



Earnings Release

**4Q20 and
2020**



Disclaimer

This presentation brings statements about future events that are subject to risks and uncertainties. Such statements are based on our Management's beliefs and assumptions and on information that the Company currently has access to. Statements about future events include information regarding our intentions, beliefs or current expectations, as well as those of the members of the Management Board and Company Directors.

Disclaimers according to the statements and the information about the future also include information about possible or presumed operating results, as well as statements preceded by, followed by or that include the words "believes", "may", "will", "continue", "expects", "anticipates", "intends", "plans", "estimates" or similar expressions.

The statements and information are not guarantees of future performance. They involve risks, uncertainties and assumptions because they are related to future events and, therefore, depending on circumstances that may or may not occur. Future results and value creation for our shareholders may differ materially from those expressed or implied by the statements made about the future. Many of the factors that will determine these results and values are beyond our ability to control or predict.

Kleber Gomes

Chief Executive Officer

Highlights 2020

- Succession process;
- Growth acceleration strategy;
- Culture reformulation: Play to Win, Care for People and Connect with the World.
- Work in line with the Company's values and overcoming the goals.



Performance

- **Production Animals:**

- Increasing sales positivity, even with a lower rate of physical visitation;
- Strength of Brazilian agribusiness: increase in investments in animal health by the producer.

- **Companion Animals:**

- Increase in domesticated pets; and greater attention to the needs of animals;
- Growth of sell-out and very adequate inventory levels at distributors;
- Increase in distribution.

- **International Operations:**

- Restructuring of the commercial teams, customer segmentation and pricing model;
- Expansion with favorable exchange rates.



Portfolio Expansion

- Strategic Portfolio Management;
- Research, Development, Innovation;
- Transactions and new business (partnerships and alliances);
- Integrated solutions and trends in the Market.



Launch

Maxicam Oral Solution

The pioneer brand in Meloxicam in Brazil now with the convenience of an exclusive palatable oral solution.

Segment:

Pet

Therapeutic
Class:

Anti-
inflammatory



Bris combines nanotechnology, phytosphingosine, polysaccharides, omegas, plant extracts, vitamins and mineral extracts to promote gentle cleansing, deep moisture, balance and integrity of the skin of dogs and cats with the best dermocosmetics.

Bris

Line



Segment:

PET

Therapeutic Class:

Dermocosmetics

LAUNCHES IN 4Q20

THE TRANQUILITY OF THE PRODUCER AND THE SAFETY OF THE ONES THAT PRODUCE.

High technology and
innovation for efficient and
responsible productivity.

Segment:
Bovine

Therapeutic
Class:
Supplement




safeeds
aditivos para nutrição animal

 **ourofino**
animal health

THE CONFIDENCE OF THE PRODUCER AND THE BALANCE OF THE ONES THAT PRODUCE.

High technology and
innovation to restore
hydration and animal welfare.

Segment:
Bovine

Therapeutic
Class:
Supplement




safeeds
aditivos para nutrição animal

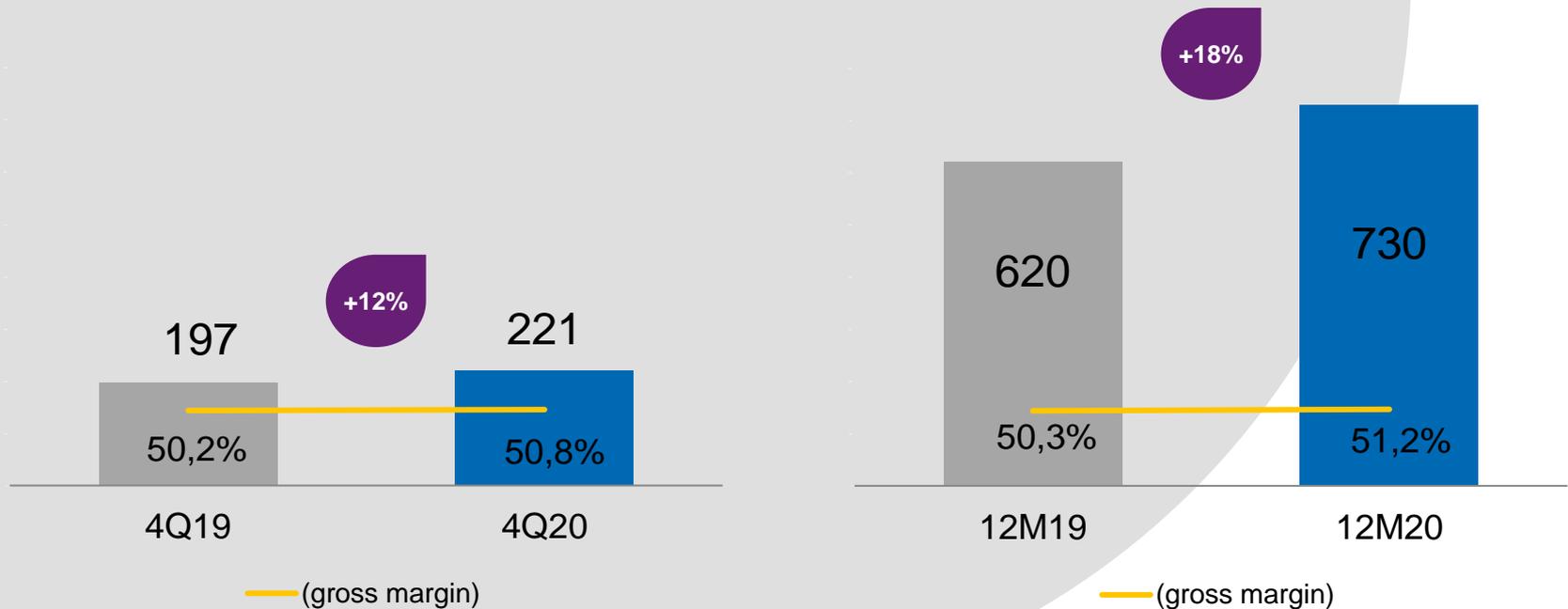

ourofino
animal health

Marcelo Silva

CFO and IRO

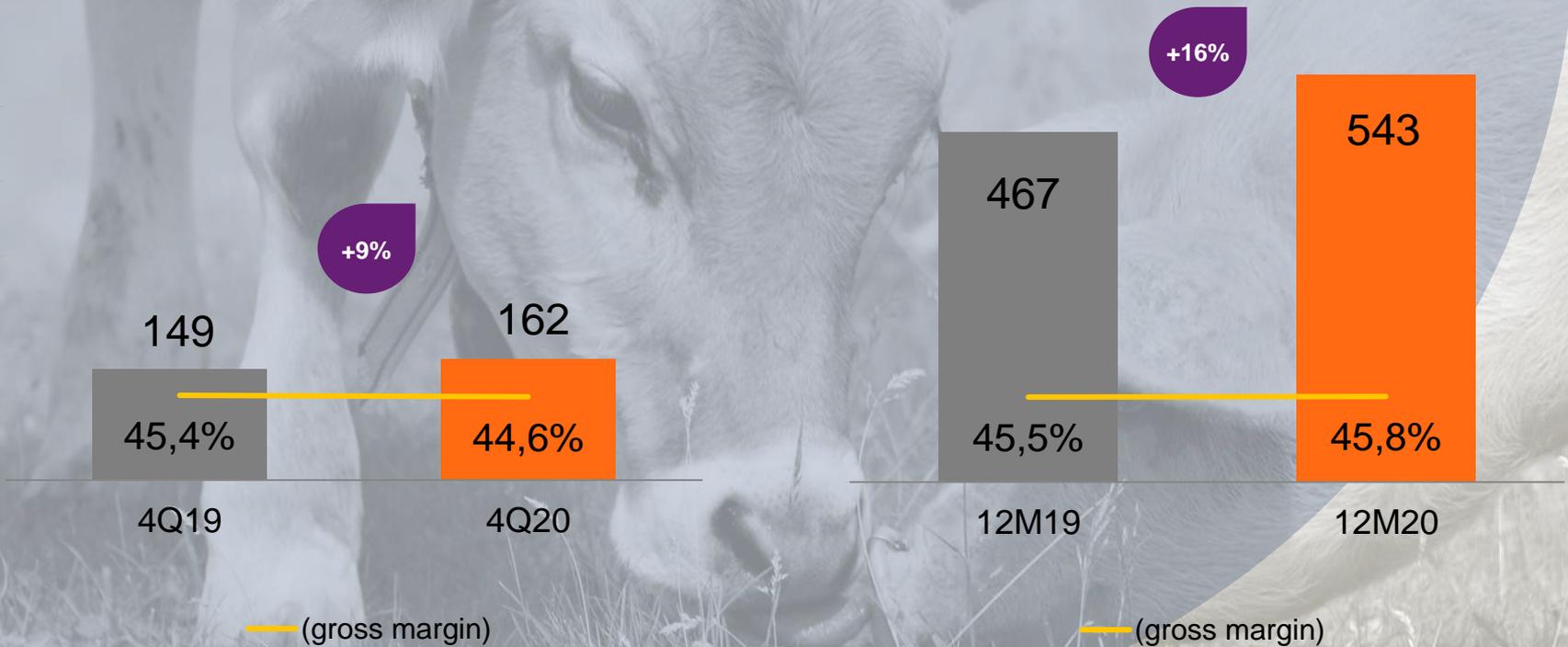
Consolidated Results

Total Net Revenue and Gross Profit



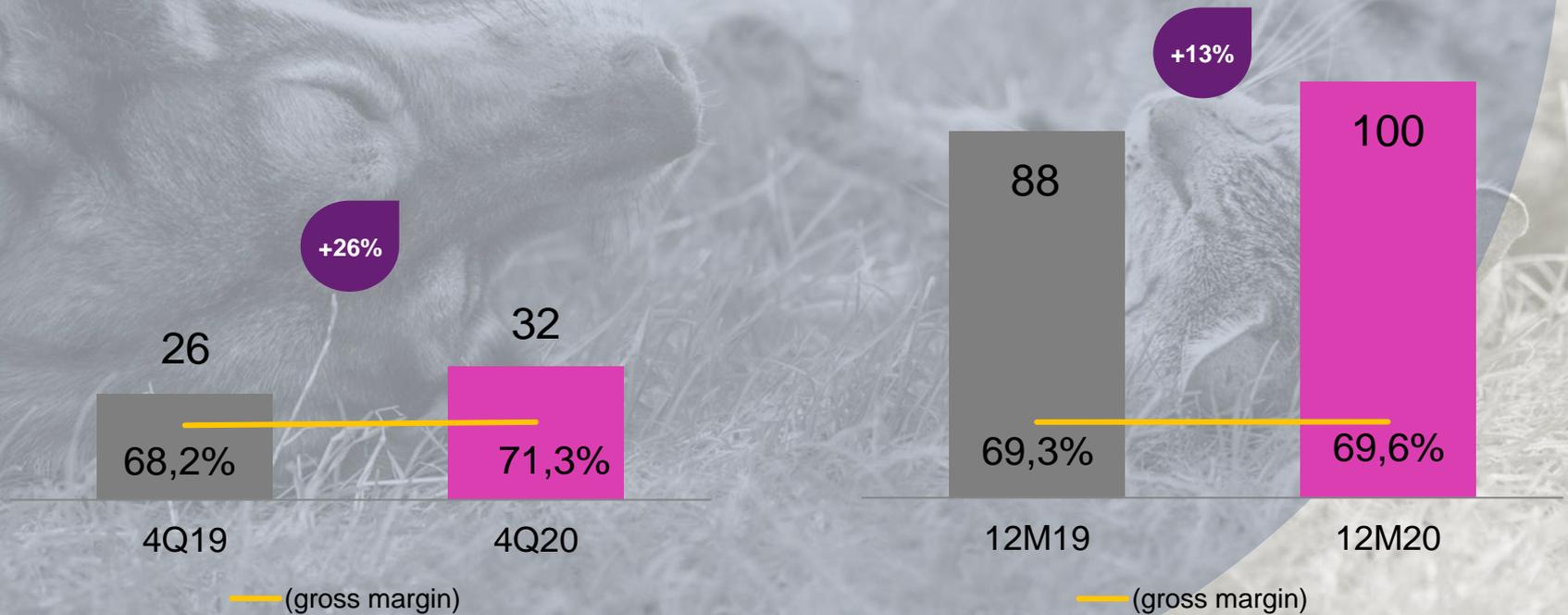
Production Animals

Total Net Revenue and Gross Profit



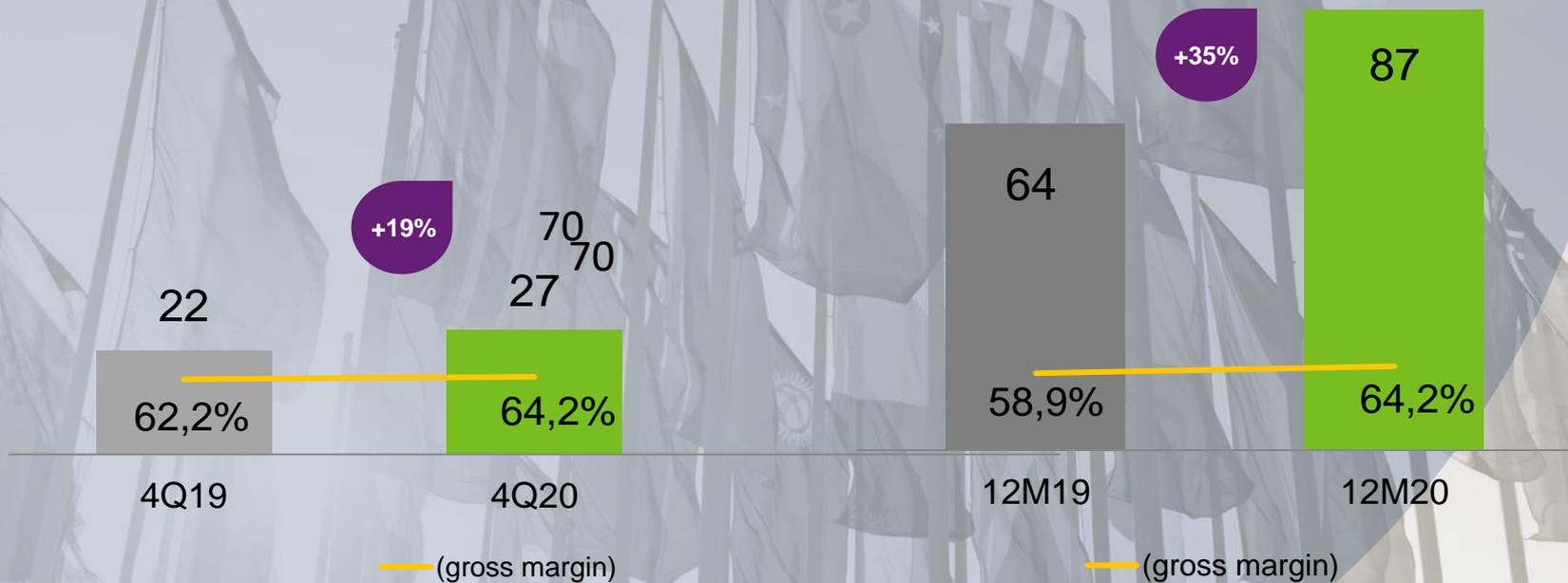
Companion Animals

Total Net Revenue and Gross Profit

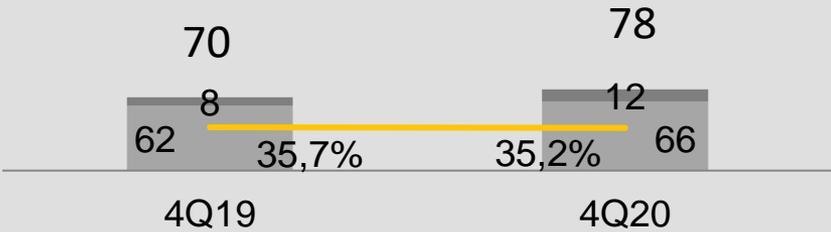


International Operations

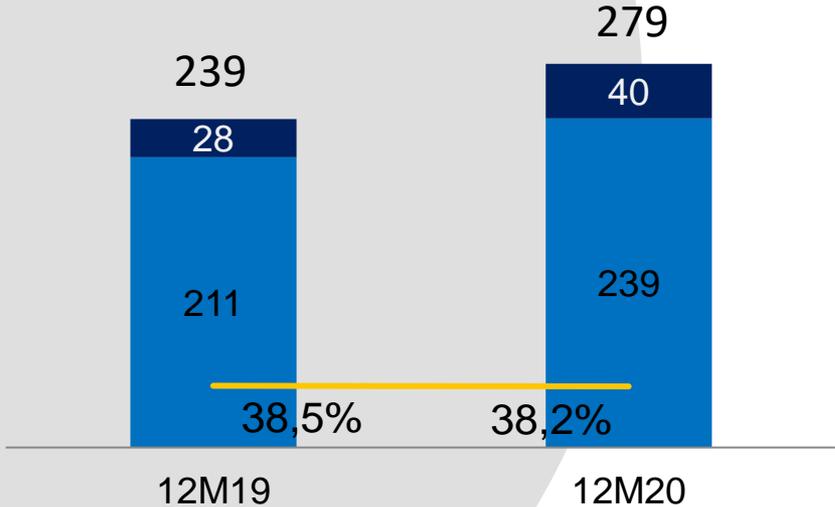
Total Net Revenue and Gross Profit



SG&A

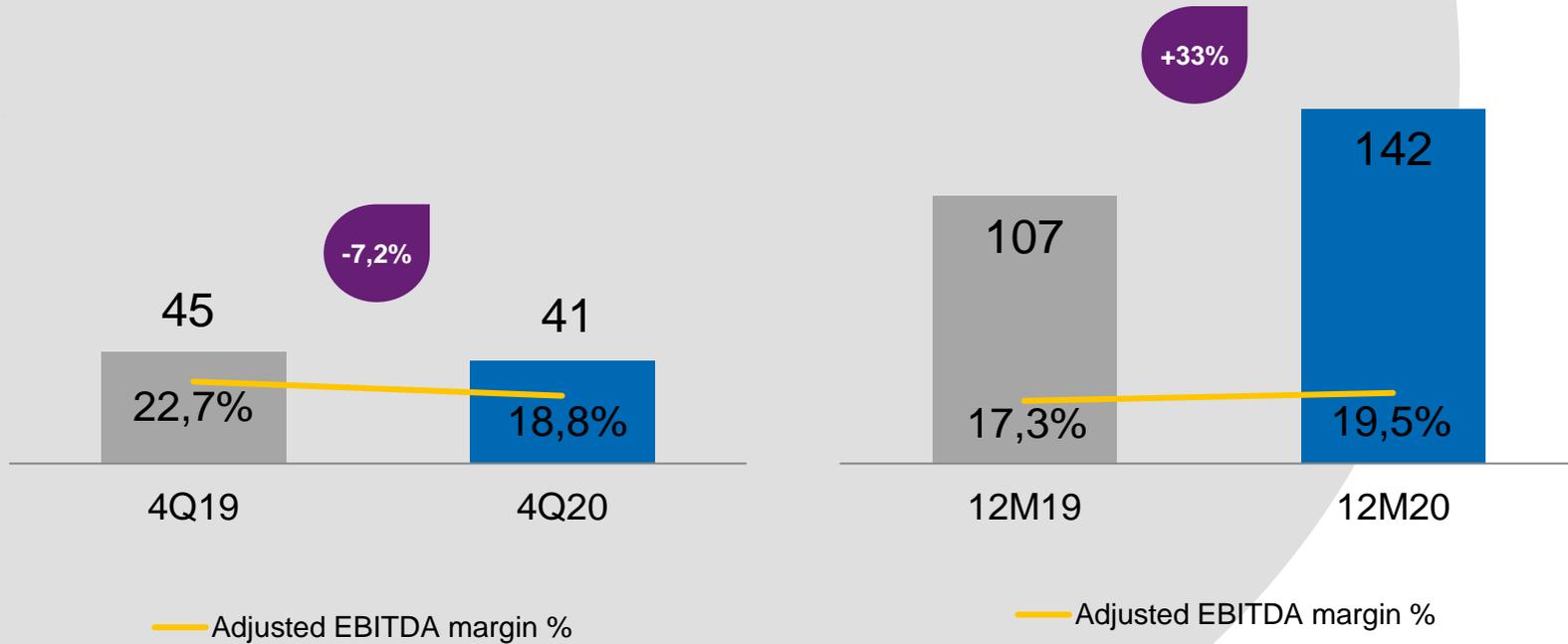


■ Research and Innovation
■ SG&A
— Percentages on net revenue



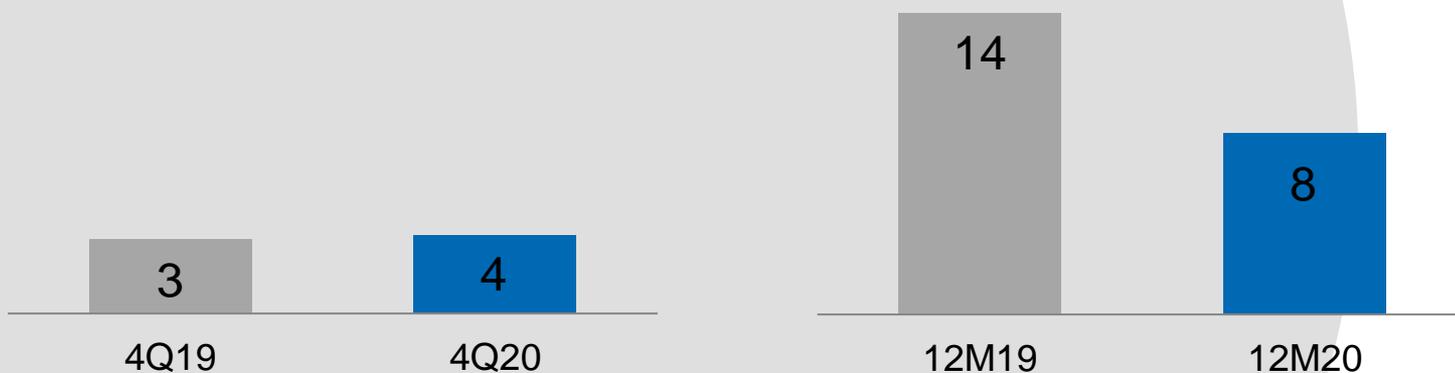
■ Research and Innovation
■ SG&A
— Percentages on net revenue

Adjusted Ebitda

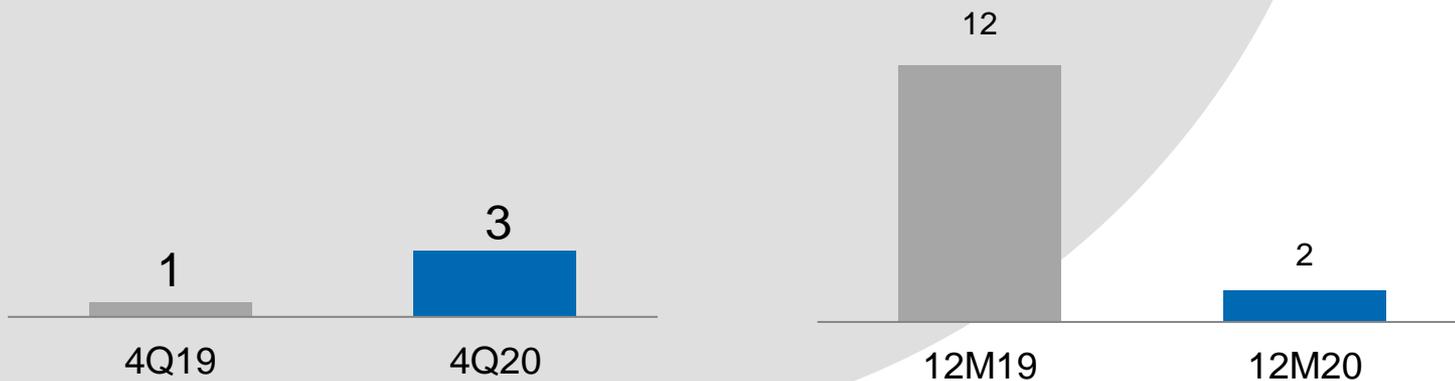


Net Financial Expense and Income Tax

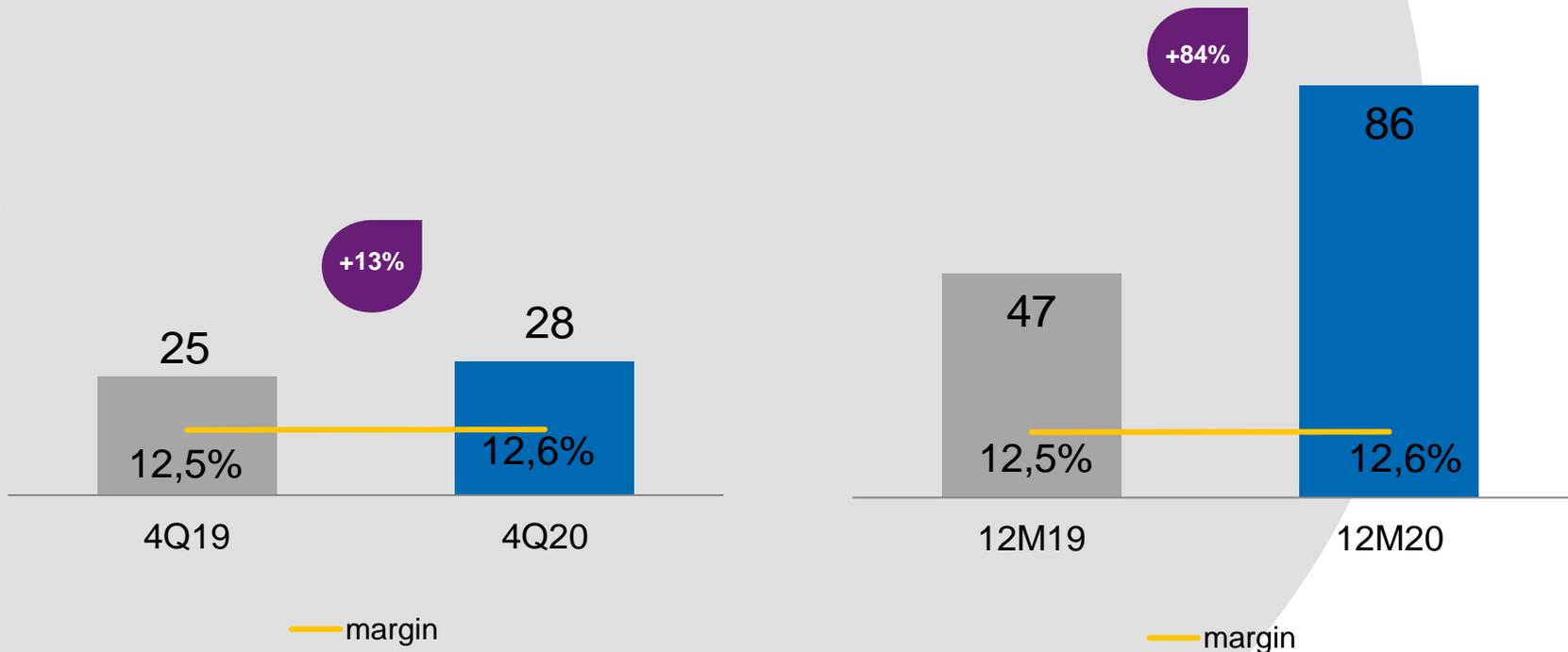
Net financial expense



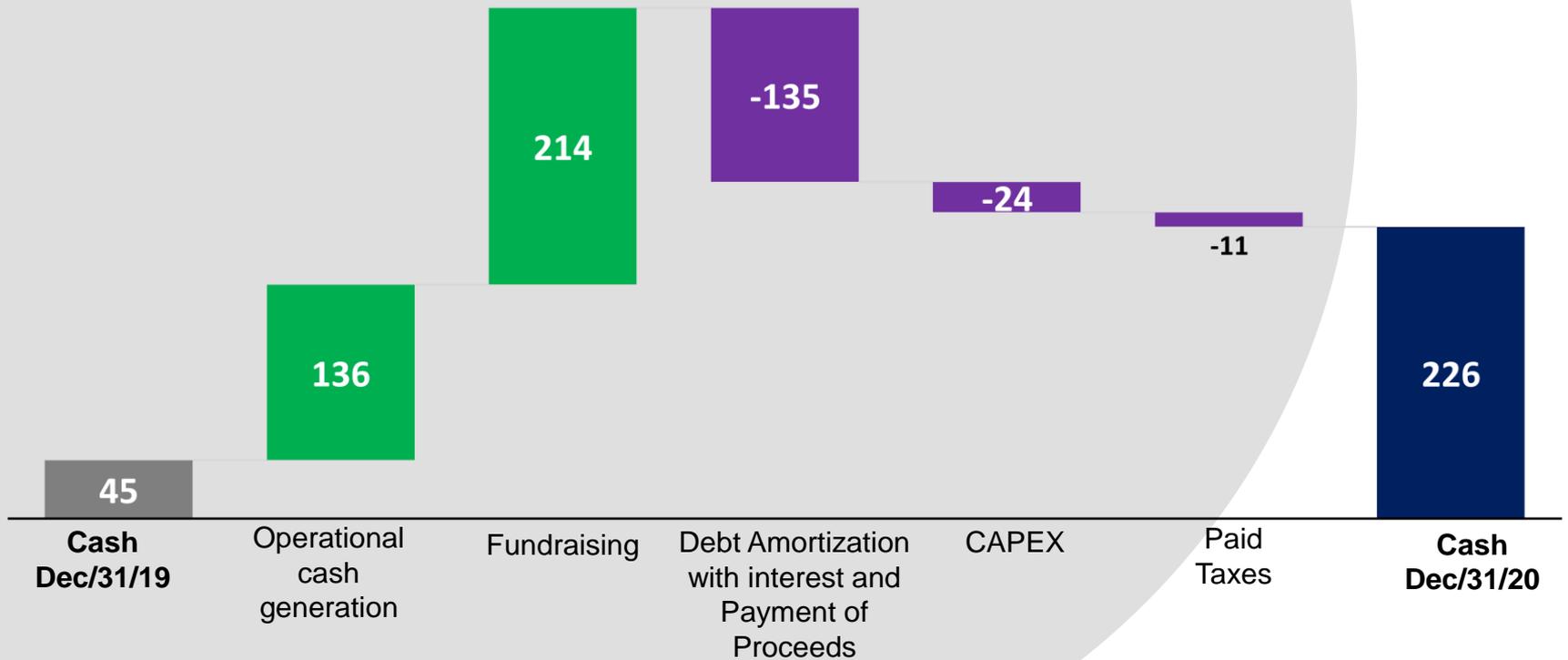
Income tax



Adjusted Net Profit

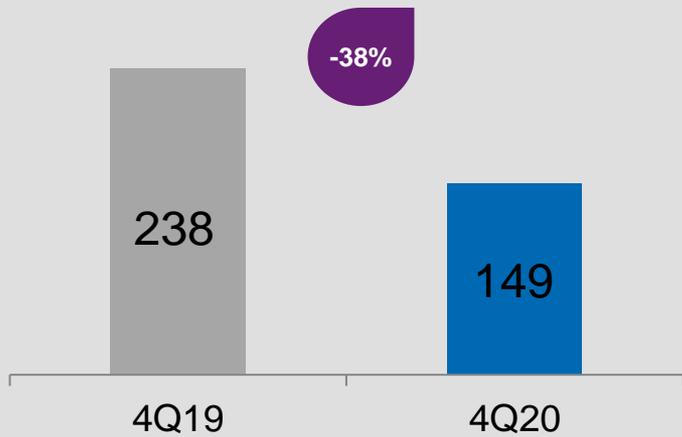


Generation of Cash

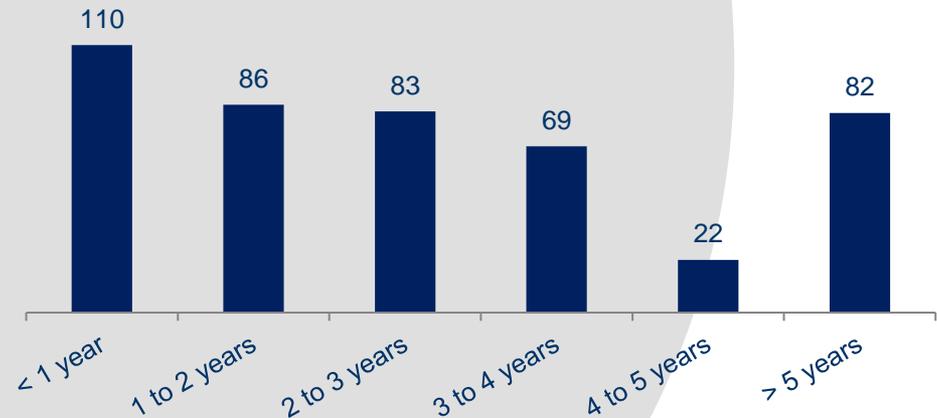


Indebtedness

Net Debt



Aging of bank indebtedness



2,22x

1,04x

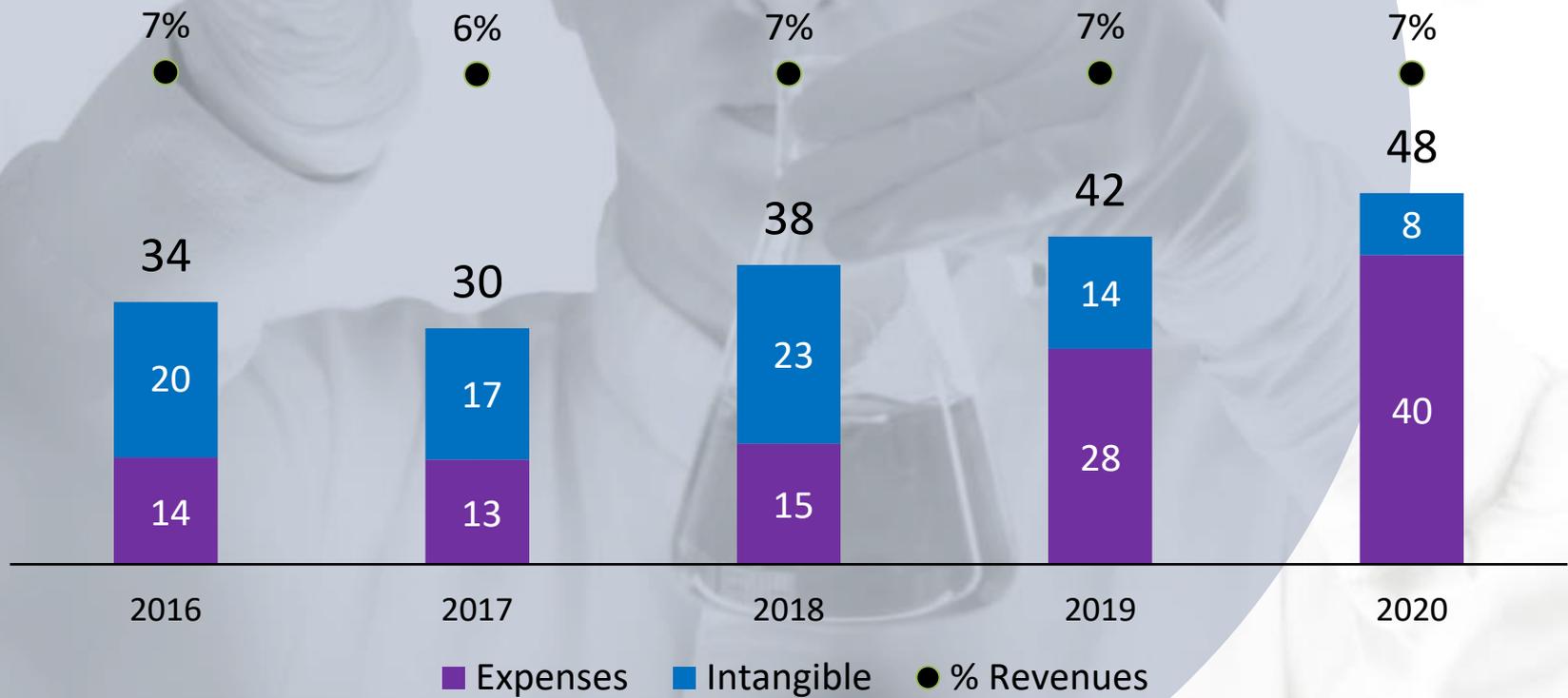
Net Debt/EBITDA

5,91%

5,04%

Annual Average interest on debt

R&D Investments





Ourofino Saúde Animal
Participações S.A. (B3: OFSA3)
Investor Relations



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