



**One of the largest veterinary
pharmaceutical companies of
Brazilian origin.**

History

Since the beginning, we have maintained our own sales force. Our DNA is built on partnership, and we work with a strong customer focus.



1987

*The beginning
of endless
possibilities*

1997

*The beginning
of international
operations*

2000

*Entry into the
pet market*

2005

*Operations at
Cravinhos
headquarters*

2007

*Biologicals program
and hormonal
therapeutics program*

2018

*Biological
medicines factory*

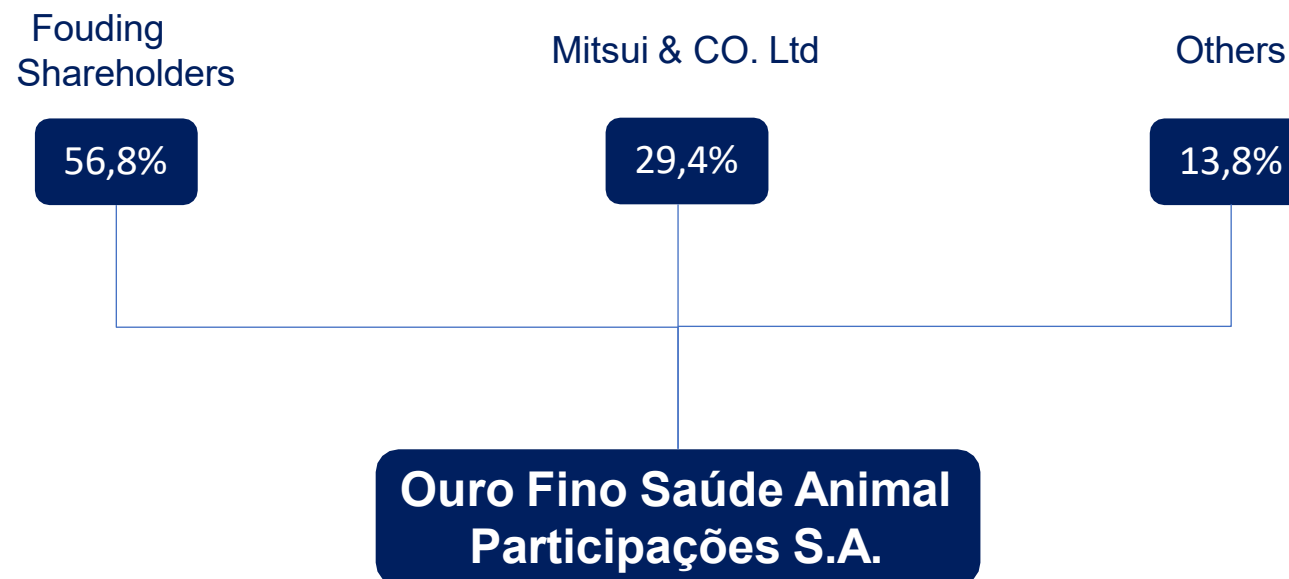
2020

*Redefining our
culture and values*

2022

*Mitsui acquires
29% of equity
stake*

Shareholders composition



Our purpose

Reimagining Animal Health

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



We are Ourofino

Play to Win

We think like owners, perform better as a team, and are only satisfied with superior and sustainable results.

Take care of people

We are passionate about what we do and go above and beyond to care for people.

Connect with the World

We operate in connection with the world in an entrepreneurial and digital way to build alliances and innovate.



Market

We operate in Latin America.

**We export to several countries with
distribution partners.**



Market

Own structures in the most relevant markets for the animal protein and companion animal value chains:

Brazil: Production and sales

Mexico: sales

Colombia: sales



Market

Animal protein

Our markets and numbers

Region	Animal protein production (cattle, poultry and swine in millions of tons)	Global share
World	353.858	100,0%
Latin and Central america	61.742	17,4%
Brazil	32.498	9,2%
México	8.036	2,3%
Colômbia	3.263	0,9%
Other	17.945	5,1%

Market

Animal Protein



Brazil

One of the world's major agribusiness powers.

The world's 2nd largest beef producer, with 11.85 million tons produced in 2024.

The world's 2nd largest poultry producer, with over 15.1 million tons in 2024.

The world's 4th largest pork producer, with more than 4.5 million tons per year.

The world's #1 exporter of beef and poultry.

The world's 3rd largest consumer of beef protein.

More than 23% of the national GDP comes from agribusiness.

The world's 4th largest swine herd, with approximately 33.15 million head at the beginning of 2024.

The world's 4th largest pork exporter in 2024.

Market

Animal Protein



México

2° Latin American market of Animal Health

The 3rd largest
beef producer in
Latin America.

The world's 7th
largest herd, with
40 million head.

Colômbia

3° Latin American market of Animal Health

The 4th largest
beef producer in
Latin America.

The world's 13th
largest herd.

Market

Companion Animals



Brazil

The world's 3rd
largest pet population.

Source: ABINPET – Brazilian Association of the

Pet Products Industry

México

80 million animals,
including 43 million dogs
and 16 million cats.

Source: National Institute of Statistics and Geography.

Colômbia

More than 8 million
companion animals in
the country.

Source: APROVET (National Association of

Veterinary Product Laboratories in Colombia)

Market

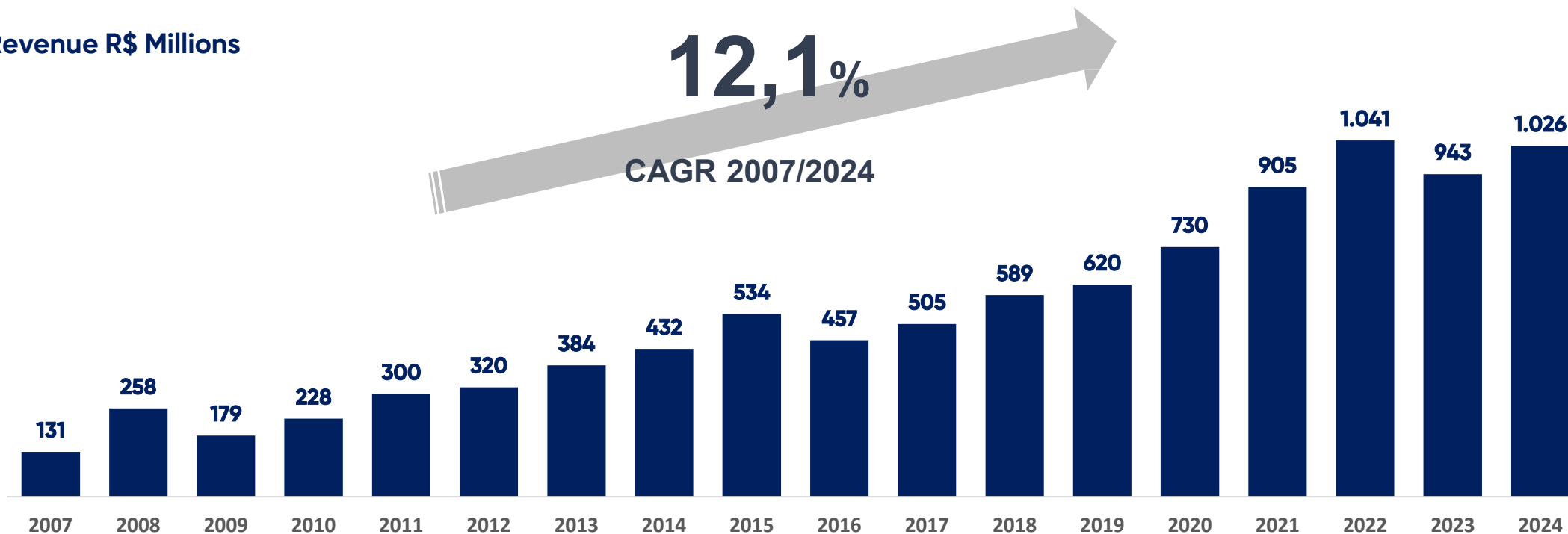
*Companion
Animals*

- **New Family profile**
- **Pets as Family members**
- **Growth of medical specialties**
- **Pandemic as an accelerator of this process**
- **Strong growth in recent years**



Revenues record Ourofino

Net Revenue R\$ Millions



Growth drivers

Future Vision

- Differentiated access
- Innovative R&D / Strategic Alliances
- Portfolio expansion
- Adjacent markets
- International growth
- Strong purpose and culture



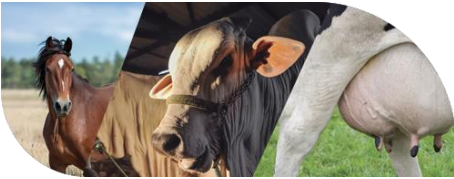
Business

Market-Leading Brands



Business

Business Structure



Bovine & Equine



Poultry & Swine



Companion Animals



International Operations



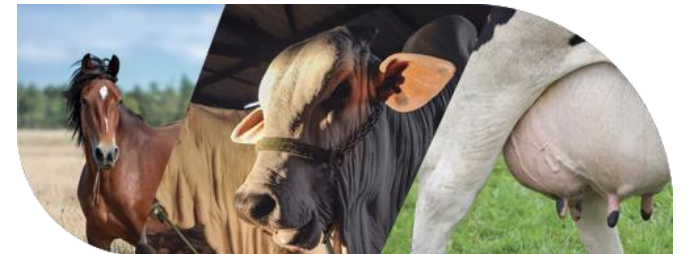
72% of Net Revenue



28% of Net Revenue

Bovine & Equine

- Around 6,400 clients served by our representatives and sales consultants in 2024.
- Around 4,750 rural properties served by our technical consultants in 2024.
- Around 170 field professionals
- 93 SKUs



Business Unit

Bovine & Equine



Ectoparasiticides



Endoparasiticides



Reproduction line



Biological, supplements
and cleaners



Therapeutics



Endectocides



Silage covers and
Inoculants



Hidration

Business Unit

Companion Animals



Companion Animals (Brazil)

- 36 Distributors
- 30k PDVs reached
- Own team of 54 people + 450 indirect personnel
- 60 consultants and technical promoters
- 102 SKUs



Business Unit

Companion Animals



Companion Animals (México)

- 24 Distributors
- 2,6k PDVs reached
- 3 consultants
- 42 SKUs



Unidade de negócio

Animais de companhia



Companion Animals (Colômbia)

- 1 exclusive distributor with national reach
- 3,5k PDVs reached
- Own team of 2 people
- 43 SKUs



Business Unit

Companion Animals

Business Unit

Companion Animals



Pet Care



Prevention & Protection



Dermatological maintenance line



Supplements Line



Antimicrobials



Dermatological



Anti-Inflammatory and Analgesic Line



Otic Line



Diagnostics Line

Business Unit

Poultry & Swine

Poultry & Swine

- Around 200 clients served by our representatives and sales consultants.
- Around 15 field professionals
- 25 SKUs



Business Unit

Poultry & Swine



Additives



Anticoccidian



Biologicals



Desinfectants



Ectoparasiticides



Anti-inflammatory



Anticoccidian



Fortifiers



Hormonal



Immunocastration



Swine Maternal
Appealing Substance

Business Unit

International Operations



International Operations

- 6.5k clients served indirectly through distributors.
- Direct clients: 78 clients, including distributors and resellers.
- Demand clients: 700 pharmacies and agro-services, 1.5k farms, and 200 veterinarians.
- 44 SKUs



Business Unit

International Operations



Anti-inflammatory



Ectoparasiticides



Endoparasiticides



Fortifier



Endectocides



Reproduction



Therapeutics

Business Unit

International Operations



International Operations (Colômbia)

- 5,000 clients served indirectly through distributors.
- Direct clients: 380, including resellers, distributors, and end consumers.
- Demand clients: 500 pharmacies and agro-services, 1.2k farms, and 170 veterinarians.
- 38 professionals
- 84 SKUs



Business Unit

International Operations



Ectoparasiticides



Supplements



Vaccines



Biological,
fortifiers and
Vitamins



Endectocides



Reproduction



Therapeutics

Business Unit

International Operations



Anti-inflammatory



Ectoparasiticides



Endoparasiticides



Fortifiers



Endectocides



Reproduction



Therapeutics

International Operations (Distribution countries)

- 16 countries, which 11 are in Latin America
- 19 distributors in these countries
- 4 representatives managing the distribution countries, in addition to the distributors' sales teams.
- 6k clients served indirectly through distributors.
- 291 SKUs



Proud for being
Ourofino!



Ourofino - Empreendedor Master do Ano 2004.

ERNST & YOUNG



*Our Industrial
Campus*

Modern structure for the manufacturing of:

- Medicines
- Animal Defensives
- Reproduction products
- Vaccines



Our Industrial Campus

- **D** - Labs
- **F** - Farmacêutical
- **H** – Animals Defensives
- **M** - Biológico
- **R** - Hormônals
- **X** - Biotecnological
- **V** – Vaccines and Therapeutics



*Our Industrial
Campus*

The best of Latin America

- Certified by MAPA
- Top-edge equipment technology
 - Labs with HPLCs, UPLC/MS e DSC
 - Protocols according to Good Manufacturing Practices
 - Production monitoring through ERP/SAP
 - 24 hours a day monitoring



*Our Industrial
campus*

Biosafety Levels in Biologics:

- 4 (**MAPA**) – The highest for veterinary
- 2 (**CTNBio**) – Recombinant plants



*Our Industrial
Campus*

Veterinary Research Center

Guatapar  (SP)



R&D

- R&D investments represent, on average, **8% of net revenue**.
- Team composed of PhDs, doctors, masters, and technicians.



R&D

Future Vision for R&D

- Trends
- Animal Well-being
- Technological platforms
- Strategic Partners
- ESG



ESG



Sector tendencies

- Biológico
- Biotecnología
- Animal well-being
- Early diagnostic
- Livestock 5.0
- Humanization of Companion Animals

ESG

Ourofino ESG Commitment



ESG

ESG Journey



**Ourofino's
purpose
and values**

• • • • •



**ESG policies
and
commitment**

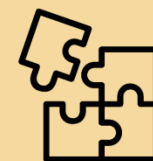
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**Materiality
definition**

Stakeholder
engagement
and priority
setting.

• • • • •



**Internalization
of the SDGs
and
integration
into strategic
planning.**

• • • • •



**Definition of
projects
connected to
prioritized
topics.**

• • • • •



**Cascading of
goals and
monitoring
dashboard.**

• • • • •



ESG

Materiality

*Racionalize
Efforts*



*Define
priorities*



Six priority themes

Our material themes

1 Animal
Well-being

2 Climate
changes

3 Research
and Innovation

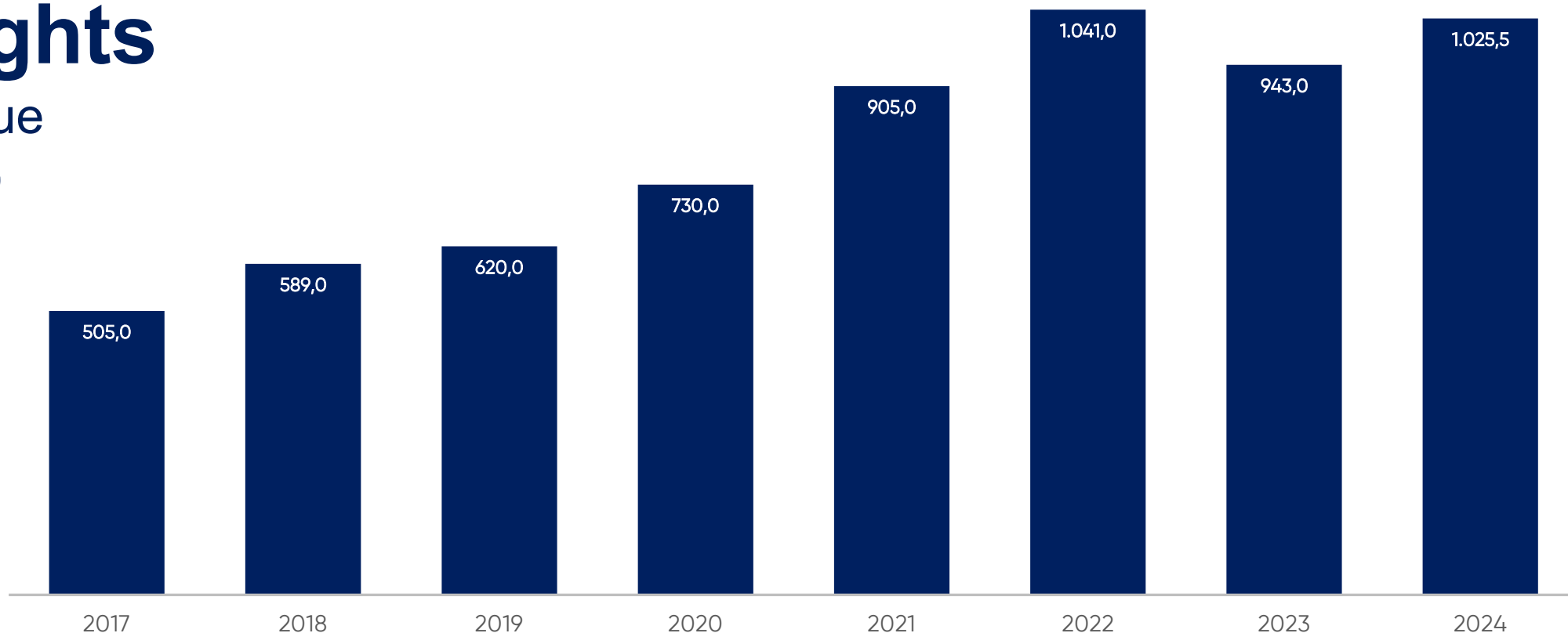
4 Supply chain
managment

5 People's well-
being and value

6 Food security

Financial Highlights

Net Revenue
(R\$ million)



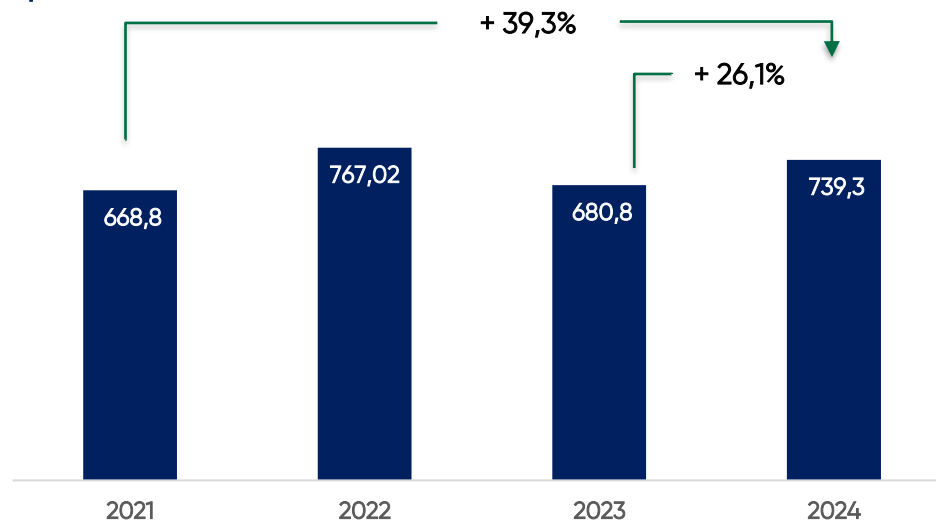
Financial Results

Financial Highlights

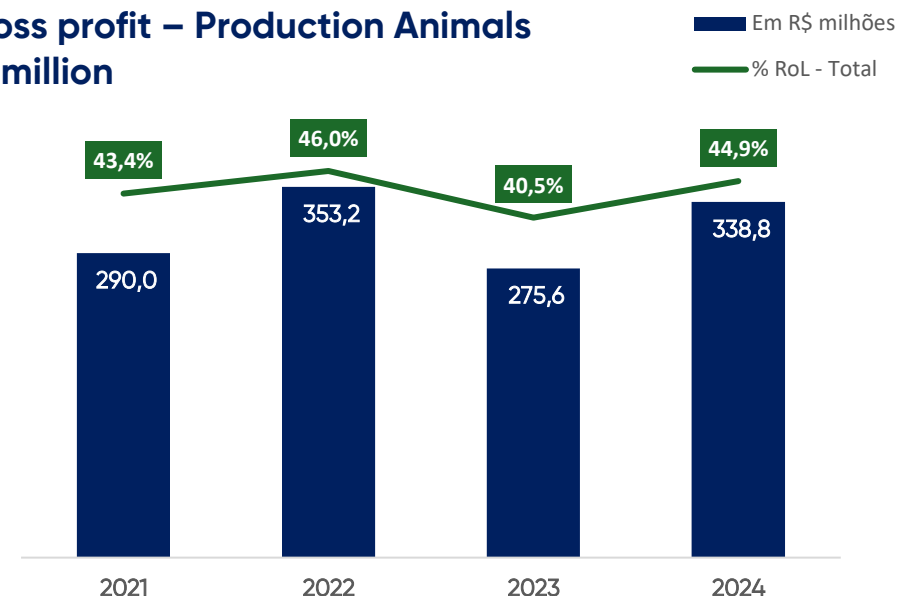
Production Animals



Production Animals – Net Revenue R\$ million



Gross profit – Production Animals R\$ million

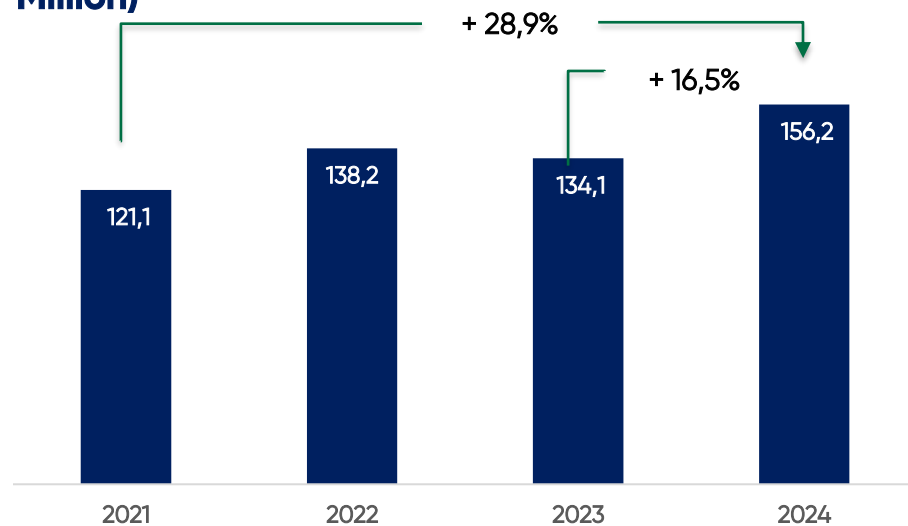


Financial Results

Companion Animals

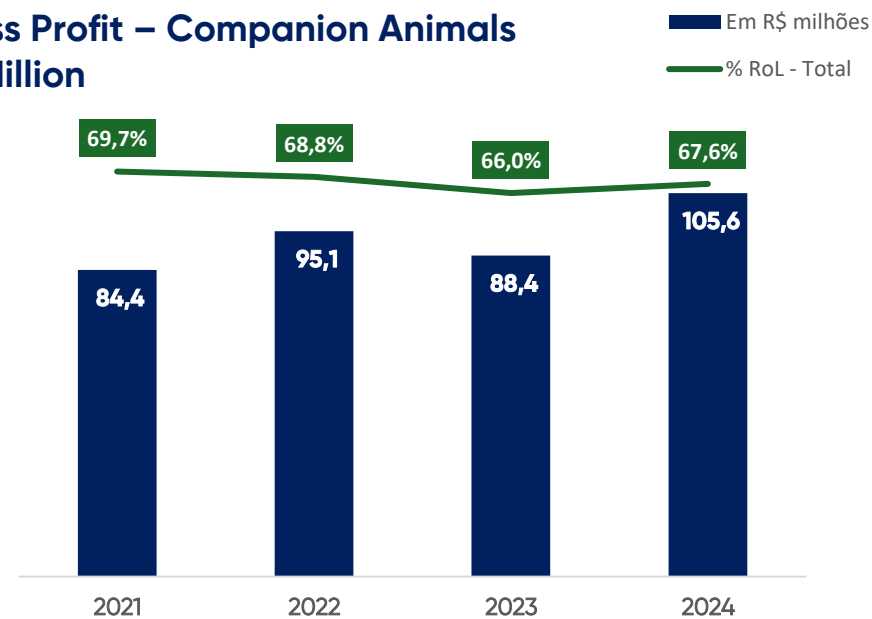


Net Revenue – Companion Animals (R\$ Million)



Financial Highlights

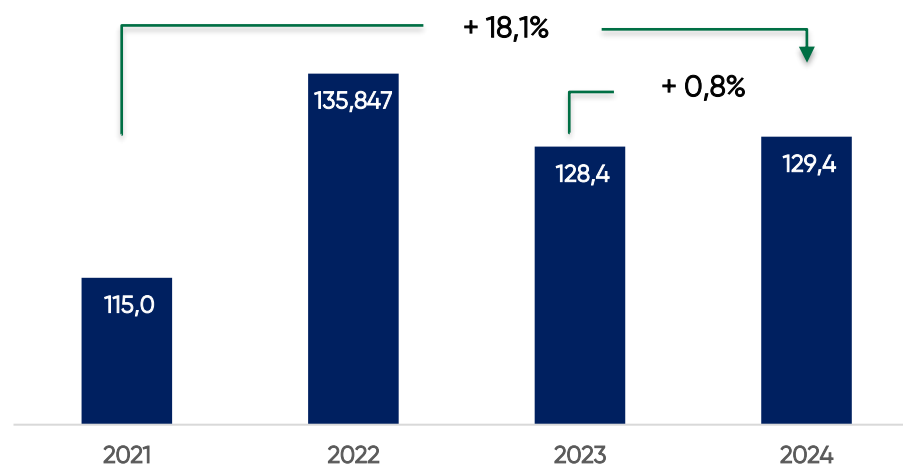
Gross Profit – Companion Animals R\$ Million



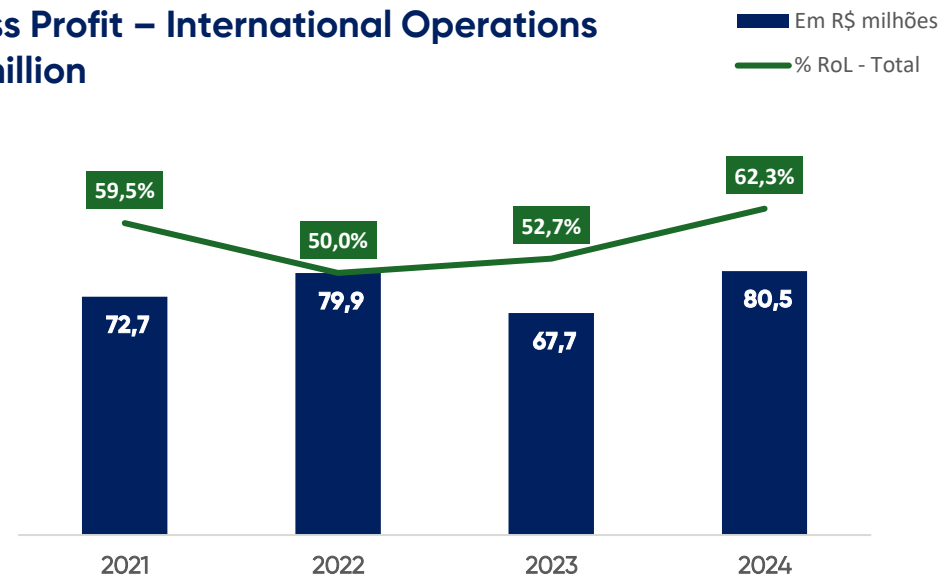
International Operations



Net Revenue – International Operations
R\$ Millions



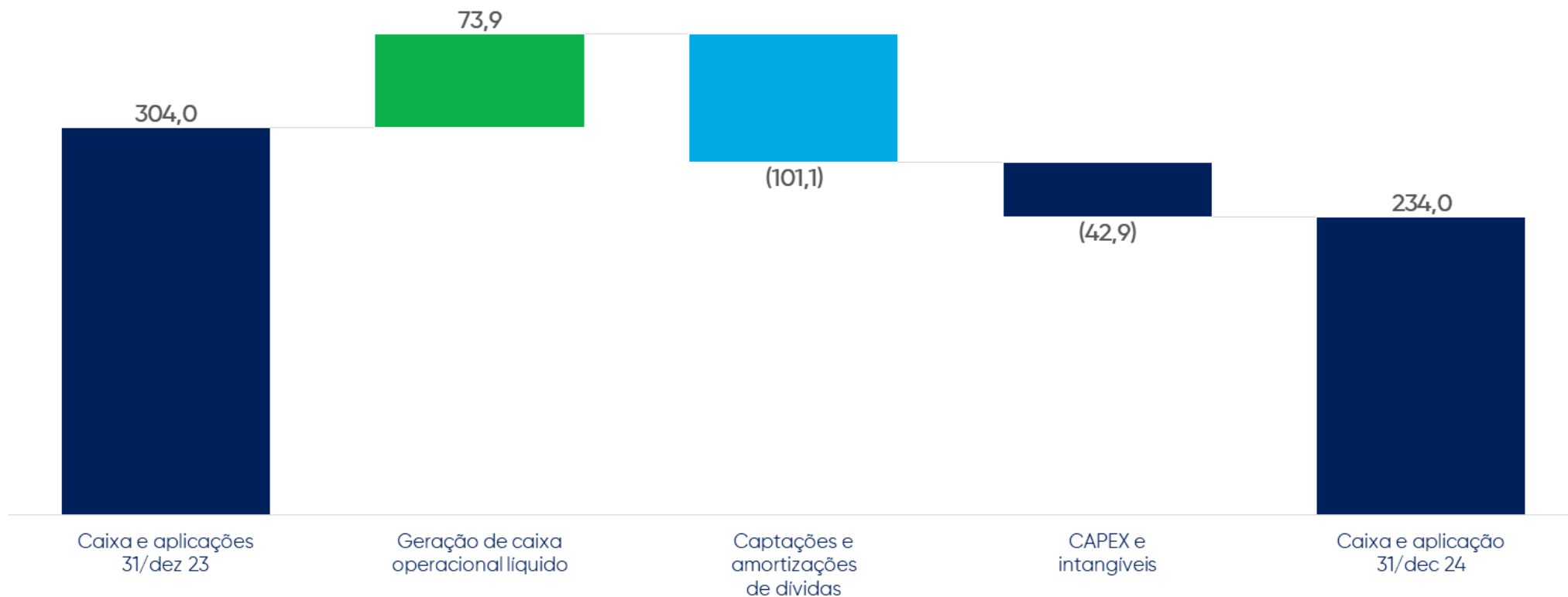
Gross Profit – International Operations
R\$ million



Cash position

(R\$ million)

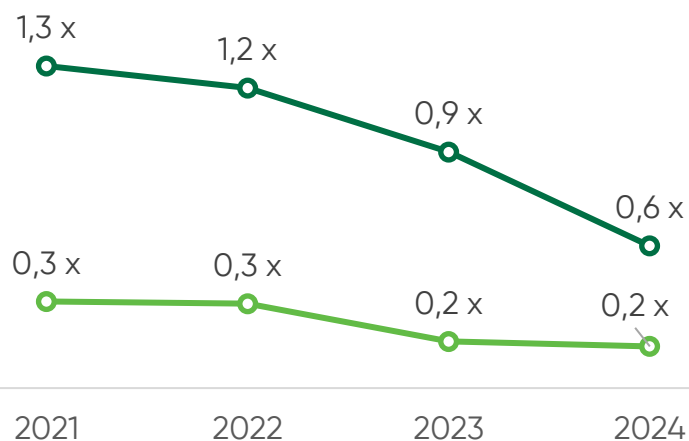
Posição de Caixa - R\$ Milhões



Financial Results

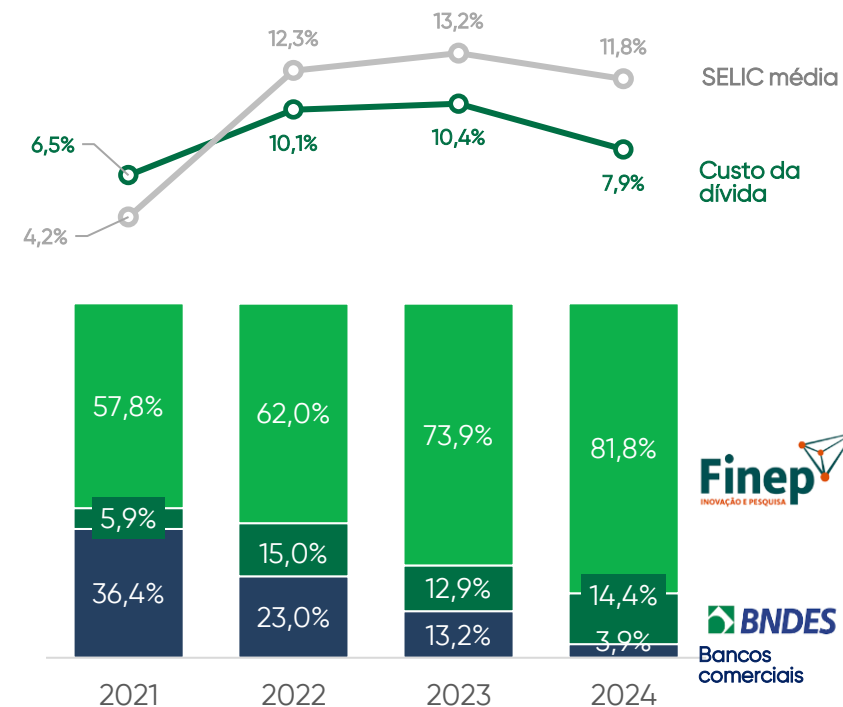
Leverage and debt composition

- Net debt/Equity
- Net debt/Adjusted EBITDA LTM



Fonte: informações internas

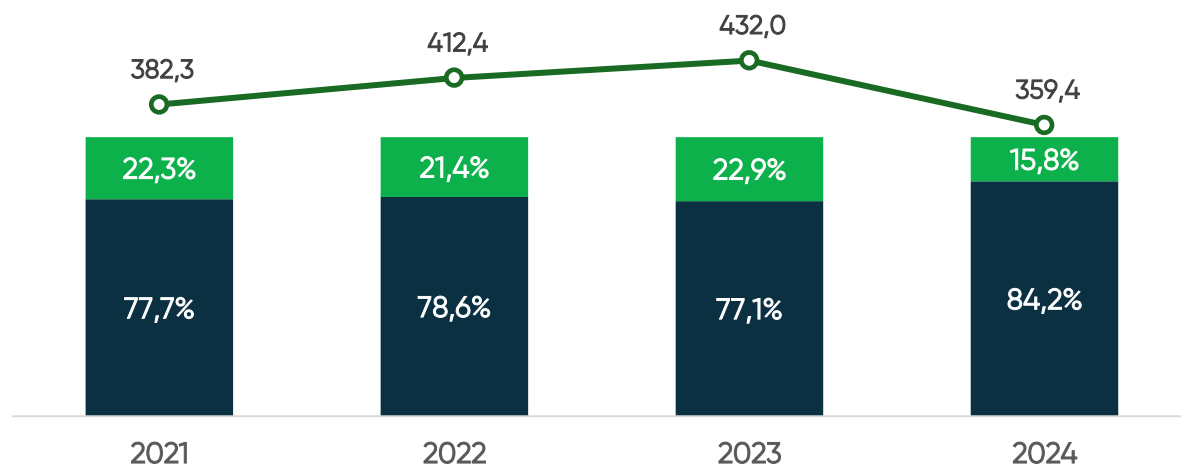
Composition



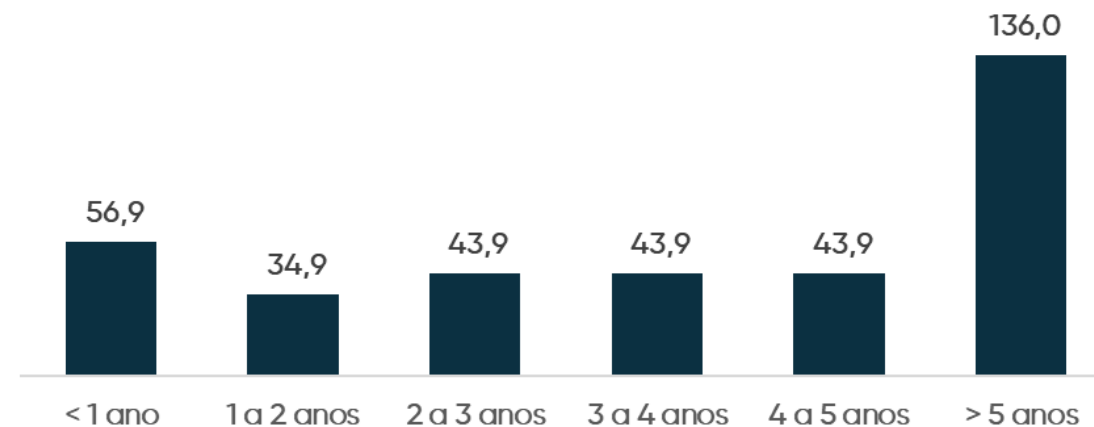
Profile and Debt Aging (R\$ million)

Aging - R\$ milhões

Curto prazo Longo prazo Dívida bruta



Aging do endividamento bancário - R\$ milhões



We are Ourofino

ourofino
agronegócio

Leadership position in
markets with strong
growth drivers.

Unique combination of
brand, access, and
broad customer base.

Entrepreneurial culture,
experienced teams, and
consolidated governance.

Expertise in R&D and a
pipeline aligned with market
trends.

Best
industrial complex
in Latin America.

SOMOS A OUROFINO E A OUROFINO É CADA UM DE NÓS



*Mire a câmera
do seu celular para
o QR Code conheça o
vídeo Manifesto Cultura
Ourofino*

Nossos Valores | Ourofino Saúde
Animal (ourofinosaudeanimal.com)