animals

Net revenue of R\$45.3 million with growth of 9.2% compared to 4Q23.  
Gross margin reaches 70% in 4Q24 and 67.6% in 12M24.

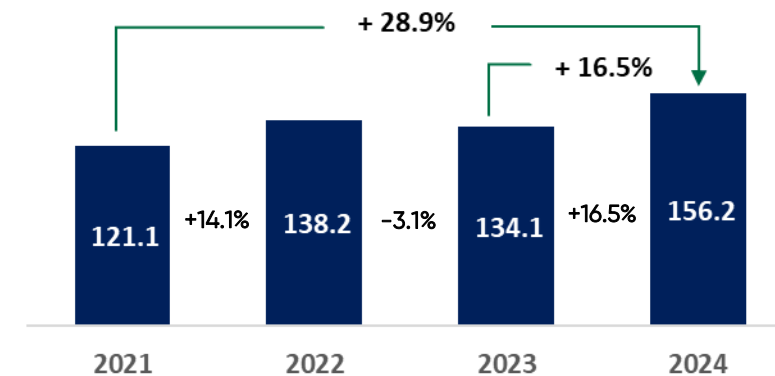
Net Revenue - R\$ million



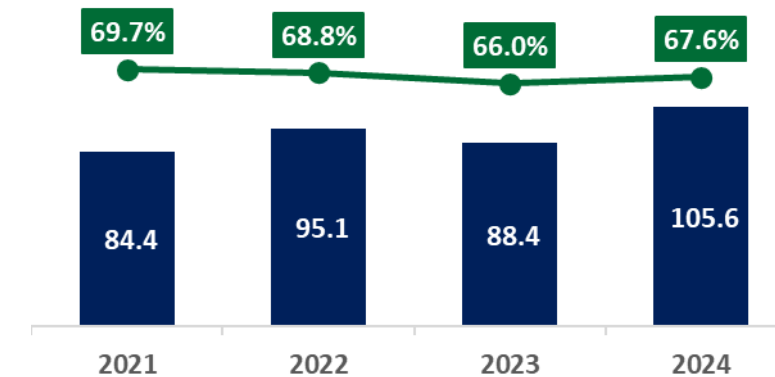
Gross Profit - R\$ million



Net revenue - R\$ million

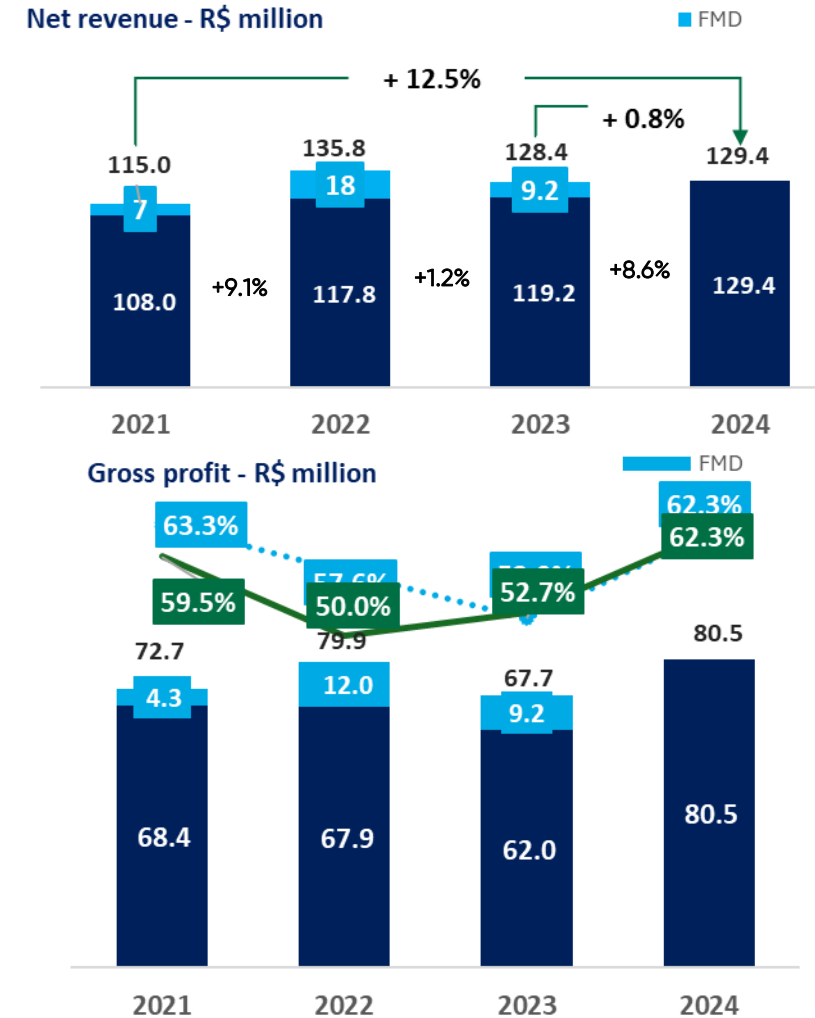
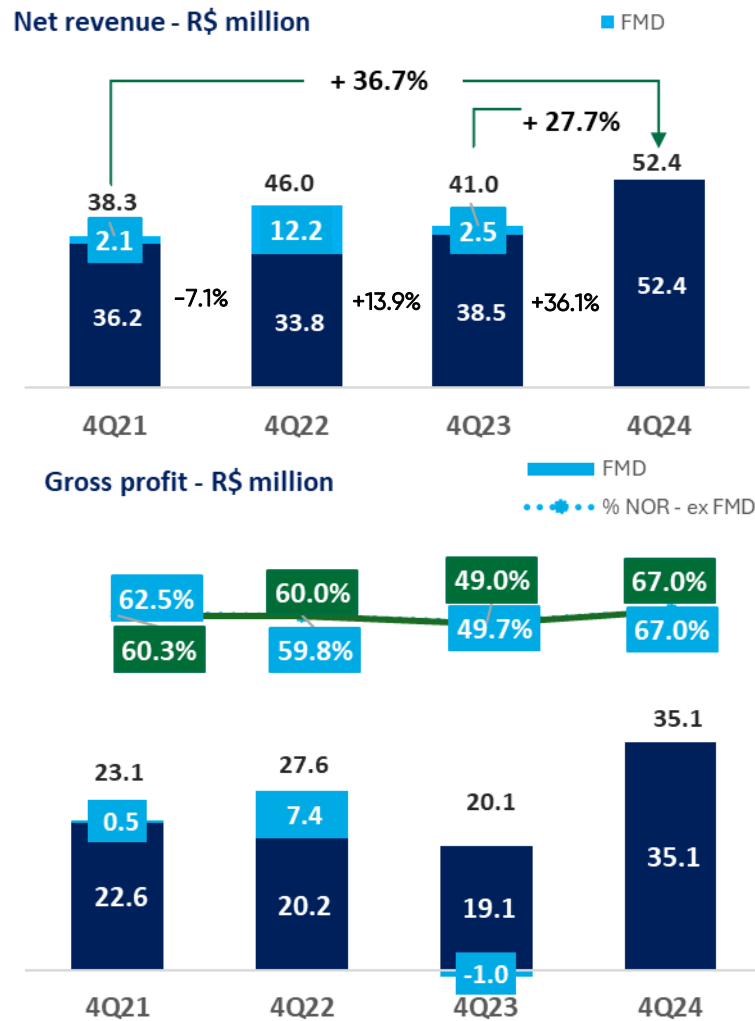


Gross profit - R\$ million



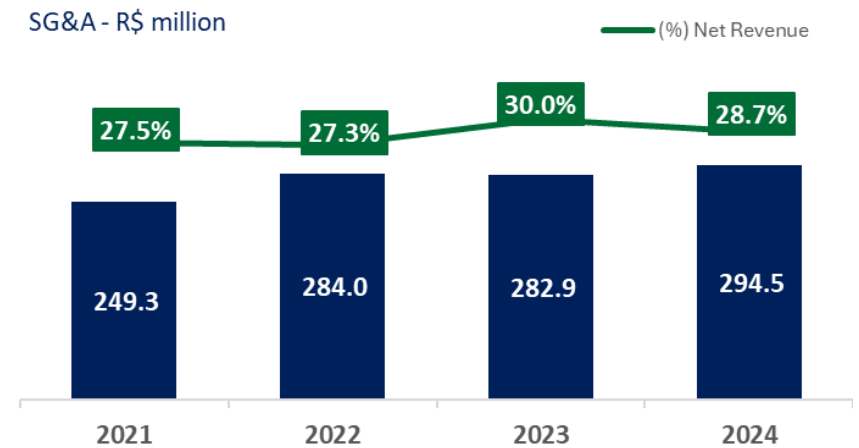
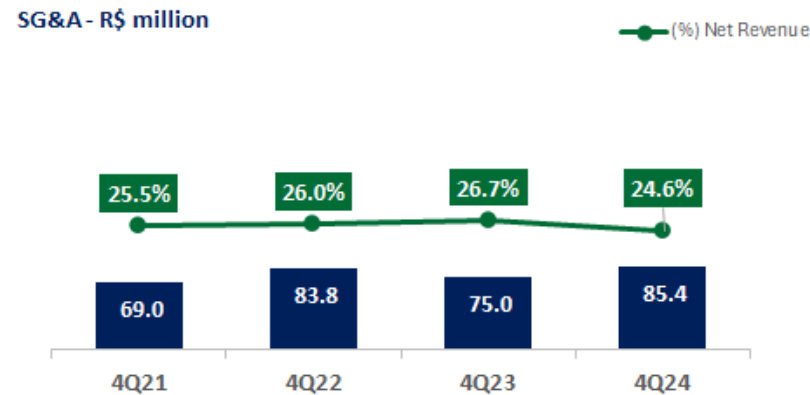
# Result International operations

Net revenue of R\$52.4 million with growth of 27.7% compared to 4Q23. There is a recovery in gross margin due to favorable exchange rates, with a slight increase in sales volume and, consequently, a dilution of fixed costs, which positively impacted the gross margin in the 12M24.



# SG&A adjusted

SG&A reduction in relation to net revenue. by 2.1 p.p. in 4Q24 compared to 4Q23. At the end of 2024, this reduction was 1.3 p.p.

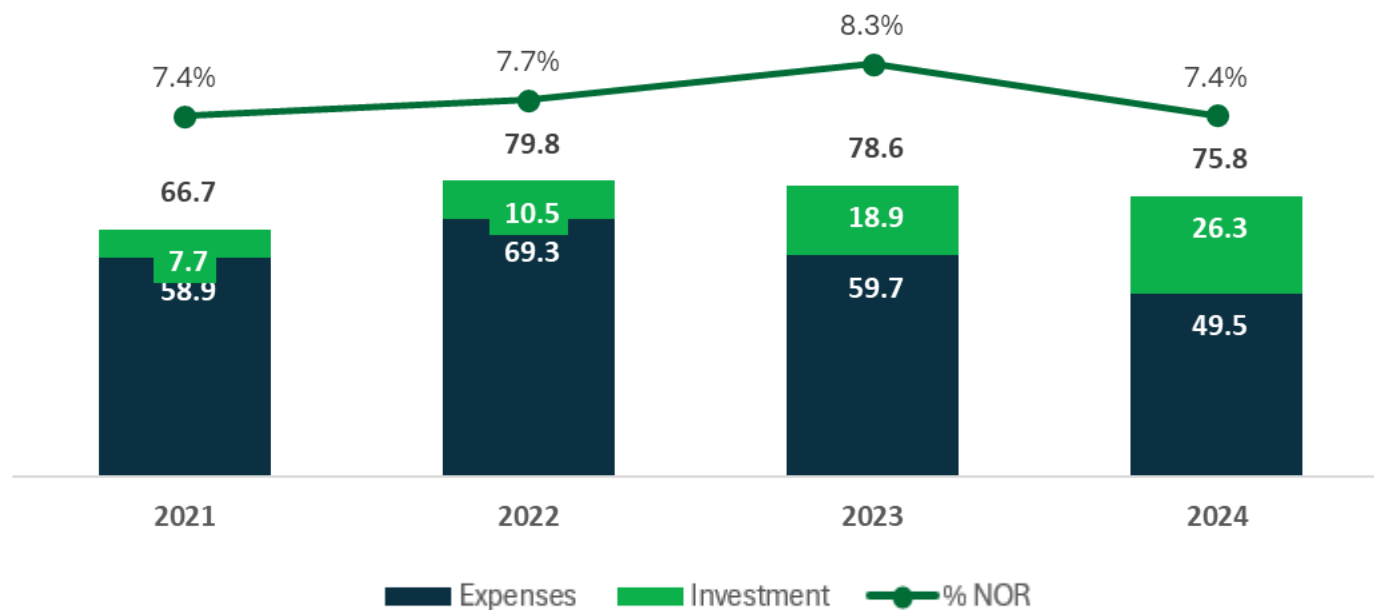


# Investment in RDI

Investments in R&D reached 7.4% of net revenue in 12M24, totaling R\$75.8 million.

The invested amount is aligned with the strategy of expanding the product portfolio, aiming to ensure future revenue and generate value for the business.

Expenses on Research and Development - R\$ million

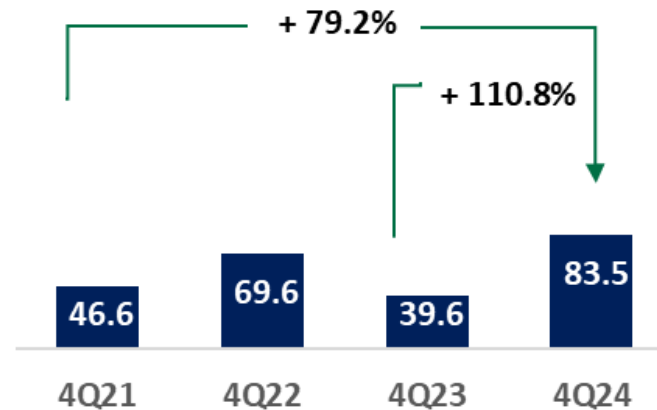


# Adjusted EBITDA

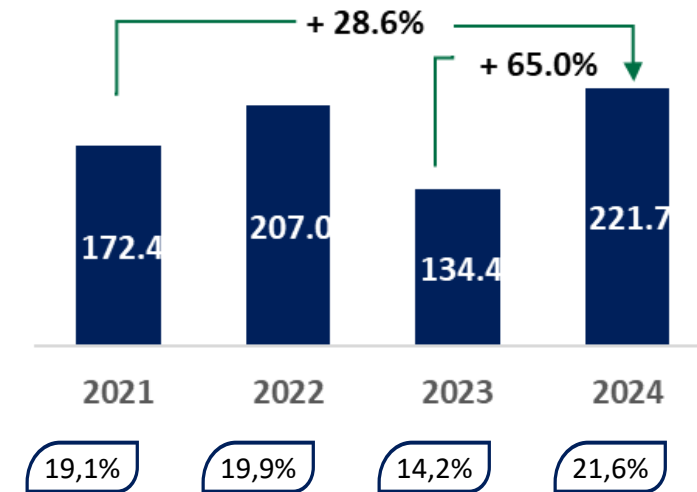
Adjusted EBITDA increased by 65% compared to 12M23.

The increase occurred mainly due to the gain in operational efficiency with improvement in gross margin, in addition to the reduction and dilution of SG&A.

Adjusted EBITDA - R\$ million



Adjusted EBITDA - R\$ million



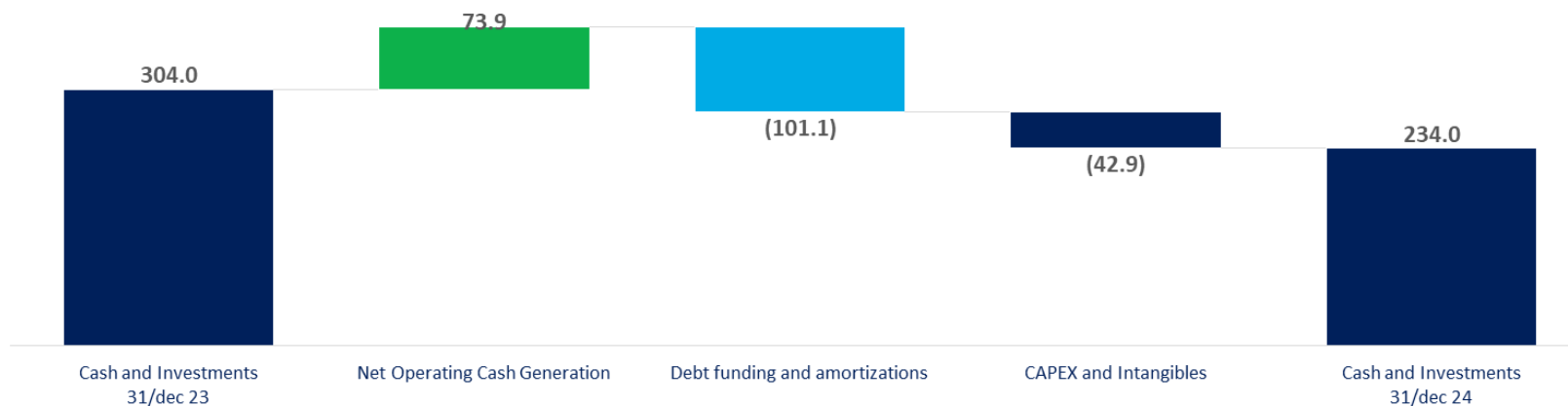
Adjusted EBITDA margin

# Generation of Cash

Operating Cash Generation reaching R\$ 73.9 million in 12M24, totaling cash availability of R\$234 million.

Capital Reduction concluded in January of 2025\*

Cash Position - R\$ Million

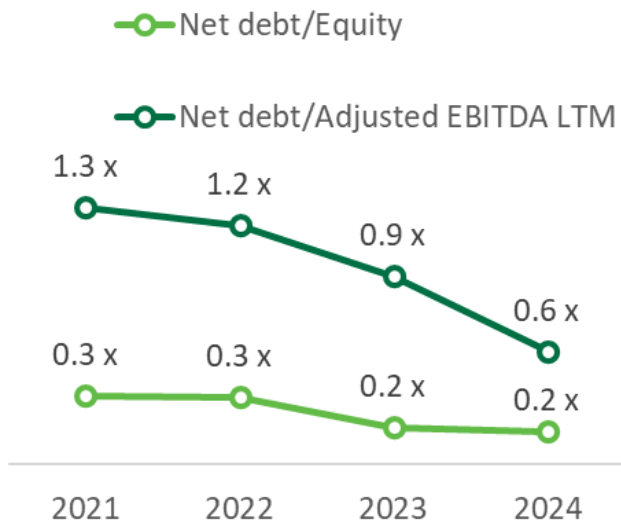


\*Throughout the second quarter, we have communicated about the capital reduction of R\$ 120 million, which was approved in an extraordinary shareholders meeting that happened on October 29<sup>th</sup>, 2024. On December 30<sup>th</sup>, the period of 60 days for creditors to manifest any opposition has ended with no objections. On January 31, 2025, we concluded the transaction and paid the shareholders in cash.

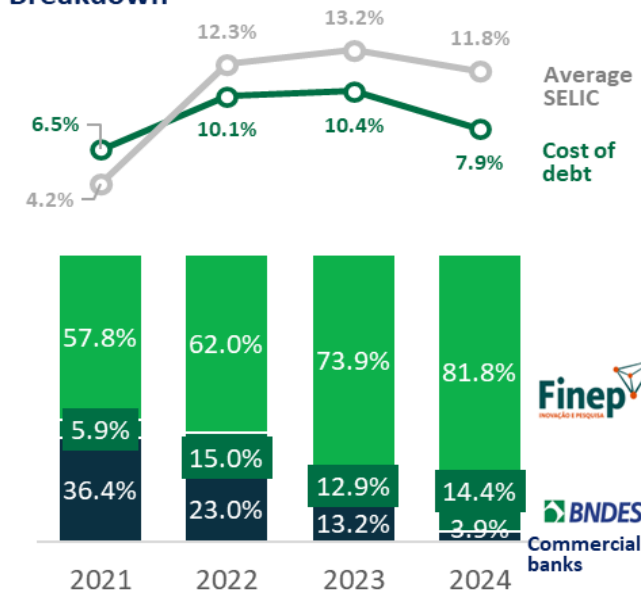
This operation is aligned with our strategy of value creation for the shareholders, without compromising growth or capital expenditure capability. Just for analytical purposes, the financial leverage for 2024 is 0.6x EBITDA. When considering the capital reduction, the leverage would be 1,1x EBITDA, still aligned to the leverage of the last four years.

# Share Capital Structure

Leverage reduction from 0.9x to 0.6x EBITDA and average cost of debt YTD of 7.9% (end of period at 7.8%) with 42.3% of debt over 5 years.



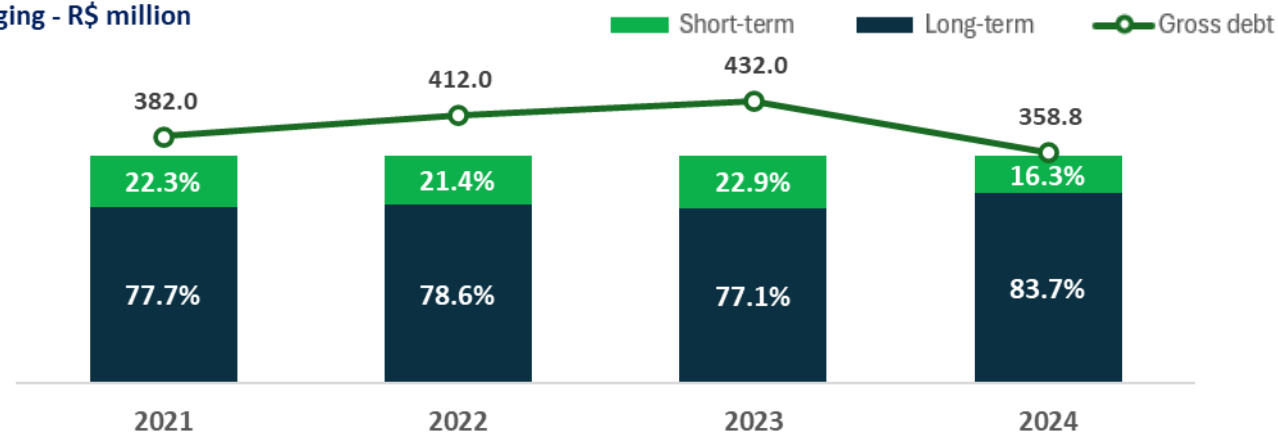
Breakdown



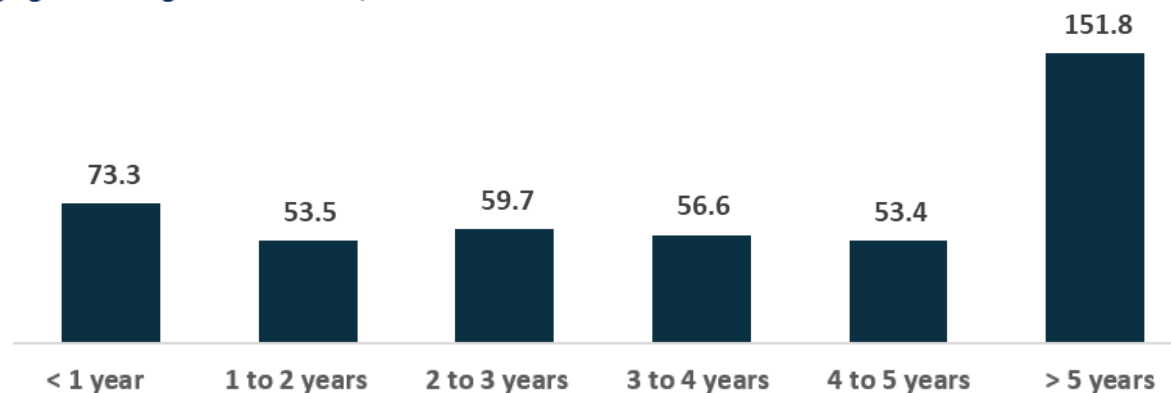


# Share Capital Structure

Aging - R\$ million



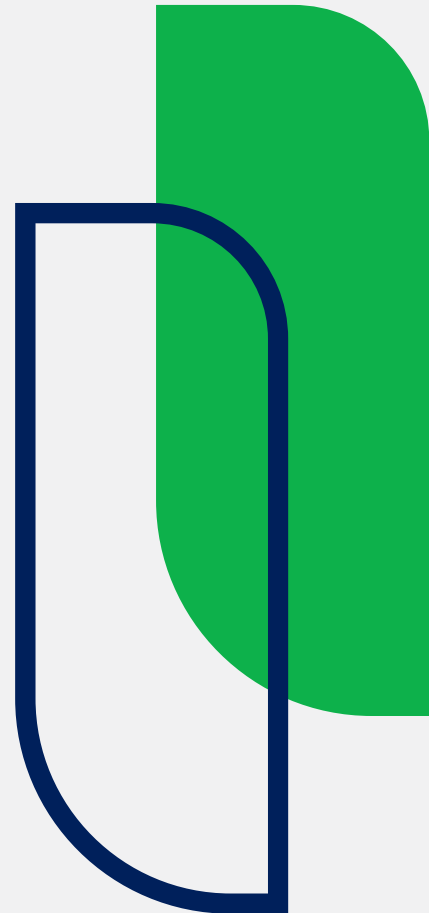
Aging of banking indebtedness - R\$ million



# Q&A

## Reimagining Animal Health

We produce solutions and services to feed the world and increase the longevity of companion animals.





# Ourofino S.A.

## (B3:OFSA3)

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