

# *Earnings Release*

## *3Q22 - 9M22*



Animal Health Award Winner 2021



# Disclaimer

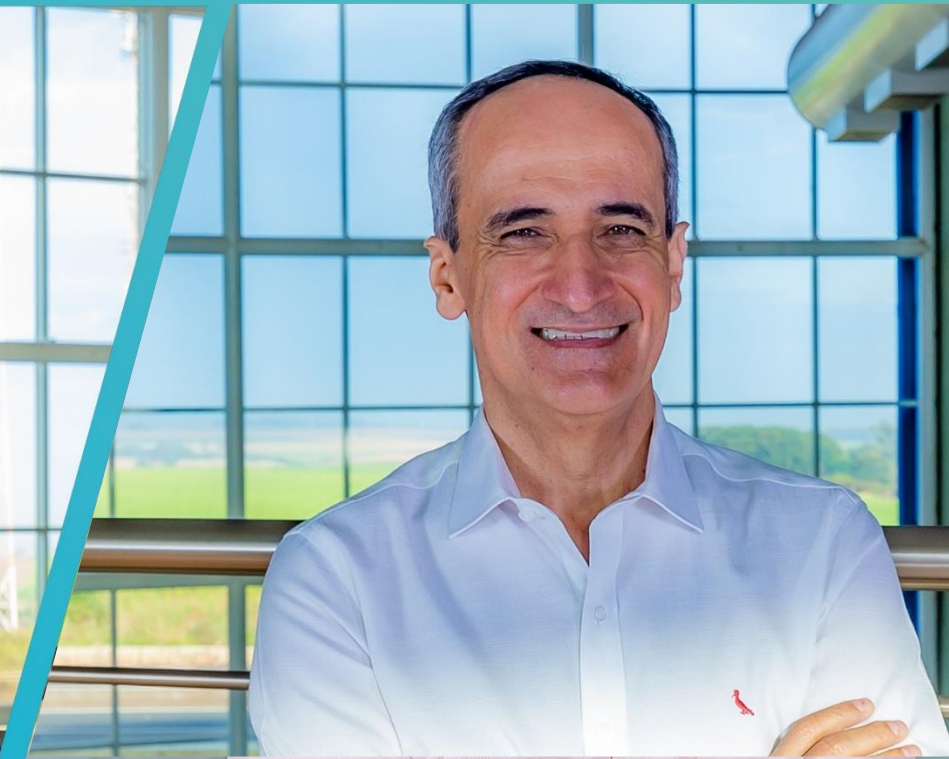
Disclaimer This presentation brings statements about future events that are subject to risks and uncertainties. Such statements are based on our Management's beliefs and assumptions and on information that the Company currently has access to. Statements about future events include information regarding 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**  
*CEO*



**Angelo Melo**  
*Strategy development and new  
business director*



**Bruno Menegazzo**  
*Financial and investor relations  
manager*

# Highlights



## Launch

Campaign  
#EsseAgroÉNosso



## Care for people

Elected the most amazing pharmaceutical company to work for in Brazil by FIA/USP and UOL



## Mitsui

Entry of the new partner with a 29.4% stake



## Launch

of Beniv and a new line of natural additives for poultry and swine

A MESMA FORÇA QUE NUTRE  
#ESSE  
AGRO  
NOSSO  
MOVE O MUNDO

Uma iniciativa







Earnings Release  
3Q22 & 9M22







Earnings Release  
3Q22 & 9M22

# Financial Highlights



## Net Revenue

grew 13% in 9M22 reaching R\$ 718 million. Since 2019, it has accumulated 70% growth.



## Gross Profit

reaches R\$ 363 million with a gross margin of 51% in 9M22



## Operating cash Generation

in 9 months reaches R\$ 90 million



## Leverage

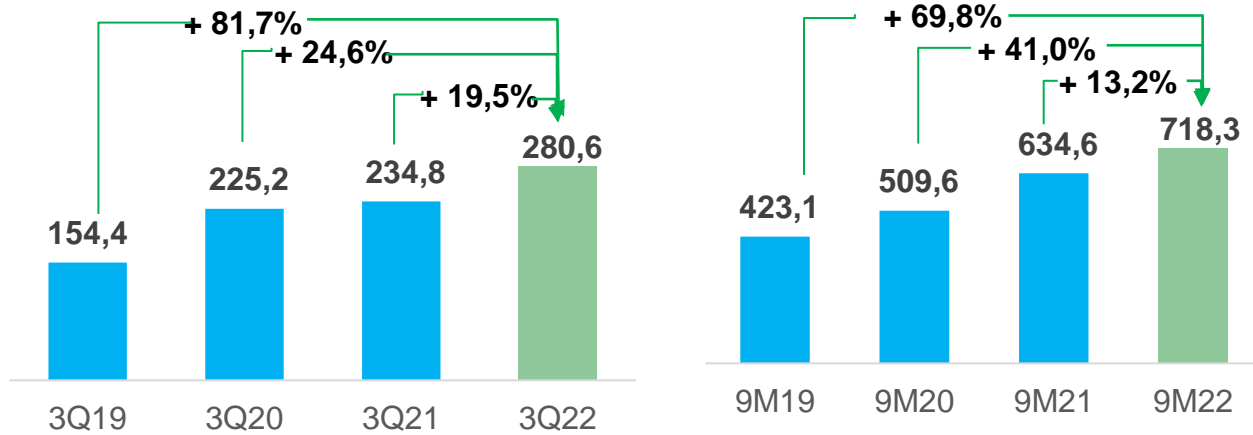
at 1.3x EBITDA, with cost of debt at 10% p.a and 79% of long-term debt



# Consolidated Results

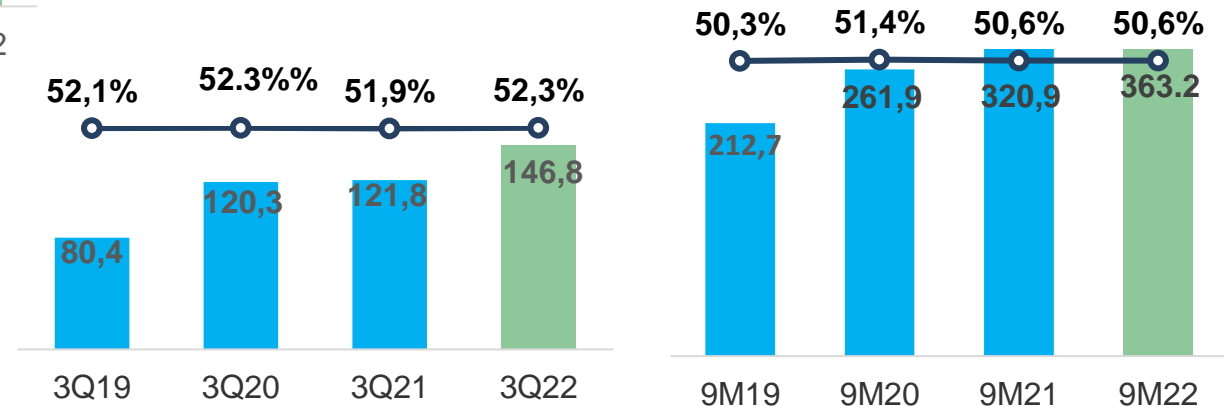
## Net Revenue

R\$ Million



## Gross Profit and Margin

R\$ Million



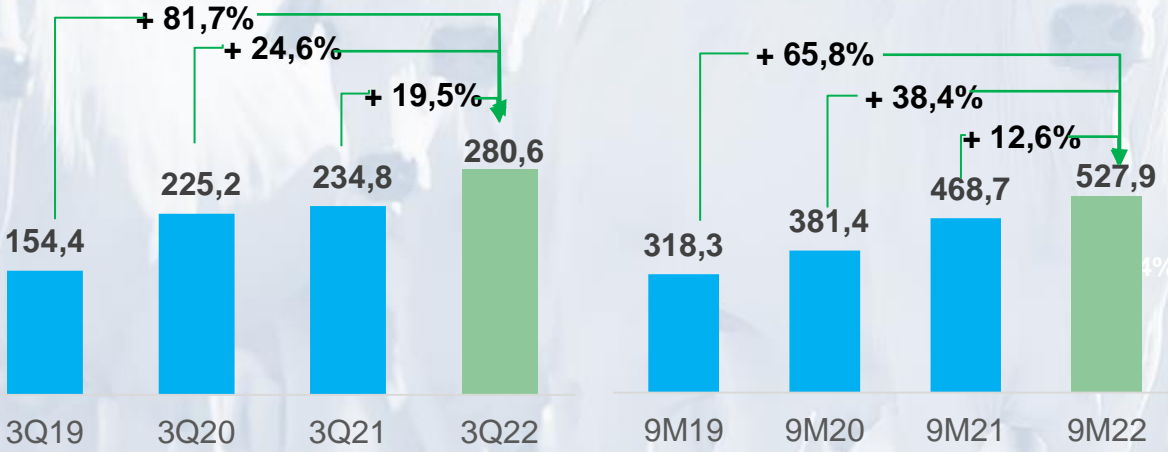
### 13.2% growth in 9M22

and 69.8% in 3 years (19% CAGR). Maintenance of the level of profitability despite the scenario of inflationary pressure

# Production Animals

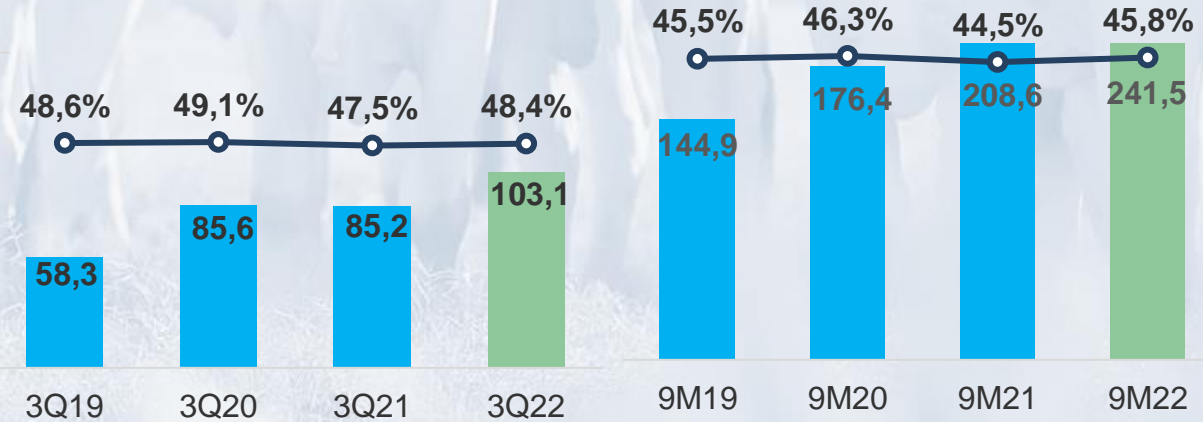
## Net Revenue

R\$ Million



## Gross Profit and Margin

R\$ Million



### Growth with gross margin gain

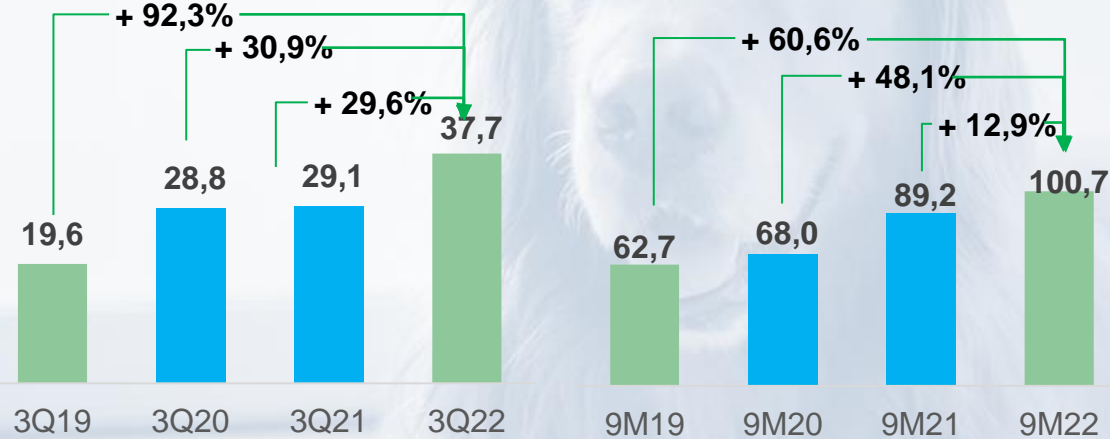
reflecting the price pass-through strategy at the beginning of the year



# Companion Animal

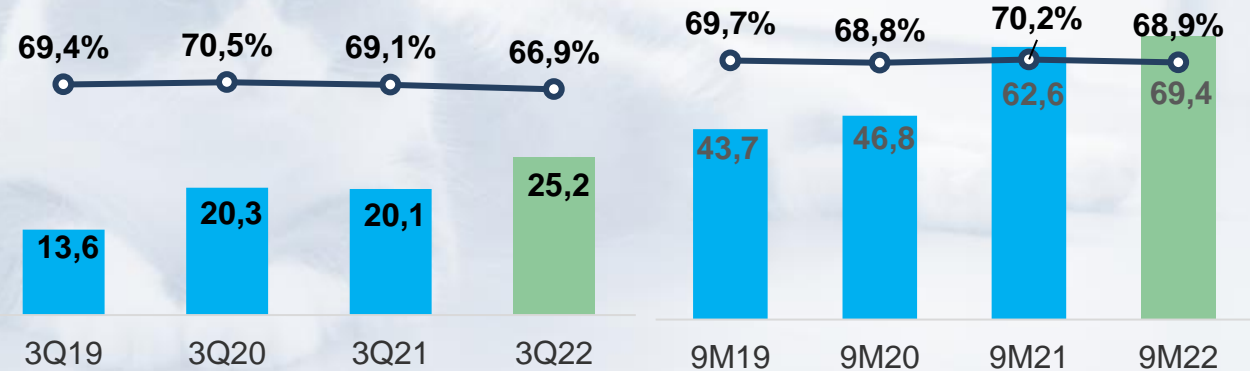
## Net Revenue

R\$ Million



## Gross Profit and Margin

R\$ Million



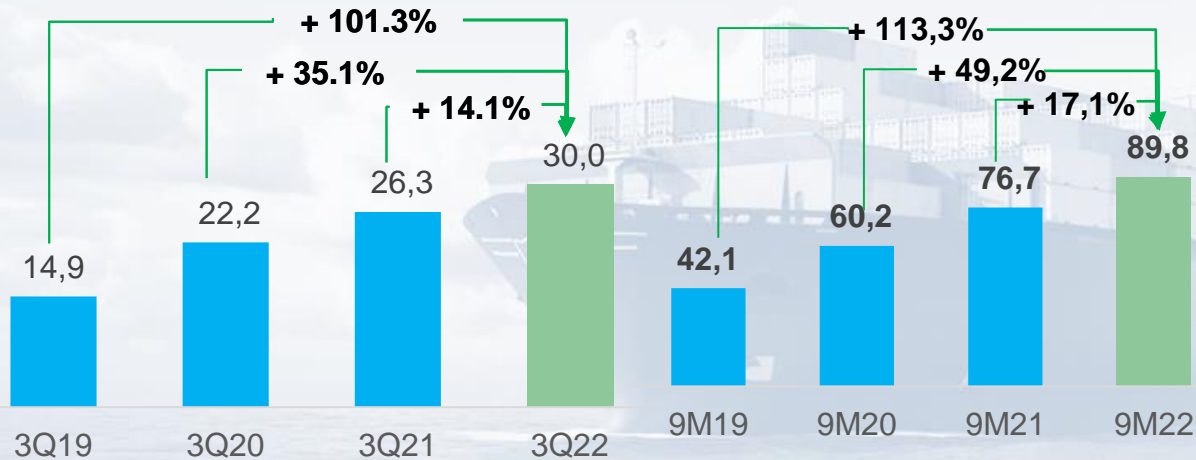
## Net Revenue

grows 12.9% in 9M22, an accumulated growth of 60.6% compared to 2019. Launch of a line of supplements and Beniv

# Internacional Operations

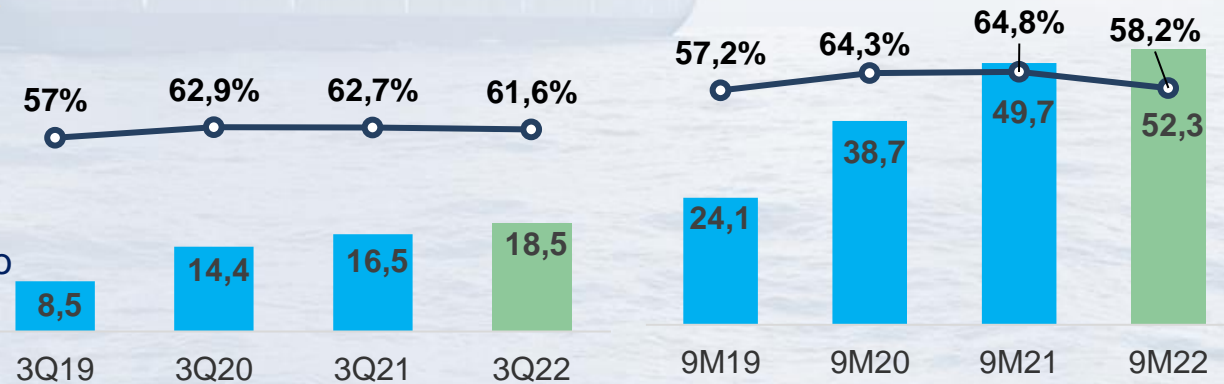
## Net Revenue

R\$ Million



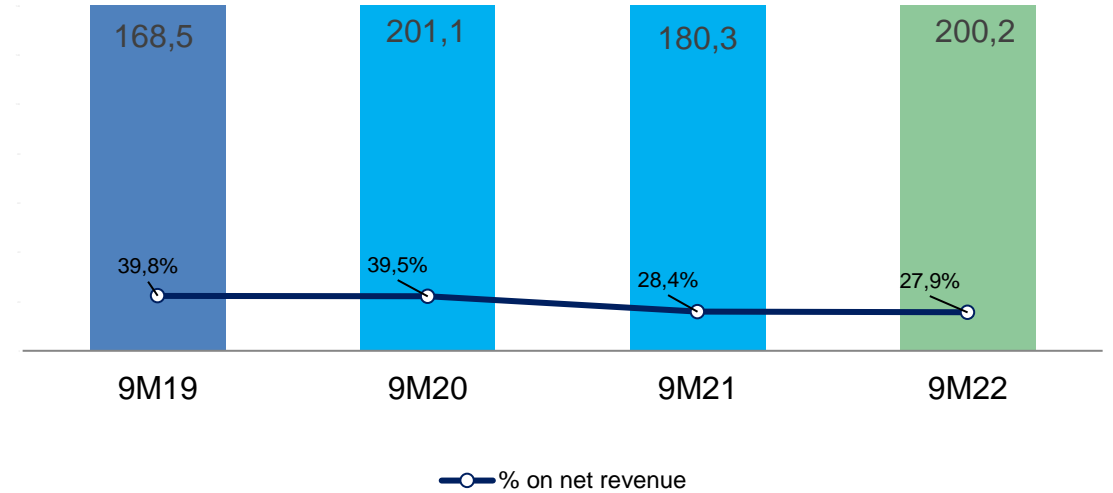
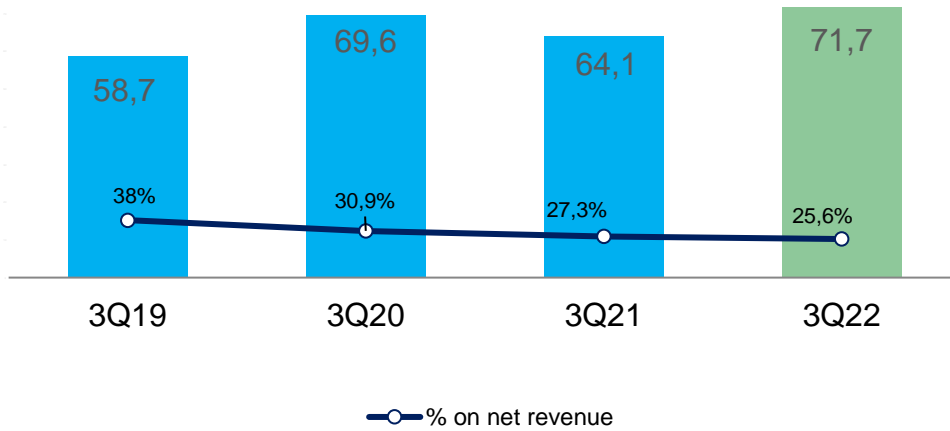
## Gross Profit and Margin

R\$ Million



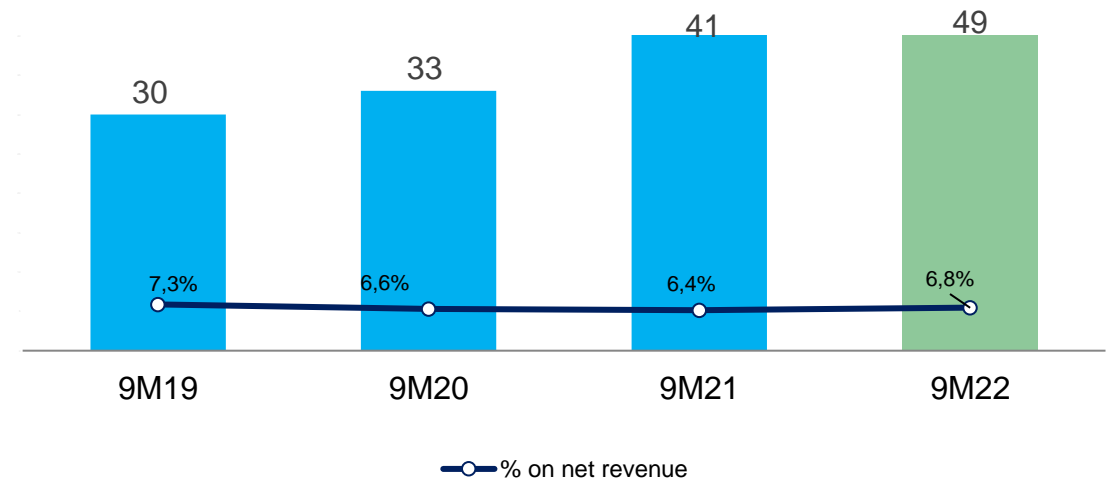
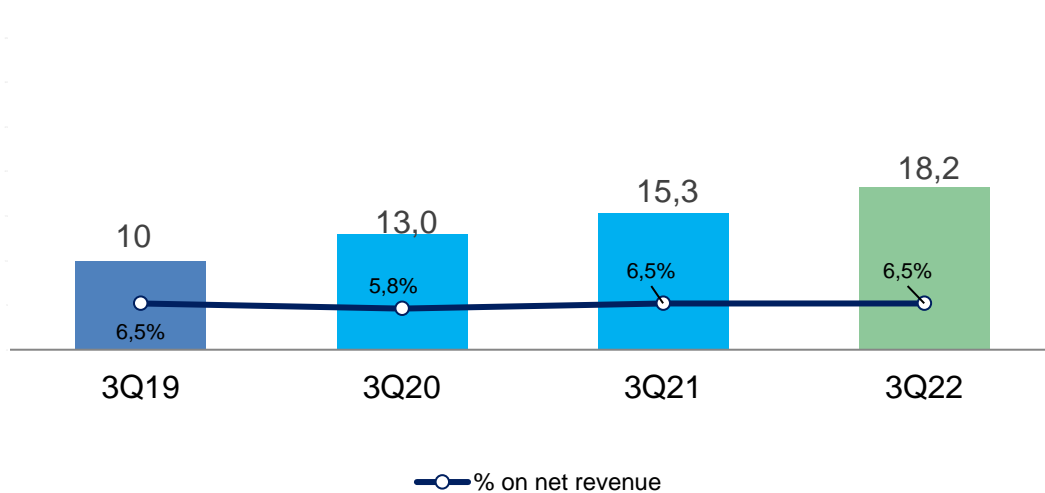
### Strong growth

in local currency with increased volume sold both in subsidiaries and to other countries. Gross margin negatively impacted due to exchange rate variation



## Decrease

In -1.7 bps compared to 3Q21 and -0.5 bps in 9M22 due to a greater dilution of expenses compared to the company's revenue performance..



Higher investments reflect the stage of development and the level of innovation of the projects.

We launched 14 products, distributed in 4 lines:

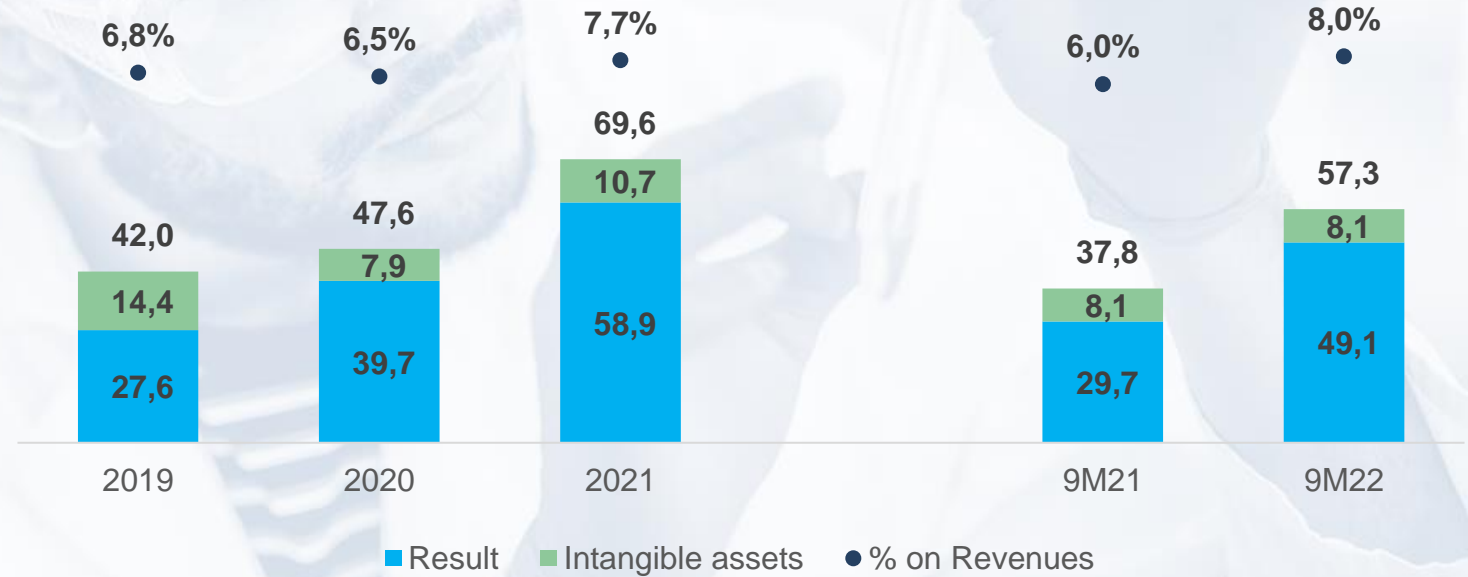
(Tulaxx, Beniv, Supplement Line and Nutrition Line for Poultry and Pigs)



# Investments in R&D

BRL Millions

Research & Development Investment  
R\$ Million

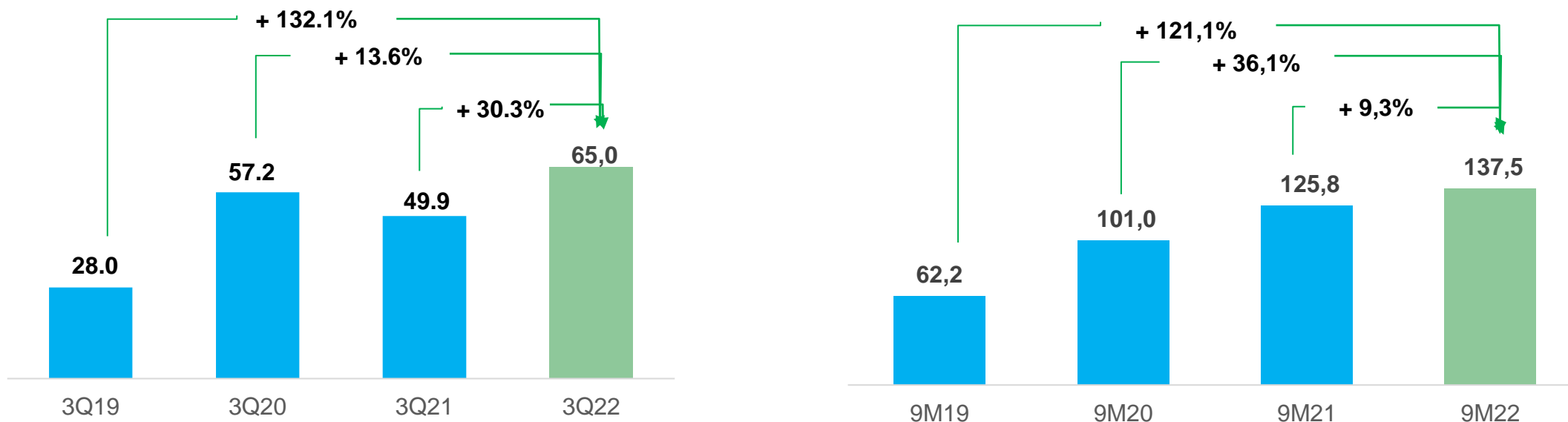


## Investment

reached 8.0% of net revenue, totaling R\$57.3 million in 2022

# Adjusted EBITDA

BRL Millions



## Increase of 30.3% in the annual comparison

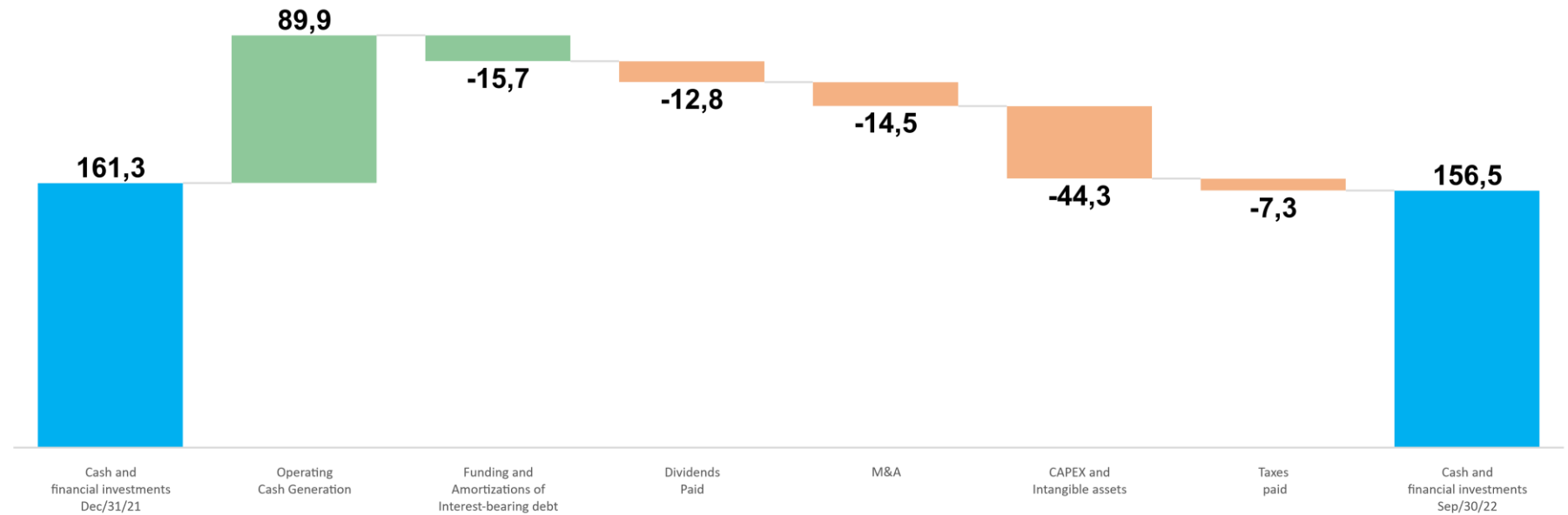
An increase in revenues and greater dilution of our SG&A led to good numbers in our EBITDA.

# Cash flow

BRL Millions

**Consistency**  
in operating cash generation, reaching R\$ 90 million with investments in inventory coverage.

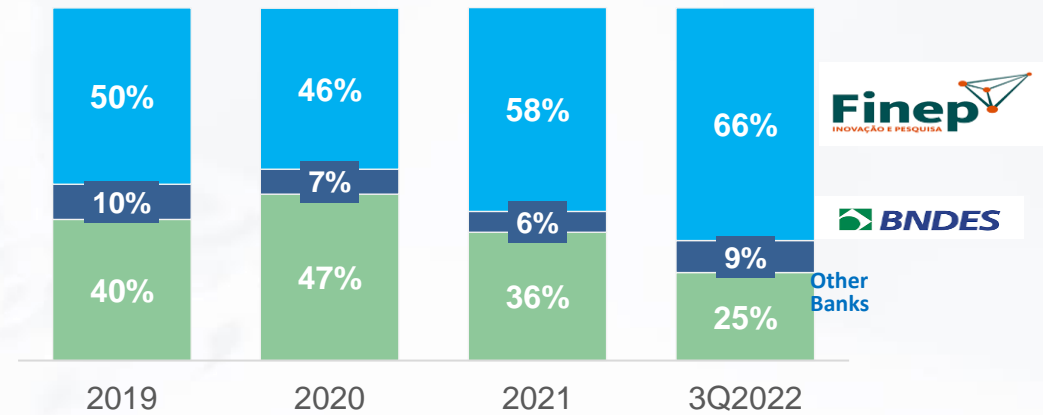
Cash position  
R\$ Million



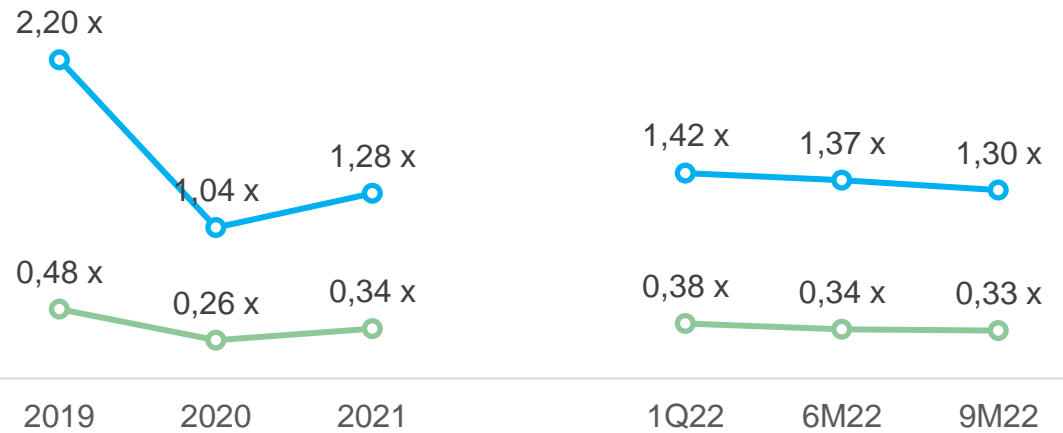
# Capital structure

**Weighted cost of debt**  
at 10.07% vs. average Selic at 12.02%

Composition



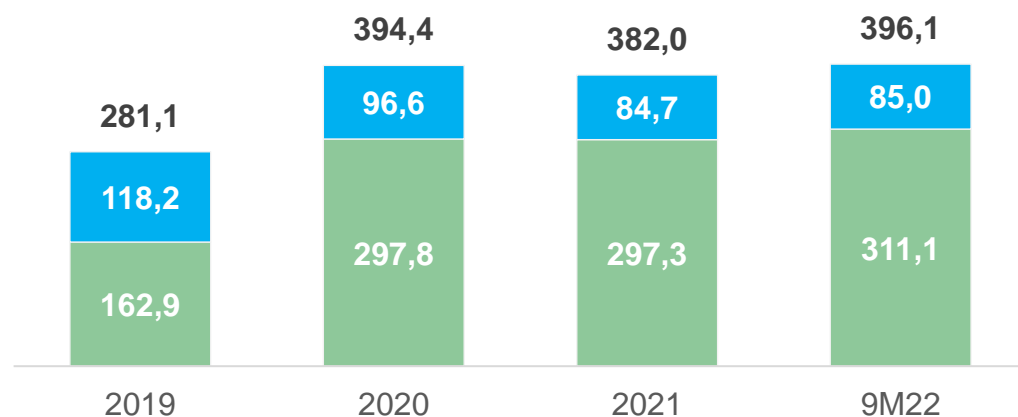
○ Net Debt/NE      ○ Net Debt/Adjusted EBITDA



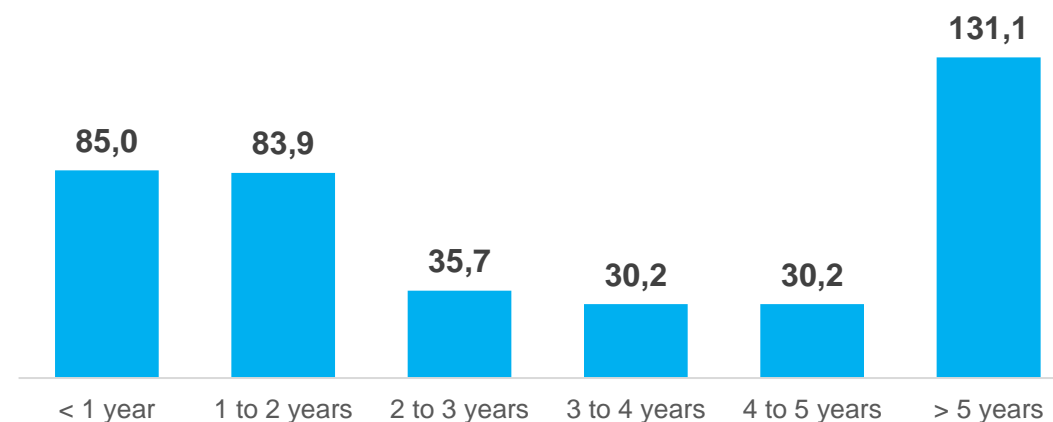
# Capital structure

Aging (R\$ million)

■ Long-term ■ Short-term



Banking debt aging  
R\$ Million



questions?



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



[ir@ourofino.com](mailto:ir@ourofino.com)



+55 (16) 3518-2000



[ir.ourofino.com](http://ir.ourofino.com)

