

# Earnings Release 1Q21



# 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

- Ourofino Day 2021;
- Sequence of very positive results;
- Market opportunities and execution of initiatives based on strategic planning;
- Sustainability Report;
- Best Companies to Work (GPTW certification).



# Performance

- Production Animals:
  - Positive scenario for exports and protein prices continue to enable very strong investments in animal health across the market;
  - Differentiated relationship and increased generation of demand and positivation of sales.
- Companion Animals:
  - Strong growth prospects due to the increase in domesticated animals and the increasingly humanized relationships with pets;
  - Revenue growth, positive sales and sell-out combined with adequate inventory levels at distributors.
- International Operations:
  - Expansion of operations, with favorable exchange rates for exports and volume growth in local currency.



# Launch

ourofino.saudeanimal.com

OUROFINO'S  
REPRODUCTION  
LINE HAS  
SURPASSED  
ITSELF



**Supravac® 10**  
Surpass your  
results



## Supravac 10

Supravac® 10 arrives to make  
the Ourofino's Reproduction  
Line even more complete.

- Highly effective reproductive vaccine for bovines.
- Prevents the main reproductive diseases.
- Complete, preventive and safe.

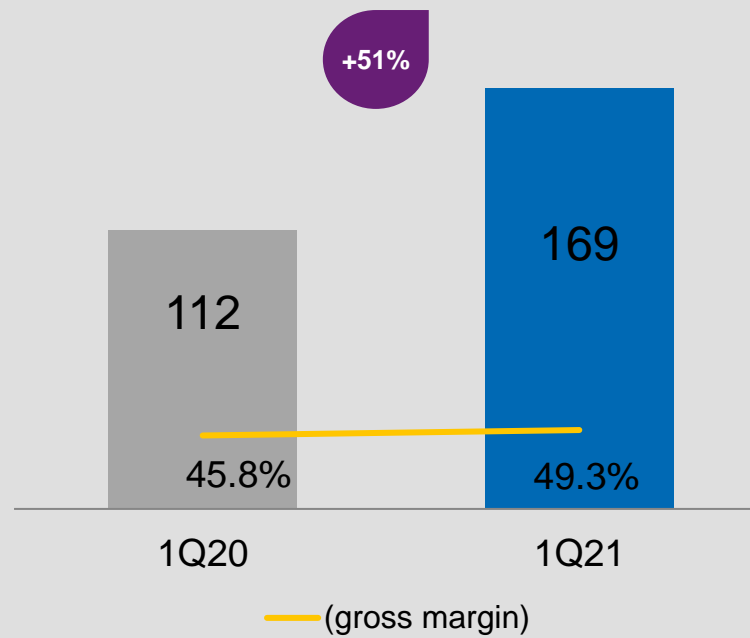
 **ourofino**  
animal health

**Marcelo Silva**

CFO and IRO

# Consolidated Results

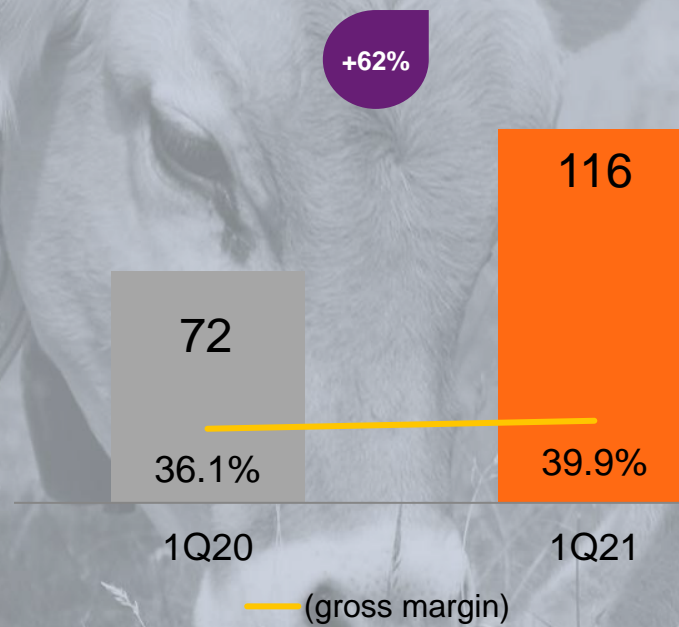
## Total Net Revenue and Gross Profit





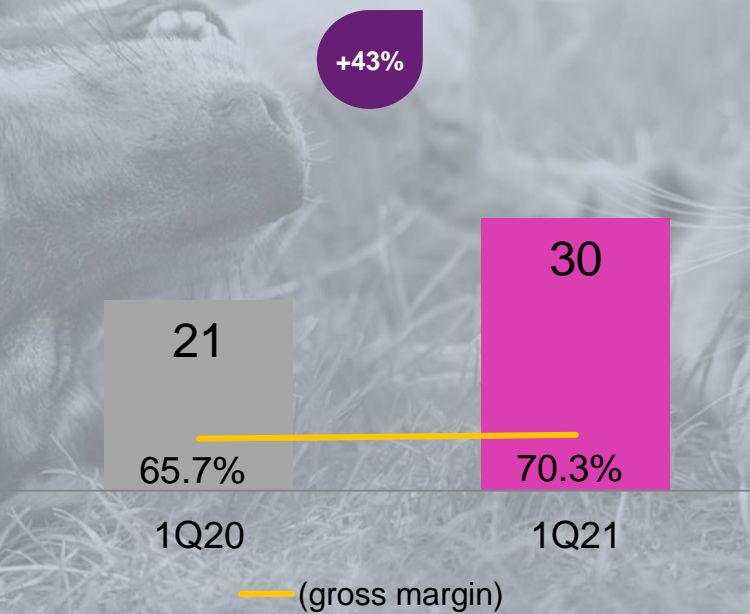
# Production Animals

## Total Net Revenue and Gross Profit



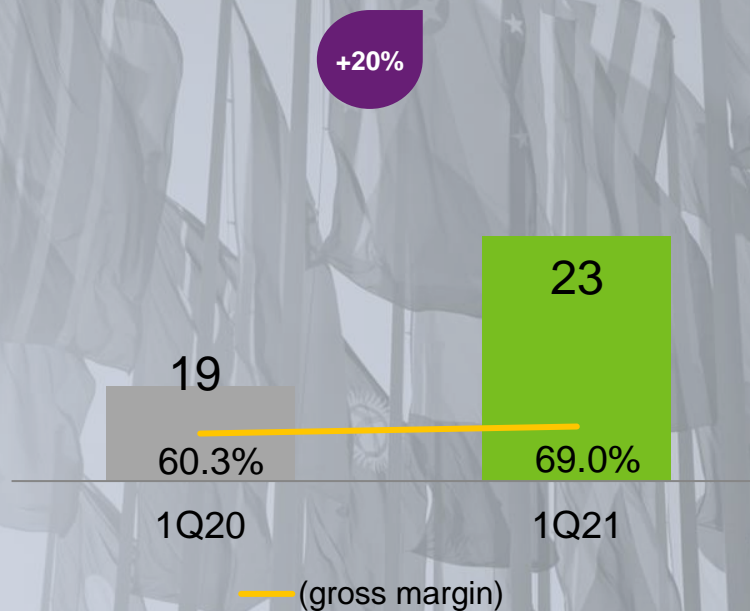
# Companion Animals

## Total Net Revenue and Gross Profit

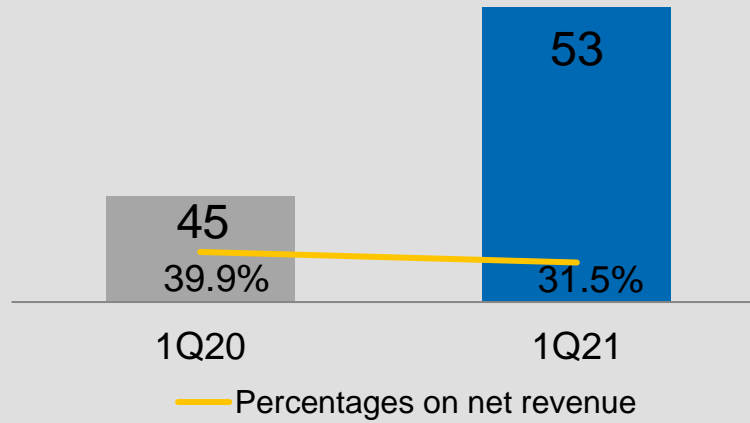


# International Operations

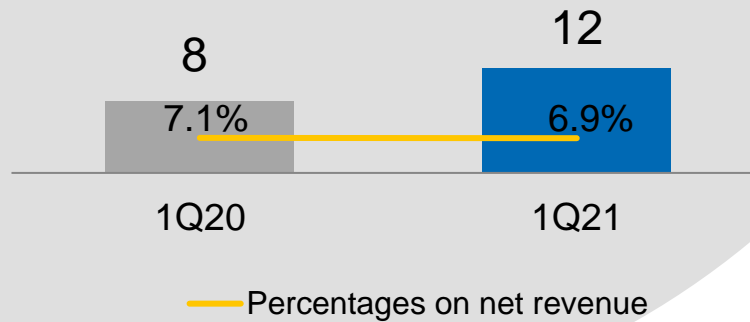
## Total Net Revenue and Gross Profit



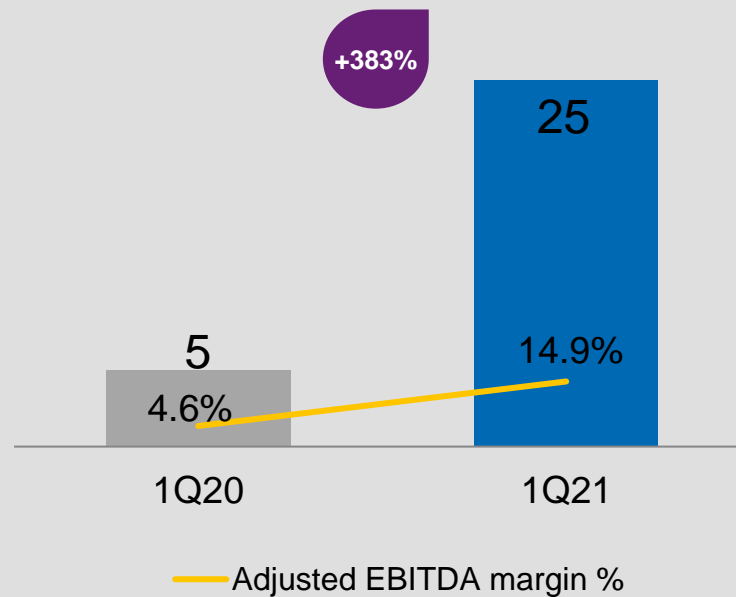
# SG&A



# R&D Expenses

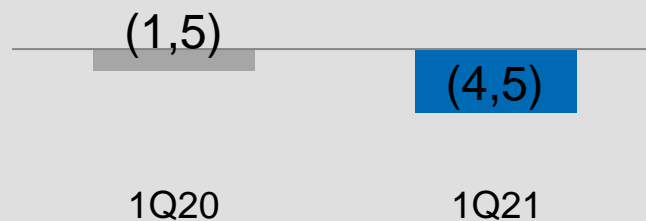


# Adjusted Ebitda



# Net Financial Expense and Income Tax

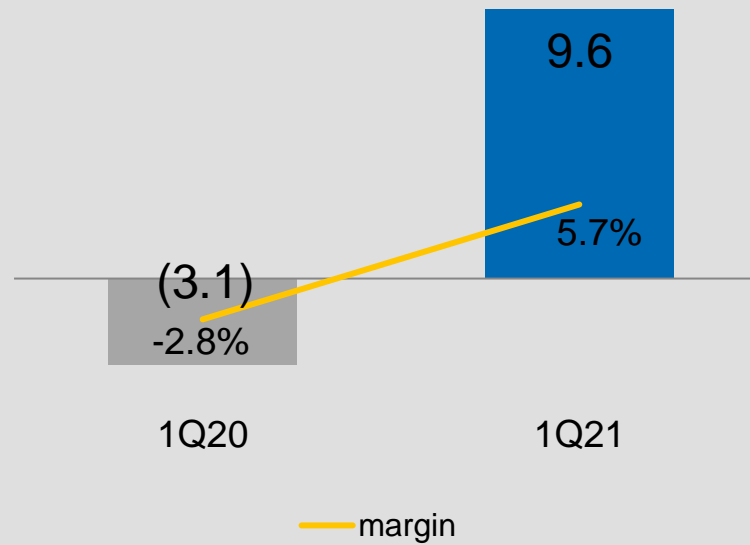
## Net financial expense



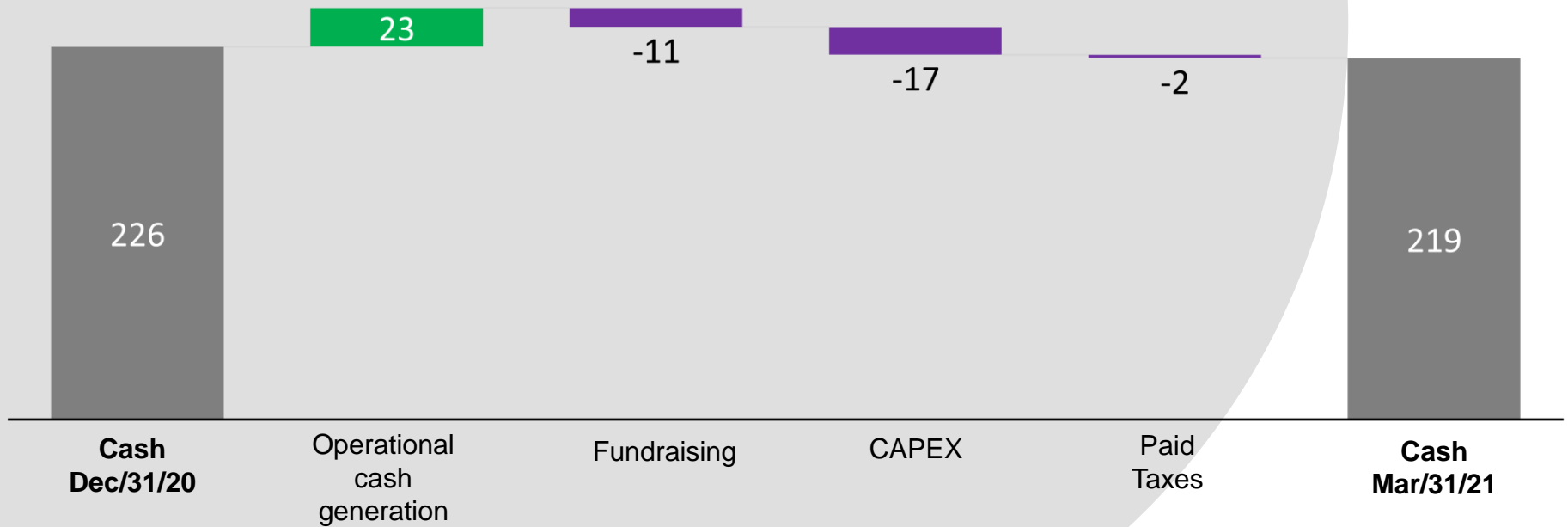
## Income tax



# Adjusted Net Profit



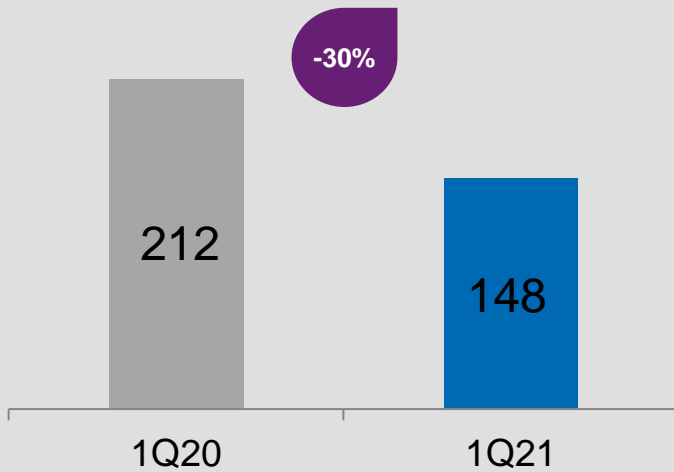
# Generation of Cash



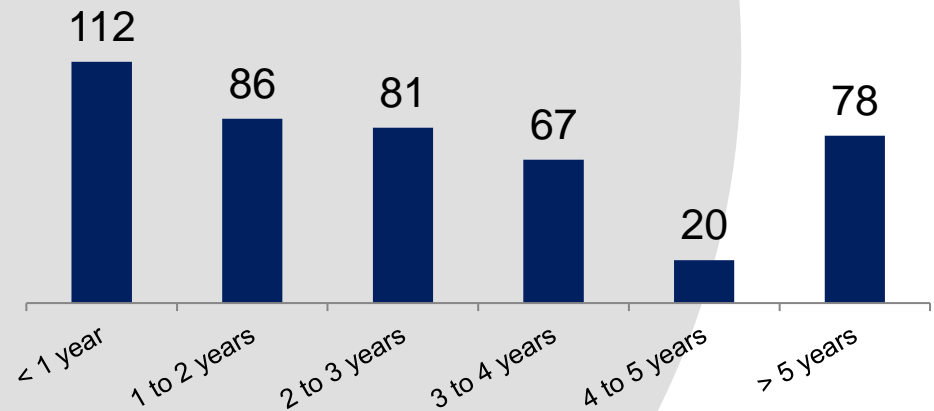


# Indebtedness

## Net Debt



## Aging of bank indebtedness



1.89x

0.91x

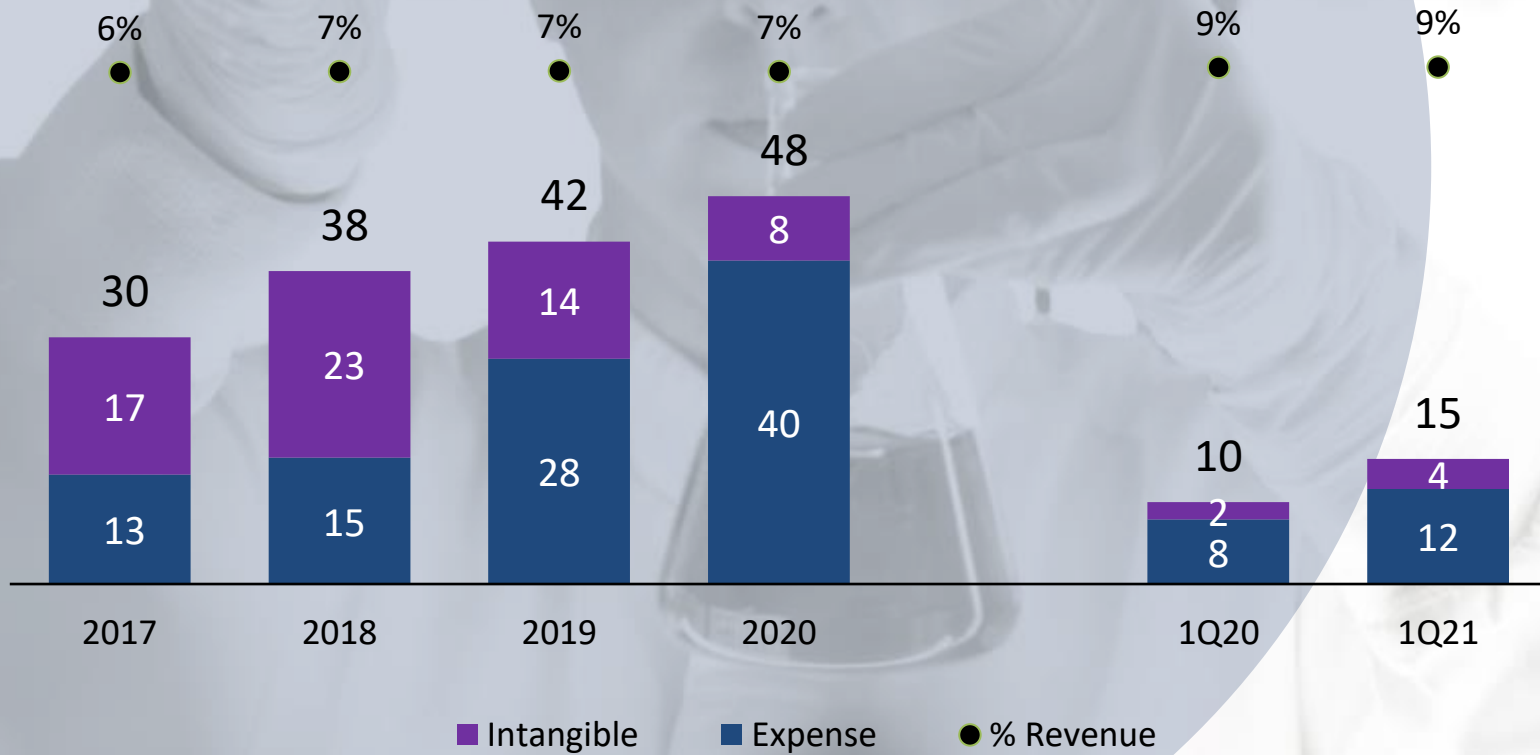
Net Debt/EBITDA

5.74%

5.29%

Annual Average interest on debt

# R&D Investments





Q&A

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



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